

# UVic signs green deal with Kyocera



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The University of Victoria has begun phasing out its fleet of photocopiers and other office equipment in favour of energy efficient, multi-tasking devices that will save time for staff and students and reduce energy and emissions on campus.

The university formally signed a five-year contract worth \$1.5 million yesterday with Kyocera Mita Canada Ltd. and its Victoria service partner, Island Office Equipment, to supply the new machines, which have copy, print, scan and fax functions.

About 40 units have been installed to date, and more than 200 will be in place over the term of the contract, said Jim Forbes, director of printing services at UVic. He said staff and students print between 22 million and 25 million sheets of paper per year, but those numbers should be reduced over the five-year program.

Kyocera's Advantage Program will eliminate independent laser printers, fax machines and scanners across campus. Both sides say combining office functions will not only signifi-

cantly reduce energy consumption but also save time by allowing staff and students to use a single machine for several functions.

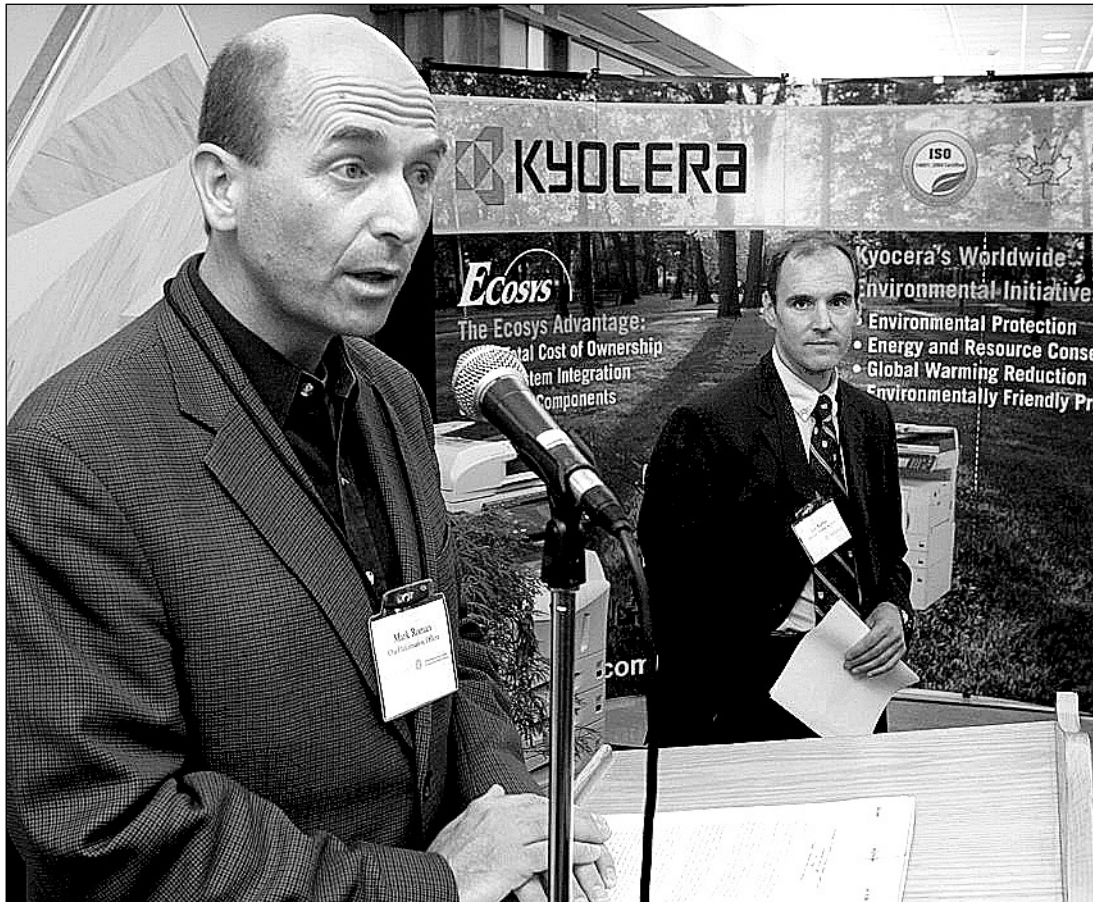
The copiers default to double-sided printing and enable users to eliminate master copies by printing finished documents directly from their computers, saving paper.

Gayle Gorill, UVic's vice-president of finance and operations, said Kyocera machines support the school's mandate to use 100 per cent recycled paper stock for all printing on campus.

Part of the deal will see Kyocera supporting UVic scholarships and co-op work programs.

Shane Ricketts has been named art director and Summer Coley senior account executive at Artemis PR & Design. Ricketts is from the United Kingdom, where he had a roster of clients ranging from the Red Cross to the World Bank. Coley was previously business manager at MD Esthetics and had also spent time with 100.3 The Q and The Zone radio stations. Artemis also announced the hiring of web and flash developer Jeff Saamenen and intern Michael Allison, bringing staff at Artemis to 12.

