

EAGA Business Builder

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Today's speaker was Mike Krepfl—AAA Pumping



Mike was born in Albuquerque and lived here until graduation from Sandia High School in 1991. After that it was off to NMSU where he earned a Finance Degree in 1996. While at NMSU, Mr. Krepfl met a special young lady that became his wife in 1998. Mike and Shelly have a daughter, Kaitlin, who is now 20 years old and attending Eckerd College in St. Petersburg, FL. It appears that Mike and Shelly let Kaitlin go to college so far away so that they would have another reason to travel to that part of the country on one of their many adventures. Mike and Shelly take a lot of family trips-probably on the average of one a month. The trips are for boating; golfing; to watch a major NASCAR event; to enjoy the night-life at places like the Sphere in Las Vegas; to Colorado for skiing or even a dog sledding adventure; and to Green Bay Packers football games (Mike had pictures showing that the Krepfls occasionally hobnob with retired Packers players like Antonio Freeman and Jerry Kramer at a tailgating event). Their next mini-break will be to Florida to visit their daughter and take in a spring training baseball game, or two. So what does Mike do when he is not off seeing the world? He is spending time restoring his 73 Camero or the 76 Bronco. Other than that, he is likely managing his company - AAA Pumping Service. AAA was started in Taos in 1955 by Mike's grandfather. The elder Mr. Krepfl had one truck and he would go around the area where he lived soliciting pumping work. Mike's father wasn't in the business at the time. He had another job and was happy with that. After grandfather passed away, people would still search out Mike's dad in the hope of having their tanks cleaned out. To accommodate those folks, Dad would do the work on weekends. Soon, he figured out that the pumping service would probably be a good business to operate on a full time basis. In 1978 he decided to incorporate and expand the business. Mike has been actively involved in AAA Pumping since he was 5 or 6 years old. He has some pictures showing him at that age helping on a septic system installation. The younger Mr. Krepfl helped with the work pretty much through high school, but by the time he headed to college, had decided that the pumping business was not what he wanted for a long term career. After graduating from the university, Mike became an insurance company claims rep, but he didn't really like the work. In 1998 his parents needed help with AAA so Mike returned to help. Mike's first job was learning all about portable restrooms. At the time it was Mike's parents, his brother and him operating the company. In 2006 his parents decided to step away and the two brothers took over. After a little while the boys found out that their working relationship could be described by the words "cats and dogs". They didn't get along very well at all. In 2012 Mike finally remedied the situation by buying out his brother to become the sole owner of AAA Pumping Service. Under Mike's leadership the company has continued to grow. When he took over revenues were about \$2 million per year. Now they are about \$7 million. The company has 6 management staff and 30 other employees. The types of work that the company offers has increased as well. Portable restrooms are still about 60% of their business, but AAA provides a lot of other services too. The newest product in the portable restroom arena is an upgraded version called 'restroom trailers'. Those are enclosed units that come with heating, air conditioning, sinks and enclosed restroom stalls with flushing toilets. The smaller units have two stalls, but there are larger ones that can have up to 10 stalls. In addition to the toilets, AAA cleans sand traps for places like car washes or water cutting systems; shower trailers for fire fighters or facility remodel jobs; lagoon pumping; and grease trap cleanout for food service industry. They are licensed to do the grease trap work throughout the state and properly managing the 'gunk' from those grease traps is one of the more tedious and technical aspects of their work. It requires various steps and processes to separate the waste into disposable portions and re-usable portions. AAA's services require a lot of vehicles and equipment. Mike notes that they have been providing services at the Balloon Fiesta for quite a few years now. For the most recent event there were about 435 portable restrooms, 20 restroom trailers, and AAA also provided septic service for 3 to 4 thousand RVs. Mike's business continues to increase because of their great reputation, which comes from their superior level of professionalism and attention to detail. Mr. Krepfl works hard at maintaining a high standard for the company. That goes for how their vehicles look, the products that they provide and the quality of services they perform. Trucks are washed daily, inspected regularly and proudly display the AAA logo (without any of the weird sayings or artwork that shows up on the competition vehicles). This morning, Mike also noted some of the challenges that he and his crew encounter: Burning portable toilets is a major issue these days. Sometimes homeless people cause the fires, sometimes vandals. Wind can be a problem too. Not just blowing the units over, but Mike had a video of a 400lb unit actually blowing down central at a rather fast pace, but staying in its lane. It was finally stopped by a police car. If you want to use any of the various services provided by AAA Pumping, give Mike a call at 505-345-3965. He will help you figure out what will best fit those needs. He also notes that AAA will retrieve items dropped into the toilets. It is understandable to want keys and wallets back, but he asks: "Are really you going to wear those sunglasses again?"

◆ When you need a break from the rigors of another busy week, take a few minutes and let your mind wander into the logic world and see how long it takes to solve this puzzle.

The answer is in the upside down picture below. If you just run out of time and still haven't figured it out, click on the puzzle picture and the link will send you to the video that explains a path to the solution.

PIN uses four digits from 0 to 9. No two digits are the same

1	2	3	4	two numbers are correct but in the wrong positions
3	4	5	6	three numbers are correct but in the wrong positions
5	8	9	0	nothing is correct
2	3	0	4	two numbers are correct and one is in the correct position
6	2	4	1	two numbers are correct and in the correct positions

Badge Board Greeters

- Feb 25th Kevin Lorenzen—Aflac
- Mar 04th Frank McCallister—Color New Mexico
- Mar 11th Josh Schriber—Schriber Designs
- Mar 18th John Jain—High Desert Doppler
- Mar 25th Nestor Romero—The Payroll Company
- Apr 01st
- Apr 08th
- Apr 15th

Scheduled Speakers

- Feb 25th Larry Sonntag—New Mexico Business Coalition
- Mar 04th John Jain—High Desert Doppler
- Mar 11th Walter Bracken—BMC Tactical
- Mar 18th Jack Thompson—Guild Mortgage
- Mar 25th Member introductions and general discussion
- Apr 01st John Mead—John Thomas Jewelers
- Apr 08th Guest Speaker from Workforce Solutions
- Apr 15th Tim Stewart—Impact Nations

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Answer to puzzle above

