
NOVEMBER 3, 2011

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **November 10th** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Darlene Crane-Peel** of Residential Pacific Mortgage and **Dan Brown** of Onstad's Insurance Agency.

Dave Sanchez, Sr. of B&S Hacienda Auto Body will SPOTLIGHT **Pleasanton Auto Repair** (*This is a 2-minute "commercial" for the business itself rather than the business owner.*)

The PROGRAM **discussion** will be lead by Joey Minahan.

THE WEEKLY POT REPORT:

TVEA's 50/50 raffle is at **\$79.00** with 4 white marbles (\$5), 2 blue (\$10) and 1 red marble (winner takes all).

MEMBER NEWS:

- Bronwyn Shone of **Pleasanton Financial Advisors** is a new mom! Aly Rae Dawson arrived October 27th, weighing 9 lbs. 1 oz. Congratulations to Bronwyn and husband Scott!
 - Dr. Barry Winston can now offer contact lenses to those with corneal irregularities thanks to a new technology. If you or someone you know could benefit, call **Amador Valley Optometric** at 462-2600.
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MEETING SCHEDULE:

- 11/24 NO MEETING (Thanksgiving)
 - 12/8 NO MEETING (**Holiday Party @ Pasta's** 6:30pm)
 - 12/22 NO MEETING (Christmas)
 - 12/29 NO MEETING (New Year)
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DUES:

This is the last week to save \$25 on 4th Quarter Dues. Please pay by **Nov. 15th**.

BROCHURES:

Time to print! Let Cristin know ASAP if you have any changes.

HOLIDAY PARTY AT PASTAS:

The Annual TVEA Holiday Party has been scheduled for the seconded Thursday in December, **12/8** at 6:30pm at Pastas on Main Street in Pleasanton. Dinner will be \$32 per person due in advance. Please let Cristin know if you will attend. The sign-up sheet will be going around.

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 1994 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 12th anniversary.

Lawrence and Wing have two sons, a 21-year-old college student, and the other, who is very involved in the Scouts, is a sophomore in 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 can build custom systems and make sure that all systems are compatible with major components such as Intel, Microsoft and AMD.

They only sell what they can support. They have repair services for PCs and laptops, do network setups, provide security for your PCs and are committed to customer satisfaction.

The recent flooding in Thailand is creating supply problems, which will double the cost of parts. Laptops, most of whose parts are made in Thailand, will be hard to make when the supply will run out around the 1st of the year.

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.

NEW MEMBERS:

- **Business Consulting**

GoSmallBiz

Terri Piazza

Phone: (408) 507-0338, *Fax:* (925) 684-4375

E-mail: terri.piazza@comcast.net

Website: www.gosmallbiz.com/demo/demo.asp

- **Watch Repair**

Thomas Watch Repair Services

Thomas Tong

Phone: (925) 872-0108

E-mail: thomaswatchrepair@gmail.com

SOCIAL MEDIA- HELPFUL LINKS:

- <https://biz.yelp.com/> to claim or set-up your business
 - <http://www.yelp.com/> to write a review for any business
 - <http://www.linkedin.com/> to connect with colleagues, associates, potential clients
 - <http://twitter.com/> to send information instantly with your followers or get information tweeted by a those in your industry
 - <http://www.facebook.com/business> to interact with your fans, get to know potential customers
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