

SUCCESS STORY: WELDPROS

Experienced Welder Opens Inspection Business



REPORT DATE

- October, 2019

INDUSTRY

- Welding Inspection and Consulting Services

CONSULTING

- Financial projections
- Business plan
- Capability statement
- Government contract opportunities

RESULTS

- 2018 WeldPros launched

CONSULTANTS: TONY SCHULTZ, TAM DAM,
TAYLOR LAW
DOUGLAS COUNTY
STATE SENATE DISTRICT 10
CONGRESSIONAL DISTRICT 2

Advice in how to start a small business has been the spark needed for Jeffrey Tyler and WeldPros, LLC, a welding inspection and related services business he has opened in Omaha.

Tyler earned his associates degree in welding technology from Southeast Community College in 2007 and worked as a welder until receiving his Certified Welding Inspector certificate with the American Welding Society about four years ago. He also holds ASNT Central Certification Program (ACCP) Level II certifications in magnetic particle and liquid penetrant inspection methods from the American Society for Nondestructive Testing.

Tyler's experience as a welder ranges from lean manufacturing production shops, wind energy, sub-sea construction and commercial diving to ironworking and structural welding.

He spent several years writing procedures that would be the basis of his independent inspection business. He says a close friend who opened a metal recycling company recommended the Nebraska Business Development Center (NBDC) as a resource for small startups.

Tony Schultz, Omaha Center Director, America's SBDC-Nebraska, based at the NBDC in Omaha, says Tyler came to the office to ask questions about opening a welding inspection and consulting operation.

"Jeff and Tam Dam, a management consultant for NBDC, worked together to create a solid business plan," Schultz says. "Tam and Jeff also worked on financial projections for the potential company." Under the consultants' guidance, Tyler assembled the information and paperwork he needed for the new business. He made WeldPros his full-time job in November 2018.

In addition to visual weld inspections, WeldPros also offers magnetic particle inspections, liquid penetrant inspections, welding program development, code compliance and qualification testing. Tyler says he has helped inspect and maintain the quality of military combat vehicles in Cincinnati, Ohio and ensure vendor code compliance on subway cars in Washington, D.C.

Most recently, Tyler has been working with consultant Taylor Law of NBDC's Procurement Technical Assistance Center (PTAC) to seek out government contracting opportunities.

"Taylor has directed me to a wide range of Small Business Administration and government contracting websites and has helped me work on a capability statement," he says.

Tyler says he appreciates the follow-up calls he receives from NBDC consultants, including a heads-up about a Meet the Buyers Conference hosted at Chadron State College.

"I can't speak highly enough about how much the advice I have received has helped me with my business," he says. "The people I have worked with at NBDC are exceptionally knowledgeable and friendly, and the services are free. That's a big plus when you're just starting out."