

Committee Name: Sales & Development Meeting

Meeting Date & 01-19-2017 @ 7:00 AM

Time:

Attending: Michael Bellesbach, Randy Gotz, , Bob Peterson,
Heidi Smith, Lorin Thilmany, Kevin O'Reilly, Ron
Wenzel, Todd Olson

Absent:

Next Meeting 1/26/16 @ 7:00 AM

Date :

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.
- 23 sites,
- Addition of the new coaches are going well.
- New site RiverStar going well.

Production

- **PCC/Meyn-** We currently have 12,400 meters of orders for Poultry chain. We are producing roughly 1,000-1,400 meters weekly.
- **Wincraft-** We have been getting clocks here and there. We also have around 225,000 press buttons to assemble. We are also getting 4 more press button machine within a month, so that we are able to produce more.
- **Watkins-** We currently have 5 different orders to work on. We are currently working on 2 of them.
- **Fastenal-** We are still working on the monthly mailers for Fastenal.

Laundry

- We met with Saint. Anne's and we are still planning on taking on the additional volume which would be between 100,000 & 110,000 pounds annually. At this point they are expecting to potentially make the move no sooner than March 1st
- We are meeting with all on the Laundry customers this week to ensure that the management change over goes smoothly.
- Existing work is going well with all laundry customers.
- The new small folder is in as of now. We have it programmed and up and running.
- New 200 pound Braun is order and is expected to be here on the 24th of February. Contractors are all in line for the install.

Mats

- No new Buisness.

2017 Laundry Statistics Summary

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SALES BY CUSTOMER

FOR ONE MONTH ENDING:

DECEMBER 31, 2016

Operation Services

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

Month	2016 YTD	2015 YTD	2014 YTD	2013 YTD	2012 YTD
\$0	\$3,087	\$8,195	\$9,952	\$7,656	\$11,886
\$2,243	\$17,414	\$19,908	\$38,336	\$76,415	\$18,405
\$0	\$18,050	\$6,951	\$12,349	\$21,570	\$20,585
\$11,802	\$132,095	\$103,674	\$53,469	\$40,771	\$57,507
\$8,308	\$68,815	\$73,927	\$70,908	\$41,665	\$96,437
\$6,460	\$80,849	\$100,788	\$127,235	\$147,200	\$168,948
\$455	\$2,451	\$2,122	\$9,583	\$3,687	\$0
\$783	\$10,146	\$6,035	\$19,931	\$32,716	\$25,503
\$1,699	\$21,439	\$20,194	\$16,357	\$15,016	\$0
\$399	\$7,802	\$15,233	\$17,019	\$20,291	\$27,924
\$32,149	\$362,148	\$357,026	\$375,139	\$406,987	\$427,195

of Customers

35

Community Services

Behrens
Benchmark
Bluff City Properties
Bluffview Montessori School
Bub's Brewing Co.
Chartwell
Cotter Schools
Cotter/Steak Shop Catering
Fastenal Company
Peerless Chain Company
Riverside Electronics
Riverstar
RTP Company
Watkins Inc.
Watlow Controls
Winona County
Winona Health
Other
Total

Month	2016 YTD	2015 YTD	2014 YTD	2013 YTD	2012 YTD
\$2,491	\$32,222	\$39,883	\$41,965	\$40,162	\$28,137
\$2,537	\$17,847	\$13,736	\$13,538	\$12,931	\$14,920
\$221	\$5,416	\$5,307	\$5,497	\$5,156	\$5,253
\$1,668	\$18,245	\$18,037	\$16,558	\$15,340	\$16,154
\$1,135	\$14,303	\$14,344	\$13,754	\$12,979	\$12,930
\$1,382	\$28,330	\$28,347	\$13,235	\$16,868	\$16,987
\$174	\$2,250	\$3,203	\$3,616	\$3,497	\$3,973
\$1,789	\$24,440	\$23,846	\$24,194	\$21,329	\$20,873
\$765	\$8,925	\$11,363	\$13,555	\$81,563	\$51,789
\$9,250	\$92,149	\$81,668	\$85,807	\$86,757	\$87,596
\$6,760	\$97,901	\$98,899	\$83,862	\$70,381	\$0
\$481	\$1,347	\$176	\$8,269	\$2,400	\$7,154
\$6,934	\$61,713	\$52,480	\$47,409	\$43,608	\$43,615
\$1,415	\$73,861	\$10,571	\$6,400	\$1,737	\$32,733
\$9,760	\$117,141	\$104,232	\$104,599	\$93,581	\$94,934
\$13,641	\$153,442	\$130,752	\$176,952	\$138,314	\$35,563
\$660	\$7,640	\$78,625	\$48,190	\$0	\$0
\$1,176	\$22,550	\$33,101	\$39,745	\$51,918	\$63,062
\$62,239	\$779,722	\$748,570	\$747,145	\$698,521	\$535,673

