

INSIDE IPI

www.iaprisionind.com Summer 2013

IPI DONATES FURNITURE TO NEW AMANDA THE PANDA GRIEF CENTER

Iowa Prison Industries was honored to be a partner in the opening of Amanda's House, Center for Grief and Loss, the only dedicated grief center in the community. Amanda the Panda's mission is to restore grieving children and their families into their productive lives through innovative services that provide hope and healing. The organization partnered with The Greater Des Moines Leadership Institute (GDMLI) Class of 2013 to open this grief center, enabling Amanda the Panda to double their previous space.



Amanda The Panda Executive Director Charlie Kiesling and IPI Production Coordinator Bob Mesecher are pictured with one of the modular furniture installations

IPI worked closely with Amanda the Panda Executive Director Charlie Kiesling to find furniture options that fit their spaces and could be delivered in a short amount of time. Iowa Prison Industries donated over \$15,000 worth of modular furniture, office chairs, desks and file cabinets to the organization.

"Offenders from Newton, Mitchellville, Anamosa and Fort Madison were able to put their work training skills to use for an excellent purpose."

"This project provided a great opportunity for offenders to give something back to society," said Robert Fairfax, IPI Director of Sales and Marketing. "Offenders from Newton, Mitchellville, Anamosa and Fort Madison were able to put their work training skills to use for an excellent purpose."

Iowa Prison Industries wishes Amanda the Panda great success with their new facility. We are pleased to have been a part of such a great addition to the Des Moines community.



(Right) Charlie Kiesling's office at Amanda's House furnished with a Mission L-Shaped desk and several chairs, all donated by IPI.



(Left) Several IPI Navigator Chairs with tablet arms were on display at the open house for people to adopt for Amanda's House.

HOT FUN IN THE SUMMERTIME



DAN CLARK - IPI Director

For those of us old enough to remember Sly & The Family Stone, the long, hot days of summer bring forth memories of county fairs, family barbecues and trips to the swimming hole.

But for IPI staff and offenders, the long, hot days of summer mean long, hot days of production, delivery and installation.

Since IPI's largest customers are city, county and state agencies, as well as schools and universities, summertime is peak season for IPI products and services. In serving our

customers, IPI staff must often forgo these idyllic county fairs and barbecues (who actually goes to swimming holes anymore?).

Of the Top 10 sales months in IPI's history, all 10 occurred during the months of June, July and August.

Our all-time record sales month of \$3.3 million was last July, and with our extremely heavy order book, it appears that we may set a new record this July. And of the Top 10 sales months in IPI's history, all 10 occurred during the months of June, July and August. Many governmental agencies need delivery before the end of the fiscal year (June 30), while K-12 schools, colleges and universities need their products delivered and installed before students return in August.

So while you're dozing off in a hammock listening to the neighbor's lawn mower, keep in mind the IPI staff and offenders that are on their feet and listening the whine of a band saw. When you're in flip flops, think of the men and women of IPI in steel toed boots. And while you're singing along to Sly & The Family Stone, well, we will be too.



Sales & Marketing

SALES REPRESENTATIVES PREPARE FOR SHIFT IN TERRITORIES

Some big changes are on the horizon for the four Sales Representatives in terms of their territories and the products they sell. A summary of the changes to each Sales Representatives duties is as follows:

- ▶ Dennis Barry's Central Iowa territory will be reduced from 32 counties to 17 counties, but he will be selling consumables in addition to furniture.
- ▶ Michael O'Brien's territory in Eastern Iowa will gain three counties, and he will be selling both furniture and consumables in all of those counties.
- ▶ Scott Klinefelter will gain 12 counties closer to Central Iowa as the population in his current Western Iowa territory is fairly small. Scott was already selling both furniture and consumables in his territory and will continue to do so.
- ▶ Kevin Peterson will no longer have a set region of Iowa as a territory, but will instead offer Warewash and Laundry equipment service and consumables sales to specific accounts across the State. He will also work with some of these accounts on their furniture purchases.



