

WELCOME REMARKS TO STOCKHOLDERS

RICK SCHWARTZ'S REMARKS TO OPEN THE 2020 STOCKHOLDERS' MEETING FOR WINSUPPLY

Thank you for being here at the Winsupply Center of Leadership, which opened last fall.

Three years ago, we decided to support the construction of this center because we wanted to invest in the future of Carillon Historical Park.

This is a place that inspires generations by connecting them with the people, places and events that changed Dayton and the world.

There's one more reason we invested in this center: because it is 100 percent aligned with our value of earned success.

We believe that over time, revenue earned by this center will help Carillon Park become more self-sufficient and sustainable as it preserves and shares Dayton's most important stories.

And Winsupply's story is one of them.

In case you didn't know, our connection to Carillon Park goes all the way back to our co-founder Dick Schiewetz.

Dick served on the board of trustees here, and so did every Winsupply president who has come after him.

Hometown pride was important to Dick, who was born in 1913, right after the Great Dayton Flood.

Dick was always proud to hear stories about the Wright Brothers and Dayton's great captains of industry – like NCR's John H. Patterson, the father of American salesmanship.

So it's no coincidence that years later, when Dick got the chance, he moved to a Kettering high rise overlooking the Deeds Carillon.

This bell tower was a symbol of the place that was preserving and sharing the stories he loved.

Meanwhile, in his role at Winsupply, Dick was writing a new Dayton story about building entrepreneurs and helping them achieve earned success.

That story is *our* story.

And it's the focus of my new book that all of you received today.

This book is **not** a history of Winsupply – although you'll find a little history in it.

Instead, I wanted to tell **a different story**:

- About **why** and **how** our fundamentals **work** and **came to be** ...
- **Why** and **how** they help entrepreneurs **succeed** ...
- And **why** and **how** we need to **protect** and **defend** what makes us **unique** and **different**.

Some of us were lucky enough to know our founders:

- Dick Schiewetz ...
- Bob Kuhns Jr. ...
- Hastings Baker ...
- Steve Wolfe Sr. ...
- And Jack Proffitt.

I am one of the lucky ones, because I knew each one of them personally.

So I felt a deep responsibility to help sustain the wonderful **philosophy**, **business model** and **key principles** that I watched them **teach**, **nurture** and **guide**.

And that is the reason for this book.

If you've been around here for a while, this book will bring back **memories**.

If you're a little new to Winsupply, this book will explain some things you didn't understand before.

For 64 years, we have proven beyond any doubt that what we do at Winsupply works.

So in the end, I have one hope for this book:

That it inspires **every generation** to sustain the unique way we **practice** free enterprise, so we can forever help entrepreneurs **run their own companies** and **earn their own success**.

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