

# EAGA Business Builder

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## Today's speaker was Andrew Sanchez—Ravelco



Mr. Sanchez is a New Mexico native. He can prove it with a birth certificate that is probably a collector's item by now. He was born at Bataan Memorial Hospital. Andrew attended Manzano High School, then had to figure out what would be the next adventure. He wasn't sure of a specific plan, but was sure that it would not involve working in a structured business environment. Then that proverbial light bulb went on; he would join the Army. Granted—that light bulb must have been a little dim because the Army may not have been the direction to go if one wants to avoid a structured work environment. Andrew spent the next

couple of years with someone telling him when to get up in the morning; when to go to sleep at night; what to do during the day; and how to do it. When his tour was over, Andrew came back to Albuquerque. Structured business life didn't seem so bad by now. He worked for six years as an unskilled worker at General Electric. He was an Aircraft Engineer and that 'unskilled' categorization didn't mean that he didn't know what he was doing, but it was the classification for non-degreed employees. In 1984 Andrew got a position in one of the Sandia apprenticeship programs. Working in the Nuclear Weapons Complex, Mr. Sanchez was one of the folks trying to keep a grasp on the security of nuclear products and facilities within the United States. After about three and a half years in the machinist program, Andrew was told that Sandia would not be hiring new machinists when his apprenticeship ended, so they redirected him into a different program. That change did lead to long term employment at Sandia. Over the next 17 years, Andrew's responsibilities included working with various suppliers; and as manufacturer liaison in the "Life Extension Program". Now that last work experience sounds a bit interesting. Us older guys could stand a little interaction with someone in the "Life Extension Program". But, much to my chagrin, Andrew doesn't have those kind of connections. The Life Extension Program in which Andrew was involved, actually concerns nuclear weapons. When a nuclear weapon is built, it will exist for a long time. Over the years, the device may become outdated, but those things are not something that you can dispose of at a garage sale; or an excess equipment auction; and you cannot just put them in the dumpster (not even the blue recycle ones). The department in which Andrew worked was charged with 'updating' older weapons to keep them viable members of the weapons stockpile. A time came when Andrew decided that he wanted to own his own business. Mr. Sanchez does have his own business now, but how that came to fruition is one of those 'sayings 'adventures'. "Everything comes to those that wait." or "Patience is a virtue." or "The right place at the right time" or, more appropriate "Kids say the darndest things." Years before the venture into business ownership, Andrew's truck was stolen from his driveway. His son noted how devastating that was and declared that one day he would own his own truck, but would make sure that it was never stolen. After Andrew's retirement from, as he called Sandia, "Disneyland on the Rio Grande", the Sanchez family moved to the mountains. Andrew had another truck by then, but would not drive it to the city in fear of losing it again (there are 27 vehicles stolen in Albuquerque each day, and most of them are trucks). Andrew's son had his own truck and was still vowing to never lose his vehicle to a thief. He did a lot of research to find an anti-theft device, and during that process, discovered Ravelco - a company that boasted of never having the theft of one of their device equipped vehicles. Andrew decided to put an anti-theft device on his truck, so, taking his son's advice, immediately went to the Ravelco to check their information. The devices sounded great, and right there on the web-site was the company's request for a New Mexico distributor for their products. After further investigation Andrew concluded that he (his son) had found a good business opportunity. Ravelco has 5 million devices installed on vehicles throughout the USA and none have ever been stolen by bypassing the device. A basic summary of how the Ravelco security system works: The attachment consists of a 16 pin connector, but only 5 of those pins have active wires. Two separate lines to the ignition are used and those cables are mixed in with all the other wires under the hood, so not only is the pin/active wire combination mathematically complicated, but the wires themselves are not obvious. It is not very easy for the thief to actually know that the device is installed, or, if it is discovered, which of the wires are controlling the ignition. The combination is unique to the specific vehicle and the vehicle owner is the only one with the activation fob (a plug-in piece of the equipment that stays in the owner's possession when it is not activating the car). Andrew can better tell you about the security devices and how they work. He can also have one of them installed on your vehicle for substantially less than the suggested \$499.95 price. He offers a standard \$50 EAGA discount and he is also offering an additional \$25 discount if, by January 31st, you schedule an installation. If you are interested in the information, or in taking advantage of the offers, give Andrew a call at Ravelco 505-550-4994. If you want to have his wise and determined son do some research for you, let Andrew know that as well.

## Business Leads:

HIPPO URGENT CARE at 4504 4th NW will name change to RIO GRANDE URGENT CARE.

WINGSTOP is opening at 291 98th St NW.

- Lionel Specter—ZEON SIGNS

## Reciprocity:

None noted today, maybe because no sheets were provided - my apologies..

- ◆ There are a few slots open for Badge Board Greeters. See the dates below and if you can help, please let Mario know when you are available.
- ◆ First notice: There are only 337 shopping days until Christmas. Give or take a day, depending on when you actually read this.

## Badge Board Greeters

Jan 23rd	Scott Peck—MP Group, Inc
Jan 30th	Paul Jew—Moji Studios
Feb 6th	
Feb 13th	
Feb 20th	
Feb 27th	Raul Rodriguez—Kings of Wrap
Mar 6th	
Mar 13th	
Mar 20th	

## Upcoming Speakers

Jan 23rd	Leon Marler—Marler Manor
Jan 30th	Stan Byers—Milagro Media
Feb 6th	Robert Biernacki—Waterquest Landscaping
Feb 13th	Mike Skolnick—Excalibur Realty
Feb 20th	Phil Kenny—Trucks Unique
Feb 27th	Eric Berger—American Linen & Uniform Supply
Mar 6th	Pat Maloy—Maloy Mobile Storage
Mar 13th	Manny Corrales—Vigilant Security Management
Mar 20th	Phil Houser—Document Solutions

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