

Greed is Good?

Well, ladies and gentlemen, we're not here to indulge in fantasy but in political and economic reality.

America. America has become a second-rate power. Its trade deficit and its fiscal deficit are at nightmare proportions. Now, in the days of the free market, when our country was a top industrial power, there was accountability to the stockholders, The Carnegie's, the Mellon's, the men that built this great industrial empire made sure of that because it was their money at stake. Today, management has no state in the company! Altogether, these men sitting up here own less than three percent of the company. And where does Mr. Cromwell put his million dollars? Not in Teldar stock. He owns less than one percent.... You own the company. That's right. You, the stockholders, are being royally screwed over by these bureaucrats with there...there safe lunches, their hunting and fishing trips, there corporate jets and golden parachutes. Teldar paper, Mr. Cromwell... Teldar paper has 33 different vice presidents, each earning over \$200,000 dollars a year. Now, I've spent the last two months analyzing what all these guys do, and I still can't figure it out. One thing I do know is that our paper company lost 110 million dollars last year, and I'll bet that half of that expense and all the paperwork going back and forth is between all these vice presidents. The new law of evolution in corporate America seems to be survival of the unfittest. Well, in my book, you either do it right or you get eliminated. In the last seven deals I've been involved with, there were 2.5 million stockholders who have made a pre-tax profit of 12 billion dollars. I am not a destroyer of companies. I am a liberator of them. For 20 years, ladies and gentlemen, that greed is good. Greed is right. Greed works. Greed clarifies, cuts through, and captures the essence of the evolutionary spirit. *Greed, in all of its forms, greed for life, for money, for love, knowledge*, has marked the upward surge of mankind, and greed...You mark my words, will not only save Teldar Paper but that other malfunctioning corporation called the USA.

Gordon Gekko in *Wall Street*
Twentieth Century Fox 1987

