

## Silver Cross:

# Recycled health equipment focus of new business

By JEFF HELSDON  
News-Record Staff

Recognizing a void in the marketplace has helped a Delhi township woman starting her own business.

Joannie Rell of RR 7, Simcoe was working in the home care field and saw a need for recycled health care equipment. She opened Silver Cross at 62 Pond St., Simcoe

on March 3. This is a franchised business she and husband Mark purchased.

"I recognized there was a need for economically priced mobility aids," she said. "The concept of recycled was appealing so people could buy equipment at reduced rates."

This business' core products are stair lifts and porch lifts. It also deals in wheelchairs, walkers, scooters and hospital beds. Rell said she hopes people will bring in equipment they want to sell into the store, but she will also call on them at home. On the selling side, she said anything sold from the business can be delivered to the customer's home.

This business also retails new health care equipment. Its owner said she can satisfy about 50 per cent of the requests for recycled goods due to differences in sizing. If she can't find recycled equipment, Rell said she will guarantee the best price on new equipment.

While working for RT Respiratory, Rell said she learned the value of customer service from owner Rick Travale. This is something she will also stress in her business.



Joannie Rell stands among some of the used health care equipment sold by her business. The Delhi township recently opened this business in Simcoe

## NBE contract

By MARGARET LAND  
For The News-Record

Contract talks between the Norfolk Board of Education and its public and secondary school teachers are at an impasse on several key issues.

A report released last week by the Education Relations Commission (ERC) lists numerous areas where the board and teachers are unable to agree. Outstanding issues include salaries and allowances, benefits, sick leave, working conditions and early retirement plans.

Local public school teachers have been without a contract since Aug. 31, 1996.

Secondary school teachers are requesting a four per cent salary increase over the 1996 salary grid while the board is asking for a five per cent decrease, according to a report by ERC-appointed fact finder Daniel Gold, who is assisting with discussions between the two parties.

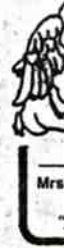
"The teachers must recognize that they are now paid relatively well in relation to their traditional comparators and in relation to their own situation over the past four years, the cost of living notwithstanding," Gold states, adding maintaining the status quo might be beneficial for both parties.

The teachers are also proposing changes to the collective agreement which would define maximum assigned time (240 minutes per day), the length of the school day, the school year and guarantee the hiring of occasional teach-

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