



LBPA TODAY

Information Update for Lansdowne Business and Professional Association Members

Member News Briefs

Lansdowne's Giant Yard Sale

The Borough of Lansdowne is sponsoring the first borough-wide Yard Sale from 9 am to 1 pm April 20 — rain or shine. This is a fun way to make some money and help save the Borough bulk trash disposal costs. To have your yard sale listed on a free map for the event, call Betsy at Borough Hall at 610-623-7900 by April 10. Registration is free; pre-registered households will receive balloons on yard sale day to identify them as participants. This event will be advertised in local newspapers and church bulletins, and signs will be posted outside of Lansdowne advising where to pick up maps. There will also be free meter parking throughout Lansdowne for the day.

Kelly Bliss Shares Fitness Tips with NBC-10

On Saturday, March 23, Larry Mendte of WCAU-TV introduced Kelly Bliss of Work it Out! as "The Diva of Plus Size Fitness" in an interview (during which Lansdowne was mentioned four times). The following day, Kelly and members of her class appeared live on stage for a 30-minute show about "Fitness for ALL Sizes" as part of the NBC-10 Fit Fest at the Philadelphia Convention Center.

Clean Up Lansdowne on May 4

The Greater Lansdowne Civic Association will hold its annual clean-up day on Saturday, May 4, starting at the historic Lansdowne Railroad Station at 8:00 a.m. The day's clean-up will progress to the Lansdowne World War Monument located at the south-end of Penn Wood High School at approximately 10:30, and then on to Sycamore Park around noon. Why not join us for this community-building event? Your participation is greatly appreciated! For more information call Lansdowne Within Reach at 610-622-6643 or e-mail glcainfo@snip.net.

Silent Auction Set for May 9

The fourth annual LBPA Silent Auction and Antique Appraisal has been scheduled for Thursday, May 9 at the Twentieth Century Club. If you are interested in donating a product or service, please call 610-623-2091.

Delaware County Chamber Hosts Business Expo

Exhibitors, networking opportunities and informative business seminars will all be a part of the 22nd Annual Delco Chamber of Commerce Business-to-Business Expo, set for April 25, 2002 at the Corporate Events Center at Drexelbrook. For details, visit the DCCC website at www.delcochamber.org.

"To be one's self, and unafraid whether right or wrong, is more admirable than the easy cowardice of surrender to conformity."
— Irving Wallace

April LBPA Meeting

"The Dynamic Impact of Environment on Your Business"

Learn what you can do to your business, inside and out, to make it a better place for your employees and your customers.

When: Monday, April 22, 6:30 p.m.

Where: Casey's Restaurant
812 Lansdowne Avenue, Drexel Hill, PA

Cost: \$18 per person

Food: Choice of Entree: Prime Rib of Beef or Maryland Crab Cake; Vegetables, Potato, Rolls & Butter; Coffee or Tea; Dessert

IMPORTANT: Please be sure to RSVP if you want to reserve your meal for this meeting. Call 610-623-2091.

OFFICE FOR RENT

Dr. Moser is retiring, and his office at **19 N. Lansdowne Ave.** is now available for rent at **\$1,100 per month.** The 650-square foot office features a reception area and private rooms. For more information, call Gloria or John Carpenter of Weichert Realtors at **610-649-4300.**

Your LBPA Officers

PRESIDENT
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FIRST VICE PRESIDENT
Jennifer Hoff.....(610) 623-2091

SECOND VICE PRESIDENT
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Member Spotlight: Leo W. Hoerdemann, General Contractor

A career in the insurance business just wasn't the right choice for Leo Hoerdemann.

Luckily, he came to that conclusion back in 1976. More than a quarter-century later, Leo can look back proudly at his second career choice as a general contractor. The long-time LBPA member has performed renovations, additions, expansions and many other projects for residents and businesses throughout Delaware County and the Main Line.

Hoerdemann grew up in the Midwest and studied business at Bradley University in Peoria, Illinois. After working for an insurance company for a couple years, his company transferred him to work in Media. Soon after, Hoerdemann met his future wife on a blind date (it was "love at first sight," he says), and decided that he wanted to get out of the insurance business and try his hand at his family trade.

"I had worked with my dad and uncle in the construction business," he says, "so I had the experience. I just started out small and it got bigger and bigger."

How has he built and maintained a successful business for all these years? Ask him, and he'll respond succinctly. "Honesty and excellent workmanship," he says. "The customer has to be happy with the job."

He keeps his customers happy mostly by himself, along with the support of a full-time carpenter and a painter. His wife, Barbara, does most of the business' administrative work. While 95 percent of his business is done for residential customers, he has performed some commercial work also, including the renovation of the showroom at Noel Schmidt Furniture/Choice Seating Gallery.

Hoerdemann has the necessary licenses to work in most area municipalities, and his range of skills includes plumbing, electrical, concrete and drywall work. While most of his business involves home renovations, he has also done some outdoor work, having designed and constructed outdoor fish ponds.

To continue building his business, Leo often places advertisements in several local newspapers. However, it is his reputation that keeps him busy. Most of his customers are either repeat customers or have been referred by other customers.



General contractor Leo Hoerdemann is a 30-year Lansdowne resident.

In addition to being an LBPA member, Hoerdemann is a past president of the Rotary Club and longtime member of the Knights of Columbus. He especially values his LBPA membership for the many networking and community-building opportunities it presents.

Still, after all these years in the business, Leo admits there are plenty of challenges. "The most difficult part of the job is estimating," he explains. "But I've always been very fair...in fact, I've returned money to a customer because the work came in under budget."

It's that "customer-focused" perspective that has kept Hoerdemann in favor with his customers for so many years.

"I know I'm not the cheapest, and I know I'm not the most expensive guy out there," he says. "But we do quality work at a fair price, and I stand behind all of my work."

For more information about Leo Hoerdemann's many services – including additions, renovations and expansions to kitchens, bathrooms, basements, garages and more — call 610-622-5085.