

IPI Newsletter

April 2009

New Furniture Products On The Horizon

Iowa Prison Industries is working to introduce some new products to our customers in the coming months.

Dormitory Furniture:

Fort Madison wood shops have designed a laminate dormitory line that consists of a wardrobe, desk, chest of drawers and a mobile file. Anamosa Metal Shop assisted in designing a matching loft bed with metal



bedsprings and safety rail.

The staff at Mount Pleasant has also come up with a revised loft bed design, similar to IPI's standard 3-rung toolless loft bed, that is slightly less expensive without losing any quality or stability. Matching desks and chest of drawers have also been developed at reduced pricing from the standard lines.



The Family Mission Line was recently introduced after designing specifically for Iowa State University.

This line of bedroom furniture is produced with finger joint wood.

Office Furniture/Desks:

The Anamosa Metal Shop is working on designs and samples of a new office furniture line with post-formed laminate tops, metal bases and reasonable pricing.

Fort Madison Furniture is currently making samples of a desk line that will be available in wood veneer or all laminate. Once the samples are finalized, the line will be ready to introduce to IPI's customers.

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Baysden's Corner

BY ROGER L. BAYSDEN
IPI DIRECTOR



I have had the honor of serving as the Industries Director since 1997, and while most of that time has exceeded my greatest expectations, the past three months had been trying times.

The economy has dropped dramatically with rippling effects reaching to IPI for the first time since 2002. Selling of the state farms is still under consideration, attacks on IPI furniture manufacturing has increased dramatically, and just when I thought there could be no more bad news, I received the February Financial Statements. I am sorry to say that we had one of the worst months under my watch. Year-to-date IPI has lost \$241,556. This is an increase of \$144,000 from the month of January 2009 alone. We cannot afford many more of these months.

House File 730 threatens the very core of Industries and ignores the greater good that IPI brings to state government. It would turn purchasing

of furniture over to DAS. DAS, of course, would allow IPI to bid for the business. Some might ask, well what is wrong with that...and there is plenty wrong. In 1935, IPI was created to be a self-funding entity that was allowed to sell to government entities with protections because of the training component of industries. Careful attention was devoted to ensure the playing field was leveled with private companies. Thus the code prohibits IPI from selling to the public, yet ensuring that our customer base remained intact. IPI has a dual mission; one, to remain self-funding and free from appropriations. The second is to train offenders in skills that will allow them to find meaningful work upon release. No one in the country has done this better than us! IPI enjoys the lowest recidivism (4.9%) in the entire country, thanks to your devotion and commitment to excellence. There are many other reasons for denying HF 730, but I am limited to one page for my corner.

We have seen tough times before and we have pulled through; we will again

this time because of the people on the IPI payroll. Now is the time for all of us to challenge what we do, how we do it, and search out better ways to do it. Just because we have not manufactured something does not mean we can't. I am asking that each and every one of us to look within ourselves and draw upon that inner resource that we all have. Our customers who are in the purchasing market have the same discouraging news as we do. We need to remind them of the value of IPI products in terms of quality, price and service. It is important to them that IPI remain healthy and solvent.

All of the distractions will go away one day; until then, let's be the very best at all that we do. Watch our expenditures and capture every sale possible. We owe this to our staff, our offenders and to the taxpayers. Thanks for all that you do.

We are moving ahead with our showroom and with the prison cell program at Rockwell City. There will be more on both of these exciting ventures in our next newsletter.

SALES & MARKETING

Director Baysden Wins National Recognition

Roger Baysden, Director of Iowa Prison Industries, was honored by his peers on Tuesday, April 7, in Dallas, Texas, with the prestigious "Rodli Award" that is presented annually by the National Correctional Industries Association. This award recognizes the "Director of the Year" in Correctional Industries across the nation and is based on sustained, outstanding contributions to the Correctional Industries field and remarkable contributions to the body during the career of the individual.

