

REDEFINING
THE BEST WAY
TO DO BUSINESS
IN THE
21ST CENTURY



1405 WARNER AVE., STE. B
TUSTIN, CA 92780
PHONE (714) 258-8340
FAX (714) 784-7806

November 11, 2018

With 16 reporting, EAOC members had 813,885,900 in total sales in 2017.



Rick Baker of PAV-KOTE gave the classification presentation this week. Rick was born in Missouri. He moved to California in 1984. He and his lovely wife, Cherry have three children. He started PAV-KOTE in 1994. Their slogan is "You Can See the Difference".

Rick gave us some history of paved roads in the United States. Asphalt was first used in New Jersey in 1870; West Coast in 1894; and in 1921, the states of Washington, Oregon, California and Nevada comprised 478 miles of asphalt. By 1925 the miles in these states had doubled to 963.

TO SUCCEED IN
BUSINESS IT'S NOT
WHAT
YOU KNOW BUT
WHO
YOU KNOW THAT
COUNTS MOST!

SCHEDULE

Nov 21st No Meeting
Happy Thanksgiving
Nov 28th Mini Talks
Dec 5th White Elephant
Gift Exchange

NOV 28TH GREETERS

Randy Smith
RC Smith Design Build
Rick Kvalheim
Cyberlock Consulting
Clifford Phipps, DDS

PAV-KOTE manufactures their own seal and has crews working seven days a week laying 20 million square feet of asphalt sealer per year. A company should seal their asphalt every two to three years. A slurry coat holds the asphalt together. Rick also explained permeable asphalt that is laid for drainage in a parking lot.

PAV-KOTE specializes (75% to 85% of its business) in the maintenance and installation of asphalt and concrete from San Diego to Santa Barbara and out to San Bernardino. They provide:

Asphalt Removal and Replacement

Asphalt Fabric Overlays

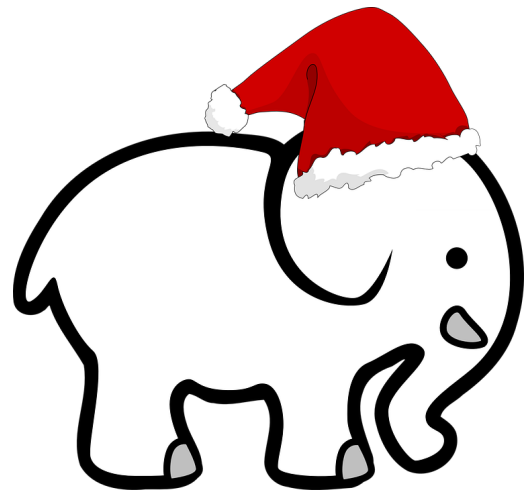
Asphalt Repairs

Seal Coating

Striping and Signage

ADA Compliance (Rick reminded us that all commercial real estate has to be compliant with ADA requirements. There are no grandfather clauses.)

Good Leads for PAV-KOTE are introductions to property managers, apartment owners, mobile home parks, home owner associations and churches.



Wednesday, December 5th is the White Elephant Gift Exchange at the morning meeting. Start planning what you are going to bring. Please wrap the gift. It can be a used item however it still needs to work.

Resignations

Chris Staples of Advanced Network Consulting and Mike Lightman of Oder Removal Experts of Orange County have resigned from EAOC.

MEMBERSHIP

The following firm has been proposed for membership in EAOC.

SECOND PRINTING

Brandon Uribe

Compare Business Systems

714-294-8562

Class: Copiers, Printers

4214 E. La Palma Ave., Anaheim 92807

Proposed by Gayle Stewart

Thought for the Week

“The most practical, beautiful, workable philosophy in the world won’t work—if you won’t.”

Zig Ziglar