

New Selling Agents Take Over

Woodward, Baldwin & Co. Began Selling January 1; Salesmen Visited Plants

Beginning the first of this year, the Company appointed Woodward, Baldwin & Company, Inc., as sole temporary selling agents for Erwin products. This marks the first time since Erwin Mills was founded in 1892 that there has been a change in the selling arrangement for our products.

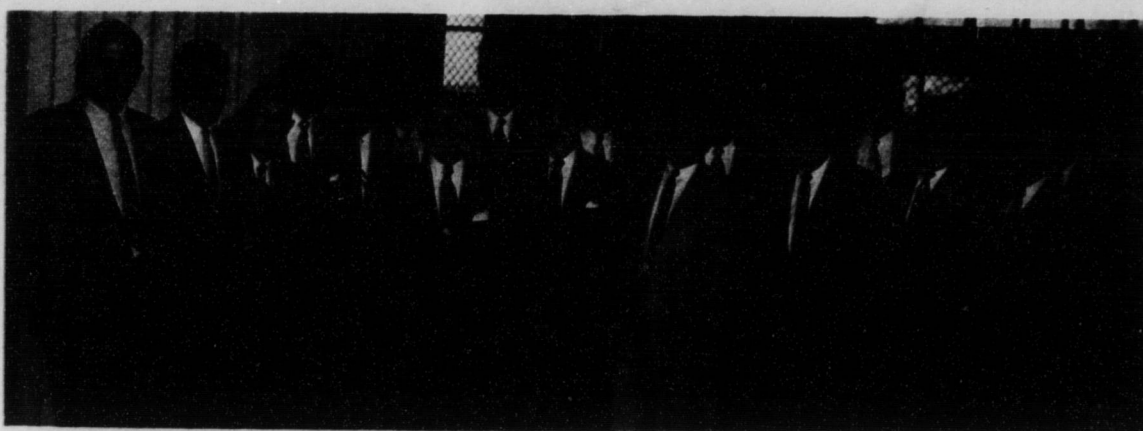
Woodward, Baldwin & Company has offices in ten of the large manufacturing cities of the United States—New York City, St. Louis, Cleveland, Dallas, Chicago, Los Angeles, Boston, Philadelphia, Atlanta and Charlotte. It is the job of the Woodward, Baldwin salesmen at these offices to sell Erwin cloth, sheets and pillow cases, and to send the orders on to our plants to be filled.

Visited Plants

In order for the Woodward, Baldwin salesmen to become thoroughly acquainted with us and our products, eighteen of their top salesmen visited our plants in December. Each Woodward, Baldwin man was taken on a tour of the mills by a member of Erwin's supervision or management. The salesmen were given every opportunity to ask questions and become familiar with our production methods and problems. No doubt you saw some of these men when they visited your department.

On the Same Team

We are on the same team with the salesmen of Woodward, Baldwin & Company, striving to make



They Are Selling What We Make

These Woodward, Baldwin salesmen visited our plants in December to learn more about us and what we make. Left to right: B. C. Gifford, New York, Head of the Work Clothing Fabrics Department; C. H. Gross, New York; G. M. LaNicca, Los Angeles; J. F. Schroeder, New York, Head of the Work Denim Department; L. A. Hybakmann, St. Louis; L. A. Beyer, New York, Head of the

Export Department; C. J. Dore, New York, Head of the Sheets and Pillow Case Department; E. W. Delaney, St. Louis; L. J. Middel, Chicago; R. W. Zabriskie, New York, Head of the Sport Denim Department; H. R. Moore, Los Angeles; H. E. Houston, Cleveland; F. M. Briston, Atlanta; P. B. Brine, Boston; J. Burkle, Chicago; W. H. Peirson, Dallas; G. B. Johnson, Boston; and G. E. Williams, New York.

a top quality product that will sell. They are the men who go to manufacturers and say, "You should buy Erwin denim for your work clothes—it's the best!" or "You can't beat Erwin quality fabrics at any price!" or they say to a department store buyer, "Stock Erwin sheets and pillow cases in your store. We

know you can sell them."

In one respect, our fate is in their hands—if they can sell Erwin products, our mills will keep open and we will have jobs.