Roger has worked tirelessly over the past eight years as a member of the executive board of the NCIA, including serving as President and Chairman of the Board of this national organization. He helped this organization maneuver itself through a tough time in funding reductions, and he exhibited quiet and calm leadership

in the most challenging of times for this group. He takes a personal interest in the success of this program as he does for all of us staff here in Iowa with Iowa Prison Industries. No wonder that his dedication and performance was recognized by his peers on a national level.

We here in Iowa have benefited from his drive and determination as well; please note that over the past ten years IPI has achieved a growth of 180% in business, seen a 153% increase in inmate work hours, became one of the leading PIE programs in the country and contributed over \$8 million to the General Fund without one dollar of funding from the legislature. Not to mention with his guidance IPI developed the first in the nation Canteen program, became the largest supplier of dorm furniture in the Correctional Industries setting in the



Roger Baysden (center) with Gina Honeycutt, Executive Director NCIA, and Don Guillory, CEO Virginia Correctional Enterprises / President NCIA.

country, and has developed many new markets to create more training and jobs to allow inmates to hit the streets ready to work and to reduce recidivism for all the taxpayers of Iowa.

It is not a surprise to us here in Iowa that he would be the hands down winner of this National Recognition. Obviously, his peers felt the same as we do. Congratulations Roger on this outstanding achievement.

New Products (continued from page 1)

24/7 Chairs:

With our vendor discontinuing our 24/7 office chair kits for correctional officers, IPI has been searching for an alternative chair. Sample chairs from several vendors have been reviewed and the Seating shop is researching costs to determine a selling price for two chairs: an average-sized chair for general 24/7 office seating and an oversized chair to accommodate officers in full gear.

As with any manufacturing company, adding new products at Iowa Prison Industries can be an involved process that requires a great deal of teamwork. The sales and marketing team listens to customer requests, investigates products that vendors have available, researches competitive companies' products and recommends to the plants what products our customers want to purchase and at what price. The plants then take these

recommendations and investigate how to build these products, what materials and equipment are necessary and raw material and labor costs. The purchasing office assists in researching raw material vendors and costs. The plant presents the sales office with selling prices and samples for review. As you can guess, this process can take quite awhile from start to finish, but is necessary in order to fill our customers' changing needs.

Sales Report Card

YTD New Customer Sales By Sales Rep

(July 1, 2008 through March 31, 2009)

Dennis Barry	\$85,114	Michael O'Brien....	\$701,356
Scott Klinefelter	\$44,000	Kevin Peterson	\$52,691

YTD Customer Satisfaction Card Results

(July 1, 2008 through February 28, 2009)

	Excellent	Good	Below Average
Sales Representative Knowledge	83.8%	15.9%	0.2%
Timeliness of Delivery	71.7%	24.1%	4.2%
Delivery Service	77.4%	20.4%	2.2%
Quality of Goods	81.5%	17.6%	0.9%
Value for Money	82.4%	16.4%	1.2%
Question/Problems Handled Promptly	82.7%	16.1%	1.2%
Average	79.5%	18.8%	1.8%
	Yes	No	Maybe
Would you recommend us to others?	95.8%	0.2%	3.9%

3rd Qtr New Customer / New Project Orders

(For a complete list contact the Des Moines office)

Customer	Products.....	Sales
Washington Co Jail	Office Furniture.....	\$12,047
Missouri Valley CSD	School Furniture.....	\$10,400
Iowa Assoc of School Boards	Office Furniture.....	\$5,014
City of Dike	Imprinted Plastic Bags	\$4,537
St. Joseph's - DeWitt.....	School Furniture.....	\$4,508
Waterloo CSD	Biodegradable Bags.....	\$4,014
City of Chariton	Tables	\$2,220
Lutheran Interparish Schools	Seating	\$2,214
Dubuque CSD	Plastic Bags.....	\$1,394
West Des Moines CSD	Plastic Bags.....	\$1,000

It's a Bird, It's a Plane...

No it is not Clark Kent, but it is IPI's version of that – Scott Klinefelter. Scott will be taking on expanded duties as he will not only be handling the furniture sales duties for the western part of Iowa but also handling chemical sales in the central and western half of the state. Scott's new responsibilities will include Green Seal Certified chemical sales, recycled and biodegradable plastic trash bags, new embroidery and clothing sales, institutional textile sales and air filter sales to the above territories.

