

Local computer experts rival big-box competitors

Even in 2011, computers can be complicated and difficult for many people (we are ourselves "technologically challenged"). This challenge is magnified for small and medium-sized businesses that operate networks and use computers for inventory control and marketing. Purchasing, installing and maintaining computers and software remains a challenging task. There are simply too many choices out there and the options can be overwhelming.

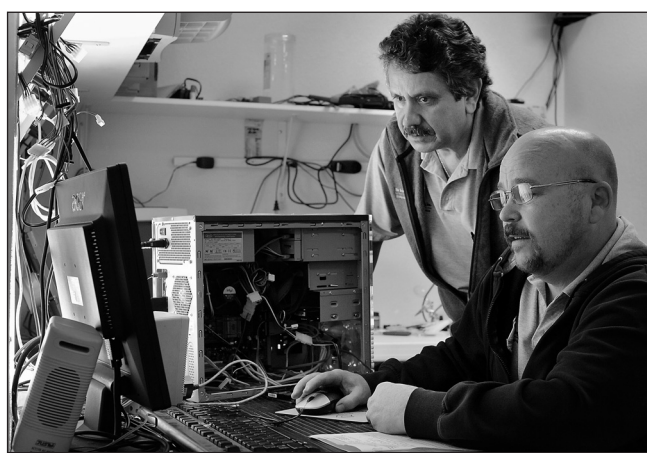


Brian Miller Karl Dumas
Economic notes

market of computer services, custom fabrication and repairs.

Everyone has seen the ads (and the vans) for The Geek Squad, operated for several years by electronics retail giant Best Buy. Well, The Solano Computer Guy is a locally owned and operated firm that offers another option for a wide range of computer services, focusing on repairs, installation, virus clean up and data recovery, along with custom-built computers and servers using high-end components.

Operated by Jim and Tracy Lampley, The Solano



Robinson Kuntz/Daily Republic file

Rocky Orlando, left, is general manager and Jim Lampley is president/CEO of Solano Computer Guy Inc.

Computer Guy has locations on Oliver Road, Central Way and at Travis Air Force Base in Fairfield, as well as two locations in Vacaville and one location in Dixon. With 11 employees, The Solano Computer Guy has developed a reputation as experts in solving computer problems.

We spoke with Jim Lampley about the history

of The Solano Computer Guy.

"I've been working with computers since I was 17," Jim Lampley said. "My job in the Marine Corps was a computer electronics engineer and when I left the Marines I went directly into the computer industry working for corporate America. After 15 years I decided it was time to have my own computer

company. My wife and I actually started the company in 1996 servicing our customers on a mobile basis. Within a year's time we opened a small storefront that we quickly grew out of and expanded to a larger space."

Business expansion for small, family owned companies is always risky, especially since the economy has been sluggish for the last few years. We asked Jim Lampley how he managed to expand his business during a stagnant economy.

"Our volume of business created the demand for more work space, and we recognized that we had to expand to meet customer needs," Lampley said. "Expansion turned out to be positive for us because our customers like having a neighborhood computer shop nearby and six months ago, Travis Air Force Base invited us to open a branch at the Base

Exchange for the convenience of our servicemen living on base. As far as any further expansion goes, we always try to move forward in the services we offer our customers."

Lampley also noted to us that in 15 years, the Better Business Bureau never received a complaint about The Solano Computer Guy.

Even in an industry dominated by the big players, there is always room for innovative local companies that provide high quality products, services and customer care.

Economic Notes is an update from Fairfield City Hall written by Brian Miller and Karl Dumas of the Fairfield Planning and Development Department. They can be contacted at 428-7461 or email at kdumas@fairfield.ca.gov or bkmiller@fairfield.ca.gov.

Blu: Business moves to shipyard building

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works. The home sections arrive at a site looking like rectangular boxes. A crane then unfolds parts of the box, revealing a house with a far different shape over the course of a couple of days.

Blu Homes looked at some 25 sites in various states before settling on Building 680. One thing the Mare Island building had in its favor was its

sheer size and height.

"We need to be able to build a two-story building," McCarthy said.

Then there's its location. The plant will be industrial, but use high-tech software.

McCarthy said Mare Island is near to Silicon Valley and that such other possible plant locations as Arizona don't have "the type of powerhouse brain trust" that can be found in the Bay Area.

Plus, Tom Steyer encouraged Blu Homes to locate in California, McCarthy said. Steyer is founder of Farallon Capital Management and co-founder of OneCalifornia Bank, as well as an environmentalist.

Blu Homes might employ 50 or so workers on Mare Island, but could ultimately offer hundreds of jobs, McCarthy said.

"It all depends on demand," she said. "Every-

body is suffering a little bit in housing right now. The good news is this kind of housing is a bright spot in the housing industry."

And Building 680 is now a bright spot in Mare Island's ongoing, time-consuming and often painful rebirth after the naval shipyard got shuttered 15 years ago.

Reach Barry Eberling at 427-6929, or beberling@dailyrepublic.net.

Resumania: Lies

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"SKILLS: Able to make good decisions fat."

Your chances of landing an interview are slim.

"OVERVIEW: I am an intelligent self-starter."

It would be smart to start running Spell-check.

"COMPUTER SKILLS: Photo Abode shop."

Is this a word scramble?

"HOBBIES: Open Mick Night." Let's hope you sing

better than you spell.

"HOBBIES: Marital arts."

A good marriage is more art than science.

Max Messmer is CEO of Robert Half International, a specialized staffing firm. Send examples to Resumania, c/o Robert Half International, 2884 Sand Hill Road, Suite 200, Menlo Park, CA. 94025. Or, visit www.resumania.com.

| COMCAST | SUN | 3:00 | 3:30 | 4:00 | 4:30 | 5:00 | 5:30 | 6:00 | 6:30 | 7:00 | 7:30 | 8:00 | 8:30 | 9:00 | 9:30 | 10:00 | 10:30 | 11:00 | 11:30 | 12:00 | 12:30 |
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