



A Chat With The Chairman

Christmas is a very special time for all of us. It's a time when we share so much with others.

We share our memories. We share our gifts. We share our joys. We share our love. We share ourselves.

As we gather with friends and family during this season I hope we all will count our many blessings and share them appropriately.

This is a time when we look forward to a new year as well. I hope the new year will bring joy, peace and prosperity to each member of the Adams-Millis Family.

As "Tiny Tim," the character in Charles Dickens' "A Christmas Carol," puts it, "God bless us, every one!"

I wish for you a very Merry Christmas and your happiest and most prosperous new year ever.

J H Millis



The President's Corner

One of the "constants" that exists with any growing business is change. During the past three years there has been lots of change within Adams-Millis.

During that time we acquired Silver Knit, Hanes Socks and Maro Hosiery more than doubling the size of Adams-Millis Corporation. With that much growth we must expect a proportionate amount of change.

Since Maro became part of Adams-Millis in May 1986, we have been particularly busy trying to mesh the two companies in a smooth transition. We know some of the changes have upset the normal routine of some employees.

We regret that this has to happen in a transition of this type, but it is a fact of life.

What we are going through might be compared to a marriage in which the two partners after the wedding each make adjustments to make their life together run more smoothly and efficiently.

First there is a learning process in which each learns more about the other. They then evaluate what must be changed and decide the most effective (and hopefully the last disruptive) way to make the change.

All the changes usually cannot be made at once but through a transition period in which various changes are in place, it then becomes a matter of smoothing the rough edges or refining what has taken place.

At Adams-Millis we have gone through the learning process and have decided on changes to be made and made some of them. There will be others to follow.

While the changes are necessary and potentially disruptive, with those changes are opportunities for both the company and individual employees to grow.

What is being done should result in greater productivity and a stronger Adams-Millis which will benefit the entire Adams-Millis family.

For now, I can assure you that our "marriage" is going well and we hope to live happily ever after.

As we look to 1988, we hope it will be happy and prosperous for each of you.

Robert M. Brudy, Jr.

Earnings

James H. Millis, Sr., Chairman and Chief Executive Officer of Adams-Millis Corporation, reported net sales and earnings for the 39 weeks ended September 27, 1987 were \$140,249,000 and \$3,946,000 (\$.83 per share) as compared to \$120,252,000 and \$3,782,000 (\$.81 per share) for the same period last year.

Third quarter net sales

and earnings were \$50,539,000 and \$1,766,000 (\$.37 per share) for 1987 as compared to \$53,778,000 and \$1,841,000 (\$.39 per share) for the 1986 third quarter.

The increase in net sales for the 39 weeks is due primarily to sales generated by Maro Hosiery Corp. which was acquired on April 30, 1986.

Wall Street analysts have reported a slump in retail apparel sales. This slump combined with strong competitive pressures have resulted in a decrease in sales and earnings during the third quarter.

Some retailers planned to reduce inventories through the holiday selling period which could lead to reduced orders for new merchandise during the fourth quarter.

Dividend

Adams-Millis Corporation Board of Directors declared a regular quarterly dividend of six cents per share payable November 30, 1987, to shareholders of record November 17, 1987.

AMCO NEWS

December 1987

Vol. 43, No. 4

AMCO NEWS is edited and produced quarterly by Adams-Millis Corporation, 225 North Elm Street, High Point, North Carolina, 27261. Contributions, comments and suggestions are always welcomed by your staff.

Jackie Barnard, Editor

Merry Christmas and Happy New Year!

From your Credit Union manager and representatives:

- Joan Tremlett, Admin. Off.
- Betty Barbry, Human Resources
- Lydia Shelton, Plant 2
- Jean Blaylock, Plant 3
- Helen Yount, Plant 6
- Portia Jenkins, Plant 8
- Rochelle Ester, Plant 1
- Deby Earnhardt, Plant 3
- Pearl Willard, Plant 4
- Teresa Campbell, Plant 7
- Debbie Combs, Plant 11