

EAGA Business Builder

Volume 12

Issue 10

eaganm.com

March 8, 2016

Today's presentation was by Mike Deveraux - Document Imaging of the Southwest



Mr. Deveraux was born in Casper Wyoming about 1960, but his initial tour there didn't last very long. His father was involved in cable TV installation business and when the Gallup, NM market opened up in 1963, the Deveraux family went there to help make it happen. Judging from his knowledge of the paddy wagon traffic in Gallup, Mike was astute even in his young years and was able to pretty accurately assess the atmosphere of the community in those days. Continuing their nomadic adventures, the Deveraux family moved to Santa Fe in 1970, where Mike attended school for grades Six through Nine. At that point, and much to Mike's chagrin, the family moved back to Wyoming.

Mike was not at all excited to leave Santa Fe because he had just acquired a new girl friend. But even a 14 year old Mike was a memorable guy (more on that later). Three short years in Casper to finish his high school degree, then decided that he wanted (you guessed it) to travel a bit...to see the world. He joined the Marine Corp. The Corp's aptitude test indicated that Mike could pursue any path he desired (astute, memorable and now, intelligent - definitely the Mike we know). Mr. Deveraux chose the flight path (pun intended) and ventured into aviation mechanics. The promised travel began...initial training in Memphis; extended training in Washington; then on to a J52 jet engine shop in Del Toro (may it rest in peace). For a period of time, Mike and his unit were attached to a J4M Skyhawk group named the Black Sheep Squadron. The unit's responsibility expanded to jet engine overhauls in support of four A4 squadrons and two A6 squadrons (about 120 planes); as well jet fuel starters on A4M planes. Deployment to Japan; Philippines and Korea added to the travel adventure; then back to California for 8 months before being discharged back into a potentially sedentary civilian life. Skip that sedentary stuff...Mike went back to Casper to work on large outdoor drilling rigs, but his intelligence kicked in after a couple of stints on the rigs in the middle of a Wyoming winter. He went on to work on the 180 ton Haul Trucks before getting back into the airplane engine maintenance. Probably somewhere about this time, that 14 year old memorable Mike Deveraux resurfaced and he reconnected with the young lady from Santa Fe. They have now been married for 31 years and have two daughters forging their own paths through life. The oldest, 26 years old, has a biology degree from UNM and has worked as a med flight attendant for Duke City Urgent Care. This fall she will begin P.A. School (concentration in surgery) at University of Alabama, Birmingham. The younger Miss Deveraux is finishing the 6th yr of optometry school at Midwestern University in Glendale... she is set to graduate from the arduous studies, and is engaged to be married, in 2018. Back to the elder Deverauxs. After 9 years as an airplane mechanic for Continental Air Lines in Houston and Denver, the light bulb finally came on regarding that sedentary life style. Now the sedentary refers to communities, not jobs. In 1994, Mike and Tsenre moved to Albuquerque where Mike worked at Intel for almost 12 long months. In 1995, they ventured into the Mobile Oil Change business; then added fixed location versions of the business with shops in Four Hills in 1998; on Wyoming Blvd in 1999; and another in 2002. Then they sold it all and got out of the oil change business. Now what? Well there was a strange guy in Santa Fe offering franchises for the business of scanning documents onto digital media for more efficient storage. After checking that out, it sounded like an interesting thing. Fast forward through the beginning times of 2 scanners, 3 employees and boxes of documents in every room of their house; keep moving on, past the 4 scanner, 1600 sq.ft. facility that seemed spacious in the beginning, but not for very long; and arrive at the Document Imaging of the Southwest of 2016. An almost 5200 sq.ft. warehouse with 16 scanning stations, 18 employees and equipment capable of making digital images of paper documents; photographs; engineering drawings; books; etc from business card size to 42 inches high (38 inches if only black/white is needed). They can even remove color bleed from water damaged documents and can enhance faded photographs back to near original images. The Document Imaging staff will not only convert your items into digital storage, but they will catalogue it for easy retrieval; provide multiple copies for you and offer off-site storage of a backup as well. If you have a need to substantially reduce your document storage footprint from a 10' x 20' room of paper to a 5" x 10" box of DVDs; or if you want to discuss the very, very many other ways that Document Imaging of SW can use their skills, knowledge and expertise to help with any digital conversion or storage jobs you have, give Mike a call 505-821-0841. He may also be able to help you rebuild your jet engine if you need that. And Mike is definitely the person to give you an answer, from personal experience, to the question "just how cold is a well driller's hind-end in the middle of a Wyoming winter?"

- ♦ Mario has arranged for an early celebration of St. Patrick's Day with corned beef hash on the menu for breakfast this coming Tuesday. 🍀 Taitneamh a bhaint as do chuid béile 🍀

Business Leads:

None noted today

Reciprocity:

Trucks Unique thanks the following for their business over the last 30 days:

Bentley & Associates - Jeff Bentley via his body shop.

Business Environments - Bruce Hoover

Hanna Plumbing - Paul Hanna

Hunter Bower Lumber - Ken Bower

NMECO - Aaron Rodgers

Shockwave Defense - Michael Johnson

TLC Plumbing - Dale Armstrong

We really appreciate seeing the EAGA members and/or their employees in the store.

—Phil Kenny - Trucks Unique

♦ First announcement of prospective new member:

Berger Briggs Real Estate & Insurance

Category: Construction Surety Manager

Representative: Joseph Menicucci

Sponsor: Robert Biernacki

If you have an objection to this company becoming a member, or if you have any information that you feel should be considered during the application review process, please contact Committee Chairman, Jack Zipper, (jzipper@comcast.net - 505-259-5959), as soon as possible.