Scott has had extensive sales experience with IPI starting in October of 1998 and is known as an expert in many of the furniture areas. We expect he will soon be as proficient in this new assignment that he is tackling with enthusiasm and

the professional challenge it represents. Scott will soon be known as a "one stop sales resource" for all of his accounts and prospects that he works with. He is already testing and working with some of the new products so that he can give the customers the best information first hand from his personal perspective in using the products.

So next time you see that streak of light passing by, it is not a bird, nor a plane, it is just "SuperScott" on one of his Northwest to Central Iowa runs to serve IPI customers with Exceptional Service, Reasonable Prices and Quality Products. We know Scott will give the customers what they deserve and will work to expand the message to more prospects and potential customers in that area of the



state as well. Make sure when you see Scott to wish him well on his new challenge.

BUSINESS OFFICE

Kathy Jaeger To Retire



Kathy Jaeger, who has worked for Iowa Prison Industries for over 13 years, is retiring April 16th.

Congratulations Kathy! We wish you well, and you will be missed! Kathy has handled a variety of duties in the Business Office including handling all incoming and outgoing mail (opening, sorting and distributing). She also coded all incoming monies with their customer and invoice numbers and was responsible for the collection of past due customer accounts. Kathy also processed all travel claims for Prison Industries.

Kathy will join her husband, Jim, in retirement (he retired in January). They are planning some trips to the East Coast, Branson, Las Vegas and Tennessee. As for her first day of retirement, she says she is going to do NOTHING!

IPI Sales Comparison FY09 vs FY08 (July 2008 through February 2009)

	FY 09	FY 08	\$ Change	% Change
Anamosa				
License Plates	\$684,954	\$645,566	39,388	6.1%
Sign	\$1,855,629	\$1,486,816	368,813	24.8%
Graphic Arts	\$634,733	\$509,813	124,919	24.5%
Housekeeping	\$533,848	\$775,895	(242,047)	-31.2%
Filters	\$148,190	\$95,651	52,539	54.9%
Metal Furniture	\$1,787,151	\$1,761,955	25,196	1.4%
Custom Wood	\$523,267	\$358,641	164,626	45.9%
Braille	\$178,085	\$167,693	10,391	6.2%
Fort Madison				
Furniture	\$1,855,076	\$1,117,981	737,095	65.9%
Recycled Wood	\$5,710	\$6,918	(1,208)	-17.5%
Textile	\$502,008	\$488,457	13,552	2.8%
Tourism/Call Center	\$147,580	\$101,797	45,782	45.0%
Mitchellville				
MV Panels & Seating	\$829,730	\$1,459,283	(629,553)	-43.1%
CD Rom	\$138,897	\$127,423	11,473	9.0%
MV Hskg/Chem	\$421,535	\$7,675	413,860	
MV Textile	\$163,583	\$0	163,583	
Plastics	\$693,060	\$566,026	127,034	22.4%
Des Moines				
State Surplus	\$92,896	\$141,612	(48,716)	-34.4%
Federal Surplus	\$30,887	\$41,084	(10,197)	-24.8%
Moving & Install	\$251,768	\$206,980	44,788	21.6%
Newton				
Canteen	\$3,127,148	\$3,196,869	(69,720)	-2.2%
Total	\$14,605,735	\$13,470,282	1,135,453	8.4%

Shop Spotlight: Graphic Arts

This month's spotlight is on the Graphic Arts Division, often referred to as the Print Shop. This division has evolved with the times. You will see several older presses but also some of the newest digital printing equipment. The services that Graphic Arts offers also have evolved. Some of the services offered now are printing of mouse pads, coasters, customized calendars or notebooks, award certificates and greeting cards. These services compliment the design, layout and typesetting capabilities that the shop can do.

Another service that has grown is the forms distribution and mailings that can be done. This value added service available to customers can save them time and money.

