



Active Involvement Directed for Success

BACKGROUND - Peter G. Glaw

For over forty years Peter Glaw has exercised his natural entrepreneurial and leadership capabilities in the areas of business development, marketing and franchising: researching, developing and launching innovative products in international consumer markets. At the core of Peter's success lie his exceptional consumer product and market knowledge, discipline, passion, commitment and integrity. Peter will only consider partnering himself to innovative ideas he truly believes have a value proposition for the market audience. Understanding the marketplace, Peter is personally and financially connected; able to participate and add value in all ventures regardless of scalability.

Peter's entrepreneurial spirit was sparked while serving in the Canadian Military. He recognized an opportunity in the recreational aviation category with the Ultra Light Aircraft. Peter was integral to the design, development, manufacturing and creation of a dealership network in the North American and Caribbean marketplaces.

Pillars to Success:

- Value Added Business Model
- Natural Leadership Capabilities
- Performance Driven



- Focus on Innovation
- Successful history of business development
- Personal accountability

Major projects include:

TAB 1. Acoustical Ceiling Cleaning Solution

TAB 2. Fire Safe: Fire retardant solution

TAB 3. Counterfeit Money Detector

TAB 4. Trikes: Three wheeled motorcycle



Acoustical Ceiling Cleaning Solution

Since 1960 over 20 billion sq ft of acoustic ceiling tiles had been installed worldwide. Peter had a vision to create a tile cleaning solution, which would provide a cost-effective alternative to replacing tiles when in need of cleaning. Peter and his team engineered the Acoustical Ceiling Cleaning Solution. The product was successfully marketed worldwide through a dealership and franchise network.

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IBDC

International Business Development Corporation is a Canadian corporation with its corporate head offices located in Hamilton, Ontario.

Our mandate is to provide international services to both small and large corporations as well as entrepreneurs with new start-up companies.

WHO WE CAN HELP

- Individual entrepreneurs
- Inventors
- Marketing Firms
- Distribution Companies
- Importers / Exporters
- Manufacturers – both small and large
- New start-up companies
- Foreign companies needing international representation
- and more

Our philosophy is to work in tandem with highly motivated people and corporations who are striving to be internationally competitive, superior in product, price, quality, delivery and service. If you fit into any of these categories, you can consider I.B.D.C. your business partner.

International Business Development Corporation provides a broad spectrum of services in the following areas:

BUSINESS DEVELOPMENT

- Legal
- Management services
- Business consulting
- New business opportunities
- Business address, telephone & fax
- Full or part-time secretarial services
- Banking & financial services
- Government loans & grants
- Credit card services: Merchant Visa, MasterCard, American Express

PRODUCT DEVELOPMENT

- Design
- Packaging
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- UPC codes
- Prototypes

MARKETING

- Distribution
- Franchising
- Retail
- Mailing lists
- Market studies
- Advertising

MANUFACTURING

- Custom manufacturing of any product
- Off-shore manufacturing
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- Excellent manufacturing finance & payment terms
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WAREHOUSING

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- Storage
- Repackaging
- Courier services

COMMODITY BROKERAGE

- Transportation
- Discontinued products
- Liquidation sales

IMPORT / EXPORT

- Customs brokerage
- Sourcing
- Shipping

by **gertrude** Olga Down

Pattern For SUCCESS

**IBDC specializes
in showing
inventors the
right path
leading to the
marketplace**



Photo/Jan Domney

IBDC gets a first hand look at how the "Liquid Glove" works from inventor Chrster Ostflund. Acid burned the nylon but not the hand.

Thomas Edison, one of North

America's most prolific inventors, once remarked that it is not the invention that is important, but what is done with the invention.

In a world of highly-specialized technological developments, it's a notable comment. Anyone can have a great idea or product, but if it doesn't get out into the marketplace and into common use, it might as well never have been created. Many people are afraid of their success, and this fear stifles their ingenuity and creativity, says Peter Glaw.

As President of a unique company called **International Business Development Corporation**, Glaw has developed a sixth sense about the misgivings of inventors.

He believes everyone has the potential to generate at least one truly noteworthy invention, or the idea for one. Too often, however, people don't follow the notion through, apprehensive it won't work. He or she may reason if it's such a good idea, then why hasn't someone else thought of it?

CLEANING UP

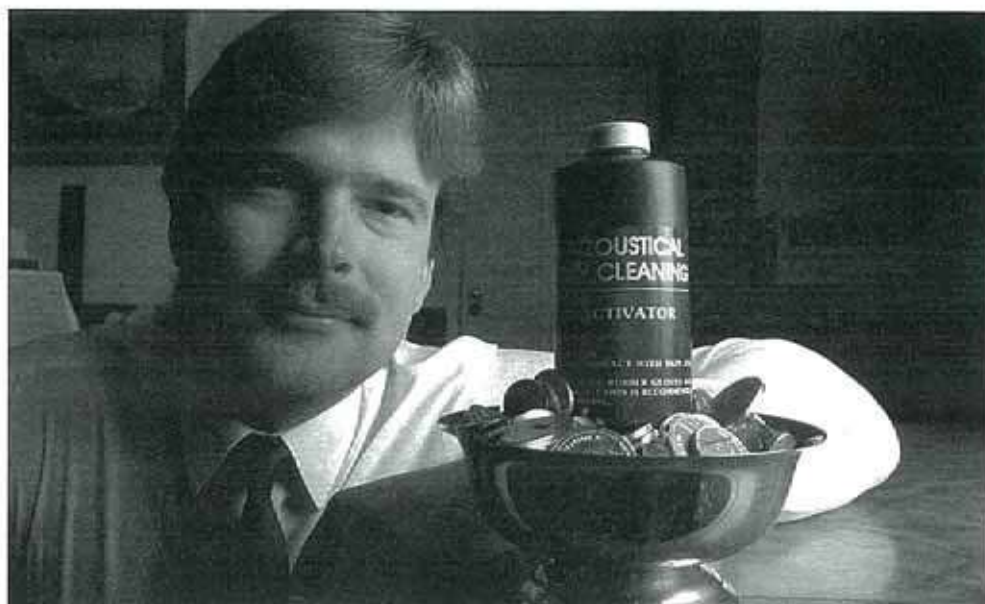
Gleaning gold from grease

By Robert J.L. Wright

Every once in a while someone manages to come up with a simple product that answers an obvious need and makes a mountain of money in the process. Peter Glaw is one of those successful entrepreneurs.

Glaw is the 31-year-old founder of National Acoustical Dry Cleaning (NADC) which after less than two years in business is the North American leader in its field. The company markets and franchises a product that Glaw and a chemist friend developed in 1986 to clean acoustical ceiling tiles—those waferlike white tiles on the ceilings of most offices. "I was sitting in my office and I noticed there was a water stain on a ceiling tile. I tried to remove it but I couldn't. So I tried replacing the stained tile with a new one but that didn't work because the new tile was so much brighter than the surrounding ones. Then I thought to myself 'Here's a great business opportunity! If I could develop a cleaning product that's clean and easy to use, I could probably sell it to a lot of people.'"

As he began researching the product, Glaw estimated that 20 billion square feet of acoustical ceiling tile had been installed world-wide since 1960. Certain there was a market for a good cleaning agent for the tiles, Glaw and his Toronto partner concocted a dry blend of enzymes, surfactants and emulsifiers to loosen and oxidize the grease, smoke and dirt that becomes embedded in the tiles. They came up with a non-toxic, biodegradable and self-acting product which removes layers of grit and grime from the tiles quickly and with little mess. The solution is sprayed onto the dirty surface and stains are chemically removed overnight so that yellowed or blackened tiles are rendered spotless by the time the office opens again in the morning. Glaw says the product works the way Easy-Off oven cleaner removes stains from a stove but without the fumes or harmful side effects and with minimal



Peter Glaw, president of National Acoustical Dry Cleaning, parlayed a cleaning formula into a successful franchise operation.

physical effort.

Success was sudden and dramatic. The partners decided to franchise the business and to date more than 40 have been sold, making the operation the largest of its kind in North America. "We expected to sell maybe 10 franchises in the first year but we sold 40," says Glaw, the company's president. They recently increased the cost of a franchise to \$25,000 from \$20,000 which they felt was underpriced. "We teach them (franchisees) how to use our tools, how to get sales, how to close accounts, how to care for their equipment...by the time our client walks away, he or she is absolutely confident in his or her ability to do the job."

Glaw believes Canadian businessmen can learn a few lessons from Japanese managers. "Treat every person with respect and they'll take pride in their work. Treat them well and they'll be happy and they'll be productive."

Glaw, a natural salesman, is spearheading the company's sales efforts. He spends up to 16 hours a day promoting the product. "Fortunately I'm a bachelor so I can fully commit my time to our product," he says. "You've got to be a go-getter but you have to know what it is you're selling. And you must believe in your product."

Others believe in Glaw's product too. In the company's first year of operation,

1987-88, NADC secured several prize contracts including McDonald's Restaurants and Tim Horton doughnuts. Both these chains have cooking operations that produce greasy residue. This problem, combined with heavy customer activity, means ceiling tiles quickly become covered with smoke and grease and need to be cleaned annually. And NADC's overnight process means there is no down-time for restaurant operations.

Glaw attributes much of his success to the self-discipline he learned during a stint of military service. In the '60s and '70s the Canadian Armed Forces ran a wildly successful recruitment campaign using the slogan 'see the world.' Glaw says he wanted to travel and jumped at the chance to see the world at someone else's expense. He joined the forces as soon as he graduated from high school in his native Dunnville. As a forces parachutist he had plenty of opportunity to see the world from a multitude of vantage points and also earned his flight wings during his three-year stint in the Airborne Regiment.

Glaw thinks the discipline and leadership qualities so highly valued and promoted by the Armed Forces helped him succeed as a civilian entrepreneur. "I was able to develop my ability to focus on the activity at hand. When there's a job to do, you do it."

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NADC ISN'T GLAW'S first attempt at entrepreneurship. He set up his own ultra-light aircraft business in 1981 thinking he would attract clients who were frequent business travellers. He acquired the Canadian rights to a light aircraft marketed in California and planned to manufacture and sell similar aircraft to businesses for about \$5,000 a piece. "I thought it was a great business opportunity. I knew there had to be a cheaper way of flying than paying \$2,000 to \$3,000 for each private business flight. I thought businessmen would go for it. So, with a partner, I set up a franchise. We manufactured our own craft and provided training to our clients."

