



HAHN HI-SPOTS

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L to R Charlie Hershman, King Heco Wm Niemeier, Top Performance Dist. John Lewis, Largest Volume and on the rider, Bruce Oliver—best selling distributor on LTD-500 riders.



Jack presenting John Lewis (Frost Co.) the award for volume.



Marv presenting Charley Bradley award for top Reg. Manager of the yr.

OUTDOOR PRODUCTS DIVISION NATIONAL DISTRIBUTOR SALES MEETING..AUGUST 1 & 2

The annual distributor sales meeting for Outdoor Products Division (formerly Hahn-Eclipse) was held last week at Executive Inn in Evansville. The top sales awards were presented as pictured above to Frost Company for total volume. Hershman's Lawn & Garden were named King Heco for largest increase in volume and Zaun Equipment received the award for greatest sales of the LTD-500 Rider.

Marvin Heseman was the master of ceremonies. Tuesday evening, in addition to the awards presentations, Jack & Lloyd

gave presentations on the Company outlook. Other presentations were given by Charles Sorenson on safety improvements of 1973 products. Jim Keller spoke about the Hahn total marketing outlook; Leamon Williams gave an excellent report on service parts. Mr. Fred Kitch of Keller Crescent presented literature & advertising programs for 1973. All Regional Sales Managers and Direct Dealer Managers assisted with product training for distributor salesmen.

**WE ARE ALL ENTHUSED ABOUT OUR 1973
LINE OF PRODUCTS!!!!**

HAHN SALUTES IT'S EMPLOYEES.....



JOSEPH MATTINGLY

After some tall persuading, Joe finally agreed to let us feature him in this issue. He is a modest man, inclined to keep his achievements quiet.

Joe, a Hoosier since 1954 (actually he came from "across the river"), has worked in Production management most of his life. He was with Arkla Air Conditioning Company for a number of years before he joined Hahn, Inc.

In December of 1968 he came with Hahn as a general foreman in the welding departments. He was then promoted to Production Superintendent of Fabricating in June 1969 and in January of 1970 he became Production Manager with all production and the Service Parts area reporting to him. Then, in June of this year, he was promoted to be responsible for all the manufacturing reporting directly to Mr. Jack Hahn and received the added responsibilities of Industrial Engineering and Plant Engineering. So, as you can readily see, his talents were discovered in spite of his modesty!

In his spare time--of which he has very little--Joe enjoys gardening; he especially likes propagating roses. He also likes hunting, fishing and just developing his property.

Joe and his wife, Loretta, have four children. Three of them are married and one remains at home. One of the daughters is a real estate broker in Henderson, Kentucky and they have a son who is a carpenter in the building business, also in Henderson. Another son is a foreman at Iglehart here in Evansville. It appears that their children are doing well, just as their father has done.

The other evening at the sales meeting, our President made the statement to all the distributors and salesmen in the audience that "WHEN THE GOING GETS TOUGH, THE TOUGH GET GOING"! And Joe, that is precisely what you and your organization do.

Congratulations Joe, and thank you for making such a fine contribution to our company.

BUY EVANSVILLE PRODUCTS FIRST!

Evansville industries produce some of the finest and most well known products on the market today. Lawn Mowers are produced at Hahn. Refrigerators are built at Whirlpool; Televisions at Bermans; Food Products at Iglehart, General Foods and Emge. Pharmaseutical products are developed and produced at Mead Jo plus many others and it is annoying to observe employees of these local plants buying these same products from other producers from other cities.

I believe in the product I help build so.. I BUY it!.....Clyde Green, Dept 23



BOB WERNE

It has been announced by the Director of University of Evansville Alumni Affairs that Bob Werne, Hahn Purchasing Manager has been elected to a three year term on the Board of Directors of the University's National Alumni Association. At the June meeting of the Board of Directors, Bob was elected 3rd Vice-President in charge of all finance and in this capacity he will be responsible for Alumni fund raising activities for the coming year.

Bob is a 1960 University of Evansville graduate with a B.S. in Business Admn and he also received his M.B.A. from Indiana State University in 1970.

