

# The President's Corner



W. B. Mewborne, Jr.

As a firm believer in setting goals for one's self and for one's company, I have outlined four major goals for Adams-Millis Corporation in 1977. These goals are:

1. Increase sales
2. Increase profits
3. Improve training
4. Improve communications with all employees

In this and future editions of the AMCO NEWS, I would like to comment on these four goals, as I feel they are important to each of us if we are to do our part to make our company a success.

The goal I would like to discuss in this edition is that of "increasing sales." I believe that this goal can be met by "hustle." I would like to tell you what I feel "hustle" is. My definition applies not only to our salesmen but to everyone who is on the Adams-Millis payroll. What is "hustle"?

Hustle is doing something that everyone is absolutely certain can't be done.

Hustle is getting the commitment because you got there first, or stayed with it after everyone else gave up.

Hustle is shoe leather and elbow grease and sweat and missing lunch.

Hustle is getting prospects to say "yes" after they've said "no" twenty times.

Hustle is believing in yourself and the business you're in.

Hustle is the sheer joy of winning.

Hustle is being the sorest loser in town.

Hustle is hating to take a vacation because you might miss a piece of the action.

Hustle is heaven if you're a hustler.

Hustle isn't if you're not.

So whatever your position and wherever you work, think about increasing those sales in 1977 and hustle!

A handwritten signature in cursive script that reads "William B. Mewborne, Jr.".

Once, when General Ulysses S. Grant was visiting Scotland, his host gave him a demonstration of a game, new to Grant, called "golf." Carefully, the host placed the ball on the tee and took a mighty swing, sending chunks of turf flying, but not touching the ball.

Grant watched the exhibition quietly, but after the sixth unsuccessful attempt to hit the ball, he turned to his perspiring, embarrassed host and commented dryly, "There seems to be a fair amount of exercise in the game, but I fail to see the purpose of the ball."

## TEXTILE CLASS VISITS HIGH POINT HOSIERY PLANTS

A group of eleven students from T. Wingate Andrews High School's Textile Class visited Plant #1 and Plant #7 the first week in February. During the next six to eight weeks, these students, along with the other textile class at Andrews and the class at High Point Central, visited other textile manufacturing operations in High Point to observe first hand some of High Point's leading industries.

During the week these students visited Adams-Millis, in addition to touring both the men's and ladies' manufacturing operations, they concentrated on the actual knitting operation. The class was divided into small groups, each of which was assigned to one of our fixers. Most of the students had an opportunity to assist in threading up a knitting machine.

Adams-Millis Hosiery Company sees this newly developed textile course, which is available to juniors and seniors at Andrews and Central, as an excellent opportunity to familiarize students with the many opportunities available in the textile industry.



Andrews' Textile Class: Cindy Olinger, Instructor, Wendell Suggs, Richard Wall, M. H. Embler, Johnny Jett, Anthony Clinton, Bernard Phillips, Robert Sturdivant, Clint Ulmer, Michael Murchison, and Jimmy Traylor.