

EAGA Business Builder

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Today's speaker was Phil Houser — Document Solutions Inc

Phil is an Albuquerque native. A Class of '79 Valley High grad. (Honestly. He said Valley High. And judging by the response from the audience, he is the only one in EAGA that admits to going to school there.) After high school, Phil played a bit of baseball at TCU and graduated from there in 1985. He may have decided to pass on his quest to be a pro baseball player, but he is still heavily involved in athletics and general outdoor activities; involving his family members as often as possible. It sounds as though Theresa, Phil's wife of 30 years, and children Lauryn, Jocelyn, Alac and Preston are a very important part of his life. Phil is rightfully proud of his family and it is very nice to hear that in his presentations. Doing things with the family, and playing individual sports requires a steady stream of funding and Phil supports his adventurous habit by working at (and actually owning) Document Solutions, Inc. Mr. Houser started in the industry in 1985, just after the TCU gig. Back then his product to sell was the huge (by today's standards) liquid solution copier. Today's litigious society probably wouldn't want you to be in the same room as one of those devices, let alone hoist one into your personal van and haul it around; then clean up spilled fluid from wherever you just were. Luckily, technology progressed and so did Phil. After about 13 years of selling; and delivering; and making collection calls, Phil decided to go into business for himself - he started Document Solutions. At first it was to be a provider of supplies for the copiers and plotters and duplicators around, but it wasn't long before changes in the industry offered another opportunity and Document Solutions added some equipment to the product line to compliment the supplies. Machines du jour for the late 1990s consisted of just a few different machines that could produce a whopping 10 to 60 pages per minute. The continued advancements in technology led to the machines of today - many types and many models and many output formats that can produce up to 225 pages per minute black and white (that's 225 ppm b/w in copier lingo); or 100 ppm color. I am guessing that those must require a full time employee just to load the paper. Contact Phil, 505-256-9579 if you want a machine that is capable of generating good quality copies at whatever speed you can handle; or if you are interested in a large format device that can produce up to 4500 sq ft of document per hour; or you prefer a lesser expensive but quite capable A4 format printer; or even if you just want to get on the leading edge and discuss 3D printers so that you make your own detailed thing-a-ma-jig. You may even get to work with Jocelyn, who is now an integral part of the company (and likely the reason that the average beauty index increased substantially at Document Solutions a few months ago).

◆ First announcement of a prospective member:

DRB Electric — Electric Contractor category

Representative: D. Randy Baker - Owner

Sponsor: Dale Armstrong

If you have any objection to this company becoming a member, or if you have any information that you feel should be considered in the application review process, please contact Membership Committee Chairman, Jack Zipper as soon as possible.

- ◆ Our September 16th meeting will be dedicated to prospective members. Plan to bring someone that you feel could be a positive addition to EAGA. Guests that have a true interest in becoming a member will be provided with an opportunity to interact with current members and to give a brief presentation about their organization.

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259

email: hernmar129@yahoo.com

Postal mail: 8100 Wyoming Blvd NE; Suite M-4 #345; Albuquerque, NM 87113

EAGA

Business Leads:

Calibers Sports Center Indoor Shooting Range will open at 9320 Coors NW.

Land is being prepared at 4th and Granite for a coffee shop.

Presbyterian Urgent Care is taking over MD Urgent Care facilities at 1648 Alameda NW & Carmel NE

- Lionel Specter - Zeon Signs

Reciprocity:

Thank you to Ken Bower - Hunter Bower Lumber for the great service and big discount.

- Jack Zipper

A group of EAGA members are heading out on another cruise. The 7 day trip is scheduled to leave from Galveston on January 18th. Still room for more, so if you are interested give Jack Zipper a call. He can provide you with information about the cruise and he can get you in contact with the travel agent.

The next Board of Director meeting will be after breakfast on August 12th. All Board Members are requested to be there.

PUZZLE:

Five people visit a bar for a drink of Scotch Whiskey. They all have their drink served differently and by different bar staff. From the clues given below, can you work out which bar person served by whom, how they had their Scotch and in what order they were served at the bar.

Someone is served a Scotch and cola by Carmen.

Mrs. Johnson was not served her Scotch & Ale by Marcella.

Mr. Weiss was served by Paul.

The person who drinks Scotch & Cola was served second.

The cocktail drinker was served last.

Neither Carmen nor Hans served Mr. Petit who was third in line at the bar.

Marcella served the fourth person in line but they didn't order a Scotch & Soda.

First in line was not Miss La Rue.

Neither Carmen nor Hans served Mr. Petit who was third in line at the bar.

Drinkers: Weiss, Muller, Petit, Johnson, La Rue

Servers: Paul, Carmen, Hans, Marcella, Andy

Drinks: Scotch & Cola, Ice, Ginger Ale, Soda, Cocktail

Order served: First, Second, Third, Fourth, Fifth

Badge Board Greeters

Aug 5th Phil Menicucci — Paramount Custom Cabinets

Aug 12th Don Clark — ABQ 1

Aug 19th Mark Tobiassen — Action Coach Business Coaching

Aug 26th

Upcoming Speakers

Aug 5th Raul Rodriguez — Kings of Wrap

Aug 12th Soren Thomsen — TEMA

Aug 19th

Aug 26th