

# Home renovation companies are expanding and hiring

by Heidi Riley

The PEI Provincial Home Show, held in Charlottetown in April, attracted over 100 exhibitors. Island companies specializing in home renovation and construction were on hand to promote their products and services to the public. It was also a good opportunity for job seekers to learn about some of the many businesses on PEI and talk to owners and managers about employment opportunities.

**Below are three growing Island businesses that are hiring for the coming season:**

## Alweather Windows and Doors Limited



**Brian MacPhee, President**

**A**lweather sells and installs windows, doors, and siding. The company was started in Nova Scotia 38 years ago. Since then, it has expanded to seven locations in Atlantic Canada, including one established a year ago in Charlottetown.

The PEI location has four employees, including the manager/sales person, another sales person, and two trades people with finish carpentry skills.

“It’s difficult to find people with the right skills,” says Brian. “We look for staff with good people skills and mechanical aptitude. We can train someone to do the work, but we can’t train people skills.”

“As we grow, we will be looking for more **installers** with finish carpentry skills. Our next hiring will be for an in-store **sales/delivery/service person**, plus two more installers. Our typical employee is about 40 years old with some self employment experience.”

For more information, call 894-4801. Visit [www.awwd.ca](http://www.awwd.ca)



## Right Nowe Concrete Waterproofing Services



**Allen Stoolmiller, Business Partner (left), and Roger Nowe, Founder and Director**

**R**oger is a Certified Concrete Foundation Technician. He has been in the concrete and masonry repair business for more than 20 years. His technique of epoxy-resin crack injection yields strong waterproof masonry repairs that can usually be warranted for the life of the structure.

Allen has a PhD in Biochemistry and worked in research and science administration in the US. He moved to PEI in 2001 following his retirement from the National Institutes of Health. In 2002 Allen started a research consulting business.

The two joined forces in 2004 to start a new company using Allen’s business expertise and Roger’s skills for inspecting and repairing foundations. He uses a variety of waterproofing techniques, including installation of drainage systems, sump pumps and window wells, and decorative resurfacing of concrete and other surfaces, as well as tub to shower conversions.

“We have two staff on year-round, and we plan to hire one or two part-time workers during the warmer months,” says Roger. “This is a trade that takes some time to learn. The right candidate should have a variety of construction skills, be honest, reliable, and have no criminal record.”

Allen handles the bookkeeping and business communications. Roger’s wife **Michelle Livingstone** has helped with the physical labour on occasion and is learning to do the bookkeeping.

For more information, call 676-3336 or e-mail [rightnoweconcrete@pei.aibn.com](mailto:rightnoweconcrete@pei.aibn.com)



## Eco Home Solutions



**Paul D. Brown, President/Owner**

**P**aul D. Brown is a third generation Red Seal certified licensed automobile mechanic. For years, he owned and operated a large auto repair shop with 11 staff. He has always been interested in how things work and how they can be improved and perfected. One hot day a few years ago, he noticed that his hot water boiler/furnace switched on frequently during the day to maintain a steady temperature, even when no hot water was being used or heat needed for his house.

“We were burning a gallon of oil per day just to maintain heat in the boiler/furnace, and I thought there must be a way to reduce that,” says Paul. He wondered if insulating the boiler would reduce heat loss and oil consumption. He researched materials and developed a few prototypes. He patented the process and trademarked the names **Eco Home Solutions™**, **The Boiler Jacket™**, and the caricature of **The Boiler Jacket Boy™**.

Then he asked the National Research Council to test his invention. The NRC found that The Boiler Jacket™ reduced heat loss and the oil used to maintain the heat in the boiler/furnace by over 56 percent. He also found that heating oil consumption can be reduced by up to 700 litres per year. He went to market with his invention, and now the Boiler Jacket™ is sold by Co-op Energy companies in the Maritimes and in 160 Home Hardware locations in Atlantic Canada.

In addition to private homes, the Boiler Jacket™ has been customized to be installed in commercial and industrial buildings.

Four people work for the company. Paul has just hired another sales person and is looking for more sales representatives for the Atlantic provinces. “I am looking for someone with direct sales experience,” says Paul. “The person would work on commission and could make between \$500 and \$1,000 per week doing door-to-door sales and meeting with contractors.”

For more information, call 370-3331 or visit [www.ecohomesolutions.ca](http://www.ecohomesolutions.ca)

