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January 2025

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Local Alstom Plant Hopeful
for New TTC Contract!



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Development & Plans Underway for New 907 Fort William Road Building

- January Feature

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Local Alstom Plant Hopeful for New TTC Contract!

BY SCOTT A. SUMNER
Thunder Bay BUSINESS

It was great to have an indepth tour of Alstom here in Thunder Bay! This plant is approximately 500,000 square feet in size and one of the biggest structures in Thunder Bay.

Our tour was lead by Lindsay Fenton, Site Manager of Alstom. Marit Stiles, Leader of the NDP in Ontario and the Official Opposition from the Davenport riding and Lise Vaugeois, MPP Thunder Bay Superior North were also on the tour.

I was able to ask Marit and Lise some questions.

Marit Stiles is the Leader of the His Majesty Loyal Official Opposition. I asked her the reason for her visit.

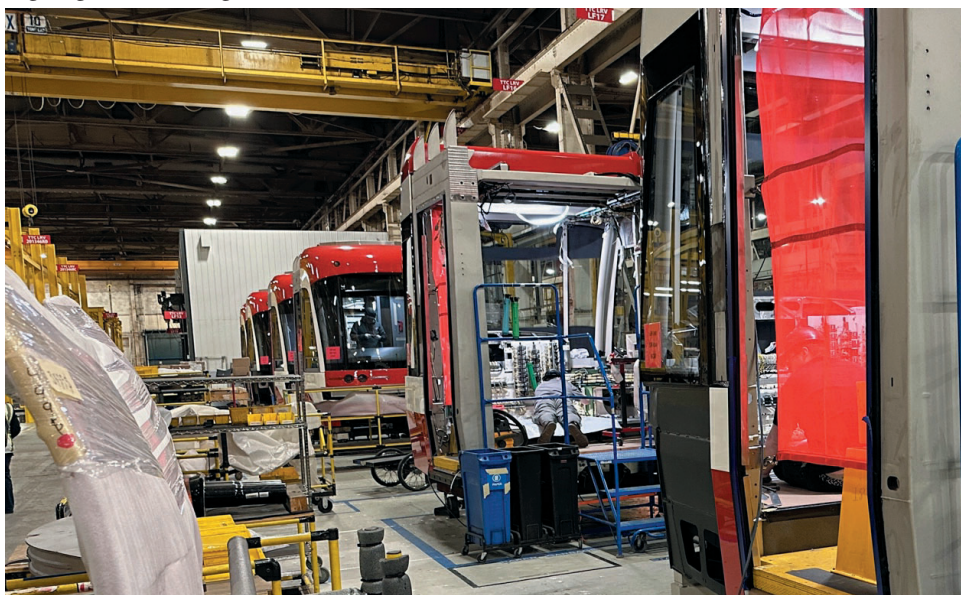
“ We are here at Alstom because we want to talk about Ontario jobs. The money that is going into building transit are Ontario

What were your impressions of the plant?

“ It’s a really big and impressive plant and great learning about how the line works . There are many skilled trades people employed here and lots of opportunity. I moved to Toronto from Newfoundland 30 odd years ago and spend a lot of time on TTC Streetcars and Go Trains so it’s really exciting to see where they are coming from and the Go Trains being refurbished. We have to make sure we put Ontario first for jobs. Thunder Bay is an incredible place to live and lets keep jobs here.”

How do you enjoy your job Marit

“ It’s great, a wonderful opportunity, a big job. My job is both to hold the government to account and lead our party and caucus into the next election and hopefully form government and be our next premier.



taxpayer dollars and we want to see those translate into Ontario and Thunder Bay jobs. I wanted to see the plant for myself, see how it works here at Alstom and talk to some of the workers on the line.”

It is also about putting forward some solutions to the problems that Ontarions are facing. This is great opportunity to be part of making things better for people.”

How do you find the current environ-



Lise Vaugeois, MPP Thunder Bay Superior North and Marit Stiles is the Leader of the His Majesty Loyal Official Opposition.

ment we live in?

“ It is a challenging environment today for many people, whether you are struggling or just feeling stuck is how I put it, say affording daily essentials of life including housing all across the province. Rents are skyrocketing. 2.5 million Ontarians don’t have a family doctor or primary health care provider and that will rise to 5 million a year from now, as so many are retiring.”

