

Milton • Means Business

MacDonald fulfilling dream of owning business

Opens Chic N Tique furniture business

By FANNIE SUNSHINE
The Champion

Carol MacDonald had always dreamed of owning her own business.

In October, that dream became reality.

She transformed part of the lunchroom of Moffat Autoworks on Main Street, owned by her two brothers, into what is now her shop, Chic N Tique.

The store is filled with furniture items Ms MacDonald has bought and then redone to give it an antique look. She also sells artificial trees and greenery. A smaller room in the store is used as her work area.

"I'm only open Thursday to Saturday because I need the other four days to redo the pieces and sort them out," she said.

She said she's redone furniture in this particular style for years, but only started to do so seriously for the past three years.

"I would make pieces for my friends and family and they would say I should do it for other people. My brothers offered me the space and that's how I started my own business. I get such a kick out of making the pieces but I wasn't sure if others would

like them."

All furniture sold in Chic N Tique is made of solid wood, Ms MacDonald continued, stressing she doesn't strip the natural colour of the wood, just adds her personal touch to it.

"I work on the pieces both on the outside and inside," she continued, gesturing to the inside of a drawer. "It's my trademark."

The customers that have wandered into her store have showed the most interest in trunks, rocking chairs and greenery, she said.

"I'm not going to be selling candles, nothing other than wood," Ms MacDonald said firmly. "Every item is one of a kind. I look at a piece and think, what can I do with it?"

Although customers can custom order pieces, she refuses to redo furniture that other people own.

"If the customer doesn't like the finish, then what do I do? If it's mine I can figure out what I want to do with it and then have other people buy it."

So far, Ms MacDonald said she's pleased with the sale figures, as news of her business has been strictly word of mouth up until now.

"I get such a kick when someone likes a piece I have done. I'm hoping this will be successful. This is what I wanted to do so I wanted to give it a shot."

SXC renews big contract

Pharmaceutical company Blue Cross Blue Shield of Arizona (BCBSAZ) will continue to access healthcare information through Systems Xcellence Inc. (SXC) for the next two years.

SXC, a provider of healthcare information technology solutions throughout the pharmaceutical supply chain, renewed its Application Service Providers (ASP) with BCBSAZ, which will allow the American company to have a direct link into SXC's system.

The ASP will help with pharmacy benefit management, data warehousing and information analysis tools and performance-based contract management of pharmaceutical company rebates.

"We have been doing business with BCBSAZ since 1998 and we are pleased to

retain them as a client," said Gordon S. Glenn, president and CEO of SXC, which is located on Industrial Drive.

"This renewal not only maintains our relationship with BCBSAZ, it also supports our strategy on increasing the availability of our ASP services."

Chris Hogan, vice-president of pharmacy benefit management at BCBSAZ, said SXC has demonstrated its commitment to customers with a steady issue of unique product releases.

"Their applications have given us immediate access to and control of our pharmacy benefits information, which provides us with a greater ability to customize our solutions."

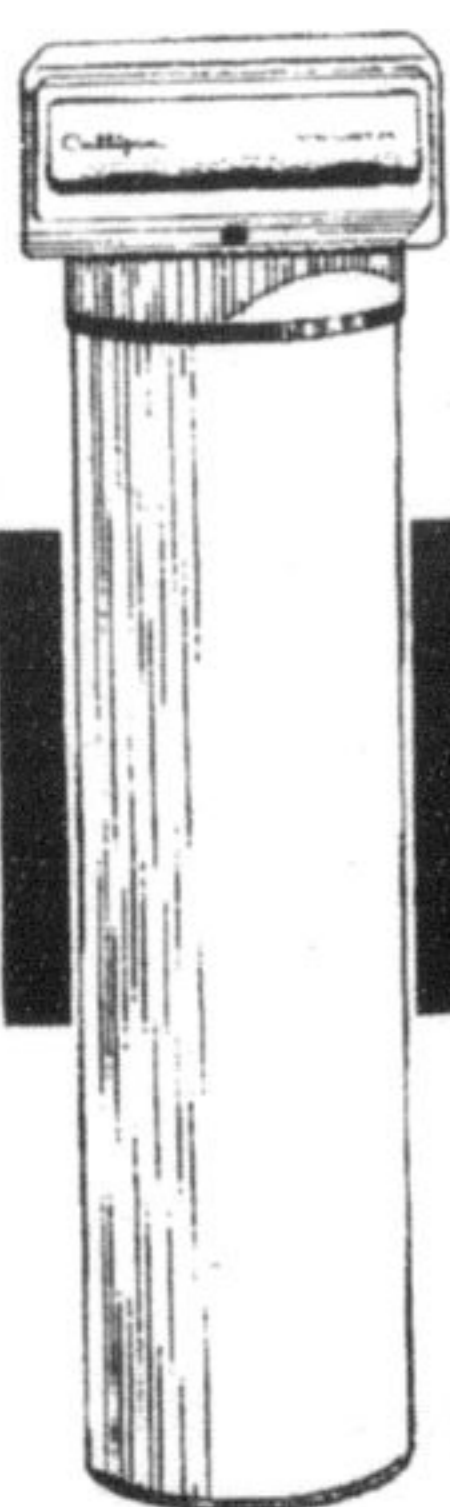


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Chic N Tique owner Carol MacDonald is proud of her new business.

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