

# EAGA Business Builder

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May 05, 2020 - Week 8 of the Lock Down

## Today's presenter was Kevin Gullick– SealMaster



Mr. Gullick was born in Albuquerque, and he hit the road soon thereafter. As the son of an Air Force F4 Fighter Pilot, Kevin and his family were part of that nomadic military world. Kevin grew up in a few different places, but none of them were Albuquerque. Even though he did not spend any of his youth here, Kevin's biography was able to include references to EAGA staples like Highland High School and the University of New Mexico. Mr. Gullick, the fighter pilot dad, graduated from both of those fine schools...and was also an offensive lineman for the Lobo Football team back in the day. Kevin's high school years were spent in Riverton, Wyoming. After graduation from there, he was able to receive a nomination to West Point. He graduated in 1989 from that great institution. Mr. Gullick, having now been commissioned into the Army, spent a few more years in that aforementioned migratory life, primarily as a member of the Army Corp of Engineers, traveling to various parts of the world and various parts of the USA. In 1999 he decided it was time to not do that Army thing anymore. Kevin didn't have to look very long to find his second career. This time as an FBI agent working in one of their east coast field offices. Kevin's tenure with the Bureau included involvement in a few of the more notable historical events of our country. He was stationed about three miles from the Pentagon Building on the morning of 911; and was also somewhat involved in the anthrax attacks and the Beltway sniper shooting spree. During those years, Mr. Gullick's family tree grew into the next generation—in the form of two sons. Younger son, Gus, is now a Senior in the field of Film Studies at UNM...and working at SealMaster with Dad. Eldest son, Hank, is a Junior attending Columbia University in New York. Both young men are heading towards their own new adventures. After serving with the FBI for seven years, Kevin decided to leave that organization and move on to a third career. This one involved settling down in Albuquerque...as owner of a SealMaster franchise. His business is a rather large operation covering New Mexico and west Texas, with recent jobs in El Paso, Lubbock, Farmington, Amarillo, and Las Cruces. In Kevin's presentation today, we learned that SealMasters has nothing to do with training sea creatures, but they do have a lot to do with asphalt materials, product application; related machinery rentals and a wide variety of other paints, products and services. Many of us also learned that we were quite undereducated regarding the parking lot coating, sealing and repairing industry. Kevin definitely is not in our undereducated group. He is very knowledgeable in everything related to that world. He can tell you all about the pavement sealers; the sealer additives; pot hole repairing stuff; crack fillers; traffic paint; concrete products; dust suppressants; sport surfacing, industry related tools and various types of equipment. Kevin's team not only sells the materials and necessary equipment, they also have education and training videos available to assist with product use and installation. SealMaster has a manufacturing plant here in Albuquerque. Their asphalt product is stored at 300 degrees. They have the capacity to store 40,000 gallon inside their building, and they also have the ability to keep another 20,000 gallons in outside storage—once the nights warm up. In his line of work, the cost of materials is a relatively small part of the job cost. Primary expenses are related to payroll and overhead. That makes it a definite option for certain companies to attempt doing their own lot repair and maintenance. In his presentation, and the Q & A period afterward, Kevin provided some estimated costs and advice for any company that wants to tackle the work themselves. Sealcoat materials will cost between twelve to twenty five cents per linear square foot, depending on the application surface. Pot hole repair is about ten dollars a square foot; crack repair about sixty cents a lineal foot. You need to know that, in the SealMaster lingo, a crack is defined as a fissure that is less than one inch wide. Anything greater than one inch is just a long skinny pothole. If you are interested in learning more about the actually quite interesting business of surface sealing or repair, give Kevin a call at 505-822-8881. He can provide you with just about any information that you need, or want, to know about his industry. He will give you specific data about products and installation processes. He can also give you good advice about whether or you should attempt a specific project with your own crew, or not. If choosing a contractor is the better option, Kevin can give you a good list of those. You may be able to find someone on your own, or you may encounter one of the traveling groups that do this kind of work, but beware. If the crew appears to be less than fully educated on the work, or their approach seems to lack the proper professionalism, you may want to steer clear of them. When hiring a contractor to do your work, make sure that you are getting a valid, durable warranty. The 'fly-by-night' contractors will only provide a "tail light warranty". That is a warranty that is only good until you can't see the taillights of the of the contractor's vehicle as they leave the worksite. Another of the many things that we previously undereducated guys learned from Kevin's presentation is that his company also provides materials, and all needed services and supplies, for resurfacing and repairing a variety of sports facilities. Those include tennis courts, basketball courts, running tracks, and even the always desirable inline skating and roller hockey surfaces. I didn't know that I knew someone that knows how to do that. Yet another confirmation that when you are an EAGA member you can definitely respond to queries for any kind of help with "Yeah. I know a guy..."

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## Leads and Reciprocity:

I want to thank Jukka, Randy Baker, and Dr. Ross Mohr for participating in our FB Live sales.

Thank you to Paul Hanna for giving me the opportunity to make an amazing Diamond Bangle Bracelet for his wife. Hopefully the Corona will start to subside and they'll have the opportunity to actually come by to see it.

Thank you to Ryan Lujan-Grace for sending in his BIL for an engagement ring.

Thank You to Mark Abramson for ordering extra magazines for my wife's gun.

Thank You to Thomas Briones for some legal advice last month on my home sale/purchase.

Thank You to Raul Rodriguez for helping with the redesign of our showroom, signage, and in-store graphics.

Thank You to Randy Baker for some really really delicious take out from Rio Bravo Brewery. Please try to think of our locally owned restaurants when doing take out. The chain restaurants will survive and still be around. Let's make sure the locally owned operations are still here in the months to come.

- John Mead—John Thomas Jewelers

Board Members please note that there will be a meeting on May 12th, immediately following the usual Tuesday on line meeting. If you need more information or details, please contact Mario, or President Kit.

## Upcoming Presenters:

May 12th: David Dworski—Team 1st Technology

May 19th: Mike Blomker w/ Merry Maids

May 26th: There will not be a meeting because of the Memorial Day Holiday.

Our next, socially distanced, Tuesday on-line meeting will be at 7:00am on May 12th.

The address remains the same as for previous meetings, and is noted in the box below.

From my interpretation of the new regulations, it appears that face masks are optional for this meeting, but I suppose it depends on just where you are sitting at the time. You are still responsible for your own breakfast and coffee, so please no complaining to Mario if the good stuff is all gone by the time that you get there.

Happy today. Being in the USA really is a good place to be.

**EAGA Tue, May 12th, 2020 7:00 AM - 8:00 AM (MDT)**  
Join the meeting from your computer, tablet or smartphone.

[\[safelink.actioncoach.com\]https://global.gotomeeting.com/join/940475581 \[safelink.actioncoach.com\]](https://global.gotomeeting.com/join/940475581)

You can also dial in using your phone.

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