

THE WORLD- Spectator

TRIBUTE TO Small Business



Small Business the backbone of our communities

Small businesses are a vital part of the local economy. Every small community has businesses that play an important role in making that community what it is.

Small businesses support local groups and organizations, they pay the taxes that keep your community going, they employ your friends and neighbors, and they provide the services you need.

They create jobs

Small businesses have a huge impact on the job market. While some people think of large companies creating the majority of the jobs in Canada, that simply is not the case.

In fact, small and medium sized enterprises give 9 out of 10 Canadians in the private sector their jobs. Small businesses alone provide 70% of all jobs in Canada. These jobs give individuals buying power, allowing them to support other small businesses and keeping our economy running.

They improve communities

There are over a million small businesses in Canada.

The money those businesses make does not just have an impact on the country; the companies also pay municipal and education taxes.

Those taxes provide a lot of money that is then used

to support the communities where these businesses are located.

They are a big part of our economy

The vast majority of businesses in Canada are small or medium sized businesses. They in fact make up 99% of all the businesses in the country.

These businesses also

provide 38.4 per cent of Canada's gross domestic product (or GDP) and make up 30% of their provinces' GDPs on average. That is a lot of money generated by small businesses!

They fuel innovation

Over 800,000 Canadians run small businesses. That is partly because Canada is, according to The World Bank, the third easiest country in which to start a business. All these businesses increase the coun-

try's innovation. Entrepreneurs come up with new products, services, and even ways of working.

This level of innovation—and support for innovation—pushes businesses of all sizes to be creative and to work hard to always improve their offerings.

They can grow

Just because a business is small today does not mean it will stay that way. There is always the opportunity for it to grow into a

large business. This growth then helps Canada develop its own large companies, keeping it competitive on the global stage.

Backbone of small communities

Small businesses are an important part of our overall economy, but they are even more important in our small communities. Look through this section and see some of the small businesses that support our communities!

**Small
Businesses
are the
engine that
drives our
community.**



Daryl Harrison MLA Cannington 306-443-4400
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**Proud to
support our
small businesses
who keep
Saskatchewan
growing.**



Steven Bonk, MLA
Moosomin Constituency

306-435-4005 • stevenbonkmla@sasktel.net

Thank you

to our small businesses



**We acknowledge
and appreciate your
contributions to our
communities.**



Dr. Robert Kitchen MP
Souris-Moose Mountain



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Glasser's TV Service

If there's anything a person needs in the way of electronics, Glasser's TV Service in Moosomin is the place to get it. From cellular services to computers and tablets, audio equipment, televisions, cameras, and technical support, Glasser's TV Service is one of those unique small-town businesses that provides such a wide range of services and products that almost everyone and anyone living in the area will have visited the store for something recently.

Owned and operated by Wayne and Carol Glasser, along with their son John Glasser, and their granddaughter Niquitta Goliboski, along with eight staff, the business had its beginnings on July 17, 1978.

"Moosomin and this area didn't have anybody to fix TVs back in those days," says Wayne. "A friend of ours at the time was a Snap-on tool dealer and used to come here. So we determined we'd move here from Oxbow. We moved here March 12, 1977 and we had a little store up in the McNaughton building."

It didn't take long for the business to grow, and the Glassers made the move from the McNaughton Building to the location they are in on Main Street today—a location they expanded with the purchase of additional space in the 1990s.

The business started out doing mostly TV sales and repair, as well as some audio equipment. Today, as an authorized SaskTel dealer and Apple and PC computer dealer, the business has changed a lot to have more of a focus on cellular, wifi and computer services. However the Glass-



John, Carol and Wayne Glasser in their store.

ers always keep their eyes open for anything else people might be interested in or need—like wood stoves, or security cameras, for example, keeping the business as multi-faceted as possible.

"I've always said that Wayne is the idea man," says Carol, crediting her husband with many of the unique products and services that Glassers carries.

"Dad has always been good at that—finding something unique that people want," adds John.

The Glassers also pride themselves on the service side of their business. Anyone and everyone who walks through their

doors and needs help gets it. "I think for me it's the satisfaction of helping people," says Carol.

"We've always prided ourselves on the service end of it," says John. "The sales are the bonus."

From helping people with technical problems on their phones to providing IT services, the Glassers say service has always been their strong point.

With so much to offer, the family estimates that they service an area about 60 miles around Moosomin, with customers from as far away as Grenfell, Carnduff and Carievale, to Melita, Manitoba.

The Glassers also credit the community they live in with much of their success.

"Moosomin is a great town," says Wayne.

"We've had a lot of people in Moosomin who were very forward thinking which helps out," says Carol. "I think of getting the hospital, keeping the schools, getting the senior places, having a nice rink."

"There are some major draws like dentists, doctors—that's major," says John. "And then the strong business sector."

Always a family business, the future of Glasser's TV Service will remain with family. Carol and Wayne say that within the next year they are planning to step back from the business a bit into semi-retirement while their son John takes over, with help from their granddaughter Niquitta.

While more of the business decisions will fall on John's shoulders, the family say that nothing else about the business will change. They will continue to provide a wide range of services and products, and continue to have a strong relationship with SaskTel, providing local cellular services.

John, who was raised in the family business and has been working in it most of his life, says he ventured away from Moosomin and from Saskatchewan a few times over his lifetime, but every time he wanted to come back.

"With me leaving a few times, every time I left I always wanted to come home. Every time," he says. "There are not very many places that would beat Moosomin to live."

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Moosomin Pharmasave

If there's one business that makes customer service and giving back to the community a main pillar of doing business, it's Moosomin Pharmasave.

Owner Darcy Rambold was born and raised in Moosomin, and after graduating from the University of Saskatchewan with a Bachelor of Science in Pharmacy degree in 1992, he was hired as a staff pharmacist by Morgan Adam, the former owner of Pharmasave, in May of 1992. In April of 2001 Darcy purchased the store from Morgan.

Since then he has completed two major renovations of Pharmasave, which included an addition to the back of the store to enable expansion of the dispensary in 2009, as well as a total face-lift of the store front in 2012.

In 2014, Darcy purchased the former site of the Moosomin World-Spectator at 624 Main Street in Moosomin, and after a thorough renovation of the building, the Pharmasave Wellness & Mobility Centre opened for business in August of 2014.

Darcy then purchased the building which housed the Sears outlet and McNaughton Furniture located at 601 Carleton Street in Moosomin in 2017. This building became the Pharmasave Wellness & Mobility Centre Showroom.

Pharmasave is a retail pharmacy that has always focused on customer service. It employs four licensed pharmacists to serve your prescription needs in an effective and timely manner.

The business offers free delivery—daily delivery within Moosomin and twice a week to the communities of Maryfield and Wawota.

It also provides prescription services to two Long Term Care facilities—the South East Integrated Care Centre in Moosomin and Deerview Lodge in Wawota.

