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AUTUMN 2015/WINTER 2016 ISSUE 11



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Thanks, Dad

Usually, this column tells you what great new fashions we have, thanks you for your patronage and invites you to enjoy this edition of *Duggers* magazine.

This time, however, I ask you to allow me to write a few words about our founder, my Dad, Dugger, who passed away in January 2015.

I worked with my Dad from my early high school years until the day he left us and have admired him each and every day for the man he was.

Much has been written about his rich hockey career, his time as a devoted, committed and people-oriented politician, and the success he made of this business, from its early days at Bayers Road Shopping Center to today, as an anchor on Spring Garden Road.

Yet, what I saw in my Dad was someone who always kept life in perspective, through good times and bad (and we've all had those), a man who had a great zest for life and a genuine enjoyment of sharing his happiness with everyone around him.

He lived the social aspect of business and developed friendships with many of our customers. They benefitted from his mantra of always offering complete service, something that was the basis of his strong business sense. No one could hold a candle to the things I saw my Dad do to make a customer happy. His good name, lots of hard work and the support of our customers and dedicated employees enabled Duggers to grow substantially over the past 20 years.

As happens with many family businesses, the dinner table was often filled with 'shop talk.' He would regale guests with stories but always emphasized that every customer was a "great customer whether they bought a pair of socks or Canali suit. They were all equally important."

Our staff today has known and respected my Dad, some for a few years, others for as many as 30. I know his ideals of customer service, and generally how people should be treated, has permeated through them all.

I'm confident Duggers is well positioned to continue my Dad's legacy — to bring our customers the best selection of high-end men's wear in the region, while treating everyone with respect and like a friend.

Thanks, Dad, for what you have taught all of us. I miss you every day.



Ross McNeil
Owner, Duggers



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EVENTS >>

COPPLEY MADE-TO-MEASURE TRUNK SALE

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Join Mike Moroz from Coppley and the sartorial specialists at Duggers, Saturday, Oct. 3, for a custom suit fitting and save 20%. Perfect fit, perfect style – because everyone has a reason to look their best.

LACOSTE LADIES' & KIDS' EVENT

October 16-17

We will be featuring unique Lacoste hand bags for ladies, and boys and girls clothing [sizes 2-16]. Whether it's updating your child's wardrobe or looking for that perfect gift, this two-day-only event promises something special. Refreshments are on us, along with treats for the kids.

MADE IN ITALY MONTH

During the month of **October** we're proud to highlight our exquisite Italian-made clothing. We'll be partnering with four excellent local restaurants specializing in Italian cuisine, with a different one in-store each Saturday. Spend \$500 or more on Italian-made product and get a \$50 gift certificate to one of the four restaurants featured.

SERVICES

On-site tailor

Your purchase will be custom tailored to suit you. In a bind for time? We'll make it happen when you need it.

Appointments

We know you can't always make it during our regular business hours. Give us a call and we'll arrange a time that works with your schedule.

Not from the area? We can ship gifts or altered items across Canada, on our dime.

Wardrobe consultation

Need a new wardrobe and don't know where to start? Don't know how to coordinate what you have in your closet? One of our knowledgeable sales associates can help, starting in your own closet. We will arrange for an associate to come to your home, take inventory of your current wardrobe, and suggest ways to work with what you have, as well as suggest items you may want to consider to prepare for the upcoming seasons. And our tailor can readjust older items so that they can be worn and enjoyed anew.

Kids' room

It can be difficult to enjoy your shopping experience when you have children to occupy. Duggers will entertain them for you in our fantastic kids' room. With beanbag chairs, colouring books, cartoons and colourful surroundings, your kids will want you to keep on shopping. We've even got the snack covered with free popcorn and a drink.

SPOTLIGHTS

FJHS Dugger and Marion McNeil Awards



Last June, the inaugural Douglas 'Dugger' and Marion McNeil Awards were presented at Fairview Junior High School.

The awards were given to students Massimo Spensieri and Allyson Cromwell by Marie (McNeil) Bowness, a member of the first graduating class at FJHS and daughter of the late Douglas 'Dugger' and Marion McNeil. The recipients were selected by the school principal after being nominated by their teachers and fellow students. Criteria for the awards were based on academic achievement, athletic involvement and demonstration of a strong sense of school and community spirit. Congratulations Massimo and Allyson on your achievements!

The McNeil family would like to thank long-time family friend, Dr. William D. Stanish, for establishing this annual award.

STORE POLICIES

Return policy

If you're not completely satisfied with your purchase, feel free to return it. We're happy to offer you a repair, replacement or refund. Duggers will do what it takes to keep you satisfied.

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The perfect gift is the one that always fits. Duggers gift cards can be for as little or as much as you would like and they will never expire.

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Make sure to give us your contact information so that we can let you know about promotions, events and new arrivals. You can choose how we contact you, whether it is via email, phone or regular mail.

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ITALIAN PIZZA



The Italian connection

No better pairing than fine clothing and fine dining

By Karl van Allen

Mention Italy and what comes to mind? History's great painters, sculptors and artisans? Lush mountains and welcoming vineyards?

For more than 1,000 years the region has been home to one of the world's richest cultures. Its unique history and its people's fierce love of quality has cemented Italy's place as a global leader in exceptional tailored clothing and fine cuisine.

Whether you're from Halifax or abroad, Italy's far-reaching influence couldn't be more important to the discerning connoisseur. During the month of October we invite you to celebrate Halifax's connection to the great European country. Any purchase of more than \$1,000 in Italian product will come with a complimentary \$50 gift certificate to one of Halifax's four local restaurants featured here.

For more than 25 years, Café Chianti has been serving Halifax divine Italian dishes. Nestled on Barrington Street in the city's downtown core, if you're on the hunt for uniquely modern interpretations of traditional Italian recipes, Café Chianti is a great place to start.

If it's pizza you're after, there are three local restaurants we recommend. Tomasino's has served gourmet pizza for more than two decades but its menu doesn't end there; pastas, salads and steak are also expertly prepared using the finest local, organic ingredients.

For an authentic Neapolitan experience in a casual atmosphere, Piatto is the place to go. Featuring fine wines and pizza prepared in a wood-fire stove, Piatto offers a unique experience great for the whole family.

What goes into Sicilian's more

than 30 years of award-winning pizza? Heart, hard work and a dedication to authentic sauce you won't find anywhere else. Using the highest quality ingredients and made with passion, Sicilian's slices are ones we absolutely recommend.

Italy's culture, its history, is evident in even the smallest details of its most successful clothing lines. From ARMANI COLLEZIONI's exceptional performance fabrics, to Canali's beautifully-tailored suits, or Paul & Shark's pinnacle of Italian sportswear, at Duggers we're proud to bring the highest level of quality and sleek Italian style to the city of Halifax. We're also pleased to add Fugato sport coats and suits and Osvaldo Tucchi shirts to our in-store collection this fall.

And as far as we're concerned there's no better pairing than fine clothing and fine dining. ■



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PROFILE

Life is better on

Meet the family behind Seamasters

“The minute your boat leaves the dock, life changes — your stress level reduces and your quality of life improves. Life really is better on a boat.”



By Heather Laura Clarke

Photos by Paul Darrow

They shut down at 1 p.m. every Saturday and remain closed until 8 a.m. Monday morning, because — as the business’s hours of operation proudly proclaim, they’ve all “Gone boating.”

Tara Mills started working at her dad’s company, Seamasters, over the summer during high school and came aboard full-time after graduating from university in 2002. It’s the only job she’s ever known and the only one she ever wants to have.

“It isn’t even a job for me, really — it’s in my blood,” says Tara, vice president of sales and marketing.

Growing up in Hammonds Plains and summering at their cottage in Lunenburg County, the Mills family

was never far from the water. Tara remembers boating around Wreck Cove off McNab’s Island as a very young child.

Her older brother, Chris, has fond memories of water-skiing behind a little Zodiac inflatable boat when he was about eight years old — and can’t wait to take his two young sons waterskiing someday.

“Being on the water allows you to see a world you can’t see from the shore,” says Tara. “The minute your boat leaves the dock, life changes — your stress level reduces and your quality of life improves. Life really is better on a boat.”

After a dozen years working for a company repairing

a boat



inflatable boats, John Mills decided in 1980 that he was ready to work for himself. He saved up \$2,500, hired two employees and rented what he calls “a dump” on Wyse Road.

A few years into the business, John says he “hocked his life” in order to buy a franchise to repair a certain brand of inflatable raft and things began to grow quickly. In 1986, his uncle co-signed as John purchased a 35,000-square-foot building on the Bedford basin.

Today, Seamasters is the largest full-service marine facility in Atlantic Canada. It has locations in Dartmouth and Saint John, employs





a team of 50 and sells more than 120 new and pre-owned boats each year. Seamasters also offers customizations and repairs in its on-site fiberglass shop, and can repair and replace canvas and upholstery.

Although John has officially passed the torch to Tara and Chris, he continues to work four days a week on special projects around the Bedford Basin service yard.

“Customers come in and ask what he’s still doing here and his response is always ‘Where else would I be?’” says Tara.

Tara and Chris worked in each department and became familiar with the business and after each of them graduated from university, John says he gave them the same speech.

“I said ‘You’ve finished school. Now you can work anywhere you want to work,’ and they looked at me like I had two heads,” laughs John. “They both said they wanted to work here, but I wanted them to know that it was their choice to make.”

“How could you not enjoy a job that pays you to have fun?” adds Chris Mills, vice president of

*“We all love what we do.
We spend as much time
as we can boating,
so we share our customers’
enthusiasm for it.”*

operations. “We all love what we do. We spend as much time as we can boating, so we share our customers’ enthusiasm for it.”

Chris says the social aspect of boating is often overlooked, but it’s a wonderful way to spend quality time with the people you love.

“If you get a new sports car, you can take one person with you. But on a boat, you could take four, or eight, or 10 people out with you,” says

Chris. “People often go out as a group, in several boats, and then they drop anchor and moor together.”

Tara says there’s a perception that boating is very expensive, but it’s actually “quite affordable” — especially when you compare it to the cost of buying and maintaining a summer cottage.

“You can put your boat on its trailer and explore all of the amazing bodies of water around the Maritimes that most people don’t have the opportunity to see,” says Tara. “Owning a boat is like having a travelling cottage with a view that’s always changing.”

There’s no question how John plans to spend his “retirement,” whenever he’s not bustling around the office. He loves taking his boat to the Bras d’Or Lakes for a week or two, mooring near a little island and sitting out on the deck to look up at the stars.

“A lot of people have no idea what blackness is,” says John. “But when you’re sitting in the darkness, on a lake and the loons are singing, it’s just so peaceful.” ■

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PROFILE



Face time

Halifax's new-look beer and wine pros embrace old-school client interaction

By Mark DeWolf | Photos by Paul Darrow



There was a time when a deal was done over a pint at the bar. A modern beverage alcohol sales professional, such as Devin Devarenes, agrees about the importance of personal contact, but there are new realities to doing business in the highly-competitive world of beer and wine.

“In my world, real face time continues to be very important,” says Devarenes, who is Channel Marketing Manager – Atlantic Canada for Molson Coors Canada. “You can’t undervalue the importance of relationship building, but the reality of technology and the culture of instant responses require a more

strategic and organized way of balancing the constant demands of email and BBM [Black Berry Messenger] requests while still making time to see clients.”

Colin MacDonald, general manager of Micco Companies and owner of Cristall Wine Merchants, agrees, “I don’t think the way business is conducted has really changed. Business is all about relationships no matter what industry you are in, but I think today’s customers are much more informed than they were years ago with the Internet, social media and smart phones. The playing field is a lot more even, so businesses have to do better to innovate, think differently and



*Colin MacDonald,
general manager of
Micco Companies
and owner of Cristall
Wine Merchants*

“Business is all about relationships no matter what industry you are in, but I think today’s customers are much more informed than they were years ago with the Internet, social media and smart phones.”

capitalize on their strengths.”

