

the pointe

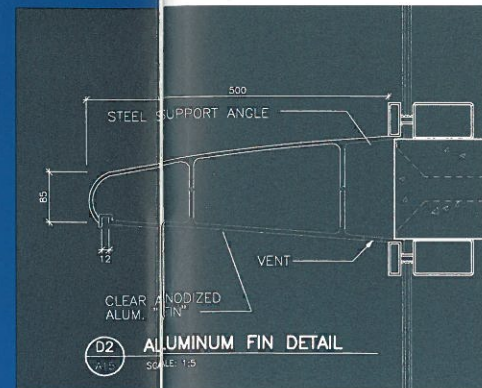
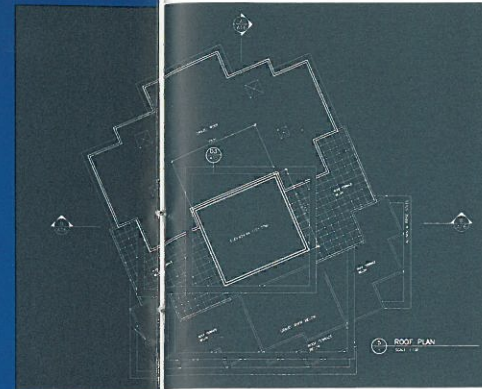
Westcoast Pointe

where you live, where you play



B C C O N D O S . N E T





where you live, where you play

The Pointe is a landmark city residence that sets a new standard for Vancouver living. Designed by renowned architect Bing Thom, The Pointe has a contemporary urban style. Located in a choice central location in the heart of Vancouver, it is a home that celebrates the natural wonders of our city.

The building is positioned to take full advantage of spectacular views in almost all directions. The Pointe's trademark feature is a *brise soleil*, shaped like a glider wing, protruding from the building at each storey, giving The Pointe an aerodynamic 21st century look. From the inside, it frames a picture perfect view. Each suite has a corner window and floor-to-ceiling green tint windows which showcase the scenery and create bright, airy living spaces.

The Pointe was designed for people who have their own unique style, who have a real zest for life. You aren't ready to settle for average in your career or your recreation, so why accept second-best in your home? Living at The Pointe, you'll get the quality you expect and the amenities you need to get the most out of life.

"I design buildings from the outside in and the inside out. My vision with The Pointe was to create a home that is quietly elegant, with a Westcoast flavour. I believe you can attain perfection through thoroughness of thinking in architecture, filling real needs and providing useful elements that you can't even see."

Bing Thom, Architect.



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a new fixture on the Vancouver landscape

The Pointe introduces architecture of the future to Vancouver. The distinctively modern glass facade with aluminum *brise soleil* rises 29 stories above Georgia Street in downtown Vancouver. Suites offer stunning views of Vancouver's most notable landmarks – Stanley Park, English Bay and the North Shore mountains.

There's also natural beauty close to home in the splendid landscaping surrounding the building. Using classic Westcoast features such as large rock outcroppings and evergreens, award-winning landscape architect Christopher Phillips has created lush terraced gardens. The look is rich and natural, with water featured in abundance. All lobby level rooms look out onto pools and cascading waterfalls that reflect light and create beauty and tranquility in the midst of this urban setting.

The Pointe enters the new age of urban living with environmental features such as a central water purification system and recycling centre. The building features advanced security functions including a video intercom entry system that incorporates coded entrances to individual suites. For added security, concierge service is also included.

Entering The Pointe, you cross a bridge that spans large reflecting pools. The spectacular lobby is surrounded by 18 foot glass walls that flood the area with natural light and offer unobstructed views of the gardens.



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in the centre of the action

The Pointe is located where we work, where we play in the centre of Vancouver. Just outside your door, within walking distance, is Robson Street and an array of international shops and boutiques to satisfy any shopper's desires. Theatres, great restaurants, nightclubs, art galleries, professional sports venues and Vancouver's magnificent new library... all just steps away.