Ultra-light lost money during its first few years because of high start-up costs and the need to publicize the service. About 50 clients received pilot training annually and about 36 planes were sold each year. Gradually the company began to turn a profit but revenues never did become as high as Glaw had anticipated and eventually he sold his assets in the company. "The aircraft industry isn't very profitable. It couldn't give me what I wanted in terms of profitability," he says candidly. "And at that point I had this idea for setting up National Acoustical Dry Cleaning." Glaw sold his own plane as well. "It just didn't make good business sense to keep it."

Glaw says his long-term goal is to become financially independent so he can continue to take new business risks. He says he is already financially comfortable but declines to reveal more than that.

WHILE MONEY IS important to Glaw, it is really the strategy for securing it, the skilled chase, that drives him. He is not a disciple of Tom Peters or other business gurus but he does have much in common with other successful entrepreneurs. Glaw takes risks and enjoys pulling them off. "To me, success means putting together different strategies to make money. I enjoy the strategy, the challenge, the chess game of life. You make wise moves, you win. You need to have a game plan to manipulate your players, to make your moves. So you set your goals. And you ask yourself, 'How am I going to get it the easiest, fastest and least expensive way?'"

Glaw sets specific goals for himself and his corporation based on three-year increments. When he set up National Acoustical Dry Cleaning he anticipated he would sell about 10 franchises. He clearly underestimated the demand for his product but has compensated for this by setting very ambitious goals for the next three years. By 1991 he'd like to have operations in Europe and Asia "and be No. 1 in the world." This businessman may have removed himself from the pilot's seat but the course he has charted for National Acoustical Dry Cleaning shows no signs of turbulence. •

Robert J. L. Wright wrote the Success column that appeared in the Fall issue.

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STARTING A BUSINESS

Peter Glaw of International Business Development Corporation provides professional help to those who want to start a new business or launch a new product. See article beginning on page 7

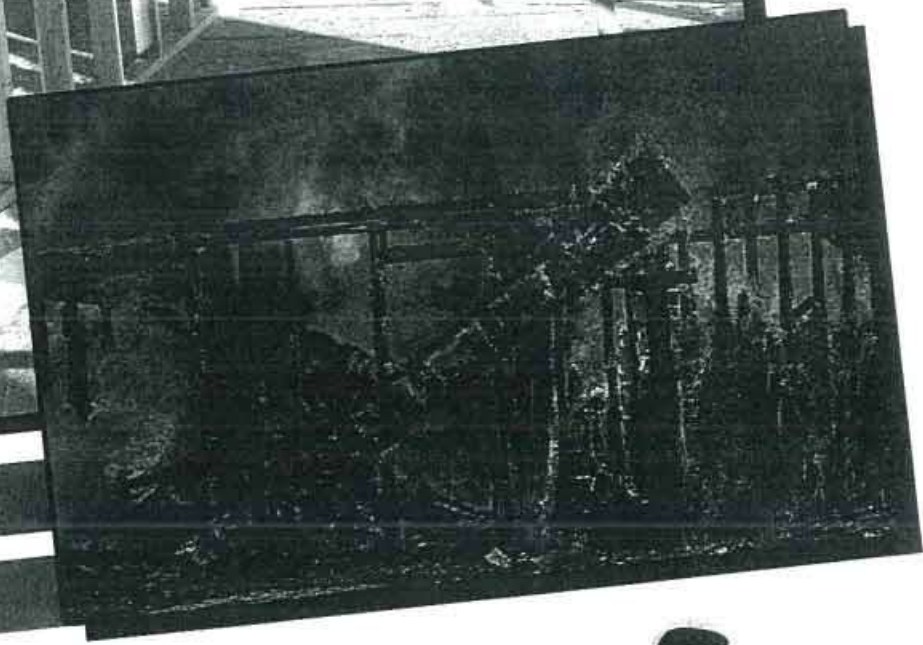
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Fire Safe: Fire retardant solution

In 1989 Peter recognized an opportunity with a fire prevention product, the solution when applied to any porous surface would prevent fire from starting. Aligning with the products inventors, Peter developed a marketable business model, selling dealerships and franchises. Fire Safe, fire retardant solution set the foundation leading to new industry standards. Today these standards are currently reflected in building and manufacturing codes across various industries worldwide.

FIRE SAFE 108 WOOD



FIRE SAFE



The heat is off

*Three Hamilton partners
hope to make millions by
preventing fires*

By Martha Jette

Every so often a product is introduced that seems to be a sure winner. A product that people not only want, but one they desperately need.

A former Ancaster resident and his two Hamilton partners believe they have found such a product. Peter Glaw, vice-president of franchising for Toronto Fire Safe of Mississauga, claims the product "will stop fires from ever happening again." Fire Safe products have already been given the stamp of approval by the Underwriters Laboratory of Canada (ULC).

Described as 'user friendly', Glaw says "it's completely harmless to plants and animals."

The Fire Safe line includes 24 different products which can be sprayed, painted, dipped or rolled onto just about anything, from a carpet or chesterfield to an entire house. Once applied, the non-toxic liquid prevents burning.

To demonstrate the effect, Glaw set fire to a small piece of wood, one-half treated with Fire Safe, one-half untreated. As the flame moved across the wood, some bubbling and charring of the treated wood occurred, along with some smoking, but it did not burn. In a house fire, he claims, the smoke would be so minimal that no one would be affected by it. "If you treated a whole house, it literally would be impossible to have a fire," he says.

Fire Safe products, he says, can



Peter Glaw: vice-president of franchising

also be put directly into the rinse cycle of a wash machine to render clothes, bedsheets and other material completely fire proof. He notes, however, that rewashing is necessary to maintain the effect. Items, such as carpets that are heavily travelled, require reapplication about once a year, while other carpeted areas need it about every five years. Treated mattresses and chesterfields are "pretty

well good forever, unless dry cleaned." When applied in a home, the fire retardant remains effective for about five years.

"It's simple to do," he says. "There's no trick to it." Not everyone, however, will get the chance, because the product will not be sold over the counter. Instead, trained employees, who have taken a four day course, will carry out all applications.

There are some items that Fire Safe products won't work on, including plastic and glass. "Anything that's totally non-porous, it won't work effectively on," he says.

Fire Safe products have captured the attention of southern Ontario entrepreneurs. Five franchises at \$20,000 each have already been established, and eight more are on the table with the price tag rising to \$35,000. Locally, a franchise has been open since January at 134 Grays Road in Stoney Creek.

"The public hears of something that stops fires and it's just an excellent response," says Pat Boyd, who operates the franchise along with her husband.

Stoney Creek fire chief Bryan Hirst, who was impressed with the Fire Safe

ings. The company is also working with builders in Brampton to construct new homes that are completely fireproof. "Depending on the size, about \$2,000 would do a new home," he says.

Fire Safe products have captured international attention. During the course of the interview a German newspaper called wanting to know about the new product. He's also had requests for information about the products from the United States, Australia, the Far East and "even in com-

munist countries where they hate to see free enterprise come into play." Around the world, he says, people are realizing that Fire Safe products are "one hell of an investment. Come the early part of the summer, you will see this product introduced and used in the international marketplace."

The overall forecast, he says is tremendous. It's "a multi-multi-million dollar future. It's not a maybe; it's for sure." Glaw is certainly not about to let his dreams go up in smoke.

Fire Safe products have captured international attention

video presentation, points out that ULC approval indicates the products do work as claimed. "Products of this nature are needed." He's relieved that the general public will not be able to purchase the products because using them incorrectly could give a false sense of security. He notes, however, that other fire retardant products are on the market.

Because of the financial potential of Fire Safe and the clamor to be first on the market, Glaw would not reveal the names of his Hamilton partners, specifics on product content, or the amount of the company's investment into the products. Stressing confidentiality, he says, "I'm not going to give a dollar figure. A lot of money and a lot of years of research have been put into it."

The company is currently negotiating with two Canadian airlines interested in the fire retardant coat-

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Let's Talk
Business
MAGAZINE

page 54



Local man says new products will save lives

by Martha Jette

There are more than a dozen fires every hour and every eight minutes a house burns, according to Statistics Canada. About 4,000 people are injured and 675 people die in house fires each year.

"Can you imagine a product that stops fires before they get started?" asked former Ancaster resident Peter Glaw.

Well, it seems he has his finger on the pulse of just such a product. Mr. Glaw, vice-president of franchising for Toronto Fire Safe L.T.D. and two unnamed Hamilton partners (unnamed he said, because competition is so intense) are marketing a complete line of Fire Safe products which can be dipped, rolled, sprayed or painted on everything from walls and doors to carpets, mattresses and clothing.

"We could treat almost anything," said Mr. Glaw. "Once it's on the product — wood, paper, fabric — it renders it totally fire retardant."

Only items that are "totally non-porous," such as glass and plastic would be unaffected, he said.

The Fire Safe line includes 24 different products designed to fireproof specific items. All are colorless and odorless and

described as "user friendly," because no protective clothing needs to be worn when using them.

When a fire starts, the liquid reacts with heat and flames to produce non-combustible gases. Though some charring occurs, Mr. Glaw said any resulting smoke is negligible.

DEMAND

For Mr. Glaw, 31, Fire Safe products are the culmination of a nine-year career in various aspects of franchising. Originally from Germany and a born entrepreneur, he once ran a franchise for B & G Aviation of Hamilton. But his current undertaking, he said, has him literally scurrying to meet the demand.

"It's almost a multi-million dollar business and it's flooding the international marketplace," he said.

Only two months into production, he has had countless calls from Canada and abroad. Though he's trying to keep the lid on information about Fire Safe products until a major media blitz planned for April, it appears that just about everyone from here to Russia will have already heard.

"We've had interest from Communist countries," he said. "The press is starting to call up like crazy."

Obviously excited about the venture, he noted calls from Germany, Australia, China and the Far East. Everyone wants to know more about the amazing new product line that can save lives.

APPROVED

But is it all it claims to be? Judging by a four-minute company video and an on-the-spot test, one could be partially convinced. However, the clinching factor is a seal of approval from

the Underwriters Laboratory of Canada, a government safety organization. Actual demonstrations on such items as curtains and blinds have also passed the National Fire Prevention Association's vertical fire burn test.