Although MacDonald admits “I like to stay in touch and informed using my smart phone and I have a laptop computer that comes with me almost everywhere, but I think I fall in that ‘in between’ generation. I still like to carry a notebook and pen. I prepare all of my meeting notes in a Hilroy scribbler and use a paper ‘to-do’ list.”

For beer companies like Molson Coors Canada it means, according to Devarenes, “realizing what the consumer taste profile of

today is and innovating to meet the demands now and into the future.”

New brands within the Molson Coors portfolio include: Coors Altitude, following the successful launch of Coors Banquet, introduced to the Canadian Market in late 2013; Mad Jack, an apple flavoured lager; and Rickard’s Radler, a lager infused with grapefruit.

But innovation isn’t just within its core brands as the brewing giant has also expanded its craft beer portfolio, with the extensions to its Granville Island and Creemore Springs listings.

The latter, in particular, remains true to its craft roots, even as it expands to include a new brand called Mad & Noisy, which has its sights squarely on local craft beer consumers. Both Creemore and Mad & Noisy get high scores from influential beer consumer sites such as ratebeer.com and beeradvocate.com.

On a smaller scale, for MacDonald’s boutique wine store, it means “working to ensure we offer a wide selection of unique, high-quality wines, beers and spirits at a great value. We stay informed on industry trends so we can stay on



Devin Devarennas,
Channel Marketing Manager –
Atlantic Canada for
Molson Coors Canada

top of our customers' needs. Staying on top of these trends can also be challenging but is necessary to consistently exceed our customers' expectations. Retail is much more challenging today, as customers are much better informed. They often know just as much if not more about our products than we do. We make sure our team is engaged, informed and product savvy to maintain an exceptional buying experience for our customers. We invest in our team to ensure they are knowledgeable and passionate about the products that we sell."

Despite their relative youth, both Devarennas and MacDonald bring diverse business backgrounds to their respective positions. Devarennas first worked for Molson as a campus representative during his university years at Mount Allison, where he studied commerce and engineering, before migrating to Canada's far north, where he built a successful fine Inuit art business while simultaneously working for the Government of Nunavut as a property manager.

The diverse background has served Devarennas well in his current job as the intricate nature of the beer business requires constantly managing and coordinating with the various tiers of the business. Decisions at each level (sales, merchandising,

"It's important how you present yourself. I put thought into how I dress and represent our brand. This doesn't mean it is always a suit and tie, but sometimes it is. It has to be appropriate for the occasion and the client I am meeting. First impressions really do count."

marketing, supply chain, finance) affect each other. It takes an immense amount of organization to get a beer from product development stage to store shelves.

But there's more than just business acumen at play in the beer industry. Devarennas says it's "important how you present yourself. I put thought into how I dress and represent our brand. This doesn't mean it is always a suit and tie, but sometimes it is. It has to be appropriate for the occasion and the client I am meeting. First impressions really do count."

MacDonald started with Micco Companies in 2006 operating The Chickenburger and Palooka's gym, both located on the Bedford Highway. In 2012, MacDonald bought Cristall Wine Merchants (his father, Mickey, owns Harvest Wine and Spirits). Of the foray into the wine business MacDonald says "I enjoy the dynamic nature of the industry. The beverage alcohol industry is a fun and constantly changing environment where there are always new things to learn and great products to discover and share with our customers."

MacDonald shares the same sentiments as Devarennas when it comes to personal presentation. "I think how you dress can set the tone for your business, people will follow your lead and in the beverage alcohol business this is very important. We want our customers to know we care about what we do and we show it by dressing well and looking professional. At Cristall we strive to create an environment that is relaxed and enjoyable and that is reflected in how my team and I dress each day. We are not stuffy, pretentious wine connoisseurs wearing bow-ties and tails."

Both MacDonald and Devarennas share a positive outlook on the business, adapting to changes in their business environment brought on by technology and changing consumer preferences.

Despite the new sales reality, each shares a similar philosophy of the business, recognizing the need for efficiency, but not losing sight of the importance of how you present yourself to clients.

Some deals can't be done by email, you may not be sharing a pint or glass of wine with your client but you need face time. ■



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PROFILE



Dressed for success

Upbeat, positive attitude, respect for clients are keys to success for entrepreneur Charles Cartmill [a great wardrobe helps, too!]

By Joel Jacobson | Photos by AMacPhotography

“If I don’t get a compliment on my shirt or tie, I’m quite surprised.”

According to his wife, Claire, this particular Saturday morning is one of the few times Charles Cartmill leaves the house without a necktie adorning his outfit.

Today, Charles, informally called Chuck, is a successful entrepreneur who has started several businesses in Atlantic Canada. On this occasion, he’s casually clad in an open sport shirt and slacks. He is a definite advocate of dressing for success.

“I wear a suit or jacket, shirt and tie every day,” Chuck says. “You can’t be overdressed. You have to show the customer respect.”

Claire is the shopper. Chuck helps a bit with selection but defers to his wife’s good taste for much of his wardrobe.

“If I don’t get a compliment on my shirt or tie, I’m quite surprised,” Chuck continues, noting “I must have \$15,000 worth of ties in my closet. David and Claire make sure I’m well-dressed.”

David is David Slaunwhite, a long-time salesman at Duggers, who the Cartmills have followed through his men’s-wear journey over the last 25 years.

“They’re very loyal, all about family,” says David. “Claire is the woman beside this man, not behind



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him, who is always dressed impeccably due to her good taste. If she says it's beautiful, it is, and she's never been wrong."

David says the Cartmills are in Duggers at least eight to 10 times a year. "I think he buys his entire wardrobe here. I call them when new merchandise comes in and they'll drop in. Chuck is certainly all about ties and not shy of a pattern or colour."

"I coordinate everything in the closet for him. When he travels, which is quite often, I pack the tie inside the shirt so he'll get it right," Claire says with a smile.

Just like dressing fashionably and appropriately, Chuck's attitude to business is upbeat and positive. He was an entrepreneur from his early days in Sault Ste. Marie, Ontario when, as a kid, he sold fudge, apples and hazel nuts on the corner and bought copper and brass from other children and re-sold it to others, naturally at a profit.

In Grade 9, his family moved into a new home and Chuck asked to help dig ditches for the landscaper working on their property. His eagerness was recognized and he was hired soon after. Within a year, he was hiring his buddies to lay sod.

"I always loved business," he notes. "It was never work. It still isn't work. I absolutely love it."

Claire nods with a wry grin when Chuck, now 66, says he finally retired last August after starting eight companies, in some of which he still has some ownership, others that he's sold to employees and let them be successful. He's worked seven days a week, 13-14 hours a day.

"I retired for three weeks, two days and 30 minutes. I had a honey-do list from Claire that I got done and said to her, 'I could have a coffee now and wait to die. She told me, 'Go back to work.'"

"But I am taking holidays," he insists, as the pair plans for a couple of trips a year, including one to Portugal and Spain this fall.

Chuck recalls his first job at Westinghouse after graduating with honours as a certified electrical technologist from Cambrian College (part of Sault Technical College) in 1969.

"I started in inside sales in Moncton, was on the road after a year and half but, within six months of that, left to start my own business, C.S.A. Enterprises (a technical sales and marketing company which focuses on sales of lighting, electrical and industrial products). Claire, who I met and married in Moncton, was working and paying the rent so I could run the company."

From there, Chuck opened Solar Global Solutions, a lighting pole supplier, which is now a leading-edge renewable solar and storage energy manufacturer as well as an off-grid lighting company with exports to the Middle East, Caribbean and the United States. He is still president and CEO.

Reptech Enterprises, of which Chuck is president and CEO, followed in 1993, growing from one person to be the premier electrical technical sales and marketing company in



Ontario and now employing 20 people.

In 2007, he acquired the assets of unprofitable (and forced-to-close) Mathis Instruments and turned it into C-Therm Technologies in Fredericton, New Brunswick. He set up global distribution with partners in Europe and Asia, successfully achieved profitability in less than six months and now exports to more than 60 countries.

He founded LED Roadway Lighting in 2007 to develop the most energy efficient and 'green' LED streetlight. With a head office in Halifax and manufacturing plant in Amherst, LED Roadway Lighting employs more than 250 people in Nova Scotia and exports to more than 40 countries.

Between 2002 and 2010, Chuck was president and CEO of C-Vision Ltd., a world-class electronics manufacturing company in Amherst

doing \$20 million in annual sales. He eventually sold part of the company to the employees as C-Vision merged with LED Roadway Lighting in 2011.

Casel Holdings and EEDTech Limited are also Cartmill-run companies that are leaving a global imprint on technological development and environmental sustainability.

Chuck has won major awards for his leadership and entrepreneurship. He was named one of the Top 50 CEOs in Atlantic Canada for five consecutive years starting in 2005 and, in 2006, was recognized as Ernst & Young Manufacturing Entrepreneur of the Year and overall Entrepreneur of the Year for Atlantic Canada.

"I enjoy building something. That's the real challenge to me," Chuck says. "I don't enjoy the operation of it. I like to find young people to run the businesses." ■

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By Kelly Taylor
Photos by Paul Darrow

Unique. It's one of the most misused words in English. It means one-of-a-kind and there are no degrees to singularity. Something can't be very unique or less unique. It either is unique or it isn't.

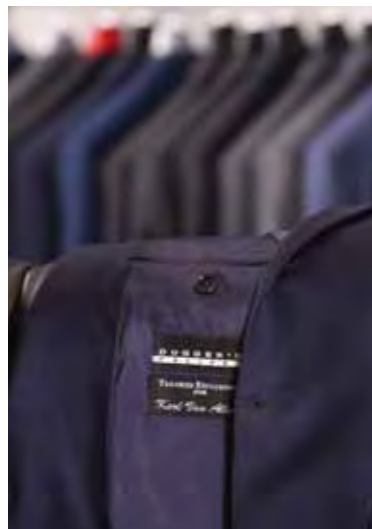
In the world of suits, unique usually means custom. Having details specifically sewn into your garments make them about you and not the 20 other guys who bought similar suits off the rack. Here's the good news: a custom suit isn't necessarily a lot more money.

"That's a good way to put it: for the same fabric, a custom suit is not a whole lot more than off the rack," said Zac Barkhouse, fashion consultant at Duggers.

Once you've made the decision to leave the mall suits behind, your starting price is approaching \$1,000. To take a similar quality fabric and add details will increase the price somewhat, but not so much it's a deal-breaker. The actual increase will depend on the details and the quality of the fabric.

The details are limited only by your imagination. If you can name a feature of a suit, you can customize it.

Want a suit where the cuffs actually open with real buttonholes and not just sewn-on buttons? Done. Want a peak lapel instead of a notch lapel. Easy. Want a ticket pocket as a handy place to stick valet vouchers? It's yours. Want a patch pocket? Perfect.





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Want a convertible pocket you can wear with or without flaps? No problem. Want your pick stitching recessed a quarter of an inch instead of an eighth? Want the stitching to be navy? Fine.

All shoulders are created equal, yes? No. There are three basic types of shoulders, with plenty of variations for each: British, American and Italian. Italian shoulders are a little broader and

a bit squarer, sometimes with a 'roped' look. American shoulders lie more naturally on the shoulder, but they are often also padded. Finally, British shoulders have a bit more structure and are usually padded to provide a 90-degree-ish angle between sleeve and jacket top.

Barkhouse said the type of shoulder depends on the body type: sloping shoulders likely benefit from some padding or a

more squared look while broad shoulders might look cartoonish if bolstered.

A great suit does many things for you. People do notice. They may not know why, but they do appreciate the difference between a fitted suit with great details and a cheap suit, particularly a cheap suit that's a few years old. If you know you look great, you will project that confidence when you walk. People

will pick up on it and that's how you make an entrance.

