

EAGA Business Builder

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Today's speaker was Phil Houser—Document Solutions



Mr. Houser is from Albuquerque. He was born here, and has lived here most of his life. He is married to a girl that he met while attending Valley High School a few years ago. Phil and Theresa have now been on an eventful journey for the past 33 years—on the way to happily ever after. Some of the happier events have been raising their 4 children. Son, Alec just recently married and is working with Dad at DSI. Daughter, Lauren is a Trinity University graduate and is teaching in Colorado. Daughter, Jocelyn, is now Mrs. Scott Gorman and she is also working at Document Solutions. Son, Preston, is graduating from CSU with a degree in sociology / Political Science, probably heading on to be a lawyer. A couple of the few, but serious, not-so-happier times, occurred last year when Theresa endured major hip, back and carpal-tunnel surgeries. She is an amazing trooper and, thankfully, is making great progress toward recovery. Phil, as noted above, has spent most of his life here in Albuquerque. He has always enjoyed athletic type things and in his younger days (not that long ago) was a wrestler, soccer player and was pretty good at baseball. The few years that Phil was not in Albuquerque include his college days at TCU. Mr. Houser had an idea to use college as a stepping stone to Major League Baseball. After playing the sport at TCU, Phil decided that he may be darn good, but probably not Ozzie Smith or Mark McGwire, or even Don Wakamatsu good. So instead of pro sports, Mr. Houser took his hard earned BBA Degree, with a minor in Marketing, and headed into the non- baseball real world. He immediately went to work at Harris-3M selling office equipment. Mr. Houser was obviously pretty good at what he was doing, because he won a Top 20 Sales award in 1985 and in 1986; and had been promoted to District Manager at the young age of 25. When Harris-3M sold to Lanier Worldwide, Phil stayed with them until 1997 when he decided that he would prefer to build his own business. That is when Document Solutions came to life. It started out in a 10 X 10 office with the primary business of remanufacturing toner cartridges. As the company expanded, and diversified, they moved into a warehouse (OK...a garage sized place) that could hold 10 or 15 copiers at one time. Since then, copier technologies have changed; equipment has morphed; business has increased and the company has expanded. Document Solutions now has a 14,000 sq ft warehouse in Albuquerque, and offices of various sizes, in Roswell, Santa Fe, Carlsbad, Taos; Las Cruces, and soon to be in Gallup and El Paso, TX. Last month the company filled 75 to 100 supply orders, and placed more than 150 copiers (and that was a short 28 day month). The 'old days' of one large van that could transport one large copier to a customer that would be excited to finally be able to generate 10 to 60 black & white copies a minute - have raced into an era where DSI operates 10 to 12 service vans that can easily deliver a small footprint, technologically advanced, machine to a customer that is willing to settle, for now, with 225 copies per minute, and/or color documents in a wide variety of formats. As the age of technology continues, computers are everywhere. Copiers are really printers; printers are really multi-functional devices; and the jobs have changed from turning one piece of paper into multiple clones of itself, to turning multiple words; or electronic documents; or collaborative thoughts into single or multiple copy presentations; booklets; or manuals; or Those new fangled devices also keep track of the volume of materials used (paper, toner, ink, sanity), and can communicate what they know to a designated caretaker - in house or third party contracted monitor (like DSI). If your company has a need for a too damn smart device that will print/copy/collate/brochurize/ or whatever you are looking to do with paper and electrons, you can give Phil Houser a call at 505-256-9579. He and his crew can help you with a device to print or copy or electronically communicate whatever is on your mind. Phil may even be able to find you a certain 1983-84 TCU Horned Frog baseball card. If he is all out, I am sure it won't take too long for him to make one for your collection.

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259 email: eagaed@gmail.com

Address: 8100 Wyoming Blvd NE; Suite M-4 #345

Albuquerque, NM 87113

Business Leads:

Fidelity Title Company is acquiring / merging with Stewart Title Co.

Rio Grande Title closed its services as of Friday - March 23rd

-John Menicucci—Berger Briggs

Reciprocity:

Thank you to Guy Berger - Palms trading for some upholstery work.

Thank you to Phillip Menicucci for some wall panel work.

Thank you to Mike Deveraux for purchasing an RV shade system.

Thank you to Bruce Hoover for a business opportunity.

-Dan Mowery—Rader Awning

◆ First announcement of a potential new member:

Crane Service, Inc.

Representative: John Scott Wilson

Category: Mobile Crane, Rigging & Heavy Transport

Sponsor: Kevin Lorenzen

◆ First announcement of a member company's request for change in representation:

Keleher & McLeod requests a representative change:

Justin Breen, Attorney / Director of Keleher & McLeod

to replace Tom Keleher, who has retired.

If you have an objection to either of these applications, or if you have information that you feel should be considered during the review process, please contact Membership Committee Chairman, Jack Zipper (jdzipper@comcast.net or 505-259-5959) as soon as possible.

- ◆ The EAGA Golf Tournament will be Friday, May 11th. Four man, best ball scramble format; shotgun start 1:00 pm. Cost is \$20 for members; \$79 per guest. Fee includes golf and lunch. Hole sponsorships are available and solicited. Sign up sheets for both golf participation and hole sponsors will be available at Tuesday's meetings. If you have questions, please contact Event Chairman Jerry Becker.

Badge Board Greeters

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

Upcoming Speakers

Mar 27th	Paul Jew—Moji Studios
Apr 3rd	Tim Baca—Kangen Water
Apr 10th	Manny Corrales—Vigilant Security Management
Apr 17th	Mark Abramson—Los Ranchos Gun Shop
Apr 24th	Leon Marler—Marler Manor
May 1st	
May 8th	