A strong believer in franchising, because "the public buys a uniform product of quality," Mr. Glaw said Fire Safe products will only be available through franchises. Five have already been established in southern Ontario, including one in Stoney Creek, and current plans call for eight more.

Locally, Pat Boyd and her husband operate a Fire Safe franchise on Gray's Road in Stoney Creek. Though no advertising has been done, Mrs. Boyd said the public's response has been excellent.

"As far as I'm concerned, this fire retardant is long overdue," she said.

The local franchise recently showed the company's video to members of the Stoney Creek fire department. Fire Chief Bryan Hirst said he was impressed.

"Anything that they can come up with that doesn't create smoke," he said, is a good thing. "It is ULC approved, so they must have done tests on it."

Chief Hirst noted that similar products are available at some local paint stores. However, he said the company's use of only

Continued on Page 3

Fire Safe line catching international attention

Continued from Page 2

trained personnel to apply the products is better, to ensure that it's done properly. Chief Hirst said he expects to learn more about the products' capabilities.

"They are saying they are going to put on an actual burn in the near future," he said.

Calling the products a terrific

investment, with a "multi-million dollar future," Mr. Glaw said the cost of the franchises is rising constantly. Originally sold for \$20,000, the franchise price will soon increase to \$35,000.

"I foresee it going further than any other franchise in the world, obviously because it can save lives," he said.

Local man says new products will save lives

by Martha Jette

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photo by Martha Jette

PETER GLAW, vice-president of franchising for Toronto Fire Safe L.T.D. in Mississauga, shows how vertical blinds are hung to dry after being dipped in the clear, odorless liquid which he says will save lives around the world.

Fire Safe line catching international attention

Continued from Page 7b
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Hamilton man's hot new idea is taking the heat out of fires

By STEVE ARNOLD
The Spectator

MISSISSAUGA — Every hour there are 12 fires in Canada. Every eight minutes a house burns.

More than 3,700 people will be injured by fire this year, 2,400 of them will be in hospital for more than six weeks and another 675 will be killed — two a day, every day.

The search for a way to slow the carnage by specially treating building materials has occupied researchers for years. The market offers a wide variety of products — some better than others — all promising to save life and property.

Hamilton native Peter Glaw is one of the newest players in that market, offering a chemical concoction he claims doesn't just slow the spread of a fire — it stops the flame from ever taking hold.

"Fire retardants, usually some kind of salt solution, have been around for years, but they've never been able to get something that would prevent ignition. All they've really been able to do to this point is slow the burning down," he says.

Offering franchises

Mr. Glaw, who now lives in Oakville, is attacking this market through a company called Toronto Fire Safe, offering franchises to distribute and apply the new retardants.

He owns one third of the business and is the active member. There are two silent partners.

Fire Safe isn't the first new business venture for the former armed forces pilot. In March 1988 he was hawking a firm called National Acoustical Drycleaning Inc., which offered franchises to distribute and use a chemical product designed to clean the 1.4 billion square metres (15 billion square feet) of acoustical tiles in stores and offices around North America.

He still owns 50 per cent of that business, "but this is where I'm spending 14 hours a day now," he said. "This is a completely new venture and that's the way I like it. I like new ventures."

"I never go to bed without dreaming for half-an-hour about some new product. If I can come up with something new people can use, then they'll benefit and so will I."

Close-mouthed

Although he remains close-mouthed about the composition of the four specific Fire Safe products, (they're also mixed with chemical masking agents to keep anyone else from breaking them down to learn what's in them) he said they work by keeping oxygen away from the fuel. A fire stops when deprived of either fuel, oxygen or heat.

In a close-up demonstration using a piece of wood, the wood burns where the flame is applied directly, but within moments the flame stops, leaving nothing more than a slight bubbling of the chemical.

Developed over the last five years, the product has been listed by Underwriters' Laboratory of Canada and is drawing interest from other quarters.



Peter Glaw displays the effect of fire on untreated wood, left, and treated wood.

"I've been active for the last six months getting the product on the market and we opened the doors internationally about two months ago. We want to be in every western country by the end of this year," Mr. Glaw said.

So far, he said, treatments have been provided to the restaurant atop the CN Tower, LHotel and the Toronto Sheraton and negotiations are being pushed with airlines and other large buyers.

"We think the airlines can be a really hot business," he said, adding he thinks the product will prove attractive for treating the stalls of

horses and for chicken barns where fire is a special risk.

He has also approached one of Hamilton's steelmakers suggesting treating the clothing worn by welders who are always subject to burns.

"The potential for this business is just unbelievable, it's really lucrative because the law is sending us business," he said, noting tougher fire retardant standards in building codes have increased interest in fire retardant preparations.

As with the tile-cleaning business, Fire Safe products are being moved through a franchise system — "\$25,000 buys a complete turn-key

operation, everything you need to go out and start making money," Mr. Glaw said.

"I really think this is a product that will prevent fires from ever happening again. Irv Weinstein is going to hate me, but fire departments are going to love it," he said. "It's the wildest thing I've ever seen."

Although he still has a real estate licence and is an enthusiastic pilot, developing a new business hasn't left room for too much else in life.

"There's not even time for flying anymore, in fact I haven't been doing too much of anything lately because I'm here 14 hours a day."

Mississauga company sells safety

Firm claims its products make anything fire resistant

By ALAN CAIRNS

Special to *The Mississauga News*
A Mississauga company claims it has developed a product that will revolutionize fire safety.

Applied to furniture, clothing, wood, or any porous material or item, the manufacturer says its solutions will stop fires before they start.

Peter Glaw, vice-president of Toronto Fire Safe Inc., says chemicals in his company's product give off a non-combustible gas when ignited. The gas creates a barrier around the flames, effectively shutting off the oxygen that is needed to prolong the fire.

In a demonstration this week at the company's 5694 Ambler Dr. headquarters, Glaw held two kitchen cloths — notoriously flammable items — to a Bunsen burner flame. The untreated cloth burst into flames and was reduced to floating soot within seconds; the treated cloth burned out quickly and would not reignite.

Glaw said similar results occur with any one of the 21 product lines, which have been created with separate applications in mind.

Fire retardant solutions have been around for decades, Glaw says, but none of them are as flexible, as comprehensive, or as effective as those produced by his company. From the consumer's point of view, they are colorless, odorless and will not stain.

"The only things we can't treat are glass and metal, but they won't burn anyway," Glaw said.

He said \$900 worth of chemicals, applied by spray, roller or brush, "can do most of the home."

Fire Safe marketing has been on the back burner for about a year as company scientists have striven for the desired product. To date, Glaw

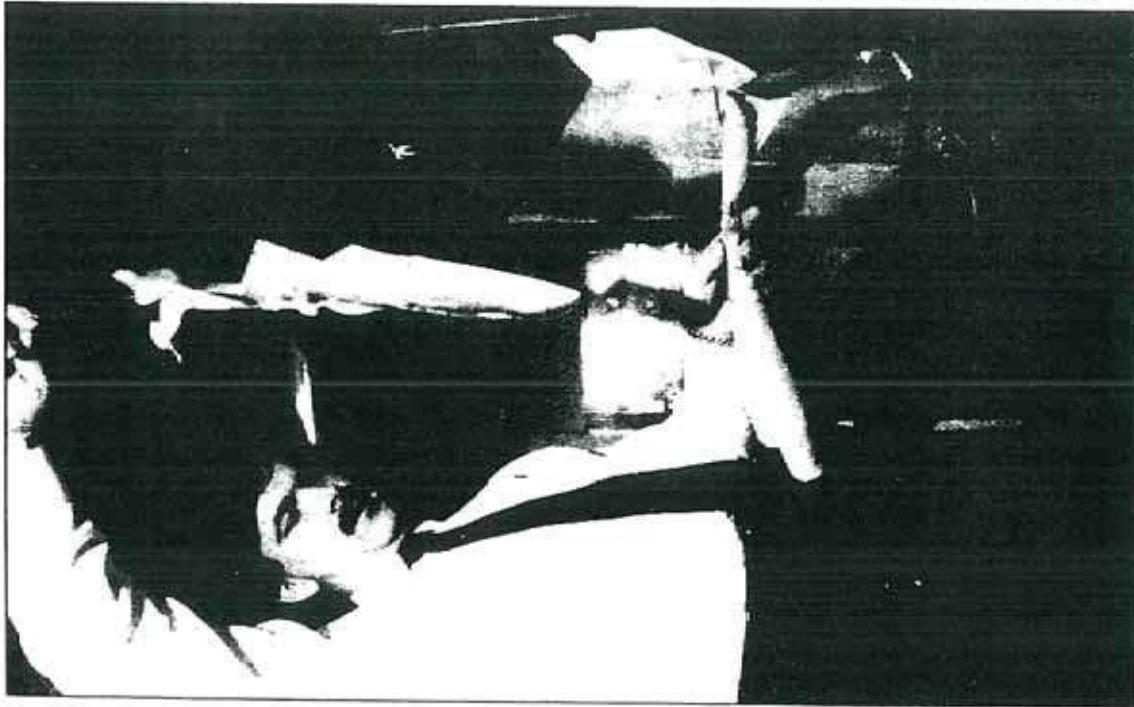


Photo by Alan Cairns

THE J-CLOTH TEST — Toronto Fire Safe vice-president Peter Glaw demonstrates the effectiveness of a fire-retardant his company has produced: the cloth burning fiercely was not treated, while the one that was resists catching fire, even while over a bunsen burner.

lab's standards of three coatings on a length of Douglas fir lumber. Fire Safe 108 had a flame spread rating of 20 and Fire Poly 51 a flame spread of 10.

The most effective flame retardant on the ULC's list has a rating of 5. A rating of 25 or less is needed to meet building code standards.

Roberts stressed the Douglas fir tests are the only ones undertaken at the centre: there is no standard for flame retardants applied to fabrics and other materials.

Glaw said Fire Safe can be applied to walls, doors, carpets, textiles, curtains, upholstery, mattresses, foam rubber and ceiling tiles.

Chief Insp. Roy Chalk of the Mississauga Fire Department is not familiar with the product. He said flame retardants in general have good and bad points.