Left to right, Michael O'Brien, Scott Klinefelter, Dennis Barry, and Kevin Peterson

The Sales Team has been preparing for months for this change in territories with product training. With the assistance of the consumables shops and our vendor partners, the furniture Sales Representatives have been attending a variety of training sessions to learn about the consumables products. Kevin has also spent time offering sales tips and helping make sure the furniture representatives feel knowledgeable about the products they are going to be selling.

We look forward to providing better customer service.

We expect the change of sales territories to take place at the beginning of FY14. It will be a big transition for our customers as well as within IPI, but we look forward to providing better customer service and increasing our consumables customer base.

CUSTOMER SPOTLIGHT: STATE TRAINING SCHOOL FOR BOYS

It seems fitting that IPI's first order of the Eldora Conference Line, manufactured from reclaimed barnwood, was to the State Training School For Boys in Eldora, which is where the barnwood came from.



Sales Representative Dennis Barry worked with Eldora staff Kip Knutzon and Sue Rieks to custom design furniture produced from the barnwood for the newly remodeled conference room. The centerpiece of the room is the custom 13-feet long by 5-feet wide racetrack-shaped Eldora conference table. Matching pieces include a credenza, upper and lower cabinets, window and door trim, and a hand rail; all of the barnwood pieces were manufactured by Fort Madison Furniture. Other furniture in the conference room included ten Breathe Chairs from Mitchellville.

The State Training School For Boys also purchased the showroom sample Eldora conference table for a second conference area with plans to add matching barnwood trim to the room next fiscal year.



Custom furniture made from reclaimed barnwood

Thank you Kip and Sue for your continued support of IPI!

INTERNS WORKING ON BIG PROJECTS THIS SUMMER



Dan Neubauer



Holly Kayser

Once again, the IPI Showroom is excited to have gained two extra staff for the summer months.

Dan Neubauer, currently studying for his Masters in Industrial Design at Iowa State University, returned this summer to work on our school furniture lines. Last summer, Dan designed the Alexander Line of lounge furniture and the Eldora Line of conference room furniture. Dan will be working closely with sales representatives and the Anamosa

Metal Shop to introduce some new products and revise our current lines. He will also spend some time visiting with school districts and architects to ensure these new or revised products meet their needs.



The Alexander line, designed by Neubauer last summer

Our second summer intern is Holly Kayser, a Graphic Design major from Iowa State University. Holly has a long list of projects for the summer including designing product brochures for all our furniture products, new trade show banners and displays, a new consumables catalog, and last but not least, the FY2013 Annual Report. We look forward to Holly putting her creative style on these projects. She is already off to a great start as this newsletter was her creation.

