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HCoB Distinguished Speaker Welcome

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• Good evening, and thank you for being here. One of the best parts of being a University president is being a part of events that allow us to offer our community an opportunity to share some of the expertise of our faculty and distinguished campus visitors.

• When those campus visitors are Western Michigan alumni who are making a difference in the world and their professions, it makes the experience even better. It gives us all a chance to reflect on the important issues of the day AND put them in the perspective of people who know and care deeply about West Michigan.

• We created our Haworth College of Business Distinguished Speaker Series nearly 15 years ago to make sure all of us had the opportunity to hear from people who are shaping our world and working through the important issues of the day.

• This evening's presentation is a first. Our guests this evening will talk about "Entrepreneurship in a Global Economy: A Family Experience." Reinforcing that "family" perspective they'll talk about, is the fact that they are family--brothers--engaged in running a firm that was founded in 1953 by their father.

• Our guests are Robert J. Trainor, CEO, and Thomas D. Trainor, president, of the Trainor Glass Co. of Trainor Glass, which is a national glazing contractor that furnishes and installs aluminum and glass products and systems.

• Founded by Robert Trainor Sr. as a single shop in Illinois, Trainor Glass is now one of the largest glazing companies in the United States, with annual sales in excess of $200 million. Trainor Glass employs a team of more than 600 workers in 22
operations ranging from large, highly efficient manufacturing sites to an AutoCAD center and satellite offices.

• The Trainors know what can happen when determination and the entrepreneurial spirit drive a family-owned startup. They're here to tell you how it can lead to success in today's global economy. I'm as eager as you to hear their observations. Thank you for being with us to welcome the Trainors back to Kalamazoo.

(If you're also expected to introduce them as well)

• Robert Trainor Jr. graduated magna cum laude with a Bachelor of Business Administration degree from WMU. He was named chief executive officer of Trainor Glass in 1995, after more than 30 years of increasingly responsible positions with the company.

• After earning his BBA in 1984, Thomas Trainor worked as a certified public accountant. He has been licensed in Illinois since 1989. Thomas worked closely with Trainor Glass Co. in the 1980s and 1990s to improve systems and profitability. He was named chief financial officer in 1998 and elevated to president in 2008.

• The Trainors know what can happen when determination and the entrepreneurial spirit drive a family-owned startup. They're here to tell you how it can lead to success in today's global economy. Please join me welcoming Robert J. Trainor Jr. and Thomas D. Trainor.