"They're good as long as they're applied correctly then not handled again," he said. "But things like drapes and carpets tend to get grimy and dirty and people wash them, completely washing out the fire retardant. It's only as good as it is maintained."

Stoney Creek Fire Chief Bryan Hirst is among those who have seen the Toronto Fire Safe Inc. video presentation. He stopped short of endorsing the products, "because there are others on the market," but he acknowledged that "what I saw, looked good."

Hirst said he favors any product that will help prevent fires and the resulting smoke that, in most cases, causes fire deaths.

"There could be all kinds of applications for this, if people are prepared to pay — that's what it all comes back to," he said.

The company has also developed three fabric protectants which, Glaw claims, are "two and half times better than those on the market." "The can repel grease, water and acids."

The company is about to set out on a massive advertising campaign which will feature such slogans as: "Better Fire Safe Than Sorry."

Make your home Fire Safe

By **PAUL RUSSELL**

Staff writer

It may seem like an incredible claim, but a Peel company says it's marketing a product "that will eliminate fires."

"I would compare this to having found a cure for cancer or AIDS," said Peter Glaw, vice-president of Toronto Fire Safe Ltd., of Mississauga.

"Literally anything that will burn can be made resistant to fires," he said.

A demonstration in the company's warehouse explains what he means. A piece of untreated cloth quickly erupts

into flames when held over a gas burner. But when a similar piece of cloth -- treated with Fire Safe -- is held in the burner's flame, it does not ignite. The only visible change to the cloth is a slight charring at its edge.

Similarly, a slim piece of wood is quickly enveloped in flames when held in the burner. Another piece of wood, treated with Fire Safe, refused to burn.

Although the chemical composition of Fire Safe is secret, Glaw said once it's applied, a chemical reaction in the product doesn't allow the flame to reach the combustible material.

Fire Safe is also odorless, colorless and non-staining, Glaw said. He noted it is completely harmless to plants and animals and is even suitable for fine textiles such as silk.

The product was in the development

stage for five years, and has recently been approved by the Underwriters Laboratory of Canada. Franchise operations are now being established across Canada, with a Brampton location a possibility.

There are more than 20 different forms of Fire Safe available, as each fabric or material needs its own type of treatment. Houses can be treated, starting with the wooden frame right down to the pillows on a sofa, Glaw said. To treat a couch, it will cost anywhere from \$40 to \$60. Prices vary depending upon the size of the job.

Except for high-traffic areas such as a carpet, one treatment is supposed to last a lifetime.

Glaw said area fire departments have endorsed the product after they saw a demonstration of its potential, but neither Brampton nor Mississauga fire departments has been introduced to it yet.

For more information, call 621-7761.



Peter Glaw demonstrates how a cedar shingle treated with Fire Safe refuses to ignite (left hand) while an untreated piece burns unchecked.

Photo by George Beshiri

TODAY'S TIP

At \$20, Canadian Tire shares are trading at 13.3 times Prudential-Bache's 1989 earnings estimate and 12.5 times its 1990 estimate.

Money

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FRIDAY CLOSE
GOLD: \$469.93
SILVER: \$7.25



FRIDAY CLOSE
CDI: \$3.463
U.S.: \$1.1900

BE FIRE SAFE

By TERRI WILLIAMS
Toronto Sun

Every day, two Canadians die because of fires started in their homes. Now, a new fire retardant can help prevent these deaths and stop the devastation suffered when a fire starts. The manufacturers of Fire Safe, a revolutionary new fire retardant which has recently come on the market say the product can and will save lives and millions of dollars.

Fire Safe reacts with heat and flames to produce non-combustible gases.

"It totally prevents ignition or combustion," says Peter Glaw, v-p of Toronto Fire Safe Ltd. which manufactures the product at its Mississauga warehouse.

"It is a very exciting product," Glaw says. "We are literally telling people they don't have to die in fires any more."

It took five years of research for Toronto Fire Safe to come up with this new fire retardant. It has only been on the market for a few months, but Glaw expects it to be worldwide within a year. The company has received inquiries about the product from virtually every corner of the world, Glaw says. A meeting with China is scheduled for next month.

Fire Safe, which is odorless, colorless, non-toxic, non-staining and completely harmless to plants and animals prevents virtually any porous substance from catching on fire.

For example if a cigarette was burning in a mattress, without the retardant, the mattress would probably ignite and go up in flames.

Over 60% of all home fires start with careless smoking. If Fire Safe had been applied to the mattress, the area where the cigarette is in direct contact with the mattress would burn, but the rest of the mattress would refuse to ignite.

The cigarette would burn out. There would be no fire, no loss of life and little property damage.

When flame hits the area that has been sprayed a chemical reaction occurs preventing the rest of the material from catching on fire.

In a demo tape, a small dog house doused with gasoline but first sprayed with Fire Safe would not ignite. The house beside it, not sprayed with Fire Safe, went up in flames in minutes.

The product is applied by a Fire Safe agent with airless sprayers, rollers or brushes, on both vertical and horizontal surfaces.

Glaw says the cost is similar to having something scotchguarded.

It has been approved by one of Canada's consumer watchdog agencies, the Underwriters' Laboratories of Canada.

Glaw says fire departments and manufacturers have expressed interest in having their worker's uniforms sprayed.



Terri Williams, Sun

UP IN FLAMES — Peter Glaw of Fire Safe demonstrates what can happen to a piece of wood that

hasn't been sprayed with his new fire retardant, which is odorless, colorless and non-staining.

Major clients include Sparkles at the CN Tower, downtown hotels and a number of bars and restaurants. Glaw says a whole subdivision of new homes in Brampton have been sprayed and discussions are ongoing with insurance companies so buyers of Fire Safe new homes will get insurance discounts.

Its major clients however are vertical blind and drape retailers, as well as carpenters.

The fire code maintains all vertical hangings in commercial buildings must have a high degree of flame resistance.

An application is good for about five cleanings, Glaw says. It should be applied yearly on high traffic areas such as hallway carpets.

Lebensrettende Erfindung

TORONTO — Jede Stunde brechen in Kanada über zwölf Feuer aus. Alle acht Minuten brennt ein Haus. Ungefähr 3,777 Menschen werden dieses Jahr in einem Feuer verletzt. Alle 24 Stunden sterben zwei Personen durch einen Hausbrand. Mehr Kinder werden verletzt und fallen einem Brand zum Opfer als durch andere Unfälle. Die Statistiken sind erschreckend!

Umso unfaßbarer und unglaublicher ist die Erfindung der einjährigen Firma 'Toronto

Fire Safe Ltd.'. Nach fünf Jahren intensiver Forschung hat dieses Unternehmen eine feuerbremsende Lösung entwickelt, die auf dem Verbrauchermarkt wie eine Bombe explodiert ist. Global haben die drei Partner der Firma mit ihrem Produkt bereits das Interesse verschiedener Unternehmer in Deutschland, den USA, Australien und sogar Indien geweckt, die die Vertriebsrechte für das 'Wundermittel' in dem jeweiligen Land kaufen wollen.

Der 31jährige Peter Glaw,

Vizepräsident und verantwortlich für die Vertriebsrechte und den Verkauf weltweiter Zweigstellen, dazu mit einem Drittel Besitzer von 'Toronto Fire Safe Ltd.', gehört zu der unternehmungslustigen Kategorie der Menschen. Im Alter von dreieinhalb Jahren siedelte er mit seinen Eltern von Buchholz (Nähe Hamburg) nach Kanada um. Viereinhalb Jahre verbrachte er bei den 'Canadian Armed Forces', bevor er Pilot und Fluglehrer wurde. Ihm gefiel der Gedanke, ein Unternehmen aufzubauen, und sein Geschäftssinn trieb ihn in seine heutige Richtung.

Der erfolgreiche Geschäftsmann erklärt, daß dieses feuerbremsende Mittel den Sauerstoff daran hindert, an die Quelle (z.B. Holz oder Stoff) zu kommen, so daß die Flamme keine 'Nahrung' bekommt und erstickt. „Was immer die Quelle des Feuers, sei es Benzin oder ein Feuerzeug, das Benzin löst sich in Rauch auf, aber das Haus oder Möbelstück selber entzündet nicht, wo das Benzin ist. Qualm- und Rußschäden entstehen zwar vom Benzin, aber es wird sich nicht entzünden“, wiederholt er.

Das Produkt, in der Form eines Sprays, zum Aufpinseln oder -rollen, kann auf die meisten Oberflächen aufgetragen werden, solange sie etwas porös sind, damit das Mittel haften kann. Gegenstände, wie z.B. Stoffe jeglicher Art, beispielsweise Gardinen, Holz, Matratzen und Polstermöbel, können auf diese Weise behandelt werden. Die Möglichkeiten sind endlos.

Bedenkt man, daß über 60 Prozent aller Brände auf unachtsames Rauchen zurückgeführt werden, kann diese Erfindung unendlich viele Menschenleben retten. In einem Versuch, der auf Videofilm festgehalten wurde, wurde eine brennende Zigarette zwischen zwei behandelte und zwei unbehandelte Matratzen gelegt. Nach einiger Zeit entstanden auf der unbehandelten Seite Rauch und eine Flamme, aber die mit der Lösung behandelte Seite wies lediglich eine verkohlte Stelle auf.

