

Wellsville Chamber of Commerce
Chamber Spotlight
BLD Services, Inc.
By: Elliot Kelley

Our sixth Wellsville Chamber of Commerce spotlight focuses on BLD Services Inc, owned by Bambi Donovan. She is an Authorized Sales Representative for quality flexographic packaging at PPC Flexible Packaging (www.ppcfex.com; Mission, KS--Rome, GA). Donovan moved her business to the outskirts of Wellsville's city limits because she was attracted to the demeanor of the Wellsville community and liked that it had a small-town feel. She was also influenced by friends who encouraged her to move to Wellsville.

Donovan appreciates the friendliness of Wellsville, as well as its feeling of togetherness and support. Although there are many BLD Services around the country, Donovan controls the one in our community. She started out in the business as an assistant in 2004.

BLD Services, Inc. is a self-run business, with the only worker being Donovan herself and her place of work being her own home. BLD Services, Inc. is a Sales Broker which sells material that is printed and/or non-printed in roll form then shipped to the customers to fill with their products, such as, cereal, popcorn and marshmallows. Donovan also performs customer service for her company. She said that what sets her business apart from others is being able to work from home, with minimal travel to customers once a quarter. Donovan considers the fact that she was still able to keep her customers throughout the pandemic to be one of her greatest successes yet. She stated that her biggest business challenge is competing against other businesses in the same field. Although, she prides herself on the customer service she provides over her competitors, which continues to make her stand out.

A typical day of work for Donovan is placing orders and working on status and accounting reports, while also following up on materials ready to be shipped from the production plants to fulfill customer's needs. Her goal in the next few years is to retire, but she would still like to see the business continue its operations, while maintaining customer satisfaction with the clientele she has established.

When asked what the community could do to help her business grow, Donovan said, "Keep purchasing snack food (better for you) products."

With over 17 years' experience in the business, Donovan believes she wouldn't have done anything differently. She truly enjoys her work and the customer relationships she has become familiar with.



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