

Committee Name: Sales & Development Meeting

Meeting Date & 04-20-2017 @ 7:00 AM

Time:

Attending: Michael Bellesbach, Randy Gotz, Heidi Smith, Tom Kohlstedt, Amanda Asche

Absent: Kevin O'Reilly, Ron Wenzel, Bob Peterson, Lorin Thilmany

Next Meeting 5/18/17 @ 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
•	• Laundry sales

CBS

- Overall CBS has been going well.
- 21 sites,
- Short 2 Job Coaches
- Watkins has been down for the last three weeks.

Production

- **PCC/Meyn-** We currently have 3,400 meters of plastic trolley assemblies to assemble and 13,000 of stainless steel poultry to assemble.
- **Wincraft-** We have been getting clocks here and there. We now have 4 new press button machines and have them full daily with 36,000 buttons left to do.
- **Watkins-** We currently have 8 different orders to work on and receiving one a week to work on. We have around 2,500 inner packs to complete.
- **Fastenal-** We are working on the monthly mailers and the blade gauging job. We have roughly done 250,000 so far and will be receiving anywhere from 200,000 to 250,000 more to do.
- **Brians Toys** – Consistent work repackaging and shipping collectables.

Laundry

- We met with Saint Anne's for our monthly meeting, they are still planning on having us take on the rest of their laundry. No set start date yet when that will take place. Looking at potential new carts for them that will be easier to transport

- President of Minnesota Chemical stopped by to meet and discuss ways to help us. Our chemical representative was here yesterday and adjusted a couple of formulas.

Mats

- No new customers, all is going well.



SALES BY CUSTOMER

FOR ONE MONTH ENDING:

MARCH 31, 2017

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	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
\$0	\$0	\$575	\$1,382	\$1,570	\$1,428
\$8,156	\$10,490	\$1,603	\$4,307	\$12,361	\$14,598
\$0	\$0	\$0	\$4,856	\$2,772	\$2,006
\$11,430	\$34,824	\$33,842	\$12,782	\$11,466	\$8,232
\$3,503	\$11,660	\$14,758	\$18,035	\$22,592	\$8,833
\$8,283	\$21,604	\$19,424	\$23,545	\$22,932	\$30,698
\$582	\$1,310	\$303	\$429	\$3,716	\$396
\$93	\$248	\$399	\$1,339	\$8,188	\$2,221
\$1,479	\$4,670	\$4,709	\$3,504	\$3,491	\$2,934
\$0	\$908	\$703	\$769	\$5,712	\$3,400
\$33,527	\$85,714	\$76,316	\$70,947	\$94,801	\$74,746

of Customers

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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
Other
Total

Month	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
\$0	\$4,518	\$8,433	\$9,618	\$10,601	\$12,097
\$3,003	\$9,226	\$3,132	\$2,819	\$3,338	\$253
\$0	\$0	\$1,437	\$1,106	\$1,378	\$1,242
\$3,230	\$10,070	\$5,734	\$5,839	\$4,901	\$4,629
\$1,990	\$5,537	\$3,576	\$3,575	\$3,342	\$3,193
\$3,370	\$10,633	\$6,981	\$6,523	\$3,852	\$5,693
\$240	\$1,394	\$935	\$1,761	\$1,725	\$1,854
\$4,537	\$11,120	\$7,567	\$7,504	\$6,687	\$6,624
\$803	\$2,231	\$2,210	\$4,903	\$5,084	\$19,626
\$9,250	\$27,750	\$19,671	\$21,327	\$21,753	\$22,011
\$0	\$0	\$24,968	\$25,498	\$17,347	\$17,490
\$741	\$1,511	\$0	\$176	\$1,975	\$0
\$9,381	\$26,168	\$13,119	\$13,120	\$11,230	\$10,729
\$3,352	\$10,367	\$14,604	\$4,508	\$0	\$0
\$13,036	\$37,562	\$27,472	\$26,987	\$23,290	\$23,040
\$8,701	\$26,103	\$32,660	\$32,688	\$45,288	\$27,651
\$1,673	\$5,460	\$7,508	\$24,933	\$13,597	\$8,847
\$63,306	\$189,650	\$180,007	\$192,885	\$175,388	\$164,979

of Customers

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Laundry Department

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

Month	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
\$19,633	\$53,613	\$49,837	\$47,604	\$5,237	\$0
\$2,182	\$6,361	\$7,038	\$0	\$0	\$0
\$1,092	\$3,160	\$2,992	\$0	\$0	\$0
\$2,282	\$6,951	\$0	\$0	\$0	\$0
\$1,979	\$4,705	\$2,643	\$4,374	\$4,967	\$0
\$27,169	\$74,790	\$62,510	\$51,978	\$10,204	\$0

of Customers

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Total Sales

\$124,002 \$350,154 \$318,833 \$315,809 \$280,393 \$239,725