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**FEBRUARY 19, 2009**

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**NEXT WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **March 5** at Vic's All-Star Kitchen at 7:00am.

You will be GREETED by **Mike Peel** of Hometown GMAC Real Estate and **Gary Ward** of Westward Communications.

In two weeks, **Harvey Tulchinsky** of Harvey's Cleaners will be giving a lead or singing to **Mark Van Slambrook** of The Swenson Group Business Machines.

**Dr. Rick Hume** and **Jason Cooke** will be leading our PROGRAM and group discussion.

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**MEMBERSHIP PROPOSAL:**

**2<sup>nd</sup> Posting:**

Classification: Security – Systems & Monitoring  
Proposed firm: R N Security Company  
Represented by: Rich & Linda Notzon  
Address: 1520 W. Winton Ave. Hayward 94545  
Phone: 510-786-2767, Fax: 510-786-2761

If you have any comments, questions or objections, please call Mike Peel or Manny Martin on the Membership Committee.

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

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**NEW MEMBER:**

Please welcome, **Gary Ward** of Westward Communication! We look forward to learning more about his business and how best to refer to our clients, friends and families.  
Classification: Communications – Phones & Cabling

Firm: Westward Communications  
Represented by: Gary Ward  
Address: 2382 Bluebell Dr. Livermore  
Phone: 606-8227, Fax: 606-7285  
E-mail: [jonayward@earthlink.net](mailto:jonayward@earthlink.net)

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**Member News:**

Welcome back, **Alan Alvistur** of FSM Building Maintenance! Alan will be taking the place of his father, Cesar, who has retired to Peru.

**Tom Fox** of Hometown GMAC will be gone through March 8<sup>th</sup> on a philanthropic trip to Columbia with Rotoplast.

**Ron Johnson** of ABI Business Sales will be out for a while. His friend and business partner of 18 years, Rich Greenblatt, passed away suddenly after suffering a heart attack. Our condolences go out to you, Ron and Rich's family.

**Mike Wallace** of Roman Holiday Salon has hired 4 new stylists thanks to the members of the TVEA – that's how it works!

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**QUOTE OF THE WEEK:**

The man who stops advertising to save money is like the man who stops the clock to save time. – *Thomas Jefferson*

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**CLASSIFICATION:**

**Lawrence Ling** of QES Computers was born and raised in Hong Kong. His education is in the polytechnic and science fields. There are only 3 or 4 colleges in city the size of Oakland with a population of over 7 million people. People have to study very hard to get accepted. After graduating from Hong Kong Polytechnic, he had to send out over 200 resumes to finally get a job working in the semiconductor industry in quality control. In 1987, he got bored with his job, so he moved into sales.

In 1989 his wife, Wing, immigrated to the United States. Her father was a US resident, living in Oakland, so she was approved to enter, which was just days before the "big quake". He got a job in a restaurant, working 6 days a week for \$750. Unable to support a family on that wage, he took his wife and child back to Hong Kong. He came back to the States for good in 1993 and was fortunate enough to find a job in his field, semiconductors and computers, and then began learning English.

In 1998 Lawrence and a couple of friends got tired of doing all the work and making money for someone else, and they started their business. Many of their customers were located in Pleasanton and decided that that was the place to open their store. He is still working with the same partners and they have just celebrated their 10<sup>th</sup> anniversary.

Lawrence and Wing have two sons, one is a senior in high school and the other is in the eighth grade. They live in Castro Valley and his wife is an esthetician in Oakland.

QES stands for Quality Efficient Service and their mission is to offer clients the highest quality products with the most efficient service possible while maintaining competitive prices. After the dot com crash, business declined, so they re-focus on service, which is now 40-50% of their revenue.

They are now a company of 7 employees and are very busy serving their customers who are mostly small businesses.

QES Computers carries a very broad product line of not only computer products but televisions as well, and is a premium service provider, certified with HP, Microsoft, Cisco, Xerox, Samsung and Minolta. They have repair services for PCs and printers, do network setups, provide security for your PCs and are committed to customer satisfaction. One of their larger clients is Alameda County.

To have your computer system evaluated or if you know someone who is looking to upgrade his or her system, call Lawrence at 463-8100.

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#### **GAMBLING FOR A CAUSE:**

The Pleasanton Lions Club will be having a Texas Hold 'Em Tournament at Sunshine Saloon on Sunday, March 8 from 3:00 to 8pm. Buy in is \$100. Call Bob Grimes 463-9393. (Must be 21 or older to play)

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