- ♦ Please see pages 3 through 7 of this publication for information from Jeff Sakamoto regarding the special EAGA rate for April at Heritage Hotels' new El Monte Sagrado facility in Taos.

Badge Board Greeters

Mar 15th Dave Giddens - The Law Office of George "Dave" Giddens

Mar 22nd Phil Houser - Document Solutions

Mar 29th Manny Ortega - Ortega Appliance Service

Apr 5th

Apr 12th

Apr 19th Tom Keleher - Keleher & McLeod

Apr 26th

Upcoming Speakers

Mar 15th Kent Cravens - Kent Cravens Consulting

Mar 22nd

Mar 29th Soren Thomsen - TEMA Furniture

Apr 5th Mike Caldwell - Armed Response Team

Apr 12th Michael Johnson - Shockwave Defense

Apr 19th Round Table

Apr 26th Dan Mowery - Rader Awning

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

Bill,

Good evening. Can you add this to this weeks bulletin and run it for at least the next 4 weeks.

I also have some speakers to add and I will send to you later tonight.

-Mario Hernandez

Begin forwarded message:

From: Jeffrey Sakamoto <jsakamoto@hhandr.com>

Date: March 9, 2016 at 4:40:13 PM MST

To: Mario Hernandez-EAGA <hermmar129@yahoo.com>, Nick Minetos <nminetos@hotmail.com>, "Phillip Houser-Document Solutions, Inc." <philhouser@dsinn.com>

Subject: EAGA rate in April - El Monte Sagrado Taos

El Monte Sagrado April rate: \$104/night

Here's how you get there to book.



ARRIVAL:
NIGHTS: 1
ADULTS: 1
KIDS: 0
SPECIAL CODE:
GROUP CODE:
BOOK NOW

[ROOMS](#) [SPA & AMENITIES](#) [DINING & NIGHTLIFE](#) [MEETINGS & WEDDINGS](#) [OUR STORY](#)

SPECIALS & PACKAGES



Special Offer - Save 20%
Enjoy Spring Break Savings NOW!




Special Offer - \$50 Food & Beverage Credit
Escape to our mountain resort and get rewarded!

TREASURER'S OFFICE | Sal... Heritage Hotels and Resor... Luxury New Mexico Hotel... El Monte Sagrado Living R...

https://gc.synxis.com/rez.aspx?tps=fml&hotel=67117&chain=17123&avcurrency=USD&arrive=2016-03-10&depart=2016-03-11&adult=1&child=☆

Washington Federal... Welcome to SingleP... New Mexico Bank a... First National Rio Gr... Welcome to CashPr... Los Alamos Nationa... Nusenda CU Centinel Bank of Taos Other bookmarks



EL MONTE sagrado
LIVING, MEETING AND SPA™

TAOS

Departure Date
Friday, March 11, 2016

2 GUESTS
Adults Children
1 0

SPECIAL CODES

Discount Coupon

Group Code

Corporate/Promotion Code
EAGA

Travel Industry ID

ADVANCED SEARCH

ROOMS SPA & AMENITIES DINING & NIGHTLIFE MEETINGS & WEDDINGS OUR STORY

Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	
			1	2	3	4	5					1	2	
												\$ 136	\$ 136	
	6	7	8	9	10	11	12	3	4	5	6	7	8	9
			\$ 120	\$ 120	\$ 160	\$ 215	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120
	13	14	15	16	17	18	19	10	11	12	13	14	15	16
	\$ 215	\$ 215	\$ 215	\$ 215	\$ 215	No Availability	\$ 215	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120
	20	21	22	23	24	25	26	17	18	19	20	21	22	23
	\$ 128	\$ 128	\$ 128	\$ 128	\$ 128	\$ 128	\$ 128	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120	\$ 120
	27	28	29	30	31			24	25	26	27	28	29	30
	\$ 128	\$ 128	\$ 128	\$ 128	\$ 128			\$ 120	\$ 120	\$ 152	\$ 152	\$ 128	\$ 128	\$ 128

Selected Dates
 Rooms are available.
 No Availability

Refresh Calendar

[Modify or Cancel a Reservation or Itinerary](#)
 CHECK AVAILABILITY

April Rate only \$104/night

TREASURER'S OFFICE | Heritage Hotels and Resor... | Luxury New Mexico Hotel... | El Monte Sagrado Living R...

https://gc.synxis.com/rez.aspx?tps=fml&hotel=67117&chain=17123&avcurrency=USD&arrive=2016-03-10&depart=2016-03-11&adult=1&child=☆

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EL MONTE sagrado
LIVING RESORT AND SPA
TAOS

ROOMS SPA & AMENITIES DINING & NIGHTLIFE MEETINGS & WEDDINGS OUR STORY

EL MONTE SAGRADO LIVING RESORT

USD US Dollars

Select Dates > Rooms & Rates > Select Packages > Checkout > Review > Confirmation

1 YOUR STAY DATES

Arrival Date
Thursday, March 10, 2016

Departure Date
Friday, March 11, 2016

2 GUESTS

Adults Children
1 0

+ SPECIAL CODES

+ ADVANCED SEARCH

Availability

March 2016							April 2016						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5						1	2
6	7	8	9	10	11	12	3	4	5	6	7	8	9
							\$104	\$104	\$104			\$104	\$104
13	14	15	16	17	18	19	10	11	12	13	14	15	16
							\$104	\$104	\$104	\$104	\$104	\$104	\$104
20	21	22	23	24	25	26	17	18	19	20	21	22	23
							\$104	\$104	\$104	\$104	\$104	\$104	\$104
27	28	29	30	31			24	25	26	27	28	29	30
							\$104	\$104	\$104			\$104	\$104

Jeffrey H. Sakamoto



Heritage Hotels & Resorts, Inc.

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