



Southeast Idaho

New Owners Increase Profits in Legacy Business

2018



Partner Steel Co.

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Rick & Debbie Eskelson
Pocatello, Idaho
Started: 1947

PartnerSteel.com

Partner Steel in Pocatello is a respected legacy business established in 1947. Rick Eskelson worked at Partner Steel as a buyer until 2005 when, with his wife Debbie, he purchased the business. Partner Steel's primary business is steel fabrication. They also have a side business building outdoor and camping equipment. The equipment exports to Australia, Canada and Europe.

Debbie contributes her strengths and skills she acquired from her 38-year career as a business analyst at a semiconductor business. In 2017, she enrolled in an SBDC Quickbooks class with the desire to shift Partner Steel's accounting system from green ledgers to Quickbooks. In addition to the class, Debbie received one-on-one assistance setting up and maintaining Partner Steel's Quickbooks with her SBDC consultant.

The Eskelons credit the SBDC with helping them save money and become more profitable. They accomplished this through increased accounting proficiency and automating two high-paying positions. Rick and Debbie consider the SBDC a huge asset to their community and to Idaho.



**EMPOWERING
BUSINESS SUCCESS**