

**JULY 29, 2010**

---

**THIS WEEK:**

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

GREETERS will be Estate Planning Attorney, **Jay Woidtke** of the Law Offices of Jay Woidtke and **Dave Jones** of Tiger Carpet Cleaning.

**Patrick O'Leary**, VP Sales & Business Development, from XIPTTEL will be coming in and explaining Voice-over IP technology.

There is a **BOARD MEETING** directly following adjournment; so if there is something that you believe should be discussed, please contact Cristin Sanchez or Mike Peel.

---

**THE WEEKLY "POT" REPORT:**

TVEA's 50/50 raffle is up to **\$68.00**.

---

**THE VALUE:**

For **Mike Wallace** of Roman Holiday Salon, the value of the association is being able to have a network of business leaders that he can turn to for support when things get rough.

---

**WHO CAN YOU INVITE TO A MEETING THIS WEEK?**

---

**MEMBER NEWS:**

Custom Exteriors is now carrying a cost-effective line of replacement windows: Cascade.

Well wishes go out to **Jim Bowen** of Pleasanton Auto Repair who has just had his wisdom teeth pulled.

Welcome back, **Jerry Raney** of Raney Insurance who is back from not only vacation, but recovering from surgery to eradicate a staph infection.

---

**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. As many of their customers were located in Pleasanton, they decided that that was the place to open their store. He is still working with the same partners and they have just celebrated their 11<sup>th</sup> anniversary.

Lawrence and Wing have two sons, one is starting his first year of college, and the other, who is very involved in the Scouts, is starting high school. 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 6 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.

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

---

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

---

**NEW MEMBER: WELCOME!**

*Classification:* Insurance – Medical/Dental

*Member:* Raney Insurance

*Represented by:* **Jerry Raney**

*Address:* 5994 W. Las Positas #107, Pleasanton 94588

*Phone:* (925) 469-9000, *Cell:* (925) 895-4335

*E-mail:* [jerry@raneyinsurance.com](mailto:jerry@raneyinsurance.com)

*Website:* [raneyinsurance.com](http://raneyinsurance.com)

---