

GSS has grown from a basement business to a 10 person team effort

Marg Tanas, owner of GSS Supplies and Secretarial Services points to her staff as a major reason for the company's booming success.

GSS started out as a one-person operation in the basement of a home and since then has grown into a company now employing 10-12 people.

The business is a team effort and the staff work closely together, Mrs. Tanas says. "But we have a lot of fun too," she added. Mrs. Tanas says the staff relates to each other like a family. "They are their own support group offering assistance and compassion to each other when needed."

However, the staff's closeness didn't come about automatically. Mrs. Tanas first had to make them feel a part of the company.

Mrs. Tanas involves all staff members in major decisions affecting the company because any decision affects them, she said.

"I feel the staff on the whole is happy," she said, noting the majority of them have been with the company for some time.

The company is actually a family business.

Kevin Tanas works full-time during the summer and part-time during the school year. He has expressed interest in taking over the business some day, but only after he first completes a business and engineering degree. The other staff members include Margie deFarga, bookkeeper; Lorna King, office supply division supervisor; Jeanne Chandler, order desk and customer service; Becky Davis, purchaser; Janine Dewinter, retail; Rob Hope, pick-up and delivery supervisor; Rita Bairstow, secretarial division manager; Theresa Herron, secretarial division and several personnel who fill temporary placement positions.

But judging from the business' success it might not be too long before more people have to be added to the staff.

Mrs. Tanas says she keeps waiting for the levelling out period that most businesses experience but it never seems to arrive. Customers often remark at the amount of bustling activity that is going on when they come in.

Mrs. Tanas expects the company to continue to grow because of the impending growth expected in the town. Although GSS services mainly the business community, the general public business continues to grow as more people hear about the company, she said.

Staff commitment alone, however, isn't the only reason for the company's success. "People are surprised at the range of products we carry. And if we don't have a product in stock we have it in by the next day. We go into our suppliers every day to meet the demand."

Ed Stewart's wants to make sure customers return

Ed Stewart's Equipment, located at the junction of Highway 24 and 25 in Erin, started out as a one-bay garage in Ospringe, Ontario 34 years ago and since then, it has grown to a company, that employs 22 people, says the owner, Ed Stewart.

The business specializes in agricultural, industrial consumer, land maintenance and landscaping products.

The company's incredible growth can be attributed to two reasons. First, Ed and his staff, which includes his wife Jean and two sons Jeff and Randy, make it their policy to strive for a high degree of customer satisfaction with the dealership and service.

"Our goal is to retain a high

degree of repeat business," Mr. Stewart said.

Change in the typical farm is the other reason, Mr. Stewart said.

Over the years farms have become more mechanized and less labor intensive. Farms are also larger today, Mr. Stewart said.

Demand has been so great that Mr. Stewart started up a new company which deals in similar products as Ed Stewart's Equipment. Stewart's Ford New Holland Equipment Ltd. is located adjacent to Ed Stewart's Equipment at the corner of Highways 24 and 25.

Ed Stewart's Equipment operates with an 18,000 sq.-ft. of building area.

In Business For Your Family And Your Business

OFFICE SUPPLIES

- Full Range of Office Products
- Computer & Fax Supplies
- Calculators & Typewriters

PAPER PRODUCTS

- Photocopy Paper
- Cash Register & Add Rolls
- Paper Shredders

OFFICE FURNITURE

- Desks & Chairs
- Fireproof Cabinets & Safes
- Computer Workstations

MISCELLANEOUS

- Printing & Rubber Stamps
- Wedding Invitations
- Drafting Supplies

WORD PROCESSING

- Reports & Resumes
- Mailing Lists
- All Typing Applications

QUICK PRINT

- Fast Copying for as little as .07¢ per copy

FAX SERVICE

- An instantaneous means to communicate anywhere in the World

OTHER SERVICES

- Temporary Placements
- Answering Service
- Access to Courier Service

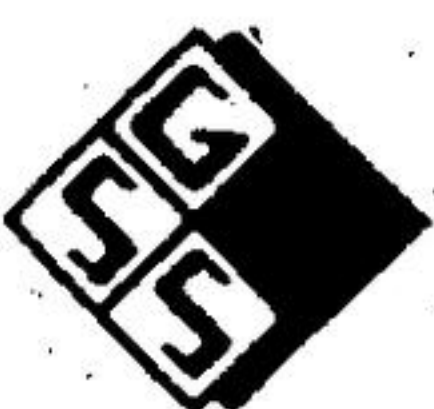
— FREE DELIVERY —

BACK TO SCHOOL SPECIAL ELECTRONIC TYPEWRITER

- Auto Centre
- Auto Return
- 12" Paper Capacity
- 9" Writing Line
- Relocate
- Word Eraser
- spell-right Dictionary
- Bold Print
- End of Page Warning
- Auto Half Space
- 1 Line Correction
- 10, 12 Pitch
- Weight: 11.2 lbs.
- Size: 15.6" w x 12.9" d x 4.7" h



XL-2500 - Reg. \$349.00 **\$299.00**
 XL-1500 - Reg. \$299.00 **\$259.00** (Not Shown)



G.S.S. OFFICE SUPPLIES & SECRETARIAL SERVICES

348 Guelph St. (Unit 4), Georgetown

877-2282 846-6947

ED. STEWART'S EQUIPMENT
 JUNCTION HWYS. 24 & 25 N. ERIN
CERTIFIED SALES & SERVICE
 (519) 833-9616

STEWART'S FORD
NEW HOLLAND EQ. LTD.
 (519) 833-9384

case



HONDA
 Power
 Equipment

KUBOTA
 CANADA LTD.

KUHN
 THE KUHN
 CONNECTION

STIHL
 NUMBER ONE
 WORLDWIDE

TROY-BILT
 POWER EQUIPMENT

A Family Business!