

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

Agenda 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

YTD 2015	Totals	Change	%
	87,948	63%	
	81,395	45%	
	6,018	10%	
	390	59%	
	82	241%	
	0		
	0		
	31,661.28	71%	
	963.25	103%	
	32,624.53	72%	

[illegible]

Total Cost/lb	\$0.1836	\$0.2045	
Percent Capacity	62.416%	62.281%	#REF!

% labor cost of price	27.240%	26.017%
% maint cost of price	0.000%	0.000%
%chemical cost of price	8.389%	12.690%
% energy cost of price	9.175%	15.489%
% delivery cost of price	3.819%	0.000%
% total cost of price	48.308%	53.836%

2016 Laundry Statistics Summary

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SALES BY CUSTOMER

FOR ONE MONTH ENDING:

FEBRUARY 29, 2016

Operation Services

	Month	2016 YTD	2015 YTD	2014 YTD	2013 YTD	2012 YTD
Brian's Toys	\$20	\$575	\$973	\$820	\$1,137	\$2,192
Fastenal Company	\$0	\$789	\$4,307	\$10,447	\$11,244	\$340
Hal Leonard Corp.	\$0	\$0	\$4,856	\$2,772	\$2,006	\$0
Peerless Chain Company	\$7,667	\$17,213	\$6,608	\$6,622	\$5,574	\$10,706
Watkins Inc.	\$4,981	\$7,906	\$10,670	\$19,653	\$8,797	\$16,400
Wincraft	\$7,779	\$13,409	\$13,157	\$12,497	\$14,592	\$20,859
Winona Lighting	\$0	\$303	\$365	\$2,849	\$193	\$0
Winona Knits & Mitts	\$0	\$399	\$1,273	\$7,921	\$2,169	\$2,592
Winona Shredding	\$1,566	\$3,400	\$3,504	\$1,910	\$2,049	\$0
Other	\$100	\$499	\$201	\$3,142	\$1,283	\$28,187
Total	\$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

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

of Customers

18 Of the 18 customers, 15 are for mats.

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