Barkhouse said the custom suit has evolved from a necessity to a statement. "There was a time when custom suits were the territory of someone whose body type was difficult to fit off the rack. Today, it's about personalization."

If you're inspired by a suit worn in a movie or by a model in a photo shoot, Barkhouse suggests bringing



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“There was a time when custom suits were the territory of someone whose body type was difficult to fit off the rack. Today, it’s about personalization.”

a photo to your haberdasher. It shouldn’t be too hard to reverse-engineer the look and devise a suit that blends that inspiration with your body type.

Barkhouse said a quality suit starts with quality construction and spending a bit of money on things you can’t see will help make what you can see last. Perhaps the key component of any suit is the canvas, or the layers inside the suit that give it shape. There are two ways to attach the canvas to the suit: fused and stitched.

Some very good suits use a fused canvas, just by using a better-quality canvas and a higher-quality adhesive.

In top-end suits, the canvas is hand-stitched. In either case, a better canvas will increase the lifespan of the jacket and allow it to form to you for an exceptional fit.

The fabric you choose is key to both the look and the cost, since fabric is often the single priciest component of any suit.

Duggers’ custom suits through Coppley source fabric from some of the finest mills in the world, such as Holland & Sherry, Loro Piana and Scabel.

He said suits begin around the \$1,000 mark and can range up to \$4,000 or more, all driven largely by the price of the fabric. ■





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STYLE

Q & A

7 questions, 7 answers

Duggers' fashion experts reveal themselves,
answer common client queries

By Heather Laura Clarke
Staff Photos by Zac Barkhouse

What are the wardrobe staples I need in my closet?

How many types of jeans should I own? What's appropriate for the office when no one is wearing suits anymore?

Our in-house fashion experts are going through the top seven questions they hear from their customers and revealing their style secrets...

Photo: Paul Darrow



Zac Barkhouse

Wardrobe consultant/buyer/custom-suit specialist with Duggers for the last seven years

Three words that describe his style:

Classic, flamboyant, rugged.

Current favourite pieces:

Hugo Boss navy blazer, Allen Edmonds Augusta oxfords in 'Honey Brown,' ETON Green Label denim shirt

Guiltiest fashion faux-pas:

"I used to wear Adidas tear-away pants and I wish I still had a pair — you know, just for the weekends."

Commonly-asked fashion question:

"An off-the-rack suit just doesn't cut it for me. Not only am I looking for a particular cut of suit, I also want a unique fabric and specific finishing details. What are my options?"

Zac's answer:

"For someone looking for either a slim-fit suit or something a little more classic, we have a variety of body cuts with natural, classic and roped shoulders. We offer a variety of wool, cashmere and cotton fabrics for two-piece, three-piece and double-breasted suits, sport coats, trousers, tuxedos and even top-coats. We also offer the classic notch lapel, peak lapel and even shawl for something a little more formal. You can choose from a variety of pockets, like welts, flap, ticket, patch, etc. My personal favourite finishing details for a custom suit are options like elbow patches, surgeon cuffs, custom buttons and linings. For a perfect finishing detail, don't forget the personalized label."

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Beatrice Vatavu

Wardrobe consultant with Duggers for the last 10 years

Three words that describe her style:

Current, classic with an edge.

Current favourite pieces:

Canada Goose jacket, DIESEL jeans and Cole Haan boots.

Guiltiest fashion faux-pas:

“No big mistake I can remember.”

Commonly-asked fashion question:

“My dressy clothing is worn out, doesn’t fit and needs updating. What staples do I need to start a brand-new wardrobe?”

Beatrice’s answer:

“A perfect first suit could be a classic charcoal or navy instead of the formal black alternative. Both charcoal and navy are a perfect match with business tones like white and blue, as well as earth tones like creams and oranges. They also pop with fashion colours, like purple, green and pink. You can match both of these suits with black or brown leather shoes and belts. Another great piece is a navy blazer in either wool or cotton, because it can be worn with a variety of pants, including jeans on a casual Friday or night out. It’s a great go-to piece. With these staples, you can create endless possibilities.”



David Slaunwhite

Wardrobe consultant/merchandiser with Duggers for the last eight years

Three words that describe his style:

Classic, conservative, traditional.

Current favourite pieces:

Custom navy suit by Coppoly, Canada Goose Expedition coat, Bludstone boots.

Guiltiest fashion faux-pas:

“I’ve been doing this for 100 years. I don’t make mistakes.”

Commonly-asked fashion question:

“How do I match accessories with my suit? I don’t know what ties or shoes to choose.”

David’s answer:

“There are two distinct methods of matching accessories with a suit or sports coat: accent dressing and match dressing. Accent dressing is when you don’t actually match the colour of the suit totally. The shirt and tie match one another in a dramatic burst of colour and pattern mix, like a checked shirt in yellow mixed with a floral stripe or neat pattern. The tie can contain several colours and one of which needs to be the colour of the shirt. This can be worn with almost any colour suit. Match dressing is when you tie in the colour of the suit or a colour contained in the fabric, like if you have a navy suit with a blue thread, the tie should contain the light blue, navy and also an accent colour. The approach is considered more conservative, or a ‘boardroom look.’ Your look and lifestyle also play in the choosing of your new outfit. Keep in mind that the most important thing is the setting where the outfit will be worn — and dress accordingly.”



Nicole Winsor

Wardrobe consultant/D2 buyer for the last three years

Three words that describe her style:

Boho, street, bling.

Current favourite pieces:

Black leather jacket, black skinny jeans, high heels.

Guiltiest fashion faux-pas:

“A pink velour tracksuit.”

Commonly-asked fashion question:

“How many different pairs of jeans should a guy have in his wardrobe?”

Nicole’s answer:

“There are three essential pairs of jeans you should have. Dark denim for a polished look, because it works great from day to night, office to pub. Style it with blazers or plain white T-shirts. You also want a comfortable weekend stretch jean, in a mid-wash blue. It’s great for running errands or hanging out with friends. The final pair you’ll want is black denim. It’s very easy to dress up with a dress shoe, or give you an edgy look with a pair of sneakers. As always, FIT IS KEY!”



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Karl van Allen

Wardrobe consultant/shoe specialist with Duggers for the last four years

Three words that describe his style:

Clean-cut classics.

Current favourite pieces:

Coppley made-to-measure suit, Boss Orange Label cotton sport coat, and Allen Edmonds Franciscan Monk shoes.

Guiltiest fashion faux-pas:

“When I was younger, I would definitely be wearing baggy cargo pants well past their best-before date!”

Commonly-asked fashion question:

“Why don’t my shoes last longer? They seem to be wearing out too quickly.”

Karl’s answer:

“Some of it has to do with the surfaces you’re walking on and a lot has to do with how your shoe is constructed. The guy who spends his days either seated at a desk or walking on carpet isn’t going to see his shoes wear out as quickly as the guy who is constantly walking on pavement. When it comes to better-quality materials and superior construction, you’ll really start to see a difference in how long your shoes last. For example, Allen Edmonds has been making shoes in the U.S. since 1922, and each pair takes 212 steps to manufacture. Using a Goodyear welt construction, the shoes are incredibly durable and are able to be factory-recrafted once they’ve worn down. For more updated styles we also offer Cole Haan, Ecco and Mezlan of Spain.”



Karen Lang

Wardrobe consultant with Duggers for the last seven years

Three words that describe her style:

Inspired contemplative elegance.

Current favourite pieces:

Parajumper winter coat, Cole Haan boots, Pulicati handbag.

Guiltiest fashion faux-pas:

“Overdressed at the cinema.”

Commonly-asked fashion question:

“I’m looking for a suit for a wedding and I’m not sure where to start.”

Karen’s answer:

“Wedding trends are moving away from the traditional black suit. Shades of navy, blue, charcoal, lighter greys, and natural linen-coloured suits — especially for summer weddings — have been popular. Don’t be the one guest sweating in the sun at a garden wedding in your black suit! If you’re the groom and your bride is wearing an ivory dress, it’s best not to wear a white shirt as the contrast may not photograph well. Various colours and patterns of shirts — from subtle pale shades to bright and flashy ones — can bring out your best in a suit. You can also add a pop of fun colour or pattern with your socks or a pocket square! Traditional black shoes are always a safe choice, or you can contrast your wedding suit in tones of brown, walnut, ox blood, navy, or even red. There is a full rainbow of choices — just remember to match your belt.”



Jeff Piccott

Manager/buyer with Duggers for the last 30 years

Three words that describe his style:

Classic, colourful, moody.

Current favourite pieces:

White dress shirt, soft sports jacket and colourful accessories — like matching blue shoes and a blue belt.

Guiltiest fashion faux-pas:

“Wearing a bolo tie in the ’80s.”

Commonly-asked fashion question:

“My office doesn’t require me to wear a suit every day, but I don’t know what’s considered ‘appropriate business wear.’”

Jeff’s answer:

“Soft sport coats are less constructed, but still give you a dressed-up look without a tie — and they can be worn with a variety of different pants and shirts. There’s a changing lifestyle at work, where people still want to feel nicely-dressed, but they also don’t want to be wearing their weekend jeans. Suits are still a big part of our industry — and of course it’s important to own a good suit — but we’re seeing a shift. People don’t have to meet with their clients directly as much and there’s more flexibility in their work hours and flexible dressing goes along with that.” ■



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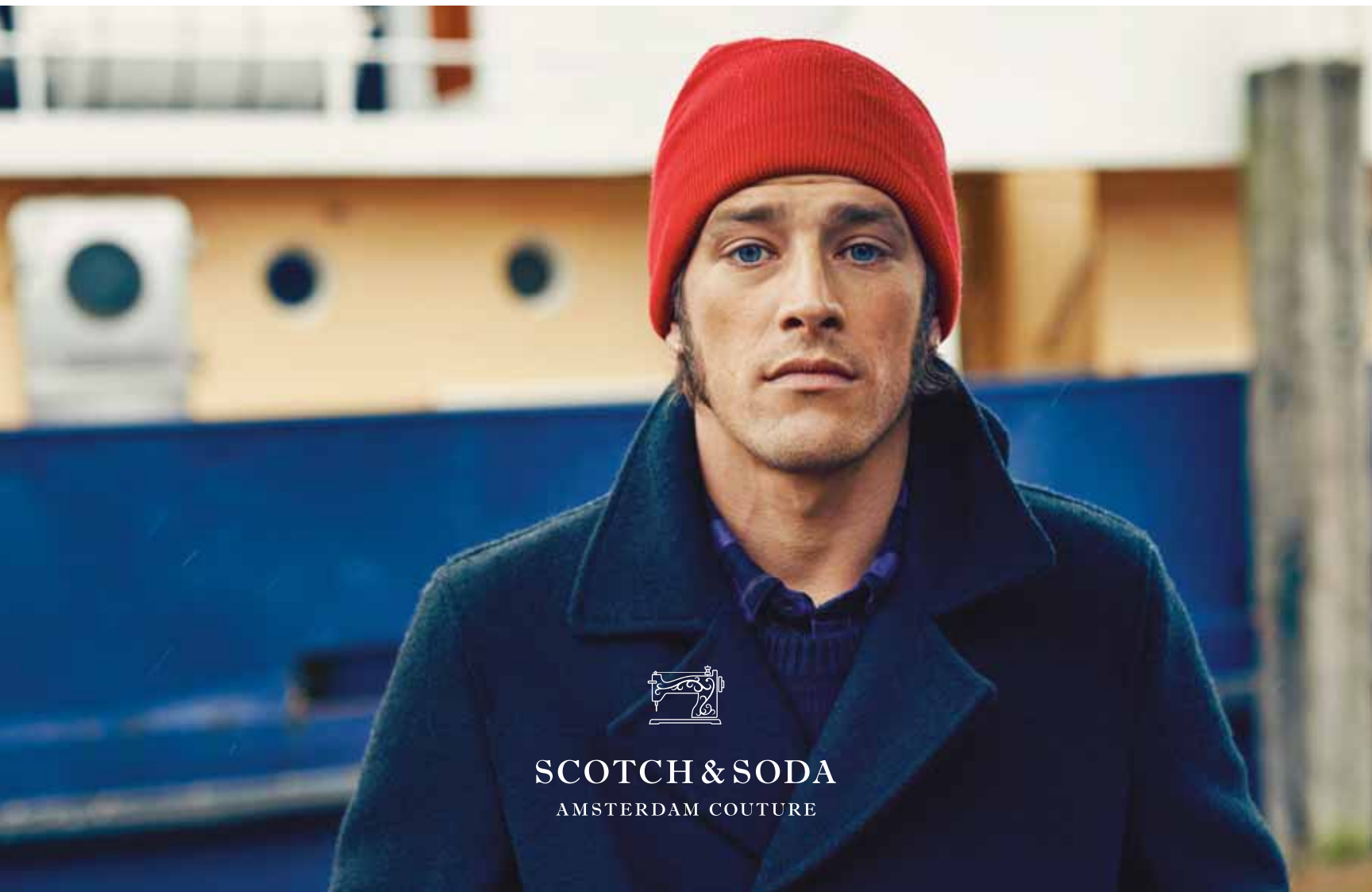
STYLE



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Sole searching

Can you judge a man by his shoes?

