



TOWN OF HARBOUR GRACE
BUSINESS OF THE WEEK

HARVEY STREET ULTRAMAR & ON THE RUN CONVENIENCE STORE



BUSINESS PROFILE

Harvey Street Ultramar is the newest On the Run convenience store in Newfoundland, which officially opened on Saturday, May 5, 2025. Drop by the refreshed shop at 76-80 Harvey Street to see the renovations and take advantage of exclusive customer promotions, including \$0.03 off gas every Friday at this location.

Owner-operators Terry and Kathy Andrews moved back to Conception Bay North in 2019, and last March marks their sixth year operating the Ultramar in Harbour Grace.



GET IN TOUCH

If you're interested in contacting Harvey Street Ultramar, you can reach the shop via the contact information below:

Email: arvs2019@gmail.com

Phone: (709) 596-1660

Search "Andrews Retail Ventures" on Facebook to follow updates and any shop promotions!



QUESTION & ANSWER



HOW'D YOU GET HERE?

My husband and I both have backgrounds in business: Terry has an Economics degree, and I have a Bachelor of Commerce (both from Memorial University). Though we both ended up pursuing careers in education, we always thought we might open a business someday. We had **ambitions to move back to Conception Bay North** in our retirement—Terry is from Spaniard's Bay, and I'm originally from Harbour Grace. One day, Terry was browsing the internet and saw an ad to take over the Ultramar on Harvey Street. The next thing we know, we're packing our stuff in Gander and making our way back home. There's been a learning curve, but we're **very pleased to have made this decision**.



TELL US A BIT ABOUT YOURSELF

I'm **Kathy Andrews**, and I'm one of the owner-operators of Harvey Street Ultramar, alongside my husband and son, Terry, who manages the day-to-day operations at the shop.



TELL US ABOUT ON THE RUN

On the Run is a **convenience store brand** promoted by Parkland Corporations, the Calgary-based company that operate Ultramars in Atlantic Canada. The rollout of the brand was taking place when we took over Harvey Street Ultramar in 2019. There are currently a handful of On the Run Convenience Stores in Newfoundland, in St. John's (Hebron Rd & Blackmarsh Rd), Corner Brook, Grand Falls-Windsor, and Marystown. Our location is the sixth in the province. We currently underwent a week's long renovation to make the switch, which included a new refresh of the store, and we held an opening on Saturday, May 3. The crew who did the renovation have worked on 100 Ultramar stores east of Ontario.

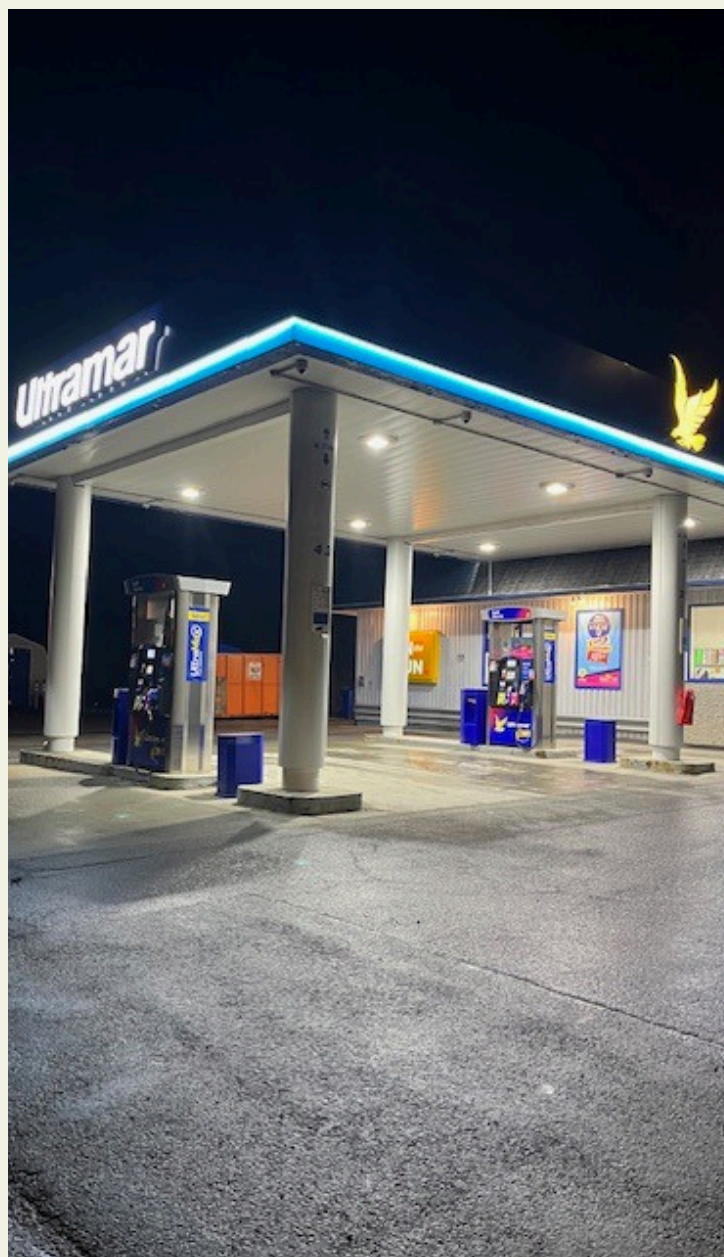


HOW'S BUSINESS?

Great! We have a **very loyal customer base**—lots of walkers, lots of people from around the town and neighbourhood. Obviously, we picked up further business when the nearby Canadian Tire Gas+ closed. I think that closure made people the community support us even more—people didn't want to see another business close, and we've managed to meet the demand pretty well. We also saw a big uptick in business during the pandemic. Oftentimes convenience and grocery stores were the only places people felt safe to visit.

In terms of sales, we **price match**, and gas is \$0.03 cheaper on Fridays. We always try to promote the store and **Ultramar deals on social media**, and we encourage our customers to follow us there.

Also, I want to credit our friendly, efficient staff, who are second to none. Chantelle Curnew has been with us from the beginning. For the first year, in our house every second sentence began with, "Chantelle said..."



WANT YOUR BUSINESS FEATURED?

If you want to be featured as our 'Business of the Week', contact Matthew at (709) 596-3631 ext. 4, or email m.mccarthy@townofharbourgrace.ca



BUSINESS OF THE WEEK ARCHIVE

Read the full 'Business of the Week' archive on our website:
www.townofharbourgrace.ca/business/business-of-the-week

Harvey Street Ultramar



Andrews Retail Ventures Inc.

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