



The Ram and Ewe

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PaSu Farm

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Before it is too late. Part Two of the Pasu Trilogy.

He was real, genuine and so different. We needed a break and by the way he spoke and his demeanor it seemed that this bank manager was a gift from heaven.

Those first four years were by no means easy. I had a truck but still no tractor. I soon learned how to move heavy objects using poles as wheels and rolling the object on top of them and then using smaller poles as levers. By applying an intricate system of levers, rope pulleys, round poles and muscle power I managed fairly well. I was a "shoe in" to be a foreman on the building site of any Egyptian pyramid. I certainly was a source of great amusement to most of my immediate neighbours who shook their heads in disbelief while enjoying the show. If it were not for the encouragement of one exceptional family, Frank and Hilda Marten's I probably would have sold the sheep and got a decent paying job. Imagine, I might have led a normal life!

We desperately needed to change the way we were living and bring some normality to our lives. We had built a substantial pole barn but in those days we lambed out in February and March when it was bitterly cold and the claiming pens were in the back part of our Quonset. Having the sheep at such close proximity was a little unnerving and definitely way out in left field as far as the neighbours were concerned.

We were about to throw the towel in when the Getty Government announced its financial stimulus package which would guaranty loans made to small business's if they could prove they were financially viable. A good friend introduced me to the right government official and we had lunch in Edmonton where I proceeded to convince this VIP that a working sheep

farm with a boutique selling sheep related products and offering light meals was a good investment. I will say this for the official; he listened politely. He gave Don, my friend who had orchestrated this meeting, a long hard look and then he turned to me and started to speak, stopped himself in mid-sentence, gave me strange stare and said something I will never forget, "If you do not try something, no matter how farfetched, you will never know if it works. It takes courage to work and think out of the box and with determination you can achieve your dreams .I will recommend you for the amount you requested."

Now you would think, the bank having the funds backed one hundred percent by the government, would have no hesitation in setting up the necessary loan. Oh no! To begin with, this was beef country and shepherds were queer folk who did unspeakable things to sheep. How did they arrive at such a conclusion unless of course cowboys had a dark side to their machismo facade? Secondly, who had ever heard of a shop and restaurant enticing people to visit them in the country? What were we smoking? And finally we were not really Albertans or for that matter, Canadians. We spoke funny and did things contrary to the local customs. No, the bank had to be realistic and responsible with the funds they lent out otherwise all sorts of crazy people would be asking for absurd loans.

I asked for an interview with the chief loans officer in Calgary. In that room there was my bank manager, the chief loans officer who later became a good friend, another important looking person and somebody who I assumed was a secretary. They all sat at one end of the table. All that was lacking were white wigs and red judicial robes. The opening statement was

something to the effect that they would politely listen to what I had to say but there was very little probability that they would change their mind. In other words why was I being stupid in wasting their precious time?

This was to be the command performance of my life. I spoke with a passion and an enthusiasm that would have made Richard Burton's, Mark Antony's oration at the death of Julius Caesar pale in comparison. In Europe it was a common practice for people visit the country, have meals and poke around little shops. Why, it was even common in South Africa which was way less developed then Canada. Surely a trend like this would benefit this Province? I repeated what the Government official in Edmonton had said about trying something to see if it would work. The presentation lasted about thirty minutes in which I stopped only to answer questions.

With a great deal of reluctance they settled for half the amount which would be sufficient to build a real barn to house the sheep, turn the Quonset into a boutique and, halleluia, get a tractor with a front end loader. However, no money for operating capital. Disappointing as that was, I entertained the philosophy that a bird in the hand was worth two in the bush and that the necessary funds would follow.

The projects were completed. The new boutique was finished with pine and as you walked in the front door you looked directly at large, floor to ceiling, windows overlooking the mountains. The only problem was the lack of funds to buy merchandise. I moved our dining room table and chairs into the center of the building and invited the bank manager and the senior loans officer to lunch. It was a good lunch but a little strange. There was this beautiful table with four elegant place settings and four chairs and nothing else in a space that was a little over two thousand five hundred square feet.

Lunch went very well. Sue, the two bank personnel and I sat down to a civilized meal and commented on how great it all looked and the fact that everything was completed in record time. At the end of the meal the obvious question was at last asked by Clancy the loans officer. "Where is your merchandise?" To which Sue re-

VALENTINES EROTIC GOURMET EVENING

(ADULTS ONLY)

Once again by popular request we are having our special Valentine's Dinner menu where the food is brazenly arranged and selected for it's aphrodisiacal properties. If you are sensitive to amorous issues this is not for you.

Reservations absolutely essential and this is a non-refundable ticketed evening.

Warm Intimate Atmosphere

8 Gourmet Courses

Flowers on the Tables

Lamb or Beef as Entrée

Selection must be made at least two days prior to event

Plate Service

Soft Sexy Music

Arrive between 6pm and 6.30pm

Dinner starts at 7pm prompt

Friday 14th and Saturday 15th. February

Price \$180 per couple \$100 per single person

(Service include, GST extra)

CELTIC NIGHT

Saturday 22nd March

Help us celebrate the end of winter the Celtic way with feasting and music. A smorgasbord feast of Celtic delights plus entertainment and maybe a bonfire and small firework display. \$45 per person, Service and GST not included.



plied, with her charm turned on to high, that we had done pretty well with the loan we had received but there was nothing left to get the ball rolling. The problem was fixed. Now we had to prove that we could attract people to the farm.

