

**“What Benefit Will You, Your Company and/or the Industry
Receive By Your Attending the University of Industrial
Distribution Program?”**

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Since my humble beginnings as a parts driver for a small hydraulic cylinder rebuild shop in the early 1990's, I have been extremely fortunate to be a part of an industry that continually affords me opportunities, like the University of Industrial Distribution (UID), for consistent career growth. Over the years, my participation in the Fluid Power Program at Hennipen Technical College and over 15 years of work experience has laid a strong technical foundation for my career. The past nine plus years at Hydra-Power Systems, Inc. has exposed me to engineering, project management, sales and product management responsibilities. Now, as I prepare to shift from a more technically oriented position to more management oriented responsibilities, I will need the skills taught by the UID to succeed. It is my sincere hope that exposure to the presenters at the UID will provide new ideas and techniques that will trigger ideas outside the reach of my current consciousness and become an invaluable part of my opportunity for success.

Earning the honor of participating in the UID program via scholarship will come with certain responsibilities. One very important responsibility will be to share the ideas and knowledge gained at the UID with my co-workers. So many times we fall victims to the trappings of "group think". This is why it is common to send certain members of a group away to learn and experience new things that when brought back to the group, provide new insight. The prudent application of the knowledge brought back from the UID will provide

new opportunities for efficiency and the overall strengthening of our distribution business.

When considering how this industry will benefit from my participation in this program, my mind immediately turns to those industry leaders from whom I have gained so much knowledge and have exposed me to so many new opportunities. My participation in this program will certainly be one more significant piece of training that I will benefit from and will hopefully be an experience that will help propel me to whatever position that my own ingenuity, hard work and good fortune affords me. Although my aspirations for growth in this industry come in part from a desire to enrich the lives of my family and myself, I also hope that one day I could play some role in mentoring at least one young person that will in his or her own way make a profound mark on this industry that continues to be so good to me.

In conclusion, I am willing and able to make a solemn commitment to the FPDA and the principals at Hydra-Power Systems, Inc. that if this scholarship is awarded to me that I will be a good steward of this opportunity. This stewardship will include my commitment to being a good student of the information provided by the UID program, effectively communicating ideas and principles from the UID to my co-workers and exhibiting the leadership qualities necessary to effectively apply new ideas and procedures into our business. Thank you for your consideration.