Super natural Stanley Park with its incomparable seawall, beaches, trails and many picnic areas is just down the street. The unique shops and lively action of Denman Street and the renowned English Bay beach are also in the neighbourhood.

Unlike most cities, downtown Vancouver is also home to an abundance of recreation. Whether your choice is biking, rollerblading, windsurfing, tennis or walking, you'll find it close to home. With The Pointe as your base, you'll find it easy to enjoy the excitement and energy of the city as well as endless outdoor options.

The Westcoast Pointe

- | | | |
|---------------------------|----------------------------|-------------------------------|
| ● SkyTrain | 9 Meridian Hotel Vancouver | 19 Robson Street Shopping |
| 1 BC Place Stadium | 10 New Art Theatre | 20 Royal Bank |
| 2 CIBC Building | 11 New Public Library | 21 Royal Vancouver Yacht Club |
| 3 GM Place | 12 The Newport City Club | 22 Royal Centre Shopping |
| 4 Granville Island | 13 Orpheum Theatre | 23 Science World |
| 5 Harbour Centre | 14 Pacific Centre | 24 Simon Fraser University |
| 6 Hongkong Bank of Canada | 15 Pan Pacific Hotel | 25 Stock Exchange Tower |
| 7 Hotel Vancouver | 16 Q.E. Theatre | 26 Waterfront Centre Hotel |
| 8 Hyatt Regency Hotel | 17 Renaissance Hotel | 27 Westin Bayshore Hotel |



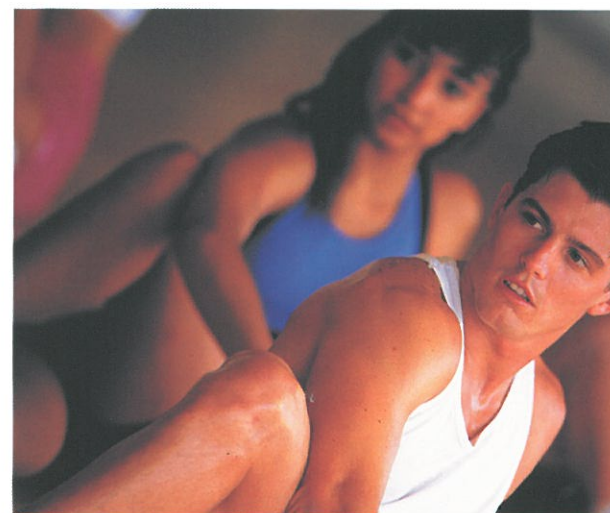


21st century urban living

The Pointe is designed for a busy lifestyle, with features to complement your personal and professional lives. A complete Business Centre offers a variety of business services, giving you an alternative to going to the office. You can host meetings in one of several meeting rooms, including a formal corporate boardroom. If you need office services; a fax, photocopy facilities and private office with computer are on-site. A concierge is at your service to help organize your business and social events or take care of other personal conveniences.

At The Pointe, you can host business or social functions at home, in our large garden lounge set in the lush landscape environment. A large outdoor patio area, surrounded by the garden, is equipped with a barbeque and provides the perfect setting for a reception or summer dinner party.

We've even made it easy to stay in shape with an on-site health club. You can work up a sweat on cardio machines, keep toned with modern weight machines or improve overall fitness with the latest advances in circuit training.



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working hard, playing hard

The Pointe was designed for the busy professional with an active lifestyle. You live in Vancouver because it's the only city where you can start the day by rollerblading around the Stanley Park seawall, walk to the office in the city core just blocks away and end the day at English Bay with some sailboarding.

Looking for excitement? It's just two hours to extreme skiing at Whistler, North America's #1 ski resort. Even closer, you can enjoy premier rock-climbing, serious mountain biking and a multitude of back-country adventures.

