

EAGA Business Builder

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Today's presentation was by Steven Douglas—Demand Printing Solutions



Mr. Douglas is Sales & Marketing Director at Demand Printing Solutions. He is also a master at juggling the activities of his world. Steve is responsible for securing and retaining customers for the printing company; but he also participates in the Blues Band, Black Smoke; and probably most important, is husband to Emily; father to seven children and grandfather to 6 grandchildren. As Steven describes it, his children came in two litters. The first four range in age from 29 to 19 years old; the latest three are 9, 7 and 5 years old. Sort of an old age care annuity for he and Emily. Steven is rightfully proud of his family and he used a good portion of today's presentation time to share a few details about each of them with us. Steve and Emily

have a relationship that was made in Paradise. Actually they met when they were both working at Fools Paradise, and they've have made it stick for over 25 years. Their oldest son, Brandon, and his wife Briana, are continuing the Douglas tradition of large families. Son Stafford, 25 years old, is a thespian. That's a technical word for an up and coming actor. He has played parts in a variety of productions, including "Gold", "Manhattan" and "Better Call Saul", and he has worked directly with a few of the more notable stars like Matthew McConaughey. Stafford is even making his own production of a web series named "Thank You Five". You can find more about him on his personal website www.stafforddouglas.com. Son Easton is 22 yrs old and advancing up the ladder of the Chipotle chain. He recently went from General Manager of a location, to a position where his responsibilities are to oversee all the Chipotle operations in this area; and he is a n accomplished artist as well. Daughter Emma Grace is 19. She currently works at Chipotle, and the only young lady in both litters. The first iteration of the Douglas family began 9 years ago with Scotlan; and continued with 7 year old Emiston and 5 year old, impish looking, Rigby. Mom Emily has been the home school teacher for all their children, and judging by their resumes so far, she has done a great job of providing them with a well rounded education, and great personalities. Steven is also quite involved in all the family activities (and with 7 kids, that would be a lot of activities). He also has the Black Smoke Band hobby, but, alas, he does have to go to work some time. In that place called work, Steven helps customers get their printed message to potential customers. These days, other businesses on the internet are major players in the business advertising dollars game, but Demand Printing Solutions has done a great job of providing the custom printed products that, when designed and produced properly, give their customers that alternative media for getting the message out. DPS has the capabilities to provide a wide range of products, using a variety of machines and techniques. They have a large format printing press for the big stuff (like yard signs; window/wall applications; and anything else up to 23" x 29"); they have small format presses for business cards, stationery; envelopes and the like; they have digital presses that are more versatile and much more efficient for short run jobs, while still producing high quality graphics and text. Not only will they put the ink on the paper, DPS will do all sorts of other things to it. There is foil stamping; embossing; numbering; scoring; gluing; die cutting; laminating; perforating; uv coating; folding; spindling and mutilating. And, oh yeah, booklet making. And after any/all of that, the customer ends up with a finish product that may look like brochures; newsletters; calendars; notepads; raffle tickets; postcards; pocket folders; stickers; checks; corporate books; door hangers; certificates; refrigerator magnets; or even fold-up boxes. Printed mailings fall into the consumer's mailbox with all the other bills and propaganda of the day. To be most effective, your advertisement needs to stand out. DPS can make that happen. They have their own on-site die making setup and can not only print your ads, they can make them stand out from all the other mundane paper in the mailbox. Recent examples were paper messages in the shape of a two dimensional car, or a flat coffee cup. With their capabilities to print detailed and precise pictures; and the made to order die plates, DPS could probably provide each EAGA member with their very own paper disc in the shape of President Mark's head...smiling face and all. When you use Demand printing Solutions, the printed word doesn't have to always be on paper either. Their newest flat bed printer can put ink on any of the usual 'weird' print media. Things that are not paper: ie. tile; wood; cloth; plexiglass; plastic; metal; magnetic backing... probably will print on paper too. Anything under 1 inch thick, five feet wide and whatever length. Bottom line is: If you have a need for quality printing, Demand Printing Solutions is the place to go. Steven and the staff are quite capable of putting your message in ink on a variety of papers (or many other materials). Give Mr. Douglas a call to see how creative they can be in helping you get your message to the desired audience. It would also be an interesting adventure to see the pages of his weekly/daily schedule book. There must be a lot of entries there. And stay tuned...if the pattern continues, when young Rigby is 10 years old (about 5 years from now), there will be a couple more additions to the Douglas family tree. A blessing for the family and to the world in general.

- ◆ OPEN HOUSE Los Ranchos Gun Shop Tuesday, October 18th from 4PM to 6PM
- ◆ Board or Directors Meeting - Tuesday, October 11th; 5:00 PM; at Rio Bravo Brewing Company

Business Leads:

None Written Down Today

Reciprocity:

Thank you to Mark Abramson—Los Ranchos Gun Shop for purchasing a new container.
—Pat Maloy - Maloy Mobile Storage

Thank you to: Soren Thomsen—TEMA for great service on a chair repair. Quick and efficient.
Phil Houser—Document Solutions for the recent purchase of a new van.
Mike Williams—Builder's Source for helping one of my employees with a purchase.
—Damian Lusch - Rich Ford

◆ Second announcement of a prospective new member:

WSI Web Enhancers
Representative: Jukka Jumisko
Category: Mobil Web Apps
Sponsor: Soren Thomsen

◆ First announcement of two prospective new members:

Gorman Industries, Inc
Representative: Scott Gorman, Partner
Category: HVAC Distributor
Sponsor: Phil Houser

Johnstone Supply, Inc
Representative: Carl Ward-Hersee, GM Albuquerque
Category: HVAC Wholesale Distributor
Sponsor: Jim Asperger

If you have an objection to any of these companies 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, (jdzipper@comcast.net - 505-259-5959), as soon as possible.

Badge Board Greeters

Oct 11th Leon Marler—Marler Manor
Oct 18th Mike Deveraux—Document Imaging of the Southwest
Oct 25th Lou Rodges—Retriever Merchant Solutions
Nov 1st Scott Lardner—Rocky Mountain Stone
Nov 8th Manny Corrales—Vigilant Security Services
Nov 15th

Upcoming Speakers

Oct 11th Jonathan Lewis - Partner, VP, Strategy Director—McKee Wallwork + Company
Oct 18th
Oct 25th
Nov 1st
Nov 8th

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