

BIZTECH

Plumbing M.D. beats competition

Homegrown company, Plumbing M.D., expanded into Solano County only two years ago, and in that time the service and repair plumbing company has already established itself as a strong player in that market.

In July Plumbing M.D. was recognized by the East Bay Business Times as the 15th fastest growing company in the Region.

The list considers companies from the entire East Bay, spanning from Richmond to Fremont and east through Solano County. The list, reflecting the industries in the area, is dominated by high tech companies that are thriving in the technological

boom. In order to make the list, Plumbing M.D. beat out many of these high tech leaders as well as a host of other strong companies.

Plumbing M.D. was founded in Yolo County 15 years ago and serviced this area exclusively for over a decade. During that time the company created a strong brand and trademarked its name and familiar image, the Plumbing M.D. service truck, which is a recycled ambulance.

It also created comprehensive systems for every aspect of the operation; everything from the way the phone is answered to the way the billing is presented has been systemized.

In 2005 the company opened operations in Dixon, Vacaville and Fairfield and quickly began growing in that market as well. Even though Plumbing M.D. is expanding, they plan to preserve the small town culture that has made them successful.

Founder and CEO, Michael Farias, explains, "We don't want to be a big city company. Establishing a connection with our local market and building strong relationships with our customers is what has made us successful. The service industry is all about the experience, and we want to provide a positive experience for our customers."