Pharmasave offers Covid-19 and Influenza vaccination clinics. These clinics are held at the Pharmasave Wellness &



Darcy Rambold, pharmacist and owner of Pharmasave.

Mobility Centre Showroom at 601 Carleton Street in Moosomin. This location offers an increased level of privacy and ample space which translates into a higher degree of safety through social distancing and appointment scheduling.

Pharmasave Moosomin is a full line retail pharmacy, featuring an extensive line of over-the-counter medications, vitamins and herbal medications, cosmetics, giftware, greeting cards, electronic gift cards, health and beauty products, books and magazines.

Pharmasave is a proud supporter of the community of Moosomin, and over the years has made donations toward: The Town of Moosomin recreation facilities; Pipestone Hills Golf Club; Moosomin Curling Club; Moosomin Figure

Skating Club; Moosomin Minor Hockey; Moosomin Rangers Senior Hockey team; Moosomin Generals Football Club; Moosomin Rodeo; Moosomin and District Arts Council; Creative Vision Productions; Moosomin & District Music Festival; Moosomin Community Band; Moosomin Community Theatre; Southeast Integrated Care Centre; Cobblestone House; Moosomin Thrift Store; and MOTOH (Moosomin Organization for the Transportation of the Handicapped)

The Pharmasave Wellness & Mobility Centre is a full-line Home Health Care Store that offers power lift chairs, adjustable electric beds (including mattresses), wheeled walkers and rollators, electric scooters and wheelchairs, crutches, walkers and wheelchairs for sale and rent, home and bathroom aids, including grab bars, raised toilet seats, bath benches and pillows.

You can also find sports medicine supplies (KT Tape, athletic tape), pain therapy items including hot/cold pads and TENS therapy units, compression stockings which feature custom fitting by a certified fitter, an extensive line of athletic and orthopedic braces, including custom fitting by a certified Athletic Therapist, and exercise equipment such as resistance bands and tubing, weights, and exercise poles by Urban Poling.

The Wellness Centre also sells footwear, featuring the Clarks and Merrill brands with a focus on casual, hiking, running, boots, sandals and slippers.

It also has a Kodak Photo Kiosk for printing photos from your camera, smart phone or USB drive, a wide variety of giftware items such as salt lamps, essential oils and lamps, electronic gift cards, and light Therapy for SAD (Seasonal Affective Disorder).

It offers free delivery for major items within a 100 km radius of Moosomin.

Thank You!

A big thank you to all of our customers for being loyal through the troubling times of the Covid-19 pandemic.

It's our pleasure to serve you and we appreciate the support you have shown us over the last year and a half as we have weathered this pandemic together.

We couldn't ask for a better community to be a part of and for better customers!

Pharmacy

630 Main Street | Moosomin, SK
306-435-3345
Monday - Friday: 9 a.m. - 6 p.m.



Wellness & Mobility Centre

624 Main Street | Moosomin, SK
306-435-4330
Monday - Friday: 9 a.m. - 5:30 p.m.

pharmasave.com/moosomin



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Davidson Truck and Tractor

When Todd Davidson started fixing heavy trucks on his own 18 years ago, he had no idea what the future had in store for him as a private business owner. "I just kept getting busier and busier and I had to hire more people to keep up with the work," says Davidson.

Today Davidson Truck and Tractor in Moosomin is what most would consider to be a true small town success story.

Davidson started with a 2,500-square-foot workshop on Highway 8, and just himself as an employee. "Within a year I had to hire another mechanic and a parts person to keep up with the work, and it just kept going from there," he says.

Davidson now has 12 staff, and has completed a number of major additions. He has 6,500-square feet of shop space, a cold storage building, and a 5,000-square foot parts department and office building. He also has a 3,500-square-foot building to house his trucks so that they can be ready at a moment's notice to assist with any accidents or quick response or towing. "We also have lots of secure storage for other people's vehicles that are on-site," he adds.

When it comes to trucks, there's not much that Davidson Truck and Tractor doesn't do.

"Our main service is work on highway trucks and tractors," says Davidson. "The next biggest thing we do is provide towing services. We've got five tow trucks, and trucks and trailers for recovery with a winch. We also work with most of the towing clubs like CAA, Sykes and Allstate.

"We also have three mobile service trucks



Todd Davidson, owner of Davidson Truck and Tractor

so we can go out on the road or go out to a farm or another location and bring the appropriate parts. If you can't bring it to us, we can bring it to you.

"We also retail a lot of parts over the counter for people who fix it themselves. We carry lots of heavy truck and automotive parts. Anything that's related to a highway tractor or semi truck going down the road or on the farm, we can get access or likely have the part. We have two great parts guys who can help you out."

Davidson also buys, refurbishes and sell used semi trucks. "Not everyone wants to travel to the cities to buy trucks," he says.

"Some people want to come here and it's another service I can offer."

Davidson Truck and Tractor is one of the only businesses of its type in the Moosomin area. Davidson says most full-service heavy truck companies are located in the cities, which means he serves a wide area, with calls coming from as far as two hours away. "We're far enough away from the major centres that we can sustain our business and we don't have the big trucking companies or the major manufacturers looking to set up shop here," he says.

Davidson says there's still lots of potential for growth.

"When I first started, farmers would have one semi tractor, and some of them wouldn't even have that. Now some of my bigger farming clients have almost 20 trucks. And that's changed my business because if they didn't I'd still be by myself. There's more of a demand for this type of business.

"One of the biggest changes is that my customers have more equipment to service than when they started. And that equipment is more complex. We currently keep all of our diagnostic equipment updated because we are working with so many different types of manufacturers.

"I want to see the business continue to grow and continue to be competitive. Hopefully I can find ample staff. I think it is going to grow. The farmers are going to continue to haul their product and there's more trucks on the highway transporting goods. We're just trying to work better with our suppliers and our customers to make sure everyone gets what they deserve."

What does he enjoy about the business?

"I enjoy the customers and my staff. I enjoy fixing my customers' equipment and ultimately having them leave here driving their truck away. They've got a piece of equipment they can work with again.

"I'm most proud of the staff that I have here and the customers. We've made a lot of friends over the years and it's nice to see them come through the door and have a visit and carry on with helping them out with what they need, and they help me out in return. It's a win-win. Moosomin is a great community. I enjoy doing business here."

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The Crate House

It originally started as an idea for an ice cream shop, but The Crate House is much more than that. Located on Moosomin's Main Street, walk through the doors of The Crate House and you will find ice cream, a deli, fresh baking, fresh produce, a meat counter with in-house smoked and homemade meat products like burgers, jerky and sausages, coffee, and delicious homemade lunches that you can take out or eat in.

Started two-and-half years ago by the Creighton family, who were previously the owners of the Moosomin Fine Foods grocery store, ideas for a business like the Crate House started to be talked about by the family back when they owned Fine Foods.

"We had talked about doing it when we had the store," says Doug Creighton, who runs the Crate House along with his daughter Krista Cunday and wife Anne Creighton.

