

EAGA Business Builder

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Today's speaker was Timmy Simms - Territorial Scaffolding

Timmy is a home grown, home educated boy. Well, considering that heavy pile of chin-whiskers that he has been sporting for awhile, I guess that the comment should be rephrased... Timmy is a home grown, home educated young man. He went to Hope High School, CNM and UNM. He has Construction Management and Engineering degrees so does a substantial amount of the drawings for determining needs for the scaffolding jobs. The final approvals are via other contract engineer stamps, but Mr. Simms does the calculations and the pictures. Since he is charged with figuring how much scaffolding is required, Timmy explains his work day is often spent "sitting at the desk trying to figure out how to safely get high". He also said that his company has provided scaffolding for many huge projects and as a result, he is responsible for some of the biggest erections in the state. No further investigation of that statement. Back to the beginning though. Territorial Scaffolding is the successor company to a series of professions started by Timmy's father. Beginning with a High School Enrichment Project which progressed to a construction company that built over 1000 homes; morphing into a builder of apartment complexes; then to a stucco company; to a company called Territorial Roofing; and now, Territorial Scaffolding. There are more progressions to follow, like the concrete forming business and Territorial Tools, but for now we will concentrate on the scaffolding part. Territorial is currently the largest privately owned scaffolding company in the southwest. They acquire the product from third-party manufacturers and then take it from there. They sell scaffolding; they rent the scaffolding; and provide instruction and assistance for the afore mentioned scaffolding erection. Still there is more to the work than that. And there is more to scaffolding than just some strategically placed poles supporting random wooden planks. There are many types of scaffold and Timmy's company has it all. How about swing stage type, for hanging down to work off the side of a building, sign or the like. French scaffold is another type: common to stucco work, it uses the standard frames and scissor style cross braces to keep it sturdy. Tube and clamp type of scaffolding, appropriately named, used tube support beams held together by tightly bolted clamps. And, last but not least, System type scaffolding that uses a setup with poles with rings. Additionally, Territorial can provide metal plank stairs and trash chutes too. Those trash chutes appear to be sturdy and large in diameter. Just thinking--Timmy's knowledge and experience could be used to select the correct scaffolding type, have it professionally installed, and paired with one of those chutes to make a very interesting competition of some sort for the upcoming Summer Bash. I digress... Territorial does a lot of work at Intel because they (Territorial) are able to properly provide scaffold material compliant with the 'clean-room' requirements. They do that by using steam cleaning, alcohol wipes and shrink wrap to make and keep the product appropriately sterile. There are some pretty large competitors in the scaffold world, but Timmy has found a way to work that to his advantage, too. The larger companies take the big projects (Timmy usually passes on those jobs anyway because the requirements would over-tax Territorial's capabilities), but those big companies use Territorial as a distribution center, and as compensation, pay Territorial a hefty percentage of the rental fees. On a non-business related notes: Timmy's family has experienced some major challenges. His first son was born with a feeding disorder and spent about 129 days in the hospital building up stamina and enduring 13 surgeries to repair the issue. Great news is that the youngster appears to be fully recovered and on toward a normal childhood. Another challenge, lead to Timmy's special words of wisdom to us all: "...install and maintain smoke detectors in your home and business". Timmy's family was saved by the smoke detectors in his home when it burned last December. The family was safe, but everything else was not. The unimaginable event is still in progress, but hopefully demolition of the damaged property, and reconstruction of their new home will begin very soon. It will likely still be awhile before the Simms' family can have a 'normal' life. Timmy also offered other, probably just as sincere, but more humorous advice as well. He didn't provide handouts or other reading material so that he was not responsible for wasting trees that could otherwise be cut down for firewood. And, Timmy is an avid hunter and gun owner. He believes in the right to bear arms to protect one's family and property, noting that strategically placed warning shots can be beneficial. Bottom line for Territorial Scaffolding: if you have a need to get yourself or your workers high, contact Timmy. He has the stuff; and he can get someone that will make appropriate connections to support your needs. Contact Timmy at 505-242-1982.

- ◆ First announcement of prospective member:
 - Hinkle & Landers PC — Certified Public Accountant
 - Representative: John Clemons, CPA
 - Sponsor: Mario Hernandez

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

EAGA Fishing/Camping Trip



Come relax and unwind on a weekend long, camping and fishing trip with the guys! The fun will take place April 24th - 26th; more details to follow.

Contact Klint Hall for details:

505-401-2800 or klint@lobowealthstrategies.com

Business Leads:

Jackson's Martial Arts & Fitness Academy opening at 1000 Golf Course Road in Rio Rancho.

Texas Meltz (sandwiches) is opening at 8104 Wyoming, NE.

Albuquerque Dental Office is opening at 10221 Central NW, Suite 100.

Sola Salone is opening at 7501 Holly NE.

— Lionel Specter - Zeon Signs

Reciprocity:

None written down today.

- ◆ Our breakfast meeting on April 21st will be another 'Potential Members Day'. We ask that you bring, as our guest, the representative of a company that you feel would be a beneficial addition to our group. If you know of someone that might be interested; someone that is curious about finding out more; or someone that is ready to submit an application, bring them to that meeting for first hand experience in what our great organization is all about. Please contact Mario to let him know that you will be bringing a guest so that we can be properly prepared.
- ◆ Upcoming EAGA Events:
 - Fishing/Camping Event - data noted on the preceding page.
 - Golf Event June 6th at Sierra del Rio Golf Club in Elephant Butte. 10am shotgun start. Bus service included for those that do not want to drive. \$60/guest, \$20/member & \$100 hole sponsorships. We will have sign up sheets available at breakfast, the first Tuesday in April.
 - Summer Bash scheduled for June 11th More info to follow.

Badge Board Greeters

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
Apr 21st	Garrett Hennessy - TLC Plumbing
Apr 28th	Chuck Mitchell - Ethridge Tire
May 5th	

Upcoming Speakers

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
Apr 21st	Don Clark - ABQ1
Apr 28th	UNM School of Engineering
May 5th	Jim Asperger - Crest Mechanical

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