

Tom Rails Memorial Scholarship Essay

I am very interested in attending the University of Industrial Distribution Program on behalf of my company. I wish to absorb as much as I can and utilize that knowledge in the every day running and managing of our young company, Tennco, Inc.

Tennco is a company that was started three years ago by my father and it was with nervous and anxious trepidation that I joined him on his endeavor two years ago. At that time, I left my comfortable career with a large corporation to embark on the world of industrial distribution in a small business setting. It has been, and continues to be a rocket ship ride, as I learn each day about the products we sell, the services we provide and the business we are growing.

Thus far, I have used my college education and training from previous positions to help me grow into this new position. My father continues to be my mentor with his 40 years of experience in industrial distribution, specifically in hydraulic fluid power. Recognizing that he is the bridge to the past and I am the road to the future for our company, we felt it would be best for me to seek educational opportunities outside of the confines of our business.

As new FPDA members, we are gratified that your organization provides such excellent learning opportunities in the forms of conferences, seminars, and

universities. Our goal, when we joined your organization, was to take advantage of these avenues to enhance our roles within our own company.

There is no better way to learn about your own business, than to join your comrades as they share their own stories of successes and failures along the way. Your programs provide the unique opportunity for an industry to join hand-in-hand to make sure the future will be one that we all enjoy.

Each day, I have the chance to learn from those around me; however in a group setting with instructors and peers, I will have an even greater opportunity to understand the world of industrial distribution as we move deeper into the 21st Century. As I am the future of our company, this University will afford me the chance to learn what obstacles all of us must overcome to stay a vital part of the supply chain in which we operate.