

# EAGA Business Builder

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## Today's speaker was Mike Deveraux - Document Imaging of the Southwest

Mike and his wife, Tsenre, own and operate Document Imaging Solutions where they turn paper documents into electronic images. That is the story in a very tiny nutshell. Expanding on it a little: Mike and Tsenre will celebrate their 30th wedding anniversary in May. They have two quite successful daughters; each of them earning Biology Degrees from UNM. The eldest is a Paramedic and Med Flight crew member. She also works at Pres Urgent Care facilities on the weekend. The youngest is currently attending Mid Western University working her way toward becoming an optometrist. Still too few details because getting to this current state of affairs has been a much more detailed and interesting adventure. Mike originally came from Casper Wyoming, but got here by taking a path that led through Gallup and Santa Fe, NM; back to Casper; then on to Memphis, TN; Irvine, CA; Washington State; next to see the world via Japan and Korea, then back to California before returning to Casper. Then Broomfield, Co; Houston, TX and Denver before finally arriving in Albuquerque in 1994. What happened in the space between the dots of that meandering path are the story. As a youngster, in 1963, Mike found himself in Gallup, where the family had moved so that Mike's father could start the cable TV company there. Those of us that knew Gallup in 1963, know it must have been a challenge. They moved to Santa Fe in 1970, where Mike attended his 6th through 9th grade classes. I imagine that, on the surface, living in Santa Fe for 4 years after a 7 year stint in Gallup doesn't sound that exciting, but each contained very important influences on Mike's future. While in Gallup, Mike was first exposed to flying and in Santa Fe, a 9th grade classmate was Tsenre. But continuing the path in somewhat chronological order: Mike graduated high school in Casper, then joined the Marine Corp in 1977. His interest in aviation directed him to that aspect of the Corp. The travels to Memphis, El Toro (Irvine) and Washington were all related to aircraft power cell operator training. During the adventures to Japan, Korea and back, Mike worked as a test cell operator for J79s of the F4 Phantom and as test cell operator for the J52s of the A4 Sky Hawk and A6 Intruder Squadrons. Finishing the four year tour as a Marine (probably seemed comparable to the 7 year and 4 year tours of Gallup and Santa Fe), Mike returned to Casper to work as an oil rig mechanic and as a frame replacer for the huge, constantly used 170 ton Haul-Trucks. In 1984, made two very intelligent decisions. First, he left the job that had him constantly out doors in the -20 degree winter weather (by going to work in the commercial aviation area as a mechanic on the DC10 and 747 planes of Continental Air Lines) and, the second, and most intelligent decision by far... he married Tsenre. I don't think that there was a clear explanation of whom caught whom, but the flame that started in the 9th grade proved to be the real thing. After a 10 year gig with Delta, Mike and his family moved to Albuquerque. A very brief time as an equipment tech at Intel, before, in 1995 he and Tsenre started a mobile oil change business. That expanded into brick and mortar lube facilities in 1998 and 1999; then they sold the mobile business in 2000; opened two other fixed site lube locations in 2000 and 2002; then sold them all. Now what to do for a test cell operator / oil change artist that really is in the way at home? Mike decided to research opportunities in what he perceived to be an upcoming industry. He and Tsenre went to Colorado Springs to check out the acquisition of a license for a document scanning business. After a somewhat sketchy visit with the franchisor, they decided to dive in. Their first endeavor was operating their black and white scanning business, using one machine in a 10'x10' room of their house; business increased and they expanded into a 16'x20' room in a new house; then to more equipment and large format capabilities, operating from a separate building with 1600 sqft; then to 3200 sqft; and now a 5200 sqft facility with 14 scan stations and a staff of 25 employees. The crew can scan any size document from small receipts to large format 40 inch wide by whatever length items. They can do black and white or color, and have an overall capability of digitizing up to 100,000 documents a day. Mike and his team can reduce your storage needs and give you a much better system for quickly locating and retrieving your information. If you can use this very beneficial service, give Mike a call. Quality, confidential and timely work in a professional manner. 505-821-0841

- ◆ Congratulations and welcome to our newest member - Yearout Mechanical. Representative Tom Payne. Category HVAC Service. Glad to have you back, Tom. [tomp@yearout.com](mailto:tomp@yearout.com).
- ◆ \* \* \* \* **Jerry Becker - Steamatic is having an open house** at their facility right after breakfast next Tuesday, February 24th. Tour will start about 8:30 and last for 30 or 40 minutes. A great opportunity to learn about Steamatic's magic processes. Address is 8508 Paseo Alameda Northeast. A little south of Alameda Blvd, just west of Balloon Fiesta Park. 883-7766 if you get lost.

### Business Leads:

Vivify Hot Yoga is opening at 1137 Commercial Drive in Rio Rancho  
— Lionel Specter - Zeon Signs

### Reciprocity:

None written down today.

- ◆ EAGA Fishing Trip will be Friday, April 24th through Sunday, April 26th. Venue is located near the San Juan River in northern New Mexico. It will be another Great EAGA Event. Directions and more specific information about facilities and event plans will be provided at the next couple of meetings.
- ◆ Damian Lusch provided an analysis of the economy from his perspective at Rich Ford. Their business was level for 2014, but 2015 is going well. Companies are having to replace their worn out vehicles. Parts and service is good as well. If you are in the market for another vehicle, new is a better deal than used. There are not many trade-ins available these days, and those that do come in are old and quite used.
- ◆ Upcoming EAGA social events: Fishing weekend — April 24th to 26th. Golf outing — Mid May or early June; Summer Bash — Mid July; Holiday Party — Early December. Committees, details, plans and directions will be provided in the Tuesday meetings and this bulletin. Stay tuned, and get involved as the opportunities arise. These are always great events, and a great chance to interact with other members in a relaxed, informal atmosphere. Seeing some of these guys 'let their hair down' (if they still have any) is quite enlightening and entertaining. Great fun with great guys.

### Badge Board Greeters

Feb 24th	Tom Payne - Yearout Mechanical
Mar 3rd	Pat Maloy - Maloy Mobile Storage
Mar 10th	Mike Deveraux - Document Imaging of the Southwest
Mar 17th	Stan Byers - Byers and Sellers Real Estate
Mar 24th	Frank McCallister - Color New Mexico
Mar 31st	Phil Houser - Document Solutions
Apr 7th	Jon George - Southwest Myotherapy
Apr 14th	Phillip Menicucci - Paramount Custom Cabinets

### Upcoming Speakers

Feb 24th	Chez Steel - Century Bank
Mar 3rd	Chuck Mitchell - Etheridge Tire
Mar 10th	Timmy Simms - Territorial Scaffolding
Mar 17th	Leon Marler - Marler Manor
Mar 24th	Adam Halpern - Dental Cooperative
Mar 31st	Katherine Foster - UNMH Community Relations
Apr 7th	Phil Kenny - Trucks Unique
Apr 14th	Scott Lardner - Rocky Mountain Stone

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