

EAGA Business Builder

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Today's speaker was Damian Pascetti—Pascetti Steel



Mr. Pascetti was born and raised in Albuquerque. Damian's education was entirely via the Catholic School system, although it sounds like he would not be offering any glowing reviews of the process. He was able to get all the way through it all, graduating from Pius High in 1991. Damian did have a 'school of hard knocks' education as well, and that one appears to be where Damian had (is still having) his most enjoyable learning experiences. Damian's father owned the AmFab Steel company in Bernalillo and Damian basically grew up in the shop there. The younger Mr. Pascetti was doing welding by the time he was ten years old and his interest, and knowledge, in steel fabrication has just continued to grow ever since. In 1996, confident Damian decided to start his own company—Pascetti Steel Design, Inc. He did not want to become just another commonplace steel fabrication company, though. Erecting big metal buildings wasn't his thing. He wanted to establish his own niche, and concentrate on custom-made specialty things. To show that he could make large / different items, one of Damian's first projects was a giant, 40 foot wide, steel wind mobile. But before we get into listing some of the very many examples of Pascetti Steel projects, it would be good to know why he does it. Sure there is the challenge of doing one-of-a-kind steel work, and there is the enjoyment of getting customers exactly what they want - on a grand scale, but there is also the need to raise funds to support Damian's other life style. He has a wife, three children and a slew of hobbies and personal adventures to take care of. Wife, Tammy, is a Kansas girl. Her family owns Waldon Farms in Bird, City, Kansas. I would imagine visits to that 427 person community in the Sunflower State are fun excursions into a warm and very friendly atmosphere (excluding the winter weather). Damian's three children have also been a huge part of his non-work related events. He had pictures of them sharing family time while skiing, wakeboarding, and more. The children are growing up now and are starting toward their own futures. Son Josh, worked at Pascetti Steel for a bit, but has gone on to the rigors of college at Boise State. Daughter, Sarah, is also away at school, attending Arizona State University. She has received an internship at Sandia as a Global Biological...something...Specialist. (Check with Damian for the correct, and very impressive, title). Youngest son, Gio, hasn't yet decided on a long term career, but with the name Giovanni Pascetti...maybe a Godfather. Damian's pictures included his, probably once in a lifetime alligator wrestling experience, and his newest hobby - golfing. But there is more. In his spare, spare time, Damian earned a status of Third Degree Black Belt, IPP Krav Maga and is a Certified Instructor at Global One Defense Tactics. It is actually difficult to tell if the fun and family times provide a break from work, or if work is a bit of a break from the fun and family times. In reality, they are probably all just various pieces of Damian's hobby world. As noted earlier, Damian's father, George, owned AmFab Steel. That company still exists, but George retired about 15 years ago. These days, he is 'helping' at Pascetti Steel. Damian's goal to provide custom specialty items is certainly obvious in the examples of his work that we saw today. In the beginning, there was a 13ft steel frame around a circular marble table; Then there were a few sort of 'understandable' steel projects like: Spiral stairs with railing; Art Deco fencing and railings (the quality and materials for this work could result in a cost of \$350 per linear foot); Gates with plasma cut designs; Auto double-swing gates; CNC fencing (computer aided cuts for fabricating); a 15ft tall and 22ft wide yard gate; a 20ft tall and 30ft wide utility yard gate; 100tt shade structures; metal stairs within a business facility; stairs and hand railings for apartments (some with 12 x 2 rectangular tubing - and for one, the stairs and rails were re-fab of the existing ones, so the work is on a very tight schedule to accommodate the tenants' access to their living facilities). Even the intricate, ornate designs on the shade structures for UNM Smith Plaza; the steel work done for the El Dorado Hotel in Santa Fe; the detailed work on the Zoo's Penguin Exhibit structure; or the huge cutout baseball players that decorate the exterior of Isotopes stadium might be categorized as 'understandable' projects for a quality steel fabricator. But there were examples of "Oh my gosh!" projects too. Damian's company constructed steel frames for some centuries old stained glass inserts on windows at a church in Dayton Ohio. The glass was so valuable, and the access to it so limited, that Pascetti had to build their frames using cardboard templates. Each section had to be made to allow for easy removal and restoration of any section at some point in the future. Damian's team designed the frames so they could be transported in small pieces and installed on-site at the church. There were 10 or 12 thousand tiny screws that held everything in place. The success of Pascetti Steel obviously comes from its founder. Damian's attitude is "We can do that!". He has received many jobs just because that was his response to customer inquiries. Other steel companies may have been able to do the work, but were too uncertain to commit. Damian may not know for sure how he is going to do the work, but he will figure it out. That is how he gets many projects. Like one that involved an 1800 ft rail and wiring, with hot-dipped galvanizing, to go along a river bridge out in eastern Texas. Damian had never done hot-dipped galvanizing, and there were not any companies in our region that did it, but his response of "We can do that". He got the job and he figured out how to make it happen—even the installation, from floating barges with waiting alligators below. Damian is also pretty proud of the punching bag racks that he designed. Pasceetti fabricates them and they are shipped to facilities all around the country. A majority of jobs from Pascetti Steel are turn-key arrangements. They provide the design, engineering, when necessary, construction and installation. A large percentage of their work comes from internet searches, and the company's reputation, along with their "We can do that" attitude, will allow for the business volume and variety to continue for a long time. Most of Pascetti Steel's work is from commercial type customers, but he has an occasional residential customer too. If you are thinking about a project that involves creating something magical from steel, give Damian a call at 505-280-4369. You already know that his response will be "We can do that", but Damian will also provide you with advice and suggestions for obtaining the most high quality results possible. Being a member of EAGA gives perks not enjoyed by the common business folks, and attending an EAGA breakfast often provides members with information not otherwise known to the outside world. That was again the case today when Damian shared a tidbit about installing the metal player silhouettes at Isotope Park. Sorry-its confidential, and if you weren't there you just missed out. Maybe Damian will tell you at another time, but he is more likely to tell you about Skate Snatch. His new invention to secure skate boards. <https://skatesnatch.com/>

