

PALMER PLUMBING

A NEW GENERATION OF SKILLED TRADE WORKERS EMERGING IN THE PONTIAC

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Growing up on a farm in Charteris, I was always troubleshooting and working hands-on. I always knew I wanted a career where I worked with my hands. **The opportunity presented itself and I decided to take the leap to start my apprenticeship to become a plumber.**

I was working with a plumbing company in Ottawa for nearly 10 years. I started getting a few requests for work around the Pontiac. The thought crossed my mind that there isn't one fully licensed and legal plumber who focuses his work in the Pontiac. Growing up in the Pontiac, I knew this is where my heart is and I would love to be working with friendly faces around home every day instead of doing the long commute to the city. My wife Kayla and I then started the process of finding out what was required of us to start our own company and how I could become fully licensed in Quebec, all while still working my full time job in Ottawa. A few months after getting licensed, I knew I wanted to focus all of my time on our company to help it grow.

Our biggest struggle so far, was starting our company completely from scratch. We originally had no idea where to even begin to get licensed, no client contacts at start-up, and we had to get word out that there was finally a plumber in the Pontiac. We did the research and I started the process of passing the required exams in Montreal to get licensed. We worked closely with the SADC Pontiac on advertising and suggestions on helping us get the word out to contractors and potential clients. We are now getting clients from every different side of the Pontiac and seeing our company grow month by month.

We knew what the end goal for our company was, we just didn't know how to get there. We contacted the SADC Pontiac hoping to receive a bit of guidance on how to achieve our end goal of having a successful company. They knew exactly what we had to do, where to start and have been nothing but encouraging to us.

// THERE TO HELP FROM THE BEGINNING

The SADC Pontiac has been with us every step of the way. From the beginning when helping us create a business plan, to when we requested financing to purchase tools, to giving us suggestions and tips on the most effective way to advertise, even receiving random phone calls and e-mails to check in on us to see if we needed help with anything.

I cannot say enough about this organization. Being a young entrepreneur starting out on your own is definitely an intimidating task, and the SADC Pontiac helped make our dream of owning our own company a reality by going above and beyond.

**- Tim Palmer
Palmer Plumbing**