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Business

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338-3737

Moen has new pres.
 Oakville-based faucet company Moen Canada has named local resident Michael Dennis as its new president. The appointment took effect Jan. 1st.
 Dennis has served as Moen Canada's vice-pres. and general manager since 1992.
 Moen Canada is a unit of Ohio-based Moen Inc. one of the world's largest manufacturers and distributors of faucets and related plumbing accessories with 3,000 employees worldwide.

Insurance changes a boon for Chip King

By Nancy Alexander
 SPECIAL TO THE BEAVER



Dennis Fourcaudot and Keith Burton check out windshield at Burton's Canadian Tire site.

It's not every day that insurance companies do you a favor, but they sure did a big one for Denis Fourcaudot with the recent increase in auto insurance deductibles.
 Fourcaudot, president of Chip King Inc. of Oakville, a chain of windshield chip-repair kiosks, estimates his business has increased 20 to 25 percent since the new insurance regulations came into effect on Nov. 1st.
 As a result of the changes, anyone renewing their policy after the Nov. 1 date could be facing a deductible of \$300 on their collision and comprehensive claims. (Motorists are allowed to pay extra for a lower deductible.)
 For Fourcaudot that means increased business because it's a lot cheaper to have a chip repaired than to wait until a

complete replacement is necessary.
 In three years, Chip King Inc. has grown to include 43 outlets across the country which are located for easy

access on the parking lots of Canadian Tire and Wal-Mart stores.
 Fourcaudot says he has been trying to educate motorists that not only is it a lot faster and cheaper, but it is also more environmentally sound to have their windshields repaired rather than replaced. A simple chip repair, for instance, costs \$50 and takes 15 minutes, while a replacement can cost \$400 and up, and the old windshield is not recyclable.
 "The whole point is just preventative maintenance," says Fourcaudot. "Think of it as though you were having an oil change or your washer fluid topped up. You can have it done in the amount of time it takes to pick something up in Canadian Tire."
 Although it might make simple common sense to have the repairs done, studies show that most motorists wait for the situation to worsen before acting.
 A study by The Co-operators, for instance, shows that 75 percent of damaged windshields could be repaired, but only 10 percent are actually fixed. Fourcaudot's own research shows that it takes only about six to eight months for a chip to become a break, and surprisingly, it seems to happen more quickly in summer than in winter.
 Currently, many of the major auto insurers will waive the deductible on minor chip repairs, and Fourcaudot is hoping that will provide motorists with the incentive they need to have the repairs done before they find themselves facing a much higher bill.

Countrywide
 BURLINGTON REALTY INC.
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\$171,900 HOT NEW LISTING
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*Personal names shown with the above property listings are those of Sales Representatives employed with Countrywide Burlington Realty Inc. unless otherwise stated.

THE ABC'S OF RSP'S

Free Lunchtime Seminar
 12 Noon Wednesday January 15
 Oakville Public Library (Blue Room)
 120 Navy Street
 (Parking at Rear)

To reserve seating call
Chris Manning
(905) 845-4253

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OPEN HOUSE This Weekend

\$254,900

Paul McCuaig*
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Newer in East Oakville (2845 Rosewood)
 Don't buy new until you compare the extra value in this nearly new two storey home with an all brick, maintenance-free exterior. Features include a large eat-in kitchen with separate eat-in area, main floor family room, den and 4 bedrooms. The master bedroom offers a walk-in closet and ensuite bath. Extras include upgraded carpet, hardwood floors, gas fireplace. The landscaped lot offers S/W exposure. The park and tennis courts are only steps away. Come and see for yourself. We will be having an open house Sunday, January 12, 2-4 pm. Take Ford Drive south of the QEW to Sheridan Garden and follow the signs to Paul McCuaig, *Sales Representative.

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