

MONDAY REPORT ON RETAILERS

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Visions Electronics Eyes Kamloops, Kelowna & B.C.'s Lower Mainland

Calgary-based **Visions Electronics** is open to expanding its store growth in B.C.'s lower mainland and Kamloops. "We could probably entertain a larger Kelowna site or possibly a second location," says vice-president, George Finlayson.

For the next 12 - 18 months, this electronics specialist will open venues in Prince George, B.C. and Regina, Sask., both upgraded relocations, scheduled for late spring 2008.

A line-up of brand new facilities are in the works in Lethbridge, Alta., slated for this fall, Medicine Hat, Alta., scheduled to be up and running in 12 months, Coquitlam, B.C., slated for early 2009 and Grand Prairie, Alta. will open its doors early 2009. Recent store openings include Edmonton at St. Albert Trail and Saskatoon, Sask.

Sites typically range from 12,000 sq. ft. - 15,000 sq. ft.; however, 15,000 sq. ft. is ideal.

Power centres or the periphery thereof, are optimal locations. Finlayson adds Visions has completed prior deals with Smart!Centres and would "love to work" on future opportunities.

Rent rates, generally, are in the \$20 range, although Visions is known to own its sites.

"That's certainly our preference - to buy and build."

Visions Electronics, largely a destination-to store, specializes in computers, cameras, camcorders, home and car audio, portable electronics, related accessories and movies.

For leasing inquiries contact George Finlayson at Visions Electronics, 6009 1A St. S.W., Calgary, AB T2H 0G5 (403) 255-2270, x. 102; Fax: (403) 255-6471; E-mail: g.finlayson@visions.ca.

www.visions.ca

Soft Moc Strives For Expansion In Western Canada's Major Markets; Enclosed Malls Wanted

In the next 12 - 18 months, Ontario-based shoe specialist **Soft Moc** is aiming to open an additional 10 - 15 locations, notes Paul Crane of Oberfeld Snowcap.

To date, a number of confirmed deals are set to open in 2008 including: Aberdeen Mall in Kamloops B.C.,

slated for May, Lougheed Mall in Burnaby, B.C., scheduled for June, Brentwood Mall also in Burnaby slated for July, Victoria Bay Centre in Victoria, B.C. scheduled for November, Pine Centre in Prince George, B.C. slated for August, Heartland Town Centre in Mississauga, Ont. recently opened in January and finally Burlington Mall in Burlington, Ont. should be up and running in July.

For future growth, Soft Moc wants to embolden its presence in western Canada eyeing Calgary, Edmonton, Vancouver, Victoria and Winnipeg.

Sites range from 1,000 sq. ft. – 1,200 sq. ft. in enclosed malls with a minimum of 20' frontage.

For leasing inquiries contact Paul Crane at Oberfeld Snowcap, 1 Dundas St. W., Suite 2102, Toronto, ON M5G 1Z3 (416) 593-1595; Fax: (416) 593.9799; E-mail: paul@oberfeldsnowcap.com

www.softmoc.com

Mandarin Wants Oakville, Richmond Hill & Yorkdale Shopping Centre Vicinity To Open Their Gates

Mandarin Chinese buffet is gearing up for three new openings this year and is ravenous for more.

A freestanding site is slated to open late spring 2008 at Yonge St., south of Mulock Dr. in Newmarket, Ont. Another location is set to be up and running at a Tacc Development early fall at 9th Line and Hwy.407 in E. Markham, Ont., and Niagara Square in Niagara Falls is scheduled to open its doors late fall.

Forging forward, Mandarin is searching Oakville, Ont., within the perimeters of Trafalgar Rd. and Burloak Dr., preferably along

the QEW Hwy. It's also eager to open a site in Richmond Hill, Ont., ideally on Yonge St., north of Major Mackenzie Dr. up to Bloomington Side Rd. Bob Wheeler of Wheeler & Associates Consulting says opportunities will also be considered on Leslie St. or Bayview Ave. Finally, Mandarin is open to potential locations in the vicinity of Yorkdale Shopping Centre, bordering Hwy. 401 between Dufferin St. and Weston Rd. in Toronto.

Freestanding or prominent end-caps, preferably at the 15,000 sq. ft. mark, with an abundance of parking are sought.

For leasing inquiries contact Bob Wheeler at Wheeler & Associates Consulting, 4 Melita Pl., Brampton, ON L6S 2Z3 (905) 458-0822; Fax: (905) 458-0098; E-mail: rwheelerconsulting@on.aibn.com

www.mandarinbuffet.com

Beauty Connoisseurs Trade & Glamour Secrets Continues Nationwide Expansion

After recently remodelling and relocating its Toronto Eaton Centre site, **Trade Secrets** has a number of new store openings to add to its roster.

For example, a new power centre location is slated to be up and running at Wellington St. E. and Hwy. 404 in Aurora, Ont., late spring/early summer 2008. Another new site is scheduled for September 2008, situated at 1445 Harmony Rd. in Oshawa, Ont.