On the other hand, their fate is in our hands—we have to produce top quality cloth at a reasonable price so that they can sell it.

Cooleemee Holds 25 Year Club Banquet, Dec. 12

Two Receive Watches For Fifty Years Service; Nine New Members Get Pins

One-hundred thirty-five members of Cooleemee's Twenty-Five Year Club attended the yearly banquet on Saturday, December 12, at the Cooleemee High School.

The food was prepared by Mrs.

Hattie Moore and her staff, assisted by Mrs. Carnes, dietician for the school cafeteria. Ladies from Cooleemee helped with the decorations and girls from the Cotton Club waited on tables.

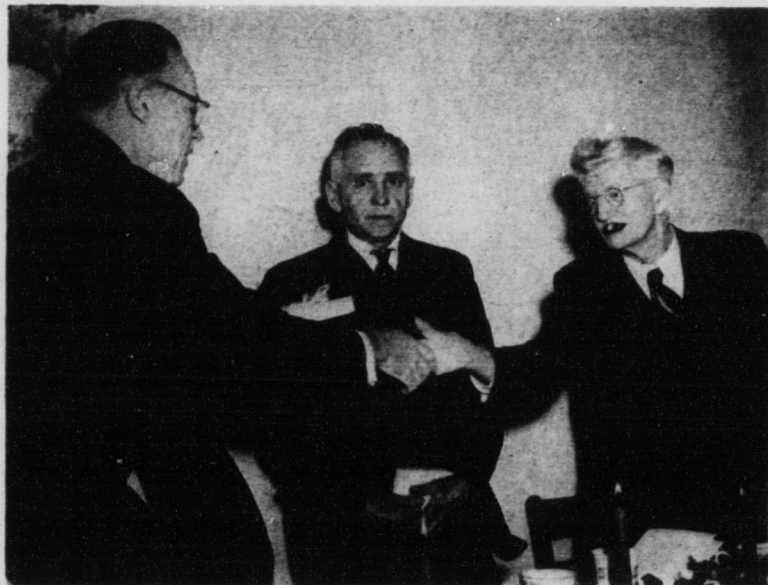
Program Details

Mr. William Owens gave the Invocation. Dr. Frank T. deVyver was Master of Ceremonies and introduced the speaker for the evening, H. F. Seawell, attorney from Carthage, N. C. Following Mr. Seawell's speech, Manager J. L. James presented Twenty-Five Year Club pins to the new members.

New Twenty-five Year Club members receiving pins were Swannie Lagle, Frances Boger, Mamie Wofford, J. M. Thompson, Roy Garwood, Tom Waller and Clifford Head. Two new members, Rosa Grubb and Wiley Cornatzer were unable to be present to receive their pins.

President William H. Ruffin then presented engraved watches to Clark Campbell and Charlie Howell in honor of their fifty years of service with Erwin Mills.

After the drawing of door prizes which were Erwin sheets and pillow cases, members adjourned with the singing of "Blest Be the Tie That Binds."



ERWIN MILLS IS PROUD OF YOU! President Ruffin offers his congratulations as he presents engraved watches to Clark Campbell, center, and Charlie Howell. Both of these men are new Fifty Year Club members, having worked continuously for the Company at Cooleemee for fifty years. They were honored at the Twenty-five Year Club banquet December 12.



NEW TWENTY-FIVE YEAR CLUB MEMBERS received pins at the annual December banquet. Left to right: Swannie Lagle, Frances Boger, Mamie Wofford, J.M. Thompson, Roy Garwood, Plant Manager J. L. James who presented pins, Tom Waller, Clifford Head

and W. H. Ruffin, President of Erwin Mills. Rosa Grubb and Wiley Cornatzer are also new members of the Twenty-five Year Club but were not present to receive their pins.

Two Named As Vice-Presidents

Board of Directors and Stockholders Hold Annual Meetings January 15

N. A. Gregory and L. C. Thomas were promoted to Vice-Presidents of Erwin Mills, Inc. in a meeting of the Board of Directors on January 15. Mr. Gregory was formerly Assistant Treasurer and had charge of sales for Mills 2, 5 and 8. As a Vice-President of the Company, his work will be entirely with sales. Mr. Thomas was formerly Assistant Secretary and had charge of sales for Mills 1, 4 and 6; 3 and 7. In his new position, Mr. Thomas will function in manufacturing as Assistant to Mr. Carl R. Harris, Vice-President and General Manager.