One of the largest private liquor stores on Vancouver Island is opening in Esquimalt early next week. The Keg and Cask in the Esquimalt Inn, 856 Esquimalt Rd., is about 6,000 square feet and will go head-to-head with government store pricing in



UVic's chief information officer Mark Roman, left, and director of printing services Jim Forbes announce the \$1.5-million deal that includes scholarship and co-op work support from Kyocera.

the first few months to establish clientele, says manager Thomas Knowles. The store, hoping to open Monday, will also provide customers with loyalty cards. The Keg and Cask has nine staff and will hire more as customer traffic increases, Knowles says. The store is owned by Vancouver-based Cambie Malone's Group, which runs pubs, liquor stores and hostels on the Lower Mainland and Van-

couver Island. It has plans for a 7,000-square-foot liquor store in Nanaimo later this year.

Rogers' Chocolates Soda Shoppe will be open in time for the July 1 long weekend, if not sooner, to take advantage of the crowds out for the Tall Ships Festival and Canada Day, the company says. Delayed more than a month by permits, inspections and con-

struction issues, work crews are currently tiling the store and readying the high profile space at the corner of Government and Humboldt streets for fixtures, Rogers' spokeswoman Kate Phoenix said. Rogers' took over the former Sydney Reynolds china store earlier this year and will use a turn-of-the-century soda fountain acquired in Chicago as the centrepiece. The company will incorporate its world-famous

chocolates into ice creams, malts and milkshakes.

TD Canada Trust is giving new meaning to its Green Machine ATM brand, signing an agreement this week with Bullfrog Power and the Pembina Institute to supply 6,432 megawatt hours of power from wind and river sources to match the power used by 2,600 bank machines across Canada. It's one of the first steps the big bank is taking in its goal to become carbon neutral by 2010.

Sidney-based Axys Technologies has won a contract to supply the Brazilian navy with three oceanographic and meteorological data collection buoys. Axys staff will deploy the solar- and battery-powered buoys that will monitor waves, currents, wind and temperature over the summer. No financial terms were released. Brazil has the largest navy in South America, with an inventory that includes an aircraft carrier, diesel-electric submarines, frigates and corvettes.

Miles Takacs has opened a Victoria office for Helms-Briscoe, a global leader in securing hotel rooms and meeting places for corporate, government and other clients. Takacs has more than 12 years in the local hotel industry and represents the 20th Canadian office for Helms-Briscoe, which has a network of 900 procurement agents in 25 countries and a data base of more than 96,000 hotels. Takacs can be reached at 250-370-0185.

## Ottawa to open 10 foreign trade offices

Victoria will also be one of four cities to get a new Canadian satellite office

ERIC BEAUCHESNE  
Canwest News Service

OTTAWA — International Trade Minister David Emerson today will announce the opening of 10 new trade promotion offices in three countries, including six in China, a country with which the Conservative government has had chilly political and commercial relations.

The opening of the offices in six more Chinese cities will more than double to 11 the number of Canadian trade promotion offices in that giant and rapidly expanding industrial economy.

The planned announce-

ment of the opening of the offices, which provide on-the-ground services to Canadian companies seeking to launch or expand trade ventures, was to be made in a speech by Emerson, who has also recently taken on the Foreign Affairs portfolio, in Mississauga, Ont., to mark International Trade Day.

The other offices being opened include two in NAFTA partner Mexico, and two in Brazil, a senior government official said, noting the moves follow the opening of two new offices earlier this year in India and one in Mongolia.

While the official, speaking on condition of anonymity,



ASHLEY FRASER, CNS  
David Emerson is expected to make the announcements today.

conceded that Canada and China have, and will continue to have, political and other differences, he argued that Emerson has been working closely with the Chinese government over the past year to deepen and improve their trade relations.

Emerson will also announce the opening of new Canadian-based satellite foreign trade

offices in four Canadian cities — Victoria and the Ontario cities of Ottawa, Kitchener and Windsor. The satellite offices are meant to encourage and help smaller firms to seek foreign-trade opportunities.

"These new trade offices will help provide our companies with the tools they need to access global supply chains and expand their commercial activities," the official said.

Additional staff will also be added to existing regional satellite offices and to existing offices in Brazil, Chile, China, Colombia, India and Panama.

"Canadian business has been demanding more service in growing markets abroad as well as enhanced local service in Canada," the official said, adding the action is to deliver on the

government's "commitment to the business community to improve these services."

The offices are to help Canadian companies and organizations prepare for international markets, assess market potential, find contacts and resolve problems, the official said.

Canada currently maintains trade offices in 150 foreign cities, including five in China, and in 13 Canadian cities.

The moves are also part of a multi-pronged effort to develop closer trade and investment links with countries other than the U.S., an effort that includes trying to increase bilateral trade deals, and to improve multilateral trade through the World Trade Organization, the official said.