"Dad and I had talked about it for years, about someday doing a deli or the meat shop, but when we originally started this plan we were just thinking ice cream," adds Krista. "And then we just kind of kept adding to it."

"It just morphed into such a big thing," says Doug. "We had to have more and we have the skills to do everything we added, so why not?"

"We needed to add enough things to make it a viable year-round business for when ice cream is not in season," says Krista. "We've experimented a lot over the last two years trying different things, seeing what's working, seeing what the community wants and what we don't want to do. It has been interesting."

With its quaint storefront, unique selection, and outdoor deck space in the summer, the Crate House has swiftly grown into a destination business with both local people and out-of-town and highway travellers making it a regu-



From left, Jina, Doug, Anne, Jackson and Krista Creighton behind the counter of the Crate House.

lar stop.

Doug says they've had a few cross-country travellers from as far away as Ontario make it a regular stop. A big attraction for people is The Crate House's focus on fresh, homemade, local food.

"We live on the farm, so before we had this, if I was in town for the day with the kids and we had to eat lunch, I

just found it was always difficult to find something that was healthy or not deep fried," says Krista. "So that was where we noticed there was a bit of a gap in the market where we could provide lots of really homemade, fresh foods that are healthier."

"Our focus is on everything fresh," says Doug. "On all of our sandwiches, other than the ham on our cubano, everything is my own smoked meats. And our soups are homemade every day."

"All of our baking is made from scratch—all the cakes and everything. It's a labor of love," adds Cunday.

The Crate House also provides beautiful, custom decorated cakes on request and has started to do some in-house catered meals as the business has grown.

Today the business employs 10 people.

Doug says he most enjoys the freedom of running his own business while Krista says she loves dealing with the customers.

"I really enjoy the people," she says. "Especially people coming through off the highway. It's always interesting to hear where they're coming from or how they found us. I also like that we can choose what we want to do."

"I like hearing when people call us unique or a destination stop, which is what we want, hence the look of the building," says Doug. "We wanted to get known for being a destination, and lots of people say this should be at Banff or Lake Louise or Clear Lake just because of the look of the building."

"The business community in Moosomin is pretty wonderful and it has been nice to be a part of that too," adds Krista. "Everyone's always willing to help each other and work together. Main Street is really interesting in town here. It's a destination in itself. We get lots of people on the weekends just to shop or to tour around town."

THE CrateHouse

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Today's Enterprises Ltd.

Today's Enterprises in Redvers is a true, small-town success story. Murray Aulie has been in business since 1996 and moved into his 9,000 square foot building in 2013. The building was previously owned by Bill and Leona Curle, Olsen's IGA and the Redvers Co-op.

Today's Enterprises is very diversified. They are a SaskTel Authorized Dealer, selling all brands of cell phones and computers. They also install internet services and repair all Bell and Shaw satellite systems. Aulie operates under The Source banner. They also install and service security systems, which are becoming more and more popular.

Aulie also has a full showroom of furniture on hand and sells both the Ashley and Palliser brands. Sofas, love seats, recliners, dining room suites, home decor, mattresses and bedding—if you need it, he has it!

A couple of years ago, Aulie also added a full selection of toys to his inventory. He also stocks Traeger, Louisiana, and Pitt Boss Wood Fired Grills.

"We are going to start using my previous location for the display of bedroom and dining room furniture," he adds. "The gym used to be there but because of the regulations they had to close up. We plan to have about seven or eight bedroom sets, headboards, foot boards, chest of drawers, night stands, and dressers, and then another four or five sets of dining room tables and chairs.



Business owner Murray Aulie at the counter of Today's Enterprises in Redvers.

"We pride ourselves on having a large amount of inventory on hand. When you come here, we want you to leave happy and satisfied. We cover a large service area and offer a delivery service. We have customers from all over Southern Saskatchewan and Southwestern Manitoba. You never know who is going to walk through our door or where they're from!"

Aulie is married to Heather, who is a full-time elementary school teacher in Redvers. They have four children—Becky, 22, Ryan, 20, Jenna, 18, and Jaxon, 8. All have helped out in the store over the years.

Aulie prides himself on excellent customer service and loves his staff. Terri-Ann Toms is in charge of furniture and advertising, Jill Garnier is in charge of cellular services, and Bailey Garnier is in charge of shipping and receiving. Konner Pickard and Pat Sylvestre are also employed there, as are three high school students.

"My staff are the backbone of the business," he says. "Making my own decisions and having great staff to work with is the biggest benefit of having a business. Helping people, supplying them, giving

them the option of products that they can get locally instead of going to the cities."

Aulie says he enjoys doing business in a small community, and it shows. Every customer that walks in the door is treated like a friend, and Aulie regularly offers the use of his large parking lot outside for community events.

"I get the benefit of being in business in a small town. Everybody knows everybody so you can't tell one thing to someone and think you can tell something else to someone else, you have to stay honest with everybody," he says. "And the small town community spirit is what I like."

Today's Enterprises is also very generous to various non-profit organizations. This past summer, they held a barbecue at Kenosee Lake promoting their grills. The proceeds from the lunch went toward the local Lions Club improving their green spaces in the park. Today's Enterprises has also supported many activities in the Redvers area including annual fundraising for kid's cancer.

"Small town business success is very possible in this day and age, especially with the reoccurring medical restrictions," says Aulie. "You don't have to drive to Regina, Estevan or Brandon. That's why we carry such a large inventory. Come visit our store, you will be pleasantly surprised at what we have to offer!"

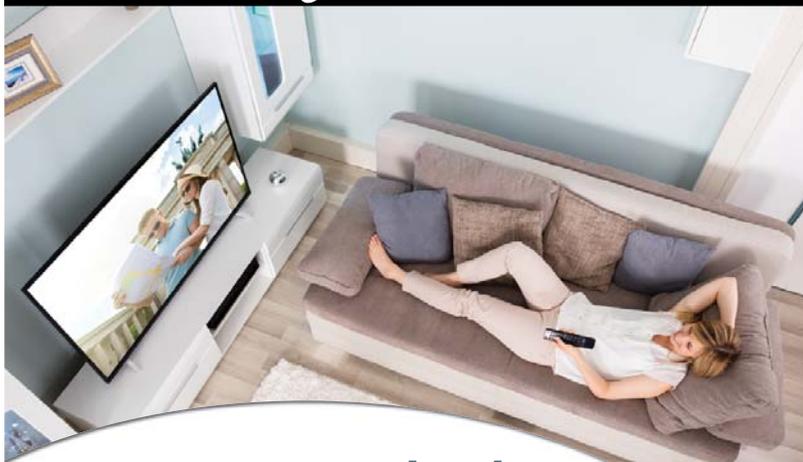
Today's Enterprises is open Monday to Saturdays. It also has a Facebook page. Phone 306-452-6309.