Other Promotions

In other promotions named by the Directors, E. W. Dunham, Secretary of the Company, was given the additional title of Assistant Treasurer. Fulton O. Smith was made manager of the Accounting Department, formerly managed by Mr. Dunham. Mr. Smith will report to John McArthur, Controller.

Stockholders Elect Directors

At the annual meeting of the stockholders, also held on January 15, two new Directors were elected. They are John S. Abney of Greenwood, South Carolina, and Hargrove Bellamy of Wilmington, North Carolina. They filled the vacancies left by J. Harper Erwin of Durham and B. W. Stiles of New York, who had informed officers of the Company that for personal reasons they did not desire to be considered for re-election.

The following nine Directors of the Company were re-elected: Freeman J. Daniels, F. E. Grier, Carl R. Harris, George Watts Hill, John Sprunt Hill, Ralph T. Marshall, LeRoy Martin, Wm. H. Ruffin and C. R. Walters. Mr. Walters, who is a vice-president of Abney Mills, has been on the board since December 17, replacing A. F. Bonsal, vice-president of Joshua L. Baily & Company who resigned. All other officers of the Company were re-elected.

Annual Reports Issued

The Company's annual reports were completed on January 20. Following the pattern set last year, copies of the Annual Report are being distributed to all employees of the Company.

Vogue Chooses Ansonia Tweed

Recently the fabric editors of VOGUE magazine made up a fabric chart entitled "The Colour and Fabric of Fashion, 1954, for Resort, Spring and Summer Wear." They selected Erwin Mills' Ansonia Tweed as among the twelve basic fabrics suitable for Spring coats and suits.

This was quite an honor for our Ansonia Tweed since the editors of VOGUE had every fabric in the world from which to choose. The eleven others in the section on Basics of Spring were all more expensive fabrics than ours.

The VOGUE chart is widely circulated wherever piece goods are sold. It is influential in determining stylish colors and fabrics worn by women everywhere.

Safety Award Won Again by Plant 8

Stonewall Employees Cop Inter-Plant Award for Third Time in Five Years

Employees of Plant 8, Stonewall, Mississippi, have walked off with the annual Inter-Plant Safety Trophy again. By winning for 1953, they established a record of winning every other year. They also won the trophy in 1951, and tied with No. 6 Mill to win it way back in 1949.

During 1953, Plant 8 employees worked 1,400,907 man hours and had only two lost time injuries. Second place winner in the safety contest for 1953 is No. 3 Mill, Cooleemee. Employees at No. 3 worked 1,585,148 man hours and suffered four lost time injuries during the year. Bleaching and Finishing employees at Durham chalked up 943,987 man hours with only three lost time injuries to come in third place in the 1953 Inter-plant Safety Contest.

Record Worse Than '52

Altogether in 1953, Erwin Mills employees worked 11,062,954 man hours and had a total of 68 lost time injuries. This is about twice as many lost time accidents as our 1952 record.

Other plant records in their order of safety standings are: No. 4 Mill, Durham, in fourth place; No. 3 Finishing, Cooleemee, in fifth place; No. 2 Mill, No. 5, No. 2 & 5, No. 6, No. 1 and No. 7.

Plant 8 Honors 25 Year People

First Banquet Held January 2; 39 Members Receive Club Pins

Plant 8, Stonewall, Miss., formally honored their quarter-century employees this year for the first time. A banquet was held on January 2 at Smith's Cafe in Quitman. Thirty-nine employees received Twenty-five Year Club pins.

Dr. Frank T. deVyver presided over the banquet program and introduced Dr. J. Kelly Unger, pastor of the First Presbyterian Church of Meridian, who was the principal speaker for the evening. Dr. Unger's topic was "The Measure of a Man."

After the speech, Manager C. O. Walker presented the club pins. After door prizes were drawn, the program ended with the singing of "Blest Be the Tie That Binds." This is the traditional song which closes every Twenty-five Year Club banquet held for Erwin employees, whether in North Carolina or Mississippi.