

Our Important Things

October 2019

MESSAGE FROM THE PRESIDENT

Issue #29

Successful Happenings Signal a Bright 2020 for Lineage

Happy Halloween! October was another extremely busy month as they all seem to be. October 15th-17th, we had a GM meeting in Charlotte. During the meeting, I shared with the GM's, Andria Russ and Dave Hillery my vision for the future. I will share more about this soon with all employees. We discussed our business plans around five 5 key areas: lease portfolio management, staffing, territory structure, revenue attainment, and net income. The meeting ended with a very productive roundtable discussion. On October 22nd-24th, I visited Buffalo to participate in their open house event, and to meet with our vendors Konica Minolta and Neopost. The open house was fantastic, congratulations to the Buffalo management team and to all the employees who made it a success. I received many compliments from our customers and our vendors about the open house and our new facility. I am looking to forward to a healthy finish in 2019 with an eye towards a strong start for 2020.

-Richard Williams, CEO

October Work Anniversaries

We appreciate you and your continued services at Lineage!

Ofelia Hingst, KS	1 year
Karl Clark, NC	17 years
Mark Neal, NC	17 years
John Helmbold, NY	13 years
Chris Owens, NY	1 year

October Birthdays

Happy Birthday to the following employees:

Arlon Brown, AR
Alison Hall, KS
Craig McCormack, KS
Tyson Bailey, NC
Richard Field, NY
Michael Jaworski, NY

October New Hires

Chi-Anne Newton, KS
Vincent Cammarata, NY

Kansas City Pop Tab Drive Update



[KS] Last month KS and KS Mailing Services battled it out for pop tab collections for the Ronald McDonald House. This month, we have an update on this charitable initiative.

“Anne Finn, our Dispatcher, is the champion of this cause locally. She helped steer the collection of **23lbs of tabs**, which is a massive amount by weight. Richard donated \$1K by check in the name of the Lineage foundation in addition to tabs Anne turned over to them. “

- Tony Ambrosia, GM Lineage KS

Employees of the Month: September 2019



NC

Admin: Kathy Jones
Service: Karl Clark - 96.38%

KS

Admin: Anne Finn
Service: Mark Whittington - 96.40%

*Did not receive from NY and AR

A New Gym

[AR] Little Rock recently installed a new gym in their facility. “I’m extremely happy about being able to install this gym and bring it up to the same caliber as our other locations. Employees are now afforded a more convenient opportunity to focus on health and wellness within their own workplace,” – **Richard Williams, CEO**



Kansas City Hosts Annual Office Picnic

[KS] In late September, Kansas City held their first annual office picnic complete with a bouncy house and of course food!

“Although there was a monsoon with good sized hail the night and into the early am hours before, dark clouds all morning, and strong predictions of more rain to come possible as early as the start of the picnic, we forged on and God provided a window of about 4 hours of dry. Almost as soon as the last item was packed up at the end, the rain began again. God is great! Thanks to Lineage Corporate for encouraging such outings in the offices and to the spirit and comradery of our KC folks. A big shout out to Carrie Hewitt for helping orchestrate, the Caring Team for the castle, and some up-and-beyond extra effort from Jo Winney and Dustin Allen.” - **Tony Ambrosia, GM Lineage KS**



Little Rock Hosts Annual Office Picnic

[AR] This month, Little Rock held their Annual Office Picnic complete with best homemade dish and pumpkin painting contests. There were 49 total attendees. “The winners for our Food challenge were Desserts: Charlie Smith with Homemade Angel Food Cake & Side Dish: Marshal Keune with Jalapeño poppers. Marshal was so excited he won something. But he gave his prize to second place Keith Albritton for his grilled cabbage. It was all so delicious and everyone really enjoyed the event! Great memories made!” – **Caitlin Keune, Office Manager**



September Sales Performance

Sales Performances will now be included monthly as a way to recognize those sales representatives doing stellar jobs. Way to go and keep up the good work!



MTD

Mike Jaworski – 128.7%
Hannah Caraotta – 124.9%
Jason Burgee – 116.6%
Robert Brown – 103.2%

YTD

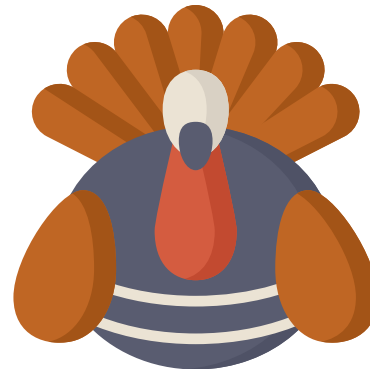
Jason Burgee – 168.8%
Mike Jaworski – 131.4%
Hannah Caraotta – 121.9%
Marc Smith – 103.6%
Chris Laflair – 101.6%
Jody Keene – 100.5%

November Holidays

Mark your Calendars!

Important (and COOL) November Holidays/Events

- National Alzheimer's Disease Awareness Month
- American Diabetes Month
- Lung Cancer Awareness Month
- National Gratitude Month
- World Vegan Month
- National Hunger & Homeless Awareness Week – November 16-24, 2019
- November 3 – Daylight Savings Time
- November 6 – National Stress Awareness Day
- November 8 – National Cappuccino Day
- November 11 – Veterans Day
- November 13 – World Kindness Day
- November 21 – National Stuffing Day
- November 28 – Thanksgiving
- November 29 – Black Friday
- November 30 – Small Business Saturday



**THANK
YOU**

If there are any recipes, ideas or stories that you would like featured within our newsletter, please feel free to reach out to bwoodland@trustlineage.com