

[ENTREPRENEUR PROFILE]

A conversation with Steven Levy Enterprises' Steven Levy



Steven Levy, president,
Steven Levy Enterprises.

Steven Levy and his team at Steven Levy Enterprises (SLE) have built a business on rising above the less than stellar reputation companies in the surplus equipment industry traditionally have. BIC recently visited with Levy, president of SLE, to discuss not only overcoming that negative image but also achieving a steady growth in business each year.

Q What led you to start Steven Levy Enterprises?

A Quite simply, I was working in my family business, my dad and I had an argument, and he then encouraged me to start my own business. We had a gentlemen's agreement that any accounts I had developed or brought on board I could contact. I printed some business cards and began hitting the streets. The first day I started I was able to help a customer sell some of his dead inventory. The first few months were lots of bunts and singles, but business steadily grew.

Q When did you know your company would make it?

A My first big project was when the Unocal refinery in Nederland, Texas, shut down. I spent every day for three months there working with them on their surplus, and they were pleased with the work I was doing. I was proud of what I was able to accomplish for them and knew I could do the same for other companies, and I just never stopped. That was June 1989, and we are now celebrating our 19th year in business.

Q What is the biggest news at Steven Levy Enterprises right now?

A Last year was our fourth consecutive record year! We have added another sales associate, which brings our total sales effort to seven people, including myself. We continue to add new clients to our investment recovery and scrap management services for the petrochemical industry.

Q Why is your company successful?

A Our employees receive monthly performance bonuses in addition to their base salaries, so they all work as though they are owners. That is the kind of thing that gets me excited — my employees are making money, we are getting our clients a good return on their investment, and our satisfied clients are referring us to others in industry! I feel very proud of everyone who works with me. People feel like they can depend on us. I have a lot of legacy in my business. It is rare that a day goes by that I don't get a repeat business call. You only get repeat business and referrals if people are content with what you have done for them.

Q What are you reading right now?

A "Miracle in the Andes" is an incredible story about a Uruguayan rugby team involved in a plane crash in 1972.

The author, Nando Parrado, a member of the rugby team, tells a story of survival. He lost his mother and sister in the crash, and his father became his guide. Those kinds of stories are so inspiring to me because they remind us that things can be a lot worse than they are. Prior to that, I read "Happiness is a Serious Problem" by Dennis Prager about how to live a happy life. I do feel like these things affect how we work in business. I believe that in business, what makes you successful is your character and whether you can make yourself get up and do what you need to do every day. So, I tend to seek information more on character traits than technical traits. That is, I feel like the nuts and the bolts of the business are things that you can pick up in your path of experience. But what is so important is that you do the right things each day so you can be asked to come back tomorrow. □

For more information, call (713) 910-4337 or visit www.slevysurplus.com.



Steven Levy Enterprises Inc.

Turn your
USED or SURPLUS
Equipment
into **\$\$\$\$**

Since 1989, Steven Levy Enterprises Inc. has turned the idle assets of the petrochemical/refining, oil and gas, power generation, pulp and paper, and construction industries into cash through:

- Buying new and used industrial equipment
- Bone yard cleanup
- Turnkey investment recovery and scrap management programs

Experienced. Reputable. Insured.

Houston, Texas ■ (713) 910-4337
www.slevysurplus.com

[NEWS UPDATE]

Dow honored for efforts to hire military veterans

MIDLAND, Mich. — The Dow Chemical Co. has been named the "Large Employer of the Year" by the American Legion Department of Michigan in recognition of the company's efforts to recruit, hire and train military veterans.

The award was presented to David Dupre, vice president of Dow's Michigan Operations, by Michigan American Legion State Commander Michael L. Williams. The ceremony took place at the American Legion's recent annual conference at the Amway Grand Hotel in Grand Rapids.

"There are a number of people who are unsure what they will do when they exit the military," said Dupre. "We have found that individuals with military experience are well-suited for chemical production roles, because they are highly disciplined, have a great work ethic and understand the importance of life-long, on-the-job training. We are contributing to the success of our company and our community when we are able to give these well-qualified individuals a secure future."

The American Legion in Washington, D.C., recognizes employers annually who do an outstanding job of hiring and pro-

moting veterans within their company. Each year, a nominee is selected from every state that exemplifies good will and efforts in recruiting veterans.

Dow Chemical Co. has been named the "Large Employer of the Year" for its efforts to recruit, hire and train military veterans.

"Through its actions, Dow has shown its commitment to our military veterans," said Richard Kryza, American Legion Department of Michigan Economic Chair. "Whether it's streamlining training and hiring processes for recent veterans or escorting World War II veterans on a trip to Washington, D.C., Dow is setting a wonderful example for other employers to follow."

For more information, call (989) 636-1000 or visit www.dow.com. □