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Nipawin Venture Capital Corporation

Paul's Custom Glass

Paul Ruest, Owner

Returning home to start a business may have been a distant dream for Paul Ruest in the mid-'90s, but quickly became a reality as opportunity knocked in hometown Nipawin. Born in Nipawin, Paul started his "glass" career right after high school when he started working for a local glass shop. Soon after, he moved to Calgary where he gained 10 years' experience in the business.

The urge to move home became a reality in 1995, when Paul and his four-year-old, Chris, moved back to Nipawin, and Paul began working at a local glass shop once again. When one of the two local glass shops closed, Paul decided it was time to begin on his own. What a great decision that has proven to be for both of them!



Paul's Custom Glass opened in February 1998, on Main Street, Nipawin. The building was rented from the Credit Union when the business began, and was subsequently purchased from them. Paul notes that owning a building such as this would not have been possible in a larger centre because the purchase price would have been too high. Considerable work had been done to the building, including the addition of Paul's Indoor Golf, which has added traffic to the building. Some additional work is planned for the

building to accommodate storage of glass items, such as windshields.

The business employs one full-time and one part-time employee, plus the owner. For this type of business, there appears to be a shortage of skilled labour. Paul describes his customers as reliable and loyal. "The small town atmosphere is conducive to friendliness, making it a pleasure to serve your many friends and neighbors who make up your customer base," he says. Continued support from the area has grown the business each year since inception.

When the business opened, Nipawin Venture Capital Corporation assisted in the start-up, and has subsequently provided funding for a free-standing business sign and siding. "Without this help," says Paul, "things would have been a great deal more difficult."

As for Nipawin's future, Paul sees it as very bright. Some construction is taking place in the town and area, which brings work to tradesmen and businesspeople such as him. In addition, the proposed biomass ethanol project and the Fort à la Corne diamond exploration offer exciting possibilities to the Nipawin business owner.