

# NATIONAL TRADESMEN DAY



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**VP SALES & SERVICE EASTERN REGION**

**Q: What are some of the biggest advancements that have taken place in our industry over the course of your career? This could be in the industry as a whole, in your geographic region and/or here at Danforth.**

*A: To me the biggest advancements are in the technology. The way we take off jobs, CAD and BIM capabilities, Virtual design, machinery used for prefab, Trimble for laying out hangers.*

**Q: What changes/advancements do you think are next on the horizon?**

*A: I believe modularization will grow and expand because of the pending labor shortage.*

**Q: What are the challenges facing our industry in the near term?**

*A: Lack of labor is going to be a big issue in the near future.*

**Q: How are we - as an industry and as a company - working to recruit, retain and prepare the next generation of tradespeople?**

*A: We need to start to get to kids at the beginning of high school to let them know what's available.*

**Q: Other thoughts on the industry and where it is headed, the benefits of working in the trades, etc.**

*A: We need to let young people know that not everyone has to go to college and that the trades offer a great opportunity. They can get paid to go to school as opposed to having to deal with college debt.*



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