EDITOR'S NOTE.....

WHOOPEE!!! Vacation time is finally here. It is time to rest, relax, and regroup our energies for the coming year. But we must all remember to be SAFETY CONSCIOUS. Please drive defensively and always watch for possible hazards. We need all of you back on August 28th in one solid piece. Have a good one! I expect to receive some good news articles as a result of some of these vacations...let us hear about it.



LLOYD HAHN

Pictured above is Lloyd Hahn at the Gatton Manor Golf Course in England. The Greensmower shown here was the first sale made in the United Kingdom after the introduction of our equipment there in March of 1972.

H. E. A. FAMILY PICNIC...

SATURDAY, SEPTEMBER 9TH
TWIN TOWERS PICNIC GROUNDS
Beginning at 1:00 P.M.

- Activities:
- Kiddie Rides
 - Men's Horseshoe Contest
 - Volley Ball
 - Clabber Tournament
 - Ladies Bingo
 - Softball Game

Added Attraction: Dancing After Dinner
Music by Milton Hammers

Refreshments: Beer-Soft Drinks-Ice Cream
Pop Corn
ALL FREE

Dinner: Bar-B-Q Chicken & Fried
Chicken & all the trimmings
Serving at 5:00 p.m.

The picnic is limited to Hahn employees and their immediate family. Singles may bring one guest. SEE YOU THERE!

Please fill out enclosed reservation and return to your H.E.A. Rep by Sept 1st.

HOMEMAKER SAFETY

Are grandchildren expected in your home soon for a visit? Are you expecting a new addition in your family? Are there children around your home who are your responsibility?

If your answer is yes to any of the above, then right now is the time to check on some safety precautions for your home. Eating or drinking of a poisonous material takes the lives of thousands of children each year. Most of these deaths could be prevented by homemakers being more careful of HOW and WHERE poisonous products are kept.

What "Household Poisons" do you have on hand right now? In the garage, how about paint thinner, paint remover, or turpentine. Kerosene and gasoline are favorites, especially when found in a soft drink bottle left on the floor by a careless adult. In the house, there are all sorts of "poison goodies" under the kitchen sink. Ammonia, lysol, insect killer, drain cleaner, floor polish, furniture polish, window cleaner, etc.

Perhaps the young ones in your home are what pediatricians call "climbers". "Little Johnny Climbs onto everything", says a mother. So where can you PUT poisons? They are not safe on a closet floor, under the sink, or in the garage. Even the medicine cabinet in the bathroom is an easy mark for our "climbers". Take a look around your home. Are you keeping a poisonous item on hand that you don't really need? Is there a shelf that a child cannot readily reach which would be best for storage of poisons? Don't forget about the aerosol spray cans that can cause pain and serious damage to eyes. Don't be guilty of leaving a soft drink bottle or can in reach which has been used for gasoline, etc. Either throw it away or don't use it in a bottle to begin with.

Don't depend on the labels for safety.
LITTLE TOTS CAN'T READ!!!

Even adults can get in trouble by taking a wrong medicine. An iodine bottle can be identified (even by a blind person) by putting a straight pin in the stopper or by securing it around the cap with adhesive tape. All of us have reached for the aspirin bottle in the night, not turning on the light...and this is when accidents can happen.

Think on these matters and get your house in order. Read the label of any poisonous substance which you must keep on hand and note what is to be given by mouth or taken internally. Be sure to have the antidote on hand also. Usually water, milk or something like this is specifically directed.

To go one step further, if a child or person does drink a poison in your presence, the first thing to do is dilute the poison by giving a full glass of water (if the person is conscious). Next call the doctor (best to have second person do the calling) and keep the container and its contents for the doctor's information. If vomiting occurs, keep a sample if you don't know what the person drank. Read the label and give antidote recommended. Cause person to vomit if recommended on original container.

These are "hurry" procedures, but most important...check out your poisons. Clear out what you don't need. Then you can feel a bit more secure when your children come around. Besides, you'll get the garage and the cabinets tidied up, too.
DO IT NOW!!!!!!