Staff that are the key to the success are Supervisor Greg Hart, Production Coordinator Bill Janssen and Technician Al Stecher. Greg has a wide range of experience in Iowa Prison Industries and has guided the program to have some of the best delivery times in IPI. Bill Janssen has set the bar high for his efforts to meet customer requests. Factors that determine the quote are amount of color, level of detail, paper stock and quantity. Al Stecher has been quick to learn the trade and has become a vital part of the shop. Al also helps cover Sign Shop. Offenders like the variety of equipment and processes they can work on.



Production Coordinator Bill Janssen with an inmate employee.



Industries Technician Al Stecher



Graphic Arts offers decal printing.

New Warden Welcomed By IPI Anamosa

Iowa Prison Industries welcomes our new Warden at Anamosa, John Fayram. John started his new duties on March 6. Warden Fayram has been a strong advocate for the value of the work program and we

look forward to continuing to grow and become a better program. We wish former Warden Jerry Burt continued success as he becomes the Deputy Director of the Eastern Region.

*Intelligence doesn't get you anywhere,
determination does.*

Anamosa Financials Remain Positive

Overall Anamosa sales are 8% ahead of last year's sales. Sustainable income is approximately the same as last year. As we strive to develop new work programs, we have to look at the how important this is. Filters was not in our offerings several years ago and now is on pace to have over \$200,000 in sales. And within our current programs we have added lines that help meet changing customer demand. Sign shop digital printers, laser engraving equipment and other items are helping to keep work for offenders and provide a production environment that will be similar to what they may encounter when they reenter the work force.

Sign Demonstration Hosted

IPI and 3M hosted a night demonstration of signage at the Anamosa State Penitentiary on March 4th with several county and city customers attending. A couple of license plate bird houses were given out as door prizes. We also hope to host them for a tour of the shops in the future. People that come in to look at what we do have a better appreciation of the work that can be done by offenders and the value Iowa Prison Industries provides back to Iowans.

Recent Customer Testimonials:

Air Filters

"Great quality furnace filters. Very comparable to 3M for less money. Will recommend to anyone."

-- ASP Employee

Custom Wood Office Furniture

"The desks are very beautiful and good quality."

-- Woodward Resource Center

FORT MADISON

Mt. Pleasant Busy With Dorm Orders

The Mount Pleasant operation is busy producing the 486 student desks ordered by the University of Northern Iowa along with all of the dorm bed and wardrobe orders. This division has been a great asset to our furniture operation. They continue to look for ways to make a better quality products and are currently working on a new style loft bed that will allow us to offer various price ranges of loft beds to meet our customer needs.

The talented workers at Mount Pleasant have also shown they are capable of producing quality custom wood furniture. The photos to the right show a custom piece produced for a local church.



Summer Orders

- U of I – 113 rooms plus an additional 191 loft beds
- Iowa Western Cmnty College – 72 rooms plus 49 wardrobes and an additional 109 student desks
- UNI – 486 student desks

Textiles Offers Quick Shipping On Inmate Clothing & Textiles

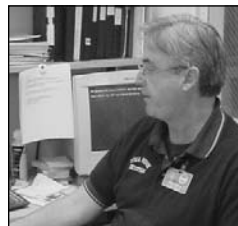
To offer our customers quick order delivery, the Textiles Shop increased production and built up a nice stock level of most inmate clothing and textiles to offer immediate shipping. Our standard turnaround time in this shop is shipment within a few days from receipt of order. In addition, the Textiles Shop is offering reduced pricing on most available stock items to help our customers through tough budgetary times. A flyer was e-mailed to all of the institutions, county jails and DHS institutions; the reduced pricing is available until supplies run out or April 30th, whichever comes first. A list of sale items and inventory available for quick shipment is available on our website at <http://www.iaprisonind.com>.

The Embroidery and Garment operation has been a very nice addition to our textile division with great responses and support from our customers, especially

from various schools like Des Moines and West Des Moines.

Staff Update:

Ron Heckenberg is now supervising the Textiles Shop. He was moved from the furniture shop to fill this open position; he has years of experience not only in standard manufacturing but also came to IPI with sewing background.



New Product:

The Textiles Shop recently introduced a Fleece Blanket, 60" X 82", at a special discount price \$12.40 each. Normal price is \$16.40. These blankets are in stock and available for immediate shipping. Customers should contact their sales representative to view a sample.