By Gary Wollenhaupt
Photos by Paul Darrow

The details say a lot about us and shoes are at the top of that list for many people. A tailored suit with clunky casual lace-ups won't impress. Nor will scuffed cap toes that clearly yearn for a shine. But you don't have to develop a shoe obsession to ensure you'll look great from head to toe.

Look at good dress and casual shoes as an investment. High quality, well-built leather shoes can last decades and are repairable. A high quality shoe will be sewn together rather than glued. If it's sewn, then a cobbler or the factory can replace the soles and heels. You might buy three or four pairs of cheaper shoes in the lifetime of a single pair of quality shoes.

Start a shoe wardrobe with the classics. An Oxford or Derby lace up with leather soles from a top brand can be dressed up and down. Of course, consider where you'll be wearing the shoe most often and with what wardrobe.

"Law firms tend to have classic business dress, but if you're working for an entrepreneurial startup upstart there might be a more flexible dress code," says Karl van Allen, a wardrobe consultant and shoe specialist at Duggers.

In the past, some shoe designs were thought to be more formal than others. For instance, the Oxford shoe with its closed lacing system in which the lace flaps are joined at the bottom, leaving no gap when the laces are tied, was considered classier than a derby with its open lacing.

"These days it boils down to personal preference and what grabs your attention and works best with the environment you'll be wearing them in."

Allen Edmonds Dalton
\$528



Mezlan Spoleto
\$438



Cole Haan Cambridge Wing Ox
\$298





**Allen Edmonds
Strand**
\$478



**Cole Haan
Tucker Venetian**
\$178



**Ecco
Windsor**
\$318



**Mezlan
Black Cap Toe**
\$498



But those days are long gone. Today, chukka boots are paired with suits and multi-coloured wingtips peek out from jeans.

“These days it boils down to personal preference and what grabs your attention and works best with the environment you’ll be wearing them in,” van Allen says.

If you’re looking to make a statement, consider the Mezlan line at Duggers. They’re imported from Spain, made with top-quality calf leathers with hand-painted details and a distinctive, European flair. Mezlan’s are not for someone who wants to be anonymous in a crowd, van Allen notes.

“They’re not designed in the classic style, they’re attention grabbers for the most part,” he says.

For classic dress shoes, van Allen recommends

“If you’re looking for one particular shoe, go with the traditional black or brown shoe you know you are going to like and you can literally wear it for years and years.”

starting with Allen Edmonds, which are made in Port Washington, Wis. Johnston & Murphy is another classic line.

The Cole Haan line offers more casual comfortable choices. The shoes are built for comfort with a lot of cushion in the heel and arch support and have modern takes on classic designs, van Allen said.

“They have two-tone wing tips that you can pull off with a pair of jeans or dress pants and a sports coat or a really great line up of chukka boots we have coming in for fall,” he says.

Round out a shoe wardrobe with casual shoes, something that looks great with jeans or casual slacks, but not the trainers you’d wear to the gym or run in. The D2 shop downstairs carries Diesel and Fred Perry shoes for weekend and evening wear, van Allen recommends. ■



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Photo: Viorel Sima / 123RF.com

What women want

Men: Don't mix messages when choosing your outfits and, for Gawd's sake, NO SOCKS WITH SANDALS!

By J. L. Hochman

Going out in public is in the basic fabric of how our society connects, interacts and flourishes. Be it a first date, a corporate party, a romantic dinner or a social event, you need to put your best foot forward and present yourself in the best manner possible.

That starts with your clothes. The first impression you will make is with your attire, so if you truly want to impress your boss, your co-workers or — most importantly — her, you need to be in fine form.

Thankfully, we've got some handy tips to help you out, but don't just take it from us — D2 sales associate Nicole Winsor, Atlantic Fashion Week director Angela Campagnoni and actress Amy Kerr have some words of wisdom to keep your outfit on point!

Keep it clean

Avoid wrinkled clothing! "Looking like you slept in your clothes is not appropriate at any time," says Campagnoni. "If you are not skilled with an iron I would suggest having your shirts dry cleaned or at least let them hang in the washroom during a hot shower to allow the steam to loosen the wrinkles."

Winsor notes that your under garments (socks, underwear and T-shirts) must be hole, rip and

stain-free, and your body needs to match — regardless of your hair/beard length, the manscaping needs to be neat and clean as well!

Don't mix messages

"Think of the overall message you are trying to deliver when choosing your outfit," says Kerr. "Mixing a summer style with a winter style or casual with dressy is a bit of a faux pas."

Campagnoni says while there's nothing wrong with mixing and matching colours, you don't want to look "more like a clown than a fashion-forward man."

Try to mix bright colours/pieces with a neutral: black, brown, tan, beige or khaki.

Know your environment

"What a person wears can say a lot about them, from style, personality and attention to detail," explains Campagnoni. "So when you are considering what to wear for that night on the town, be sure to look at the entire package; it's not just the clothing, but also accessories, grooming, etc."

Kerr says if you're going to dinner, consider what type of restaurant you're going to — is it upscale and fancy or low-key and casual? The same rules apply if you're going to an event or

nightclub. She also suggests considering the time of the year; you tend to wear different fabrics in different seasons.

Don't over-do it

"Less is more," says Winsor. "Don't try too hard — the lady normally wants to be the centre of attention."

"Don't overdo the flashy accessories; you know what I mean: picture that guy that wears the big gold watch with his gold bracelets, gold necklace, gold or diamond earrings — all at the same time," says Campagnoni. "They always say it, but it's true... less is more!"

Always wear shoes

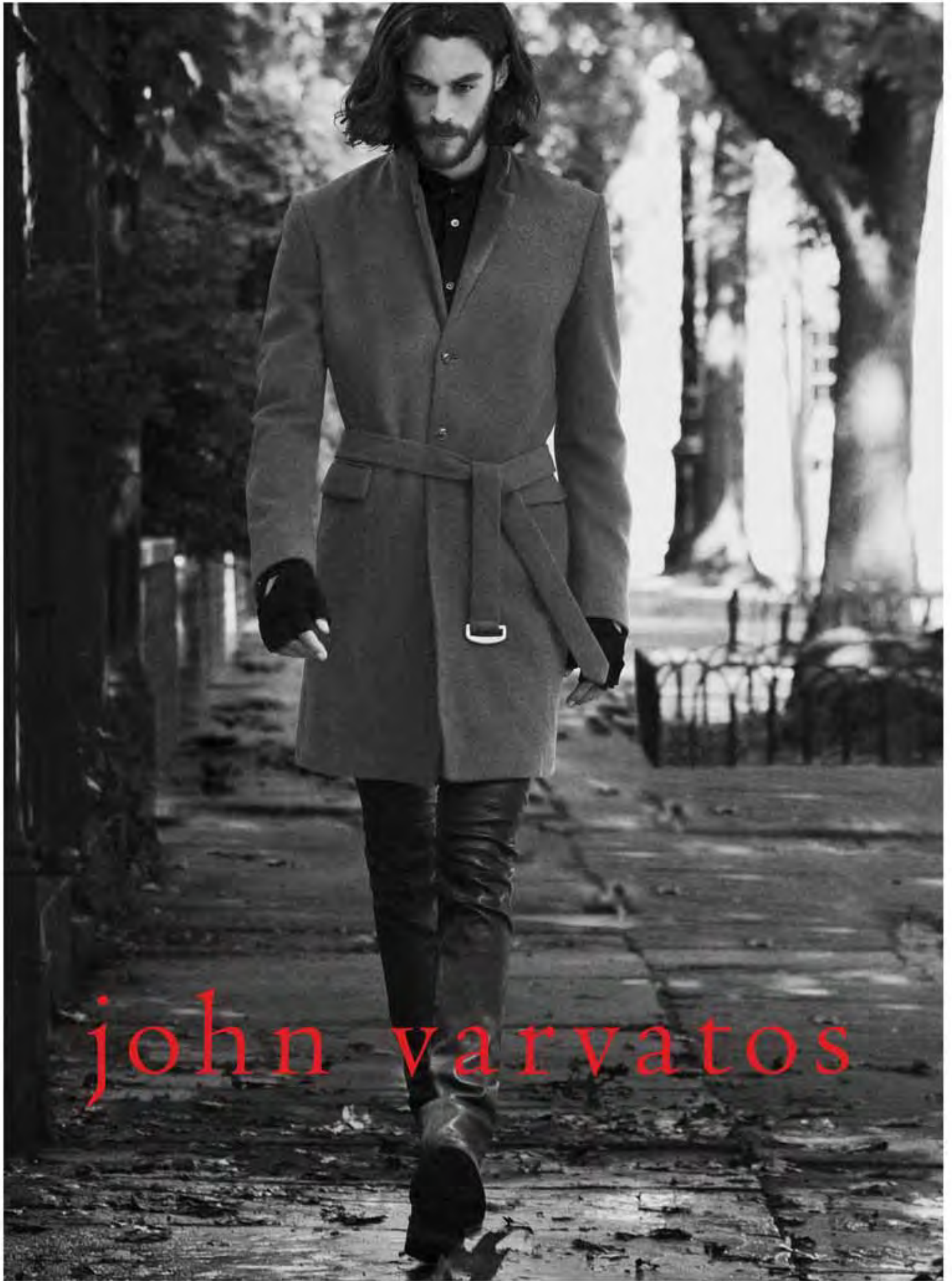
This isn't even up for debate.

"I am sure I don't need to say this... but socks and sandals... never will this be a good look — ever!" says Campagnoni. "I cannot say this enough... just don't do it! Please! For all things good and fashionable!"

"The place for flip-flops is at the beach," says Winsor.

Finish with fragrance

A unique but pleasant fragrance is the topper to any great outfit.



john varvatos



“It should be considered the last accessory you put on,” says Kerr. “But don’t put too much on — put on just enough to make us come back for another sniff or two.

“There’s nothing sexier than a good-smelling man... and there is no bigger turn-off than when the fragrance is overpowering.”

Even with all these helpful hints, Winsor, Kerr and Campagnoni both stress the importance of having some independence and your own comfort in your clothes.

“I can’t tell you the amount of times I have seen someone and thought ‘they are trying too hard,’” says Campagnoni.

“It’s important to be confident with your final clothing choices so you can be comfortable in your own skin... which will allow you to relax and enjoy the moment!”

I call it a mix between a casual and dressy look. This look could take him to any causal restaurant or nightclub just by removing the blazer.

