

WINANS

TIMES

The newsletter for and by **winans** employees



JAMES F. WINANS, Jr's. Greatest Hits

All good things must come to an end and so it will be with the cover article of the "Winans Times" by the late CEO James F. Winans Jr.

This was not an easy decision by his team. It really came down to one simple fact he was no longer penning the article.

Dad would never have allowed a "ghost writer," just wasn't in him. He took a great deal of pride in the comments concerning his cover articles in our newsletter, as he should. The writings were pure "Dad." He would "borrow" a joke or a story and put his twist on it, but it was homey style that was what the readers look forward to.

He was teased good naturedly about his loose use of poetic license and he took it in stride. Many of his friends kidded him about using his Parkersburg High School graduation picture for 25 years on the cover. That was not the case the picture was changed once in the quarter century. He was a good looking guy and aged gracefully....ask him, he would tell you the same!

We considered "The Best of Jim" but it would not do justice to the newsletter. So like Dad, his article is now a memory-a very good memory.

"The Winans Times" will be available on line and we will no longer do the print version.

Dad used to say, "Tough times never last, tough people do!"

When Dad walked into his sunset, he took his pencil and his legal pad with him. I imagine the conversation started out, "St. Peter, I have an idea for an article, that Mark Twain guy has it all wrong....."

HAPPY TRAILS

GOD LOVES YOU

September/October 2011

How Winans Began

August/September 1986

My dream was to open my own business. I worked two jobs and saved while I dreamed. By 1959, I had amassed what seemed then a huge fortune: all of \$5,000 and I decided to open a janitorial supplies business.

With great expectations, I stocked my garage with brooms, floor machines, waxes and cleaners. Then I began encountering the unexpected expenses of doing business (acquiring the necessary business forms, business licenses, a business telephone, a Yellow Pages listing, etc.) and a crash course on the facts of life doing business-merchants who bought on credit and wouldn't pay, winter weather that zeroed in on my garage freezing and ruining many products, etc. It took me more than seven years to save that start-up \$5,000 and only 41 days to blow it!

With head in hands, I sat on the overturned mop bucket that served as my desk chair. Yes, I was broke, but I still had some equipment and supplies....and a great deal of determination. Necessity became the mother of invention once more right there on my mop bucket. My business became a janitorial service that also sold supplies. I got the first of many jobs that very day-Horner & Harrison at \$27.50 per week.

And I soon learned that the silver lining to what had become my very dark cloud is surrounding myself with great people. Through the years, **Winans Services** has prospered and is now one of the most respected companies in the eastern United States. But people like you have made the difference. Without you, I'd still be sitting on that mop bucket.

Safety and Some Rules

September/October 1998

When I started this business nearly 40 years ago, safety was not priority one. As a matter of fact it was priority zero. This is not to say that I did not care whether my co-workers or I would become injured, but back then it was not a consideration.

My number one priority in 1959 was to survive, and to be truthful, I was not doing a bang up job of surviving. My number two priority was to feed my nine kids and my number three priority was to stave off my creditors.

My day consisted of selling janitorial supplies in the morning, delivering the supplies in the afternoon and cleaning at night. In order to put food on the table, I officiated high school basketball games and received instant cash for my efforts. I received the magnificent sum of twelve dollars and fifty cents. All I had to do for the money was to drive seventy miles, let the fans and coached berate me and occasionally threaten my life. This obviously was not the most fun period in my life.

Now back to the safety subject that I started a few paragraphs back. Safety has become Winans' number one priority. Customer satisfaction has dropped to number two. It has been a long and tedious journey for my children working with me, to convince me that safety must be our number one priority that nothing is more important than our co-workers' health and safety.

My children, the officers of the company, believe in this concept and they have made me a convert. Finally, I believe that accidents don't just happen. Accidents can be prevented and we can have zero accidents. As I have bought into this concept, you my fellow workers must also buy into this. You must practice, think and live safely.

I would be remiss if I did not acknowledge Janet Williams, our Safety Manager, for she has truly raised the bar for safe working conditions. It is through Janet and her fine staff that your company enjoys the benefits of safe working practices. Our family and our co-workers applaud your dedication.

And finally for you route workers that drive our company vehicles, please take note of the following advice!

Rule number 1: Dim your headlights for approaching vehicles, even if the gun is loaded and the deer is in sight.

Rule number 2: When approaching a four-way stop, the vehicle with the largest tires always has the right of way.

Rule number 3: Never tow a company truck using pantyhose or duct tape.

Rule number 4: When sending your fellow workers down the road with a gas can, it is impolite to ask him/her to bring back beer.

Rule number 5: While ears need to be cleaned regularly, this should be done in private and use your own keys, not our truck keys.

