

EAGA Business Builder

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Today's speaker was Pat Maloy—Maloy Mobile Storage



Dion is one of six children of the Maloy Family. His parents were both school teachers in the Territory of Alaska during the 1950s. They taught in a small village of about 200 residents, and the family actually lived in the schoolhouse. Pat (he prefers to go by his middle name instead of Dion, or his Alaskan name) was born there. Not sure if “there” was the Territory of Alaska, or the State of Alaska, but he was born at a time close to that switchover. Pat didn't have much of an opportunity to grow up in Alaska - during the early part of his life anyway. The Maloy family moved to Albuquerque in 1964, when Pat was of

kindergarten age. All of his education, from kindergarten through UNM, was here in the city. After graduating from college, Pat would regularly go back to Alaska to do some of that growing up stuff that he missed from before. He learned hunting and fishing and freezing...and he also worked - at least 6 months of the year. The job was the official reason for Mr. Maloy's trips back to Alaska year after year, though it sounds like he really enjoyed the whole adventure. The work was hard (often taking up 80 or 90 hours of the week). It had to be that like that though. Obviously, there isn't much farming in Alaska, and not really any way to get locally sourced food and supplies. Folks living in Alaska at that time had to be good planners. They figured out what would be needed during the winter months, then order case goods so as to have the necessary foods and supplies. Any needs not on hand when the bad weather set in, would have to be flown in. And it would be expensive. That made for a lot of things needing to be done in the summer—hence the hard work. Heating oil, food, supplies and pretty much everything else was brought in by ships from Seattle, then loaded on barges and transported to the various villages. By the age of 20, Mr. Maloy had worked his way up to operations manager for one of the distribution facilities. His group was in charge of getting the goods to 62 villages. During the process, Pat learned how to operate a large variety of machinery; equipment; vehicles; as well as tug boats; barges; and other 'can't learn that in New Mexico' stuff. While in Albuquerque during one of the Alaskan winters, Pat proposed to Mary Beth. She was keen on Pat, but not keen on Alaska for six months, or more, at a time. She agreed to be Mrs. Maloy, if they would live in Albuquerque. The lady definitely had Pat's heart because he agreed to her counter proposal. But then what to do for a career in Albuquerque? He thought about the knowledge and experience he had acquired in Alaska. What part of that could he use here? Hunting and fishing would be a good career, but probably really profitable, and not while living in the city. Then Pat thought of one of the pieces of equipment that he had encountered up north. Shipping containers. He certainly knew all about them, and how beneficial they can be for non shipping uses. All these years later, it is apparent that it was a very good idea. Maloy Mobile Storage has come a long way from the first 1968 Mack cab-over, maximum 50 mph, truck and a couple of used containers. These days the old truck is probably still around, but not in service. The original boxes have multiplied into hundreds and hundreds of containers; and they have almost 300 storage trailer cousins. What the heck are all those containers used for? Glad you asked. There is the normal answer: storage container that businesses, or general people, use to securely keep things in for a week, month, or indefinitely. But Pat has figured out that the containers can be stacked; cut up; welded together; and modified in a variety of ways to accommodate just about any need for that type of device. He had add refrigeration; windows (regular or bullet proof; and single window or full glass walls); doors (side doors; rolling doors; end doors; sound proof doors; standard—with standard pricing doors; \$18,000 doors; or \$25,000 doors); skylights; heating and cooling equipment; interior shelving, cabinets, and/or counter tops (of darn near any configuration you want); ventilation; electrical power; fire suppression systems; seating; lighting; and internal/external supports and bracing required to partially bury containers; on-and-on. The resulting products are used for transporting materials; ticket booths; construction site storage or offices; dog kennels (those do have the ventilation and heating/cooling); generator operation facilities for TV towers; machine shops; personal cabins; on-and-on. Then there are military uses, for things that haven't already been mentioned. Like a portable bio lab; radar and security transportation and storage; training towers with stairs and adjustable shooting/viewing portals; guard shacks; prisoner facilities; and then there is

[redacted because of potential national security concerns]. Only a fraction of the possibilities have been noted here. If you want a very secure large metal box for storing things, give Pat a call. That type of request would be exceptionally easy for Pat to fulfill. If you want a specially modified large metal box (or stacked boxes) for your special use, he and his crew can do that too. Just give Mr. Maloy a call at 505-344-6123. He and his crew will get you what you need. I am pretty sure there are a few of us that could use a nice, secure, impenetrable, back yard man cave, with ventilation for an indoor barbeque, electrical power for a large flat panel TV and maybe a wife-is-coming early warning system. Can you build a prototype of that please, Pat?

Business Leads:

None noted today

Reciprocity:

Thank you to Chuck Mitchell for the great service.

Thank you to Phillip Menicucci for a project opportunity.

- Larry Kennedy—Walla Engineering

- ◆ March 13th, next meeting day, is the second Tuesday of the month. Please bring a business card to exchange. Participation in that program has dropped in the past couple of months, but coordinators Jerry and Lou are pretty sure that it is not because everyone has already had lunch with everyone else. Please give some thought to the very positive benefits that can come from the planned interactions, and 'leave a card—take a card' next Tuesday.
- ◆ The Summer Bash is already in the works. It has been scheduled for Saturday, July 14th, and will be at the home of Phil and Theresa Houser again this year. The committee will be forming in a few weeks. The Bash has always been a great event - because of the member participation in the committee. Give serious consideration to being a member of that committee this year. They can always use the help—and it is a really good way for members and their wife/significant other to get to know more other participants. Additional information will be provided in April.

Badge Board Greeters

Mar 13th	Paul Hanna—Hanna Plumbing & Heating
Mar 20th	Kit Turpen—HUB International
Mar 27th	Manny Ortega—Ortega Appliance Service
Apr 3rd	Mike Skolnick—Excalibur Realty
Apr 10th	Scott Lardner—Rock Mountain Stone
Apr 17th	Jukka Jumisko—WSI Web Enhancers
Apr 24th	Terry White—Sunwest Trust
May 1st	Mike Deveraux—Document Imaging of the Southwest
May 8th	Patrick Wallace—NM Solar Group
May 15th	Steve Grant—Downtown Bed & Breakfast
May 22nd	Raul Rodriguez—Kings of Wrap

Upcoming Speakers

Mar 13th	Ron Pattison—Pattison Pension Specialists
Mar 20th	Phil Houser—Document Solutions
Mar 27th	Paul Jew—Moji Studios
Apr 3rd	Tim Baca—Kangen Water
Apr 10th	Manny Corrales—Vigilant Security Management
Apr 17th	
Apr 24th	Leon Marler—Marler Manor

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