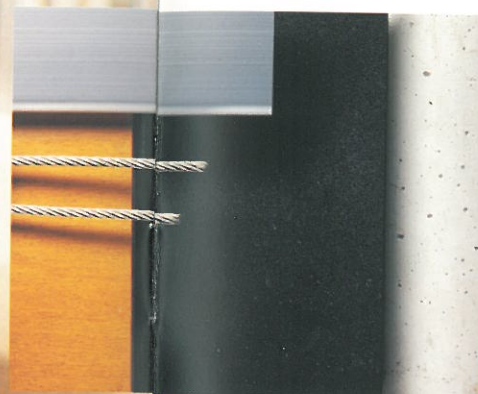
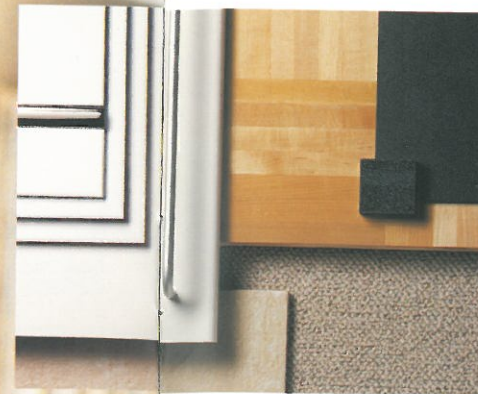
Living at The Pointe, you're also in close proximity to Vancouver's top sporting events at B.C. Place or the new G.M. Place, home of the Vancouver Canucks. Queen Elizabeth Theatre, The Orpheum and the city's new theatre venue – home to concerts, theatres and Broadway shows are also in the city core. You're in a prime location to enjoy the annual Sea Festival and fireworks competition in English Bay. You can do something different every night of the week, all in your neighbourhood.

If you'd rather end a busy work day on a mountain bike than in a traffic jam, The Pointe was designed with you in mind. At The Pointe, you can live life to the max. Why settle for anything less?



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finishing touches with an attention to detail

Inside The Pointe, high tech meets Westcoast. Suites feature natural fabrics, hardwood floors and neutral colour schemes to maximize light. You'll also find European cabinetry, luxurious wall-to-wall carpeting, and sleek appliances and fixtures.

Floor-to-ceiling windows and corner windows in every suite soak up light and take full advantage of dramatic views. All windows have a green tint that enhances the view while cutting the amount of heat and UV rays transmitted.

Choose from two suite layouts by award-winning designers. The design makes every inch count, incorporating contemporary features such as open kitchens and minimal hallways.

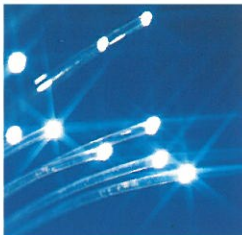
With an eye to the future, The Pointe offers several environmental enhancements which add to the value of your investment. The Pointe is the first high-rise residential building in the Lower Mainland to install an advanced central water purification system. The water is charcoal-filtered, so when you drink a glass of water, take a shower or do laundry, you'll enjoy chlorine-free, pure water. The Pointe also offers recycling facilities, and low-consumption plumbing fixtures.

Since you've chosen Vancouver as your home, why not get the most out of it? By living where we work, where we play in a building that was built with your needs in mind, you'll have more time for the important things in life. That could be climbing another mountain, training for a 10K run, exploring a new restaurant or shopping 'til you drop – the choice is yours. If you want a home that makes life simpler, freeing you to enjoy every minute of every day, your choice is The Pointe.



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Attention to detail is
the common element
throughout every aspect
of The Pointe – from the
architecture to interior
finishes. We've taken care
of your needs, so you
can concentrate on the
important things...
like enjoying life.

The Pointe's amenities

21st Century Styling

- Contemporary architectural design with distinctive *brise soleil*.
- Reinforced concrete-structured building.
- Two-storey glass lobby with granite flooring and white polished concrete columns.
- Lush landscape plan with reflecting pools, rock outcroppings and Westcoast evergreens.
- Concierge service.
- Security video intercom entry system linked to your in-suite cable TV and telephone system.
- Security controlled access points.
- Secured underground parking with visitor's parking.
- Fire safety measures including smoke detectors and full sprinkler system.
- Sleek, high tech finishes and fixtures in suites.