#of Customers

25

Laundry Department

Winona Health
Sauer Health Care
Winona County Jail
Saint Anne Healthcare
Other Laundry
Total

Month	2016 YTD	2015 YTD	2014 YTD	2013 YTD	2012 YTD
\$18,351	\$205,228	\$194,676	\$21,666	\$0	\$0
\$2,095	\$28,014	\$0	\$0	\$0	\$0
\$926	\$12,057	\$11,497	\$11,125	\$0	\$0
\$2,574	\$9,806	\$0	\$0	\$0	\$0
\$1,793	\$17,556	\$17,813	\$13,113	\$17,910	\$0
\$25,739	\$272,661	\$223,986	\$45,904	\$17,910	\$0

of Customers

20

Total Sales

\$120,127 \$1,414,531 \$1,329,581 \$1,168,188 \$1,123,418 \$962,868

Laundry Statistics Comparison by Year

	2013	2014	2015	2016	2017 Projected	Total
Winona Laundry Total Clean Pounds	10,501	104,539	600,910	691,323	840,000	1,407,272
Winona Health	724	59,535	537,958	536,083		1,134,300
Winona Co Jail	4,135	33,661	34,131	31,427		103,354
Sport & Spine	5,642	5,262	2,534	3,830		17,268
Winona Area Hospice	0	880	963	1,709		3,552
Sauer Healthcare	0	1,457	15,596	75,066		92,119
Saint Anne				26,889		26,889
Wards Cabins				721		721
Good Shepherd				5,639		5,639
WSU	0	4,109	9,715	8,259		22,083
Linen Sales	\$3,681.36	\$36,260.02	\$216,327.47	\$262,681.15	\$327,600.00	\$518,950.00
Floor Mat Sales	\$1,623.17	\$9,671.99	\$6,951.45	\$9,198.99	\$10,000.00	\$27,445.60
Total Sales	\$5,304.53	\$45,932.01	\$223,278.92	\$271,880.14	\$337,600.00	\$546,395.60
Total Clean Pounds	10,501	104,539	600,910	691,323		1,407,272
Clean Rejects	NA	NA	757	491		1248
Total labor \$	\$1,505.46	\$11,388.47	\$53,516.83	\$63,003.06		\$129,413.82
	2013	2014	2015	2016		Total
Winona Laundry Total Hours	778	5,607	20,389	21,365		48,139
Adjusted Hours	203	1,513	6,225	6,681		14,621
Maintenance Purchases	\$73.95	\$1,046.98	\$0.00	\$0.00		\$1,120.93
Chemical Utilization	\$2,395.75	\$4,614.35	\$19,896.45	\$26,005.85		\$52,912.40
Energy Costs	\$0.00	\$14,311.12	\$24,194.77	\$22,180.03		\$60,685.92
Delivery Costs	\$0.00	\$3,275.50	\$8,383.20	\$11,511.00		\$23,169.70
Adjusted lbs/Operator Hr	52	69	97	103		96
Actual lbs/Operator Hr	13	19	29	32		29
Clean Reject Percent	NA	NA	0.13%	0		0.09%
Direct Labor Cost/lb	\$0.143	\$0.109	\$0.089	\$0.091		\$0.092
Maintenance Cost/lb	\$0.007	\$0.010	\$0.000	\$0.000		\$0.001
Chemical Use/lb	\$0.228	\$0.044	\$0.033	\$0.038		\$0.038
Energy Cost/lb	\$0.000	\$0.137	\$0.040	\$0.032		\$0.043
Delivery Cost/lb	\$0.000	\$0.031	\$0.014	\$0.017		\$0.016
Total Cost/lb	\$0.379	\$0.331	\$0.176	\$0.177		\$0.190
Labor % of sales	39.82%	30.26%	24.74%	23.98%		25.54%