Thereafter, two sites are in the pipeline in Calgary and Park Place in Barrie, Ont. next year.

In the next 12 - 18 months, Trade Secrets' goal is to increase its store growth by approximately 50%, says franchise development manager

Richard Picart. Currently, there are approximately 100 sites, thus an added 50 locations are targeted and will be spread out between Canada and the U.S.

This franchisee-driven establishment intends to continue its expansion in strong growth areas within southern Ontario as well as shift its focus toward the northern part of the province.

Quebec, as a whole, merits particular interest, although there is an emphasis in markets such as Quebec City, Montreal and south of the province.

Locations outside Ontario and Quebec operate under the **Glamour Secrets** banner and offers the same products and services. It is eyeing markets that match its demographic requirements specifically in southern B.C., and the Prairie provinces.

Because Trade Secrets has a predominantly female clientele it scouts out power centre locations surrounded by retailers that attract female patrons, i.e., fashion.

Power centre venues range from 1,500 sq. ft. - 2,000 sq. ft., alternatively AAA indoor malls with a minimum GLA of 500,000 sq. ft. are also sought.

Trade Secrets positions itself as a one-stop shop for a patron's beauty needs, carrying over 5,000 different beauty products and offering esthetic and hair services.

For leasing inquiries contact Sam Eden at Trade Secrets, 101 Jevlan Dr., Woodbridge, ON L4L 8C2 (888) 264-7444 x. 118 / (905) 264-2799 x. 118; Fax: (905) 264-2779; E-mail: s.eden@tradesecrets.ca

www.tradesecrets.ca

Baja Fresh Mexican Grill Appoints Lincoln Group In Site Selection; GTA's Streets, In-Lines & Food Courts Wanted

Baja Fresh Mexican Grill, a California-based restaurant chain with over 300 U.S. locations, is ready to try uncharted territory by opening sites in Canada.

Recently granted site selection rights, The Lincoln Group is searching for an optimal GTA location.

Venues range from 700 sq. ft. - 800 sq. ft. in high-traffic streetfronts, in-lines and food courts.

For leasing inquiries contact Richard Niblett at The Lincoln Group, 222 River Oaks Blvd. W., Oakville, ON, L6H 3X4 (905) 845-5588; Fax (905) 845-1516; E-mail: richardniblett@cogeco.ca

www.bajafresh.com

Mavi Jeans Concentrates On A Cluster Of Vancouver Sites; Corner Units In High-Traffic Retail Nodes Ideal

Denim specialist **Mavi Jeans** opened three stores in the last six months and is planning to have a "cluster" of stores up and running within the Vancouver area in the next 24 months, says president Arkun Durmaz.

The existing well positioned sites at Granville and Robson Sts., Kitsilano and Gastown will act as the foundation to this strategic goal.

Mavi, which means blue in Turkish, is eyeing corner streetfront locations in high-traffic retail nodes.

Sites range from 1,000 sq. ft. - 2,000 sq. ft.,

although, Durmaz says, "1,300 sq. ft. is perfect."

Mavi is willing to pay "medium rent rates," and if presented with a smaller property, will consider owning the site.

For leasing inquiries contact Arkun Durmaz at Mavi Jeans, 580 Industrial Ave., Vancouver, BC V6A 2P3 (604) 708-2373; Fax: (604) 708-2305; E-mail: arkun@mavi.com

www.mavi.com

Magicuts Selectively Expands In-Filling Markets Nationwide; AAA Strip Centres Sought

Discount hair stylist **Magicuts** plans to continue its store growth by in-filling markets coast to coast, says Les Kapuscinski of Pro Comm Realty.

At well over 200 Canadian locations, Magicuts has additional sites under construction such as Whitby, Ont. and Bayshore Centre in Nepean, Ont., both scheduled for a spring 2008 opening.

Due to its discount nature, Magicuts is well suited in suburban locations, including towns with populations less than 10,000.

Magicuts targets triple-A, well anchored strip centres in venues ranging from 900 sq. ft. - 1,000 sq. ft.

For leasing inquiries excluding indoor shopping centres contact Les Kapuscinski at Pro Comm Realty Corp., 319 Still's Lane, Oakville, ON L6J 5Y5 (905) 338-8080; (905) 609-1000; E-mail: procommrealty@cogeco.ca

For Canadian leasing inquiries contact Erik Busch at Regis Corp., 7201 Metro Blvd., Minneapolis, MN 55439 (952) 918-4716; Fax: (952) 995-3108;

E-mail: erik.busch@regiscorp.com

For franchising inquiries contact Teresa Partridge at Regis Corp., 210-6465 Millcreek Dr., Mississauga, ON L5N 5R6 (905) 363-4105 / (800) 617-3961 x 4105; Fax: (905) 567-7000; E-mail: franchiseleads@regiscorp.com

www.magicutssalons.com

www.regiscorp.com

Shopsy's Eyes GTA For An Additional Site; Enclosed Malls & High-Traffic Streetfronts Sought

Shopsy's Deli Restaurant & Bar is considering opening a fourth location in the GTA providing a suitable location is secured, notes Gavin Quinn, president.