Leads & Business Information:

SALON SERVICE PRO will be opening @ 6307 Menaul NE, Ste. D
FOREVER BEAUTY is moving from 9500 Montgomery NE to 1924 Juan Tabo NE.
-Lionel Specter—ZEON Signs

Reciprocity:

None submitted this week

- ◆ By the time you read this bulletin, Los Ranchos Gun Shop should be dishing firearms from their new location at 6621 4th St NW. Stop by and check it out, or give Mark a call 505-645-4276.
- ◆ Second announcement for a prospective new member:
RXL, LLC
Representative: John Rockwell
Category: Personally Owned Commercial Real Estate Management
Sponsor: Michael Caldwell and Larry Kennedy

If you have an objection to this business becoming a member, or if you have information that you feel should be considered during the review process, please contact our Membership Committee Chairman, Jack Zipper (via telephone number 505-259-5959 or email at jdzipper@comcast.net) as soon as possible.
- ◆ We had a good few weeks of non-pestering, but the calm times have ended. WE NEED SPEAKERS FOR EVERY MEETING AFTER MAY 3rd! Please contact Mario if you will take one of the weeks and share your adventures, wisdom and experiences with fellow EAGA members. PS: We need Badge Board Greeters too.
- ◆ Upcoming EAGA events to plan for:
 - Golf Outing will be Friday, June 10th - Jerry Becker will be providing more details at upcoming meetings.
 - Annual Jim Fanning Memorial Trap Shoot - Friday, September 23rd. Jack Zipper and TJ Maloy will provide more specifics as we get closer to the event date.
 - Fourteen night cruise to Greenland departing from Bayonne, NJ on September 14, 2023. Cabin space is very limited. For more details, contact Jack Zipper at 505-259-5959 or Richard (Travel Agent for 'By Land or By Sea') at 678-354-9270 . A \$900 per person refundable deposit will be required.

Badge Board Greeters

Apr 5th Brian Walden—Christians Automotive / Mango Automotive
Apr 12th Jerry Patton—State Farm Insurance
Apr 19th Jerry Patton—State Farm Insurance
Apr 26th Larry Sonntag—New Mexico Business Coalition
May 3rd
May 10th

Upcoming Speakers

Apr 5th Scott Lardner—Rocky Mountain Stone
Apr 12th David Dworsky—Team 1st Technologies
Apr 19th Open Discussion
Apr 26th Jerry Patton—State Farm Insurance
May 3rd Guest Speaker—Tod Brown—UNM Baseball
May 10th

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