

“Winsupply’s Growth in Dayton and Beyond: How the Next Generation is Delivering the American Dream to More Entrepreneurs”

Rotary Club of Dayton Speech by Rick Schwartz
Chairman of the Board, Winsupply Inc.

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SUMMARY:

*Winsupply is an “entrepreneurial machine” that’s grown rapidly in recent years.
But what does Winsupply’s rapid growth mean for its future in Dayton?
Learn how Winsupply, founded in 1956, is sustaining its unique philosophy
and business model as it passes the baton to the next generation –
and where this \$4 billion wholesaler of construction materials is going next.*

EXCERPT 1: SPEECH OPENING

Thank you, Shaun!

And thanks to John Lyman for inviting me to speak to our club.

Shaun and John – and so many other people who are here with us today or joining us online – have been around Dayton for a while.

So you probably remember these shocking headlines:

- June 3, 2009: “**NCR** dumps Dayton for Atlanta”
- Sept. 3, 2001: “**Mead** merger tears into city psyche”
- June 7, 2018: “**Teradata** moving HQ to San Diego; more than 300 jobs affected”

So many wonderful companies that were born in Dayton – and then rapidly grew in Dayton and well beyond – eventually moved their headquarters to much bigger cities, taking jobs and plans for future economic development along with them.

These moves took a toll on our city.

And we’ve had to work very hard to bounce back.

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Today – if you’ve been keeping up with the news – you might be thinking that Winsupply could be headed in the exact same direction – out of town! – just like GM, NCR, Delphi, Mead and Teradata years ago.

That’s because Winsupply is rapidly growing.

Maybe you’ve seen these headlines in the Dayton Business Journal this year:

- “Winsupply acquires Pennsylvania distributor”
- “Winsupply opens new business in Tennessee”
- “Winsupply launches new HVAC company in Texas”

It’s true!

Our growth has been considerable in recent years.

It’s something we’re very proud of!

And yet – unlike other successful and growing companies that may decide after many years to pull up stakes, leave their hometown and move to a much bigger city – Winsupply is committed to Dayton.

And we will remain committed to Dayton because we are a unique and different organization.

We operate based on a set of fundamentals – a unique philosophy, business model and key principles – that you won’t find in any textbook on business or business management.

And those fundamentals make ALL the difference.

Today, I’d like to tell you about The Spirit of Opportunity at Winsupply: who we really are ... why we’re so unique – ... and where we’re going next ...

EXCERPT 2: SPEECH CLOSING

There's no question about it.

The next generation of Winsupply is in place.

And they're working hard to grow our unique and different organization here in Dayton – and well beyond.

What's remarkable is that ALL OF US AT WINSUPPLY are working toward the same goal: to deliver the American Dream to more entrepreneurs.

I believe in our goal because I believe the American Dream still lives!

And while we've always been in construction wholesaling, we're really in business for one reason:

To build entrepreneurs. And help them succeed.

We're proud to be doing this important work in Dayton.

And we're proud to be here to stay.

Thank you.