**BUSINESS SPEECH**

**FOR**

**CHRIS SAHM**

Hello everyone! It's an honor to be here today and to talk about our company, this town, and its greatest asset, which of course is its community of diverse, interested, involved and enthusiastic people. Although I may not seem to spend a great deal of time here physically in Douglas, rest assured, as Willie Nelson might say, “You are always on my mind...” (**Wait for the laugh**). Whether I’m here or elsewhere, I care very much about this business and I always look forward to exploring our histories and connections, using our resources to build an enriched, prosperous future for all of us. Douglas, Georgia is more than a point on the map for any of us, and especially the Sahm family, and as we set forth to continue to lead our business, it is our intention to invest in our company and in turn support the growth and fulfillment of the citizens of Douglas, Georgia.

As I have stated, the greatest assets that any community can have are its people and there are some men and women here whom I would like to acknowledge and thank for their enthusiasm, guidance, and contribution to the health and well being of this city. (**Name the key business people and community leaders that you want to thank).**  To \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, thank you for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (**etc**)

The humorist Milton Berle once said, "If opportunity doesn't knock, build a door." I'm proud to say that I come from a family that has believed in building doors... and windows... and siding... (**Wait for the laugh**) for construction and for people and causes for three generations. My grandfather, Ronald Sahm, formed the parent company, Elixir Industries, in 1946. It was a family business driven by the intuition, vision, and wisdom of a man who saw the future in the various applications that support the construction industry. He knew the value and importance of human connection and integrity and their worth in business and industry. He may have set his sights on the big, long picture, but he **never** lost sight of the fact that his colleagues, vendors, partners, employees and the well being of their... and our... shared community were, are, and always will be, priority.

Elixir Industries has had a presence in this area for half a century. Our company first established roots in Douglas, Georgia back in mid 1960's, giving it the distinction of being... if not **the oldest** than **one of the oldest** manufacturing entities in continuous operation in this area. The first plant made entry doors for mobile homes... a symbolic and welcoming way to start a business! I'm sure that most of you know the factory, and in fact it's still going strong as Elixir Door and Windows Company on Pope Drive. In 1982, the company opened the Douglas Elixir Metals Division with the original purpose to fabricate metal for mobile home siding, rails, exterior molding, and doors. You can see that as the company expanded and grew stronger... as Elixir continued to build its own "**house** of products," it continued to expand its outreach and service to the building and construction communities. Thanks to the hard work and dedication of teams of employees here in Douglas, the aluminum extrusion plant was built in 1986 to support the work of the original facility across the street. all of the hard work paid off in 1996 when the extrusion plant was expanded to add a second press, and again in 2007 to add an entire new building to house a third extrusion press specifically to accommodate the Club Car account. As time has progressed, it's clear that Elixir has adapted to the twists and turns of industry and market demands, all the while supporting this great community of Douglas and Coffee County.

...And for those of you that may be wondering about me, I'll just say this... I graduated from University of California Santa Barbara in 1986 and joined Elixir in 1996 as a salesman after having gotten varied experience in the professional world. for the past twenty two years I have worked my way to President and now Chief Executive Officer by learning, observing and respecting what works best for this company. I was proud of the generations that preceded my tenure here and I have dedicated my career to making sure the roots we have planted here in Douglas continue to grow and flourish and make a difference to all of us, this area, and this expanding, vital industry.