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Sun Country Hearing & Yorkton Hearing Services

From Estevan to Yorkton to Moosomin—Sun Country Hearing and Yorkton Hearing Services have been growing businesses ever since owner Jacque Mvula started providing hearing services in Southeast Saskatchewan in 2014.

"I started Sun Country Hearing in October of 2014 when I moved back home to Estevan," she says. "I had a clinic in Alberta for five years, but I sold it and moved home. Then in 2018 I bought the existing Yorkton Hearing Services as well."

In 2021 Mvula opened a location of Sun Country Hearing in Moosomin as well, making for her third location in Southeast Saskatchewan.

The three businesses provide a range of hearing services. "We test hearing," says Mvula. "So we can either help people to maintain the good hearing they have by getting them hearing protection if they work in a noisy environment or have noisy hobbies. We can monitor them yearly with an annual test just to make sure their hearing hasn't shifted. Then when people do have issues, whether it's in the middle ear, like an ear infection, or the outer ear like impacted wax, we can request that their doctors to refer them to an ear, nose, throat specialist, or if it's a permanent hearing loss we look at amplification—hearing aids."

Mvula says she absolutely loves what she does. "I definitely have a passion for it—it is my career," she says. "When you take audiology and you get a master's degree in it, this is what you are committing to. I enjoy meeting people, I enjoy visiting and getting to know them and building a rapport with them, and I love helping them! "Most people would laugh at me, but I love performing wax removals," she says with a laugh. "I also love getting to know people. Some people just need someone to talk to. I have a minor in psychology and now I know why because there is a lot of counselling involved in dealing with anyone with hearing loss. And Covid-19 has amplified that even more. People need someone just to talk to sometimes. I enjoy that."



Sun Country Hearing and Yorkton Hearing Services owner and audiologist Jacque Mvula.

Between Sun Country Hearing and Yorkton Hearing Services, Mvula employs seven staff. She says people access their services from all over Southeast Saskatchewan and into Manitoba.

"In Estevan I see a lot of local people, but in Yorkton and Moosomin they come from hours away," she says. "It's really a hub for people. Lots of Manitobans come. We serve a huge area. I cover the whole southeast corner of Saskatchewan."

Mvula says all three of her locations are very busy.

"Occasionally we're booking further out than I prefer, but with the lack of professionals in this field, we're helping as many people as I can with the staff that I have."

"My business is definitely growing. There used to be just my receptionist and I in Estevan and we had a lot of coffee breaks when we first opened. Now we don't have a second and both of us are working full time. So it has gotten busier."

Mvula says she is especially proud of the customer service that they provide.

"Even if I'm not in the office, both clinics have a receptionist available who knows how to do the basics of cleaning up the hearing aids, and they can get people off and running and hearing again much quicker just knowing that," she says. "They do so much more than just answer the phone. They are a wealth of knowledge and we're always trying to train them even more. We're amping up to provide even better customer service."

As her business grows, Mvula says she'd like to add a few more services, such as mini sessions on how to properly take care of your hearing aid, or learning about the new apps that are available that hook up to your hearing aid. "If we could do some little sessions where people can come in and work with someone on things like that, we would love to do that," she says. "We did try having some speakers come in prior to Covid. We might try to bring some interesting speakers back in. I've thought about doing baby sign classes for audiology awareness month."

Mvula says she's happy to have been able to add a third location to her business in Moosomin.

"We're just happy that we're meeting people out in Moosomin and we appreciate the support already," she says. "As it gets busier, hopefully we'll be able to add some more days there, but for now we seem to be filling all of our appointment times there, so we're happy with that!"



Jacque Mvula
M.S., R.Aud
Audiologist/Owner



Melanie Tribiger
Hearing Aid Practitioner



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YORKTON, SK

18 - First Ave. North
306-782-1793



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Whitewood Outdoor & Pet Supplies

What began in a 700-square-foot building on Whitewood's main street in 2007 has expanded to what is now the 2,500-square-foot home of Whitewood Outdoor and Pet Supplies.

For business owners Andrea and Calvin Wasmuth, it has meant three moves since their grand opening in 2007, having gone from their original building to their second just one and a half years after opening and spreading into 1,800 square feet of retail space. Six years later, when the building next door became available, they made their move into their current building.

"When we first started thinking about what kind of store to open," owner Andrea Wasmuth said, "we wanted to offer something that wasn't offered in Whitewood and area and that's why we went with the idea of an outdoor and pet supplies type of store."

"I had no retail experience," Wasmuth chuckled as she recalled the decision she and her husband made at that time. "I went from daycare to retail and it was a big learning curve."

Trying to find suppliers was the biggest challenge in those early years, as well as learning the business, according to the



Andrea and Calvin Wasmuth, the owners of Whitewood Outdoor and Pet Supplies.

Wasmuths.

Today, the store offers an extensive selection of outdoor supplies, including camping

supplies, guns, ammunition, fishing supplies, pet food and pet supplies, winter mitts and outerwear. There's also a great

selection of footwear for all ages, work boots and work wear.

Both Calvin and Andrea say two of the biggest challenges for

them was figuring out what people wanted and what sells and what doesn't.

While a global pandemic has added to the challenges of getting supplies and seeing substantial increases in shipping costs, Covid has also caused more and more people to choose to find things to do closer to home and that has meant increased customer traffic.

"Customers are often shocked to see how much stock we have," Andrea said. "They walk into the store and can't believe the selection they have to choose from."

The Wasmuths can look back over the past 14 years and are very proud of seeing just how much they have grown.

"It's encouraging," Andrea said, "to see where we've come from and how much our customer base has grown."

They are also drawing from a bigger area than ever now, and as more and more people see just what they have to offer, they look forward to being able to meet the needs of their customers. The toughest thing may always be in knowing what to order, but the Wasmuths are up to the challenge and plan to continue serving their customers as best as they can.

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THE WORLD-Spectator
 TRIBUTE TO
Small Business

Parkland CPAP Services

When you ask Tracey Alcorn where she is from you are likely to hear something like “planet earth.”

“I have lived too many places to keep track of, but I think I am on home number 26,” Tracey explains.

Having a father in the mining industry, his job took the family from Uranium City to Colonsay and many towns in between while he served in uranium, potash, and nickel mines. Since 2004 Tracey has put down roots in Yorkton and has always held a deep affection for rural Saskatchewan and the people who live in or near the many small towns, villages and hamlets that define our beautiful province.

Trained as a sleep technician (polysomnography technician), and seeing a need in the rural setting, Tracey opened Parkland CPAP Services in April of 2017 in Yorkton. Her business plan always included expanding to other rural communities to fill a void in health care services and help overcome the barrier of travel that so many experience. At a minimum, 20 per cent of the population is afflicted with sleep apnea, which has profoundly negative health effects if left untreated. With overnight travel to the cities proving difficult, many people go undiagnosed and therefore undiagnosed and untreated. Tracey, and Parkland CPAP Services’ mission is to provide high quality, accessible and affordable health care to rural Saskatchewan.

