

## Andren's Paint Company

Pete Olson and Maureen Olson have a long family history with Andren's, since they're fourth-generation co-owners. The company was founded in 1896. Nowadays, it has nine employees dedicated to providing premium products and services. "We cater to the professional trades as well as the do-it-yourself homeowner," Olson said. "Most people don't do this every day, so we provide tips and advice for those who want it."

Andren's comprehensive product line includes interior and exterior paints and stains, wood finishes and stains, wall coverings, wiping and finishing stains, spray paints and oils. It also provides window



*A new trend, says co-owner Pete Olson, is VOC-free paints that are also premier quality.*

and screen repair/replacement. Customers may buy painting equipment such as rollers and brushes – and rent paint sprayers and power washers. The certified art framers mount photos, prints, certificates, fabrics and more. "We try to make it a one-stop shop and offer convenience," Olson said. "And parking's right here at the store."

New trends include paints that are virtually odorless and gasless – good news for people sensitive to Volatile Organic Compounds that can affect indoor air quality, especially in hospitals or office buildings. "Natura interior paints came out within this year and it's the greenest can of paint on the market," Olson said. "These days, environmentally friendly products have really evolved and you don't have to sacrifice any paint quality." (218-624-5709 – [www.andrenspaint.com](http://www.andrenspaint.com)) **D**

## Mainstream Fashions for Men

Mainstream opened in 1992 and a merger with Reinhold's Men's Wear in 2002 "really expanded our sport coat and business attire collection," said co-owner Doug Melander. "We've also expanded our sportswear and fine suit collection. And we have the best collection north of Minneapolis."

Mainstream provides personal tailoring and delivery services – a touch of refinement. "When customers arrive, they're sometimes very surprised," Melander said. "They say, 'Wow, I'm being attended to; they're actually measuring my neck.' They get more than they expected, because we believe in service the old-fashioned way, with lots of personal attention. We're doing it the way it should be done and it's paying off."

Mainstream also provides suggestions "for when you need to make a great impact, like an important business meeting or big special occasion," Melander said. "We'll ask, 'Who'll be there?' and 'What's the business culture?' because you shouldn't be in pinstripes if khaki pants and a sport jacket is the right way to go."

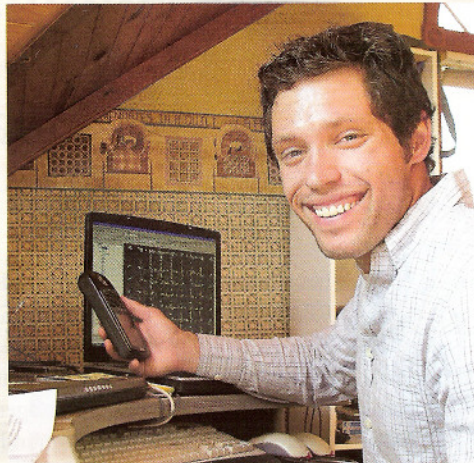
Attentiveness to details results in great customer relationships. "We get to know them and learn what they do," Melander said. "We'll offer a bottle of water, a glass of wine. And sometimes they bring their wives or girlfriends to provide ideas. It's a fun place to work." (218-723-1970 – [www.mainstreamduluth.com](http://www.mainstreamduluth.com)) **D**



*Refined details and personal attention to customers pay off, say co-owners Tom Henderson (left) and Doug Melander.*

## JSA GIServices

CEO Jesse Adams launched the company in 2006 to provide mapping-quality Global Positioning System (GPS), Geographic Information System (GIS) and cartographic solutions. Since then, he and his two employees have done just that – serving clients ranging from universities and large industrial companies to the Environmental Protection Agency, marathon organizers and a convention-visitors bureau.



*GPS and GIS technologies are powerful tools for a wide variety of businesses, says CEO Jesse Adams.*

"GIS can be applied to many different types of businesses," Adams said. "This technology is really a powerful tool." Benefits include greater GIS data collection accuracy; the ability to take enterprise GIS data into the field for updates; GPS integration with cameras; and no need for paper field maps. "With the ability to store GIS information and access it through a server, people can get it from their phone or computer," Adams said. "The efficiency factor is a big reason companies want it."

Among a host of others, services include: parcel and utilities mapping; spatial analysis; business GIS analysis; GIS data collection and management; digitalization; modeling; and enterprise GIS setup and management. JSA GIServices also provides onsite consulting, training support and development, plus virtual, Internet and online animated maps. The firm provides service within a 120-mile radius surrounding Duluth and serves clients beyond that, too. "We started the company because of this region's natural resources and geography," Adams said. "It's a great area to have a business like ours." (218-525-1172 – [www.jsagiservices.com](http://www.jsagiservices.com)) **D**

## JSA GIServices



KING-SCRIBBINS

Andrew King-Scribbins was hired as JSA GIServices' primary geographic information systems specialist. He comes to JSA from Sportsman Connection in Superior, Wis., where he was a GIS/mapping specialist. He graduated from the University of Minnesota Duluth in 2007 with a bachelor of arts degree in geography, with an emphasis on spatial and analytical aspects.

JSA specializes in geographic information systems consulting, geospatial data collection and conversion, and custom static and interactive online maps.