

# A trade show is a great way to discover job opportunities

by Patricia Roy

Small Business

The 16th annual **Showcase 2009** was held in April in Summerside. The trade show was organized by the **Greater Summerside Chamber of Commerce**. Chamber Executive Director **John MacDonald** says about 120 exhibitors displayed their products and close to 6,800 people visited the show.

Visiting a trade show is a great way to get an idea of what businesses exist in your area, and it's an opportunity for job seekers to make contacts and ask employers about their hiring needs.

**Below are three participating businesses who may soon increase their workforce:**

## Prestige Kitchens Ltd.



**Jerry Parnham** is the owner and president of **Prestige Kitchens Ltd.**

**Prestige Kitchens Ltd.** in Summerside has been in business since 1972. They have 21 employees who work in the fabrication plant and the administration office.

"We manufacture all kinds of cabinets, not only for the kitchen," says Jerry. "We train our employees on the job. The technicians, who operate the computer programs to design the kitchen cabinet components, need college training in AutoCad or 20/20 Design software. Other workers operate sanders and sprayers to finish the custom cabinets."

Jerry says a couple of students working on their business certification will be working in the office over the summer. "With the addition of three new dealers, our sales will lead to more people being hired in the manufacturing plant over the next few months."

For more information, call 436-5236 or visit [www.prestigekitchens.com](http://www.prestigekitchens.com)

## Eco-friendly companies

**Brenda Delaney** of Bayside is an award-winning Certified Interior Designer and owner of **Go Green Office Furniture & Design** as well as **Down to Earth Decorating**. These eco-friendly companies have been in operation for a year.

Go Green offers quality pre-owned and refurbished products. Down to Earth Decorating offers a common sense approach to decorating by encouraging clients to rework and renew existing "stuff" and "spaces" whenever possible.

"Both companies are basically a one-person operation at the moment, with a very strong possibility of expanding," says Brenda. "I have local resources when the need arises for refinishing, upholstering, sewing (slipcovers, etc.) and deliveries."

With a strong administrative background and a two-year Business Sales and Marketing degree, Brenda couldn't find employment on the Island other than contract positions. She decided to become self employed. An appointment was made at **Community Business Development Corporation (CBDC)** in Summerside, and the rest is history. She has nothing but great things to say about the entire staff at CBDC Summerside.

"I encourage anyone 'from here' or 'from away' who can't find employment to think about self employment," says Brenda.

For more information, contact **Brenda** at 432-4616 or 854-3250 or e-mail [gogreenoffice1@gmail.com](mailto:gogreenoffice1@gmail.com).



**Brenda Delaney** with some of the refurbished office furniture pieces.

## Sleeping Creations

**Darrell Arsenault** of Mont-Carmel recently started a home-based business called **Sleeping Creations**. He makes custom theme beds for children. He started his business when he couldn't find a fun bed for his young son, and he decided to make it himself.

"Right now I am working by myself out of my home, but if I receive enough orders, I will be looking to hire a helper or two in the near future," says Darrell.

Darrell says the beds are made to the size and specifications his customers want. "People can send me a photo, and I will have it enlarged, printed and laminated to create a one-of-a-kind bed frame."

For more information, call Darrell at 854-3466 or visit [www.sleepingcreations.com](http://www.sleepingcreations.com)



**Darrell Arsenault** is the owner of **Sleeping Creations**.