

The CEO's Corner

During the coming months you will hear much about the term "low-cost producer."

One of our goals for 1990 is to redefine our position and increase our share of the hosiery market. In order to do that we must continue to fine-tune our operations to achieve maximum productivity. In short we have to become a "low-cost producer."

Just what is a "low-cost producer?"

* A low-cost producer provides the best quality for its customers.

- * Beats the competition on total costs.
- * The market leader.
- * Aggressive reinvestment.
- * High productivity.
- * Superior profitability.

Those are some of the traits of a "low-cost producer."

Following are examples of what a "low-cost producer" is NOT!

- * Cheap products, low quality.
- * Competing mainly on price.
- * Outmoded plants.
- * Low pay and benefits.
- * Poor service.
- * Low research and development.

As you can see Adams-Millis already fills many of the points of a "low-cost producer."

We strive to provide the best possible quality for our customers and try to beat the competition on total costs.

Adams-Millis is the market leader in hosiery, works to achieve high productivity and superior profitability. In the past couple of years we have reinvested heavily in new equipment which has increased our productivity levels.

Although Adams-Millis meets many of the criteria of "low-cost producer" we must constantly work for improvement. In order to continue as the market leader and to expand our market share we must assure that our product has the best quality possible.

And while doing this we must produce the hosiery at a cost which will allow Adams-Millis to beat all the competition when our product goes to market.

To be a "low-cost producer" requires that each person does everything possible to do his or her job in the most efficient way. Always look for a better way to make a better product.

By being a "low-cost producer," Adams-Millis can be assured of continued growth and being the market leader in the hosiery industry.

Robert M. Brudy, Jr.



Taping crew records information at plant in High Point

New Orientation Program To Be Ready In January

"We want everyone to feel a part of the company from day one. It's important that they know the heritage of the company. There's a lot of strength in a company that's been around since 1904 and added strength being part of Sara Lee."

Video Productions Inc. of Winston-Salem is producing the new programs, which will feature something from every Adams-Millis facility. Hoots said information about Socksmith, Maro Hosiery, and Silver Knit, which all became part of Adams-Millis in the past decade, will be included in the new program.

As for the timing of the orientation presentations, Hoots explained, "When an employee comes to work it is good to have an orientation then. But there's a lot going on at that time. The second program gives the employee an opportunity to get a second look at benefits and responsibilities after being part of the company for about three months."

New Adams-Millis employees will get to see a new orientation program and a followup program beginning in January.

A film crew recently spent two weeks in Adams-Millis plants video taping

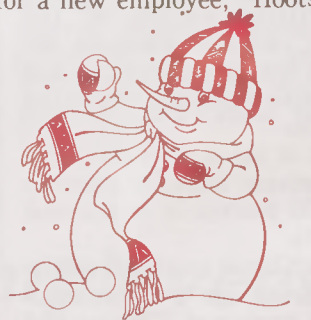
employees at work.

"The first program will provide introduction to Adams-Millis, Sara Lee and their products as well as employee benefits and responsibilities," explained Bob Hoots, Adams-Millis Human Resources Director. "The second is for the employee's 90-day orientation."

Each will run 15 to 20 minutes and will be available for all present employees to see.

Hoots said the programs are the first major update of the company's employee orientation in about 10 years. He said the company's entire orientation procedure will be reviewed during the first half of 1990.

"A properly done orientation sets the pace for a new employee," Hoots noted.



Thank You!

I want to say a special thank you to all the people who helped this year with our newspaper, the Amco News. They have worked hard to get the information and to meet the deadlines.

Many have gone above and beyond the ordinary to get the job done. We appreciate the fact that they did this to make our publication even better.

In addition to saying a thank you, I also want to wish everyone a Merry Christmas and a Happy New Year!

Linda Leach, Editor



New Employees

Several new employees have joined Adams-Millis in recent weeks. They include:

Kim Spencer, Billing Inventory Specialist, Corporate Office.

Gail Rogers, Data Entry, Corporate Office.

Connie Ficek, General Accounting Manager, Thomasville Office.

Wayne Ketner, Senior Programmer/Analyst, Corporate Office.

Larry Farmer, Senior Programmer/Analyst, Corporate Office.

Sherry Thomas, Programmer/Analyst, Corporate Office.

Feroze Shah, Industrial Engineering Department, Corporate Office.

Sue Scotton, Programmer/Analyst, Corporate Office.

John Davis, Systems Analyst, Corporate Office.

AMCO NEWS

December 1989

Vol. 45, No. 4

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

Linda Leach, Editor