

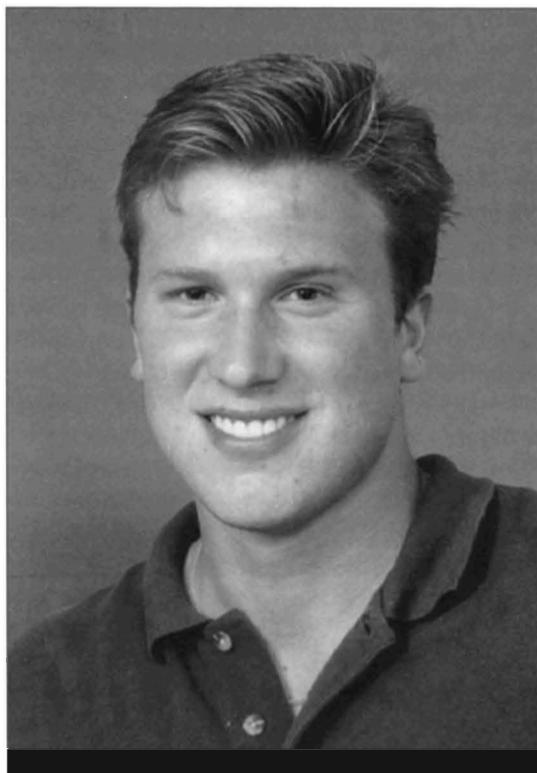
Hans Koehnk Receives Entrepreneurialship Award

TRAVIS SAVERAID†

The entrepreneurial spirit is alive and well within the Iowa State University College of Veterinary Medicine. Hans Koehnk, a third-year veterinary student, was recognized this past semester for his entrepreneurial ambitions with the first ever ISU John and Mary Pappajohn Student Entrepreneurial Scholarship Award. These were given to five students selected from the College of Engineering, the College of Business and the College of Veterinary Medicine. This recognition comes with a \$2,000 scholarship. Hans says, "To me, the purpose of the John and Mary Pappajohn award is to encourage students to think in an entrepreneurial manner, even though they are still in school. An entrepreneur isn't just a business-minded person. An entrepreneur is someone who approaches problems in an innovative way and isn't afraid to step 'outside of the box'."

Hans, along with another third-year veterinary student Dan Thomson, founded Premium Animal Research (PAR), Inc., in October, 1998. The purpose of this business is to do contract animal research for companies looking to have their products tested by independent researchers. The products tested fall under one of four categories; nutritional, pharmaceutical, nutraceuticals, or biologicals. PAR, Inc., works with local area hog producers to carry out research trials utilizing the private producers' buildings and sometimes also the hogs. Hans states, "We are bridging the gap between the pharmaceutical and feed industry and the private producer. For many larger companies, it is easier to contract out these production trials rather than make the capital investment into buildings on their sites or the time and labor investment. That's where we come in."

Currently, Hans is taking a practice



Biomedical Communications, ISU

Hans Koehnk is a third-year veterinary student.

management class and a entrepreneurial class on campus. Comments Hans, "It's great taking these classes and starting our company at the same time. Things I learn in lecture I can immediately apply to our business." Upon graduation, Hans hopes to continue to expand the company. He is also entertaining the idea of working for the Food and Drug Administration Department. "I would like to learn all the steps in bringing a pharmaceutical product to market and hopefully apply that knowledge in the future," said Hans.

Congratulations Hans on winning one of the first ISU John and Mary Pappajohn Entrepreneurial Awards. Don't spend all that money in one place. By the way, I have a great idea for a new business. We have got to talk. ♦

†Travis Saveraid is a third-year veterinary student at the Iowa State University College of Veterinary Medicine.