Sales Overview In Fort Madison Shops

The good news in the Furniture Division is sales are up by over 45% in furniture; the bad news is our orders are down for summer deliveries which will affect the start of FY10. Staff continues to pull together to make changes in our operation making it a more secure and efficient operation. Team effort is a necessity in getting the job done.

Sales in Textiles are running even with this time last fiscal year, and sales are up in the Tourism Division.

Staff Recognition



Bob Manka (pictured left) has been employed by IPI for 10 years.

Good Health Certificates (no sick leave used in 2008) were awarded to **Becky Munoz, Mike Nye and Dale Koopman.**

IPI-IDED Tourism Partnership Continues

The Tourism Division has provided tourism fulfillment for almost 17 years under a contract with Department of Economic Development. This has been a win win for both Iowa Prison Industries and IDED; it allows us to train inmates in a marketable skill by providing services to IDED at a reasonable price. This division has a lot of room for growth.

IPI-FM Receives Thanks For Holiday Donation

Dear Iowa Prison Industries:

Thank you so much for your generous donation of the wooden toys, dolls and musical instruments. These donations will be going to kids as Christmas gifts or they will be placed in the playroom for many kids to enjoy. We are very grateful for your donations.

Kind Regards,

University of Iowa Children's Hospital

New Focus on Tech & Training

With the addition of Industries Technician Dennis Piotraschke, IPI-MV has improved its emphasis on technology and training. Dennis's experience includes seven years in the US Navy repairing ships in the Pacific Fleet, working with skilled trades to keep production lines and robots operating efficiently at Toyota and Maytag and collaborating with engineers in private industry to fabricate and install design changes.

At IPI-MV, Dennis has used his experience to set up the infrastructure for the new Chemicals Department. This has included installing air and water lines and a new water heater, overseeing contractors as they installed the water softener and electrical system, and setting up the Chemicals workstation. Dennis has also spent many hours training the Chemicals and Plastics Department offenders in safety, troubleshooting, preventative maintenance and equipment repair.



Industries Technician Dennis Piotraschke trains Plastics Shop Offenders Tammy Leedom, Amber Minor and Jacqueline Gale.

For Dennis, teamwork and training are key factors. Dennis operates from the philosophy that a sense of ownership in the production process creates good employees. He also emphasizes how valuable offender input has been in the troubleshooting process, particularly as the Chemicals Department has worked out mathematical formulas to improve product flow. Dennis gives much credit to the willingness of the Chemicals and Plastics offender workers to learn through trial and error, but we at IPI-MV give just as much credit to him!

The following letter was written by a former IPI-MV inmate employee to Shawn Preston, MV Plant Manager:

Thanks for everything you allowed me to learn and do while employed here. I really appreciate the skills I have developed, the challenges you allowed me to overcome and learning to take pride in a job well done.

A few of the skills I have learned are graphic design, shipping and receiving, fork lift training, purchasing, billing and contracts, press operation and chemical manufacturing. I have learned inventory control for different companies, MSDS safety training and working on the Global system. I have researched and developed new products. I have learned how to use many different computer programs.

The challenges I have overcome are many. I have learned to trust myself as others have put their trust in me. I have overcome low self-esteem caused by so many poor choices in my life. Above all, I have learned leadership skills. I have faced the challenge of needing to self-teach and learned that I am much more able than I ever imagined.

I have had the opportunity to attend meetings with vendors and customers, which gave me a sense of pride to be included. I learned a lot in these meetings, taking notes and reviewing what was discussed. My opinion and input mattered and that meant so much to me. To sum it all up, my experience here at IPI has been invaluable. It is something that undoubtedly will change and shape the course of my life.

I have worked with wonderful people while employed at IPI. Every staff member here has taken the time to teach. I appreciate every one of them.

Angie McDermott

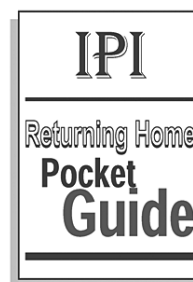
MV Framing Goes Beyond Photos!