“We need to deliver the basics, health care, education, good roads and safe places to live. We have seen governments that are not putting those priorities first.”

“ We have to take the US incoming administration and tariffs seriously. My advice is don’t give it up until you get to the negotiation table. He will keep saying scary things and lets know we have some leverage and strengths and lets protect those Ontario jobs.”

How do you enjoy being in the North?

“ It’s really exciting to come to the North. I always have my phone out on the way up to Thunder Bay, taking videos. The beauty makes you awestruck, Lake Superior is a powerful lake. I see industry here like the

Port, the harbour this is a really important hub for our province. We need to prioritize the North, attract more people here and build communities back.”

Lise Vaugeois, MPP Thunder Bay Superior North

How did you enjoy the tour today Lise?

“ This is the third time I have been through this Alstom plant and every time I am blown away because there are so many different types of skills and the large scope of the work. I also ride the street cars in Toronto and when you come here you see the thousands of components and the skills that go into it. Lets get the next subway line built here.”

“ This plant draws skilled workers here and keeps them here. When you think of the history of this building being here for over 100 years, it’s amazing!

It is fun to show off our region to Marit and meet people. People that live here are committed to be here and what can we build for the future.”



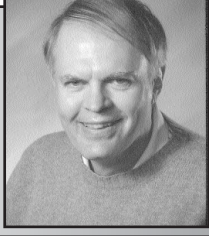
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**Publisher's
Note
Scott
Sumner**



40 Years in the Publishing Business!

When I realize it has been 40 years of monthly publications of our publication Thunder Bay Business it is sort of hard to believe. That's 480 issues deliv-

Each issue takes quite a bit of work to do starting with selling enough advertising to make it financially work, getting the graphic ads produced, obtaining some good timely stories to place in the issue, creating a layout that works to the printing specifications and looks good and



ered to most businesses and offices in Thunder Bay near the beginning of each month.

then sending to the printer, having it mailed by the mailing company, placing the issue online, updating your website and doing social media and then finally administration with invoicing and bank-



ing.

This probably has some similarities to what other businesses do in their own field. It's not always easy but that's what makes me always impressed with entrepreneurs who forged their own path in the business world, took on the risk of investing their own funds or bank borrowings, and spent their time, sometimes long hours to make it all work! We should always remember that these small businesses are the back bone of Canada.

There are many people out there that work in their chosen field for really a lifetime. Over the years I have played golf for instance, with doctors who work 50 plus years. We meet business entrepreneurs who may be second or third generation family businesses that are still going strong. I always find it very impressive, especially when you know the work it takes to make it happen!

It was nice to celebrate the 40th year issue Thunder Bay Business at an event at the Thunder Bay City Hall with Mayor Ken Boshcoff, Councilor Dominic Pasquilino, MPP Lise Vaugeois and others. MPP Kevin Holland, MP's Patty



Hajdu and Marcus Powlowski provided very nice scrolls and our marketing person Sylvia had a beautiful cake with the image of the issue.

tion overload today, especially if you've had more than enough content on some topics, say in the political world!

The media business is changing rapidly and print publications are becoming more rare. That isn't to mean that many people still enjoy having a paper in their hand, as they do. The quickness of electronic media is great as well as the ability to add video, music, and links to more indepth information. Today everyone is sort of in media because we all have a phone that is really a smart phone. You can shoot a videos and post it to the world in seconds. If it is something of interest to many it can go viral and reach thousands or more quickly. This is a good thing although we can get informa-

Thanks again to our team, the advertisers and readers over the years. For me it has been fun meeting so many people and learning about their successes.

One local well known business entrepreneur said to me recently "Don't ever stop working Scottie." I think he means it keeps you going as a person with your mind active. It probably is good advice and although I may work fewer hours each week it is still something I enjoy doing!

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Porter Airlines lands in Thunder Bay with first Embraer E195-E2 connecting Toronto-Pearson

Tell me about the new Embraer E195-E2 aircraft. What advantages does it offer to the passenger and how does it compare to the Q-400 aircraft?

- The E195-E2 is a great product overall. It has the performance needed to reach the markets we want to serve, and from a sustainability standpoint, it's the most environmentally-friendly single-aisle aircraft family. The interior complements Porter's traditional service offering, with a passenger-focused design emphasizing space and comfort. The aircraft's range allows for a North America-wide route network, complementing the regional range of the Dash 8-400.

