

Season's Greetings

C677:1
A21



Amco News

Volume 44, Number 4

December 1988



Millis To Retire After 42-Year Career

After 42 years with Adams-Millis Corporation, Chairman J.H. Millis Sr. will retire December 31.

"My years here have been most rewarding and I am grateful that I have had the opportunity to work for such a wonderful company," he told employees in a letter announcing his retirement.

He later added "I've always considered Adams-Millis much more than brick and mortar and machines. I consider Adams-Millis a closely knit group of associates who are proud to work for a company who has put integrity first and tried to the best of its ability to respect its employees and treat them fairly."

During his career he held a number of positions with Adams-Millis after joining the company on January 1, 1947.



(Continued On Page 7)

Millis Presents Service Award To Sue Harris In Mebane

Sales Team Moves Into New Quarters

Members of the Adams-Millis sales staff have moved into new facilities on the main level of the company's administrative offices in High Point and report a "banner year" in sales and shipments during 1988.

The new facilities include offices for five members of the 10-member sales team as well as support staff. Also included is a new showroom where the many

styles of Adams-Millis hosiery are displayed.

"We're very proud of the new facilities," said Vice President of Sales Ron Stroup. "They are much brighter, more lively and puts us closer together. Routinely we now see other members of the company's management team a couple of times a day rather than maybe once a week as it was before."

Construction for the new facilities was done by Shields & Company of Winston-Salem. Delivery of new showroom furniture will complete the new facilities, according to Stroup.

As for 1989 sales, Stroup is optimistic.

"Some exciting plans are being formulated which should result in an even bigger year for sales," he said.

Stroup said the Hanes Socks program was a "major contributor" to the sales growth in 1988 and should help in 1989 growth. The Hanes brand showed a 70 percent increase in 1988 over 1987.

"The recent merger with Sara Lee will put additional emphasis on the Hanes brand," he added. "But there will be more emphasis, too, on other branded

and private labels to grow with many of our existing customers."

Adams-Millis holds a 14 percent share of today's sock market and 3 percent of sheer hosiery market.

"We have enough products and brands and we're enough of a factor in the marketplace to expand in all areas," Stroup continued.

Adams-Millis is a major supplier to such mass market stores as Zayre, Bradlee's, Kmart, Ames, Roses and Target. It also supplies "warehouse clubs" such as Costco and Sam's Wholesale, a division of Wal-Mart.

"We also hold a strong position in the food and drug industry," Stroup said. "Many of those are running the Hanes and Sweatout programs and a full line of hosiery."

Adams-Millis also supplies Ralph's and Von's of Los Angeles, A&P, Kroger and Albertson's a Boise, Idaho-based firm which serves the Southwest, west coast, Florida and Louisiana.

As for chain stores, Sears, J.C. Penney's and Montgomery Ward



George Canter, right, Steve Gloster respond to call

(Continued On Page 4)

Canter, Gloster Handle 'Hotline' Calls To Keep Computers Running

George Canter and Steve Gloster want to be like the Maytag repairman — have nothing to do.

But for now they are at the end of the company's technical support "hotline" answering questions, troubleshooting problems and performing maintenance on computers used throughout the company.

"We make sure computers run properly and provides programs when people need them," said Canter, Technical Support Manager.

"The hotline is a clearinghouse for users to call if they have a problem or need assistance with something."

Gloster, a systems programmer, and Canter now handle calls the majority of

(Continued On Page 4)