Offender Angie Boals in front of the Framing Sample Board.

With 21 varieties of wood frames, 11 varieties of metal frames, 11 varieties of poly metal frames and 43 mat colors available, IPI Mitchellville can frame almost any item in style. Some items Mitchellville Framing has handled include: pastel chalk drawings, signed-by-the-artist paintings and prints, a rug brought back from Iraq by a U.S. serviceperson, signed baseball jerseys, family photos, certificates of award, over 50 pictures for the Department of Corrections building, art and photos for charity fundraising efforts and shadow-box frames.

MV Print Shop & Roger Baysden Team Up



The Mitchellville Print Shop recently reproduced 150 copies of a booklet created by IPI Director, Roger Baysden. The "IPI Returning Home Pocket Guide" is designed to help offenders prepare for successful re-entry into society. The booklet includes information on How to Have a Successful Job Interview, Goal Plans for Employment, Job Searching, Housing Needs, Transportation, Health & Wellness, Addiction Recovery, Food & Clothing, Family & Community, Spiritual Life, Leisure, Education, Career, and contains a Budget Worksheet for Finances.

These booklets will be distributed to women offenders preparing to leave the Iowa Correctional Institution for Women. Many thanks to Roger for this valuable re-entry tool!

IPI Awarded for Recycling Excellence

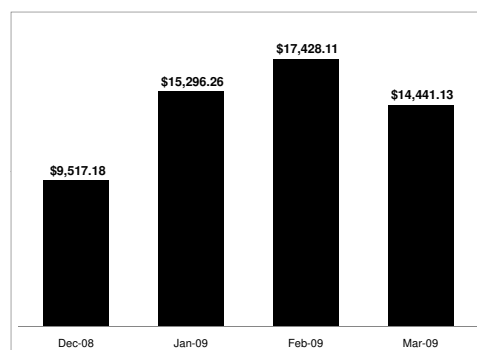
MidAmerica Recycling issued an award for outstanding achievement in recycling to Iowa Prison Industries Canteen for our eco-friendly recycling efforts in 2008. IPI contributed over 56 tons of paper for recycling throughout the year 2008. That amount of paper is equivalent to conserving 969 trees, 398,902 gallons of water, reducing air pollution by 3,419 pounds, and saving over 180 cubic yards

of landfill space, not to mention the many hundreds of thousands of hours of electricity and all the savings involved therein. IPI was very pleased to receive the award and hopes to contribute just as much, if not more, to the recycling effort in 2009. IPI's commitment to customer service also means using and reusing, resources responsibly, and it is not a commitment IPI takes lightly.

Canteen Offers New Shoe Selection

IPI added two men's shoes to its catalog in December of 2008 and the response has been overwhelming. The new *Adidas Floater* and the *Reebok Heritage DMX* have been met with a warm reception and high demand. The *Adidas Floater* is a mid-top basketball style shoe. The *Reebok Heritage DMX* is a low-top running shoe. Both shoes meet IPI's high requirements for quality and exceptional service.

IPI's women customers have had something to be happy about recently. In March of 2009 IPI added two women's shoes to its inventory and the customers have been pleased. The *Reebok WX328 Cross Trainer* and the *Avia AW330 Women's Walking* have taken their places among IPI's selection of available women's shoes and the women have noticed. *The Reebok*



3rd Quarter FY09 Shoe Sales (through March 16)

WX328 Cross Trainer is a low-top running shoe with a tough durable sole. The *Avia AW330 Women's Walking* is a low-top walking shoe with a light design and comfortable fit. Both shoes meet IPI's high standards and the customers have shown their appreciation.

IPI Distributes Own Line of Chips

Nacho cheese flavored tortilla chips have always been one of the Canteen's more popular products, but due to the current economic situation, IPI was having difficulty securing a reliable supply of quality product at a reasonable price. Canteen customers expect the same quality products, exceptional services and reasonable prices they have always received, and since IPI is committed to their customers, something had to be done.