Venues range from 4,000 sq. ft. - 7,500 sq. ft.

Enclosed malls and high-traffic downtown streetfronts are wanted.

Since 1921, Shopsy's has been serving up classic dishes such as deli sandwiches, burgers, hearty breakfasts and its renowned hot dogs.

For leasing inquiries contact Gavin Quinn at Shopsy's Restaurant Deli & Bar, 33 Yonge St., Toronto, ON M5E 1G4 (416) 363-4335; Fax: (416) 365-7264; E-mail: gavin@shopsys.ca

www.shopsys.ca

Angel's Diner Aims For 2-3 Locations By End Of '09; Eyes Southwestern ON; Targets, Strips, Streets & Freestanding

Family casual restaurant **Angel's Diner** is aiming to open another two to three locations by the end of 2009, says co-owner Tony Varvaris.

Currently, Angel's is gearing up to open its eighth site in Georgetown, Ont., scheduled to be up and running by fall 2008.

Moving forward, this franchisee-operation has its heart set on markets such as Hamilton, London, Vaughan, Barrie and Bolton, Ont.

Sites, on average, require 4,000 sq. ft. with seating that's able to accommodate 150 - 200 patrons.

Strip malls, freestanding and high-traffic streetfronts are sought, while malls with exterior access will be considered.

Varvaris says parking is crucial and corner units are preferred.

Angels Diner serves a variety of homestyle meals from ribs, deli sandwiches, steaks, pastas and chicken.

For leasing inquiries contact John Kokoris or Peter Kakridas at Angel's Diner, Unit D, 410 Industrial Dr., Milton, ON L9T 5A6 (905) 203-0188; Fax: (905) 203-0189

www.angelsdiner.ca

Oil Gard Eyes Southern Ontario; Focuses Growth Toward Existing Automotive Operators

Oil Gard Anti-Rust is targeting its continued growth in southern Ontario markets such as

Kitchener/Waterloo, Cambridge, Brantford, Guelph, Stratford and Niagara, says president Dave Schulthies.

Oil Gard is focusing its expansion by adding its rust protection services to existing auto-related operators.

Schulthies notes it's "the most attractive option to (our) continued growth."

Alternatively, when scouting brand new locations, sites range from 1,200 sq. ft. - 3,000 sq. ft. in automotive plazas or freestanding pads.

For leasing inquiries contact Dave Schulthies at Oil Gard Anti-Rust, 779 Wonderland Rd. N., London, ON N6H 4L1 (519) 471-0542; Fax: (519) 471-7281; E-mail: norust@oilgard.com

www.oilgard.com

Sushi Operator Continue Its Search For GTA Sites; Food Courts, Strips, Power Centres & Malls Will Be Considered

Sushi On The Run is eyeing the downtown Toronto and GTA areas for additional locations, says owner Anthony Yang.

Its footprint ranges from 150 sq. ft. - 500 sq. ft. in food courts located in high-traffic mixed-use buildings or enclosed malls. Three locations currently operate.

Sushi On The Run's sister banner, **Makimono**, is a full-service restaurant, specializing in what it knows best - Japanese cuisine.

Venues average 2,000 sq. ft. in strip plazas, power centres and enclosed shopping centres.

For leasing inquiries contact Anthony Yang, 444 Yonge St. (Lower Level), Unit F03, College Park, Toronto, ON M5B 2HA (416) 473-8369; Fax:

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www.sushiontherun.ca

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Please note **David Bishop's** establishment is officially known as D. Bishop Real Estate Inc., 238 Loretta Cres., Stouffville, ON L4A 1H4 416.523.3579; E-mail: davidgbishop@sympatico.ca

One of Quebec's grandiose developments, **Lac Mirabel**, recently announced that **Bass Pro Shops**, a retailer specializing in outdoor gear, clothing and accessories, has finalized a deal to open a 150,000 sq. ft., acting as a signature tenant. This 1.4 million sq. ft. retail and entertainment complex is developed by Gordon Group Holdings and Morgan Stanley Real Estate. It is located along Hwy. 15, just outside Montreal and is slated to be up and running by fall 2009.

www.lacmirabel.com

An **entertainment/educational specialist** is having its annual warehouse sale and is seeking a **temporary lease** for a 20,000 sq. ft. retail space within the immediate GTA. The site, required from mid-April to mid-June, is ideally situated in a prominent warehouse location on a main arterial road with ample parking. Venues should be contained within Hwy. 427 to Scarborough, Ont. For leasing opportunities contact Bob Wheeler at Wheeler & Associates Consulting, 4 Melita Pl., Brampton, ON L6S 2Z3 (905) 458-0822; Fax: (905) 458-0098; E-mail: rwheelerconsulting@on.aibn.com.

Loeb Plus recently signed on to one of **North American Development Group's** projects in Kanata, Ont. The site, located at Hazeldean Rd. and Huntmar Dr., is a brand new 305,000 sq. ft. development.

www.nadg.com

www.loeb.ca