- Flying on the new 132-seat Embraer E195-E2, all passengers will enjoy Porter's elevated economy experience with no middle seats, complimentary beer and wine served in glassware, free premium snacks, and free, fast WiFi. What schedule will you offer to Thunder Bay at the start and do you anticipate more flights in the near future?

- Service began December 10, with three roundtrips per week. We hope to increase flights on this route as we introduce more new E195-E2s to our fleet. Does it offer the Thunder Bay passenger more opportunity to connect to other Porter destinations say to the South?

- There are currently connections via Toronto Pearson to Vancouver, Calgary and Las Vegas. These may increase as the network develops. How will this new service affect the current Q-400 schedule to Thunder Bay?

- Porter has been serving the Thunder Bay community since 2009, currently with up to five times daily roundtrip flights between Billy Bishop Toronto City Airport, and twice daily flights between Ottawa using the Dash 8-400 aircraft. With the new YYZ-YQT service, we're adding more than 10% passenger capacity to Thunder Bay. Porter is the largest airline in Thunder Bay, serving three Canadian airports (YTZ, YYZ, and YOW). Service on other routes is unaffected.

How have the market conditions in this Thunder Bay market been for Porter?



- YYZ-YQT is booking well through December, and we hope to continue to build awareness of the new route. Thunder Bay is an important and successful part of our network, and we are committed to providing the community with a variety of service options at competitive fares.

Increasing passenger capacity by more than 10% on Thunder Bay flights
More options for passengers from both Toronto airports

YYZ-YQT
7:20 a.m.
9:15 a.m.
Tuesday, Thursday, Saturday
YQT-YYZ
10:10 a.m.
11:57 a.m.

Thunder Bay is the perfect getaway for picturesque surroundings, year-round outdoor activities and cultural attractions. As one of Canada's top tourist destinations, visitors can endlessly explore Toronto's

in one bundled price. For travellers who want to choose which features matter most to them, PorterClassic offers perks available for purchase à la carte.

"We are thrilled to welcome Porter Airlines' new Embraer E195-E2 aircraft to Thunder Bay Airport," said Graham Ingham, president and CEO of the Thunder Bay Airport Authority. "This addition represents a commitment to enhancing the travel experience for our passengers, offering greater comfort, sus-



Porter Airlines is celebrating its first flights between Toronto Pearson International Airport (YYZ) and Thunder Bay International Airport (YQT) with its Embraer E195-E2 aircraft. Flights will operate with three roundtrips per week, increasing overall passenger capacity by more than 10%.

Porter has been serving the Thunder Bay community since 2009. Currently with up to five times daily roundtrip flights between Billy Bishop Toronto City Airport (YTZ), and twice daily flights between Ottawa (YOW) using the 78-seat Dash 8-400 aircraft, YQT connects to an expansive regional network in Eastern Canada and the U.S. Now with flights to YYZ, passengers can also access Porter's growing North American network. This provides more choice and greater flight frequency with non-stop service to both Toronto airports.

Toronto-Pearson service operates with the following schedule:

Route
Departure Time
Arrival Time
Days of the week

diverse neighbourhoods for the cuisine, culture, history and art found around every corner.

"We're committed to providing more options at competitive fares for the Thunder Bay community," said Edmond Eldebs, senior vice president and chief commercial officer, Porter Airlines. "Now passengers can fly with us using either Toronto airport and experience the style, care and charm that only Porter provides."

The new 132-seat Embraer E195-E2 offers an all-economy cabin with a two-by-two configuration. Porter is the only airline with no middle seats on every flight, including its existing De Havilland Dash 8-400 fleet.

Hospitality and generous service are staples of Porter's distinct offering. All passengers will enjoy Porter's elevated economy experience with complimentary beer and wine served in glassware, free premium snacks, and free, fast WiFi. Passengers can also choose the all-inclusive PorterReserve fare option that includes features such as dedicated check-in, extra legroom, and checked baggage, included

tainability, and connectivity. It's an exciting step forward in strengthening our partnership with Porter Airlines and providing travellers with more exceptional options to and from our region."

