

Hoover Named Lebanon Valley Business Person

MYERSTOWN, (Lebanon Co.)—With 200 fellow business persons looking on, Leon Hoover, owner of Farmer Boy Ag, Inc., Myerstown, was named Lebanon Valley Chamber of Commerce Small Business Person of the Year at a breakfast last Friday morning.

Hoover started Farmer Boy in 1976 after neighbors asked him to build them a hog barn like he had designed on his own farm. At the time Hoover had switched from dairy to hog farming and instead of

importing hog equipment and buildings from Iowa, Hoover built his own design.

The first year Hoover sold 30 units, and by 1978 someone asked him to design a swine farrowing unit. Without prior experience, Hoover designed and built this unit at a cost of \$12,000. After the unit was finished, the customer canceled the order and Hoover was left with his custom designed pig/sow unit.

But Ag Progress Days provided

an opportunity to show the unit, and customer reaction was good. Not only did he sell the unit, many orders to design ventilating systems in existing units were also obtained at the show.

In the '80's Farmer Boy established a building division, an equipment division, and developed a network of independent dealers. Today the company with branch offices in Wisconsin and North Carolina employs 100 people with an additional 400 subcontractors at local projects in 12 different states. Of the first six employees, five are still with the firm.

In accepting the award, Hoover credited his employees and his family for his successes. He said his parents taught that all honor and glory goes to God and recognized God as supreme. "This gives you a base to work from in the business world," Hoover said. "This gives you strength on the days that are hard and makes it easy on the days that are easy. As I watch the world today, I feel disappointed that so many families don't have that stable family life that gives you the background to go forward in business and life in general."

Hoover credited his wife Mary for standing with him. And he introduced many of the employees to "take their due recognition."

"Money is not the major thing that runs a business," Hoover said. "It's people, both employees and customers."

In addition to the plaque presented by the Chamber, Rep. Peter Zug, (R-102th) presented a Pen-



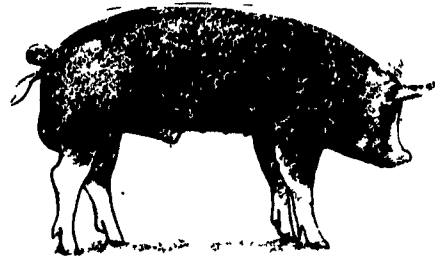
Stephan Vegoe, president, Lebanon Valley Chamber of Commerce, with Leon and Mary Hoover, 1993 Small Business Person of the Year award winners.

nsylvania House citation, and Sen. David Brightbill, (R-48th) presented a Pennsylvania Senate citation. Albert Murry, president, Lebanon Valley National Bank, presented a limited edition print.

The Lebanon Chamber has been selecting a business person of the year since 1981. Former recipients select the new award winner each year. The honoree is named during National Small Business Week.

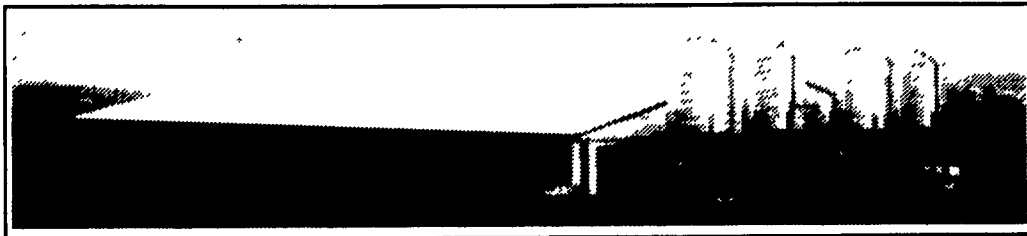


Susan Aljwein presents small business award to Leon Hoover.



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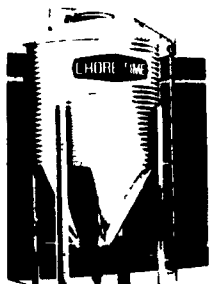
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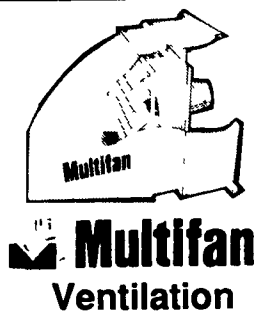
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