

EAGA Business Builder

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Today's speaker was T.J. Maloy—Waterjet Cutting



Mr. Maloy grew up in the far north part of the USA—Alaska. His parents were teachers. Both college educated in California, and both figuring that a long way from the in-laws would be a good place to live. Alaska fits that 'long way away from there' location. But the Alaskan world was really a great place to be too. The people were very nice and the ability to be involved in teaching the children was a very rewarding experience. Living conditions could be described as remote and requiring planning and self sufficiency. Seasonal supply boats brought stuff when the water was fluid and the 'dare-devil' bush pilots were everyone's friend when the water was frozen. T.J., and his siblings, grew up learning a lot by being involved and helping with most everything. But the younger Mr. Maloy's first term in Alaska didn't last very long. In 1965, when T.J. was about 8 years old, the family moved from the land of snow and all day sunlight, to the land of sand and a more often transition from light to dark. T.J. lived here in Albuquerque through his graduation from the ever popular Highland High School in 1976. His 'Senior Trip' was actually back to Alaska. But not for the usual reasons of fun, and partying and getting away from the world before diving head first into it. Mr. Maloy just dove into life straight away and went to Alaska for the work. There were plenty of good paying and interesting, albeit hard working, jobs available up in the Last Frontier. With the multiple, and ever changing, work opportunities, and the long periods of light, a person really could work two jobs in a day. Although there were family, associates and great friends in Alaska, immediate family members were all still in New Mexico, so T.J. headed back to Albuquerque and the opportunities that were available here. An education in the trades from Albuquerque Technical Vocational Institute (TVI was the predecessor of today's CNM); a ten year stint as a welder at Maloy Mobile Storage; and, in 1998, his first ever white-collar job in the Flight Simulator Group at Lockheed Martin. Almost all of those afore mentioned experiences here in the lower 48 happened after the most happy and most important event of them all. In 1980, T.J. and another Highland High grad, Sherri, were married. Since then, they have raised two excellent sons who are now grown and on their own. And T.J. and Sherri continue on together toward happily-ever-after. The Lockheed Martin gig was not only Mr. Maloy's first white-collar job, it appears to have also been his last white collar job. In 2002, T.J.'s older brother started a company and asked, in the way that older brothers ask, for T.J. to come run the company. After a little thinking, and a little worrying, and a little more thinking, T.J. decided to jump from the comfortable, enjoyable and pretty predictable white collar Lockheed Martin job, and land at the front door of a risky, and at that point quite unpredictable, company named Waterjet Cutting. Since that year, the younger brother bought out the older brother, and T.J. is now the full owner of the business. For the first few years Waterjet progressed along pretty well. Then came the crash of 2008 and the lack of revenue that ensued. Times became pretty tough. Cost cutting measures were all exhausted, except for labor. Those were kept in tact as long as possible. When the tough times continued, T.J. took a somewhat desparate proposal to the employees. Would everyone be willing to take a cut in hours so that no one would have to be laid off? As a testament to T.J.'s fair and honest relationship with his staff, and the reputable company that they had formed, all agreed to take less hours. That wonderful gesture by his employees is something that T.J. will remember forever. The economy did improve and these days Waterjet Cutting is back in the black and continuing to prosper. Mr. Maloy said that the day he paid off his first machine was the day that he knew the company had turned a corner and was going to be a success. He has proven that to be correct. Today Waterjet Cutting operates 5 machines to get all the work done. And these are the top of the line machines. T.J. knows that owning the best machines provides an access to the best service and tech support as well. In the long run, keeping the machines running properly and efficiently keeps the business doing the same. Those machines work by forcing a solution of water and a garnet material (comparable to the 'sand' of an 80 grit sandpaper) through a tiny nozzle. The stream emerging from the machine will hit the target at 87,000 psi. That force enables them to cut through a huge variety of materials: wood; plastic; glass (except for tempered glass which, by design, shatters too easily); 12inch steel; tungsten; aluminum; stainless steel; laptops; cans; coins and on and on. Thankfully, T.J. and his crew have never tested the theory that the machines are also capable of cutting through human appendages too. Types of customers vary as well. From the standard guy off the street, to movie industry production folks; from glass installation people, to artists that bring in their design and material for the machines to render pieces that will be used in the artist's project. Everything is done with a precision of one one-thousandth of an inch. The garnet material cannot be reused and Waterjet Cutting purchases over 44,000 pounds of that material each year. He buys in such a large volume that his cost is much better than is available to the smaller users. T.J., being the kind of person that he is, will sell material to those smaller users at a cost more reasonable than they could get from the suppliers. Mr. Maloy definitely lives by the philosophy he learned while growing up: "Do the right thing, and be fair". If you would like to know more about the Waterjet Cutting capabilities, or if you just want to stop by and see the master at work, give Mr. Maloy a call at 505-842-9500. He is happy to share any knowledge that he may have (and there is a lot of that). He is also quite willing to discuss how good things can be in Chevak or Kipuk, way up in the Final Frontier.

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- ◆ **There will not be a meeting on June 1st because of the Memorial Day Holiday.**
- ◆ **The 2021 Summer Bash will be July 10th at Kit Turpen’s family compound and the Bash Committee is forming now. Their first meeting will be Thursday, May 20th at 6:00pm. If you would like to become a member of that illustrious group, please contact one of the Committee Co-Chairmen; Pat Maloy [pat@maloymobilestorage.com] or Dan Mowery [danmowery@gmail.com]. Most of what you may have heard about that committee is true. They have a good time and ALWAYS put on a good Bash. If you are a more immediate action person, and you want to make sure tha you have directions to the secret meeting spot, you can call the gentlemen instead of emailing. Dan (505-480-8526) or Pat (505-263-3837).**
- ◆ **Tuesday meetings continue at Rio Bravo Brewing. The next one—May 18th - 7:00 am. Pandemic restrictions are changing and are becoming less / more / confusing. Bring your masks, and your smiles, to the meeting and Randy will give us the current scoop on requirements.**
- ◆ **Upcoming speakers:**

May 18th	Phillip Menicucci—Paramount Custom Cabinet
May 25th	Gary Sanchez—The Why Institute
June 1st	Memorial Day Holiday
June 8th	<i>Available Business Promotion Opportunity slot</i>
June 15th	<i>Available Business Promotion Opportunity slot</i>
June 22nd	<i>Available Business Promotion Opportunity slot</i>
June 29th	<i>Available Business Promotion Opportunity slot</i>
- ◆ **No need to request to speak at any of the meetings before June 2nd. They are all covered. We could sure use speakers for every meeting after that. If you can take one of the meetings, please give Mario a call. He will get you signed up. It would be really great if we had so many speakers lined up that Mario could relax for a little bit knowing that the speaker schedule was set for the next two months. Oh how nice were those good-old-days!**
- ◆ **Gary Sanchez of The Why Institute will be speaking on May 25th. You may be asking “What is the Why?” Gary has provided a video to get you excited to attend the 25th meeting. Check it out:**
<https://www.youtube.com/watch?v=zFjPuSfcBz4>

Information from Jack Zipper: “The brain and mouth work together to allow us to speak an average of around 5,000 words a day. Well, that’s if you are a woman, because studies suggest that men only speak 2,000 words, yet both sexes utter 500 to 700 of real value (i.e. that get a job done, or provide useful information). Will the women out there have something to day about this suggestion? “

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