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Headahls Headlines

EMPLOYEE NEWSLETTER

Anniversaries & New Employees

March sees three multiple-of-five work anniversaries. **Tom Kolloch** of Glendive and **Scott Viste** of Detroit Lakes each celebrate 20 years this month, and **Dan Ensz** of NEMAC celebrates 30 years. Congratulations to all of you.

We also have three new employees this month. Please welcome them.

DALLAS GRUBE – Dallas is a new machinist at our Milbank store. From Gary, SD, he has three sisters and two brothers. Dallas enjoys racing.

CHRIS STEINHAUS – Chris is new in the warehouse and at the counter in our Detroit Lakes store. From Detroit Lakes, he has one brother. Chris enjoys racing too.

ROBERT GROSS – Bob is the new manager at our Carrington store. From the Carrington area, he is married with one son, two daughters, and seven grandchildren (including triplets!). Bob enjoys fishing, hunting, and camping.



Uni-Select Charts its Future and Toasts its Past

Uni-Select held its winter meeting at the Treasure Island Casino in Red Wing, MN in February. We were presented with an update from the Uni-Select USA management team about corporate matters, as well as the details for our upgrade to the new Uni-Select USA AS400 computer system. We also had a good discussion about our competition and marketing opportunities. These discussions were followed by a trade show where the top suppliers of Uni-Select USA presented their newest products and programs.

The other feature of this meeting was the retirement roast for Gary Kremer. Hundreds of Gary's business and personal friends were at the party. One of the highlights of the evening was the attendance by Gary and Gerri Kremer's daughter, Kimberly. Kim lives in Switzerland. Her arrival was a surprise to Gary. Gerri conspired with a number of us to get Kim back from Switzerland without letting Gary know it was happening. The presenters included customers, employees, and friends of Gary's. All had a great time, and everyone let Gary know that he has been a huge part of the success of the Warehouse, and of all of us and our businesses. Gary has been a friend, mentor, leader, and supporter for the entire auto parts industry in this country. A touching tribute video and music presentation concluded the event.

Time, Time, Time

If you're used to watching the clock, you're in for a surprise this weekend. You see, this year daylight savings time begins on the second weekend in March, rather than the first weekend in April as we have been used to. And we'll be changing back on the first Sunday in November, rather than the last Sunday in October.

"Spring ahead, and fall back" – that's how you can remember what to do.

Here are some fun facts about daylight savings time according to Wikipedia:

- Daylight savings time is not observed near the equator because the length of day varies so little.
- In the southern hemisphere, they spring ahead on the second Saturday in October and fall back on the second Saturday in March.
- Time zones, as we know them today, did not become official in the United States until March 19, 1918 by an act of Congress; however, they had been established by the railroads in 1883 and were observed by most cities well before Congress made them official.
- Daylight savings time is called "summer time" in Great Britain.

Bottom line here: Be sure to change your clocks this weekend so you won't be late for work on Monday.



SALES TOOLS

IDEAS FOR BETTER SELLING:

Question about Filters

The other day, I was asked this question: "How come occasionally we get a Baldwin filter in a Hastings filter box?" The answer is both Hastings and Baldwin are owned by a large company named Clarcor Company with the vast majority of both filter lines made in Kearney, Nebraska and Yankton, South Dakota.

This leads me to another question that I've been asked several times: "What do I do, especially in heavy duty, when Baldwin makes a filter and Hastings doesn't?" You can special order Baldwin filters just like special ordering Hastings filters – just call the Hastings order desk at 1-800-887-8836 and order the number you need, Hastings or Baldwin.

Thanks, Dale.

Sales Coordinator Position Available

When I came to Hedahls Headquarters over 20 years ago, we had 12 stores, and today we have 23 stores, with a plan of continued growth.

I've always prided myself on getting things done in a timely fashion and coming up with new products and ideas, and lately I haven't been doing that.

Today the ideas and opportunities come faster than ever before, and we need to respond to those opportunities faster than ever. I know because I've got a desk full of them that I haven't been able to get to in the time I'd like.

So I'm looking for a sales coordinator to help take us into the future. You'll need to be able to motivate yourself and the salesmen you work with. You need to be street-smart about selling auto parts and be willing to spend at least 75% of your time at the stores, working with the salesmen and managers to improve sales.

If you think you've got what it takes and are willing to make the commitment, contact Dale at Headquarters. Thanks, Dale.