Early in 2021, Greg Gillespie, the economic developer for Moosomin, recognized a need within the community and reached out to Tracey.

“Moosomin was already a town I was considering expanding to, so once Greg and I started talking and he showed me around, the decision was easy” Tracey explains, and with that, the first expansion to Moosomin happened this past August (2021). Parkland CPAP Services is open Tuesday to Friday from 10 am to 3 pm with after hours available by appointment.



Tracey Alcorn, the owner of Parkland CPAP Services with her dog Chester.

Tracey says she is thrilled by the response and welcome she has received in Moosomin.

“I have nothing but gratitude for the people of Moosomin,” she says. “How welcoming and help-

ful everyone has been is beyond belief. You have such a dynamic and wonderful community of people and Moosomin really exemplifies what I love so very much about rural Saskatchewan. Thank you for all of your support.”

If you or someone you love snores loudly or is tired through the day most days, screening for sleep apnea should be considered. If you are diabetic or have high blood pressure, screening is highly recommended as sleep apnea is a major cause of both. If you are concerned and wish to be screened, have a conversation with your family doctor or nurse practitioner; a referral is required for testing.

Your appointment with Parkland CPAP will be about 15 minutes long to learn how to use the device, then you take it home and sleep in your own bed, returning the equipment the next day. There is no charge for testing. A respirologist specializing in sleep medicine and designated by the province to have privileges with the sleep lab will interpret the results. If CPAP therapy is needed, the staff at Parkland CPAP Services will get you set up with everything you need.

For those already on CPAP therapy, Parkland CPAP Services carries a full line of masks, accessories, and cleaning products.

Whether you are starting your CPAP journey at the beginning or are a seasoned veteran, Tracey and her staff are here to support you every step of the way and are happy to answer any questions you may have about the process or your therapy or equipment.

“There is a lot that sets us apart from other companies, but the main thing would be education,” Tracey says. “We have clients say to us all the time that ‘no one ever told them that before’ and they are pleased that someone is telling them now. We call it the Parkland CPAP difference.”

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www.parklandcpap.ca • Email: moosomin@parklandcpap.ca

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MK Esthetics Spa

MK Esthetics Spa will be opening in early November at its new location at 808 Main Street Moosomin.

Esthetician Melissa Szalai-Rasmussen is the owner of the spa and will be running it with the help of her son and spa manager Prestin Rasmussen, and esthetician Caress Fortune.

Szalai-Rasmussen says she made the decision to open the spa after making the move to Moosomin from Alberta.

"We just moved to Moosomin in February, we're from Alberta. My husband got a job at the mine here so we decided that if we're going to move here, then let's bring something to the town that it doesn't already have," says Szalai-Rasmussen.

"I've done aesthetics for five years plus, so I thought why not bring everyone here something that they now have to go to the city for.

"We're going to do lash extensions, microneedling, microblading, laser hair removal, facial resurfacing. We're also going to do dermaplaning and a lot of specialty facials, and then we'll expand from there.

"I looked at other services around and saw a lack of those services. I feel that even if people don't have bad skin, everybody can improve their skin. Both my husband and I come from a nutritional background so we want to bring in the fact that you can take care of your skin and get all these services done, but if you're not eating properly or bringing your diet into it, it won't be as effective, so we want to be able to combine both."

"When we first mentioned it to people—



Esthetician and owner Melissa Szalai-Rasmussen and spa manager Prestin Rasmussen are looking forward to serving customers at MK Esthetics Spa in Moosomin starting this November.

even my husband mentioning it at the mine—everyone was really excited and they said that this area lacked these major services. That made me feel comfortable right away and we're going to put a big effort forth to try our best and give people that relationship, not just the service. We're really going to work hard and hustle to make sure that we're providing something that no one else can," she says.

"We've been getting really positive responses," says Szalai-Rasmussen. "Everyone is so excited. We've had people want to book treatments already."

Szalai-Rasmussen says she's looking forward to opening their doors.

"We've been told we're going to be really busy. So we're nervous because we're wanting to make sure we can get everyone in and satisfy everyone. We're going to start with five days a week, but we may open on weekends if needed. We've already been told that some people won't be able to come during office hours so we'll do two late evenings a week."

Szalai-Rasmussen says that not only do they want the spa to operate as a business, but they want it to have a charitable component.

"Five to 15 per cent of our profits every month we'd like to donate back into the community," she says. "Whether it be a family in need or a program that needs help. We'd like it to change it every month, so we'd like to donate to sports, to families that may need a bit of extra help, we'd like to do lots of volunteering."



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West Wind Florist & Greenhouse

November 1, 2021 will mark the one year anniversary of Dana Crosson taking over West Wind Florist and Greenhouse in Moosomin.

Crosson, who grew up in the area, says it was a perfect opportunity for her to move back home and do something she loves.

"I was looking for a change," she says. "I was working in B.C. doing landscape architecture and I just wanted something more hands-on. I found out West Wind was for sale and decided to move home to purchase it."

West Wind Florist & Greenhouse is a business that offers a wide range of services, from bedding plants, house plants, flower arrangements, landscape design, wedding services, and giftware.

"Our major thing is the greenhouse each spring," says Crosson. "We love to grow bedding plants and custom pots for the Moosomin and surrounding areas. We bring trees, shrubs and perennials in as well and can always pre-order just what you are looking for."

We do stay open year round as we love to help our customers find a thoughtful gift for any occasion. We are a florist with the hopes of expanding into weddings next season," she adds. "And Christmas time is a busy time of year for us too."

"This holiday season we are bringing in giftable items, and are still offering house plants and flower arrangements as well."

Crosson employs four staff plus herself.

She says the business serves Moosomin and the surrounding area.

She says she loves being back home doing something that allows her to serve local people.

"It is my home town. I grew up between here and Rocanville. It's nice to be back in a rural area again and near my family. It's nice to be back in a small town again and to be able to help my 'neighbours' with all their plant and floral needs!" she says.

"I love being creative and working with my hands. The biggest excitement is the greenhouse season, watching all the plants grow and being able to help customers find the perfect plants for their garden."

She says she expects to continue adding to the business and growing the business as time passes.

"I have a million ideas, but it's just trying to figure out what I want to pursue and what the community needs," she says. "I'd really like to expand into wedding florals and landscape design as well as expand the green houses to offer a bit more. We were bursting at the seams last spring! And maybe someday I'd like to look at adding a teahouse or something unique like that."

"I love how we spend our days in the shop. My staff is always up for all the creative ventures. I absolutely love helping our customers with their ideas and making it happen for them!"



Dana Crosson, the owner of West Wind Florist and Greenhouse.



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THE WORLD-Spectator
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Go See My Guy

Brent Schaan of Go See My Guy in Whitewood says his interest in computers began when he was just a kid of about nine years old and by the time he left high school, he had built a small network, so much so that when he left, the school hired someone to take over what he had been doing.