Porter is the largest airline in Thunder Bay, serving three Canadian airports (YTZ, YYZ, and YOW).

Flights are now available for booking at www.flyporter.com and with travel agents.

About Porter

Since 2006, Porter Airlines has been elevating the experience of economy air travel for every passenger, providing genuine hospitality with style, care and charm. Porter's fleet of Embraer E195-E2 and De Havilland Dash 8-400 aircraft serves a North American network from Eastern Canada. Headquartered in Toronto, Porter is an Official 4 Star Airline® in the World Airline Star Rating®. Visit www.flyporter.com or follow @porterairlines on Instagram, Facebook and Twitter.

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Ontario Providing Over \$18 Million to Support Staff at Local Healthcare Facilities

Ontario Providing Over \$18 Million to Support Staff at Local Healthcare Facilities
Additional funding to connect more people to high quality care, close to home

The Ontario government is investing over \$18 million to support staffing and operations at local healthcare organizations, helping them address financial pressures and meet the unique needs of the region's population. "I'm proud of the provincial government's ongoing commitment to supporting our healthcare facilities," said Kevin Holland, MPP for Thunder Bay – Atikokan. "By providing this substantial funding, we're equipping our healthcare providers with the resources they need to tackle urgent challenges that are unique to our area. This investment will help ensure our healthcare professionals can continue delivering the highest standard of care to the people of Thunder Bay – Atikokan, now and in the years to come."

This funding will allow healthcare organizations to support and retain healthcare workers, improve access to care and better meet the specific healthcare needs of diverse and rural populations in the region. It represents an additional investment to each organization's base funding, supporting both immediate needs and long-term improvements.

- Atikokan Health and Community Services: \$184,690
- St. Joseph's Care Group: \$3,155,914
- Thunder Bay Regional Health Sciences

Centre: \$14,874,513
"We are truly grateful for this significant investment from the provincial government



and the ongoing advocacy by MPP Holland. It acknowledges the unique challenges and cost pressures we face in delivering comprehensive healthcare across Northwestern Ontario. By ensuring more predictable and sustainable funding, this support empowers us to better serve our patients, strengthen our partnerships, and retain and recruit the dedicated healthcare professionals who care so deeply for our communities."

- Rhonda Crocker Ellacott, President & CEO of Thunder Bay Regional Health Sciences Centre.

"We are incredibly fortunate to have some

of the most talented and dedicated healthcare staff right here in Thunder Bay. This additional investment recognizes the

unique challenges we face in Northwestern Ontario, helping us retain and strengthen our workforce, attract the next generation of healthcare professionals, and keep our focus where it matters most: delivering high-quality care to the people we serve."

- Janine Black, President & CEO, St. Joseph's Care Group
"Atikokan Health and Community Services is thankful to the Ministry of Health as they demonstrate their continued commitment to supporting health care in rural, northern communities by providing this base funding to our facility. This fund-

ing will help to mitigate some of our staffing costs so we can continue to provide inclusive, comprehensive, quality care in our hospital and long-term care home. We appreciate the work that Kevin Holland has done on our behalf and would like to thank him for his ongoing support and advocacy on behalf of our organization."

- Jennifer Learning, CEO, Atikokan Health and Community Services
Karson Cameron,

A Message from Janine Black, President & Chief Executive Officer of St. Joseph's Care Group

Good morning. Though I am not able to attend today's funding announcement in person, I want to say thank you to MPP Holland for your steadfast advocacy for investment to meet the unique needs of Thunder Bay and this vast and beautiful region we call home. On behalf of St. Joseph's Care Group, this additional investment is appreciated and will be put to good use. Nothing we do is ever done in isolation, and I want to recognize and thank Thunder Bay Regional Health Sciences Centre and Atikokan Health and Community Services for their exceptional partnership in the delivery of care and their commitment to the people of Northwestern Ontario. In closing, I would like to wish everyone a safe and healthy holiday season.

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Best Wishes for a **Wonderful New Year!**

KEVIN HOLLAND
MPP – Thunder Bay-Atikokan

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HAPPY NEW YEAR!

