

# Building on *Family Fun*

Hot Shots has the right stuff for the novice or serious gamer alike

As the old saying goes — the family that plays together, stays together. Families doing things together is a growing trend that Hot Shots in Mississauga has seen coming for some time and began to fill a catalogue and showroom with a full line of games and accessories to enhance that family fun.

“Parents are trying to reconnect with their kids — to find common interests and renew those family ties. The traditional family is making a huge comeback,” says Scott Breard, founder and owner of Hot Shots.

The evidence is a boom of home theatres, multi-purpose rooms and games rooms. Home owners are creating areas to gather with friends or for the entire family to use — and to grow closer together.

Hot Shots is riding this boom with games and accessories that provide additional family interaction — billiard tables, foosball, ping pong, dart boards and a host of card and games.

From humble beginnings as a dart store in 1999, Hot Shots has grown into an online order giant with clients around the world and

a 2,000-square-foot showroom on Ridgeway Drive in Mississauga.

“We have filled our showroom with products that will enhance your game room such as statues, vintage prints, jukeboxes, poker tables and many other unique products. The selections of items we carry are the best quality and we stand behind each and every product,” Scott says.

The strength of Hot Shots is not only the quality and range of its products, but the knowledge and expertise of the owners — Scott and his wife Kelly. Scott has been playing darts since he was 5. By 14 he was a provincial junior champion. And while finishing high school, he worked at Canada’s largest pool hall establishment — Hot Shots, the namesake of his store now. Kelly, who Scott met at Hot Shots, was one of the top players in the provincial women’s pool circuit.

“At university I was studying hotel administration and was going for a business degree, but working at that pool hall — for people who had been in the business for

it just happened that a small dart store he used to frequent was closing its doors. The closure was the opening Scott needed to launch his newly minted business plan, using the hot, catchy name that once belonged to the defunct pool hall. And the rest, as they say, is history.

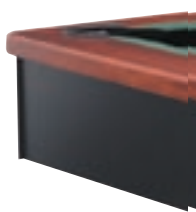
Hot Shots opened as a dart store, but soon carried billiard tables to service a huge and growing pastime. Today the store specializes in “The Best In Billiards” with a pool table by Olhausen, an American-made table that is the strongest tested table on the market and featured in many television shows including MTV’s *The Real World Las Vegas* and *Pool Hall Junkies*, as well as the *World Pool Championships*.

With their wealth of knowledge of and passion for billiards and darts, Scott and Kelly have built the company on a strong foundation to best serve customers with top quality products and services.

“We are fortunate to carry products that bring excitement,” Scott says, adding, “We really started to realize this as families would come back to purchase gifts for Christmas or birthdays after buying a pool table from us.”

“Usually Mom and Dad would go to great lengths and tell us how having a pool table has changed the entire family dynamics. Instead of Dad watching the hockey game and the kids surfing the Internet, families are now getting together after dinner and having a few games of pool,” Scott explains.

“Fathers especially have been proud to





have something in common with their teenage kids and many have said they now have better communication with their kids than ever before. It is really endearing to see parents and their children in the store selecting items to complement their pool table. You can see the excitement that owning a pool table brings.”

After all, Scott says, kids grow up too quickly, and so time spent together creates memories that will last a lifetime.


And not just the memories, but many of the products Scott and Kelly carry will last a lifetime. For example, the Olhausen pool table is the strongest tested table in the world and regardless of whether you are spending \$2,000 or \$24,000, these tables will last for generations. The key is quality control — no exposure to drastic changes in temperatures and humidity that can affect offshore tables. And the Tennessee-based Olhausen company has been in the business of making pool tables for more than 35 years.

“Pool tables are a furniture piece similar to a dining set that is passed on down to sons and daughters. With the number of baby boomers downsizing right now, we find we are moving more and more pool tables from parents’ homes to their childrens’ homes,”

Scott says. “Selling Olhausen tables allows us to provide the quality required to withstand decades of use and to be dismantled and moved from home to home without sacrificing the structure of the table.”

In addition to exceptional pool tables, Hot Shots has also sourced top quality table tennis products with Kettler from Germany, foosball tables with FABI in Italy, dart supplies from Unicorn in England, as well as lighting, game room décor, bubble hockey and poker supplies from the most recognized brands in their industry.

Serving the GTA, but shipping products to faraway places like Saudi Arabia and Bermuda, Hot Shots has the knowledgeable staff and expert installers to satisfy any needs. And if you need it, Hot Shots has likely got it with more than 2,000 items available online at [www.HotShotsGames.com](http://www.HotShotsGames.com).

At Hot Shots they live by their slogan — Games The Entire Family Will Enjoy! 

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