Business Office

FINANCIAL STATEMENT SUMMARY Fiscal Year to Date April 2013

*As of April 30, 2013	MTD SALES		YTD SALES		CHANGE	
	FY-2013	FY-2012	FY-2013	FY-2012	\$	%
ANAMOSA						
License Plates	169,949	164,206	1,610,339	983,907	626,432	63.7 %
Sign	273,650	416,804	2,853,012	2,934,004	(80,992)	(2.8) %
Graphic Arts	50,041	66,319	491,512	450,521	40,990	9.1 %
Housekeeping/ Laundry	56,235	80,410	517,466	609,440	(91,975)	(15.1) %
Filters	38,074	53,563	370,953	356,703	14,250	4.0 %
Metal Furniture	97,737	271,952	1,829,238	2,484,417	(655,179)	(26.4) %
Custom Wood	71,356	97,140	589,710	555,249	34,462	6.2 %
Braille	33,058	66,091	227,210	294,854	(67,645)	(22.9) %
Rockwell City Oper.	4,490	8,946	119,024	82,690	36,334	43.9 %
ANAMOSA TOTAL	794,590	1,225,430	8,608,464	8,751,785	(143,321)	(1.6) %
FT MADISON						
Furniture	116,645	394,275	2,750,092	3,206,365	(456,273)	(14.2) %
Textile	39,134	40,454	148,284	396,393	(248,109)	(62.6) %
Tourism	12,857	15,680	69,171	110,497	(41,326)	(37.4) %
FT MADISON TOTAL	168,636	450,409	2,967,547	3,713,254	(745,707)	(20.1) %
MITCHELLVILLE						
Panels & Seating	50,698	61,357	958,038	1,128,943	(170,906)	(15.1) %
Housekeeping/Chemical	87,727	87,095	564,291	653,094	(88,803)	(13.6) %
Textiles	52,500	41,392	727,633	450,047	277,585	61.7 %
Plastics	56,052	57,459	513,931	550,873	(36,943)	(6.7) %
MITCHELLVILLE TOTAL	246,977	247,303	2,763,892	2,782,958	(19,066)	(0.7) %
DES MOINES						
State Surplus	7,151	858	20,780	9,655	11,125	115.2 %
Federal Surplus	800	5,865	43,973	103,843	(59,870)	(57.7) %
Moving & Install	8,493	7,869	253,340	211,779	41,562	19.6 %
DES MOINES TOTAL	16,444	14,592	318,094	325,277	(7,183)	(2.2) %
NOVELTIES	196	372	2,548	20,497	(17,948)	(87.6) %
TOTAL W/O CANTEEN	1,226,843	1,938,106	14,660,545	15,593,771	(933,226)	(6.0) %
CANTEEN	470,909	407,844	4,104,089	3,963,559	140,530	3.5 %
TOTAL W/ CANTEEN	1,697,753	2,345,950	18,764,634	19,557,330	(792,695)	(4.1) %
LESS ESTIMATION OF ID SALES	40,722	132,502	423,099	860,267	(437,167)	
GRAND TOTAL	1,657,030	2,213,448	18,341,535	18,697,063	(355,528)	

SALES REPORT CARD

YTD CUSTOMER SATISFACTION CARD RESULTS (July 1, 2013 - May 31, 2013)				RECENT NEW CUSTOMER/NEW PROJECT ORDERS (For a complete list contact the Des Moines office)		
	EXCELLENT	GOOD	BELOW AVERAGE	CUSTOMER	PRODUCTS	SALES
Sales Representative Knowledge	88.2%	11.4%	0.4%	North Liberty Public Library	Library Furniture	\$142,000
Timeliness of Delivery	77.1%	21.3%	1.6%	UNI Redeker Dining	Booths, Tables & Chairs	\$75,000
Delivery Service	83.9%	14.1%	2.0%	Independence CSD	Student Desks & Chairs	\$27,249
Quality of Goods	87.0%	12.4%	0.7%	Kirkwood Community College	Instructor Stations	\$12,441
Value for Money	83.7%	15.3%	1.0%	Glenwood Resource Center	New Kitchen Installation	\$7,548
Questions/Problems Handled Promptly	84.8%	14.2%	1.0%	ISU Black Engineering	Lounge Furniture	\$6,521
Average	84.0%	14.9%	1.1%	Exira Library	Library Furniture	\$6,060
	YES	NO	MAYBE	Greene Public Library	Library Furniture	\$4,978
Would you recommend us to others?	98.8%	0.0%	1.2%	Madison County Extension	Office Furniture	\$1,880

THE THRILL OF EXPANSION

Always looking into new markets and training to stay competitive, the Seating department is preparing to introduce three new lines of chairs: the Austin, the Jaguar and the Track. Vendor representatives have been on site in the past month to demonstrate how to manufacture all three chairs.



The Jaguar (left) and the Track (right, UNI embroidery) are two of the new additions to the seating department!

With leather-like fabric, wood trimmed arms and wood bases, the Austin Chairs are very high end, elaborate chairs for executive offices. The Austin Chairs are very labor intensive to manufacture; it took almost two hours to cut, layout, and sew the material to manufacture one chair. Of course, the offenders will become more efficient as we produce more of these chairs. The Austin is available in both a high-back and a mid-back model.

The Jaguar Chair, with a mesh back and upholstered seat, is a mid- to upper-range office chair. Samples have been delivered to the Showroom, and the chair has seen interest from customers. With a host of ergonomic features and modern styling, we expect the chair to become successful quickly.