LISE VAUGEOIS
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Development & Plans Underway for New 907 Fort William Road Building

- January Feature

THUNDER BAY BUSINESS NORTH SUPERIOR PUBLISHING



New Restaurant and Retail Building: 907 Fort William Road

BY SCOTT A. SUMNER
Thunder Bay BUSINESS

Local construction company M Builds completed a new restaurant and retail building at 907 Fort William Road across from the Intercity Shopping Centre. I asked Graham Belluz, Project Manager at M Builds some questions about the project.

This building will house a new restaurant as well as retail clients on a high profile street in Thunder Bay?

Tell me about the building size, type of construction and finishes that were used?

“ M Builds was chosen as the general contractor to complete Phase 2 of this development, which is the construction of a 682 m2 building named “B2” consisting of shallow concrete foundations (completed in phase 1), structural steel framing, heavy gauge steel studs



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walls, and a 4 ply built up asphalt roof system. The use of structural steel for the building structure has allowed specialized canopies and multiple types of finishes to be applied to the exterior of the building, which is of course the latest architectural craze. This building exterior is finished with multiple unique materials such as: EIFS (Exterior Insulation Finish System commonly known as stucco), masonry brick and block, precast concrete sills, aluminum composite panels, fiber cement siding, corrugated metal cladding, aluminum store front and glazing. All exterior works and site improvements were completed as part of this project.”

What were the stages of construction of this facility? I understand the

foundation was completed first and after a period of time the building erected.

How did the build process go? How did the sub trades perform for you? Overall how has the project gone and are you almost complete? When will the tenants be in place and operational?

“The project proceeded in awesome fashion. The construction followed typical new build construction schedule sequencing. M Builds and our sub-contractors completed all procurement activities and shop drawings as early in the process as possible to avoid any supply chain issues for materials for this project.”

Continued

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New Restaurant and Retail Building: 907 Fort William Road



M Builds and our subcontractors were able to ensure that the manpower on site was available when needed, and all work was coordinated so that field measurements were taken early in the process and firm orders placed with suppliers, which really assisted the process.”

What is your feeling on how the construction market was in 2024 for Thunder Bay and area? What do you expect for year 2025 for construction activity?

Continued

Continued

“ The concrete foundation was completed by M Builds in an earlier phase, and we were able to get a jump start early in the construction season to start the structural steel frame. Overall, this project has progressed well and we enjoyed working with Anthony and Mark from LLA architecture+ and the building Owner, Sovereign Design & Management Services, Charles and Joe. Our knowledge of the site, phase one, and the intricacies of the drawings allowed us to identify a few issues early in the project, and iron out solutions long before they became a problem. One example of this is the management of traffic on the site. As the site is very tight, and there are already other tenants on the property, we had to work out a traffic management plan and phasing plan to ensure everyone had access to the site. This involved moving the site fence on several occasions, and tightly scheduling several site activities so that the traffic was affected for the least amount of time. Overall, our Site Superintendent Claudio and all of our subtrades have

provided a very high-quality product that the Owner and Consultants are very happy with. The base building is now complete with both tenants open for business.”

Were you affected by any issues such as supply chain of materials- although we are after COVID now, approvals or any services needed for the project?

“ The Covid 19 supply chain issues, which have resulted in unprecedented increases in the cost of new materials have been the largest impediment to our industry in past years. We did not have any issues with the delivery times on this project due to the general great management of the project. Early in the project, LLA Architects, Sovereign Design Management and M Builds worked really well together to get any product issues ironed out, materials on order and shop-drawings issued and approved so that materials were available when we needed them. The tenants were able to start the interior fit ups right on schedule and have them complete and open for business before the busy holiday season.

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New Restaurant and Retail Building: 907 Fort William Road



Stacked Pancake & Breakfast House

Stag Shop

Continued

The current construction market in NWO has been keeping M Builds and our valued sub-contractors in the area very busy. There are several projects large and small that have been keeping MBuilds busy this last year, including Magnus Theatre, Thunder Bay Conservatory, Fort Francies Natatorium Renovation, Geraldton Hydro One Office and many more projects throughout NW Ontario. We are looking forward to another great construction season this year and we are seeing a ton of new construction work being sent out for bidding. We look forward to working on Phase 3 of this development within the very near future.

Stacked Pancake & Breakfast House is a family breakfast and lunch hotspot that focuses on combining quality food with quality service. Our menu consists of home cooked breakfast and lunch dishes combined with specialty pancakes, waffles, and French toast. We strive on using local companies to supply our brand with quality meats, vegetables, and starches. All of this together is why Stacked Pancake & Breakfast House is on its way to becoming a leader in the breakfast industry.

