

This western PEI manufacturing company is growing

by Patricia Roy

Manufacturing

Troutr River Industries in Coleman manufactures uniquely designed live bottom trailers. They are called 'live' because of the conveyor belt in the bottom of the trailers. The conveyor belt lets an operator unload products safer and faster.

Manufacturing Manager **Paul Gaudet** says you can transport pretty well anything in these trailers including fertilizer, agricultural products, asphalt, or other road construction material. Owner **Harvey Stewart** built the first trailer in 1999 and constructed the manufacturing plant in 2001.

The company has staff in the following positions:

- machining
- welding
- mechanics
- management
- parts & service
- shipping and receiving
- research and development
- office administration
- inventory control
- quality control
- sales
- purchasing
- sandblasting/painting
- engineering

Paul adds that once the trailers have been manufactured, there is still a lot of finishing work that is done here, including **assembly, wiring, plumbing, welding and hydraulics.**

"At Trout River Industries, 39 people work full-time," says **Crystal Matheson**, Human Resources Manager. "Although we have very little turnover in personnel, a few people did leave for western Canada. It works the other way too, though. Quite a few of those coming home from out west are applying for work here."

Training needed

"We train on site, so we do not necessarily look for experience or previous training



Manufacturing manager Paul Gaudet and Human Resources Manager Crystal Matheson hold up a replica of a Trout River Industries live bottom trailer. The plant is about 60 kilometres west of Summerside.

when hiring people to work in the shop," says Crystal. "However, we do look for people who have a good attitude and a willingness to learn. We encourage our employees to pursue life-long learning while employed at Trout River Industries. Currently there are more than a dozen people here working toward their **Red Seal certification.**"

Difficult positions to fill

"The most difficult positions to fill in the shop are sandblasting and painting," says Crystal. "This is mostly because of working with harsh chemicals, wearing a protective suit, and the varying temperatures while doing this type of work."

Company goals

"Our next goal is to break into the American market with our latest design for the US," says Crystal. "We expect our staff will double in the next three to five years."

But no matter how big the company gets, we are committed to treating people like people. We want to foster the values of openness, honesty, fairness, trust and responsibility."

The company looks for people who show:

- A great sense of pride in accomplishment
- The ability to work well with others in a team environment
- A keen desire to learn
- An interest in expressing thoughts and ideas.

How to apply

Crystal says they usually do not need to advertise for workers. "Many people come through our doors to apply for work. I sit down with them and do a preliminary interview asking them all the appropriate questions. We usually keep applications on file for about a year."



For more information, contact **Crystal Matheson** at 859-1200 or visit www.troutriverindustries.ca