

INSIDE BUSINESS

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NEWS MAKERS

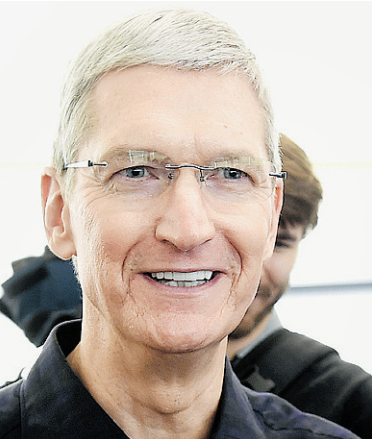


James Comey

Phone coding detrimental: FBI

FBI director **James Comey** gave a stark warning Thursday against smartphone data encryption, saying homicide cases could be stalled, suspects could go free and “justice may be denied because of a locked phone or an encrypted hard drive.”

Likening encrypted data to a safe that cannot be cracked or a closet door that won’t open, he said the move by technology companies to protect user information in the name of privacy impedes a wide range of criminal investigations. He singled out the recent announcements by **Apple** and **Google** that their new operating systems are encrypted, or protected by coding.



Tim Cook

Apple unveils thinner, faster iPad

Apple unveiled a thinner iPad Thursday with a faster processor and a better camera as it tries to drive excitement for tablets amid slowing demand. The company also released an update to its Mac operating system.

The new iPad Air 2, at a quarter of an inch “thin,” also adds many of the features previously available on iPhones. That includes the ability to take burst shots and slow-motion video, and unlock the device with a fingerprint ID sensor.

Meanwhile, Apple made its new Mac operating system, Yosemite, available as a free download starting Thursday.

“This is our vision of personal technology, and we are just getting started,” CEO **Tim Cook** said.



Bill Ackman

Investor supports railroad mergers

Activist shareholder **Bill Ackman** says he believes regulators would be open to railway mergers if it made for stronger competition in the transportation industry.

“We’re not building any new railroads. The only way we’re going to meaningfully improve the fluidity and efficiency of rails is operationally,” he said.

The billionaire investor, who led a successful proxy fight to replace top leadership at **Canadian Pacific Railway Ltd.**, said the management of that railway operator could be paired with one of its rivals to create a better link between overlapping transit routes and with the trucking industry.



The Barclay Street Real Estate team includes Jon Mook, left, executive vice-president of the industrial division, and his associates Casey Stuart and Jay Balkwill.

Barclay Street dealing industrial real estate



DAVID PARKER
AROUND TOWN

Commercial real estate is a humming in this city, and nowhere is it busier than in the industrial sector that continues to post strong results.

Jon Mook, executive vice-president of the industrial division of Barclay Street Real Estate, and his team of senior associates **Casey Stuart** and **Jay Balkwill**, have had an exceptional year to date and they have many more deals on their books to be complete before year-end.

There is a lack of supply of both fully serviced and limited service industrial land — particularly in the southeast quadrant where Mook has his office — and he says inventory is quickly absorbed.

Recently his team helped Tricor, a private Calgary developer, to find and purchase 1.32 hectares in Great Plains Industrial Park and helped BCW Architects in the design of a 48,760-square-foot building of industrial condo bays that was 50 per cent sold before construction was finished.

Mook knows the area and the needs so the Tricor Centre along 79th Avenue was built with 24-foot precast concrete walls, fully sprinklered, designed for second floor mezzanines, and with 80 feet of loading depth.

Also under construction in Great Plains is a manufacturing/service facility for lease that will provide 17,600 square feet on the main floor shop plus 3,800 square feet of mezzanine office space

with two drive-in loading doors and 20-ton capacity overhead crane, dedicated power, and a dedicated yard plus 33 front parking stalls.

Recently completed along 102nd Avenue in Eastlake Business Park is an attractive industrial office/shop designed for two tenants requiring 13,458 square feet each.

They have a 10-ton crane included with 28-foot clear height to ceiling, fenced with secure yard with two access points.