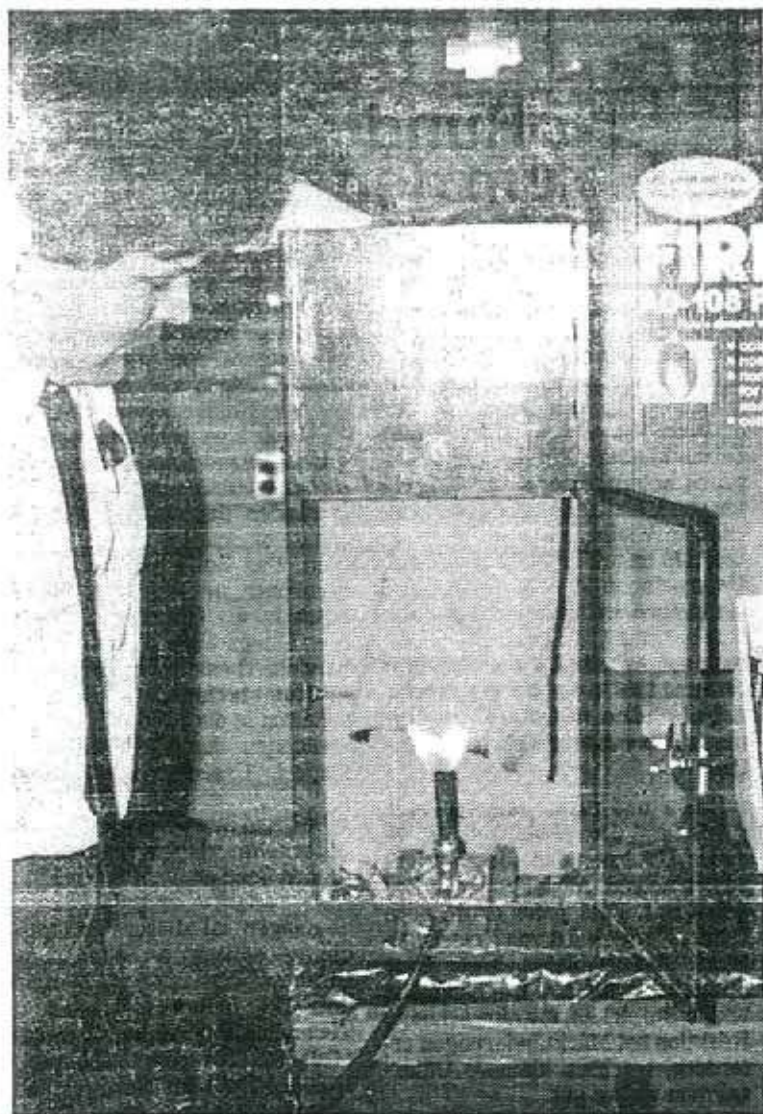
Nichts auf dieser Welt kann ein Feuer völlig stoppen. Peter Glaw: „Es (die Lösung) soll Menschenleben retten und Gegenstände vor dem Entflammen hindern. Wenn die Flamme sich nicht entzündet, kann auch der Schaden nicht so umfangreich

werden.“

Normalerweise fallen Personen dem Einatmen von Rauch zum Opfer, bevor das Feuer überhaupt voll entflammt ist und lediglich schwelt.

Da verschiedene Oberflächen unterschiedlich auf die Chemikalien reagieren, wurden bis jetzt 24 Erzeugnisse von der Firma hergestellt. Sie reichen von schützenden Polituren über feuerbremsende Lösungen hin bis zu stoffschonenden Mitteln. Ständig werden die Produkte jedoch weiter erprobt und erforscht, damit in Zukunft noch mehr Gegenstände behandelt werden können.

Auf Grund der spezialisierten Art und Weise wie Möbel, Gardinen etc. bearbeitet werden müssen, kann der Verbraucher die Lösungen nicht von den Regalen in Geschäften beziehen. Ganz abgesehen davon, wäre die Verantwortung zu groß, wenn der Konsument bei der Application einen Fehler begeht. Eine Zweig- bzw. Verteilerstelle des Unternehmens mit ausgebildeten Kräften, sorg für den Kundendienst. Die Kosten ein neues Haus mittlerer Größe mit einer solchen Schutzschicht zu überziehen, liegen zwischen \$2,000 und \$3,000. „Es sind geringe Unkosten, denkt man an die heutigen Hauspreise“, sagt Peter Glaw. Pro Quadratfuß wird dem Kunden ungefähr die Hälfte von dem berechnet, was man bezahlt um Möbel mit einer Fleckenschutzschicht (Scotch Guard) zu



Innerhalb von einer Sekunde müßte das synthetische Allzwecktuch Feuer fangen und in Flammen stehen. Behandelt mit der feuerbremsenden Lösung der Firma „Toronto Fire Safe Ltd.“ ist der Lappen den Peter Glaw über dem Feuer hält, nach 15 Sekunden, jedoch nur angesengt.

Lebensrettende Erfindung

versehen. Um beispielsweise ein Polstersofa mit einer der Lösungen zu behandeln, würde circa \$45 kosten.

Durchaus begründet ist bei der heute weitverbreitenden Angst vor Chemikalien die Frage, ob das Mittel giftig sein könnte. „Das Produkt ist absolut ungefährlich, nicht giftig und völlig geruchlos. Das ‚Underwriter Laboratory of Canada‘ hat es abgenommen, und somit ist es von der Regierung genehmigt worden“, versichert der junge Unternehmer. „Selbst Feuerwehrinspektoren in Kanada haben sich zustimmend zu dieser Erfindung geäußert. Versicherungsgesellschaften, mit denen wir derzeit Verhandlungsgespräche führen, so hoffen wir, werden den Benutzern unseres Produktes eine Beitragsermäßigung geben. Selbst Bürgermeister verschiedener Städte wollen unser Erzeugnis mit eigenen Augen begutachten“, bestätigt er weiter mit einem strahlenden Blick, noch immer aufgeregt und begeistert über den schnellen Erfolg.

Im März wurde bereits der

CN-Turm, dort, wo sich das Restaurant und die Diskothek Sparklaes befinden, behandelt. Sollte dort ein Feuer ausbrechen, wären die Konsequenzen katastrophal!

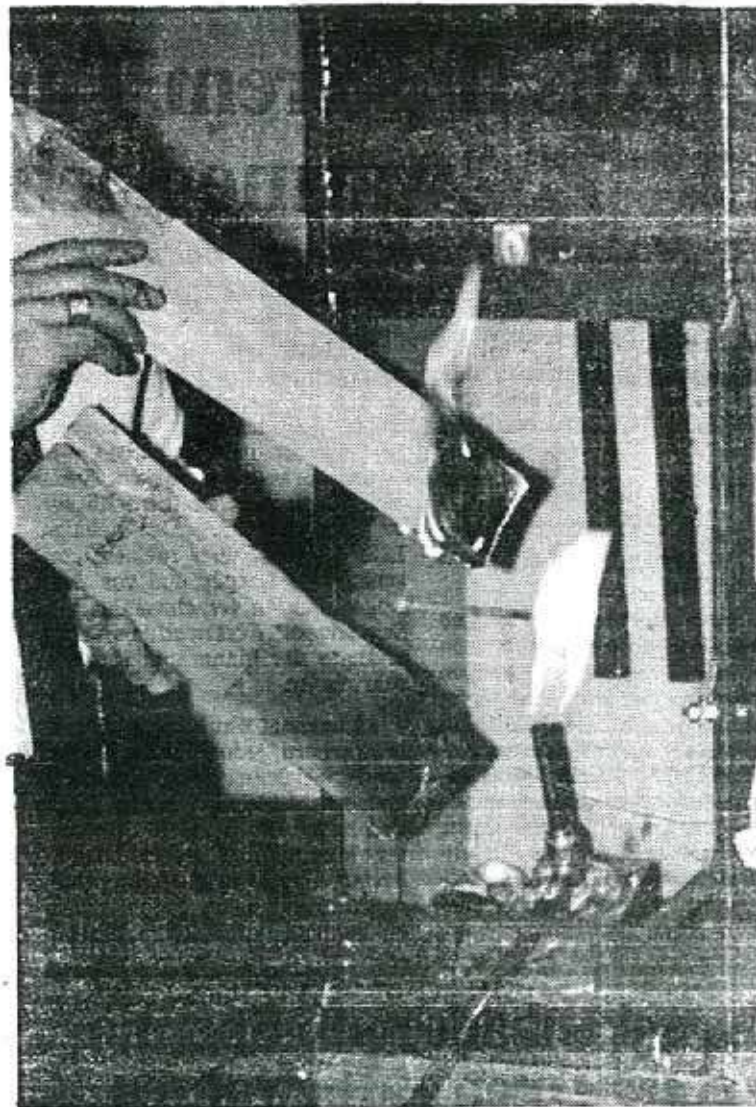
Wie schon erwähnt, sind die Möglichkeiten für die Verwendung dieses feuerbremsenden Mittels endlos. Überall dort, wo viele Menschen sind, in einem Sportstadion, beispielsweise dem neu erbauten Sky Dome, in Wolkenkratzern, Altersheimen, Theatern, Konzerthallen, Hotels, Appartementhäusern oder Flugzeugen; einfach überall dort, wo der Ausbruch eines Brandes die verheerendsten Ausmaße annehmen könnte, wäre dieses Mittel einsetzbar.

Jetzt, nachdem das Produkt von der Regierung anerkannt ist, steht dem Erfolg der drei Partner von ‚Toronto Fire Safe Ltd.‘ nichts mehr im Wege. Peter Glaw und seine beiden Partner haben eine Marktücke gedeckt. Innerhalb kürzester Zeit hat ihre Erfindung auf dem Verbrauchermarkt riesigen Anklang gefunden und wird sicherlich weltweit noch sehr weite Kreise ziehen. Damit niemand das Patent kopieren kann, sind die Chemikalien mit einer maskierten Lösung getarnt.

Selbst Peter Glaw staunt immer noch über die Bedeutung der feuerbremsenden Lösung: „Ich bin noch immer verblüfft. Es ist aufregend, sich vorzustellen, daß Tausende Menschen, die jedes Jahr Bränden zum Opfer fallen überall in der Welt gerettet werden können und daß die Millionen Dollar an Eigentumschäden verhindert werden können.“

Im Grunde ist es eine so unglaubliche Erfindung, daß sie zunächst Mißtrauen erweckt und im nächsten Moment eine Reaktion von ‚Das glaub‘ ich nicht!‘ hervorruft. Sicherlich der Grund, warum die Fernsehserie ‚That’s Incredible‘ das Produkt und die Firma in einer ihrer Sendungen porträtiert hat.

Barbara Lorenzen



Das trockene Holz über der Flamme brennt sofort. Auf dem unten, dem behandelten Scheit, erstickt das Feuer und hinterläßt nur einen angesengten Rand mit ein paar Bläschen.