Recreation Amenities

- Fully-equipped private health club.
- Garden lounge.
- Outdoor patio area with barbeque facilities.
- Secured bicycle storage area.

Business Centre

- Formal corporate boardroom.
- Private meeting rooms.
- Office with computer facilities.
- On-site fax and photocopying services.

Interior Styling

- Eleven unique living environments with dramatic water, mountain and city views.
- Hardwood flooring in entry area.
- Floor-to-ceiling green tint window walls.
- Wall-to-wall wool blend berber carpeting.
- Full length vertical blinds.
- Touch control dimmer light switch in dining room.
- In-suite storage.
- Enclosed sunroom/den in most suites.

Kitchen

- Contemporary open-style design with open pass-through.
- European-style cabinetry with full wrap laminate countertops.
- Hardwood flooring.
- Stainless steel sinks, faucet with sprayer.
- Full appliance package: Refrigerator, stove, dishwasher, microwave with hood fan, garburator, washer and dryer.

Bathroom

- Imported ceramic bathroom flooring.
- Designer brushed aluminum faucets.
- Contemporary European full wrap cabinetry.



Environmental Features

In keeping with the current environmental consciousness, The Pointe offers environmentally sound features such as a charcoal-filtered central water purification system, energy-efficient low "E" green tint glass, low-consumption water fixtures



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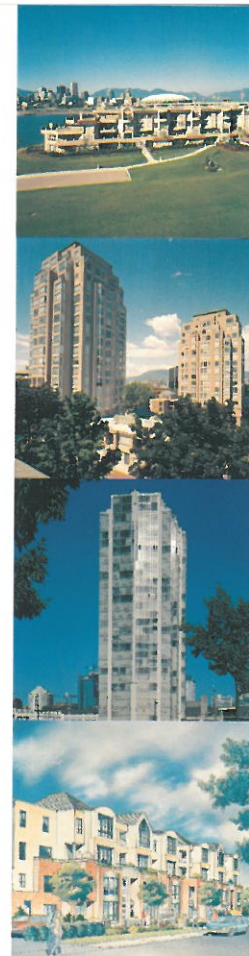
The Pointe is another project by Grand Adex – a Vancouver company whose award-winning reputation is built on developing quality homes with added value. Grand Adex is committed to designing and building condominiums with the highest standards, fully supported by a complete after-sales service program.

from top to bottom:

Cambridge Garden, Vancouver

Downtown, Vancouver

Camelia Garden, Richmond



GRAND ADEX
DEVELOPMENTS



Westcoast Pointe

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Canada V6E 3K5

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Designed by KARO Design Resources.

Printed in Canada.



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referendum."

Aulicino notes the Ontario government's new national tax-reform strategy is remarkably like the proposal included in a Western Canada Republic Party kit he sent Bob Rae's government earlier this month. "I'm not accusing anybody of anything but it does seem a little suspicious."

Aulicino is also a freelance medical researcher and says he has developed a therapy which could point to a cure for AIDS.

TOUR DE MOUNTIES

They're Mounties for marrow.

Seven RCMP officers on bikes are riding across B.C. for three weeks to raise funds for the Bruce Denniston Bone Marrow Society.

Denniston, an RCMP constable in Powell River, died five years ago of leukemia.

But his spirit lives on in the society which has donated \$1 million to the Red Cross and its bone marrow registry program.

The cycling Mounties were due to depart from Kamloops today, said Surrey RCMP Cpl. Cathy Robertson. The Mounties are hoping to raise \$10,000.

ON TAPE

Sun readers who attended the John Bradshaw seminars in Vancouver a couple of weeks ago might like to know that his lectures on *Food Addiction* will be aired on the Knowledge Network at 9 p.m. Nov. 10, 17 and 24.