Then if he hops to somewhere fancy, by putting the blazer back on, he styles it up a notch. You just can’t go wrong with this outfit! ■



Angela’s perfect outfit

For me it’s all about not looking over done — leave that for the ladies. You want an outfit that is well put together, but at the same time looks effortless; this is a fine-line pairing. Personally, I love business casual. A pair of

designer jeans (some of my favourites for men are True Religion, AG Protégé and Diesel) with a tailored dress shirt (preferably a style that can be worn untucked) and a great suit jacket; this look would need to be finished off with great shoes and a fabulous manly scent.

This look also works great with a nice fitted T-shirt, but leave the Ts with funny sayings or sports/beer logos for Sunday afternoon at the lake!



What Amy wants her man wearing

I love when my man wears nice-fitting jeans, sleek shoes, a fitted T-shirt and a blazer. I love accessories such as a watch, bracelet and a ring or two.

Photo: katalinks / 123RF.com





JACK VICTOR



Photo: Ronen/123RF.com



Time for men

Trends may change but the watch remains man's best jewel

By Jon Tattrie | Product Photos by Paul Darrow

With high-tech devices like Apple's Watch and the Pebble turning people's eyes back to their wrists, many men are rediscovering the appeal of a handsome, old-fashioned watch. The Rolex line remains one of the elite choices, says Mike Foran, a watch specialist and owner of Touch of Gold in Halifax.

"What do men like about Rolex? It's the complication. When we look at the advent of the Google watch and the Apple Watch, I don't perceive that as a threat to the mechanical watch business," he says. "The buyer of a Rolex watch gets a machine. There are 254 pieces that make up the movement. Men love the mechanical complication of the watch. That's what makes an automatic watch, a luxury watch, special."

Basically, a classic time piece offers the polar opposite of the inaccessible sleekness of smart devices. It's a machine you could take apart and put back together, were you so inclined. "Every piece of the movement is made by hand," Foran says. "That's the charm."

Foran recently travelled to the largest annual watch show in the world in Basel, Switzerland and noted that the decade-old trend of watches getting bigger seems to be reversing. He also noticed a simpler look and the return of leather.

"Predominantly, watches are steel bracelets, but we're seeing more leather. Rolex has launched a new line called Cellini, which is more of a dress watch on leather."



CIRCLE OF GENTLEMEN



DUGGERS
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A watch also acts as a status symbol, he says, or as a gift to mark a milestone like a birthday or anniversary. “I had one fellow who came in. He had paid off his business loan, and he said, ‘My promise to myself was that when I paid off my loan I was going to reward myself with a Rolex.’”

And for a lot of men, a nice watch is their only real piece of jewelry. “Watches have also become fashion pieces,” he says.

While women now are drawn toward gold and diamonds in increasingly bigger watches, men tend to go for gold set against stainless steel. “Gold is important, but the movement and the mechanical operation are much more important for men,” Foran says.

Tag Heuer watches have a long history with fashion and sports — think Steve McQueen with the square-faced Monaco. “That’s a Tag Heuer. It’s a sports watch,” he says.

“Theirs is more affordable luxury.”

Tudor, made by Rolex, but at a lower price, appeals to a similar market. Burberry offers Swiss-made watches designed by the Burberry brand.

They’re tough jewelry that can be worn daily. Foran says that durability appeals to a lot of men. “It’s a piece that they’ll hand down for generations. The watch that I have, my grandchildren could have,” he says. ■



A Rolex goes from \$6,500 to \$8,500.
 A Tag Heuer sells for about \$2,000.
 A Burberry fetches about \$500.



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PROFILE



Photo: Paul Darrow

A strong connection

Bond between Lebanon and Nova Scotia spans more than four decades

By Jon Tattrie

“You didn’t leave your country, your parents and friends, to fail. It becomes very important that you come here to succeed.”

When a young Wadih Fares migrated from Lebanon to Halifax in 1976, he brought a huge appetite for work and a deep need to validate his parents’ decision to send him out of a country torn by civil war.

“Why do you come here to begin with? You come here to make a better future for yourself. You come to Canada because that’s where you have a lot of opportunities,” he says. “You come here to succeed. Failure is not an option for you anymore. You didn’t leave your country, your parents and friends, to fail. It becomes very important that you come here to succeed.”

Fares spoke Arabic and French, but little English.

He learned the language while studying engineering at university and from intermingling with locals.

“The language was an adjustment. The weather was an adjustment. Everything, you had to adjust,” he says.

“It’s a new country, a new society, a new ambiance. Even the clothes were different. When I first got here, I never owned a pair of jeans. I come here and everybody is wearing jeans. Sometimes I felt stupid wearing dress pants going to university,” he says.

He connected with Lebanese friends and family already settled in Halifax and built a life. “It wasn’t easy, but I guess that’s part of life. Nothing is easy.”

Part of the adjustment was style. Anyone who’s



ETON



Photo: Joseph Robichaud

“That’s the moral: people helping each other out. If you have a business, I help you out. If I have a business, you help me out.”

travelled through Europe and the Middle East knows high fashion tends to be a bit higher there than in Nova Scotia. Fares says his own father wore a suit and tie at all times, even if he was “going to the olive groves.”

“We always like to be well-dressed. Some people look good doing it, some people don’t look good doing it,” he laughs. “But we all try to dress well. Sometimes I envy the people I see with really scruffy outfits. I wish I could go out like this, but I can’t. This is how it is — it is part of our culture.”

Fares is president of WM Fares Group, a

major development firm in the province. He’s built residential and commercial buildings across Halifax and currently is working on twin nine-storey buildings near Spring Garden Road — about 300 condominium units and 65,000 square feet of retail space will inhabit them.

Fares also acts as honorary consulate of Lebanon in Halifax, sits on boards at Dalhousie University and the Halifax Airport Authority and was named Canadian Red Cross’ humanitarian of the year for Nova Scotia in 2014; a full list of his volunteer commitments would fill the rest of this article.

His story is not unusual. Halifax’s so-called ‘Diman developers’ — named for the Lebanon village many of them trace their family roots to — includes names such as Joe Ramia, Francis Fares, the Lawens, the Ghosns, the Metleges and the Arabs. Another prominent developer, Danny Chedrawe, is from Hadath, a small village that’s just a short walk from Diman.

Lena Metlege Diab, who was appointed Nova Scotia’s first female Attorney General and Minister of Justice in 2013, is Lebanese-Canadian (she currently serves as Minister of Immigration). And the province’s new February holiday will soon honour Edward Francis-Arab, a prominent member of Nova Scotia’s Lebanese community who died fighting in Holland during the Second World War.

Michael Faddoul, president of the Canadian Lebanese Society of Halifax, says he and other second- or third-generation Lebanese-Nova Scotians strive to keep the old connections alive. “Our parents set the foundation for us and now it’s up to us to continue the legacy,” he says.

Part of that legacy is a communal effort to grow prosperity and a strong work ethic. “That helps a lot,” he says. “There are people who operate grocery stores for 17 hours a day. That’s the moral: people helping each other out. If you have a business, I help you out. If I have a business, you help me out.”

The Canadian Lebanese Chamber of Commerce helps keep business networking alive. Churches play an important role in social networking. A strong indication of that is Saint Antonios Antiochian Orthodox Church, which moved into a thoroughly renovated Saint Matthias Anglican Church on Windsor Street to accommodate the growing congregation of largely Lebanese Canadians.

Faddoul says that Middle Eastern sense of style remains a big part of the culture. He says it’s more than just looking good, though. “We like to dress appropriately. We like to look nice and professional,” he explains. “Especially when we were minorities, you can’t look under-dressed. You have to be top of the line, especially if you’re applying for work or permits, or whatever. You have to make an impression.”

Faddoul says a coming challenge ironically shows the community’s success. While early arrivals struggled with English, today’s Lebanese Nova Scotians are more likely to struggle with Arabic.

“The Arabic language is slowly fading out. We have our churches still, but once our parents pass on, we’re going to have a small issue in that sense. Not many of us know how to read and write the Arabic language,” he says.

He’s hopeful a steady stream of new arrivals, plus the popular annual spring Lebanese Festival, will keep the connection strong between Lebanon and Nova Scotia. ■



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Second date?

Five ways to make first date not the last



Photo: Katarzyna Bialasiewicz / 123RF.com

By Kelly Taylor

I've been married for almost 21 years because a first date just didn't work out.

It wasn't anything specific — though I did break the first tip below. Yet, she and I stayed classy about it to the point her sister had no objection setting me up with a colleague. Three years later, she was walking down the aisle.

There's a very good chance a first date isn't going anywhere. Accept it. Be classy about it and don't burn bridges. But to help make sure "Can I see you again?" is met by "Sure!" (Or at least, "Well, okay...") instead of "Ewww," here are five tips to help your first date not be your last.

1.

Take the pressure off: Planning a sit-down dinner leaves too many opportunities for those deal-breaking awkward silences, said Lianne Tregobov, owner of Camelot Introductions, one of Canada's most well-regarded dating services. Instead, think creatively and plan a fun activity, such as mini-golf, glow bowling or even a pottery class. "You can still talk, but the activity is a distraction. You get a chance to know the person when the pressure is off," she said.



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“You have to master and execute proper dating etiquette.”

2.

Keep it positive: “Do not talk about your ex,” Tregobov said. “If you have a strained family relationship, don’t talk about it.” If the subject of an ex comes up, be vague and say things such as “She’s an amazing person and I wish her the best of luck” and leave it at that. Your first date is not a time to air any dirty laundry. “She is not your counsellor,” she said. “Everything has to be positive because a deep-feeling person will feel the negativity.”

3.

What to wear: “You don’t want someone to think you’re hiding behind a piece of clothing,” said Karl van Allen, a wardrobe consultant and shoe specialist at Duggers. Karl suggests aiming for the middle ground between casual and dressy. “Dark wash jeans from either Hugo Boss or Seven For All Mankind would be an excellent choice, along with a pair of Allen Edmonds Dalton boots in walnut,” he said. “For a shirt, I’d recommend going with a polo from either John Varvatos or Boss — something understated but with just enough attention to detail and cut that it’ll strike just the right chord on that first date.”

4.

What about sex: Don’t go into a first date expecting to score and, if it looks like it’s headed that way, “run for the hills,” Tregobov said. “You need to allow a relationship to evolve. The initial chemistry and ‘wow!’ is only going to flatten. If you jump between the sheets on the first date, you’ve officially ruined the chance to have a relationship evolve.”

5.

What to drive: Doesn’t matter. First, really go easy on any alcohol (Tip: choose an activity at a place that’s not licensed). Second, plan to meet her at the date. This gives you both an out: if it’s not going to work out, you both can simply part ways and avoid that awkward ride to take her home. As well, if the relationship is going to suffer because she doesn’t like the car you drive, she’s probably not right for you. Allow yourselves to see each other for who you are, not what you drive.



The first date is really the first in a series of “interviews” both of you are conducting to see how far the relationship progresses. You owe it to yourself to be yourself. Otherwise, if she dumps you, is she dumping you, or some fake persona you created?

Whichever way it’s going, stay off texting and email, at least at the beginning. Don’t try to set up the next date via technology and, by all means, don’t hide behind email if it’s not going to work out.

“You have to master and execute proper dating etiquette,” Tregobov said. “If it’s not going to continue, do her the courtesy of picking up the telephone and saying you enjoyed yourself but you’re going to continue your search and wish her the best.” ■

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The hangover

Pro bartender tips for managing the 'day after'

By J.L. Hochman



Photo: Wavebreak Media Ltd /123RF.com

Around these parts, being social with friends and family generally (and by generally we mean 99.9 per cent) involves having a drink or two.

But, as we all know, sometimes a drink or two turns into 10 and all that's left the next day is the memories of what happened... but they're all fuzzy because you've got a pounding headache, a sore body and overall fatigue — a.k.a. the dreaded hangover.