The most unique of the three new chairs is the Track Chair. The main feature of this chair is the ability to embroider a graphic on the back of the chair. After the Textiles department embroiders the design, the Seating department then makes the chair, benefiting multiple shops at Mitchellville. Three sample chairs are at the showroom, each manufactured with a state university logo embroidered on the back on fabric in the university's colors. The IPI Sales Team plans to gear sales of this chair toward executives at the Regents Universities as well as community colleges and other organizations.

In addition to the new chairs, the shop is looking forward to the prospect of producing over 3,000 chairs for the new prison projects at Fort Madison and Mitchellville. Typically, the shop produces anywhere from 3,000 to 10,000 chairs in a given fiscal year, so we are

definitely looking forward to additional sales and offender training hours the prison orders will provide the shop. Currently, Panels & Seating employs fifteen offenders.



Different stages assembling the new chairs

The combination of the new chair lines and the large prison orders definitely have added an air of excitement and anticipation to the chair department, which continues to spread throughout the entire plant. With the ever-changing demands and upgrading technology of today's society, Mitchellville IPI is dedicated to excelling.

ISU APPAREL STUDENT REDESIGNS JEANS

A new venture has Mitchellville IPI partnering with Iowa State University offering internships to the students to assist with various projects. The first intern was Meredith Van Woert, an ISU senior from Cedar Rapids majoring in Apparel, Merchandising and Production. Meredith interned with IPI Textiles for the spring semester. Mike Spooner, Mitchellville Supervisor, feels the program and Van Woert significantly benefited the shop. "We needed to modernize our textile operations within IPI, so we were delighted to discover the expertise located within the AESHM department."



Van Woert arranging jean patterns with the Opti-Text
Meredith's main project was redesigning the entire denim jean process at Mitchellville starting with revamped and updated patterns. The previous patterns were extremely short in

the rise, did not provide the offenders enough room, and did not allow for what Meredith referred to as "denim shrink." Meredith designed a new pattern based off of several store-bought jeans and then digitized the pattern utilizing IPI's Digitizer and Opti-Text program. When finished, the patterns are then printed on the new IOLINE marker printer. The new patterns provide more accuracy, less waste of both time and material, and most importantly, more consistency in sizing.

"With the idea of apparel, you think of high-fashion designers. I've learned a lot more about the practical uses of apparel."

Samples of the new jeans were tested by various IPI and DOC staff for fit and comfort. After a few minor modifications, samples were then distributed to each of the DOC institutions and production began! Currently all orders are being filled with the new jeans.

Meredith was also able to work on the Denim Jacket patterns before her internship ended. The current patterns are extremely disproportionate and ill-fitting. This process

proved to be more difficult as she was not able to find a store-bought pattern to start the process. We expect the new jacket designs to be ready for testing this fall.



Printing on the IOLINE printer (left), a sample of the redesigned denim jean (right)

When asked about doing her internship at IPI, Meredith responded, "With the idea of apparel, you think of high-fashion designers and wanting to get jobs with big names. I've learned a lot more about the practical uses of apparel and knowing textile science. It's still fun, even though it's not on the runway. It's fun to learn about problem solving and pattern making." She stated that this internship, along with one last summer in Los Angeles, has helped influence her career as she plans to secure employment with a designer in practical apparel.

Fort Madison

FORT MADISON EXCITED FOR NEW BUILDING AT NEW PRISON

Fort Madison is looking forward to the new prison, which includes a 90,000 square foot single-level Industries building.