"IT (Information Technology) is definitely my passion," Schaan says of his love of all things technical. "Every job I've ever had has involved IT in one way or another."

Schaan and his family have lived in Whitewood for the past 16 years but it wasn't until the spring of 2015 that he ventured into business for himself, renting a small main street storefront for a few months before moving into his own located a few doors down the street where he has been ever since.

While he began his business dealing mostly with computers, changes in the industry primarily—with computers that were becoming less expensive—he

felt he needed to add on some services, and so in 2017 he began making signs and vehicle decals. Today he creates 4x12 highway signs, posters, calendars, window perforations and wall murals (permanent or moveable). These are done on a variety of material types and in all sizes to suit each customer's needs.

One of the biggest challenges Schaan says he faces is staying competitive with city prices while running a business in a small town.

"To me, that's important—to be as competitive as I can be," Schaan said. And sometimes, he says, it means getting creative even to the point of learning the "old school" ways. "Sometimes, doing it old school takes more than two or three pairs of hands."

Though he moves along with the times, he knows it takes a lot of hard work to make his business come together.

Though Schaan is the sole employee of Go See My Guy, he doesn't turn down a helping hand now

and then from his family.

When Schaan moved from the city to small-town Saskatchewan, he said it took him a long time just to get the mail compared to getting his mail in the city. At first it was a bit disconcerting but as he's adapted to small-town life, walking for the mail and meeting and greeting others and stopping to chat has taken on its own kind of charm. It even means sometimes doing business on the street and that suits him just fine. Plus he's learned that putting a sign on his door that says "Back in 5 minutes" is not always the thing to do.

His future, he says, is right in Whitewood, though his business service area covers a much bigger area than that.

"I love small town in general and Whitewood in particular," says this former city boy. "This town has been good to me."



Right: Brent Schaan, the owner of Go See My Guy



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Wolverine Supplies

Wolverine Supplies of Virden is your one stop shop for all your shooting sports needs. From firearms, ammunition and optics to gunsmithing, training, and accessories - we truly offer everything you will need for your next perfect shot. We also carry a selection of clothing and outdoor gear to help fully prepare you for your next adventure!

Wolverine Supplies caters to all types of shooting requirements, with our business coming from hunters, target shooters, and collectors, as well as police and military customers from all across Canada.

Our business philosophy is simple; to supply quality service and full support on everything we sell, whilst supplying affordable gear and accessories. This has resulted in Wolverine Supplies establishing a reputation for customer service that ranks us at the top of our industry, thanks to a well-trained and knowledgeable staff of over twenty people.

The staff members of our shop, besides providing great service, also stress the safe operation and use of firearms by offering sound recommendations based on our practical experience. We also attempt to make firearms users aware of the current and ever-changing firearms regulations and encourage family members and friends to participate in recreational shooting activities.

Wolverine Supplies strives to meet our customers' shooting needs in any way possible and will special order just about anything as long as it is in production. We

have the experience to access specialized and difficult-to-find products. Wolverine Supplies is the exclusive Canadian distributor for a large selection of manufacturers and have a distribution network coast to coast.

Wolverine Supplies has a strong sense of community and is proud to have a long

history of supporting our community and our industry by sponsoring local and national events, youth groups, gun clubs and non-profit organizations. Some of our more recent sponsorships include Ronald McDonald House, STARS® Air Ambulance, Canadian Mental Health Association, Courageous Companions, Westman

Special Olympics and the Virden Indoor Rodeo.

Wolverine Supplies invites you to take a trip into the Assiniboine Valley to visit the shop and help us endeavour to find you exactly what you're after for your next competition, hunting expedition, trip to the range or outdoor adventure!



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Zaylie Furniture & Appliances

Zaylie Furniture and Appliances opened its doors in Moosomin in April 2017, and since then. Owners Wayne McGonigal and Arvelle McGonigal haven't looked back.

The store sells furniture, appliances and mattresses and lots of home décor at their location at the corner of Broadway Avenue and Gordon Street.

"Wayne came to me with the idea and said we should do this, and I was like you're crazy," says Arvelle. "And then we dropped it for a while, and then he brought it up again. We just saw a need for it in town, and we both like being our own bosses."

"I have a bit of an entrepreneurial spirit, and this kind of store was missing in Moosomin," says Wayne. "Because Arvelle had her part time Funky Junk store (which refurbishes previously used furniture), this just seemed to fit into that. You could meld the two together, and do them both."

"We like being our own bosses and this was something other people said was missing in Moosomin. And with her doing Funky Junk we thought it was a good combination, and it just kind of went from there."

Since opening the new business, the couple say they have no regrets.

"It has been awesome!" says Arvelle. "We are happy with it. It has actually been way busier than I thought it would be, and we get new people in here all the time."

"We don't regret a thing, that's for sure," says Wayne. "The first time people are in, we hear 'wow,' or 'it's bigger than we thought', or 'you have lots of stuff,' or 'you do such a good job of setting things up.'"

"We still get a lot of people who come in the first time and are shocked that it's so nice," says Arvelle. "so that's nice to hear, especially from reps who come out of the city. We provide not only just furniture and appliances and mattresses, but we always get a lot of people saying we have unique pieces too. And I think that's where my Funky Junk kind of comes in to help a bit."

Both Wayne and Arvelle say being an independent fur-



Wayne and Arvelle McGonigal, owners of Zaylie Furniture and Appliances

niture store allows them to pick out unique pieces for their store.

"Nobody is telling us what we have to put on the floor here," says Arvelle. "So that's where we have some of the more unique pieces and different pieces that you don't see in the cities."

"I think in the big picture, what separates us is that we have not only the product and it's set up nice, but we have small town service. I know that's a cliché but it's true!" says Wayne. "I just think we have better service. If someone wants Arvelle to come over to their house two blocks over and have a look, then she will find time to come over there!"

"I feel like we have what the city has, but we just provide more personal friendly service. We want people to be happy

when they are done!"

Arvelle and Wayne say they have served customers from a wide area around Moosomin, and their customer base appears to be growing. So is their store.

"We keep expanding our inventory, there are lots of new lines and Canadian Made companies available. We have more on the floor, and more storage space now."

What do they hope for the future of their business?

"I'd just like to see us have our name out there so people aren't automatically thinking 'we need a new bed, we should head to Brandon,' or 'we need a new fridge and we should pull up the internet and see what's at Home Depot,'" says Arvelle.

"I think the goal is to have an area of, say 90 miles where, when they think of furniture or appliances or bedding, Zaylie's is the first thing that pops into their heads," says Wayne. "In our little area we want to be the name that people talk about when it comes to furniture."

"So I think we have to keep doing what we've been doing, bringing in good stuff, looking after the customers, and offering competitive prices. We have good product, we have knowledgeable staff who can help you out—and we won't forget about you after you have bought from us."

