

Our Important Things

October 2021

MESSAGE FROM THE PRESIDENT

Issue #54

Changes on the Horizon

During the month of October, I have felt like a juggler who tries to keep all the balls in the air without letting one fall. Unfortunately, like a juggler who has too many balls in the air at one time, I let one fall (this newsletter). I am sorry it is late. It has been a very hectic month with a weeklong trip to Kansas City and working on 2022 strategic planning initiatives. I am also developing a 2022 marketing strategy that will include marketing campaigns to drive sales and rebranding our company to better communicate to our customers what we have to offer.

The Kansas City trip was very productive. The first 3 days, the Regional Sales Directors (RSD) and I spent time reviewing our sales and leasing KPI's. Each RSD looked at the landscape of their territory and what their future strategy should be to maximize business. The RSDs also spent an entire day at Lineage Mail Services. Alison and the RSD's collaborated on sales training, marketing, and sales support. They reviewed specific applications and vertical markets where we are positioned to sell to new customers. The highlight of the day was taking a tour of the over 50,000 square foot facility to see the equipment, and meet the people who process over 200,000 pieces of mail per day. One RSD said "This facility was twice as big as one of our larger print to mail customers." During the last two days I spent time with our team in Lenexa. They planned a fun event at Top Golf where we celebrated two \$300,000 months. We had a lot of fun and a lot of laughs. Congratulations KC on the team effort it takes to sell, order, bill, and install at such a high level.

- Richard Williams, CEO

October Anniversaries

We appreciate you and your continued services at Lineage!

Amy Person, KS	1 year
Karl Clark, NC	19 years
Mark Neal, NC	19 years
Ashley Lee, NY	1 year
John Helmbold, NY	15 years



October Birthdays

Happy Birthday to the following employees:

Courtney DeWeese, AR
Arlon Brown, AR
Jason Hansen, KS
Alison Hall, LMS
Tyson Bailey, NC
Richard Field, NY
Michael Jaworski, NY

October New Hires

Welcome to the Lineage family!

Nicole Galloway, LMS
Pepper Hardy, LMS
James Hollenbeck, LMS

September Sales Performance

Congratulations to the following Sales Professionals for their stellar performance in September!

Eric Beyer	214.7%	\$56,366
Jim Migliaccio	186.1%	\$61,402
Jason Burgee	181.2%	\$95,135
Stephanie Greer	159.2%	\$52,545
Chuck Sharman	116.6%	\$23,316
Marc Smith	111.1%	\$36,675
Mike Jaworski	102.4%	\$36,857



Pop Tab Challenge Update

Back in May we announced the return of the annual pop tab challenge. We're grateful for all the teams who participated in the effort again this year. Little Rock came out on top with a whopping 67 pounds worth of pop tabs. Way to go to Little Rock! Enjoy your pizza party!

Here is a breakdown of the results:

Little Rock/AR	67.00 lbs.
Buffalo/NY	20.62 lbs.
Lenexa/KS	16.44 lbs.
LMS	8.32 lbs.
Charlotte/NC	0 lbs.



A Roof Above Sandwich Operations

On September 10th, the Charlotte office was back at it once again! Doing what we do best....serving the community! We provided 300 bagged lunches for the homeless shelter, A Roof Above. Each bagged lunch consisted of 2 sandwiches, chips, a fruit cup, crackers, and a bottle of water. The office prepared all 600 sandwiches by hand! There were 200 ham, 200 turkey and 200 egg salad sandwiches! This was 100% a team effort from volunteering for the event, shopping for food, making the egg salad, packaging and most importantly serving! The shelter was so appreciative to receive the donation but it was Lineage who received the blessing. The privilege to be a blessing to someone else.



National Pumpkin Day

[AR] The Little Rock team enjoyed some deliciously crafted pumpkin pies on National Pumpkin Day. National Pumpkin Day recognizes a favored autumn decoration and food on October 26th. Not only do they make great fall decorations, but the pumpkin also completes a variety of tasty recipes. Enjoy the beautiful gourds. This squash is native to North America. The oldest evidence of pumpkin-related seeds dates back to somewhere between 7000 and 5500 BC to seeds found in Mexico.

The word pumpkin originates from the word pepon, which means “large melon” in Greek. Within recent years, white pumpkins have become more popular in the United States. The United States produces 1.5 billion pounds of pumpkins, with Illinois producing more than any other state.

Pumpkins are packed with nutrients, but they’re not only good for humans. Did you know that pumpkin may be recommended by veterinarians as a dietary supplement for dogs and cats? Since pumpkin is easy to digest, if your pet is experiencing certain digestive ailments, don’t be surprised if your vet says to give them pumpkin puree. Poultry also benefit from eating raw pumpkin as a supplement to their regular feed during the winter months to help maintain egg production. As a seasonal food, it sure comes at the right time of year. Since it’s packed with vitamin C, it can boost your immune system to fight off those nasty colds, too.



Living in Excellence in Little Rock



[AR] Little Rock had a stellar service month. Here’s what VP of Service, Kent Corby, had to say about it.

“Every one of their technicians was over 100% total productivity: Brad Owens - 105.08; Keith Albritton – 103.91%; Robert Atchley – 103.74%; Christian Schwartz – 101.69%. All techs were over 100% of their sales lead quota with a total of 20 leads for the office. They were all over 90% of their supply revenue goal. All 4 were over 105% for number of service calls ran. All techs were over 94% in their call efficiency (call backs and incompletes).

This is the most productive month from a Service Department we have seen to date and it truly pursuing excellence.” Way to go, Little Rock!

Costume Contest

A few of the offices participated in costume contests and none of them disappointed!
Check out the creatively creepy get-ups below!

Winners:

Overall-Caitlin Keune, AR

AR- Brad Owens

KC- Daedre Hill

NC - Paul Klein and Richard Williams

NY-Rich Field



KS



AR



NY



NC

November Holidays

Mark your Calendars!

Here's some of what's happening in November 2021:

- National Alzheimer's Disease Awareness Month
- National Healthy Skin Month
- National Gratitude Month
- World Vegan Month
- November 3 – National Sandwich Day
- November 5 – National Doughnut Day
- November 11 – Veterans Day
- November 18 – National Apple Cider Day
- November 20 – National Child's Day
- November 25 – Thanksgiving
- November 26 – Black Friday