The new IPI-Fort Madison Industries will be located in Building 6A of the new Iowa State Penitentiary, featuring over 50,000 square foot of space. The majority of this space will be dedicated to the state-of-the-art woodworking shop, designed to follow a lean manufacturing approach. Lean manufacturing refers to a systematic approach to continuously identify and remove the wastes from the system. All the tools, equipment, and techniques are based on fulfillment of this simple requirement. The new shop will include: CNC woodworking machines, panel saws, edge banders, table saws, under feeders, and other industrial woodworking equipment. The shop will have three state-of-the-art spray booths, which will incorporate a conveyor system to increase efficiency. A ventilation and make-up air system will be utilized for more efficient cooling and heating of the building, and a dust collection system will help create a dust free environment furthering the safety and security of the area. An elevated staff office near the center of the building will allow an entire view of the shop floor to increase the security for staff and offenders. An enclosed area near the loading dock will represent a turn-key type approach which will allow for

more secure loading and off-loading of goods and material. A centralized dining hall in the core of the building will be utilized for the lunch area and will also serve as a training area for offenders when not in use.



IPI tourism will continue in the new shop area and will have a much larger area in order to increase IPI tourism program's ability to serve the public. Over eighty offenders will have opportunity to participate in the work programs in Building 6A.

The work programs that will be housed in IPI Building 6B (the remaining 40,000 square foot of space) has yet to be determined. However, work is in progress and continuously moving forward to best utilize this space and offer increased offender training opportunities.

Production Coordinator Bryan Koechle has been tasked with overseeing the build-out of

the new Industries building at ISP. Currently, painting of the inside of the building along with sub-grade plumbing and concrete work is in process.

The new IPI building will be a significant improvement over our current operation that consists of five floors and utilizes two freight elevators to move product and materials. Our current operation was built in 1922 with additions added and completed in 1932.



In April, Laura Mendez (center) received a certificate for 15 years of service to the State of Iowa from Supervisor Jeff Bailey and Manager Becky Munoz. Thank you Laura for all you do for IPI-Fort Madison!

WELCOME NEW STAFF

Administrative Intern Lindsey Mendez has been helping out in the Fort Madison office with a variety of administrative tasks such as inputting purchase requisitions, printing sales orders, filing, etc. She graduated from Southeastern Community College in May with an Associate Degree in Business Administration.



Intern Lindsey Mendez is pictured far left. Shane (2nd from left) is shown at his graduation ceremony from the Academy with (from left to right) Captain Doug Bolton, ISP Warden Nick Ludwick and IPI Supervisor Jeff Bailey.

IPI Industries Technician Shane Blanchard came to IPI with ten years of experience with custom cabinet making and furniture building as well as intricate millwork fabrication and installation. For the past five years, he was co-owner of Blanchard Brothers Quality Carpentry in Denmark, Iowa. His extensive knowledge has quickly made him an asset to IPI in the finish area where he oversees repair work, restoration and finishing.

FURNITURE TO FINISH FY13 WITH RECORD-BREAKING SALES

Between dorm orders and Habitat for Humanity cabinetry, Fort Madison Furniture is experiencing one of our busiest years ever.



Finished product wrapped and awaiting delivery

Dormitory furniture orders were secured for five of Iowa's colleges and universities for delivery this summer: Iowa State University, University of Northern Iowa, Grinnell College, Iowa Western Community College and Grand View University. All of the customers are repeat dormitory furniture customers except for Grand View University, who has only ordered lounge furniture from IPI in the past.

Iowa State University has also given IPI the opportunity to manufacture kitchen and bathroom cabinets for 180 apartments in the ISU Fredrickson Court expansion.

Habitat for Humanity cabinetry orders continue to come in strong this year. In March, IPI Production Coordinator Bryan Koechle attended the Iowa HFH workshop in Des Moines opening the door for three affiliates that we have not done business with before and to re-connect with many affiliates we have been doing business with for nearly a decade. As part of the workshop, the group viewed HFH homes in Des Moines with IPI cabinets installed.

Current projects also include manufacturing and installing millwork for the two prison projects for ISP and ICIW.

Quality sells itself making our job much easier to retain past business and to move forward successfully for future sales.

SHOP SPOTLIGHT: CUSTOM WOOD

Since we visited them last in 2010, the staff and offenders in Custom Wood have had continued growth.