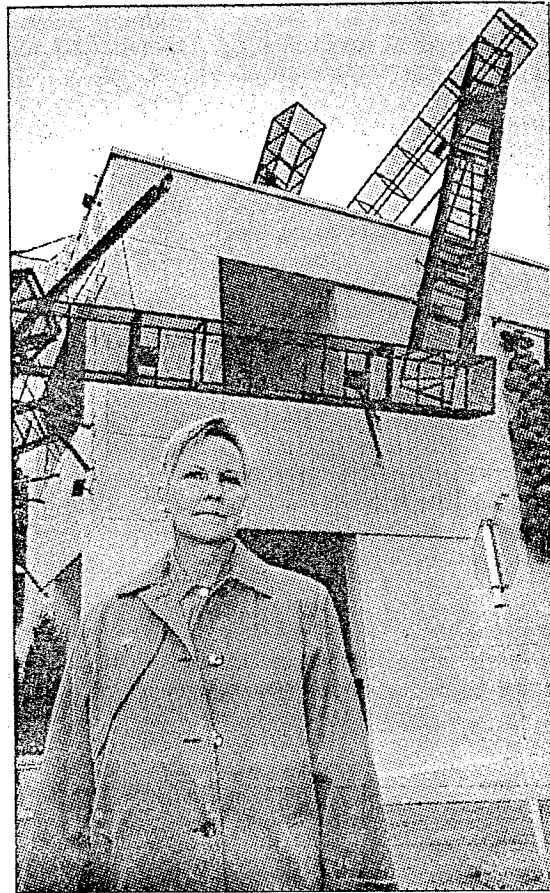
— By DOUG WARD

Japan cross Point Grey Road in Vancouver Tuesday to get pictures of themselves in nearby parks. The Iwamotos came to Canada to get married in Greater Vancouver is popular with many Japanese couples. With the Iwamotos is Michiyo Ito, who assisted in their ceremony.

Invitation-only condo sales destroy her dream

Developer defends method of selling suites

ALEX STRACHAN
Vancouver Sun



MARK VAN MANEN/Vancouver Sun

HELEN MALTBY: "so disappointed"

A local developer says offering condominium suites to potential buyers by invitation only is common practice in the real estate business.

But that's small consolation to Helen Maltby, who believed she was going to buy the home of her dreams.

The Westcoast Pointe condominium development at 1331 West Georgia had been advertising last Saturday's opening of sales to the public in local newspapers and on downtown billboards weeks in advance, and Maltby believed she had as good a chance as anyone.

But when she decided to drop in at The Pointe to look at a floor plan two days before the public opening, she got a shock.

Maltby says a sales agent told her that 75 per cent of the 208 available suites had already been sold.

The apartment she had her eye on had been sold the day before, in a private sale.

"I was just so disappointed," Maltby said, fighting back tears. "I was going to get up early on Saturday morning and be the first in line so I could have the first pick. I said to the sales agent, 'What about your grand opening?' and she said, 'That's just for the general public.'"

"Just for the general public? That's horrible!"

Blair Hagkull, speaking for Grand Adex Devel-

opments, The Pointe's developer, said the practice of invitation-only pre-sales is common in the real estate industry.

Hagkull admitted Grand Adex pre-sold several suites before the public opening.

"But because we knew this was such a hot property, we did not even talk about some of the units we saw as being the best value. If you were the first person in line on Saturday morning, you got a choice of a variety of units — including the least expensive ones."

Nowhere near 75 per cent of The Pointe suites were pre-sold, he added.

"I can't give you a specific number, but certainly the bulk of the building went on Saturday morning," Hagkull said.

Furthermore, he added, the lower-priced suites were deliberately kept off the market until the public opening Saturday.

Maltby, 48, a legal secretary with a local law firm, says that isn't true.

"If that was the case and they had told me that, I would have been there Saturday morning."

"When it's your dream, and you can't even attain your dream, that sucks. I'm sorry, but that makes me really mad."

