

**Committee Name:** Sales & Development Meeting

**Meeting Date &** 03-23-2017 @ 7:00 AM

**Time:**

**Attending:** Michael Bellesbach, Randy Gotz, , Bob Peterson,  
Heidi Smith, Lorin Thilmany, Amanda Asche, Tom  
Kohlstedt & Lorin Thilmany

Absent: Kevin O'Reilly & Ron Wenzel

**Next Meeting** 4/20/17 @ 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 3,400 meters of plastic trolley assemblies to assemble. We also have 11,600 meters of Stainless steel poultry assemblies to assemble.
- **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 1 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 they are still planning on having us take on the rest of their laundry needs. We have had one tour so far this week, and have another one on Friday morning. We are waiting for their budget to be approved and linens to be ordered. They are going to be ordering 3 days of laundry.
- Existing work is going well with all laundry customers.

### **Mats**

- No new Business.