

Committee Name: Sales & Development Meeting

Meeting Date & 02-23-2017 @ 7:00 AM

Time:

Attending: Michael Bellesbach, Randy Gotz, , Bob Peterson,
Heidi Smith, Lorin Thilmany, Amanda Asche

Absent: Kevin O'Reilly, Ron Wenzel

Next Meeting 3/23/16 @ 7:30 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 11,800 meters of orders for Poultry chain. We are producing roughly 1,400-1,600 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. We picked up a blade gauging job for Fastenal that we have done in the past. The total quantity is 500,000 pieces. We have 2 months to complete.

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. St. Anne's has 109 beds. At this point they are expecting to potentially make the move no sooner than April 1st. We are going to be doing a test run of their products sometime the week of the 27th of February.
- Existing work is going well with all laundry customers.
- The new small folder is in as of now.
- New 200 pound Braun is order and is expected to be here tomorrow. This machine should be up and running by the 29th of February.

Mats

- No new Business.



SALES BY CUSTOMER

FOR ONE MONTH ENDING:

JANUARY 31, 2017

Operation Services

	Month	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
Brian's Toys	\$0	\$0	\$355	\$973	\$637	\$265
Fastenal Company	\$202	\$202	\$789	\$651	\$1,344	\$5,399
Hal Leonard Corp.	\$0	\$0	\$0	\$2,046	\$0	\$631
Peerless Chain Company	\$11,623	\$11,623	\$9,546	\$3,516	\$4,635	\$2,964
Watkins Inc.	\$5,882	\$5,882	\$2,925	\$7,180	\$6,879	\$3,665
Wincraft	\$7,000	\$7,000	\$5,630	\$5,318	\$4,972	\$8,304
Winona Lighting	\$204	\$204	\$303	\$156	\$2,206	\$73
Winona Knits & Mitts	\$155	\$155	\$399	\$870	\$1,068	\$974
Winona Shredding	\$1,371	\$1,371	\$1,834	\$2,108	\$975	\$1,124
Other	\$628	\$628	\$399	\$201	\$1,870	\$1,300
Total	\$27,065	\$27,065	\$22,180	\$23,018	\$24,587	\$24,699
# of Customers	37					

Community Services

	Month	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
Behrens	\$3,953	\$3,953	\$2,972	\$3,258	\$4,705	\$2,493
Benchmark	\$3,732	\$3,732	\$969	\$902	\$487	\$0
Bluff City Properties	\$0	\$0	\$442	\$442	\$530	\$412
Bluffview Montessori School	\$3,230	\$3,230	\$1,981	\$1,981	\$1,634	\$1,906
Bub's Brewing Co.	\$1,817	\$1,817	\$1,135	\$1,192	\$1,167	\$1,133
Chartwell	\$2,850	\$2,850	\$1,579	\$1,722	\$1,022	\$1,102
Cotter Schools	\$625	\$625	\$317	\$857	\$713	\$766
Cotter/Steak Shop Catering	\$3,275	\$3,275	\$2,644	\$2,523	\$2,098	\$2,328
Fastenal Company	\$714	\$714	\$680	\$1,928	\$5,084	\$7,639
Peerless Chain Company	\$9,250	\$9,250	\$6,557	\$7,088	\$7,251	\$7,251
Riverside Electronics	\$0	\$0	\$8,194	\$9,902	\$6,091	\$6,130
Riverstar	\$385	\$385	\$0	\$176	\$711	\$0
RTP Company	\$8,591	\$8,591	\$4,165	\$4,373	\$3,922	\$3,807
Watkins Inc.	\$2,076	\$2,076	\$6,869	\$0	\$0	\$0
Watlow Controls	\$12,380	\$12,380	\$9,214	\$8,400	\$7,298	\$7,032
Winona County	\$8,701	\$8,701	\$10,540	\$10,896	\$15,096	\$5,860
Other	\$1,762	\$1,762	\$2,042	\$8,313	\$3,114	\$2,420
Total	\$63,341	\$63,341	\$60,300	\$63,953	\$60,923	\$50,279
#of Customers	21					

Laundry Department

	Month	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
Winona Health	\$18,030	\$18,030	\$15,769	\$13,020	\$1,716	\$0
Sauer Health Care	\$2,287	\$2,287	\$2,315	\$0	\$0	\$0
Winona County Jail	\$1,080	\$1,080	\$0	\$0	\$0	\$0
Saint Anne Healthcare	\$2,462	\$2,462	\$0	\$0	\$0	\$0
Other Laundry	\$1,432	\$1,432	\$1,720	\$1,258	\$1,000	\$0
Total	\$25,291	\$25,291	\$19,804	\$14,278	\$2,716	\$0
# of Customers	23					

Total Sales	\$115,697	\$115,697	\$102,284	\$101,248	\$88,226	\$74,978
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2017 Laundry Statistics Summary

[illegible]

% of Current Capacity	74.25%	49.44%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	8.53%
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[illegible]

2017 Client Capacity

	January	February	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Totals
Waiting	485.92												0.49
Programming	677.50												677.50
Behavioral	166.92												166.92
Lack of Work	295.25												295.25
Total-Non Work Hrs	1625.59												1625.59
Production Floor	1838.17												1838.17
Shredding	508.33												508.33
CBS	4797.00												4797.00
Laundry	2106.75												2106.75
ORC	366.58												366.58
Total-Work Hrs	9616.83												

Total-All Hrs 11242.42

Capacity 85.54%