

Milton • Means Business

Rustic pear a specialty store for all budgets

By FANNIE SUNSHINE
The Champion

While looking for locations to open her shops, Lynda Nixon quickly saw the potential of Milton's downtown core.

"I did some research and I knew Milton was growing," she said. "I wanted to be in downtown Milton, I'm a big fan of the downtown."

In May, she opened Rustic Pear Home Furnishing at 143 Main St.

Although the shop has only been open for about three months, Ms Nixon said she's pleased with the store sales.

"I still think the new areas in town don't know about us. Our whole business growth has been happy customers coming back."

A lot of customers browse for accents for their homes, such as candles, vases, picture frames, lamps and mirrors, she continued. Others are looking for gift ideas.

"Soon we are going to have a bridal registry. We are going to do seasonal decorating, so Christmas will be huge. We also sell gift arrangements."

Ms Nixon, who has been in the retail business for 30 years, said she wants to differentiate Rustic Pear from big box stores.

"We are a specialty retail store. We are dedicated to providing unique merchandise to our customers. We are constantly shopping for unique products and try to make the products affordable for all age groups."

Along with a full-time manager, Ms Nixon has also hired a merchandiser to work at the shop, she added.

"We don't want to give the impression we're a snob-by shop. We want everyone to feel comfortable. We're all friendly in here. We have items that range into the thousands, but you can also find products for \$15."

A few shops down, at 221 Main St., sits Ms Nixon's newest business, Rustic Pear Bedroom Shop, which opened in mid-August.

"The bedroom store is doing really well," she said, adding she's been in the bedding business since the '70s. "We focus on custom bedding. The store is pricey, so it may not be ideal for first-time homeowners."

Even though both stores have recently opened, Ms Nixon said she's confident she made the right choice to open the businesses in town.

"These stores are absolutely needed in Milton. In the 30 years I've been in business, I've never seen such friendly, patient and supportive customers."



Lynda Nixon, owner of Rustic Pear Home Furnishing and Rustic Pear Bedroom Shop, says she feels she made the right choice when locating the businesses in downtown Milton.

Photos by GRAHAM PAINE

Mattamy Homes is up for awards

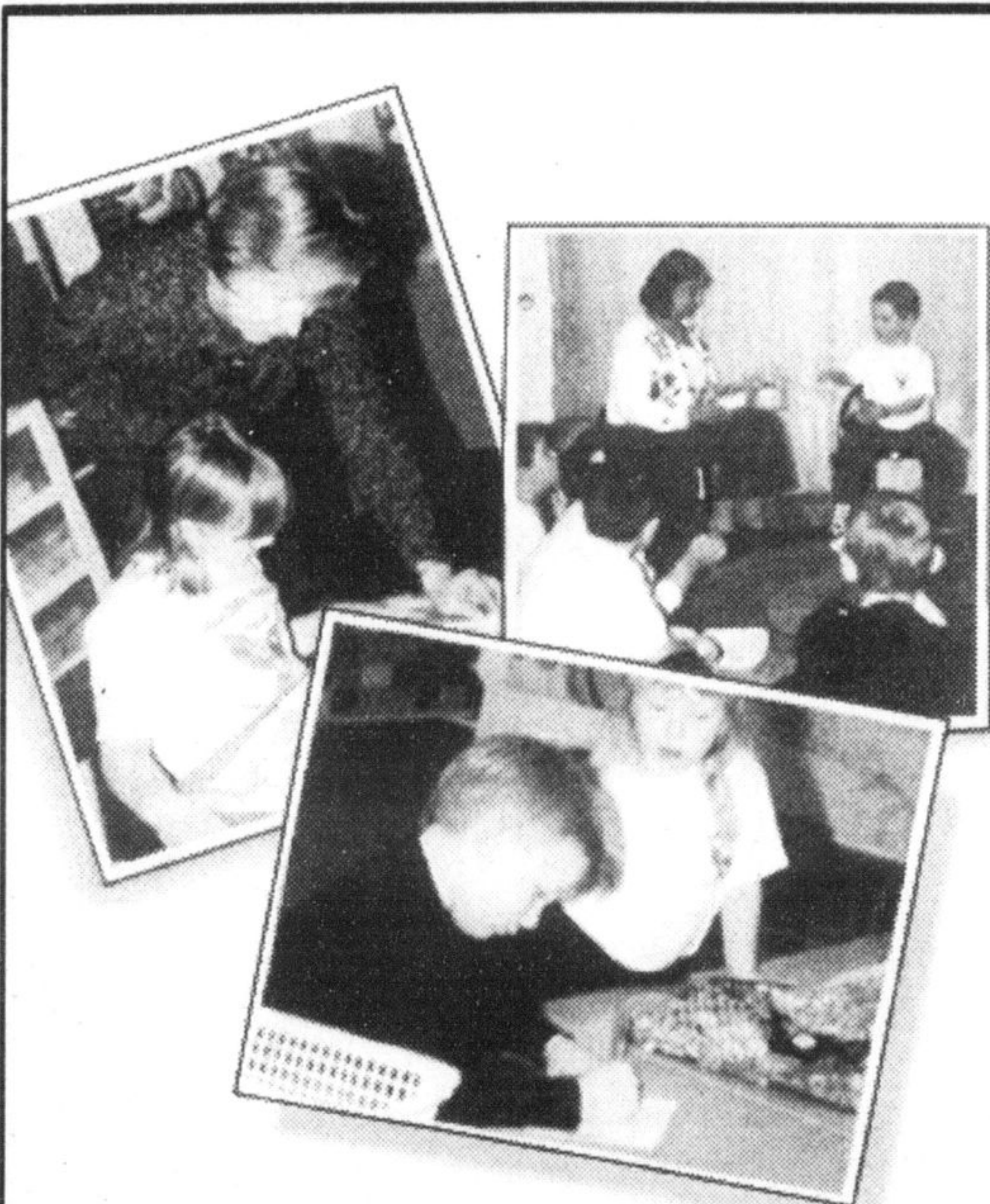
Mattamy Homes' residential development in Milton has made the cut for a trio of industry awards.

