

# DANNY WEGMAN

By Connor Judd



# ABOUT DANNY WEGMAN

- ◉ CEO of Wegmans supermarkets
- ◉ Grew up on a farm, which taught him about helping other people. There wasn't many other kids around for him to play with as a kid so he learned to get along with his three sisters
- ◉ Grandson of Co-founder Walter Wegman
- ◉ Works well with his family, he and his family are always helping each other out.

# WEGMANS

- ◉ Supermarket chain that started in the Rochester area
- ◉ Founded in 1916
- ◉ Has over 80 locations with 38,000 employees
- ◉ In 2009 Wegmans supermarkets made a total of \$5.5 billion
- ◉ Has been in Fortunes annual “Top 100 places to work for” since 1998 and has been in to Top 10 for 8 years in a row.

The logo for Wegmans, featuring the word "Wegmans" in a stylized, cursive, brown font with a slight shadow effect.

# DEFINING MOMENT

- ◉ In 1967 Danny's father Robert Wegman was scheduled to go to Thailand to give a speech that would talk about his business philosophy,
- ◉ Unfortunately, there wasn't enough time at the event for Robert to give his speech,
- ◉ But when Danny's father came home from that trip Danny read his father's speech and learned a lot from it. About the importance of doing something unique in life and about how you must always adapt to the changing events in life
- ◉ Reading that speech, was Danny Wegman's "Turning Point" in his life

**“The only mistakes you can make is life is to not set your sights high enough”**

**-Robert Wegman**

- ◉ The only way that Wegmans was able to reach the industry that it is today, is by having the owners of the company shoot for the stars





Connor Judd

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**JOHN HOLTZ**  
**PRESIDENT OF HOLTZ HOUSE OF**  
**VEHICLES**

# About John Holtz

- Father died at age 19
- Went to RIT for college and worked at a local car dealership with his brother.
- Soon he decided that selling cars was his passion and once he earned enough money from working at the dealership, he bought his own dealership.
- In 1980 was the youngest dealer appointed a Mercedes-Benz franchise

# Holtz House of Vehicles

- Started in 1976 with a Honda dealership
- Added Mazda and Acura in the '80s
- Then in the 1990s he added Porsche, Audi, and Land Rover to his automobile dealers throughout Rochester.
- Has about 300 employees
- John Holtz is the sole provider in Rochester for high end automobiles. If you want BMW, Porsche, Mercedes or any other high end car, John Holtz is the place to be



# Defining moment

- John Holtz's defining moment in his career was when he was working at a car dealership and he realized that selling cars was his passion and that he had the drive to sell cars for a living.
- John Holtz has always gone on the principle that you can achieve almost anything with hard work.

“The world is full of abundance...  
all you have to do is ask.”

- When John Holtz wanted to first start a business in the automobile industry he literally went door-to-door of all the dealership owners in Rochester asking them if they would be interested in selling to him. Shortly after Holtz purchased a Honda motorcycle store.