What are the moral implications of private pre-sales, purchased more often than not to people who have no intention of living in the suites but

Please see REAL ESTATE, B2

I can't stop thinking about it," Silverman said, quoting Arnold.

Immediately after the fire, which gutted the 80-year-old wooden house Arnold and his wife Lisa Twiddy were renting, Arnold needed hospital treatment for an extreme anxiety attack, his lawyer said.

Silverman said Arnold, diagnosed with post-traumatic stress disorder, continues to have "vivid and terrifying nightmares" in which he goes over and over again in his mind how he might have saved his children.

He can't watch television, Silverman said, because seeing children reminds him of his dead daughters, Courtenay Lynn Twiddy, 6, and Kaila Marie Twiddy, 4.

Arnold and his wife Lisa are so stricken with grief they wish they had died in the fire instead of the children, the lawyer said.

"Every time I think about it, it makes me sick to my stomach," Silverman said, quoting Arnold.

"Nothing can punish me as much as losing my kids."

Silverman said Arnold is taking full responsibility for his actions.

Judge Dorothy Holmes postponed sentencing until Monday. The Crown has recommended an 18-month sentence in Alouette Regional Correctional Centre.

At the time of the fire, Arnold was working as a house painter for \$12 an hour. He has a Grade 11 education and has lived with his wife for six years.

When Arnold was ushered into court, he looked pale and disoriented, his blond hair falling over the back of his neck. As soon as Crown counsel Andrew Baldwin began recounting what happened on the night of Aug. 8, Arnold started rubbing his eyes and then sobbed by himself in the prisoner's dock.

Baldwin recounted how Arnold had to be held back from rushing into the burning house to try to save his daughters, who were trapped in their bedroom on the top floor.

He said Lisa Twiddy, after rushing from the house when flames blocked the stairs to the girls' bed-

ON THE JOB

Vancouver city council to protest against WCB's proposed workplace safety rules

FRANCES BULA
Vancouver Sun

John Beckett held up a plastic Safety bag in front of Vancouver city

photocopy paper. All our archive records, all of that box."

Beckett and Ramsay made their

half-a-million dollars a year just for last year (\$6.5 million) and whether

B C C O N D O S . N E T

standards, besides being unreasonable and impractical, could re-intro-

preparing the presentation (Nov.)

But others backed up Beckett and

comply with safety regulations."

of Kwan, who more balanced

information before deciding, council voted to approve staff presentations



Spoil yourself this weekend.
And maybe for the rest of your life.

Wouldn't it be great to spend a few days in a mountain-side suite at one of the premier 4-season resorts in North America?

Wouldn't it be great to go golfing, fishing, hiking, biking, dining or just put your feet up, kick back and relax? And wouldn't it be great to find out you can do this for the rest of your life? Of course it would.

Which is why the Intrawest Resort

\$75
per couple
per weekend.*
\$25 per couple for
2 weekday nights.

Club is so popular. It's a unique 5-star resort club in Whistler, built by the people who brought you Blackcomb Resort.

It combines country club membership and privileges, with hotel reservation flexibility, and the benefit of buying only the future vacation time you need.

Go ahead. Spoil yourself this weekend.
And maybe for the rest of your life.



INTRAWEST

B C C O N D O S . N E T

REAL ESTATE: Developer defends pre-sale

Continued from B1

renting them out?

Bob Davidowski, manager of accounting and audits with the Real Estate Council of B.C., said the ethics of private sales for developers are the same as they are for anyone else with a product to sell.

"We've seen no reason to implement any kind of legislation," Davidowski said. "We've never run into serious problems."

If someone feels they have been manipulated or taken advantage of, they have the right to file a complaint in writing with the real estate council, he added.

"It's usually the individual who didn't get the property who's most upset. To some extent you can say that's too bad or that's not fair."

"But for us to go and make sure developers sell their properties in a fair manner is not our function."

Developer Bob Rennie, of Burnaby's Rennie & Associates Realty, said that pre-sales are a common prac-

tice.

