

# EAGA Business Builder

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Today's speaker was Phil Kenny - Trucks Unique



◆ Phil is a product of America's Heartland. He grew up living and working in parts of Oklahoma and Kansas. Farming and ranching were the business activities that he knew best and Phil acquired a great amount of experience in working cattle; driving tractors; raising hogs; plowing fields and every other 'usual' job that goes with farming and ranching. During the summer of his high school years, Phil lived in Kansas driving a tractor instead of being involved in the more common activities of a person that age - like baseball, fishing or chasing girls. The farming and ranching life may limit other activities, but the demands of that world certainly gives one the opportunity to develop a work ethic; an understanding of responsibilities; and a very beneficial attitude about what it takes to move on through a successful life. Mr. Kenny didn't waste the opportunity. When his family moved to

Oklahoma in 1979, Phil got a job with the Baker Hughes Tool Company, then migrated to the oil fields where he worked laying pipe. He worked his way through Southwestern Oklahoma State University, then got a job with the IRS. That move right there seems to contradict what was noted before about Mr. Kenny's acquisition of a good common sense and knowledge of what it takes to succeed...but read on, the IRS gig was actually the right decision for Phil's future. Phil passed the CPA exam in only 2 sessions (an impressive accomplishment), then he moved to Phoenix to work with the IRS as an International Examiner. This is where the IRS decision paid off. A young lady was also working at the Phoenix office of the IRS; in the Criminal Investigations section. She was from Houston and made her way to Phoenix in 1988, after receiving a Finance degree from Texas A&M in 1987. The young lady, Denise, met Phil at an IRS sponsored blood drive (no mention if it was on April 15th) and the two became great friends and after a short time, decided to make the friendship be a lifetime thing. They eloped and acquired their marriage license in Socorro, NM and were married in Taos, while on their way to Red River motor cycle event. In 2003, after 13 years of constant travel for work, Phil and Denise decided to leave Phoenix (and the IRS) and move to Rio Rancho. Phil became a real estate broker, but never actually bought or sold any real estate. Instead, the Kennys purchased Trucks Unique in 2005. Business was good until the 'collapse of 2008', but they were able to make things work enough to survive the next few years. In 2011, they moved to a better location, remodeled the building, and business is zooming once again. Trucks Unique is not just a provider of add on equipment and big boy toys for your vehicle. They can also fabricate things and make nearly any custom modification that is needed to enhance the usability of the equipment. Their showroom is full of samples of things that can be installed on your truck. There are lights, winches, steps, hitches, racks and many, many more items. In their workshop, they can add, or replace, a truck bed; install a crane or lift; modify or customize bumpers and grills; they can put on headache racks; tool boxes; and even plows. Trucks Unique is the first place to go when you need any vehicle enhancements, modifications or improvements. They have a very knowledgeable staff and at least one of them has experience in doing what you need done. Their core staff of 4 or 5 people, have over 60 years of combined experience. Whether you want something 'standard' done to your vehicle, or you want someone to help with your great customization idea for the new truck, give Phil and the folks at Trucks Unique a call. 505-884-5749 They can get it done, or tell you why it is a lame idea.

- ◆ Next week, April 21st, will be 'Prospective Member Day'. If you have someone that you think would be a good addition to our group, bring them by for a complimentary breakfast, and an opportunity to see what EAGA is all about. Please let Mario know if you will be bringing a guest. We want to have ample space and food.
- ◆ If you are interested in hosting an EAGA Open House at your place of business, please contact Mario or President Klint. We are always interested in learning more about your business, and past open house events have proven to be a very educational experience for the attendees; and a beneficial exposure for the host.

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*EAGA Camping and Fishing Trip  
On the San Juan River April 24th to 26th*



*EAGA Golf Outing  
Sierra del Rio Golf Club*

*June 6<sup>th</sup>  
Elephant Butte*



**Business Leads:**

BigTex Trailers will be opening a new store in Albuquerque area. They are looking for a location.

Tony's Rental in Santa Fe is selling off equipment. They are trying to sell the business as well.

Beaver Toyota has been sold to the Garcia Group.

Hoffman Town Body Shop (3 locations) has been sold to Jim Guthrie at Car Crafters. With that merger, they will now control about 40% of the body shop business.

Pat Maloy - Maloy Mobile Storage 505-344-6213

- ◆ Sign up sheets for our next two events will be available at breakfast on Tuesday
  - April 24th through 26th. Camping and fishing on the San Juan River in northern New Mexico. Only a few more days before the event. Now is the time to sign up.
  - June 6th. Golf Outing at Sierra del Rio Golf Club in Elephant Butte. 10am shotgun start. Bus service is available for those that do not want to drive. Cost for the event is \$60/guest, \$20/member. We would also appreciate the involvement of hole sponsors. Only \$100 per hole.
- ◆ Additional upcoming events
  - Summer Bash Saturday, July 11th. More information will be provided in the upcoming weeks.
  - Christmas Holiday Party, Saturday December 5th at the Hyatt downtown. More details in upcoming weeks.

**Badge Board Greeters**

Apr 14th	Phillip Menicucci - Paramount Custom Cabinets
Apr 21st	Garrett Hennessy - TLC Plumbing
Apr 28th	Chuck Mitchell - Ethridge Tire
May 5th	Rick Reese - Blue Ristra
May 12th	Michael Dennis - HUB International Insurance
May 19th	
May 26th	<b>Memorial Day Holiday Week - NO MEETING</b>
June 2nd	Michael Edwards - New York Life

**Upcoming Speakers**

Apr 14th	Scott Lardner - Rocky Mountain Stone
Apr 21st	Don Clark - ABQ1
Apr 28th	UNM School of Engineering
May 5th	Jim Asperger - Crest Mechanical
May 12th	Tom Payne - Yearout Mechanical
May 19th	Michael Edwards - New York Life
May 26th	<b>Memorial Day Holiday Week - NO MEETING</b>
June 2nd	Dr. Fred Snoy - Urology Group of New Mexico

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