

**RICK SCHWARTZ INTRODUCING JOHN MCKENZIE**  
**Monthly Professional Development Meeting (Virtual)**  
**APICS | Dayton Chapter | Nov. 12, 2020**

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Thank you so much, Marcia.

And a special thanks goes to Harry Bradbury, Cash Powell and everyone at APICS for the invitation to talk to your members and guests this evening.

**Whenever new employees join Winsupply, I like to tell them that in 1956, our founders did not build a company like other companies.**

Instead, we are different.

On purpose.

And that is the focus of our presentation tonight.

**You are going to hear from John McKenzie – the president of Winsupply Inc. and our Support Services Group.**

I met John in 1996, when he was just 22 years old.

Back then, he was tired of working retail and unable to afford college.

When he saw a classified ad in the Dayton Daily News for a Help Desk job at our company, he decided to apply.

I got to interview John and told him all about our unique organization – that Winsupply is a leading wholesaler of construction and industrial supplies and equipment; that we have hundreds of locations nationwide; and that each location is run by a separate local owner who has capital at risk.

I told John that if he got the Help Desk job, he would be part of a separate service company at Winsupply created to help local owners succeed.

John was totally enthusiastic from the get-go!

So we took a chance on him.

And his adventure at Winsupply began.

**John went on from the Help Desk to earn project roles and management responsibilities in IT, networking, operations, the supply chain and our regional distribution center network.**

Along the way, he earned two degrees: a bachelor's in business administration, and a master's in logistics and supply chain management.

Today, John leads the development and execution of our business strategy at Winsupply, oversees daily operations and our supply chain, and heads up our support services organization.

**From his first day at Winsupply, John has always been motivated by the same thing: the responsibility to help local owners succeed.**

And he has.

**Tonight, John's going to tell you how we create opportunities through sourcing services and the supply chain to help 600 local owners earn their own success.**

Let's turn our attention now to John McKenzie.