Fotos: Barbara Lorenze









FIRE FACTS

**Fire can happen to anyone, anywhere, anytime
... FIRE DESTROYS!!**

**75% of all fires occur at home.
Home fires account for 90% of all fire deaths.**

These are the Canadian statistics:

-  There are over 12 fires every hour every eight minutes a house burns!
-  Approximately 3,777 people will be injured this year in fires, 2,400 so seriously burned that they will be hospitalized for more than six weeks.
-  Fires will kill 675 people this year, every 24 hours 2 people die by fires in their homes.
-  Every 36 hours a child is seriously burned. More children die or are injured in home fires than any other form of accident!!
-  Fire can start anywhere: your kitchen, your bed room, your child's bedroom, the basement, your furnace, in your wiring everywhere!
-  Fire safe retardants can save lives - Think about it.



International Chemical Corporation

FLAMEGUARD A.Z.D. by ICC



Overview

Governmental regulations have placed an ever increasing responsibility on the private sector to adequately protect the public from the hazards of fire. The result is the continued expansion of a substantial business opportunity for the sale of specialty fire retardant chemicals and coatings in select markets in most countries.

The impact of legislated fire protection and the growing awareness of fire safety serves as an interrelated catalyst for the public and a number of professionals and businessmen. Fire safety officers, architects, engineers, specification writers and local authorities are responsible to maintain, follow and provide guidelines to industry, whilst ICC as a primary role and function is to identify, service and assist industry to meet the code requirements of their manufactured product by furnishing fire retardant chemicals.

The second mandate is to present to the public fire retardant products that offer value add-on in the retail do-it-yourself market. Distribution of the retail products is conducted through large merchandising chain stores that present product exposure and offer a volume opportunity.

Introduction

ICC is a Canadian company that manufactures and distributes coatings and treatments for the fire retardant industry. The company has distinguished itself as a viable source of domestically manufactured specialty products.

The Industry

The fire retardant industry represents a multifaceted, diverse, specialized and wide spread business. Dating back to the seventeenth century, the French emperor had a mild fire retardant concocted to protect valuable cotton prints and draperies. Since that time the industry has gathered momentum in a systematic manner over the last forty years. With the introduction of fire and building codes in the 1950s, government regulations and standards have undergone revisions and expansion especially in the last decade. The promising factor in the industry, which translates to high growth, is that the trend is continuing.

Other indicators that supported the concept include: statistics place North America's fire incidence and death rate amongst the highest in the world; The Federal Governments continued program to establish more stringent flammability standards in the upcoming years; and the growing public awareness for fire safety. While some of the Codes were to extend the scope of existing regulations, others were to be formulated to encompass new standards.

Consider from a macro perspective an office building as an example, the structural beams, floor separations, elevator shafts, carpeting, wall panelling, ceiling tiles, decorative wood and paper finishings, all have to adhere to stringent fire code standards. Reducing the perspective to a micro scale in the individual suites, the cushions and frames in the chairs and sofa, the wall hangings, carpeting, wall panelling, etc., once again have to meet these same stringent fire code standards.

As a manufacturer of fire retardant coatings and chemicals, it is our responsibility to identify all of the components in an office building environment that are required to meet fire code specifications and to supply fire retardants to the manufacturers of those components.

ICC's relation to the Industry ---

Flame retarding chemicals and coatings have been required by law under the Canadian and Ontario Building Codes for use under specific conditions for many years.

These requirements for limiting smoke generation and flame spread have been met through one of two methods:-

- (A) **Inherent Materials** - where fibres that produce the required results are woven right into the fabric during production or chemicals are mixed into the paint or resin during manufacturing.
- (B) **Chemicals and coatings** - Applied to the finished product to produce the necessary results, during and after construction or manufacturing.

The products that ICC manufacture can be selectively applied to both of these market sectors.

Overall Market Strategy ---

The overall market tactics follow proven strategies. One direction is through market segmentation. This is the process of dissecting a total market area into smaller compartments that share similar product needs based on ICC products, approvals, human resources and abilities to effectively deliver those products and services.

The basis for market segmentation are;

- applicable fire and building codes.
- shifts in market requirements, example upgrading cotton canvas used by tent manufacturers to meet the new regulations.
- Architect/Engineering specifications.
- voluntary institutional guidelines

The second marketing channel has been described as "Centrally programmed networks pre-engineered to achieve operating economics and maximize impact". This system offers economies of scale through their size and elimination of duplicate services.

The basis for vertical marketing includes;

- Opportunities that present multi use applications, Example; polyester felt, cotton felt, cotton felt ticking.
- Opportunities that represent a series of companies that share similar applications, Example; Wood Scaffolding.
- Opportunities whereby dealers and distributors represent and sell ICC products, Example; A national dealer/distributor network.

Product Marketing Opportunities: Overview

A brief review of the various markets for Flame Guard A.Z.D. available to the creative sales professional who has the training and tenacity to make the most of these opportunities. Varying degrees of attention and emphasis will be directed to the individual markets as they pertain to the fire code regulations and voluntary fire safety.

Government:

- Government Buildings
- Correctional Services
- Provincial Housing Services/Agencies
- Department of National Defence
- Ministry of Transportation and Communication
- Parks and Recreation
- Canadian Mortgage and Housing Corporation
- Equivalent Municipal Departments

Institutional:

- Hospitals
- Nursing Homes
- Educational: Colleges, Universities, School Boards
- Commercial and Institutional Laundries

Hospitality:

- Hotels
- Motels
- Resorts
- Restaurants
- Theatres
- Convention Centres

New Home Construction:

- Value add on to vertical and horizontal timbers
- Exterior fire retardant varnish for cottages

Manufacturing:

- All areas where current materials do not meet the fire code:
- Sell the Fire retardant product to upgrade those material to meet the necessary smoke and fire specifications.

Wholesale Distributors:

- Fire retardant products for sale to the do-it-yourself market



FLAMEGUARD A.Z.D.

Flameguard A.Z.D.

A long lasting Fire Retardant treatment for most porous/natural and synthetic materials.

Recommended for:

Particularly recommended for the treatment of:

- Drapes
- Upholstery Fabrics
- Rugs
- Carpets
- Christmas Trees
- Mattresses
- Textile Wall Coverings
- Porous Decorative Materials
- Timber Emulsion Paint
- etc.

Flameguard A.Z.D. is a non-toxic treatment that minimises possibility of flame spread and combustion. It also eliminates after-glow and smouldering in most cases.

Application

Applications of Flameguard A.Z.D. are to be performed by authorized applicators using fully trained and certified operators. All materials to be treated must be Clean, Dry, Free of Grease, Oil, Dust or Dirt. Always test for Compatibility, Colour Fastness and Shrinkage prior to application. There is minimal or no change in appearance after treatment.

Coverage

Spray Application:

At the rate of ± 10 to 15 m^2 per litre.

Submerging:

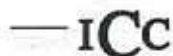
Allow material to absorb completely.
Dry naturally.
Do not wring or tumble dry.
Fan Heater is suitable.

Note:

Washing with water / detergent will remove treatment and therefore protection. 5 to 10 solvent-based cleaning processes should not affect the fire retardant treatment.

Warranty:

The Manufacturer warrants that its products meet the specifications which it sets for them. The Manufacturer makes no other warranties related to the product. The technical data furnished is true and accurate to the best of our knowledge, however no guarantee of accuracy is given or implied. We assume no responsibility for coverage, performance, or injuries resulting from use. Maximum liability, if any, is limited to replacement of products. Technical data are subject to change without prior notice.



International Chemical Corporation

762 Upper James Street, Suite 200, Hamilton, Ontario, Canada L9C 3A2 • Tel: (905) 575-1400 • Fax: (905) 388-9400

CARPEFLAKE 2000

Carpeflake 2000: _____

A simple, speedy, cost-effective carpet and fabric cleaning system with excellent results.

Carpeflake F.G. : _____

This amazing product combines the effectiveness of Carpeflake 2000 and Flameguard A.Z.D. to provide an effective system which cleans and fire retards all in one application. This system is especially suitable for maintaining carpets that by regulation have to be treated.

Recommended for: _____

Carpeflake is particularly recommended for both natural and synthetic materials used in carpeting, oriental rugs, upholstery fabrics and auto valet services.

Benefits of using Carpeflake: _____

- Deep Cleanses thoroughly
- Disinfects & eliminates mites
- Maintains PH Balance
- Prevents shrinkage or stretching
- User friendly
- Cost effective
- Contains anti-static agents
- Enhances Pile

Application: _____

Carpeflake is a simple and easy to use system which works on the "release and absorb" principle. To apply Carpeflake, sprinkle it generously over carpet or upholstery and then brush it in using an electric brushing machine. Allow solvent to evaporate and extract with a powerhead brush vacuum.

Carpeflake is suitable for removing spots and maintaining high traffic areas on a regular basis, with minimal or no disruption.

Coverage: _____

Apply Carpeflake at the rate of approximately 1 kg per 10 to 15 square meters depending on the pile depth.

Note: _____

Always test for colour fastness prior to application. Use in well ventilated areas.

Warranty: _____

The Manufacturer warrants that its products meet the specifications which it sets for them. The Manufacturer makes no other warranties related to the product. The technical data furnished is true and accurate to the best of our knowledge, however no guarantee of accuracy is given or implied. We assume no responsibility for coverage, performance, or injuries resulting from use. Maximum liability, if any, is limited to replacement of products. Technical data are subject to change without prior notice.

Counterfeit Money Detector

Developing the sales, marketing activities and manufacturing alliances required to launch the Counterfeit Money Detector in 1992. The product was embraced by law enforcement, private and commercial banking internationally. Offering a solution to the worldwide increase in counterfeit currency activity, the Counterfeit Money Detector quickly penetrated the marketplace internationally. The Money Detector was recognized with multiple international awards.

The **COUNTERFEIT DETECTOR™**
CONTAINS A SPECIALLY
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It needs no batteries,
no electric plugging.
It conveniently fits in a pocket,
purse or cash register.
It will test up to 5000 bills.

The **COUNTERFEIT DETECTOR™**
pays for itself. It should be kept at
every point of purchase
of retail stores, hotels,
motels, restaurants,
banks, check
cashing stores,
services and
cash businesses.



Everyone
who handles money
is safer with the
COUNTERFEIT DETECTOR™

for more information, contact:

**International Business
Development Corporation**

5205 Harvester Rd., Unit 3
Burlington, Ontario, Canada L7L 6B5
Tel: (416) 681-8819
Fax: (416) 681-8901

Counterfeit Detector™



Don't get stuck with counterfeit currency!