Arvelle and Wayne want to thank the community and surrounding communities for their continued support through the COVID pandemic especially.

We closed our doors for 6 weeks in 2020, like a lot of other small businesses, not sure what the future was to hold, worried and scared that our new business we had built up on our own may not make it. Everyone has been pretty understanding during these times, COVID has really thrown so many businesses and industries for a loop, and the wait times do not seem to be getting any better. This will be a problem for a while yet. We strive to keep our customers happy by providing great customer service. Something the cities just do not offer. Set up and take away services are available. If something is wrong we will try to make it right!!

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Jeannot Electric

Like so many small-town contractors, electrician Kyle Jeannot started Jeannot Electric as a one-man business looking for a way to provide his services to local people.

But a lot has changed since the business started in 2014, and Jeannot Electric has gone from a one-person business to an 11-person business serving Moosomin and an area of approximately 150 kilometers around Moosomin.

"It has expanded quite a bit," says Kyle, who runs the business along with his wife Alyssa. "I was just a one-man operation, and then we got an apprentice a few months after I started, and we kept adding staff after that."

Kyle says one of the reasons the business grew so quickly was because of a large amount of renovation and restoration that needed to be done as a result of flooding in the region that happened right around the time that Jeannot Electric got started. "There were a lot of basements and new services to houses that needed to be done from Whitewood to Moosomin and Rocanville," he says, "so everybody was kind of stretched out and couldn't keep up, so we had to hire new guys. Since then we've just been keeping up with



Kyle and Alyssa Jeannot, the owners of Jeannot Electric.

new work that's coming up all the time."

Kyle says many of the jobs they do now are bigger than when they first started, especially jobs in the

ag sector.

Jeannot Electric specializes in commercial and residential work, trenching, farm services, aeration fan work, grain dryers, and solar.

They also install permanent holiday lighting on buildings—something new that has been added to their business recently and has been keeping them busy.

As their business has grown, they have also added equipment. Kyle says he started with one truck and an old trencher. Today he owns five trucks and a much newer trencher.

Kyle says that electrician work was something he's always wanted to do, as well as running his own business. "I always wanted to run an electrical company since I started in the trade as an apprentice," he says. "I actually worked three years as a journeyman before I went out on my own. Seeing there was a demand for somebody else in town, that's when I decided to go on my own."

Kyle says he enjoys running his own business.

"It's nice. You get to meet a lot of different people, and the variety of work always changes" he says. "Basically we get to own our own business at the end of the day, and we enjoy doing it ourselves. It's nice dealing with the customers."

"Our customer service and quality of work are the two most important things that we pride ourselves on."

"Kyle likes to work, that's what he likes to do, and it's nice to be able to benefit from his hard work, and to use that to offer a service to this area," adds Alyssa.



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OK Tire Whitewood

When Willy Cowan of OK Tire of Whitewood started his business at his first location in December of 1995, he was the one and only employee. Cowan had been working at OK Tire in Moosomin before setting up shop on the #9 Highway on the south edge of Whitewood.

"One day I did one tire repair, a \$10 tire repair, for the whole day," Cowan says of the beginning. "I thought about packing up my bags, that's for sure."

Eventually, though, the business of selling and repairing tires, along with the mechanical work saw OK Tire in Whitewood grow to about half a dozen staff including two mechanics and two tire repair employees.

Cowan remained in his original location for about 13 years but he knew he needed to get into a larger space than that first building, which was just 2,160 square feet in size. And so, in 2008, he started a new build between the service road and the Trans-Canada Highway at Whitewood. With access in from the service road along Whitewood's north side, Cowan and his wife Faye were ready to move into the brand new 10,000 square foot building in May of 2009. Today the Cowans' business employs 10 people.

Cowan's business continues to offer mechanical services, tire sales and tire repair as well as the car and truck wash attached to the building. Cowan also offers a 24-hour towing service, something that he added on to his business several years ago and something that keeps them on the go more often than not.

As Cowan looks back on his over 20 years in business in Whitewood, he recognizes the amount of work and the long, long hours he has put into the business. Oh, and all the hockey games he had to miss!

While it has been a lot of work, the result is his business has grown into one that Whitewood and area residents can rely on for all their mechanical, tire and towing needs.



Willy Cowan, owner of OK Tire in Whitewood, SK

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The World-Spectator

The World-Spectator has been an important part of the local business community for 137 years. Yes, you read that right, not 37 years, but 137 years.

It was October 2, 1884 when the first issue of the the World-Spectator was published, making the World-Spectator among the oldest, if not THE oldest, Saskatchewan business. As a matter of fact, the World-Spectator was around for 21 years before Saskatchewan became a province in 1905.

In recent years, the World-Spectator has expanded to become much more than a newspaper.

Three titles are now published from the World-Spectator office.

The weekly World-Spectator has grown to become the largest paid circulation community newspaper in Saskatchewan, reaching more than 12,000 readers each week.

The monthly AG NEWS reaches several thousand farm boxes outside of the World-Spectator's core area, as well as being distributed to World-Spectator subscribers, making it the largest local agriculture publication in Saskatchewan or Manitoba.

The monthly Plain and Valley goes into 28,000 households each month, making it the largest regional publication in rural Saskatchewan or Manitoba.

In addition, the World-Spectator's summer and winter visitor guides reach large areas of eastern Saskatchewan and western Manitoba.

Associate publisher Kara Kinna says the World-Spectator has steadily expanded its coverage over the last decade.

"We are growing in every way," she says. "We have added new special features to cover different aspects of the area, we created Plain and Valley as a brand new publication several years ago, and we launched the monthly AG NEWS in 2020. Our staff does an amazing job of putting all of this together. This week, for example, we have a 32 page World-Spectator, a 20 page Small Business fea-



World-Spectator owners
Kara Kinna and Kevin Weedmark.

ture, and a 16 page AG NEWS. That's a lot of work for a small staff and they do a terrific job.

"We have extended our coverage into new communities, and have had a great response. I deal with advertisers across the area every day, and we work hard to make sure those advertisers are getting value for their money and reaching as many people as possible in the local area and across the region."

In addition to its publications, the World-Spectator has a large and growing print department.

"A lot of people don't realize how much our printing

business has grown," says World-Spectator Editor and Publisher Kevin Weedmark.

"We print everything from business cards and clothing tags to election ballots to flyers and postcards to community maps to signs. We even produce small runs of some very specialized products—earring backers for a local jewelry producer, small runs of books and booklets, art cards and art prints for local artists, even community birthday calendars for local organizations. We can produce all the printed products a business may need, from business cards to envelopes to multi-part NCR forms to invoices to cheques to vehicle decals.

"For an event, we can produce the posters, the tickets, the programs, the signage for the event, and promote the event through our website and our publications. Our talented designers have produced logos for local businesses, organizations, and municipalities.

"For one new local business we recently produced everything they needed to get started in business.

