



One Opportunity Leads to Another

Colinda Torrez-Teagle is the owner of Torrez Paper Company, Inc. Before becoming an incredibly hard-working and successful entrepreneur, Torrez-Teagle was working as one of the top managers at the Main Post Office in Dallas.

Shortly, after leaving the post office, Torrez-Teagle went to school to become a licensed massage therapist. However, it wasn't long before she realized that if she was going to work 24/7, it might as well be for herself!

Torrez-Teagle's husband, David Teagle, invented a very high-powered ventilation system with several potential areas of use. In 2000, the Teagles formed a company to develop and sell the ventilation system called the Enviroblower. Torrez-Teagle was the majority stockholder and president of the company.

In July 2002, Torrez-Teagle, Teagle, and Enviroblower Inc., became clients of the Risk Management Small Business Development Center (SBDC).

SBDCs are partially funded by the U. S. Small Business Administration (SBA) to provide free one-on-one business counseling and to offer technical training to new and existing businesses at a nominal fee. The Risk Management SBDC is a development center that focuses on potential risks of a small business.

Bill Weddle, Director of Risk Management SBDC, assisted them with reorganizing and operating Enviroblower, Inc., a minority/woman-owned company, with Torrez as the sole owner. Torrez's husband, Teagle, incorporated and owns Teagle Patent Holding Co., and American Ventilation Equipment.

While in negotiations with Olmstead-Kirk to add the Enviroblower to their equipment list, Torrez-Teagle was offered an opportunity to become the exclusive minority distributor for Olmstead-Kirk (O-K) paper and industrial equipment and supplies. It seemed like a great opportunity since Torrez-Teagle was familiar with O-K's products from buying and using them while working at the Post Office.

In 2003, Weddle met with Torrez-Teagle and began helping her to establish Torrez Paper Company. The company has now been around for five years.

Torrez Paper Company is a very successful distributor of paper products, industrial equipment and supplies, looking to break the \$1M mark in gross sales this year.

The Risk Management SBDC has also assisted Torrez Paper Company with obtaining certifications with the North Central Texas Regional Certification Agency, Historically Underutilized Business (HUB) for Texas, SBA Small Disadvantaged Business (SDB) and the DFW Minority Business Council/National Minority Supplier Diversity Council.

Originally operating as a home-based business in Kaufman, TX, Torrez-Teagle has now moved her business to Dallas. Still operating from a home-based office with one contract person, Torrez Paper now leases office space from O-K Paper Company and is currently discussing leasing a warehouse.