The local developers have been announced as finalists in three categories for the Ontario Home Builders' Association (OHBA) Awards of Distinction.

The Hawthorne Village development on Derry Road is a finalist for Most Outstanding Single Family Home (tract built home 1,500 to 2,200 square feet) for its Pottington home and Most Outstanding Single Family Home (tract built home over 2,200 square feet) for its Tothburg II home.

Mattamy is also a finalist for Project of the Year for Hawthorne Village as a whole.

Winners will be announced October 10 at the OHBA's annual conference in Huntsville.



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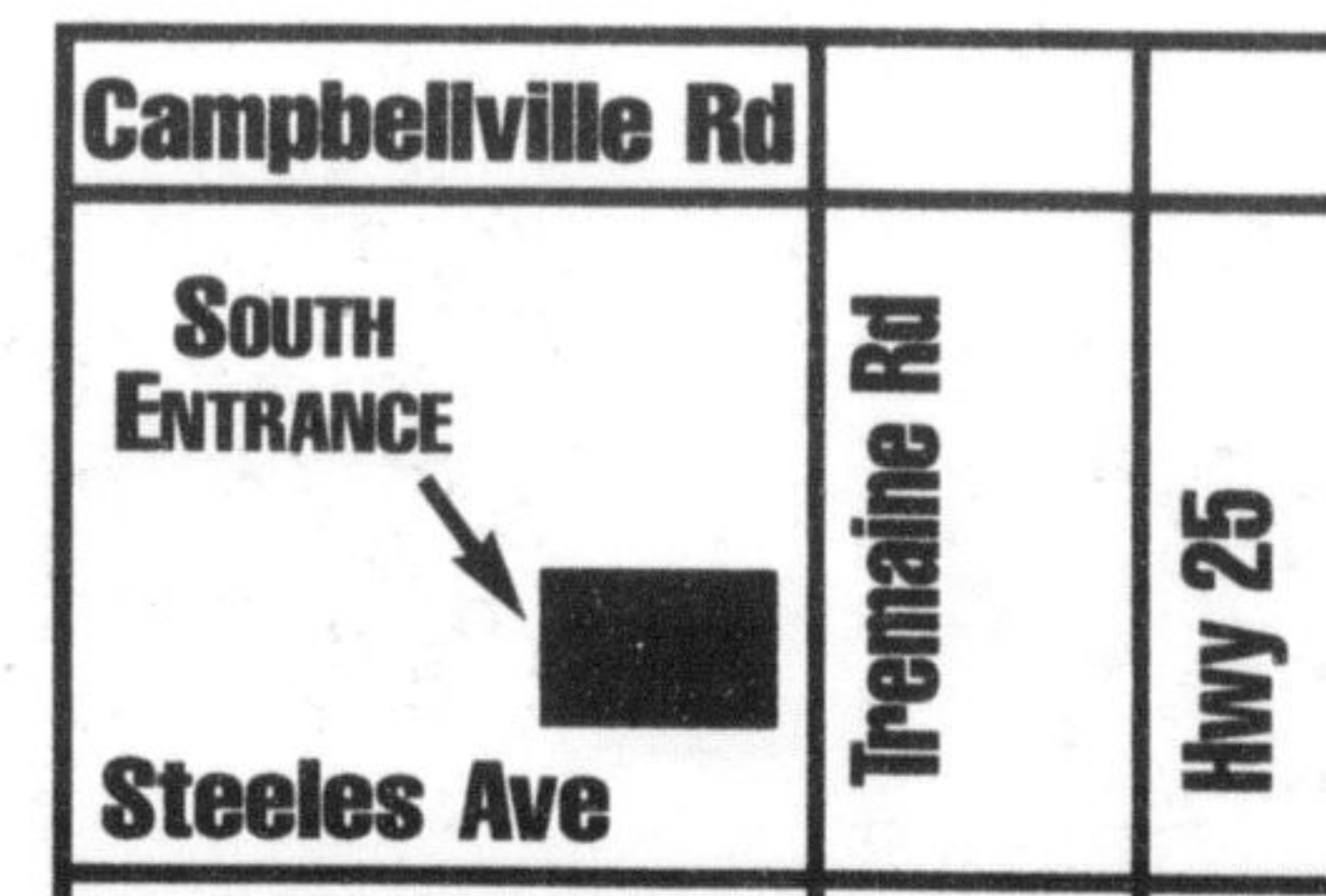
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