Cedar Rapids Library wood ends and tops completed by Custom Wood

The work of Custom Wood recently caught the eye of the news station KGAN out of Cedar Rapids. After viewing one of Custom Wood's furniture installations at a local school office, the station did a story about our work program. Several offenders were interviewed about what opportunities the work program offers and how it has changed them. In general, Custom Wood offenders are serving longer sentences than those in our other shops because of the time required to master woodworking skills. After training, they are able to produce many fine pieces of

furniture. Many groups that tour through the Custom Wood shop remark at the skill and quality of what the offenders make. This helps to instill a sense of pride of what the offender can accomplish. The offender is also allowed to have a picture of the finished product sent to their family.

Some of the major projects currently being worked on include the millwork for the new correctional facilities at ISP and ICIW. The new Cedar Rapids Public Library will have shelving end panels produced in the Custom Wood shop. Anamosa's shop also frequently assists its sister wood operation at Fort Madison and will be producing several items for Iowa State University that they were unable to fit into their schedule.

Many groups that tour through the Custom Wood shop remark at the skill and quality of what the offenders make.

The shop continues to expand their capabilities and is reviewing bids for a CNC machine. We plan to have this operational during the summer, and it will be another tool

to offer both real world training to offenders and better meet our customers' needs.

RD Oppelt is the newest staff addition to our shop and has been with us since May 2012. He continues to learn the various operations. Kim Zimmerman is the supervisor of the Custom Wood division in addition to the Warehouse. Kim also is responsible for several safety duties for IPI. Kent Ashline is the Production Coordinator and has been with IPI since August 2004. Each brings a unique skill set that has helped to improve the shop.



Left to right, Kent Ashline, Kim Zimmerman and RD Oppelt

SHOP & STAFF HIGHLIGHTS

- ▶ In addition to the news story on Custom Wood, a story was done on the popularity of personalized license plates in Iowa. The story included an interview with the offenders that put the orders together.
- ▶ Our sign division completed its recertification with flying colors. Congratulations to Jeff Otting, Mark Merfeld, Wayne Leytem and Greg Hart for continued high standards of excellence.
- ▶ IPI showcased our refurbishing work from Rockwell City by attending the Iowa Public Work Association Conference in West Des Moines in March. The IPI display included a before and an after snowplow.
- ▶ Our resource planning software Global Shop had a representative spend several days in our shops reviewing our processes in February.
- ▶ Mark Hollenback and Tim Diesburg traveled to Lacrosse, Wisconsin, to gain valuable information in our laminating processes that will improve quality and production rates.

IPI OUTFITS SPRINTER VEHICLES FOR PUBLIC SAFETY

Recently, the Iowa Department of Public Safety called on IPI to outfit a pair of response vehicles for their organization. The project presented unique challenges for custom designed cabinetry and storage units. Both staff and offenders met the challenge with great results.



IPI staff and offenders in the Metal Shop welcomed the unique challenge of outfitting the van interiors

Public Safety was pleased with the results as well:

"I just want to say how pleased I am with the results. Everyone involved with the project did an excellent job!! Both of the Sprinters will serve a critical need in insuring the safety of Iowans for many years. I will most certainly be recommending your agency for the great work that was done!! Thanks again."

Jeffrey Quigle
Assistant Director of Public Safety

Comments from the customers like this are great for our offenders to hear and help foster the pride and importance of a job done well.

NEW PRODUCTS: MP3 PLAYERS

The Central Canteen now offers an MP3 player for offenders to purchase. The AMP'D Maxx 8GB MP3 Player is available to offenders for \$129.95 plus tax and pay-for-stay. The player comes with ear buds and batteries. It also has a built-in FM radio.



Offenders download songs onto their MP3 players from a central kiosk. Offenders purchase song credits through the Central Canteen. There are nearly 9 million songs available from all music genres. Each song costs \$1.75.

The 8GB player holds approximately 1,400 songs. But there is no limit to the number of songs an offender can own. If an offender fills the player, he or she can simply transfer songs back to the vendor's kiosk to make room for more. A re-download feature allows offenders to add previously removed music at no charge.