Rule number 6: And I've had numerous complaints about this-never relieve yourself from a moving vehicle while driving.

117 Years and One Day

July/August 2000

As I was signing your anniversary card, I came across two very familiar names David Winans and Joe Winans with twenty years and eighteen years of employment with Winans.

This fact made me wonder how many years of total experience the Winans family has, and it plays out this way, Sam fourteen, Jim III twenty-four and your old CEO with forty-one years, for a grand total of one hundred and seventeen years.

Now what do all these numbers mean to you, my fellow co-worker and to all of our loyal customers? Well, in all truthfulness, it means that collectively we have enough years in this business to make every mistake humanly possible and if we have any smarts at all, we could and should learn from these mistakes and therefore be better prepared to serve our dedicated work staff and our, make that your, customers, because without our great customers that you serve diligently, none of us would have a paycheck.

Think about it!

Uh-oh, my total service calculation was wrong by one day, because my son Tom came to work for us today. What a great break for you and the Winans family.

We had, for years been trying to get Tommie to work for us, but in typical Winans fashion, he was loyal to the company he worked for.

I would, in trying to entice Tom to work for us, say to him, "Tommie, loyalty is a two way street and this company demonstrates no loyalty to you, they reduced your pay when times are bad, with the promise, when times were better to restore your pay."

Well business got better and years went by and no raise and because of their greed we had the good fortune to steal a great executive.

There's more to the story!

Tom was requested by management to fire on of his staff and being the good manager, he resisted and was allowed to keep this guy.

Now, who do you think replaced Tommie as sales manager? If you guessed the guy they tried to fire, go to the head of the class.

And I would be very remiss, if I did not salute Kate Satterfield who just completed twenty-four years of outstanding work for Winans. The Winans family thanks you so much, Kate!

God Bless the USA

November/December 2001

I originally wrote this article for the newsletter on September 12, 2001, one day after the cowardly attack on America by the gang of terrorists led by Osama Bin Laden. I was irrational and it commenced as follows:

I have never used my space in the newsletter to speak of political, racial or religious issues.

First of all, neither I or the Winans family harbors any prejudices, I wasn't brought up that way and in turn, neither were my children.

But, for me, that has all changed with the cowardly attack on the World Trade Center and the Pentagon.

Those cowardly terrorists, led by Osama Bin Laden, have caused me to have a deep prejudice, and yatta, yatta, yatta.....(but the saving grace in writing, rather than verbalizing, is that you can delete stupid phrases, is in "open mouth, insert foot" so I deleted the dumb verbiage and I continue.....)

When I viewed, on CNN, the citizens of Baghdad cheering the deaths of innocent young men and women, I thought to myself, I hate these people (hate is a word that I've never used). What kind of terrorist teaches their followers that killing will give them a special place in heaven?

We all know how vulnerable the United States is, because we open our borders to any person wanting to enter our great country, but if Bin Laden wanted to send his message of vulnerability and destruction, he could have performed this dastardly act on Sunday and spared thousands of lives!!

The answer is obvious, he wanted to kill as many Americans as possible, and for this heinous act, my follow co-workers, never, never, never forget or let your children or grandchildren forget what this terrorist did to our country.

Please support President Bush in his quest to hunt down and dispose of these cowardly terrorists.

God Bless the USA and God Bless You!

Animals and Attitude, May/June 2010

I have a confession to make to you, my great co-workers!

And that confession is....I am an animal lover. Almost all animals, but you can exclude rats and skunks. Any other animals that come to Dinah's house are welcome to stay as long as they want, and since the meals are free and on time, most stay forever. At the present time, we are down to five (feral) cats, three indoor and two outdoor cats with claws.

I have very few animal rules, but my major rule is "The proper order for kissing is...." kiss me first then go kiss the other cats butts, and I cannot stress this enough!

Remember dogs and cats are better than kids because:
They eat less
They don't ask for money all the time
They are easier to train
They normally come when called
They never ask to drive the car
They don't smoke or drink
They don't want to wear your clothes
They don't have to buy the latest fashions
They don't need a gazillion dollars for college
If they get pregnant, you can sell their children

And now on to a more serious note, Winans Services, Winans Janitorial Supply and Extras Support Staffing are weathering the recession; in fact we are beginning to see the light at the end of the tunnel.

No, that's not quite right. Because of you my great co-workers, with your "can do" attitude you have helped your company progress in spite of what is happening in other states and other countries.

We are retaining our customer base and in most parts of West Virginia, Ohio, Maryland and Pennsylvania we have added to our customer base is a tribute to YOU!!

Your diligence and positive attitude has defined the Winans Companies.