In May, 2015, as a response to the evolving challenges of business and market conditions, Elixir regrouped and formed a newer, stronger, and more modern entity right here in Douglas. In acknowledgement of the potential of the people and the natural resources found here, we chose to continue to expand and place our faith in the arena that had and has served us so consistently since the inception of the first factory all those years ago. The investment in the area means far more than the monetary input. Although the transaction cost approximately 21 million dollars, it is the continued enthusiasm of all of the people in the community that prove to be the best investment. Our extrusion division now has over 270 full time employees and as that number expands, so does our potential to have a lasting and positive impact on this beautiful county. Elixir recognizes the importance of partnership, teamwork, and community and as such we do whatever we can to honor our employees, neighbors, and friends. This company has been the main sponsor of the annual Fellowship of Christian Athletes Dinner, the Lions Club Big Buck Contest, the Coffee High (**School?**) Band Boosters, the Coffee High Trojans, the CCA Basketball and CCA Baseball Programs, Shop with a Cop, the Coffee High Robotics Program... the list goes on... and it goes on because this company believes in acknowledging that teamwork and local support, in every form, is what makes a difference in this world. No matter who we are in life... no matter what we have and don't have, there are certain non-negotiable ethics that we strive for.... take care of each other as you would your own.... to the best of your ability, and remember that the future belongs to our children, our neighbors' children, and their children. Those are the true reasons we do what we do... we build foundations, offer shelter, and provide opportunity- **for each other**.

So... now that you know all of this... show of hands... who needs some extruded metal building supplies??? (**Wait for the laugh**).

As you can see, over the years, each generation of fabricators and management have literally done their best to build foundations, produce products, and institute systems that are effective, made with quality, and adaptable to demands and requirements of evolving next generations of consumers. The one thing that remains consistent is the character and pride that's built into everything done here... usually... I once heard a story.... four surgeons were sitting around comparing notes and one of the doctors asked the question, "In your esteemed opinion and based on your extensive experience, who makes the best surgery patient?" The first surgeon was quick and clear.... " Easy- I find I prefer to operate on accountants because when you open them up, everything is numbered!" The second doctor thought a little differently. "Good choice but I prefer electricians... everything is color coded... makes the job that much clearer." The third had yet another response. He said he disagreed and found that librarians make the best surgery patients- everything is miraculously in alphabetical order... Imagine that! Well, the fourth doctor was **SURE** he had the most obvious and best response. he said, "I definitely like to operate on construction workers... they're cooperative, they're in general good shape, and what's best is they're understanding... especially if there are a few parts left over and the job goes longer than planned..." (**Wait for the laugh).** Let me say this... I don't wish surgery on anyone, but a little patience, understanding and flexibility go a long way... in **ANY** field or industry!!

We have a great team in place who lead our company with boots on the ground and fingers on the pulse of emerging market trends and shifts and I would like to mention them now. (**Introduce your management team**). \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. I know that I speak for our management team when I say that the future looks bright for Elixir and of course, for Douglas, Georgia, its commerce and its growth. We really appreciate the response and cooperation we receive from our employees, vendors, and all of the local businesses here and we feel confident as we project greater growth and participation in the future and beyond. We are gratified to know that (**mention the CFO who will be joining the Chamber of Commerce**) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ will "have a seat at the table" so to speak, as he joins the already esteemed members of the Douglas Chamber of Commerce. We believe in this town. We have faith in the workforce and we feel very positively that with the continued support, education, and training of willing and enthusiastic people, our united efforts will grow with us into future expansions and continued success. This town has its challenges, but it also has the resources and potential required to build and maintain a thriving business.... How do I know that? Because we're doing it right now!

Ultimately success... any success... a partnership... a business... a friendship... an alliance... comes down to one thing... and that's teamwork...we tirelessly do what we can to teach that to our kids... we support extracurricular community activities that enforce that philosophy, and it's really important that we don't lose sight of that priority in business. Andrew Carnegie... a man who knew his way around the early days of the steel industry, said, "Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results."

More great plans are on the horizon... we’re investing 10 million dollars in a new 120,000 (?) square foot structure.... it will be a finishing factory and many more employees will be required to build, manage, and produce the materials being made for the building Industires. That means that as our presence grows in Douglas, so does the need for partnership with all of Douglas and Coffee County’s constituents. It’s exciting to see what the future will bring, but the reality lasts only as long as the strength of our mutual respect and partnership and our ability to adapt with the times, trends, and technology. No matter what we’ve achieved together.... no matter how many square feet we can claim in our accomplishments, it doesn’t mean much if all of us aren’t thriving and building a better world for **all** of us. I am thankful to all of you and our employees for the investment of time, talent and willingness you’ve placed in Elixir. The future is very promising... for all of us... Thank you all!!!