Hangovers are near unavoidable. There are a number of scientific factors used to figure out what causes a hangover (such as the sugar content of alcohol and mixes causing dehydration, alcohol irritating your stomach and intestines, or the presence of acetaldehyde, a compound more toxic than alcohol that is a by-product of your body processing the booze), but we're all pretty sure it's just karma's way of settling the score for partying a little too hard.

While there's no sure-fire way to treat (or prevent) a hangover, we decided that if anyone would have some handy suggestions, it would be bartenders — you know, the ones that are professionals at serving you drinks.

We asked Sebastien Cholette from ONYX on Argyle St. and Chris Connolly from Mexicali Rosa's on Spring Garden Road for how they best know to manage a hangover.

The intensity of your hangover and any agenda/responsibilities you have for the day are going to affect your options for treating it. If you feel like getting out of bed is the equivalent to Mount Everest, Cholette recommends a medicinal approach.

"Pepto Bismol, Advil and Gatorade — don't ask why, but it just works," says Cholette.

Connolly is on the same page, noting that he treats a weekend hangover different than a weekday

hangover and that whatever responsibilities you have for the upcoming day need to be taken into consideration as well.

"My Sunday morning ritual is to set my alarm for 8 a.m., consume one Gatorade (or equivalent) and two Advil, then head back to bed until noon," says Connolly. "Then I'm up and ready for a 'Sunday fun-day' feeling like a million bucks!"

If you're in the middle of the work week, or you need to be up early on the weekend, Connolly recommends the classic "Hair of the Dog," which is to have another drink.

"If you have to get out of bed, go take a cool shower and have a Caesar with extra pickle juice added to it — the pickle juice is the key," says Connolly. "But stick to just one though; have any more and you'll be back to where you were the night before."

Finally, if you're (miraculously) an active go-getter, Cholette says to let nature bring you back to life.

"Get out and go hop in the ocean... there's nothing more refreshing than an Atlantic Ocean wave smashing in your face," says Cholette. "Being so cold and salty, it's bound to cure even your worst hangover."

Now, the easiest way to help prevent a hangover is to guzzle as much water as possible the night before — either alternating one drink of booze with one drink of water or just chugging a litre or two before bed — or to not drink at all... but where's the fun in that?

It's all about the experiences shared with friends and family... both the night before and the day after.

"It always helps to have a friend in the same state," says Connolly. "Plus, a nasty hangover is just a sign of a solid night — be proud of it!"



60
YEARS

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Sebastien Cholette

Hometown

Alexandria, Ontario.

Years in the industry

Six.

Go-to drink

Vodka-soda, with a squeeze of lime.

Favourite cocktail to make

Old Fashioned.

Best drink at ONYX

Under the Bridge — reposado tequila, Aperol, a chili-mint syrup and fresh orange juice... it's a little different, but unbelievably tasty.

Favourite part of working at ONYX

My co-workers; they are amazing people and I love them with all my heart.

Advice for future bartenders

Don't go to work hungover... but good luck with that.

Chris Connolly

Hometown

Halifax, Nova Scotia

Years in the industry

I've been in the industry for 10 years, nine of which were behind the bar.

How did you get in?

It began as a part-time gig while I was in school and, like most bartenders, you realize it's a lot more fun behind a bar than behind a desk — so here I am.

What do you love most about bartending?

Without a doubt the variety of people you meet and connections you make. Some great opportunities have come my way from people I have met sitting at my bar. Every night you're in for a story or two.

Go-to drink?

I like to keep it simple; a quality spirit needs no mix. Whisky-water, Sambuca on ice and mainly straight tequila — this is a crucial part of my pre-hangover cure (have as little sugar as possible).

Best thing about working at Mexicali Rosa's?

The atmosphere is positive and up-beat; it's always a fiesta, like a little bit of Mexico in Halifax. Not to mention that rooftop patio... enough said.

Best cocktail on the Mexi's menu?

The Mexi's Bulldog. It's a monster: a full Corona, tequila, Triple Sec, fresh lime... when it shows up on the bar you know you're in for a good time.

Advice for future bartenders

Find a good bartender and learn from them. This is a trade and, like any trade, a great mentor is key. ■



Photo: Natasha Breen /123RF.com

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LONDON NEW YORK MILAN MUNICH MANCHESTER GLASGOW



Photo: Igor Gratzner / 123RF.com

Nipple waxing? Never!

From head to toe, Metrosexuals are all about good groomin’

By Jon Tattrie



Photo: Dean Drobot / 123RF.com

If your image of male hair removal involves Steve Carell screaming obscenities at an esthetician in *The 40-Year-Old Virgin*, you might want to check in with reality.

“*The 40-Year-Old Virgin* is a comedy. It never goes that way,” laughs Briana MacLean, an esthetician and laser technician at Vitality MediSpa in Halifax. “And you never wax over nipples, by the way.”

Waxing does indeed involve using a spatula to put wax on your torso and then pulling a strip back to remove the hair. It takes between 30 minutes to an hour for the back. Some men opt for waxing to tidy up their upper-body hair without spending too much money. Others opt for laser removal for a more expensive but permanent fix. Most guys she sees get their chest and back done.

MacLean says waxing remains popular among older men, but younger customers tend to remove the hair for good. “The younger guys get the laser hair removal,” she says. “This generation hates hair. They want it gone and they want it gone forever.”

First, staff shave the targeted area. Then they apply a thin layer of ultrasound gel. Next, they use the laser to pulse over the hair. It takes about the same amount of time as waxing, but offers a 70 to 95 per cent reduction. “You have to have dark hair for it to actually work,” she says. “The laser is attracted to pigment, so

if your hair is too light it won’t pick it up.”

It takes six to 10 sessions, removing about 20 per cent at a time. A full back wax costs about \$60, while a laser treatment runs about \$350.

“A lot of young men these days want their facial hair removed with laser,” she adds. “It’s a generation thing. It’s more socially acceptable.”

Some guys head in every two weeks, while some make it once a month. It’s about the same cycle as a regular haircut.

While that’s where most customers end their treatment, some men push on for manicures, pedicures and facials. For the feet, which can be “really ghastly looking,” clinicians can treat calluses, unruly nails and messy cuticles. Facials treat your face to a deep clean, removing embedded grime and blackheads.

Staff can also use chemical peels or lasers to remove scarring and stains.

MacLean says times have changed and that’s reflected in the range of men she works with.

“I have construction workers — I have very manly men. Dentists, lawyers,” MacLean says. “Metrosexuals — they want to take care of themselves and it’s not seen as such a bad thing to do these days. They want their hands to look decent and they want their feet to look decent. They don’t want hair up their nose and in their ears.” ■

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The hustle

Rising Nova Scotia business stars took the risk to create something great

By Kelly Taylor

Three years ago, Ross Simmonds loved his job. He had a great employer, fascinating line of work and colleagues he adored.

Then he uttered four life-changing words: Here is my notice.

“It was terrifying,” said the Halifax marketer, strategist and entrepreneur. “At the time, I had just put a down payment on my house, so this was a big move.

“The timing wasn’t right, but there’s an old proverb that says the best time to plant a tree is 20 years ago and the second-best time is right now.”

With that, Simmonds joined the growing ranks of the working restless. Feeling constrained by working for others — no matter how good the employer — these would-be entrepreneurs dream of branching out on their own, setting their own schedules and achieving their own goals.

Such was the motivation for Simmonds. “I’ve never been one for following the rules, so the whole idea of doing what I’m told always made me anxious. In entrepreneurship, in many ways, you can create your own rules, but that comes with a lot of responsibility.”

So while the future was uncertain, Simmonds knew he had to dive in.

“For me, it was terrifying, but it was something I needed to do. The last thing I’d want is to sit on my death bed some day and look back at my life with a bunch of regrets and what-ifs.”

Since then, he’s developed Foundation, a quarter-million-dollar consulting practice; co-founded Hustle and Grind, a unique service that delivers coffee monthly and business inspiration daily to your home or office, and Crate, a content-marketing software package currently in beta-testing. He’s an author, motivational speaker and online marketing expert.

And through it all, he’s followed one driving principle: Just do it.

Ask him about the need for a business plan and you can almost hear the “Pshaw!” coming back through the email. “No. Forget the business

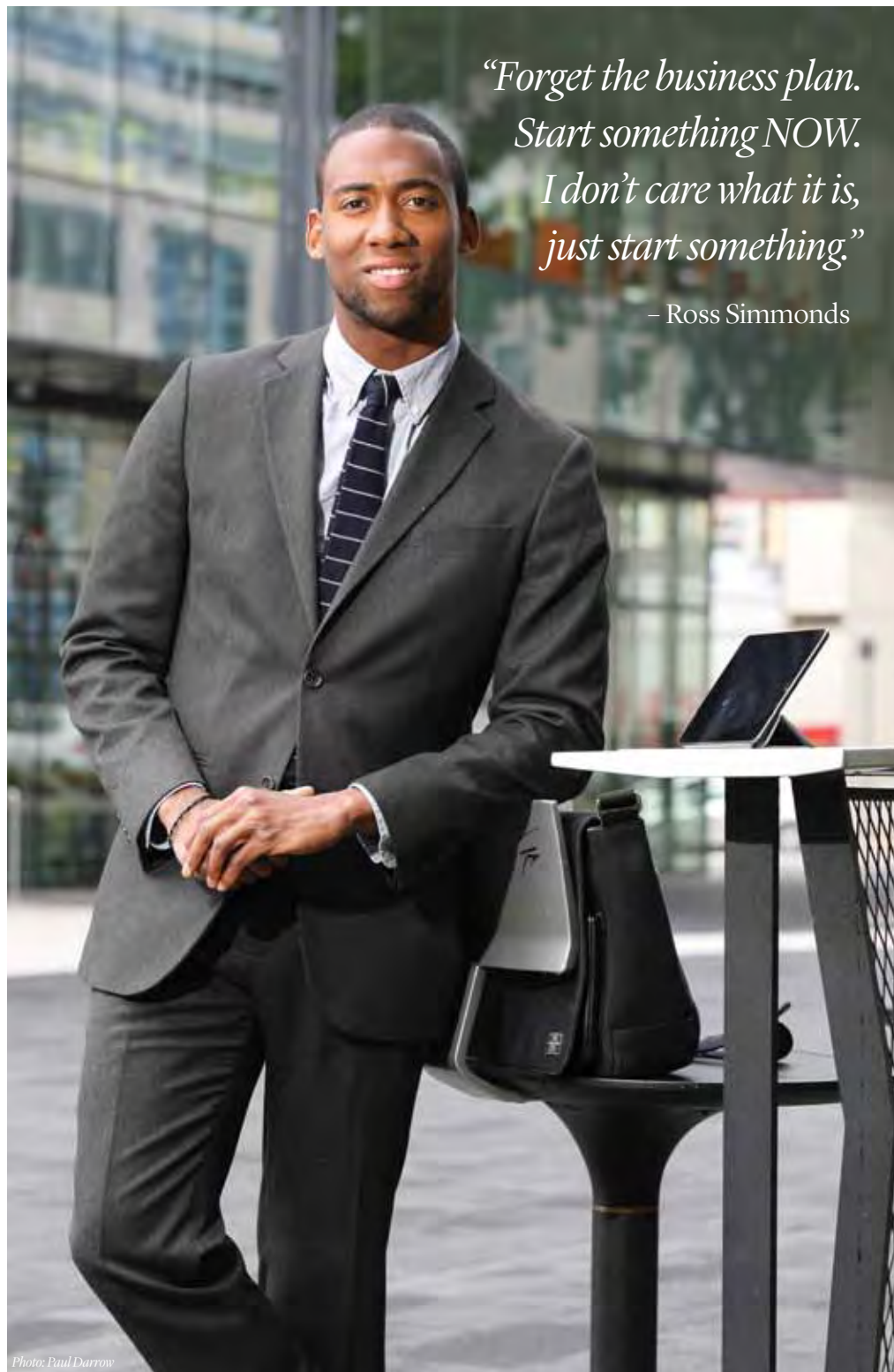


Photo: Paul Darrow

*“Forget the business plan.
Start something NOW.
I don’t care what it is,
just start something.”*

– Ross Simmonds

plan. Start something NOW. I don’t care what it is, just start something.”