This proved to be one of the greatest challenges we were to face. Sue and I had been selling at farmers markets, Spruce Meadows, Calgary Exhibition and Stampede, Edmonton Klondike Days and every little town exhibition within one hundred and fifty Kilometers. We even did the Pacific National exhibition in Vancouver, the Royal Winter Fair in Toronto and the Montreal home exhibition to name just some of the places we went to sell our products. Now we had to use those venues not only for revenue but to make the public aware of our new facilities.

One of the corniest movies I have ever seen is, "If you build it they will come." with Kevin Costner. It is one of those way-out moralistic type movies with an improbable plot held together by a weepy-eyed actor who builds a baseball field on prime farm land to attract dead baseball stars to play for their still living fans. Not a stellar plot and certainly not a story I would want to be connected to. But gradually they did come. At first we attracted senior groups in buses who thought it a novel idea to discover a sheep farm and soon we were getting school tours.

I would prepare the soup and sandwiches and Sue would do the lunch talk. The kitchen we used was very small with minimal facilities. We did the very basics in meals like soup, sandwiches, scones, tea and coffee and gradually we became known and started employing staff and running out of space. The front part of the Quonset was still being used as our apartment while the part that had been used as the lambing barn was used to both sell merchandise and seat customers at tables for taking light lunches, tea and coffee.

In 1989 we had a shop in the new Bankers Hall downtown Calgary and cash was an increasingly scarce commodity. Our revolving loan had started to

Restaurant News

PaSu Buffet

WHERE FRIENDS AND FAMILY MEET
FOR A SCRUMPTIOUS FEAST

Roast lamb, Beef and Chicken served
with hot vegetables and truffle gravy

4 fresh salads

Soup and our own Artisan Bread

Assorted pickles and Cheeses

Gourmet Pate

Four original homemade Desserts

Price is 32.50 +GST per person

Children under 10 half-price. Two and
under free

Seafood Evening

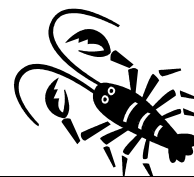
Sat, 19th April at 6.45pm



A gourmet 7 course meal including fresh Oysters, Lobsters, Prawns and other succulent sea-food delights. Our Seafood is flown in fresh from Granville Island, therefore this will be a ticketed event. RESERVATIONS ESSENTIAL.

\$90 per head + GST

Includes service on the
meal.



creep up. Our cooperative bank manager had disappeared to be replaced by a nervous young manager who looked as if he was going to have a heart attack every time we had an interview to discuss loans. I learned something very interesting about the philosophy of our bank. They deemed it necessary to change bank managers as often as possible thereby insuring that they never got to know their customers too intimately, resulting in the foolish concept of loans based on character rather than draconian fiscal formulas concocted by a bunch MBA's who had no idea of the real business world.

Thank you Don Getty for introducing the Rural Economic Action Stimulus Plan which gave grants to improve tourism in the rural areas. This time I did not need any help as PaSu was qualified in every way to meet their criteria. All that was required was to prepare a sound business plan proving future potential and viability. Having done business economics at university I was qualified to do an impressive BBB plan using all the jargon so much loved by MBA's. By the way, BBB stands for bullshit baffles brains. It worked. We were granted the necessary funds to build the beautiful restaurant that so many friends and customers now enjoy. To follow. The last part of the trilogy. "Learning the restaurant business." If only I had had a crystal ball.



Restaurant News

During the week

We are open Tuesdays to Saturdays for lunch and afternoon tea. The full from 12 to 2. From 2 to 3 light lunches from 3 to 4 tea and desserts. Reservations recommended.

On Sunday

We will serve our Famous Carvery Buffet. If there are less than 15 reservations it will be plate service Seating from 12 to 1. Sunday afternoon from 2.30 to 3.45 we serve tea, coffee, alcoholic libations and dessert.

Please remember the following dates

20th April is Easter

11th May is Mothers day

15th June is Fathers day

Remember to reserve ahead

South African Barbeques

Our South African Barbeques have become very popular and some Saturdays have already been booked for private functions. Reservations are essential. Arrive at 6pm, enjoy our appetizers and a refreshing drink on the patio whilst enjoying a spectacular view of the Rocky Mountains. The fare consists of Sirloin steak, lamb ribs, Tandoori chicken and Boerewors (a special S. African sausage), sometimes a shell fish or seafood dish and accompanied by salads, various hot dishes, freshly baked bread and traditional S. African desserts. Menu subject to change. Starts 31st May. \$45 per person

SWEETHEART SALE

With the exception of consignment merchandise or items marked on sale

**BUY ONE AND GET THE SECOND ITEM OF
EQUAL OR LESSER VALUE AT HALF PRICE**

Starts 25th Jan. and ends 28th Feb.

Sale terms apply to all items except consignment and merchandise already marked down.

SHEEP MANURE

Price is \$5 per bag or 6 bags for \$25.

Please phone first and place your order.