
OCTOBER 30, 2008

THIS WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **November 6** at Vic's All-Star Kitchen at 7:00am.

You will be GREETED by **Ron Mize** of Tri-Valley Electrical and **Alex Arsenault** of Tri-Valley Bekins.

The LEAD CHALLENGE: Our next challengers will face-off: **Skip Hinsley** of Girasole Grill will be giving a lead to **Ron Johnson** of ABI Business Sales.

Jim Bowen of Pleasanton Auto Repair will be giving his CLASSIFICATION.

DID YOU GIVE A REFERRAL THIS WEEK?

GUESTS:

Big THANKS to John Orozco who brought in new member, Mark Van Slambrook; upon Mark's first anniversary, John will receive one quarter's dues waived!

Thanks to those who have brought in guests in the past weeks; we look forward to other new faces joining our membership.

CONDOLENCES:

Our condolences go out to Marilyn Lewis of Aweigh-To-Go Travel for the loss of her mother; our thoughts are with you.

CLASSIFICATION:

Mark Van Slambrook is a newlywed; he and his bride married on October 11th. They have been together for 11 years and he has a stepson who is a senior at De La Salle.

Mark was born and raised in Walnut Creek by his Irish mother and German father. He is the middle of three brothers. He went to De La Salle High School and then Cal.

After graduating college, Mark got a sales job with the Swenson Group, which was a Xerox rep. After two years, he left Swenson and went to work directly with Xerox where had big accounts such as Computerland and Bechtel. He was with Xerox for 5 years before deciding to go back to Swenson.

Mark has been with The Swenson Group Business Technologies for 8 years now. He was managing 17 reps. but is now part owner of the otherwise family owned business. TSG provides quality office solutions including digital copiers, network printers, faxes and scanning solutions for its customers.

Swenson eventually dropped the Xerox brand because they were becoming more and more difficult and wouldn't service their smaller customers. Swenson is now a dealer for Konica and Minolta. 10 years ago there were a lot of players in their industry, but manufacturers began buying up their competitors and there are only a handful left, producing all of the various brands.

Most of the companies can all do the same thing, but post-sale service and support are most important. The Swenson Group is the only dealership that exclusively sells Konica. The benefit for their clients is that parts and service are readily available. Their average response time for a service call is 2 hours.

This is the second year in a row that The Swenson Group has been on the *Business Times* list as one of the 50 fastest growing companies.



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The primary reason for their growth is their willingness to support small products in large offices and their ability to provide cost savings for their clients.

To have Mark evaluate your production and show you how you can configure your systems to save you money, call him at 960-8910 x123.

NEW MEMBER INFO:

Classification: Business Machines – Sales & Service
Firm: The Swenson Group, Bus. Technologies
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