The only way to protect yourself is to detect it before you accept it.

Millions of counterfeit dollars circulate daily.

The **COUNTERFEIT DETECTOR™** spots fake money instantly!

Simply press the tip of the pen on currency: a gold dot means the bill is legitimate. A black dot indicates a suspect bill.

It is easy to use, convenient to carry around, foolproof, legal and affordable.

Satisfaction **GUARANTEED**

IMPORTANT

The New Generation of

Counterfeit Detector™

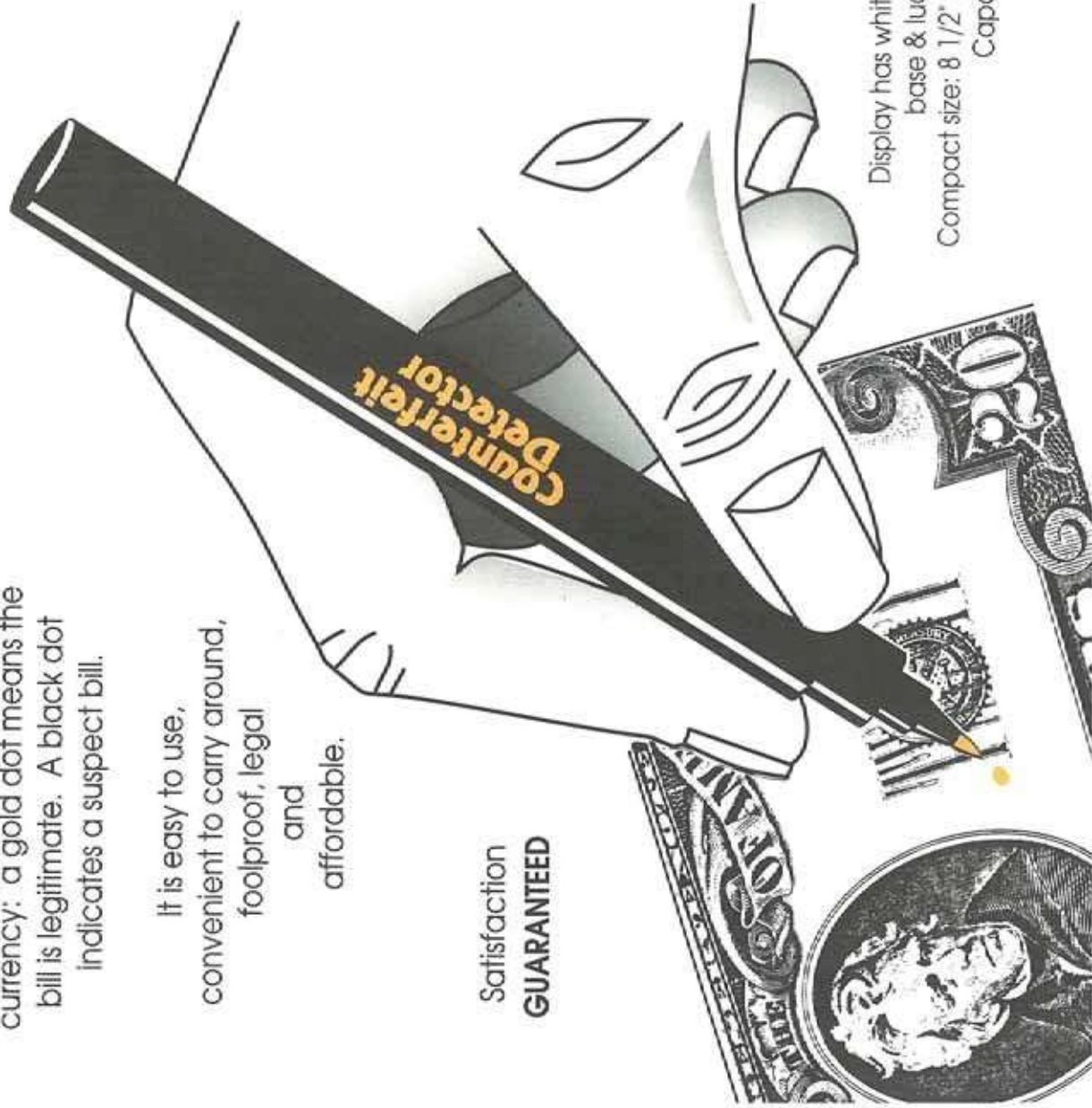
will verify:

US. DOLLARS

GERMAN MARKS

VENEZUELA BOLIVAR

BAHAMIAN DOLLARS



Display has white plastic base & lucite cup.
Compact size: 8 1/2" x 10" x 6"
Capacity: 12

DELUXE COUNTER-TOP DISPLAY



Unique pen detects counterfeit foreign currency

By Dianne Cornish
Halton Business Journal

BURLINGTON - It has been available for only the last few weeks and already it's Burlington-based distributor is finding it difficult to keep up with the demand.

"I expect that as soon as banks become more aware of it, there'll be one in the hand of every teller," said Peter Glaw, president of the International Business Development Corporation on Harvester Road.

Glaw was referring to a Canadian-developed invention called the Counterfeit Detector. The detector is a light-weight pen that can detect counterfeit bills in seven different foreign currencies, U.S. dollars, French francs, German marks, Japanese yen, Hong Kong dollars, Venezuela bolivar and Bahamian dollars.

Simple mark

A simple mark with the pen on the bill is all that's needed. Glaw explained that a chemical in the pen reacts with the bill to produce an amber color if it's authentic or black if it's counterfeit.

"Anybody who handles cash is interested in this type of product," said the company president. His office received the first 100 sample units of the pen a few weeks ago and they were all sold that same day.

A few days later, another shipment of 2,000 pens arrived; they, too, were sold the same day. Now, Glaw is expecting another 10,000 to arrive. He anticipates they'll go just as quickly.

The pen is expected to be especially popular with banks, retailers, racetracks, customs officers, police officers and restaurateurs. "There's nothing like it worldwide," said Glaw.

Millions of dollars of counterfeit American bills enter the North American marketplace every day. U.S. counterfeit bills are especially difficult to detect because they're relatively simple with only two colors, Glaw stated.

That makes the larger American bills particularly suspect in Canada and other countries, he added.



COUNTERFEIT DETECTOR—Peter Glaw, president of International Business Development Corporation, poses with the Counterfeit Detector, a newly-invented product that can detect counterfeit bills in seven foreign currencies. At right, foreground, is a stun gun, another product distributed by the Burlington company. Photo, Dianne Cornish

Protection sought as crime rises

Continued from page 1

Glaw related a personal experience which shows how Canadian retailers react to large U.S. bills.

He recently tried to purchase some patio equipment from a large retail outlet in Burlington with an American \$100 bill.

The manager of the store told him they would not accept the money because of the possibility of it being counterfeit and he was asked to bring it to a bank and get it converted to Canadian currency.

As the economy worsens, crime increases and more counterfeit bills appear, said Glaw. It's estimated that 85 per cent of all counterfeit bills, worldwide, are U.S. bills.

Glaw said the pen represents a simple and affordable way of detecting counterfeit currency. The current retail price for the pen is \$17.95.

The International Business Development Corporation brings new inventions to the manufacturing stage and distributes them

worldwide. It also does some custom manufacturing for businesses.

The company has been at its Harvester Road location for the past year. Before that, it was on Lakeshore Road and, before that, it was located in Hamilton.

It has been under its current name for the past four years, but originated as a small company about eight years ago.

Most of the products handled by the company are new and unique. It distributes several personal security products, such as wireless alarms for home or office, personal attack alarms and travel alarms which resemble a door wedge and which, if moved, alert a traveller that someone is trying to get into their room.

The Burlington company recently began distributing the stun gun, a small hand-held device that emits 80,000 volts of electricity when brought into contact with an attacker.

The device will immobilize the attacker for several seconds or minutes depending on how long

the mechanism is used on the assailant.

"The nice thing about this device is that it doesn't cause permanent disability or injury," said Glaw. Young women and older people are particularly interested in it because they feel intimidated when they're walking alone on the streets, he said.

The stun gun was recently legalized in Canada. It had been listed as a prohibited weapon, but that classification was challenged in the courts which ruled that the device was improperly classified.

Glaw said the stun gun can be purchased in Toronto stores or by mail order. It can also be obtained by his company, which sells the product for \$79.

"Security or personal security is definitely a growing industry," the businessman noted. People want to protect themselves and their belongings and new security products are coming forward as demand for them increases.



National Trust

Milton Mall
55 Ontario Street South, Milton, Ontario L9T 2M3
Tel: (416) 878-4173
Toronto Line: (416) 821-2181

August 11, 1992

International Business
Development Corporation
5205 Harvester Rd., Unit #3
Burlington, Ontario
L7L 6B5

RE: COUNTERFEIT DETECTOR


Dear Peter;

Several months ago I purchased one of your Counterfeit Detector Pens. I have tested the Pen on an actual counterfeit U.S. bill and found that there was a significant enough difference between a real U.S. bill. Having the Pen in our branch, I do feel more secure against people attempting to pass fraudulent U.S. cash.

Recently I recommended to our Regional Manager that perhaps it would be an excellent idea to supply our other branches with the Counterfeit Detector.

I would like to commend you and your product and would definitely recommend the use of the Counterfeit Detector to anyone dealing with any of the detectable currencies.

Yours Truly,


Joseph P. Lavadinho
Assistant Branch Manager

Please address reply to
the Manager



Canadian Imperial
Bank of Commerce
Walker's Line and Mainway
1222 Walker's Line
Burlington, Ont.
L7M 1Y7

September 3, 1992

International Business
Development Corporation
5205 Harvester Rd., Unit 3
Burlington, Ontario
L7L 6B5

Attention: Mr. Peter Glaw

Dear Sirs:

I would like to thank-you for introducing us to the Counterfeit Detector. We plan to implement this pen in our day to day dealings with Foreign currency. It is certainly nice to know that this product can assist us in detecting false bills.

Again, we are pleased to be using this unique pen and wish you many future successes with products such as these.

