

**WELCOME REMARKS AND INTRODUCTION OF  
SPEAKER ROB FERGUSON AHEAD OF HIS  
ADDRESS TO LOCAL COMPANY PRESIDENTS  
AT THE WINSUPPLY STRATEGIC PLANNING MEETINGS  
MARCH 2020 | NASHVILLE, TENNESSEE**

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**Good morning!**

**My name is Kamna Gupta, and I am the new Director of Training at Winsupply.**

Today, I am **grateful** and **proud** to be stepping into the shoes of **Vickie Johnson**, who is retiring after **27 years** at Winsupply.

For five years, Vickie has been my **collaborator** and **mentor** on so many projects -- from the **Management Development Training Program**, to the new **Win University** we launched in December.

What I have **seen for myself** at local companies **reinforced what I discovered** when I came to the United States at the age of 21.

**I almost didn't get here!**

My parents did not want me to leave India.

But I **insisted**.

I wanted to come here to **earn my own money**, and **make my own decisions**.

I knew that in this country, you can do **anything you want**.

You can **BE** anything you want.

**So I got to work.**

In 2009, I earned **a master's degree** from the University of Akron in Ohio.

Since I graduated during the recession, **it was hard to get a real job!**

But I made it through, working **two jobs** to make ends meet.

I finally became a **business analyst** in Philadelphia, and later in Columbus, Ohio, before joining **Winsupply** in 2015.

**Vickie taught me well about**

- The Winsupply **business model** ...
- The **Spirit of Opportunity** ...
- And our awesome responsibility to **do everything we can** to help **you**, the local companies.

**I believe in this organization because I see success.**

**During my visits to local companies**

- I have **seen what you do.**
- I have **watched how you work.**
- And I **respect** and **admire** your ***“keep-on-going attitude”*** that says **“WE WILL MAKE IT HAPPEN no matter WHAT comes our way.”**

**Vickie taught me well.**

Anytime we had a decision to make about **tools** or **training**, she challenged me with **two questions.**

**First:**

*“If we do this, will it **help** the local companies?”*

**And second:**

*“If you were in their shoes, **would this make sense to you?**”*

**Today, it is Rob Ferguson’s job, as president of the Local Company Group, to make sense of what is ahead this year.**

In a few moments, he will deliver his **Address to Local Company Presidents**, and talk to you about

- Where we have **been** ...
- Where we are **going** ...
- And how we are going to **get there** this year.

After that, **Jeff Dice** will talk for a few minutes about what is happening in **Information Technology**.

And then all of you will have time to ask questions of **some people on the management team**: from **Rob** and **Jeff**, and from **John McKenzie** and **Steve Edwards**.

**Over the past two years, I have had many opportunities to work with Rob.**

I got to know him after he moved to Dayton to become **vice president of operations**, and last year, **president of the Local Company Group**.

Before that, Rob spent **four years as an area leader**, and **six years as a local company president**.

**But his career in wholesaling began long before Winsupply, since he worked at his parents' supply house near Kansas City, and years later at a national competitor.**

**If you don't know Rob, you will after his address today.**

The one thing **he cannot contain** is his **passion to help local companies succeed**.

**Won't you please join me in welcoming Rob Ferguson!**