



TRI-VALLEY EXECUTIVE'S ASSOCIATION

P.O. Box 985 ♦ PLEASANTON CA 94566

PHONE & FAX 485-1394 ♦
www.trivalleyexecs.com

JUNE 29, 2006

NEXT WEEK:

The next meeting of the Tri-Valley Executives' Association will be held on Thursday, **July 13**, at Vic's All-Star Kitchen at 7:00am.

The GREETERS will be **Norma Vorhies** of Millennium Salon & Day Spa and **JoDee Moore** of AireServ.

Mary Tuttle of Classic Value Coupon Books will give the VALUE.

Being the first meeting of the month, there will be no classification, and instead we will be meeting in **tables for discussions**.

There is a **Board Meeting** directly following adjournment of the regular meeting.

MEMBERSHIP POSTING:

New Posting:

Nam Ho Chung & Blondine Johnson
Executive Base Network
111 Deerwood Rd. Ste. 200, San Ramon CA
Tel: 831-3535, Fax: 831-9278
Class: Phone & Office Service
Proposed by: Darlene Crane-Peel,
Residential Pacific Mortgage

OPEN CLASSIFICATION:

Randy Blair of K & B Landscape has resigned his membership.

If you know of a **LANDSCAPER** that would benefit from membership in the TVEA, please invite them to a meeting and let Cristin know when you will bring your guest.

INVOICES:

The invoices that went out last week were missing the message: "**Please deduct \$50 if paid within 30 days**" (by 7/22). The offer is still valid. Please excuse the mistake.

VALUE:

The reason **Jan Batcheller** of Gift Source is a member of the Tri-Valley Executives' Association is to do business with the other members, but the reason she looks forward to coming to the meetings on Thursday morning is because of the friendship and camaraderie.

CLASSIFICATION:

David Sanchez was born in San Francisco and moved to Pleasanton when he was 8 years old. He started college in Santa Barbara and later graduated from Chico State. After college he moved back to San Francisco and worked for American Express then was a recruiter for Robert Half Int'l. Disenchanted with "Corporate America" he started working for his family's business in 1998.

His father, who had moved the business from San Francisco to Pleasanton in 1991, made David start at the bottom and work his



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way up. When David saw an opportunity to expand the business into Livermore, his father put him in charge of operations for the new shop. Before long he realized that he could capitalize on their existing business by having their own auto glass company to replace glass in cars that were in their shops for repair. In 2001 David hired a very experienced installer, Mark Castle, and made him a partner in Hacienda Auto Glass. Soon the business grew and they now have two installers servicing 12 car line dealerships, as well as the three shops of B & S Hacienda Auto Body and individual insureds throughout the Tri-Valley.

It is tough to compete on insurance work because there is always someone willing to do the work cheaper. Hacienda Auto Glass installs OEM (Original Equipment Manufacturer) glass as well as a high-end aftermarket glass from PPG, a very reputable company who is the manufacturer for auto factories such as BMW and Honda; so the quality is the same as OEM. Many glass companies will tell you that they can save you your deductible, but what they are actually doing is replacing your glass with a far more inferior product, which can have imperfections and distortions that may cause headaches and tiredness when driving. David attributes their success to the quality work and superior service that they give their clients, such as being a mobile service and being able to give appointment windows of only a ½ hour rather than the typical 4 hour window, saving his clients' valuable time.

If you or someone you know needs their auto glass repaired or replaced, please call David Sanchez, Jr. at (925) 447-9890.

BROCHURES:

We are ready to re-order brochures. Please e-mail or fax any changes to Cristin as soon as possible.
