Committee Name: Sales & Development Meeting

Meeting Date & Time: 3/24/16 @ 7:00 AM Meeting cancelled due to weather

Attending: Michael Bellesbach, Todd Olson, Randy Gotz, Lorin

Thilmany, Matt Semling,

Absent: Heidi Smith, Kevin O'Reilly

Next Meeting Date: 4/21/16 @ 7:00 AM

Ag	genda Items
CBS Current Business	Production Current Business
CBS New Business	Production New Business
CBS On Time/Quality	Production On Time/Quality
CBS Cost Savings	Laundry sales

CBS

Overall CBS had a good month.

- Working without a full time coach, Trying to make it with part timer
- 24 sites
- 1 of which is food
- 2 schools
- 2 electronic

Production

- PCC/Meyn- Price negotiations with Meyn/Peerless are finalized as of the beginning of March. We have completed 22 boxes of 200 meters since restarting after price negotiations. And putting 6-10 people to work daily. We currently have 4,000 meters of production orders to still complete.
- Wincraft- we are going to be running out of press button this week. I have a call into them to see if we can get some more. We are still doing clocks daily.
- Watkins- We have 11 different purchase orders from Watkins. We are working on 3 of them as we speak.
- Fastenal- We have been pushing on Fastenal to try to get some work. It has been a little of a struggle thus far. We are going to be quoting on a few projects we have done in the past for them. We are also working on a 2,800 pc poster order. Next month we should have a mailer to do as well. I sounds like they are also going to have us do a 7 pc kit for them as well.

Shredding

We are planning a series of sales calls on some larger potential shredding customers that we already have contacts with. Winona Health visited last week and expressed some interest in exploring using our services. We are looking at starting with purging old materials for them initially if pricing works out. They have an estimated 60 to 65 tons that is in que to be destroyed at some point in the near future. They also sounded like they would at least look at our services for the entire shredding contract when it was up if things went well with the purges. They have over 60 shredding containers that get picked up every 2 weeks. Discussion with Fastenal and Hal Leonard have already been started with follow up meetings to follow soon. The topic of shredding was also brought up with St Anne during the laundry visit. We will plan on spending a little time in the shredding area when they come to ORC to discuss laundry. Winona State, Wincraft, Watkins, Sauer, RTP, SE Tech, City of Winona, and Winona County are all on the list to follow up with regarding shredding services.

Laundry

General

Processed 51.901 pounds in February. This is a 6.5% increase from February 2015. There has been no new information about the potential service discussed last month with the Fountain City Motel and Family and Children's Center. We did have a meeting with St Anne about processing some or all of their linens. The potential of doing all of their linens was a bit of a surprise to me at the meeting. Our initial discussions were about a chunk of business that they outsource to Aramark. This contract is up in August and is mostly linens for the kitchen/dining area. They are at least looking at the potential of outsourcing all linen services but it was unclear how interested they were in outsourcing the linen piece or just doing their due diligence to check pricing. We are planning a follow up meeting at ORC when Heidi is back to continue the discussion.

Mats

 Continuing to train in a new coach to assist with mat deliveries. So far the process is going well. Also looking at modifying a bus to do the mat and shredding deliveries. This will take place when the 2009 bus gets decommissioned (hopefully soon).

2016 Laundry Statistics Summary

% Change 63% 45% 10% 59% 241%

71% 103% 72%

YTD 2015	Totals	87,948	81,395	6,018	390	83	7 0	0		\$ 31,661.28	\$ 963.25	\$ 32,624.53		87,948																			\$0.0000	\$0.0000	\$0.0000	\$0.000	\$0.0000		\$0.0000	2015	2015	24.74%	%00°0	9.20%	11.18%	3.88%	49.00%
	Totals	143,416	118,076	6,595	621	280	17 600	17,088	156	\$54,144.32	\$1,955.53	\$56,099.85		143,416	115	\$0.00	\$0.00	\$14,086.89	5217	1108	201	\$0.00	#DEEE!	¢7 731 25	47,731.33	\$750.00		7.50	77	77	0.08%		\$0.1005	\$0.000	#REF!	\$0.0539	\$0.0052		#REF!								
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ימפוומבן	52.013	42 469	2 506	2,200	470	171	6,441	0	\$19,636.12	¢50E 57	\$603.37	\$20,241.69	1000	52,013	48			\$5,348.97	1693	567		\$0.00	\$1,647.33	\$1,801.68	\$750.00		January	92	31	0.09%	January	\$0.1028	\$0,000	\$0.0317	\$0.0376	20.000	\$0.0144	\$0.1836	62.416%			27.240%	0.000%	8.389%	9.175%	3.819%	48.308%
	Total Clean Pounds		Winona Co. Jail	Sport & Cook	Sport & Spirite	Vvinona Area Hospice	Sauer Healthcare	WSU	Linen Sales	Floor Mat Sales	Total Polos	Total Sales	Total Clean Bounds	Class Oreal I Culida	Clean Rejects		lanoi	lotal labor \$	l otal Hours	Adjusted Hours		Maintenace Purchases	Chemical Utilization	Energy Costs	Delivery Costs			Adjusted lbs/Operator Hr	Actual Ibs/Operator Hr	Clean Reject Percent		Direct Labor Cost/lb	Maintenance Cost/lb	Chemical Use/Ib	Fneray Cost/Ih	Dollyon, Confilb	Delivery Cosuld	Total Cost/lb	Percent Capacity			% labor cost of price	% maint cost of price	%chemical cost of price	% energy cost of price	% delivery cost of price	% total cost of price