2016 Laundry Statistics Summary

	January	February	March	April	May	June	July	August	September	October	November	December	Totals	YTD 2015	% Change
Total Clean Pounds	52,013	51,901	56,435	54,167	53,908	57,785	55,177	60,958	65,085	58,853	60,321	64,720	691,323	600,910	15%
Winona Health	42,469	42,923	46,341	44,396	44,066	46,510	43,514	44,038	48,502	41,811	43,222	48,291	536,083	537,958	0%
Winona Co Jail	2,506	2,069	3,100	2,374	2,523	2,394	3,523	4,372	2,242	2,278	2,010	2,036	31,427	34,131	-8%
Sport & Spine	426	195	325	371	368	340	350	354	323	255	102	286	3,830	2,534	51%
Winona Area Hospice	171	0	109	116	102	251	221	178	333	40	102	86	1,709	963	77%
Sauer Healthcare	6,441	6,558	6,560	6,017	6,437	6,492	6,005	6,948	6,242	6,388	5,465	5,513	75,066	15,596	381%
Saint Anne								1,085	6,952	5,335	6,244	6,773	26,889		
Wards Cabins								45	152	240	284	0	721		
Good Shepherd										1,452	2,452	1,735	8,259		
WSU	0	156	0	893	412	1,798	1,564	2,238	339	554	305	0	8,259	9,715	-15%
Linen Sales	\$19,636.12	\$19,591.22	\$21,314.10	\$20,463.15	\$20,485.04	\$21,958.21	\$20,967.26	\$23,164.04	\$24,732.30	\$22,364.14	\$23,072.73	24933	\$262,681.15	216,327	21%
Floor Mat Sales	\$605.57	\$776.89	\$854.57	\$426.07	\$958.07	\$457.89	\$727.14	\$633.89	\$729.39	\$501.07	\$1,674.87	854	\$9,198.99	6,951	32%
Total Sales	\$20,241.69	\$20,368.11	\$22,168.67	\$20,889.22	\$21,443.11	\$22,416.10	\$21,694.40	\$23,797.93	\$25,461.69	\$22,865.21	\$24,747.60	25786	\$271,880.14	223,279	22%
Total Clean Pounds	52,013	51,901	56,435	54,167	53,908	57,785	55,177	60,958	65,085	58,853	60,321	64,720	691,323		
Clean Rejects	48	67	56	32	39	12	51	29	24	12	43	78	491		
Soiled side labor \$			\$0.00	\$0.00									\$0.00		
Clean side labor \$			\$0.00	\$0.00									\$0.00		
Total labor \$	\$5,348.97	\$5,097.05	\$5,230.85	\$5,056.20	\$5,004.19	\$5,319.41	\$4,676.22	\$5,407.00	\$5,601.75	\$5,403.75	\$5,485.48	\$6,372.19	\$63,003.06		
Total Hours	1693	1625	1607	1577	1596	1830	1588	1849	1972	1,986.00	1976	2066.08	21365		
Adjusted Hours	567	541	555	536	531	564	496	573	594	573	582	570	6681		
Maintenance Purchases	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
Chemical Utilization	\$1,647.33	\$2,486.22	\$1,809.32	\$2,259.17	\$2,751.32	\$1,411.86	\$2,205.65	\$1,972.32	\$2,546.15	\$2,139.00	\$2,019.47	\$2,658.04	\$26,005.85		
