

Quinte Business Achievement Award 2025

I got the opportunity to stand in front of a few hundred people last Friday to accepted an award on for manufacturer of the year. As a technical geek and tradeperson, public speaking isn't my strong suit. I went off the cuff, but feel that there was a lot left to be said.

So many people I forgot to thank. So many stories of failure, trial, and success that I wanted to share but didn't have the verbal articulation to express the emotional roller coaster of owning a business.

Fellow award winners had great speech's that resonated with me, and one of the best speech's of the night by Person of the year hit the nail on the head – "it feels like 99% failure and 1% success while running a business." But here we are, making things work for that one 1% – a satisfaction that is so exhilarating and so rewarding that justifies getting your ass kicked for the other 99% of the time. Being an entrepreneur means that you are a serial problem solver. When you deal with problems all day, failure is inevitable. It's no doubt that the award winners share a common theme of *failing their way to success*.

Having a fear of public speaking, I pulled together enough bravery to thank the core group of individuals that made it happen for Donmac Precision Machining. The founders of the business that have, (consciously or not) showed me the grit it takes to be successful. The vision and hard work it took to get Donmac here set the foundation for who we are today. Whether we wanted the lessons or didn't want the lessons my parents, Glenn and Joan installed their values and work ethic into their children.

As with any small business, we are nothing without our dedicated staff. They are truly our family away from home. We work well together, and we celebrate each others milestones and accomplishments. True dedication and "do what it takes" mentality is led by long time employee / now business partner Jamie Smith. She is truly dedicated to Donmac's solution providing approach and leads our team as an equal. Jamie and I have hand packed our skilled staff because they have the ability to find the way when our competition cannot. These individuals truly think outside the box - which can be tricky, considering most of what we make requires magnification to inspect it. Our staff is our greatest asset and knowing what needs to be done before management does earns us accomplishments like this.

Another common theme from all other winners on Friday night was the gratitude they had towards their partner. It takes just as much positivity and a lot more patience to be married to someone who never stops thinking about work problems. My mom showed me how it was possible, and my wife, Morgan astonishes me every day how she handles me and our two wild boys.

Being manufacturer of the year was not on our radar, we were not prepared to stand on stage and accept the award, but we are gracious that the Quinte region supports what we do and has our back the moment we reach out. We are not involved with local customers, our global reach sometimes pulls us away from being more involved with our local community and yet our local organizations (many of them Event sponsors like Quinte manufacturing association) continue to assist us at without asking anything in return. On Friday night I had the chance to speak in front of some VIP's, we have had the plant visits from the Mayor and now we have been awarded Manufacturer of the year – all for just doing our daily duties the only way we know how.

Quality first and above all else.

Delivering solutions on time to keep our customers production lines running.

And as always, **continuously improving** every job we take on.



In closing, If I was a public speaker like many of the other award winners on Friday night, that is the speech I would have liked to say. However, I'm a tradesperson and my skills are working with my hands and collaborating technical solutions with likeminded individuals. I get up in the morning and I solve problems. I graduated high school only because I could get out in the workforce for an electrical Co-Op. After I was a licenced electrician, I moved into overhauling power generators and now I am honoured to spend my days working with incredible smart people making raw materials into precise & mission critical components used in human surgery, aircraft controls or even on the battlefield.

Being a business owner is not about business. It's about knowing your employees are smarter than you and considering their input. Its understanding that trust is built by continuous actions towards your customers. Its knowing that being respectful to those above, below, and around you IS the number one rule for business success. Life is a mirror, smile.





Manufacturing Business of the Year
Donmac Precision Machining Inc.
2025