## Canada to attend Saudi oil meeting

OTTAWA — Federal Natural Resources Minister Gary Lunn said yesterday he will attend a June 22 meeting in Saudi Arabia that will bring together representatives of oil-consuming nations and producers.

"I will be there representing Canada," Lunn told reporters. "We have concerns where the price of oil is going and that's why it's important that we're at the table with all the major producing countries around the world."

Lunn's office had said last week that Canada — the largest energy supplier to the U.S. — had not received an invitation to the meeting in Jeddah. — Reuters

## Farm workers 'suffering'

Canwest News Service

VANCOUVER — B.C. farmworkers face system-wide violations of employment standards and health and safety regulations, poor working conditions, and low enforcement by government agencies, according to a study released yesterday by the Canadian Centre for Policy Alternatives.

Among other things, the study's authors suggest policy changes are needed to ensure farmworkers — mostly immigrants or temporary migrants — are properly protected.

"We have excellent health and safety regulations, but they're not being enforced," Mark Thompson, a co-author of the report and professor emeritus with UBC's Sauder School of Business who headed up a commission on employment standards in the 1990s, said in an interview.

"It's deplorable working conditions. And there's no way for the people to gain redress."

B.C. Labour Minister Olga Ilich said that her ministry is doing a lot to help the sector, although she questions the report's accuracy.

"This is a study by the [CCPA], a left-wing think tank that does a lot of work for the NDP."

Ilich said her ministry finds violations involving farmworkers troubling and is dealing with it through more inspections of farms and vans carrying farmworkers.

## TOURISM SECTOR

# Visits from U.S. recover from decline

European traffic helps stem losses in Victoria

Canwest News Service  
and Times Colonist

OTTAWA — Same-day car travel from the United States leveled off in April, halting a series of seven consecutive monthly declines that started at the end of last summer, Statistics Canada said yesterday.

Americans made about 743,000 same-day car trips to Canada in April, more or less unchanged from the figure a month earlier.

However, this was about half the level it was four years ago, and about one-quarter of the record high set in March 1981, according to the federal agency.

Seasonally adjusted data showed that same-day car travel has fallen 21.5 per cent since August last year.

While same-day car trips

have been hit hard, overnight car travel from the United States has held up. In April, overnight car travel climbed 2.3 per cent to 637,000 trips, the second consecutive monthly increase, Statistics Canada said. Overnight car travel has shown just a 3.7 per cent decline since last August.

All forms of overnight travel from the United States inched up 1.0 per cent to 1.1 million trips in April.

Statistics Canada said that travel from countries other than the United States also increased in April by 4.6 per cent reaching 407,000 — the second highest level ever.

While the U.S. market makes up 80 per cent of Victoria's international visitors, the city is making up some of the loss with an increase in European visitors.

"The European traffic is staying strong as in previous years and if not, it's going up a little bit," said Roger Soane, general manager of the Fairmont Empress Hotel

and president of Tourism Victoria. "Though the Canadian dollar is strong the European market can still travel here and it's relatively inexpensive."

However, the federal agency noted that travel from Asia fell 1.9 per cent with the top-four Asian markets (Japan, South Korea, China and Hong Kong) all recording declines. Travellers from the United Kingdom, Canada's top overseas market, made 78,000 trips to Canada in April, a rise of 5.3 per cent on the previous month.

Victoria has not been insulated from that drop-off.

"The Japanese market has changed completely over the last several years," said Soane. "While we used to have Japanese tours arriving en masse with busloads of people it just doesn't exist anymore, the tour packages just aren't around."

Soane said a demographic shift may have something to do with it, but a bigger problem could be access — the

two main arrival points for Asian visitors are Vancouver and Toronto.

"Some of the problem is access, and with Air Canada cancelling [flights from] Osaka that doesn't help," said hospitality industry consultant Frank Bourree of Chemistry Consulting, though he was quick to point out the Asian and European markets make up only about five per cent of Victoria's visitors with the vast majority coming from Canada.

Canadian residents reduced their travel to both the United States and beyond in April.

The Statistics Canada data indicated that same-day car travel to the United States edged down 0.8 per cent to 2.1 million trips. The number of car trips where travellers stayed overnight fell 2.6 per cent from March to 954,000.

In April, according to Statistics Canada, Canadians made 669,000 trips overseas — marginally down on March's record high.

## FedEx suffers first loss in 11 years

FedEx Corp., considered a proxy for the U.S. economy, posted its first quarterly loss in 11 years and projected earnings that fall short of analysts' estimates as fuel costs rise and a slowing economy curbs demand.

The second-largest U.S. package-shipping company had a fourth-quarter loss of \$241

million US on a writedown for its Kinko's unit, and predicted a "very difficult" environment in the coming year.

The net loss was 78 cents a share, compared with a year-earlier profit of \$610 million, or \$1.96, the company said yesterday in a statement. Revenue rose 7.8 per cent to \$9.87 billion. — Bloomberg

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