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Amco News

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Company Reaches '95 Profit Goals

For the third time in the last four years, Adams-Millis has met or exceeded all of its annual profit goals.

For fiscal year 1995, which ended June 30, profits climbed 16 percent; return on investment rose four points; and unit volume increased eight percent.

"Overall, it was a very good year," says Chief Executive Officer Rich Noll. "We are very pleased, especially in light of the very difficult year we had in fiscal 1994. In addition, we also laid the groundwork for future growth."

Noll says increased sales of Hanes and Hanes Her Way products made a major contribution to profits. Branded sales for those two lines were 17 percent higher in 1995 than during the previous year.

The improved sales re-



RICH NOLL

sults were a factor of expanded distribution to existing accounts and the introduction of new products. "Both of these will pay substantial dividends in 1996

and beyond," Noll says.

For the first time in several years, Adams-Millis in 1995 increased prices for Hanes and Hanes Her Way socks four to six percent,

depending on the product line. Noll says the highly competitive nature of the sock business would not allow price increases in previous years.

"Our productivity per employee reached the highest level in company history in 1995. Increasing efficiency at the Barnwell plant was a key reason for this achievement. We produced a record total of 20.1 million dozens in 1995," he says.

There also was a significant increase in the company's level of customer service during 1995. On-time shipments rose from 92.7 percent to 93.2 percent.

The amount of production waste in 1995 was reduced from historical levels of two percent down to a little more than one percent.

However, the percentage

of irregulars jumped back to almost six percent in 1995 after being around four percent in 1994. Box stock quality improved from 95 percent to 95.4 percent.

The company's safety record improved during the year and now stands near the corporate average for Sara Lee. "Our safety performance is a credit to everyone in the company because each of us is responsible for safety," Noll says. "We owe it to each other to provide a safe working environment."

Over the last two years, the employee benefit package also has been improved. The vacation benefit was improved in 1995 to give an extra week of vacation to many longer-term employees.

"One of our challenges

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From United Fund

Mt. Airy's Hopkins Gets Extra-Mile Award

At a time when many fundraising efforts were faltering, Mount Airy mounted a United Fund campaign in 1994 that recorded one of the best performances in the state.

The person behind the excellent results was Larry Hopkins, human resources manager for Adams-Millis in Mount Airy.

In appreciation for his hard work, unselfish work and innovative ideas, T. J. Payne of the Mount Airy Chamber of Commerce in May presented Hopkins with its "Extra Mile Award." The honor is bestowed by the Chamber on special occasions to recognize individuals who go beyond the call of duty in making contributions to their community.

Hopkins was quick to acknowledge that running the campaign was far from

a one-person effort. "We had a great staff. The men and women who served as our division chairpersons deserve much of the credit for our success," he said.

Under Hopkins' direction, the 1994 United Fund campaign in Mount Airy was a huge success. Working with a goal of \$340,000, the volunteers led by Hopkins raised more than \$400,000, or 17-plus percent higher than the goal. The record was third best among all North Carolina cities and was tops in Mount Airy's division.

"When we had the kickoff for the campaign in September of last year, one of the challenges to the companies was to be more creative in their internal campaigns," Hopkins said. "Mount Airy had won an All-America city award

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CELEBRITY VISIT — Entertainer Gary Mule Deer visited children at Welborn Middle School in High Point during the Crosby National Celebrity golf tourna-

ment in May. He spent time with a number of students during the visit, which is part of the Crosby Ambassadors Program. Welborn is Adams-Millis' school partner.

Publication of Amco News Resumes

After more than a year of absence, the Amco News is being revived.

The newspaper will be edited by Bob Hoots, director of Human Resources in High Point. It will be published four times each year.

Human Resources

managers at each Adams-Millis location will be joined by local reporters who identify story ideas and information for the newspaper.

"Many people have told us that they wanted us to resume the newspaper," Hoots said. "We plan to have our second

issue in November and the third issue early next year."

The Amco News has been published for 51 years and shares information throughout the company about events, decisions and activities that affect or involve employees.