2016 Laundry Statistics Summary

	January	February	March	April	May	June	July	Aug	Sept	oct	Nov	Nov	Totals
Total Clean Pounds	52,013	51,901	39,502										143.416
Floor Mat Sales	\$605.57	68'92/\$	\$776.89 \$573.07								, constitution of the second		\$1.955.53
Linen Sales	\$19,636.12	\$19,591.22	\$19,636.12 \$19,591.22 \$14,916.98										\$54 144 32
Total Sales	\$20,241.69	\$20,368.11	\$20,241.69 \$20,368.11 \$15,490.05										\$56,099,85
							The state of the s						
Total labor \$	5,348.97	5,348.97 5,097.05 3,640.87	3,640.87										\$14,086.89
Total Hours	1,693.42	1,693.42 1,625.25	1,898.08										5,216.75
% of Current Capacity	62.42%	62.28%	47.40%	0.00%	0.00%	%00.0	0.00%	%00.0	0.00%				14.34%

	January	February	March	April	May	June	July	Aug	Sept	o	Nov Dec	Dec	Totals
Total Clean Pounds	52,013	51,901	39,502										143,416
Winona Health	42,469	42,923	32,684										118,076
Winona Co Jail	2,506	2,069	2,020					Section Section					6,595
Sport & Spine	426	195	0		The state of the s			7.17000					621
Winona Area Hospice	171	0	109					The state of the s					280
Sauer Healthcare	6,441	6,558	4,689										17.688
MSM	0	156	0										156



SALES BY CUSTOMER

FOR ONE MONTH ENDING:

FEBRUARY 29, 2016

Operation Services
Brian's Toys
Fastenal Company
Hal Leonard Corp.
Peerless Chain Company
Watkins Inc.
Wincraft
Winona Lighting
Winona Knits & Mitts
Winona Shredding
Other
Total

Month	2016 YTD	2015 YTD	2014 YTD	2013 YTD	2012 YTD
\$20	\$575	\$973	\$820	\$1,137	\$2,192
\$0	\$789	\$4,307	\$10,447	\$11,244	\$340
\$0	\$0	\$4,856	\$2,772	\$2,006	\$0
\$7,667	\$17,213	\$6,608	\$6,622	\$5,574	\$10,706
\$4,981	\$7,906	\$10,670	\$19,653	\$8,797	\$16,400
\$7,779	\$13,409	\$13,157	\$12,497	\$14,592	\$20,859
\$0	\$303	\$365	\$2,849	\$193	\$0
\$0	\$399	\$1,273	\$7,921	\$2,169	\$2,592
\$1,566	\$3,400	\$3,504	\$1,910	\$2,049	\$0
\$100	\$499	\$201	\$3,142	\$1,283	\$28,187
\$22,113	\$44,493	\$45,913	\$68,634	\$49,044	\$81,276

of Customers

35 Of the 35 customers 30 are shredding customers.

Community Services	Month	2016 YTD	2015 YTD	2014 YTD	2013 YTD	2012 YTD
Behrens	\$2,616	\$5,588	\$6,152	\$7,982	\$6,631	\$4,746
Benchmark	\$986	\$1,955	\$2,010	\$2,151	\$253	\$2,807
Bluff City Properties	\$442	\$884	\$774	\$954	\$824	\$927
Bluffview Montessori School	\$1,981	\$3,962	\$3,962	\$3,177	\$3,540	\$3,630
Bub's Brewing Co.	\$1,192	\$2,327	\$2,327	\$2,228	\$2,163	\$2,164
Chartwell	\$2,549	\$4,128	\$4,462	\$2,486	\$3,390	\$3,780
Cotter Schools	\$428	\$745	\$1,523	\$1,502	\$1,681	\$2,541
Cotter/Steak Shop Catering	\$2,548	\$5,192	\$5,032	\$4,498	\$4,855	\$4,575
Fastenal Company	\$765	\$1,445	\$3,628	\$5,084	\$14,365	\$6,388
Peerless Chain Company	\$6,557	\$13,114	\$14,176	\$14,502	\$14,502	\$14,570
Riverside Electronics	\$8,160	\$16,354	\$18,440	\$11,850	\$11,958	\$0
Riverstar	\$0	\$0	\$176	\$1,343	\$0	\$4,562
RTP Company	\$4,373	\$8,538	\$8,538	\$7,487	\$7,268	\$7,268
Watkins Inc.	\$3,088	\$9,957	\$0	\$0	\$0	\$3,940
Watlow Controls	\$8,661	\$17,875	\$17,933	\$14,420	\$14,585	\$12,741
Winona County	\$11,060	\$21,600	\$21,792	\$30,192	\$16,756	\$0
Other	\$2,615	\$4,657	\$15,226	\$6,442	\$6,410	\$5,357
Total	\$58,020	\$118,321	\$126,151	\$116,298	\$109,181	\$79,996

#of Customers

24

Laundry Department

Winona Health Sauer Health Care Other Laundry Total

of Customers

Month	2016 YTD	2015 YTD	2014 YTD	2013 YTD	2012 YTD
\$16,311	\$15,769	\$30,300	\$3,352	\$0	\$0
\$2,361	\$2,315	\$0	\$0	\$0	\$0
\$1,772	\$1,720	\$2,947	\$2,617	\$0	\$0
\$20,444	\$19,804	\$33,247	\$5,969	. \$0	\$0

18 Of the 18 customers, 15 are for mats.

Total Sales \$100,576 \$182,618 \$205,310 \$190,901 \$158,225 \$161,272