There are nearly 9 million songs available from all music genres.

The first group of offenders to purchase the players received training on the operation of the device and the kiosk.

Several accessories for the player are also available through the Central Canteen: AMP'D Ear Buds, Screen Protectors (3-Pack), AMP'D Armband with Rubberized Cover, and AMP'D Outlet Adapter.

NEW (& FINAL) CANTEEN CATALOG PUBLISHED

The new 2013 Spring Canteen Catalog was recently completed and distributed. This will be the last hard-copy Canteen catalog that IPI will distribute. A new system is being implemented that will allow offenders to view the catalog and place orders on kiosks. Currently, offenders place orders by filling out bubble sheets. The new system will save print costs and staff processing time.



FUN FACTS

The Central Canteen sells a large amount of coffee.



In this quarter alone, the Central Canteen sold enough coffee to fill

2.7 million
Styrofoam cups.

In terms of gasoline, this would be enough gallons to fill the tanks of over

8,000
mid sized sedans.

In terms of milk, this would be enough gallons to satisfy

1,815
four person families
for a year.

In a year's time, we will have sold enough coffee to fill an

Olympic sized swimming pool.

Des Moines

DES MOINES CREWS MOVE OVER 60,000 BOOKS

It was a familiar project for the Move & Install crew. The task, moving over 60,000 Braille books from a 10,000 square foot storage area located in the basement of the Iowa Building to the existing library at the Department for the Blind, took place in four phases over five months.

▶ Phase 1: The Department for the Blind first had to make room for all the books to be moved at the existing library at the Department for the Blind. IPI crews assisted in reorganizing shelves and condensing the book collection there.

▶ Phase 2: The next step of the project consisted of removing the books from the shelving at the Iowa Building and preparing them for transportation.

▶ Phase 3: IPI crew tore down all the shelving currently in use at the Iowa Building and removed them.

▶ Phase 4: Transporting the books and putting them on the shelves in their new home was the final step in this project.

This project started in November 2012 and was finished in March 2013. Offenders worked almost 2,000 hours on this project from start to finish, and it was a great opportunity for the Move & Install crew to help out the Department for the Blind in getting set up in their new library location.

[Customer Testimonial]

"I want to thank Iowa Prison Industries for the help in moving over 60,000 Braille books and supplies out of the Iowa Building. We did not have the time or staff to do the work so (IPI) was asked to help do the job. The good thing about using IPI is once you showed them what you needed and wanted, the job was done right, and I did not have to oversee if the job was correct. I want to thank Clint Schmidt and his men Bob Mesecher, Dan Crook, and the workers."

Dave Coulson, Facility Engineer
Iowa Department for the Blind

"Far and away the best prize that life offers is the chance to work hard at work worth doing."

– Theodore Roosevelt

ON THE LIGHTER SIDE

Make sure to jot down these upcoming birthdays so you can make sure they have a great day!

July

2 – Diane Hughes (AN)
12 – Shari Long (FM)
12 – Mike Spooner (MV)
14 – Craig Hilpipre (RC)
20 – Jeff Bailey (FM)
22 – Laurie Cochran (FM)

August

2 – Aaron Lofthus (FM)
12 – James Pinegar (NT)
14 – Mark Hollenback (AN)
15 – Craig Ahlen (FM)
20 – Dave Schmitt (AN)

September

3 – Chris Guy (AN)
3 – Doyle Austin (RC)
10 – Darin Jarding (AN)
13 – RD Oppelt (AN)

October

4 – Bryan Koechle (FM)
4 – Kent Ashline (AN)
9 – Cathy Benedict (AN)
9 – Randy Bryant (FM)
14 – Teresa Engelbart (AN)
15 – Greg Hart (AM)
20 – Bob Fairfax (DM)
21 – Shane Blanchard (FM)
22 – Jeffery Buford (Farms)
22 – Karyn Hartwig-Evans (MV)
30 – Grace Kurt (AN)



Please submit any personal news you would like included in the IPI Newsletter to your plant manager or to Ann Baughman at the Sales Office.