He’s currently writing a book on escaping the nine-to-five grind, and most of the successful entrepreneurs he’s interviewed began before they were ready. “These folks lined up one or two clients before they quit their job just so they had enough to get by. From there, they jumped and built their wings on the way down.”

Finishing those wings before hitting the bottom of the ravine takes the one attribute every entrepreneur needs and, if you don’t have it, don’t jump. That’s hustle. If you can’t sell yourself to prospective clients and aren’t willing to invest the time and money creating a clientele, stay where you are, he said.

Alex MacLean knows that better than anyone. He is one of the rising stars in the Nova Scotia business community. Just 23, he’s founded East Coast Lifestyle, which markets unique, East Coast-inspired clothing in the Maritimes, across Canada and around the world.

He was practically born an entrepreneur, constantly hustling to shovel snow, rake leaves and market hockey cards. Business is in his blood.

“As a Nova Scotian, I’m very proud of where I’m from,” he said. “I thought about the fact there was no clothing available for the East Coast and decided to create a brand.”

It started with an \$800 loan from his father and 30 hoodies. “I sold them to friends and saw that people really liked it. I got very motivated



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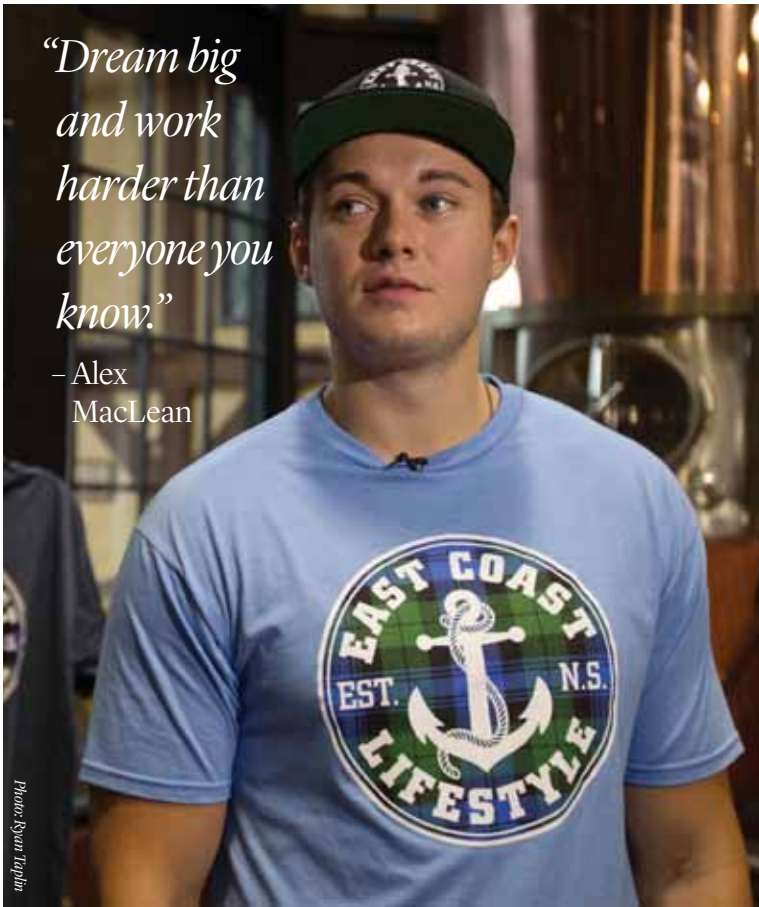
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*“Dream big
and work
harder than
everyone you
know.”*

– Alex
MacLean



to grow the brand and worked hard to get celebrities wearing it.

“Since then it’s been an amazing ride and I’m very thankful for the support.”

That ride recently took him from Halifax right into the White House. He was invited to take part in an event last spring titled Young Leaders — Global Emerging Entrepreneurs with U.S. President Barack Obama and the entrepreneurs of ABC’s hit reality show, Shark Tank. Networking with the likes of sports and entertainment mogul Mark Cuban and FUBU chief executive Daymond John was invaluable.

“Now that East Coast Lifestyle is trademarked globally, I’m looking for a partner to take the brand global and that’s where I hope to take my network further with someone like Daymond John.”

Like Simmonds, MacLean’s advice to budding entrepreneurs is simple.

“Dream big and work harder

than everyone you know,” he said. “When you get passionate about what you’re building, the job becomes fun and that’s when you know you have something great.”

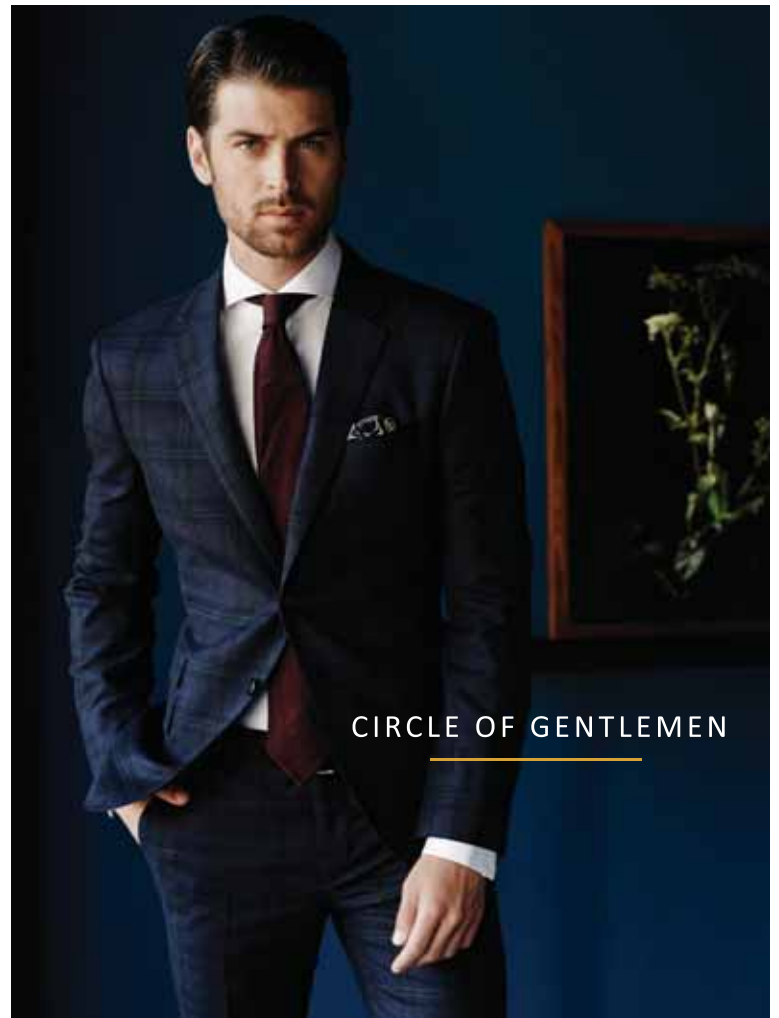
Robert Batherson has made his name in advertising, marketing and public affairs.

The senior vice-president and managing partner at Colour, a marketing, public relations and digital/social media agency, agrees with MacLean that doing what you love is key to success in business.

“That doesn’t mean there isn’t sacrifice in attempting to reach your goals, but you should strive as much as possible to work at something you enjoy doing,” he said.

Batherson said if you’re planning to jump, there are a few key things you should do first. No. 1 is to evaluate your proposed business and your ability to sell it.

“It’s important for entrepreneurs to be their own best storyteller,” he said. “An entrepreneur starting up



a business needs to be able to answer the following questions:

1. Why should people care about your service or product, and
2. How will your service or product change your potential customer's life or experience for the better?

"If you can't answer these questions, it will be difficult to successfully market your business."

From Ross Simmonds' perspective, being in business requires tirelessness, in marketing yourself and in advancing the quality of your work. "Too many people think they can win new business simply by sending a few tweets, shaking a few hands and sending out some emails," he said.

"You have to do the work. You have to be willing to invest in yourself instead of spending your money on things. You have to sacrifice a few nights out with friends because you're creating something for your client.

"You have to be willing to hustle."

All of that is easier by taking on

clients and work that you can get behind.

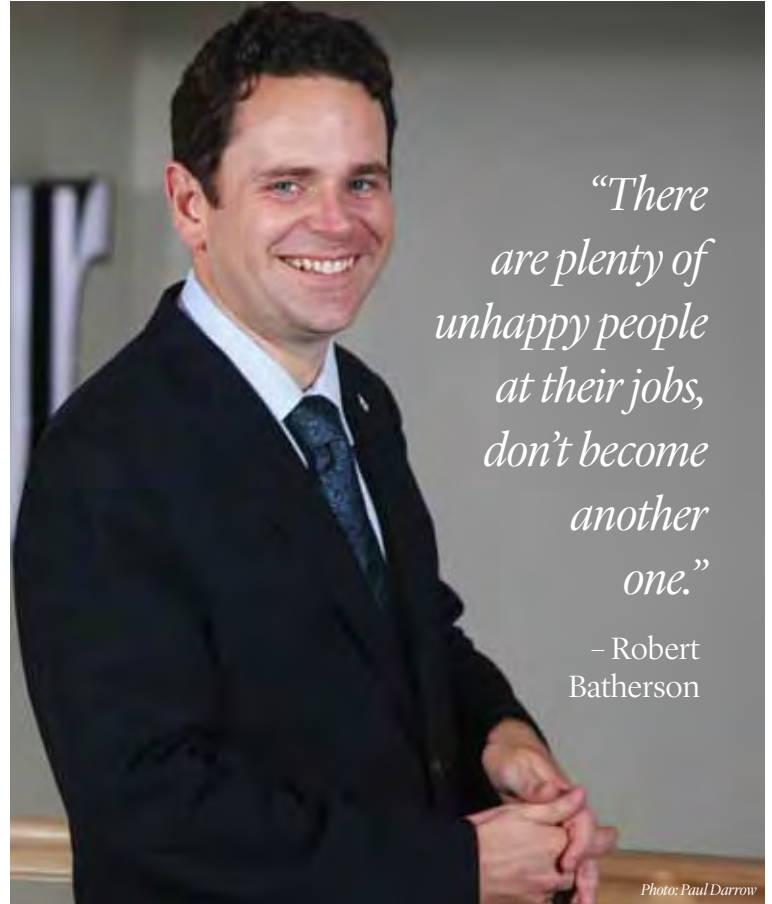
"Finding work that you believe in is important because you're actually excited every day to do great work and the final product reflects that," he said. "Creating content for something you don't believe in results in mediocre results. And mediocrity doesn't impress anyone."

Simmonds said the best way to look at it is to look yourself in the mirror and tell yourself "I am the CEO of Me Inc." and move forward from there.

"You need to look at your life as a business and do things today that in the future you will be thankful for," Simmonds said.

If there's one sentiment that perhaps best justifies taking the risk to create something great, it comes from Rob Batherson:

"There are plenty of unhappy people at their jobs, don't become another one." ■



"There are plenty of unhappy people at their jobs, don't become another one."

– Robert Batherson

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Hedonism II

The naked truth: Mild or wild, it's your choice at Jamaica's most-anything-goes resort



By Lola Augustine Brown

For those looking to score more than a tan when they go away on vacation, there's a place where you can fulfill your wildest fantasies — Hedonism II in Negril, Jamaica. At this all-inclusive megaresort, pretty much anything goes and whether you head there single or as part of a couple, you can indulge your dirtiest dreams.

