

BIOGRAPHY- Hilary Sandoval DR. GARCIA

SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

OFFICE OF THE ADMINISTRATOR

APR 2 1969

Dr. Ladislao G. Lopez
300 W. 3rd Street
Lee's Summit, Missouri 64063

Dear Dr. Lopez:

Regarding your letter of March 12, 1969, I will be happy to address the annual State Convention on May 30.

I am enclosing a picture, a biographical sketch, and an introductory speech for your use.

Sincerely,

Hilary Sandoval Jr.
Hilary Sandoval, Jr.
Administrator

Enclosures

BIOGRAPHICAL SKETCH

Hilary Sandoval, Jr.
Administrator
Small Business Administration

Hilary Sandoval, Jr., an El Paso, Texas businessman, was nominated by President Richard M. Nixon on February 20, 1969 as Administrator of the Small Business Administration.

He was confirmed by the Senate Banking and Currency Committee on March 4 and took the oath of office on March 5.

Prior to his SBA appointment Mr. Sandoval voluntarily served the Agency as a member of the Lubbock, Texas Advisory Council and became knowledgeable on all SBA programs and objectives.

Mr. Sandoval was born in El Paso, January 29, 1930, and was president of his own business--the Sandoval News Service, Inc.--from 1953 until his SBA appointment. The firm is engaged in the wholesale distribution of magazines, newspapers and books. Headquartered in El Paso, it was established in 1919 by H. J. Sandoval Sr.

Mr. Sandoval also directed KINT radio, broadcasting from El Paso and was vice president of KPAR radio, Albuquerque, New Mexico.

From 1951 until 1953 he served in the Army and rose from the rank of Private to his present position as Captain in the Army Reserves. For about a year of Mr. Sandoval's active military duty, he served in the Caribbean area as a U.S. intelligence agent, Counter Intelligence Corp.

In 1966 he served as Assistant Republican State Chairman for Texas. He was elected chairman of the El Paso County Republican Party Executive Committee in January, 1962 and re-elected in May, 1962.

In 1967 he was Area Coordinator for the International Executive Service Corps, supplying technical aid to overseas private concerns.

Mr. Sandoval has been active in numerous professional and civic organizations. He served as president of the El Paso Sales and Marketing Executives International and of the Mid-American Periodicals Distributors Association; was co-chairman of Bureau of Independent Publishers and Distributors and was president of the League of United Latin American Citizens Council #8.

He was director of the Rotary Club of El Paso in 1966, and is a member of the El Paso Chamber of Commerce.

Mr. Sandoval graduated from elementary schools in El Paso, and received a BA degree from the University of Arizona in 1954. He also attended the Universidad de Mexico and Texas Technological College majoring in liberal arts.

In 1963 he won the "Sales Executive of the Year" award presented by SME-International--El Paso Club, and was chosen the most valuable member of the Lulac District No. 4 for the Club's 1966-67 honors.

Mr. Sandoval was honored by the Air Force Association in 1968 when he was chosen Texas State "Man of the Year."

He is an ex-fencing coach from the University of Arizona and is a licensed pilot.

Mr. Sandoval is married to the former Dolores B. Morales. They have five children, ages six through 15.

#

OUR GUEST SPEAKER IS HILARY SANDOVAL JR. HE IS A NATIVE TEXAN AND IS ALSO A SMALL BUSINESSMAN. FOR THE PAST 15 YEARS HE HAS HEADED HIS OWN BROADCASTING AND PUBLICATIONS DISTRIBUTION FIRMS IN EL PASO.

THERE IS AN INTERESTING ANECDOTE CONCERNING MR. SANDOVAL AND HIS PROGRESS AS A BUSINESSMAN.

12 YEARS AGO A LOCAL BANK TURNED DOWN HIS APPLICATION FOR A \$300.00 PERSONAL LOAN. IT IS OBVIOUS THAT THIS NEITHER DISCOURAGED NOR SLOWED HIM DOWN BECAUSE MR. SANDOVAL'S FIRM HAS GROWN TO A POINT WHERE IT'S ASSETS ARE FAST APPROACHING THE MILLION DOLLAR MARK. RECENTLY THE CHAIRMAN OF THE BOARD OF THE SAME BANK OFFERED TO BUY THE BUSINESS AND THIS TIME MR. SANDOVAL TURNED HIM DOWN. ALSO 12 YEARS AGO HE WAS TURNED DOWN ON AN S.B.A. LOAN. NOW HE IS THE ADMINISTRATOR OF S.B.A.

ACTIVE IN CIVIC, FRATERNAL AND INDUSTRY AFFAIRS,

MR. SANDOVAL HAS SERVED AS PRESIDENT OF BOTH THE SALES AND MARKETING EXECUTIVES INTERNATIONAL AND THE MID-AMERICA PERIODICALS DISTRIBUTORS ASSOCIATION. HE SERVED AS PRESIDENT OF THE LEAGUE OF UNITED LATIN AMERICAN CITIZENS COUNCIL AND ACTIVELY ENGAGED IN ROTARY CLUB AND CHAMBER OF COMMERCE ACTIVITIES. HE ALSO IS A LICENSED PILOT.

ACCLAIMED EL PASO'S SALES EXECUTIVE OF THE YEAR IN 1963 HE GAINED FURTHER HONORS IN 1968 WHEN THE AIR FORCE ASSOCIATION NAMED HIM TEXAS STATE "MAN OF THE YEAR." LAST YEAR MR. SANDOVAL PUBLICATIONS FIRM WAS JUDGED TWELFTH BEST IN THE NATION BY LOOK MAGAZINE IN A POLL OF MOST SUCCESSFUL MAGAZINE DISTRIBUTORSHIPS. LAST MONTH PRES. NIXON APPOINTED HIM ADMINISTRATOR OF THE SMALL BUSINESS ADMINISTRATION.