

# THE Leavenworth CONNECTION



SEPTEMBER 2013

EDITORS: LISA ALLEN & BETH KELLEY

## Business Update by Tony Prohaska

WOW! We are 2/3 of the way through 2013! I can't believe how fast it has gone and how much progress we have made this year. While our business results continue to be a challenge, this is a great time to pause and take stock in what we have accomplished. First, the highlights regarding business performance: Revenue is projected to be 0% to 2% below plan with earnings somewhere between 0% and -9% of plan. The Holiday Season and our ability to execute at retail will be critical if we are to meet our financial targets. Speaking of the Holiday Season, I want to thank everyone who has been involved with our Walgreens Season Aisle program. In the next couple of weeks, we should finish shipping these Walgreens products. What an amazing accomplishment! Production records were set in Tissue and Gift-wrap packaging. I appreciate the overtime and flexibility of so many people working in different assignments as we pulled together as one team to deliver on such an important program.

One team is also what it took to pull off the Ribbon, Bow and Sticker consolidation as well. The Kansas Plant Consolidation effort was completed in Leavenworth on schedule. Although our ramp up was a challenge, we are now doing an outstanding job with production in both stickers and bows. In fact, production records were set last week in sticker packaging. Great Job!

A quick review of our plant measures indicate YTD we are doing very well against our targets. Year to date we are on track for a 4% unit reduction in cost. Serviceability continues to be exceed the 94% target in nearly every value stream. (Currently, stickers is the only value stream that continues to be below target). Quality audits at Distribution are 100% good vs. 98.0% target. Our OSHA incident rate is 4.4 vs. a target of less than 6.0. We are exceeding our recycling targets with less than 1.3% of our waste going to a landfill vs. a target of <3%.

While the year isn't over yet, I wanted to take the time to say **thanks for your performance**. Considering all of the equipment moves, the significant increase in production, and the number of different folks learning new skills, **2013 is turning out to be a very impressive year**. You have demonstrated teamwork, commitment, and a strong results orientation during a significant amount of changes. Thanks again for all you are doing to make Leavenworth and Hallmark a success.

PS. Think Health.... Please make sure you participate in a health screening this year. Schedule some time with a doctor for a physical or screening. Do it for yourself.....we need you here...healthy and well.

## The Competition Continues....

**Wellness Wizards: 59**

**Healthy Heathens: 45**

The Wellness Wizards are off to a strong start, but the Healthy Heathens still have 3 months to make their comeback. As a plant, we are almost **HALF WAY** to our goal of having **80%** of the plant population completing a wellness visit between January of 2012 and November of 2013. Don't put off making that appointment any longer. Call today and schedule your appointment\* before the end of November!

\*Eligible wellness visits include your annual physical, or a mammogram, cervical cancer screening or colonoscopy. Tests that do not involve a primary care physician are *not* eligible -- including lab draws, bone density screening, vision tests, hearing tests, dental checkups or immunizations.



### Share Your Military Story

Headquarters will have a Veterans Day display in Enrichment Avenue Nov 4-15 to help celebrate and recognize our employee veterans and families. Help the Military Interest Group (MIG) create the 2013 Veterans Day display! The underlying theme for this year's display is "Share Your Military Story." All employees are invited to share photos and stories of their own, their spouse's or their family member's military experience. Submit photos (copies only, no originals please) and your stories to MD 453 by September 27. Photos and stories will not be returned and may be used for future displays. Please ensure the military member is okay with the story and/or picture being shared before submitting. Stay tuned for more information about the display and how you can get involved!

Need a jump start on what to write or how to share your story? Read a recent blog post on Hallmark.com from Shelley Strelluf called, "I have to leave again: A family perspective on military sacrifice," for inspiration in writing your own story.

Stories and photos will also be shared on the intranet and within plant locations where and when possible.

## BIRTHDAYS

- 02 Tim Jackson
- 05 Peggy Heim
- 05 Mike Simmons
- 06 Ed Seute
- 07 Becky Ard
- 07 John Pendleton
- 07 Cheryl Sullivan
- 07 Scott Widdice
- 08 Glinda Harris
- 09 Gary Robinson
- 11 Tory Gross
- 11 Carl Shade
- 11 Anna Webb
- 14 Mark King
- 15 Dave Baugher
- 15 Justin Tomac
- 16 Linda McCown
- 16 Edel Oduol
- 16 Glenn Weller
- 16 Rick Zielinski
- 17 David Mayer
- 18 John Elliott
- 21 Don Dare
- 23 Becky Atkins
- 23 Diane Behne
- 23 Ken Brown
- 23 Carmelita Collins
- 23 Rick Meyersick
- 24 Rick McMillian
- 25 Paul Arel
- 26 Chris Darge
- 27 Beth Kelley
- 27 Nancy Trexler
- 28 Michelle Sims
- 28 Patty Walters

## CARD SHOP



SPOOKTACULAR new items have arrived in the card shop for Halloween. Make your house the most bootiful haunt spot on the block. Stop in today!



## ANNIVERSARIES

- 25<sup>th</sup> Wade Visocky  
Sept. 1, Section Mgr II
- 35<sup>th</sup> Dave King  
Sept. 5, Roll Wrap
- 35<sup>th</sup> Jerry Kruse  
Sept. 5, Printed Tissue

## THANK YOU

We would like to thank everyone for the cards, and expressions of sympathy shown to us in the loss of our mother, and mother-in-law, Charlotte Edmonds.

Brett & Arlene Hansroth



**Donation items for the 11th Annual United Way Silent Auction!**