

October 2007
Volume 16
Number 1

Hedahls Headlines

EMPLOYEE NEWSLETTER

Anniversaries & New Employees

Two multiple-of-five work anniversaries this month. **Randy Albaugh** of BENCO and **Herbert Petersen** of Milbank celebrate five years. Congratulations, guys!

We also have two new employees. Please welcome them.

TYLER FRYE – Tyler is new on delivery in our Mandan store. From Mandan, he has a twin sister. Tyler enjoys cars.

TERRY AAMOLD – Terry is new at the counter in our Fergus Falls store. Originally from Mayville, ND, he is married with a son and a daughter. Terry enjoys fishing, camping, and hunting.

DuPont: *Hedahls Has It!*

We now have DuPont in all of our territories that sell Automotive Refinisher Paint Products.

For the first time since 1984, Hedahls is again a single source paint provider with DuPont. Our two Minnesota Hedahls stores and the Yankton and Watertown stores will be converted to DuPont stores as of October 8.

DuPont has been our major provider of paint products for 75 years – since 1932. The DuPont plaque pictured here is hanging in our HQ conference room. DuPont is the oldest of all of our supplier affiliations. It is one of our biggest too. And now it is even bigger.

The conversion process to DuPont is happening in the four affected

markets as you read this article and will continue for many days. DuPont is one of our strongest product lines and is very well received in our market. DuPont is the premier supplier of Automotive Refinisher Paint Products in the USA. Hedahls is proud to be supporting DuPont in all of our paint markets.



HEDAHLs, INC.

**Formerly:
Quanrud, Brink & Reibold, Inc.**

**DuPont Distributor
Since 1932**

In 1932, our corporation was operating as QB&R, Inc. In 1967, Hedahls bought QB&R. As a result, DuPont recognizes Hedahls with 75 years of continuous support of DuPont.



Enjoy It While You Can

Remember when you were a kid? A lot of things your folks said really didn't make a lot of sense. One of the things I remember my mother saying a lot was "The older you get, the faster time flies." Didn't make a lot of sense to me when I heard it, but, wow, did it hit home the other day. Dwight Guthmiller manager/salesman in Aberdeen and I were at Curt's Repair in Leola South Dakota.

While we were there, Curt's son Brian said to me "It's been awhile since you've been here."

I replied I would say probably a year or two.

He said I think it's been longer than that.

I said, "I can tell you exactly how long it's been. The last time I was here, you and your wife just had a baby boy. How old is your son?"

Are you ready for this? He laughed and said his son just turned seven and I could hear my mom saying, "The older you get, the faster time flies."

But you know what – I'm enjoying the heck out of getting older. It means my kids are getting older too, and now we talk to each other like adults and actually understand each other. Heck, occasionally they even ask for advice and that's kind of cool. Here's the other thing that's really interesting about getting older. For years now I've known that

I take after my mother's side of the family. Just my luck the men were all shorter and they lost their hair, but they were also really nice guys with a good sense of humor. Anyway, used to be I looked in the mirror and slowly began to see my uncle Val looking back at me which is interesting because Uncle Val and I were both born on September 3, 27 years apart. But then as I get older, I'm beginning to see my Mom's dad, my Grandfather, looking back at me, which is great because I always wondered what he looked like when he was younger.

The other thing that my mom always said that I'm really beginning to understand: "Don't worry about the past or the future. The past is over and done with and the future is up to God. Concentrate on the present that God has given you today and enjoy it!" Thanks, Mom.

Wow, I really can't believe that kid is seven years old. Thanks, Dale

Flex Benefits Plan Claim Form

Here are two things about accessing money in your medical reimbursement account that will make the process smoother and quicker.

When you send in a claim form for medical reimbursement, Darlene Birney needs a copy of the date of the service indicated, **not** the date of the statement.

Also most of the Blue Cross/Blue Shield forms indicate the "date of service" on the backside of the statement, so Darlene needs a copy of both sides of the forms.



Inventory!

Wherever possible again this year, we will be using a rolling inventory in our stores, rather than frozen inventory. Spot checks over the years have proven that a rolling inventory is more accurate, less expensive, and less disruptive to business than a frozen inventory.

We will be running a program to relink the numbers in the proper sequence, making your counting easier. Your store will need to print out the instructions for doing inventory. It is posted to our intranet. Choose **Documents** → **Hedahls Files** → **General** → **Instructions** for taking inventory.

We have less than three months to inventory our stores. To get everything done, we need to start now. Call Larry Lysengen with any questions concerning inventory.



Call

Paul



Direction Connection to Uni-Select Again

It's back! A little bit different, but we once again have a direct connection to the Uni-Select warehouse using the instructions below. Our Detroit Lakes store has been using this method for a while to help get the bugs out, and now it is working well enough to be used by all stores.

Thanks to Wayne Skarie for writing up the instructions that follow. Give it a try.

A-Conex Ordering

Ordering in Invoicing

- In a customer invoice, display a part number
- Go to the "ACT?" field and press "A" and "I," then press ENTER
- Press "A," then press ENTER
- This screen shows quantity available at Uni-Select (STK)
- Press enter to continue or press "F1" to exit
- Press "O" to order or "F1" to exit
- Enter order message (counter person's name), then press ENTER
- Press ENTER two more times
- Enter cost with the decimal point, then press ENTER

The part is now ordered. If you go to the "P1" inventory screen, it shows that the part is on P.O. All parts ordered that day will be on one purchase order.

Ordering Multiple Parts

- At the store menu screen, press "A" and "I," then press ENTER
- Enter your authorization code, then press ENTER
- Enter the part numbers you want to order and quantities, then press "F1"
- Press "A," then press ENTER
- This screen shows quantity available at Uni-Select (STK)
- Press enter to continue or press "F1" to exit
- Press "O" to order or "F1" to exit

Parts are now ordered. If you go to the "P1" inventory screen, it shows that the parts are on P.O. All parts ordered that day will be on one purchase order.

Teach Your Children *About Eating Well*

TVLand has been promoting what they call "The Family Table" for several years. Turns out the channel that brings us reruns of *Gunsmoke* and *The Andy Griffith Show* has the right idea for lots of reasons. Eating meals as a family is good for kids. In fact, a study of National Merit Scholars found that one of the things these academic-achieving students had in common was that they regularly ate dinner with their families.

Also, according to an article in *Healthy Choices* from Blue Cross/Blue Shield, eating meals as a family promotes better nutrition for kids. So eating meals with your kids was just one of the suggestions to help kids develop good eating habits.

The article also recommends offering kids a variety of healthy foods. But be patient: not all kids are adventurous eaters. They may take time to try a new food, and even longer to like it.

One way to get kids to try something is if they see you eating it. This is just one of the ways kids learn from you as an eating role model. Eat healthy yourself, with a variety of healthy foods and sensible serving sizes.

Finally, the article reminds parents not to teach kids to overeat. Never use bribery to force kids to eat, and never require kids to finish all their food. Start with appropriate serving sizes and let them decide when they have had enough.



Holiday Parties

Mark your calendars now. The Bismarck-Mandan area Hedahls Holiday Party is scheduled for December 1 at the Kelly Inn in Bismarck. Details to follow.

Also several regional holiday gatherings are planned throughout the company. You and your spouse or guest are welcome at any of the parties. Just let us know.