Shortage of land means inventory is quickly absorbed throughout the area that now has such good access to the major roadways of Blackfoot Trail, Deerfoot Trail, Glenmore Trail and Stoney Trail. Prices continue to climb and of the new developments on the drawing board, only Walton’s 117-hectare Point Trotter Industrial Park represents the only location for owner-users to purchase land except for a few one-off pieces.

The Barclay Street Real Estate team is currently representing three industrial buildings totaling 120,000 square feet for owner use in Point Trotter and Great Plains that boast direct access to the East Stoney Trail and are near Glenmore Trail.

Further afield, the team is selling limited service land in Fulton Industrial Park in Rocky View County — 210 hectares have been approved for industrial development six kilometres east of Calgary city limits, north of Highway 22X, on the Canadian Pacific main line, and 10 minutes from the Canadian Pacific Intermodal facilities.

Benefits include lower property taxes and no business tax plus land costs at \$300,000 per

acre, considerably less than in-city land. Four of the lots in the 40-acre Stage 1 have already been sold, leaving only two remaining.

In one year, Mook, Balkwill and Stuart have cemented deals on over 300,000 square feet in Great Plains Industrial Park alone, and there seems to be no let up in the need for more in the southeast.

Over the past seven and a half years, Catch & the Oyster Bar has not only been recognized for its commitment to superior quality and responsible sourcing of sustainable fish and seafood but has developed a culture within its staff of strong values and excellent service.

The main reason was the influence of executive chef **Kyle Groves**. For that reason, the restaurant is sad to see him leave, but excited that he will be able to further his passion for mentoring young cooks in his new role as culinary instructor in SAIT Polytechnic’s culinary program.

Taking over his role at Catch is **Dan Norcott** who first joined the restaurant in 2006 as an intern after attending SAIT.

There he earned his Red Seal designation, left for two years to work at Charcut Roast House then returned to Catch as sous chef.

Norcott is now responsible for the 30 kitchen staff who serve the Oyster Bar, second floor upscale seafood restaurant and the glass-roofed top floor Atrium that can seat up to 100 people for private dining events.

DAVID PARKER APPEARS TUESDAY, THURSDAY AND FRIDAY. READ HIS COLUMNS ONLINE AT CALGARYHERALD.COM/BUSINESS. HE CAN BE REACHED AT 403-830-4622 OR EMAIL INFO@DAVIDPARKER.CA

All dolled up, nowhere to go

Sales of iconic Barbie down 21 per cent

THE ASSOCIATED PRESS

NEW YORK — **Mattel’s** got girl problems and her name is Barbie. Sales of the iconic doll continue to slide and a surprising drop in sales of its American Girl toys could become another headache for the toy company as it heads into the crucial holiday season.

Mattel reported Thursday that Barbie sales fell 21 per cent for the three months ended Sept. 30, even sharper than the 15 per cent drop in the second quarter.

And American Girl’s third-quarter sales declined seven per cent, compared with a six per cent rise in the second quarter.

Heightening tensions even more, Mattel’s rival **Hasbro Inc.** recently landed the rights for dolls from the



Avi Yisrael, 3, eyes Barbie at a California toy store. Mattel is concerned with the drop in sales leading up to the Christmas season.

blockbuster **Disney** movie Frozen, a coveted relationship for Mattel.

Dolls are traditionally a tough market to corner. There’s a lot of competition and the affections of the target audience — little girls — can be fleeting.

It’s not all bad news for Mattel,

however. It has recently introduced dolls that have resonated with customers even as Barbie’s star appears to fade. Sales of Disney Princess and Ever After High dolls were given most of the credit for the one per cent increase in sales of other doll brands in the quarter.