IPI is proud to introduce the new *BLOCK PARTY* label to their list of available products. The *BLOCK PARTY Nacho Cheese* chip will be offered in a sixteen-ounce bag for a reasonable price. Hopefully, this will be the first of many different chip flavors offered under the IPI-owned *BLOCK PARTY* label.

Barrel-O-Fun has agreed to supply the chip component while IPI provides the label and redistributes the product. This arrangement will enable IPI to have more control over costs that were previously left to the whim of suppliers. Ultimately, this arrangement allows IPI greater control over the price of the finished product and they can then, in turn, pass these savings onto their customers.

IPI continues its commitment to providing its customers the best possible service with the new *BLOCK PARTY* label.

2009 Sales Office Trade Show Schedule

Date	Event	Location
May 21	Iowa Corrections Association	Cedar Rapids
July 15-16	Iowa School Buildings & Ground Association	Ames
July 27	Iowa Family & Consumer Science Educators	Ames
Aug 12	School Administrators of Iowa	Des Moines
Aug 25-26	Iowa Downtown Summit	Ames
TBD	Nat'l Assoc of Education Buyers - MINK Conference	TBD
Sep 11	Iowa County Conservation Board	Decorah
Sep 14	Iowa State Sheriffs & Deputies Association	Des Moines
Sep 23-24	Iowa League of Cities	Davenport
Oct 21-22	Iowa Library Association	Des Moines
Oct 28-30	ACUHO	Kearney, NE
Nov 19	Iowa Association of School Boards	Des Moines
Nov 18-19	Iowa State Association of Counties	Coralville



The *BLOCK PARTY* Nacho Cheese Chips graphic was designed by an IPI employee.

DES MOINES

IPI Washes Auction Vehicles For DAS

Not rain nor snow can hinder the work IPI is asked to do. Recently, the Moving and Install team worked out an agreement to wash the auction vehicles for the Department of Administrative Services Fleet and Mail Division. These vehicles must be washed the Thursday before each auction; with public viewing on Friday and the auction on Saturday. The first scheduled time to wash these auction vehicles it did snow and rain, but the work was still accomplished once the sun came out later that morning. Regardless of Mother Nature's attempt to slow the IPI car wash team down, the 136 vehicles were washed and prepped in time for the public viewing on Friday, March 27th.



New Federal Surplus Inventory



Contact Clint Schmidt at 515-681-0268 for more information on the Federal Surplus program.

Recent Customer Testimonial:

Modular Office Reconfigurations

"Great job! Team was polite, professional and accommodating."

-- Laurie Hoing, Dept of Administrative Services

"The team was the most cooperative & flexible team I've ever worked with. Very professional."

-- Lois Schmitz, Dept of Administrative Services

ON THE LIGHTER SIDE



Birthdays

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

May

- 4 – Jeff Otting (AN)
- 10 – Dan Luensmann (AN)
- 13 – Michael O'Brien (DM)
- 15 – Dennis Barry (DM)
- 17 – Kathy Jaeger (AN)
- 18 – Chad Squires (NW)
- 24 – Dennis Piotraschke (MV)
- 25 – Bob Carlson (Farms)
- 28 – Bill Gehl (Farms)

- 6 – Ann Baughman (DM)
- 6 – Clint Schmidt (DM)
- 7 – Bob Mesecher (DM)
- 9 – Ann Noska (AN)
- 10 – Mike Nye (FM)
- 19 – Jamey Klostermann (AN)
- 24 – Pam Kray (AN)
- 26 – Laura Mendez (FM)

July

- 10 – Dale Koopman (FM)
- 12 – Shari Long (FM)
- 12 – Mike Spooner (MV)

June

- 4 – Ron Heckenberg (FM)

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.

- 14 – Chris Gillmore (AN)
- 20 – Jeff Bailey (MP)
- 22 – Laurie Cochran (MP)

August

- 2 – Aaron Lofthus (FM)
- 10 – Patty Gassman (AN)
- 12 – Jim Pinegar (NW)
- 14 – Mark Hollenback (AN)
- 14 – Rita Light (RW)
- 15 – Craig Ahlen (FM)
- 29 – Deb Kraft (DM)