"We love to open with 25 to 30 per cent sold because it gives a huge, huge vote of confidence to the other buyers when they're arriving," he said.

Developers can protect themselves from complaints from disappointed wouldbe buyers by listing a phone number for pre-sale reservations in their advertisements, Rennie added.

An advertising flyer for The Pointe in the Sept. 17 *Vancouver Sun* listed a contact phone number in bold type.

"We make sure every ad we run says we're taking reservations," Rennie said.

"Because you can't have someone arrive — when it says it opens at 10 o'clock sharp — with 60 red dots on the board."

"It isn't fair. Everyone has to be on the same level playing field."

Hagkull said Grand Adex was careful to include a contact phone number in all its advertisements for The Pointe.

Win a Lifetime of Vacations at Blackcomb!

You could win a lifetime membership to the Intrawest Resort Club at Blackcomb.

That's years of wonderful vacations in the #1 resort in North America. And, when you take an Intrawest Resort Club 2-night

Mini-vacation (only \$75 weekends, \$25 weekdays, for two) you will automatically receive FREE a \$50 gift certificate to

Umberto's simply for telling our reservation agent at time of booking that you saw this ad or heard about it on CKNW.

To enter contest, fill out this entry form and mail to: "Lifetime of Vacations Sweepstakes," 4580 Chateau Blvd., Whistler, B.C.

V0N 1B4 or fax to 938-9281. Also enter to win at the Club or one of our concierge mall locations.

Name: _____ Telephone: (h) _____
(w) _____

Address: _____ City: _____ Prov: _____ Po Co: _____

Age? Under 25 ☐ 26-35 ☐ 36-65 ☐ 65+ ☐ Marital status? Single ☐ Married ☐ Common Law ☐ Other ☐

Household income? Under \$65,000 ☐ \$66-175,000 ☐ \$175,000+ ☐

☐ Check here if you do not want to be contacted regarding future promotions.

CKNW/98
B.C.'S MOST LISTENED TO RADIO STATION

INTRAWEST
RESORT CLUB
— Blackcomb —

The Vancouver Sun



Open to Blackcomb residents only. Sweepstakes begins Sept. 17, 1998. Ends at 11:59 p.m. on Sept. 17, 1999. Prizes are not transferable. Void where prohibited. For more information, contact Intrawest at 938-9281 or visit our website at www.intrawest.com.

Marketing Coordinator, 4580 Chateau Blvd., Whistler, B.C. V0N 1B4

what's the pointe?

ADVERTISING SUPPLEMENT TO
BUSINESS IN VANCOUVER



B C C O N D O S . N E T



the pointe is...

where we live

with only
5%
deposit

It's in the heart of the city, surrounded by nature's reflection, and steps away from the places you want to be. It's The Pointe. A space where work and play come together to create a lifestyle opportunity for people who get the most out of life.

it's where the inside feels like the outside. A design accomplishment of the world-renowned architect, Bing Thom. The Pointe is an outstanding form of urban style, naturally planned to give you exceptional value. Quality shines through every last detail – from the ground to the sky. Wool berber carpets, hardwood floors, and brushed aluminum accents throughout. Very sleek.

it's where high tech meets westcoast. Environmentally, a Lower Mainland first. The Pointe offers every owner a central water purification system, energy-efficient plumbing and resident recycling facilities.



B C C O N D O S . N E T





where we play

it's where business and pleasure unite. Sporting a convenient health-club facility, The Pointe has what you need to ensure peak performance. The bonus is the professional business centre. Boardroom, meeting rooms, fax, photocopier, computerized office, kitchen, the works – with a concierge at your service. At The Pointe you're free to work at home or the office – you decide.

the pointe is a winner. A one-bedroom starts at \$98,900. All you need is a 5% deposit and it's yours.

it's time to get what you want out of life.

Grand Opening September 24 & 25 at 10 am sharp to 6 pm.

The Pointe Presentation Centre: 1305 West Georgia Street, Vancouver.

come see how quickly a good value can sell out!



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the pointe