



**Paving Midland's future**

# HOS keeps growing

H.O.S. first opened its doors in September of 1970. It relocated to larger premises on three occasions before finally settling in its present location five and one-half years ago.

When it first opened it was called Huronia Office Supplies, and it was located in the building now occupied by Lamers' Paint and Wallpaper. At that time the building was much smaller, and certainly shabbier than it is now.

The staff consisted of Ralph Lynn as the full-time everything; Moreland Lynn, who then shared his time between Council and running A and W restaurants; and Nancy Hirst (now Lacroix) who shared her time between H.O.S. and A and W work.

But that was all a decade ago when the opening day's total sales were a mere \$17.00.

Today seventeen full-time and part-time people work at H.O.S. and a couple of others fill in from time-to-time on an occasional basis.

Six years ago was the last time H.O.S. moved its main premises, but it has not stood still. In 1980, it further renovated and enlarged its main building by moving offices upstairs and knocking out part of a main wall at the rear of the building. It also acquired the Wilson-Tully building fronting onto Hugel Avenue and built a 1,800 square foot addition at the rear of that

premises for machine sales and service.

Also in 1980 the company acquired Huronia Copy Cats which it now operates under H.O.S., providing a full complement of business machines and equipment. The machine lines range from small pocket calculators and dictating machines to full-line photocopiers from Minolta, Sharp and Eskofot. A full-time sales and service staff cover an area from south of Barrie to west of Collingwood and north past Parry Sound servicing machines, including a full Sharp cash register line.

At first the company sold commercial stationery and office furniture. Soon books were added to the stock by Marion Lynn. Marion still purchases and personally selects all books sold in the H.O.S. extensive book department. Kay Biggar came on staff in 1971 and cards and gifts were added to the lines offered by the company.

When Hacker's Stationery was acquired in 1973, the company expanded again. This time more furnishings, stationery and machines were added.

The company has always been strong as office outfitters. It distributes one of the broadest and most complete lines of office furnishings outside of Metro Toronto. It has had experience in every aspect of office outfitting, often doing

construction drawings and supervising actual renovations. From the tiniest of offices to banks, hospitals, financial institutions, and government offices. H.O.S. has served them all over a radius of 200 miles.

With its first decade behind it, H.O.S. is looking ahead. In 1980 its expansion and renovation programs prepared it for establishing itself in other market areas. It also became a member-shareholder in a national corporation of office stationers and outfitters. This decision was made to ensure its ability to compete in a tougher market place. The national buying group also offers exchange of information and knowledge and the development of marketing tools and advertising programs.

Huronia Office Services, Collingwood opened in July, 1981 at 83 Hurontario Street with Mr. Wayne DeWitt as manager of the operation there. Located in the two communities, H.O.S. now serves, through its sales staff, an area from north of Parry Sound to Meaford and also has regular customers in the Toronto area.

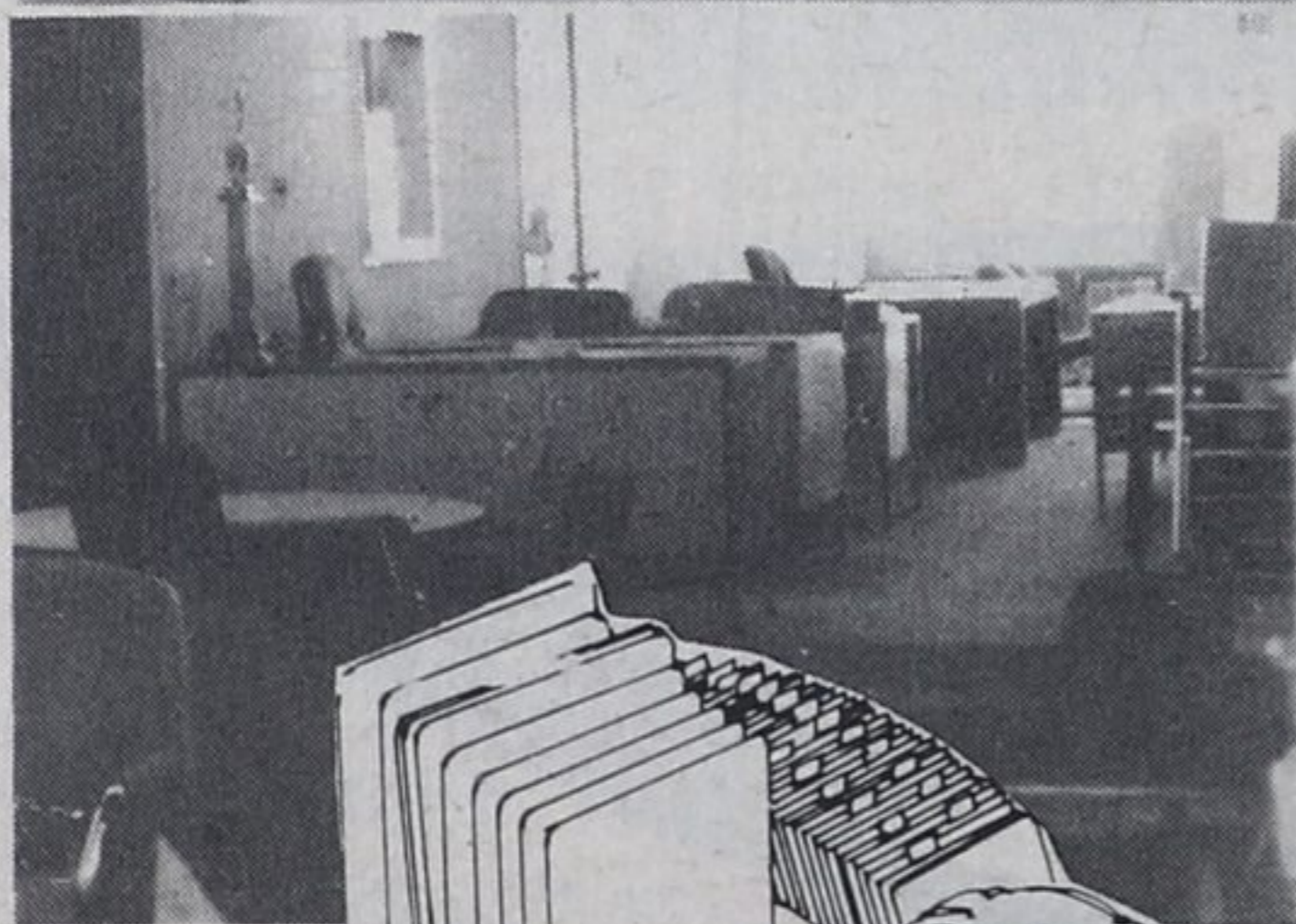
From its small beginning H.O.S. has become a leader in the field of commercial and social stationery, office furnishings and equipment, and as a competent supplier of office and business machines and equipment.

## HURONIA OFFICE SERVICES

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