

“How Winsupply Helps Entrepreneurs Claim the American Dream”

Executive Breakfast Briefing

EXCERPT 1: SPEECH OPENING

The best way to tell the Winsupply story is to tell you about one of our 580 local company presidents – someone who’s run his own supply house for many years.

I chose Greg Jackson, president of Dayton Windustrial, because his company does a lot of business up and down the I-75 corridor.

And I mean A LOT of business!

Think about all the construction jobs going on around here the past few years.

The eight-story patient tower at Dayton Children’s Hospital. Carillon Brewing Company at Carillon Park. The Dayton Metro Library downtown. The GE Aviation EPISCenter at the University of Dayton. And the new cancer center opening soon at Kettering Medical Center.

I’m proud to say Greg’s company is behind all these jobs – and many others! – supplying what’s under the ground, in the ceiling and behind the walls. Things like drainage, fire sprinkler systems, and industrial pipe, valves and fittings.

You can find Dayton Windustrial just north of downtown, right off I-75, across the river on Helena Street in the McCook Field neighborhood.

If there's a commercial construction job happening right now in Dayton, you can bet Greg's company is probably involved in it. But you couldn't have predicted that 38 years ago, when Greg was spending his days pouring and finishing concrete for new homes in Centerville.

Back then, Greg told me he was a "directionless kid" who knew he had to do something different with his life.

And he did.

In 1982, he took a job as a truck driver for Dayton Windustrial, a Winsupply company with just two employees, because the president needed some extra help.

Before long, Greg found himself answering phones, receiving inventory and learning every aspect of the wholesaling business, while taking classes at Sinclair, Wright State and the University of Dayton.

Sometimes he'd get a little frustrated on the job. And his boss would say, "Someday when you own your own Winsupply company, you can do things differently!"

And Greg thought, "Own my own company? I'm just a truck driver! I don't know what you're talking about."

But then Greg learned about the Spirit of Opportunity. The chance to risk a little money, run your own supply house and chase the American Dream – with help from Winsupply.

EXCERPT 2: SPEECH CLOSING

Last March, all of our local company presidents joined us in Orlando, Florida, to celebrate 60 years of Winsupply.

During that celebration, we gave awards to the presidents of our 28 Top Performing Local Companies. Dayton Windustrial was one of those.

Greg Jackson tells it like this:

“Winsupply is not for quitters or wimps, because you don’t make a lot of money in the beginning.”

“At an early age, you need someone to help you. To point you in the right direction. To tell you that it’s not always going to be like this. That it’s going to get better. That you can’t be an overnight success.”

Greg also told me this:

“I get up every day and say how lucky I was to be called upon to drive a truck for Dayton Windustrial ... to go from being a directionless kid, to owning and operating my own company.”

“What made it possible was the culture of entrepreneurship at Winsupply – that Spirit of Opportunity – the people who just make you feel like you can do anything if you put your mind to it.”

Last March in Orlando was a grand celebration of our philosophy, our business model and our collective success.

But in reality? We were also celebrating free enterprise capitalism.

I believe we have a higher calling at Winsupply, and it is this: to sustain, promote and protect our philosophy and our business model for building successful entrepreneurs.

That responsibility demands that we also sustain, promote and protect the principles of free enterprise capitalism – a duty for every single one of us as Americans.

That's because free enterprise capitalism is much more than economic theory. President George W. Bush said it best when he called free enterprise capitalism "the engine of social mobility" and "the highway to the American Dream."

I believe America is on the right road if we stand up for free enterprise capitalism.

If we support and defend the right of every citizen to pursue their own path to happiness.

And if we do whatever we can to help capable, hardworking individuals – people with desire! – to maximize their opportunities so they can earn their success.

Thank you.