Yours truly,


Lorri Colquhoun
Manager



Bank of Montreal

Mapleview Centre
900 Maple Avenue
Burlington, Ontario
L7S 2J8

Telephone No. 416-681-8500

November 13, 1992

International Business Development Corporation,
5205 Harvester Road 3A
Burlington, Ontario, L7L 6B5

Attn: Mr. P. Glaw

Dear Mr. Glaw:

With reference to our recent telephone conversation, I wanted to take the time to express our appreciation for the "Counterfeit Detector". Since the pen has been introduced in the office, we have prevented losses on six counterfeit U.S. \$100 dollar bills.

We are recommending the pens to our commercial customers, and other branches of the Bank of Montreal.

Sincerely,

D. Featherstone
Assistant Branch Manager

EHREN-URKUNDE

INTERNATIONALE
AUSSTELLUNG
»IDEEN-ERFINDUNGEN-
NEUHEITEN«
NÜRNBERG 1992



International Business Dev. Corp.
Peter Glaw, Canada
wurde für hervorragende Leistungen
eine Gold-Medaille (Gold-Medal)
verliehen
Counterfeit Money Detector Pen

Erfindung/Neuheit

F. Beck

DIPLOMÈ



21^E SALON INTERNATIONAL DES INVENTIONS GENÈVE 1993

Après examen, le Jury International a décidé
de remettre à: INTERNATIONAL BUSINESS DEVELOPMENT CORPORATION

pour l'invention: STYLO DE DETECTION DE FAUX BILLETS

UNE MEDAILLE D'OR

Genève, le 29 mars 1993


Le Rapporteur du Jury


Le Président du Comité
d'Organisation du Salon



Trikes: Three wheeled vehicle

While traveling in Europe Peter saw the popularity of the Trike, a three wheeled vehicle. Seizing the opportunity Peter successfully imported and assembled Trikes in Canada. Strategically leveraging a dealership partner model throughout North America and the Caribbean.

Skyline Series Equipment:

- ▲ Stainless steel guardrail with luggage rack ①⑥
- ▲ Polished stainless steel sissy bar ④
- ▲ Arm rest for passenger guard rail ④
- ▲ Stainless steel high exhaust pipes ①⑥
- ▲ Additional chromed headlights
- ▲ "Indian" style headlights
- ▲ Chromed mirrors
- ▲ Additional chromed headlights
- ▲ Foam hand grips with chrome end caps
- ▲ Cruise-set throttle with alloy housing
- ▲ Lockable fuel cap
- ▲ Front tire 150/60-17 on 4.25" aluminum spoke rim
- ▲ Top Case 4 cu.ft. (120 ltr) storage capacity ⑥
- ▲ Top Case upholstery ⑥

Special Equipment Options:

- Top Case 3 cu.ft. (85 ltr) storage capacity ①⑥
- Top Case upholstered neck pad ①⑥
- Chromed luggage rack for top case
- Chromed luggage rack for rear fenders
- Trailer hitch
- Hand operated brake system
- Hand operated clutch
- Clock with chromed housing
- Oil temperature gauge
- Leather bags ①⑥
- Leather luggage roll
- Windshield (clear or tinted)
- Leather tool bag
- Rear fog lamp
- Reverse lamp
- Two-tone horn
- Waterproof trike cover
- Electric fuel pump
- Side impact protection
- Rear tires 325/50-15 on 12" chromed rims
- Stainless steel passenger guard rail ①⑥
- Two-piece hinged body ⑤
- Colored vinyl leather embossed seats
- Stainless steel sissy bar with neck pad ⑥
- Passenger guard rail armrest ⑥

Note 3: Available only on: HS4 = ④
 HS5 = ⑤
 HS6 = ⑥



Tel: 905-624-6800 email: info@motorsportinc.net
 Fax: 905-624-5900 web: www.motorsportinc.net

mailing:

2400 Dundas St. West • Suite 725 • Mississauga • Ontario • Canada • L5K 2R8
 Showroom:
 3211 Lenworth Drive • Mississauga • Ontario • Canada • L4X 2G6

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 Visit our Website at www.motorsportinc.net**



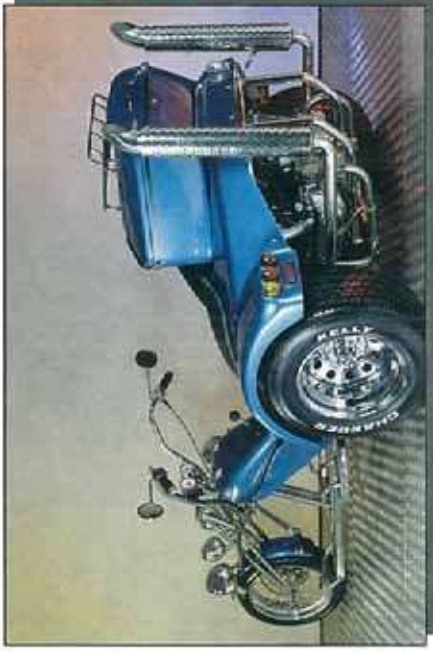


HS4 Chopper Series

Standard Equipment:

- Formed driver seat
- Adjustable brake and clutch pedals
- 40 litre stainless steel fuel tank
- Chromed center mounted gear shift
- Instrument panel (see note 1)
- Emergency flashers
- Stainless steel exhaust system with 3 way catalytic converter
- Chromed headlights
- Chromed engine package
- Chromed handlebars, footrests and pedals
- Stainless steel engine protection bar, front fork and exhaust system
- Gel coated fiberglass body
- Silver-metallic plastic coated body frame
- Vinyl leather embossed seats
- Rear tires 295/50-15, 10" chrome steel rims
- Front tire 90/90-18 on 2.15" chrome spoke rims
- 1.6 litre (50HP) 4 cylinder boxer engine

Note 1: Instrument panel includes; speedometer with trip odometer, tachometer with integrated control lights for turn indicators, headlights, oil pressure and alternator, fuel gauges



HS5 Family Series

Standard Equipment:

- Formed driver seat
- Adjustable brake and clutch pedals
- 40 litre stainless steel fuel tank
- Chromed center mounted gear shift
- Instrument panel (see note 1)
- Emergency flashers
- Stainless steel exhaust system with 3 way catalytic converter
- Chromed headlights
- Chromed engine package
- Chromed handlebars, footrests and pedals
- Stainless steel engine protection bar, front fork and exhaust system
- Gel coated fiberglass body
- Silver-metallic plastic coated body frame
- Vinyl leather embossed seats
- Rear tires 295/50-15, 10" chrome steel rims
- Front tire 90/90-18 on 2.15" chrome spoke rims
- 1.6 litre (50HP) 4 cylinder boxer engine

Note 2: All models are equipped with a 2 circuit disc brakes system in front and rear.



HS6 V-Twin Series

Standard Equipment:

- Formed driver seat
- Adjustable brake and clutch pedals
- 40 litre stainless steel fuel tank
- Chromed center mounted gear shift
- Instrument panel (see note 1)
- Oil temperature gauge
- Emergency flashers
- Black leather tool bag
- Stainless steel exhaust system with 3 way catalytic converter
- Chromed handlebars, footrests and pedals
- Lockable fuel cap
- Chromed quad headlights and mirrors
- Polished stainless steel guardrail
- Chromed engine package
- Electric fuel pump
- Foam hand grips with chrome end caps
- Cruise-set throttle with alloy housing
- Stainless steel engine protection bar, front fork
- Gel coated fiberglass body
- Silver-metallic plastic coated body frame
- Vinyl leather embossed seats
- Rear tires 295/50-15, 10" chrome steel rims
- Front tire 150/60-17 on 4.25" chrome spoke rims
- 1.4 litre (82HP) V-twin Revtech engine

BUSINESS

Trikes take to the street with Rewaco

One way to be really cool in this summer's heat could be by driving a three-wheeled vehicle from Germany now marketed in Mississauga.

Rewaco Motorsport claims it is the only production maker of three-wheeled motorcycles, or trikes, in Europe and now they are expanding to North America with Mississauga's Lenworth Dr. as its sales and assembly home base.

Company president Jan Bach said Rewaco is a family business that started about 10 years ago making trikes commercially in Germany. The lure of North and South America was too big to ignore so the decision to go ahead was made three years ago. The family felt North America was ready for the flamboyant looks and colours of the trikes.

Since opening in May, Rewaco has already sold 21 trikes at a starting price of \$25,900.

Company vice-president Peter Glaw said buyers "tend to be males in their 40s, a professional, who is looking for the style of a bike but the comfort of a car."

"They have a long wheel base of 11-ft., six-inches and they are 60-inches wide. It has a low centre of gravity so it won't tip," Glaw said.

"This is not a home-built or a motorcycle modified into a trike with all the negatives that goes along with it. This is a full-production trike that was designed from the outset for comfort and stability."

Engine choices are a 1.6-litre Volkswagen air-cooled engine brought in from Mexico and fitted with catalytic converter to meet emission regulations. The other engine is a V-Twin motorcycle engine. The controls are similar to a car with brake and gas pedals and a gearshift lever in the centre.

"If you can drive a car you can drive a trike," Glaw said. But it is licensed as a motorcycle.

There are three models the H34 Chopper with two seats in tandem with the VW engine, the H35 Family with seating for three, and the H36 the tandem trike with the V-twin motor. Bodies are in a wide choice of vibrant colours and just about every metal piece is chrome-plated.

"The cost is \$25,900 and the Family is \$400 more and that includes just about everything," Glaw said.

"We find that men come in to look at them with their wives and it is the wives who end up driving the deal."

"Wives come in dead against a trike but after going for a ride, they're after their husbands to buy one."

Glaw said the biggest problem he may have is trying to meet demand now that people know the trikes are available in North America.

"The response has been outstanding," he said. "When people ask the price and we tell them, they expect it to be a lot more." To find out more about Rewaco Trikes check their (www.motorsportinc.net) website or e-mail (info@motorsportinc.net) address.



Peter Glaw, vice-president of Rewaco Motorsport, wheels one of the firm's trikes along Dundas St. E.



rewaco
MOTORSPORT
www.motorsportinc.net
 (905) 624-6800

**TIRED OF
TWO
WHEELS?**



— Hugh Wesley, SUN

PETER GLAW, vice-president of Rewaco Motor Sport, takes a spin on a three-seater trike powered by a Volkswagen engine. Glaw's firm sells the \$26,000 trike, which is geared to middle-aged, white collar folks looking for safe excitement.

rewaco
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