Stag Shop's goal is to maintain an open, fun, and inclusive environment where everyone is encouraged to explore all aspects of their sexuality.

Our products will help you enhance your relationships, make the most of your alone time, and discover everything you've got going on underneath your clothes and between the sheets.

Congratulations, M Builds, on completion of the new building!



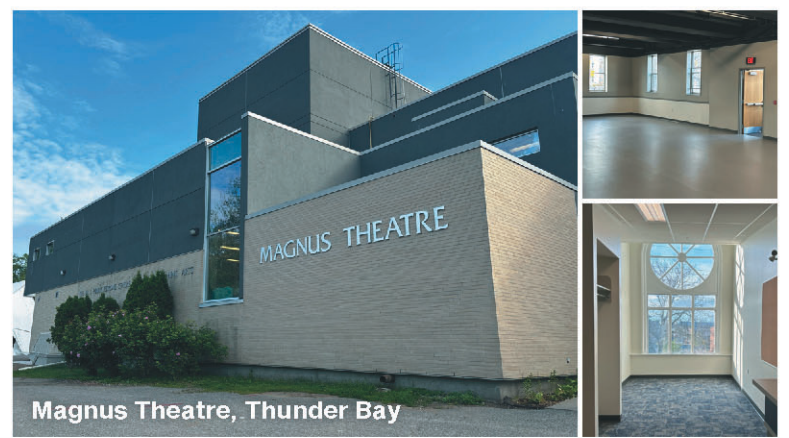
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Sovereign Asset Management owns this development at 905-911 Fort William Road. It is a vertically-integrated property development company focused on delivering quality retail space to our tenants through the use of our in-house expertise in site selection, planning, design, and engineering. We are a privately held company looking to aggressively grow our portfolio through the acquisition and development of raw land and underdeveloped properties. We focus on high-traffic, single-user and multi-tenant retail locations across Canada. Some of our recently completed projects include a 40,000 square foot grocery store in Hamilton Ontario, retail plazas in Barrie and Collingwood Ontario, and single-use buildings in Moncton, New Brunswick and Charlottetown, P.E.I.



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Your Irresistible Offer

Proposals that convert prospects into buyers

As a customer, you've no doubt received scads of sales pitches from companies trying to sell you something; the vast majority of which you ignore, tune-out, or reject outright. When the tables are turned, and you are the one making the proposal, there are three key elements that will make your offer more compelling. These three components make-up what's known as your Unique Selling Proposition or "USP". When I speak at conferences and for sales and service teams, this is one of the simple tips I share for converting prospects into buyers. Whether you're making your proposal in person, through a brochure, or on your website, you'll have more impact by including these three elements...

Translate Features into Benefits
Sales often get bogged down in detail when a product or service is overly-described in terms of features rather than benefits. A feature is a physical characteristic of a product or service. A benefit is what the features does for the user. For example, a feature of an automatic garage door opener is when you push a button, the garage door goes up or down. A benefit is since you no longer have to get out of your car and be exposed to the weather, you save time, possible back injury, and maybe even reduce dry cleaning bills. Translate your features into benefits with these six magic words
In your proposal, be sure to translate your product or service features into benefits. Here's an easy way. Briefly mention the feature, then use these six magic words:

"What that means to you is..."

Then describe the benefit. Translating features into benefits helps potential buyers fully appreciate the value you're providing.

Describe your Difference
Chances are, there are other suppliers of your kinds of products or services so it's important for customers to know what makes you unique. Rather than trying to explain what you do better than your competition, instead describe what makes you different. That takes you to the third element of crafting your unique selling proposition...

Prove it!
Provide facts, statistics, examples, and testimonials that verify your claims. If your evidence is in the form of a client testimonial, be sure to include the client's full name and company. Otherwise, the 'fact' looks like fiction. Obtaining customer endorsements is

easy when you do good work. Simply ask for permission from your happy customers to feature their comments. Most people are flattered and will happily consent.

by doing this sooner rather than later. Perhaps there's a limited supply, or the offer ends at a certain date. You can also outline options for implementing. I don't recommend however, getting too detailed with implementation plans at this phase. Better to do that

tomers' circumstances and challenges is a good place to start. Just make sure that when you get into the substance of your proposal that you add the three elements of the USP. Chances are you'll address a lot of the buyers' unexpressed objections and make them more comfortable doing business with you.



