

part-time basis. "It's up and down. So busy you can't breathe and sometimes so slow you can count the clouds."

Now she spends her time bidding (often online) on projects, building, wiring, testing and delivering or shipping completed panels to her customers. "Right now I'm pursuing the southeastern United States."

At her shop, she can do all the necessary diagnostic testing, and the company engineers can go to her site to do their own testing and inspections if they want to. "It feels good to deliver on time," she said, and "knowing that they're gonna work." When the company engineers coming on-site to visit and inspect, she



knows that when that product leaves her building, "it has their seal of approval on it."

Since her facility is in a rural area (as she wanted her daughter to grow up in the small, quiet town – which is her husband's home), she has relied heavily on the Internet to correspond, bid, market and purchase. She knew she would have to bid on work on-line, and wanted a tool to sell her company. Hiring someone to set her up on the web was not in her budget. But she didn't let that stop her. "At the time, I couldn't afford \$3,000 to \$4,000 to have someone build it," she said, "So I got in and researched it and built it myself."

Her website is located at: www.controlpanels.safeshopper.com, and shows pictures of panels, references, certifications, as well as listing applications – such as process control and material handling systems, power distribution (sub-station panels) etc. – for their use.

With all of that going for her, she still sometimes feels like she has to go an extra step, and work a little harder to prove herself...because she's a woman. But she doesn't want anyone to feel sorry for her.

"I don't want to be known as a small woman-owned business, I want to be known for my ability, skills, business ethics and hard work," she said. "I have worked in the field, and I'm not afraid to sweat."

She not only wants to be successful herself, but she wants to leave a legacy for her eight-year-old daughter.

"I just don't want her to ever feel like she can't do something, if she wants to do it bad enough," Monda added. "Everyone should be judged on their merits, and not on their gender or their race."

Monda wants her daughter to feel the same pride she does with a job well done.

"It's a bit hard on the feet and back sometimes, but when you are done you have something tangible," she says of the control panel work. "It has your mark on it...years down the road you can ride by a place that has part of you inside it. A woman can not only give birth to a child, but to ideas which form her legacy."

And her legacy continues to grow, as DMS Services, Inc. expands its share of the marketplace.



"A woman can not only give birth to a child, but to ideas which form her legacy."