Energy Costs	\$1,801.68	\$3,094.45	\$2,072.42	\$1,797.48	\$1,707.92	\$1,347.05	\$1,542.75	\$1,654.43	\$1,467.77	\$1,655.49	\$1,697.51	\$2,401.08	\$22,180.03		
Delivery Costs	\$750.00	\$787.50	\$825.00	\$787.50	\$787.50	\$825.00	\$825.00	\$862.50	\$1,155.00	\$1,302.00	\$1,302.00	\$1,302.00	\$11,511.00		
Adjusted lbs/Operator Hr	92	96	102	101	102	102	111	106	110	103	104	114	103		
Actual lbs/Operator Hr	31	32	35	34	34	32	35	33	33	30	31	31	32		
Clean Reject Percent	0.09%	0.13%	0.10%	0.06%	0.07%	0.02%	0.09%	0.05%	0.04%	0.02%	0.07%	0.12%	0.07%		
Direct Labor Cost/lb	\$0.1028	\$0.0982	\$0.0927	\$0.0933	\$0.0928	\$0.0921	\$0.0847	\$0.0887	\$0.0861	\$0.0918	\$0.0909	\$0.0830	\$0.0911	\$0.0891	
Maintenance Cost/lb	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	
Chemical Use/lb	\$0.0317	\$0.0479	\$0.0338	\$0.0417	\$0.0510	\$0.0244	\$0.0400	\$0.0324	\$0.0391	\$0.0363	\$0.0335	\$0.0411	\$0.0376	\$0.0331	
Energy Cost/lb	\$0.0346	\$0.0585	\$0.0367	\$0.0332	\$0.0317	\$0.0233	\$0.0280	\$0.0271	\$0.0226	\$0.0281	\$0.0281	\$0.0371	\$0.0321	\$0.0403	
Delivery Cost/lb	\$0.0144	\$0.0152	\$0.0146	\$0.0145	\$0.0146	\$0.0143	\$0.0150	\$0.0141	\$0.0177	\$0.0221	\$0.0216	\$0.0201	\$0.0167	\$0.0140	
Total Cost/lb	\$0.1836	\$0.2197	\$0.1779	\$0.1828	\$0.1902	\$0.1541	\$0.1676	\$0.1623	\$0.1655	\$0.1784	\$0.1741	\$0.1813	\$0.1775	\$0.0000	
Percent Capacity	62.416%	62.281%	67.722%	65.000%	64.690%	69.342%	66.212%	73.150%	78.102%	70.624%	72.385%	77.664%	69.132%	2015	
% labor cost of price	27.240%	26.017%	24.542%	24.709%	24.429%	24.225%	22.302%	23.342%	22.650%	24.163%	23.775%	21.547%	23.985%	comparison	
% maint cost of price	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	0.000%	24.74%	
%chemical cost of price	8.389%	12.690%	8.958%	11.040%	13.431%	6.430%	10.519%	8.515%	10.295%	9.564%	8.753%	10.661%	9.900%	9.20%	
% energy cost of price	9.175%	15.489%	9.723%	8.784%	8.337%	6.135%	7.358%	7.142%	5.935%	7.402%	7.357%	9.630%	8.444%	11.18%	
% delivery cost of price	3.819%	4.020%	3.871%	3.848%	3.844%	3.757%	3.935%	3.723%	4.670%	5.822%	5.643%	5.222%	4.382%	3.88%	
% total cost of price	48.308%	57.829%	46.806%	48.099%	50.041%	40.547%	44.115%	42.722%	43.549%	46.951%	45.827%	47.709%	46.707%	49.00%	