Finish with What's Next

If your proposal is in writing, be clear about the next step. Tell the customer what you want them to do; visit your website, phone you, stop in. If appropriate, also explain what they'll gain

after the customer decides they want to move to the next step.

There are lots of other pieces of information you can include proposal. Certainly, your knowledge of your cus-

Written by Jeff Mowatt (original content – not AI generated)

Jeff Mowatt is a customer service strategist, Hall of Fame speaker, and bestselling author. For more tips, training tools or to inquire about engaging Jeff for your team visit

www.JeffMowatt.com

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2025 DEADLINE / PRINTING / DISTRIBUTION DATES				
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February	January 24	January 27	February 1	Financial/Legal
March	February 24	February 28	March 1	Forestry/Mining
April	March 24	March 28	April 1	Transport
May	April 21	April 25	May 2	Construction
June	May 26	May 30	June 1	Report On Thunder Bay
July	June 23	June 27	July 2	Manufacturing
August	July 21	July 25	Aug 1	Environment
September	August 25	August 29	September 2	Education
October	September 22	September 26	October 1	Aboriginal
November	October 27	October 31	November 2	Health/Remembrance Day
December	November 24	November 28	December 2	Technology/Christmas
January	December 15	December 19	January 4	Fitness

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Teleco Certified as a Microsoft Solutions Partner, Ranking Among the Top 5% of Providers

Leading Managed Technology Services Provider Demonstrates Highest Level of Expertise to Elevate Customer Success

Teleco, a leading managed technology services provider (MTSP), has officially earned the coveted designation of Microsoft Solutions Partner, a certification placing the company in the top 5% of all Microsoft providers worldwide. Over the years, Teleco has grown to popularity by consistently delivering customer experience and focusing on increasing the efficiency of the organizations it supports. One of the key ingredients to their success has been their superior technical expertise, which is clearly demonstrated by this recent achievement. This accolade underscores Teleco's exceptional expertise, experience, and commitment

to helping customers leverage Microsoft technologies to their fullest potential.



Penny Belluz, Director of Operations at Teleco

This prestigious certification is not easily attained. There are various criteria including performance (revenue and usage growth), customer success (deployments and certi-

fications), and skilled certifications (number of certified professionals on staff), in addition to various other factors. However, the most important factor is a proven track record of high customer satisfaction rates. Achieving this certification required Teleco to meet rigorous benchmarks, showcasing advanced knowledge and capabilities in cloud services, data management, and infrastructure solutions. Microsoft awards the designation to providers that demonstrate this significant level of expertise, but also monitors them to ensure they consistently keep up to date with the latest technological developments in order to retain their status.

"Our designation as a Microsoft Solutions Partner reflects years of dedication to providing our customers with the best solutions," said Penny Belluz, Director of

Operations at Teleco. "It means we're not just using Microsoft tools; we're maximizing their potential to help businesses succeed. Whether it's transitioning to the cloud with Microsoft Azure or creating more efficient systems with Office 365, we ensure our customers are getting the best value and the most effective solutions."

As a Solutions Partner, Teleco brings Azure Certified Architecture expertise to its customers, enabling them to adopt cloud technologies with confidence. By leveraging Azure's scalability, reliability, and security, businesses can modernize their IT infrastructure, reduce costs, and position themselves for future growth.

"Cloud technology is no longer a luxury; it's a necessity for businesses that want to stay competitive," Belluz continued. "Our certification gives our customers peace of mind knowing they're working with a partner who truly understands how to make Microsoft's tools work for them."

Businesses considering a move to the cloud or looking to improve their use of Microsoft tools can rely on Teleco for guidance. The company's Microsoft Solutions Partner designation signifies not only expertise but also a proven ability to deliver results that align with customers' strategic goals.

ABOUT TELECO

Teleco is a locally owned Managed Technology Service Provider, committed to delivering innovative and cutting-edge solutions and products in Thunder Bay and Northwestern Ontario since 1985. A lot has changed in 39 years and we are proud of how we have evolved to understand our clients' needs and assist them to implement and maintain technology to benefit their business.

