

Delacourt's celebrates 25 years as a business in Milton

By JENNIFER ENRIGHT

For a quarter century, Delacourt's has been meeting the needs of clients in Milton and the surrounding areas at its historically significant location in the heart of downtown Milton.

This month the well-known business and landmark will be marking its 25th anniversary with a special celebration on September 20 that begins at 6 p.m. and ends at 9 p.m. Owner Laurie Hartley says Delacourt's will be hosting an open house so that people can drop by to commemorate the event. From September 20 to 24, the store will also have in store specials available as well.

Delacourt's is known to many as a place where you can purchase and admire fine tableware, crystal, and table linens. The store, which was opened originally by Vera and John Delacourt back in 1980, was owned by the Delacourts up until 1997 when Hartley took over the business.

Delacourt's occupies what Hartley agrees is not only an attractive location at the corner of Martin and Main Streets, right in the older section of Milton, but it also has ties with Milton's early history. The store is part of a commercial block that was originally constructed along Main Street by John Dewar more than 100 years ago in 1887.

In the early days, the site of what is now Delacourt's was known for its hardware, not its tableware. According to a book entitled *Historic Homes of Milton* by Marsha Waldie and Jack Charlton, the east section of the building bordering on Martin Street was the home of a hardware store for 90 years. The hardware business, however, unlike its most recent occupant, underwent several changes of ownership as well as changes in names.

Back in 1889, the store began life as Zealand Hardware and then four years later it became the Clements and Company Store. From 1932 to 1970, the store — then known as Milton Hardware — was operated by several owners until the hardware business died out completely in 1979. The following year, the Delacourts opened their business.

Today, instead of hammers, saws or nails, you'll find tableware and giftware items such as vases, frames, and figurines on display at Delacourt's. Customers can pur-

chase Royal Doulton figurines, Royal Doulton Bunnykins tableware suitable for children, pewter cups, trivets, and beautiful Lampe Berger scented oil lamps.

Delacourt's carries a full line of name brand tableware and giftware that includes not only Royal Doulton, but also Mikasa, Wedgwood, Royal Selangor, Portmeirion, and Oneida. The store also provides a bridal registry, a free gift-wrapping service, and it offers deliveries to its customers.

Much has changed since Hartley began working at the store, first as an employee and then as an owner. However, the emphasis has always remained on tableware and giftware, although if you walk into Delacourt's nowadays you'll find La Difference rattan tables and chairs, both new items added this year. "Furniture is not our main focus certainly, but it's a nice addition to our giftware and tableware lines," explains Hartley. "And that's why we carry the dining room suites and kitchen suites as opposed to the living room furniture because it doesn't fit in as well with what we carry."

In recent years, Hartley says there's also been an increasing interest in home entertaining and that's one reason why the store carries many bar and wine accessories. Wine related items in particular have taken off in popularity, says Hartley, and Delacourt's carries everything from wine books and cork screws to carafes, funnels, wine racks, and wine glasses of all shapes and sizes, including stemless wine glasses. The stemless glasses, which have a flat bottom, are among the store's most popular items. "They are basically like a tumbler," explains Hartley. "You use the regular bowl of the glass."

Hartley says there's a lot of selection at Delacourt's. But sometimes customers are looking for something that isn't in stock and that's when staff can assist them by placing special orders. Making sure the customer is