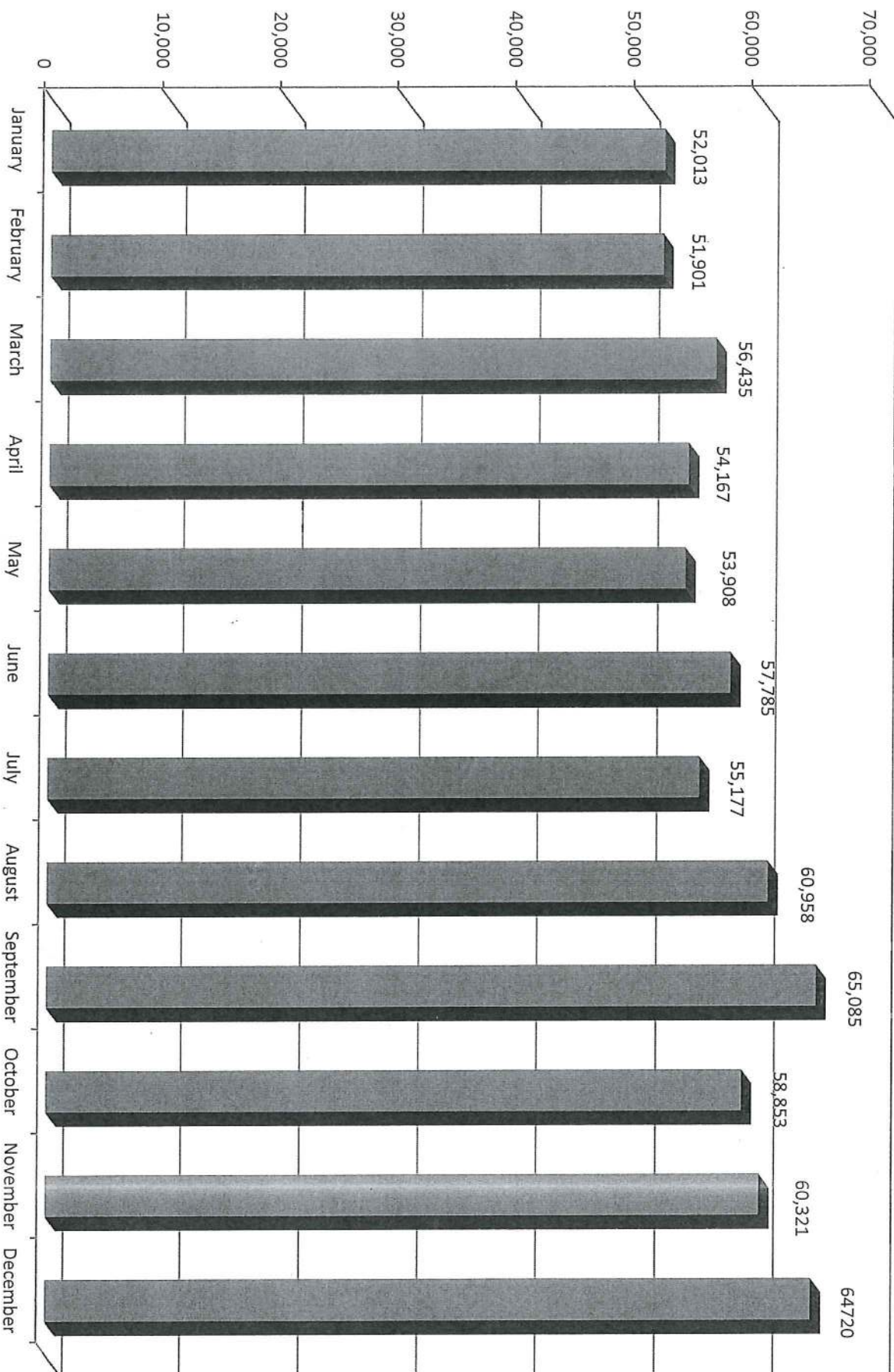
2016 Laundry Statistics Summary

	January	February	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Totals
Total Clean Pounds	52,013	51,901	56,435	54,167	53,908	57,765	55,177	60,958	65,085	58,853	60,321	64,720	691,323
Floor Mat Sales	\$605.57	\$776.89	\$854.57	\$426.07	\$958.07	\$457.89	\$727.14	\$633.89	\$729.39	\$501.07	\$1,674.87	\$853.57	\$9,198.99
Linen Sales	\$19,636.12	\$19,591.22	\$21,314.10	\$20,463.15	\$20,485.04	\$21,958.21	\$20,967.26	\$23,164.04	\$24,732.30	\$22,364.14	\$23,072.73	\$24,932.85	\$262,681.15
Total Sales	\$20,241.69	\$20,368.11	\$22,168.67	\$20,889.22	\$21,443.11	\$22,416.10	\$21,694.40	\$23,797.93	\$25,461.69	\$22,865.21	\$24,747.60	\$25,786.42	\$271,880.14
Total labor \$	5,348.97	5,097.05	5,230.85	5,056.20	5,004.19	5,319.41	4,676.22	5,407.00	5,601.75	5,403.75	5,485.48	5,372.19	\$63,003.06
Total Hours	1,693.42	1,625.25	1,606.91	1,576.85	1,596.00	1,829.83	1,587.66	1,849.33	1,972.00	1,986.00	1,976.00	2,066.08	21,365.33

% of Current Capacity 62.42% 62.28% 67.72% 65.00% 64.69% 69.34% 66.21% 73.15% 78.10% 70.62% 72.39% 77.66% 69.13%