As an outsourced Managed Technical Service Provider, we give businesses a lower cost alternative and a higher level of service. We are here to offer scalable solutions to help simplify and alleviate the IT issues that come with running a business. We strive to make your business our business and help clients with a proactive approach to all their IT spending by creating a reachable technology roadmap that is affordable. Our goal is to help business owners take control of their IT budget instead of being reactive.

Working with you we create a strategic plan for all your technology for immediate improvements and sustainable growth over time.



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January 2025

RENO -LAKE TAHOE AREA OFFERS GREAT SNOWMOBILE OPPORTUNITIES

BY SCOTT A. SUMNER
Great Outdoors

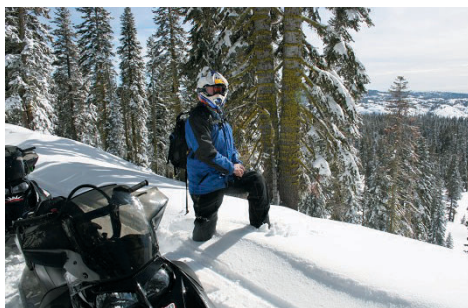
When you think of the Reno- Lake Tahoe Nevada area, I am sure many of you think of casinos, the desert and maybe some great skiing. It was my pleasure to experience something a little less known in the area- snowmobiling! Yes, this area has some spectacular riding opportunities as I was to find out first hand over the next four days.

In the Reno\ and Tahoe area there are about 500,000 people. About 2/3 of Lake Tahoe\ is in California\and 1/3 in Nevada\."We promote the entire state of Nevada world wide. All of the casinos are on the Nevada\ while the California side has nice hotels without gaming. Reno\place has some 20,000 hotel rooms for conventions and the business traveler. Gaming used to be the driving force but this is no longer true. People come here for many reasons in addition to gambling. They definitely come to have fun. In Reno there is fine dining, good shopping, entertainment and new state of the art spas."

My first stop after arriving in Reno was the National Automobile Museum, located in the downtown area a short walk from the Silver Legacy. It features some of the Harrah Collection of automobiles that includes some extremely special cars. It is set up in 4 galleries with streets connecting them and is well worth the visit!

After a good night at the Silver Legacy 1100 room casino resort, it was a less than 1 hour drive through Truckee, California and then on towards Sierraville for my first snowmobiling adventure with Bob Kellog, owner of Eagle Ridge Snowmobiles which has been operating for 15 years. "We take you out on the snow covered forest service roads working under a special permit from them. Our rides are geared to the people on each tour and their abilities. First there is the complete run down of the machine. We build up their skills from there, as we have meadows where you can play and learn. We go to some really scenic spots on our tours," said Bob Kellog. "We are at 6800 feet here and the sweet spot for snow is 7000 feet. The freedom to go out into the national forests and show people our awesome views is what I like the best about our operation. We get a lot of happy people leaving here. Our temperatures are usually high 20's and 30's and we get over 300 clear days per year of sunshine."

Just a short drive down the road from



the Cal Neva was my next snowmobile destination, Zephyr Cove. Here I met Chris Burke, Director of Operations for the Aramark Lake Tahoe snowmobile marina and public transportation depart-



ment. If Aramark seems familiar to you, it is a \$11 billion company that does institutional foods, etc and even operates in my home city at our local university. They will take 20,000 people snowmobiling this season, so think about the role we play in the sport. On their rides you get up to 9000 feet. This is what I experienced and really enjoyed. As an experienced rider this area offered some spectacular snowmobiling at elevation.

After another great day of beautiful riding my next stop would be the

MontBleu Resort some 5 miles away. This impressive casino operation is in the heart of Lake Tahoe adjacent to the Harrah's Lake Tahoe Casino and Harvey Resort Casino.

After a mid day ride it was off to High Sierra ATV Tours for a new experience for me ATV riding with tracks in the snow!

Riding with Jay Read of High Sierra ATV Tours and his friends was a definite highlight of the trip for me!! "This was an extreme tour where we went up over AdamsMountain peak. We started off at 5300 feet elevation and then went up to



7800 feet

My trip to Reno and Lake Tahoe showcased some great snowmobiling in a dynamic setting. This is a place you must visit to experience first hand for yourself!



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