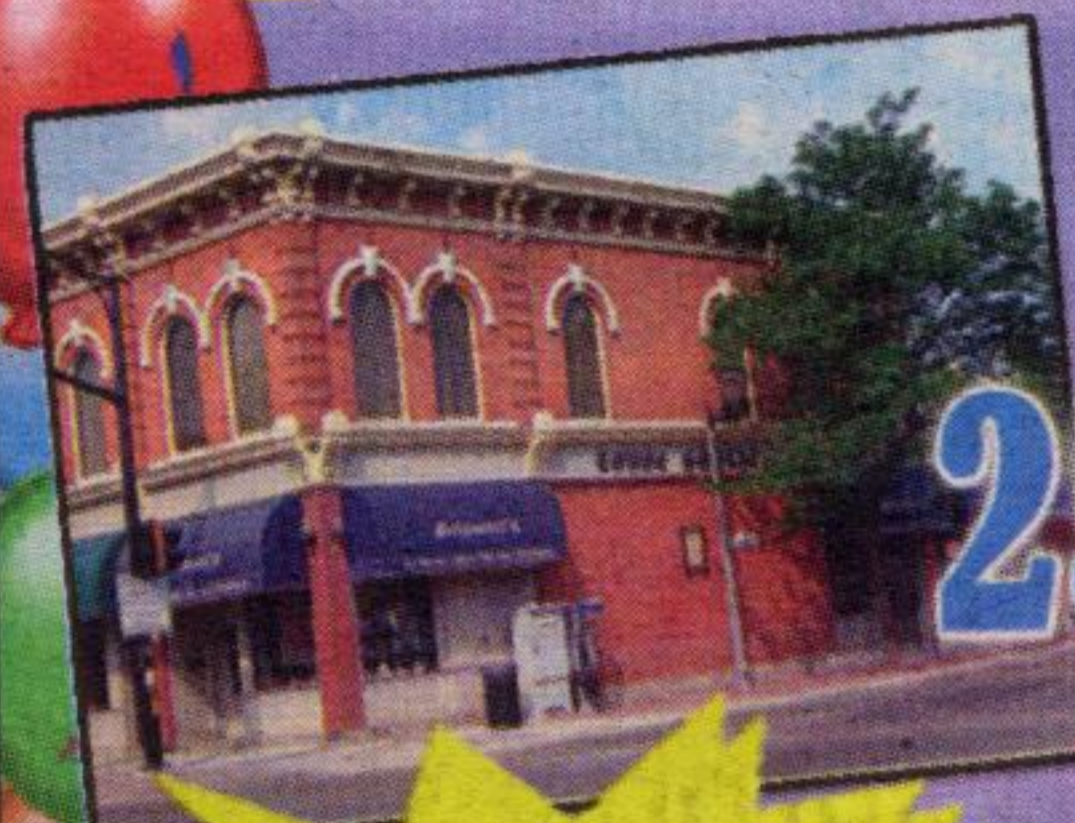
PHOTO BY JENNIFER ENRIGHT

Delacourt's, situated in the heart of downtown Milton, has experienced growth in its business since the store first opened in 1980. Owner Laurie Hartley says many repeat customers come to the store as well as many newcomers.

happy is critical, says Hartley.

She says that one thing that has continued since the Delacourts opened their business 25 years ago is an interest in providing topnotch customer service. Hartley says a relaxed pace, rather than a high-pressure atmosphere, is key. "If customers want to come in and spend an hour here on their own just poking around, that's fine with us. If they want us to assist them, it's as much or as little as they want. We want to make it as comfortable as possible for every type of shopper."

Delacourt's is located at 227 Main Street East at the corner of Main and Martin Streets in downtown Milton. The store is open Monday to Wednesday from 10 am to 6 pm, on Thursdays and Fridays from 10 am to 8 pm, and on Saturdays from 9 am to 5 pm.



Celebrate our 25th Anniversary

1980 - 2005
Special Guests
Vera & John Delacourt

Instore Specials
Sept. 20 - 24

Delacourt's celebrates 25 years in business!

We are celebrating 25 years in business at the corner of Main and Martin Streets in downtown Milton! Join us on Tuesday, September 20th from 6-9 pm for a casual reception in our store. Vera and John Delacourt (the original owners, 1980-1997 for those of you who are new to town) will be here to help us celebrate. We will have refreshments and loads of door prizes! Please drop by and say hi!

This is a wonderful celebration for us as the 'new owners' - it's hard to believe we've owned the store for 8 years! To carry on the good name of a well established independent business in the heart of Milton and to have it continue to grow and prosper as it has is very rewarding.

We continue to grow and change to serve you better and with two expansions in 3 years we have much more space and many, many more products to offer.

Thank you for your continued support and we welcome all new customers. We look forward to seeing you in the store.

Laurie and Moe Hartley

Enter to Win
one of our many
great prizes!

Please Join Us!