Hedonism II is set on a 300-metre-long, white-sand beach lapped by a warm, turquoise ocean and it is for sure a beautiful destination. Kevin Levee, Hedonism II's managing director and general manager, explains that there are two sides to the resort, known as the wilder nude side and the clothing-optional prude side. You can choose to stay on either side, but are welcome to wander between them.

"Hedonism's mild or wild attitude allows guests to create their own experience at their own level of comfort. After 15 minutes in the buff, most first-timers

Photos courtesy Hedonism II

are able to let go and enjoy the breathtaking views and mingle with the nicer-than-average fellow nudists at the resort. After a day or two of being surrounded by open-minded, easy-going and confident people of all shapes and sizes, those first-timers are able to truly embrace the liberating experience and empowering environment," says Levee.

When Dartmouth native Steve Franks went there with his wife, they spent their time in the prude side of the resort, but still observed couples getting intimate by the pool in the early afternoon and some very obvious swinging going on. "We'd heard that on the nude side there were orgies, but we weren't that uninhibited so stayed on the clothing-optional side even when we did go nude," he says. "We did however meet a lot of people who were obviously up for anything and could have easily swapped partners if we'd wanted to."

WHAT
to PACK

What's key is that there is no pressure to participate, you do whatever you feel most comfortable doing. If just watching others being bad is enough of a thrill then perfect, you can get your voyeuristic kicks at Hedonism II. If you're looking to 'be with' as many people as possible during your week in the sun, then you're also in luck. It is highly unlikely that anyone will try and pressure you into going beyond your comfort zone — there are enough willing participants that they'll take a hint pretty quickly if you're not interested and move on.

When you tire of all that nudity and those tiring sensual pursuits, there are other activities on offer at the resort. You can do all the usual water sports offered at Caribbean resorts, play games, enjoy evening entertainment (this too tends to be on the sexy side), as well as drink yourself silly at one of the resorts five bars and eat your fill at the various restaurants. There are regular organized parties that are theme based and where you're encouraged to attend wearing something skimpy, or to wear nothing at all. Many people head there with a suitcase of sexy clothes and accessories (it isn't uncommon to see women dressed in lingerie or kinky underwear, strutting in five-inch heels, or accessorizing with obscene amounts of jewelry to compensate for the lack of real clothing on their bodies).



Levee says that the vibe at Hedonism II is very casual and there are no guidelines. "Guests are free to dress up, dress down, wear costumes, role-play or just get creative. We provide an atmosphere where our guests get to let go and be themselves wearing [or not wearing] what makes them most comfortable," he says, adding that before you go you should check the online calendar to see what parties are happening during your stay in case you want to take, for example, a special costume — because why not?!





HOW to BEHAVE

Tempting as it may be to act like a kid in a candy store at the resort, you do need to show some self-control. “The general rule of thumb is to be respectful to other people’s experiences. Our guests come to Hedonism II for many different reasons.

Some come for an enlightening and liberating experience of self-growth and discovery, some come to mingle with other guests, some for an intimate getaway with their mate, others to let go and be themselves and there are those who simply come to enjoy the white-sand beaches and turquoise waters of Negril, Jamaica. As long as people are not encroaching on other guests’ experiences, just about anything goes,” says Levee.



For those who love to play adult games, the concept is brilliant and it’s easy to see why the resort has been operating successfully for more than 30 years. Many people fall in love with the place and return often. “A large portion of our guests are repeat visitors,” says Levee, “For many, Hedonism II is their secret getaway that allows them to get loose and be free. Many guests, especially couples, take annual trips back to Hedonism. In fact, two individuals have been to Hedonism more than 100 times.” There’s even a Hedonism II online community that you can join that connects you with other fans and keeps you in the loop about events at the resort.

A word of warning should you decide to go to Hedonism II as part of a couple: Be sure to lay down the ground rules before you get there. All that free booze and sexy atmosphere could well lead to one of you getting into a situation that causes serious rifts in your relationship while at the resort, or when you get home. “We watched a fight break out between two men when one of their wives got too frisky and it was obvious that she hadn’t cleared it with him first,” warns Franks.

Single guys should know that creepy behaviour doesn’t fly and solo enjoyment in plain sight is definitely not cool — everything that goes on should be consensual and in relatively good

taste. If you can’t be respectful then people will have no problem pointing out their dislike of your behaviour.

How much craziness you get to watch and participate in can be down to when you choose to visit Hedonism II. Different weeks at the resort can also yield different kinds of experiences. The events calendar offers weeks dedicated to young swingers, MILFS, cougars, you name it. Going there over New Year’s or for Valentines week is also supposed to be especially wild. Whenever you go there be prepared for anything and enjoy every deliciously dirty moment of the experience. ■

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Breakin' the mould

Five rides that might prove The Golden Age of Cars is now



Photo Courtesy: Aston Martin

By Kelly Taylor

If there's a golden age to the automobile, it might be now. Consider: cars are safer than they've ever been, more powerful and more fuel efficient than ever and production engineers are letting designers bring to market cars that could only have existed in clay not that many years ago.

The cars featured here touch on all counts, from the 600-horsepower Ford GT, the ultra-gorgeous Aston Martin Vulcan, the forward-looking Volkswagen Cross Coupe GTE concept, the stunning Mercedes-AMG GT S and the Porsche Boxster Spyder, which itself hits on all counts.

Aston Martin Vulcan

The name of this British supercar is a bit of a dichotomy. It is not logical, but it does appear to be out of this world. It is, however, the ultimate indul-

gence. There are going to be only 24 of them, so if you have to ask the price...

It is powered by an 800-horsepower, 7.0-litre V-12 monster, mated to a race-bred, rear mid-mounted Xtrac six-speed sequential gearbox. If that isn't thrilling enough, consider that most of the car is carbon-fibre, from the monocoque to the cabin to a part-carbon fibre, part-magnesium driveshaft. It's exceptionally light, with a power-to-weight ratio better than the GTE cars that compete in the World Endurance Championship.

Of course, with that speed (Aston Martin has not released 0-100 times, but rest assured, they will be blazingly quick), comes responsibility. In this case, that is in the form of carbon-ceramic brake discs and massive Brembo racing calipers.

If you're not one of the lucky 24, there's some good news yet: this car, which goes on sale soon, hints at the shape of Aston Martins to come.



Photo Courtesy: Aston Martin

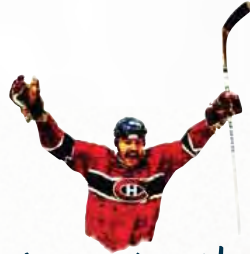


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Volkswagen Cross Coupe GTE

The Cross Coupe GTE is a production preview concept right now, but VW says it foretells a coming seven-passenger SUV for the North American market.

The GTE is an interesting acronym: GT for Grand Touring, E for Electric. VW is proposing, in the concept at least, a V-6 plug-in hybrid powertrain rated for 275 horsepower with two (54 hp and 114 hp) electric motors and all-wheel drive.

Of course, such a powertrain is an academic exercise at this point, but the manufacturer says it provides up to 42 km of electric-mode driving and a fuel consumption equivalent of 3.4 litres per 100 km. It would not be unexpected to see such a powertrain offered as a high-end option on the new SUV.

The biggest news appears to be a revision in VW's design language. Where such vehicles as the Passat, Jetta and Touareg have more rounded corners, the Cross Coupe GTE proposes harder angles and more straight lines. It suggests a sea-change is in order for VW models to come.

Production of the new VW SUV is expected to begin in late 2016.



Photo Courtesy: Volkswagen Canada

Mercedes-AMG GT S

By the time you finish reading this sentence, the Mercedes-AMG GT S could be flying past 100 km/h.

It's the latest sports car developed in-house by what was once just a performance-tuning division — Mercedes-AMG — and follows on the heels of the stunning SLS. Its big V-8 engine pushes the speedometer into triple digits in just 3.8 seconds.

But for everything the AMG GT is, it's what it isn't that is perhaps the most interesting. Despite a screaming, powerful, twin-turbocharged V-8 and driving dynamics that can carve a racetrack like Sunday's prime rib, it's not a punishing sports car.

A practical deck lid, an easily-accessed luggage compartment and a high level of comfort for long journeys make it far more than a track queen. It's a stunning addition to the driveway that's just as comfortable commuting as it is shredding racetracks.

The 4.0-litre, bi-turbo V-8 pumps out 503 horsepower and 479 pound-feet of torque. Power flows to the rear wheels through a seven-speed dual-clutch transmission that is mounted as a transaxle at the rear to improve weight balance. A slightly de-tuned version, the GT (no S) comes out as a 2017 model.

The car features an aluminum space-frame, locking differential, sports suspension with aluminum, double-wishbone suspension and a low curb weight to maximize dynamics.

If the \$149,900 price of the GT S isn't good enough for you, it's pretty easy to add the GDP of a small, third-world nation in options, including a \$10,900 Edition 1 package — limited to 30 in Canada — that adds a carbon-fibre roof, among other enhancements, a \$3,300 track package with active engine mounts and AMG dynamic plus package, \$13,750 for carbon ceramic disc brakes, \$9,000 for AMG Solarbeam paint and \$6,000 for AMG exterior carbon trim.

Relative to the \$250,000 price of the outgoing SLS, the GT S seems a bargain.



Photo Courtesy: Daimler AG - Global Communications Mercedes-Benz Cars



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Ford GT

The last Ford GT may have been short-lived, but there was always a sense Ford wouldn't let the concept languish forever. This time, it isn't a 550-horsepower supercharged V-8 sitting behind the seats. Instead, the engine is rated for 600 horsepower and it doesn't have eight cylinders. It has six.

The GT is arguably the pinnacle, so far, of Ford's EcoBoost program, in which the replacement for displacement is turbocharging. In most applications, including the tiny 1.0-litre, three-cylinder in the new Focus, the turbos are there for fuel economy, powerful when you put your foot into it and spool up the turbos, but thrifty at cruising speeds. In the new GT, the focus is clearly on performance, yet the car still promises to be more efficient at cruising than the older GT, which was made in 2005 and 2006.

Like the Vulcan, the GT uses a fair bit of carbon fibre, which Ford says will give it the best power-to-weight ratio of any mass production car. The 3.5-litre V-6 EcoBoost is mated to a seven-speed semi-automatic and is expected to have 0-100 times in the three-second range.

While the last GT was designed to pay homage to the original racing GT40 of the 1960s, the new GT is a completely modern interpretation with lines and curves that wouldn't be out of place were they behind a Ferrari or Lamborghini badge. It is expected to go on sale in 2016.



Photo Courtesy: Ford Motor Company



Photo Courtesy: Ford Motor Company

Porsche Boxster Spyder

The regular Boxster is a beautiful car; it handles great and has a logical amount of power and a convenient power-folding roof. It is not, however, pure. At least not as far as hard-core performance enthusiasts are concerned. There's too much about it that is about coddling a driver: that power roof, sound system and air conditioning add weight and detract from performance.

So for the enthusiast, there's the Spyder. Devoid of creature comforts, it comes standard without a radio and without air. The only available transmission is a six-speed stick. The roof goes up by hand. It's all about shedding weight, which improves handling, improves acceleration and improves braking.

But losing poundage isn't the only thing: it comes with a 3.8-litre boxer six-cylinder engine rated for 375 horsepower and promising a 0-60 mph time of 4.3 seconds, both of which are an upgrade from the Boxster S.

Of course, some styling cues are built in to distinguish it from regular Boxsters, including a pair of 'streamliners' that extend back from the headrests. They pay tribute to the 718 Spyder of the 1960s. Inside, a steering wheel that is 10 mm smaller improves steering response and standard Sport Seats Plus seats hug occupants for spirited driving.

The Boxster Spyder is priced at \$93,700 and goes on sale toward the end of October 2015. ■



Photo Courtesy: Porsche Cars North America



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