"We might be printing 12,000 or 35,000 flyers for one customer, and preparing them for mailing, while at the same time working one-on-one with customers for personalized calendars, business logos, or art cards.

"One area we have really expanded in is flyer printing and distribution. From real estate flyers to home centre flyers to election mailings, we can print the flyers in house, we can do all the Canada Post paperwork, and we get the flyers to the post office for quick delivery. During the latest election we had 35,000 flyers to print and distribute. To ensure the flyers got out quickly we drove directly to some of the larger post offices in the riding, for example Estevan and Weyburn.

"We do what it takes to ensure that those big jobs get out accurately and quickly, and at the same time we take the time to work with people on smaller jobs such as art cards to ensure they are getting the best product possible."



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Klinger



Jennifer
McMillan



Jacqui
Harrison



Samantha
McGonigal



THE WORLD-SPECTATOR
 TRIBUTE TO
Small Business

Community Futures Sunrise

Community Futures (CF) Sunrise has been helping small business in southeast Saskatchewan with loans, advice and support for almost 25 years. The past 18 months have been challenging for us all, and especially the small business community. But we know that entrepreneurs in southeast Saskatchewan are a resilient bunch, both innovative and hard working to ensure their company's success.

Dealing with the impact of covid has taught us that pivoting in the face of challenge is what's necessary to survive and thrive. We heard loud and clear that helping small business to get online was top priority in this newly digital world. Creating an effective online presence is now top-of-mind for many entrepreneurs, but the big question is 'How do I get my business there?'

The Go Digital Sask program can help with that! This FREE Go Digital Sask program helps entrepreneurs in the CF Sunrise service region to enhance their company's online presence, use digital platforms, and makes it easier for companies to connect with customers and sell online!

The Go Digital Sask team works with businesses in the CF Sunrise area to set-up these digital tools:

- Google business profiles
- Website creation
- Social media templates

- Branding and logo development
- E-commerce, and more!

Here is what clients are saying about Go Digital Sask:

- "Thank you so very much for allowing me to be a part of this program! Not only has it helped me to understand the ecommerce platform far better but I was instantly comfortable asking any question! The process was very interactive, I was able to offer what I thought would look good and my Go Digital Sask consultant was able to offer insight and experience!"

- "Our Go Digital Sask consultant was very talented and the offering from Community Futures is something every single business in Saskatchewan should invest time into for their business."

So how do you get your company involved in this FREE program? It's easy! Visit the Go Digital Sask website, ensure you are located in the CF Sunrise service region and register your business. A Go Digital Sask team member will then contact you to assess your business needs and discuss ideas for your company's digital enhancements.

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Left to right: Andria Brady, Teresa LaFoy, Verna O'Neill, Marion Scott



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- Serving Southeast Saskatchewan with:
- › Go Digital Sask Services
 - › Business Loans
 - › Business Advice & Coaching
 - › Business Training Sessions

GO Digital SASK

- Google Business Profiles
- Website Creation
- Social Media Templates
- Branding & Logo Development
- E-Commerce
- AND MORE!

Tell us about your next big (or small!) business idea, and we'll help you turn that idea into a reality.

Talk with our friendly and knowledgeable staff today.

We're happy to help.



Borderland Co-op

Borderland Co-op has grown greatly over the years, most recently with the merger with Hometown Co-op, but it remains your local Co-op, providing services and supporting projects in the communities it serves.

Borderland Co-op and Hometown Co-op officially became one organization on October 10.

The combined Co-op retained the Borderland name and Borderland's equity policy, and now has locations from Moosomin and Rocanville to Kipling and Grenfell.

The new combined Borderland Co-op has \$110 million in annual sales, 15,000 members, and 320 employees.

But despite the growth, Borderland is still your local Co-op, owned by its members and supporting its communities.

The merger with Hometown Co-op means there are more locations where people can use their Borderland Co-op number and earn equity. For instance, a Co-op member from Kipling can earn equity on purchases at the Moosomin home centre, and a Co-op member from Rocanville can earn equity on a fuel purchase from the Broadview C-Store if they fill up with fuel on a trip to Regina.

"The main thing that most people should notice is that they can use their Co-op number at more locations in more communities," said Borderland Co-op CEO Jason Schenn.

"There are going to be improvements that don't happen overnight. Once you get down from two sets of books to one set of books, and then start harnessing the assets that are available in both retails to work complementary to each other, to move product around between locations—those are the things we need to do to really gain the benefits of the merger."

Schenn said the merger between Hometown and Borderland was a slow process.

"Originally we were brought in to be involved in a management agreement with Hometown following their interim managers trying to get their ship in order after a rough financial time.

"During that time my team was involved with working



Borderland Co-op's head office in Moosomin. Borderland Co-op and Hometown Co-op recently completed a merger, creating a much larger organization, but Borderland is still your local Co-op, owned by its members and supporting its communities!

with Hometown, and things rebounded quite well for them and it led to the conversation between the two boards to talk about a shared future, and over time that evolved into a proposal to take to the membership, which was approved.

"For total membership, we're in the neighborhood of 15,000. From a sales volume perspective combined there is in the neighborhood of \$110 million per year. From a staff perspective, there are about 320 staff across eight communities.

"It's quite different than when I first got here 14 years ago. Borderland's sales were \$17 million with about 85 staff in four locations. It's a very large change compared to where

we started this journey."

Schenn said there should be a lot of benefits to the larger organization.

"We will have greater economies of scale. We've got a lot of facilities in a lot of different places, and one of the efforts in here is going to be the inventory management pieces so we can have more of the right product in the right places at the right time," he says.

Borderland has grown and is now a much larger Co-op than ever before. But the growth will help it serve its members and communities better than ever, and it remains your local Co-op.



Borderland Co-op

MOOSOMIN | BROADVIEW | ROCANVILLE | KIPLING
WHITEWOOD | GRENFELL | MARYFIELD

FEEDING, FUELING, FUNDING, BUILDING YOUR COMMUNITY

We are proud community sponsors with donations totalling over \$70,000 in 2021!

SOME OF THE PROJECTS WE HAVE SUPPORTED THIS YEAR INCLUDE:

- Whitewood, Rocanville, and Moosomin Recreation projects
- Rocanville School Accessibility Swing
- Rocanville Outdoor Rink
- Tantallon Rink Dressing Room Painting
- Wheels and Saddles Building Project
- Playfair Daycare Renovation
- Whitewood Crockicurl
- Moosomin Legion Club Room Flooring
- Rocanville Aquatic Centre Mezzanine
- Fleming Town Clean up BBQ
- Wiggles and Giggles Ground Breaking BBQ
- Maryfield Ag Fair Breakfast
- Silverwood Animal Rehabilitation BBQ
- Whitewood Chacachas Rodeo
- Rocanville Library Painting Shelves
- Moosomin United Soccer Club
- Mini British Open Sponsor

We're proud to support your local events and organizations!

