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OCTOBER 16, 2008

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**THIS WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **October 23** at Vic's All-Star Kitchen at 7:00am.

You will be GREETED by **Jim Isaac** of Valley Community Bank and **Skip Hinsley** of Girasole Grill.

The LEAD CHALLENGE: Our next challengers will face-off: **Jim Pease** of W.H. Mayer Accountancy will give a lead to **Dave Jones** of Tiger Carpet Cleaning.

**David Sanchez, Jr.** of Hacienda Auto Glass will be giving his CLASSIFICATION.

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**DID YOU GIVE A REFERRAL THIS WEEK?**

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**NEW MEMBER:**

*Please welcome Mark Van Slambrook!*

Classification: Business Machines – Sales & Service  
Firm: The Swenson Group, Bus. Technologies  
Represented by: Mark Van Slambrook  
Address: 207 Boeing Ct. Livermore CA 94551  
Phone: 960-8910 x123, Fax: 960-8919  
E-mail: [mvanslambrook@tsgbt.com](mailto:mvanslambrook@tsgbt.com)

Mark is getting married this week and will be joining us officially on October 30.

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**MEMBER NEWS:**

**Sherri Wallace** of Roman Holiday Salon will be leaving the day-to-day operations of the salon as she has been offered a position as Lead Educator for Proctor & Gamble who manufacture products such as Graham Webb color and

styling products for hair. Congratulations, Sherri, and Mike, good luck, we're all here for you!

**John Quintanal** of USANA Health Sciences reported that a study found that children need more vitamin D and are calling osteoporosis a pediatric disease. *The Bay Area News Group* reports "To meet the new recommendation of 400 units daily, millions of children will need to take daily vitamin D supplements". See the attached study on how to fight osteoporosis and call John to get your vitamin D supplements.

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**CLASSIFICATION:**

**Dave Sanchez, Sr.** was born in Santa Barbara and moved to San Francisco when he was about a year old. His father, Bruno, opened the body shop in San Francisco in 1956. Being Mexicans in an Italian neighborhood, the shop was named Bruno & Sons; they all learned to speak a little Italian and the shop did very well.

In 1962 Dave graduated from high school in Pacifica and drove a '61 Corvette. He joined the Army in 1964 and served his tour of duty in Germany. When he arrived back in the States, he met a beautiful beautician named Dolores who was his mother's hairdresser. 10 days later, he asked her to marry him and only 5 months later in January of 1969 they married.

They quickly had their first son, David, who was born 2 days after Dave Sr. bowled a 300 (a perfect game for those of us who don't follow bowling). 10 months later Anthony was born; then, their third son Robert in 1972.

They moved to Pleasanton in 1976 and Dave, who had been working in shop since he was 12 years old, bought the business from his father in 1977. The commute to south San Francisco was hard, causing him to want move back to the City. Not wanting to move from the place the boys grew up and they now considered home, they found a shop near the Hacienda Business

Park in Pleasanton and moved the business in 1991, naming it B&S Hacienda Auto Body.

Tony and Robby each joined the company out of high school, while the David Jr., first completed a college degree and tried his hand in other fields before coming back to collision repair.

In 1999, they expanded to a second shop in Livermore, which is managed by David Jr. They expanded again in late 2004 by opening a third shop in Dublin, which is managed by Robby and Dave's wife, Dolores. Tony and his wife, Kim, run the Pleasanton shop.

About 75% of the business is insurance work, while a constant flow of vehicles from auto dealers makes up another 25%. The majority of the cars they repair are high-end and their employees have been certified by the manufacturers to do the repairs. There's also a lot of demand for smaller repairs from the dealerships and clients alike, so they have a small operation that just focuses on things like refinishing plastic bumpers and minor repairs.

Though they started each shop with advertising campaigns, all of their business now comes word-of-mouth and from referrals. The shops' motto is "Quality is not expensive, it's priceless."

Dave Sr. has 5 grandchildren and is now semi-retired. He enjoys traveling to Mexico, golfing and gambling while golfing.

To get an estimate on your repairs, call Dave Sanchez, Sr. at 580-7287 or bring your car by any of the 3 shops.

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