

EAGA Business Builder

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Today's speaker was Tim Simms—Territorial Scaffolding



Mr. Simms has come a long way, and traveled a winding road or two since the beginning of his professional life. That beginning was back in 1973, and it was a Junior Achievement Project, handcrafted in the good ol' USA, letter holder. He could sell them at \$1 each. It didn't take very long for wise Mr. Simms to figure that, even though the product was of good quality, the projected profit curve would not be contributing sufficiently to his retirement plans. And then there was that futuristic computer world and its electronic communication stuff, so, in a few years, who would need a letter holder anyway. Tim decided to not be the next buggy whip manufacturer and instead move to a different branch of the construction world. He didn't have much experience beyond building letter holders, though. With his logical thinking, Tim figured out how to remedy that situation. Over the next 5 years, he worked with five different types of contractors, one year at each company. When he graduated from his self devised education program, Mr. Simms had a really good amount of experience, and he knew in what direction he wanted to move...sort of. Tim began by building homes—a lot of them. And some apartment complexes too. But it was difficult to find roofers that could do a good job, in a timely manner. In order to better control that aspect, he started Territorial Roofing. Continuing along that winding road, the next turn, in 1992, led to Hacienda Stucco. Appropriately named, it is easy to tell what was their expertise. In 1998, another pathway turn when it became prudent to sell the roofing company and concentrate on the stucco business. Efficient stucco work requires something better than a couple of ladders. Even if you have the premium version with a board between the steps. The correct way to get to high places is with safe scaffolding. That word 'safe' is critical in scaffolding. Out of necessity, and professionalism, Tim and his crew became very good at setting up safe scaffolding. As other folks began to realize that scaffolding expertise, Mr. Simms' journey took another turn, and Scaffolding became the business of concentration. In 1984, the Cavin Building project became their first big job, and the road has been pretty much straight since then. The company has grown, and grown. Not only in business volume, but in knowledge, experience and capability. All of that is due to the Simms family—Tim, his wonderful wife of 38 years, two sons and daughter. His daughter is not heavily involved in the business anymore, but rumor has it that she was a darn good forklift operator back in the day. The sons are still quite involved though, as officers of the company, and running all of the day-to-day operations. Timmy is the President. Territorial Scaffolding has a core staff of 16 to 20 people, but the team can expand to as many as 60 during peak activity times. The staff is paid well, and there are good benefits. Tim has taught his crew that "quality is a habit", so they understand that doing good work and treating the clients well is the proper way to build a positive reputation. They have worked their way to being the "go-to" scaffold company in this region. In addition to many other 'usual' businesses, Territorial's clients include the Labs, the Tram, and the film industry. As noted above, in the last few years, Tim's business path has been without the variety of the early days. The road may have been straight recently, but certainly not without some large bumps. A couple of years ago, the wonderful tax people of our state decided that they would send Territorial a bill for about \$280 million. The agency decided that they could disallow all the non-taxable certificates that Territorial had relied on for not collecting gross receipts taxes for the past 7 years. All of the company's explanations and arguments were futile. But Timmy would not just settle and walk away. He went to Santa Fe lobbying, explaining and arguing until he was successful in getting the tax laws changed to be more logical and fair. Most people know what scaffolding is, but few realize the the complexity of its setup and operation. In addition to the standard location stuff, Territorial often sets up safe scaffolding for work on domes and on inclines. The tallest scaffolding that Territorial has put in place was about 330 ft tall. They are accustomed to working out of the ordinary jobs too. Such as inside a huge boiler where the only access was through an 18 inch diameter hole; out at Mesa Verde where the equipment had to be hauled to the site by burro; in a nuclear reactor where they had to work about 6 inches above the water.; and they have even built a scaffold bridge for a client that was building a bridge. The brave, and determined, elder Mr. Simms once had to perform a hair-raising rescue of a defective swing stage stuck well down the side of a tall building. Fire Department personnel were glad to use their equipment to rescue the stage operator, but they left Tim to do the hard work with improvised equipment and guts. Territorial has such a large quantity of scaffolding equipment that Timmy says their yard wouldn't be able to hold it all. It works out because they have been able to keep it turning. When they get a load brought back on Tuesday, it is on its way to another job by Friday. If you, or any of your associates, ever have a need for scaffolding, contact Timmy, or the other Territorial staff, at 505-242-1892 (Elder Tim doesn't answer the phone much any more). And don't forget that Territorial rents chutes too. Not for a fun way to descend from the tall scaffolding, but for removing trash from high places. (Our state government could use those in certain areas). On any particular day, if you cant' find either of the Tim Simms, they are probably out with their long range rifles shooting pie plate size targets from about a mile away. They will have to tell you where to find that shooting range.

Contact information for Executive Director: Mario Hernandez

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Business Leads: None noted today

Reciprocity:

Thank you to Doug Stewart—Millennium Communication for setting up phone lines when we switched services.
- Paul Losey—Covenant Schools of America

◆ **First announcement for a prospective new member**

Downey & Company
Representative: Joseph Menicucci
Category: Bond Contractors
Sponsor: Dan Mowery; Pat Maloy

Second announcement for a prospective new member

Berger Briggs Insurance and Risk Solutions
Representative: Kit Turpen
Category: Commercial Insurance
Sponsor: Mark Abramson

If you have an objection to either of these companies becoming a member, 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

Badge Board Greeters

Sept 10th	Raul Rodriguez—Kings of Wrap
Sept 17th	John Woods—PHOCUS Real Estate Team
Sept 24th	Bobby Aragon—Amazing Jumps, Tents and Events
Oct 1st	Mike Skolnick—Excalibur Realty
Oct 8th	Bruce Hoover—Business Environments
Oct 15th	
Oct 22nd	
Oct 29th	Chuck Osborne—Steamatic of Albuquerque and Santa Fe

Upcoming Speakers

Sept 10th	Ray Birmingham—UNM Baseball Coach
Sept 17th	Robert Biernacki—WaterQuest Landscaping
Sept 24th	
Oct 1st	
Oct 8th	
Oct 15th	
Oct 22nd	
Oct 29th	

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