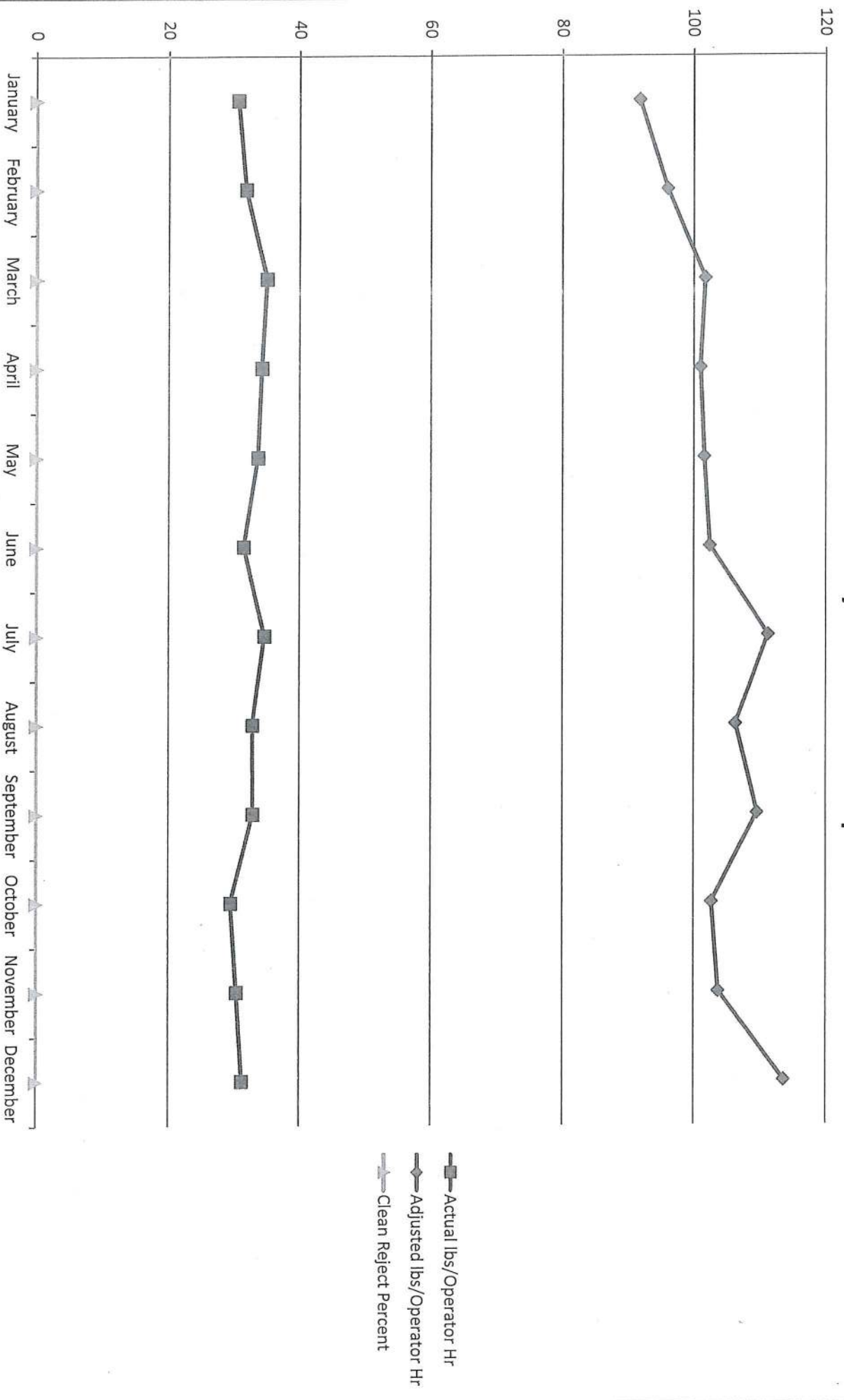
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Winona Health	42,469	42,923	46,341	44,396	44,066	46,510	43,514	44,038	48,502	41,811	43,222	48,291	536,083
Winona Co Jail	2,506	2,069	3,100	2,374	2,523	2,394	3,523	4,372	2,242	2,278	2,010	2,036	31,427
Sport & Spine	426	195	325	371	368	340	350	354	323	255	237	286	3,830
Winona Area Hospice	171	0	109	116	102	251	221	178	333	40	102	86	1,709
Sauer Healthcare	6,441	6,558	6,560	6,017	6,437	6,492	6,005	6,948	6,242	6,388	5,465	5,513	75,066
WSU	0	156	0	893	412	1,798	1,564	2,238	339	554	305	0	8,259

2016 Laundry - Clean Pounds Processed by Month



■ Series1

2016 Laundry - Pounds Per Operator Hour



2016 Laundry - Monthly Client Hours

