

EAGA Business Builder

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Today's presentation was by **Scott Gorman—Gorman Industries**



Scott was born here in Albuquerque, in 1988. He went to St. Mary's Elementary School, then to Sandia High School, before heading to Durango, Colorado for a tour of college. Scott earned a Business Management Degree, then, as would be quite obvious to any young man just graduating from college in the somewhat cold and definitely surf-less city of Durango...he moved to Santa Barbara, California. In that definitely warmer, and surf experienced community, Mr. Gorman took a job at a computer networking equipment company - selling refurbished Cisco hardware. He would be on the phone from 7am Eastern Time through 7pm Pacific Time making cold calls to businesses on the east coast. Well, actually, first he would check the status of the surf before deciding what time to start work. Seems a high surf causes interference in the long distance phone reception; and that probably means Scott worked the 7 to 7 schedule three or four times a month. No matter how extensive the schedule, it was a good job - in a very good venue. There are other Misters Gorman in this picture though. In 1912, Scott's great grandfather started a business in El Paso, Texas; selling tools and materials to companies and workers in the Sawmill District. He was a hard working, determined and adaptive man. He used mules to haul the tools and other wares to folks in El Paso and Mexico. That Mr. Gorman was constantly aware of his customers' needs and, over time, expanded the business into the engineering field. The next Mr. Gorman to become involved in Gorman Industries was Scott's grandfather. That gentleman continued to grow the business; and with that inherited adaptive quality; expanded the company operations as customers' need dictated. In 1950, Gorman Industries moved to Albuquerque. As they continued to sell Sawmill type tools, band saws and blades, the versatile (and, yes - adaptive) Misters Gorman moved into the heating and cooling industry. Some of their general contractor clients expressed a real need for a good heating and cooling equipment distributor in the Albuquerque, so in 1960 the company established an association / partnership with the Rheem heating and cooling equipment manufacturing company. That partnership continues to this day. Scott's father, Art, is the third generation owner / operator of Gorman Industries and has been managing the business for awhile. That includes the period of time when Scott was working and surfing (or vice versa) in Santa Barbara. Scott's father gave him a call and asked if he (Scott) was interested in becoming more involved in the family business. That would obviously mean moving back to Albuquerque and the 24 year old had a decision to make: Stay in the sun and sand and surf part of the world, or move to the sun and sand and Rio Grande part. The thought of working with his father, and possibly becoming the 4th generation owner/operator of Gorman Industries, more than offset the trading of surfing the Pacific for wading muddy Rio Grande. There was also the fact (whether he knew it at the time or not) that Jocelyn Houser lived in Albuquerque. [Scott and Jocelyn were married in 2015]. These days Gorman Industries continues to operate well under the guidance of Art Gorman and his protégé, Scott. They attribute their success to good employees (some have been with the company for 24 years); good relationships with their customers and suppliers; and that adaptability. The company has recently expanded into providing duct work and sheet metal products. They have added a 6,000 square foot building to go along with their 24,000 square foot operation—which is still located on their original Albuquerque location at 12th and Mountain. Gorman Industries sells only to wholesalers, so they cannot directly provide you with heating and cooling equipment. Scott would still be glad to answer questions you might have about the equipment or its operation. If you have a need for that, give him a call 505-247-1596. If you have a spare minute or two, you may also ask how the smell of the surf compares to that of the Rio Grande; or whether the Pacific beach sand feels the same between your toes as does the New Mexico sand (or whether or not he would go barefoot on the Rio Grande beach at all).

Contact information for Executive Director: **Mario Hernandez**
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Business Leads:

NORI RAMEN & SUSHI BAR will open @ 2003 Southern Blvd., Rio Rancho
- Lionel Specter—Zeon Signs

Reciprocity:

Thank you to Lionel Specter—Zeon Signs for great work on logo and signage for Venus Research.
- Jeff Sakamoto—Southwest Business Advancement

- ◆ Thank you to our outgoing President—Phil Houser. Among his goals were to bring attention to the need for health & wellness; and to increase membership with quality companies and representatives. To that end: He arranged for specific health related discussions; nutrition guidance and examples; and a visit by medical personnel at one of our meetings. There were also many new members added during the last 6 months. Our organization continues in a positive direction and we are all appreciative to Phil for his great guidance.
- ◆ Welcome to our new President—David Rodriguez. David is a computer guy, and he says that we can expect for his term to emphasize technology - like increasing the use of our web site and making it more of a tool for members. We look forward to the next 6 months under David's direction.
- ◆ Thank you to the Summer Bash Committee (members and spouses) for all the hard work. The event was a tremendously fun evening, As has become the norm for the Committee: The food was great; the venue was excellent (thank you Mr. Houser); and the good times were everywhere. Game committee staff, Jerry and Klint, were even able to finish the championship round well before midnight—and without police involvement. Congratulations to our 2017 Bash games champions: Lou and LaRisa Rodges.
- ◆ Second Announcement of a potential new member:
Downey and Company
Representative: Joseph Menicucci
Category: Construction Bonding Agent
Sponsors: Pat Maloy and 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 decision process, please contact Membership Committee Chairman, Jack Zipper, (jdzipper@comcast.net or 505-259-5959), as soon as possible.

Badge Board Greeters

July 18th Rick Reese—Blue Ristra
July 25th Kevin Lorenzen—Aflac
Aug 1st Mike Melloy—Petroglyph Animal Hospital
Aug 8th Scott Peck—MP Group
Aug 15th

Upcoming Speakers

July 18th Soren Thomsen—Tema Furniture
July 25th Tom McMahon—Sunquest Advertising
Aug 1st Brandon Sayler—Interim Healthcare
Aug 8th Guy Berger—Palms Trading
Aug 15th

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