Tuesday, Sept. 20, 6-9pm

for an open house in our store for our customers and business associates. Light refreshments will be served.


Delacourt's

Fine Tableware * Giftware * Table Linen * Bridal Registry

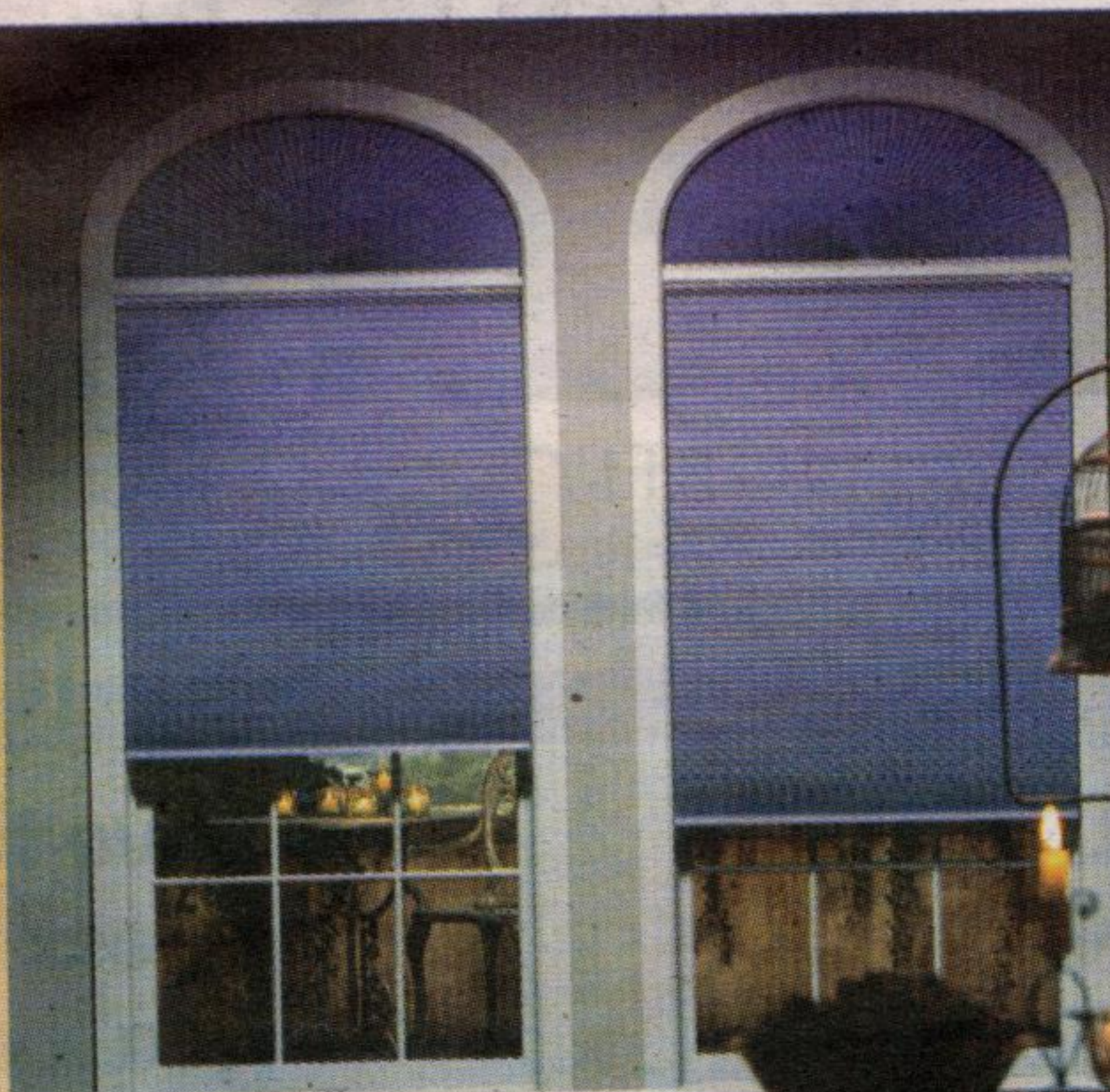
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