THE CALGARY 100

Calgary-based companies trading on the TSX

Oil and Gas		
Advantage	4.98	+0.09
Argent Egy Trst	1.92	+0.12
ARC Resources	28.04	+1.77
Athabasca	4.39	+0.40
Bankers Petroleum	4.40	+0.28
Baytex Energy	35.27	+1.00
Bellatrix	5.47	+0.23
Birchcliff	9.32	-0.04
BlackPearl	1.71	+0.05
Bonterra Energy	51.61	+1.82
Bonavista Energy	11.52	+0.50
Cdn Natural	37.57	+1.54
Cdn Oil Sands	17.63	+0.34
Canacol Energy	3.92	+0.32
Cenovus	26.39	+0.20
Cequence Energy	1.44	+0.07
Crescent Point	36.80	+1.49
Crew Energy	7.64	+0.40
DeeThree Expl.	7.03	+0.23
Encana	21.19	+0.22
Enerplus	17.05	+0.70
Gran Tierra	5.25	+0.22
Husky Energy	27.81	+0.70
Imperial Oil	51.28	+1.25
Kelt Exploration	10.30	+0.47
Legacy Oil	4.84	+0.21
Long Run	3.47	+0.12
Lightstream Res	3.91	+0.24
MEG Energy	28.84	+1.82
NuVista Energy	9.74	+0.40
Paramount	51.35	+2.72
Parex	10.97	+0.82
Pengrowth	4.63	+0.28
Penn West	5.57	+0.25
Perpetual Engy	1.41	+0.09
Peyto Explor.	33.77	+1.47
Raging River	7.90	+0.27
RMP Energy	5.83	+0.28
Suncor Energy	37.14	+0.83
Sunshine Oilsands	0.14	unch.
Surge	6.38	+0.22
Talisman	7.38	+0.15
TORC Oil&Gas	10.74	+0.47
Tourmaline	45.40	+0.83
TransGlobe	5.68	+0.10
Trilogy Energy	20.00	-0.22
Twin Butte	1.46	+0.08
Vermilion	62.82	+3.62
Whitecap	14.70	+0.67
Industrials		
Agrium	93.99	-0.53
Alaris Rylty	29.05	+0.94
AltaGas	44.93	+1.77
ATCO	45.28	-0.23
Badger Daylight	25.87	+0.95
Black Diamond	20.85	+0.65
Boardwalk REIT	68.07	-0.80
Brookfield Res.	20.43	-0.11
Calfrac Well	13.40	+0.45
Cdn Energy Serv.	8.74	+0.80
Cdn Pacific	218.12	+7.63
Cdn Utilities	38.85	+0.16
CanElson Drill. Inc.	5.70	+0.23
Canexus	4.03	+0.12
Canyon Services	10.92	+0.48
Central Fund	14.12	-0.06
Cervus Equip	17.87	-0.05
Comp Model	10.81	+0.25
DirectCash	15.75	-0.03
Enbridge	50.75	+1.46
Enerflex	17.19	+0.99
EnerVest	11.98	+0.24
Ensign Energy	13.35	+0.17
Essential Engy Srv	2.02	unch.
Freehold Rylties	21.10	+0.30
Gamehost	16.40	+0.40
Gibson Energy	30.83	+0.77
Horizon North	4.58	+0.21
Inter Pipeline	33.90	+1.92
Keyera	88.32	+1.81
Mainstreet Eqty	38.03	+0.79
Mullen Group	23.21	+0.72
Newalta Corp.	19.10	+0.41
Nrthrn Prpty	27.29	-0.08
Pason Systems	28.14	+0.30
Pembina Pipeline	44.82	+1.47
PHX Energy Serv.	12.18	+0.08
Precision Drilling	9.79	+0.20
Savanna Energy	6.54	-0.18
Secure Energy	20.13	+1.09
Shaw Comm.	27.05	-0.01
Superior Plus	12.35	+0.33
Total Energy	18.85	+0.27
TransAlta	10.95	+0.23
TransAlta Renew.	11.48	-0.12
TransCanada	52.46	+1.55
Trican Well	10.24	+0.19
Trinidad Drilling	7.22	+0.12
Veresen	16.62	+0.31
Western Energy	7.56	+0.10
WestJet	28.98	+1.75

POSITIONS IN THE CALGARY 100 ARE DETERMINED PRIMARILY BY MARKET CAPITALIZATION. THE LISTINGS ARE REVIEWED PERIODICALLY AND ARE SUBJECT TO CHANGE.