

INSIDE IPI

www.iaprisionind.com Winter 2014

IPI UTILIZES STUDENTS FOR SPECIAL PROJECTS



ISU professor Brad Shrader and MBA students visited the IPI showroom to learn more about IPI and to discuss the marketing project.

IPI has been successfully utilizing interns from Iowa universities for several years in various locations, and we plan to continue this practice. Recently, IPI is expanding the partnership with students to include IPI as the focus of some class projects.

IPI Sales & Marketing is the focus of a service learning project as part of a professional skills development course in Iowa State University's MBA program. During this spring semester, four students working as a team, under the guidance of Professor Brad Shrader, will be looking at two specific IPI customer groups: Churches and employers of eligible organizations. The project will include researching the markets, determining how our current product lines will appeal to them, and developing sales and marketing strategies and

implementation plans that will increase IPI sales to these markets. The MBA students will present their project to IPI at the end of the spring semester.

Metal Furniture and Custom Wood at Anamosa are working with Iowa State University's Department of Landscape Architecture on several design projects that will be used at the new institution at ICIW. Assistant Professor Julie Stevens and two students are working closely with IPI staff on designs within IPI's production capabilities.

The utilization of interns is on-going. The Des Moines office currently is employing Amanda Willmert, a senior graphic design student at Grand View University, through the spring semester. Amanda is working on projects such as updating IPI sales materials with the new logos, assisting with the production of IPI's printed catalogs and newsletters, and working on trade show and showroombanners. The search for a summer intern for similar duties is currently underway.



Anamosa is currently working with Kaplan University in Cedar Rapids to employ an intern from their Business Administration

program to work in the Sales Office for about ten weeks.



Madison Romano, ISU Product Development for Fashion Design student, is finishing her internship at IPI in Mitchellville. While in Mitchellville, Romano completed time studies

on individual operations and a work study on production to increase productivity, profitability, create a standard and make work easier. She reorganized the textile floor to be as efficient as possible. After tweaking the jean design to resemble more of the industry standard for men's denim, she is now concentrating on creating a better fit and warmer denim coat for the offenders. Other clothing designs created have all been imputed and saved in the Opti-tex software, which will be faster to prepare the markers for specific sizes on orders. IPI is working with ISU to find another intern for the Textiles shop to continue Madison's work.

IPI has learned that interns and student projects can be invaluable on special tasks that current staff and offenders either do not have the time to allocate to the project or do not have the proper knowledge and experience to complete the project. We look forward to seeing what fresh ideas come out of these most recent groups of students.

IPI WORK TRAINING PROGRAMS ON A RECORD PACE FOR FY14

Six months into Fiscal 2014, sales of IPI products and services are up 35% over last year and are on a record pace. These results reflect the great support we receive from our many customers across the state, and show that IPI is able to provide more and better work training opportunities for offenders.

Research consistently shows that programs such as work training and vocational education are effective tools in reducing offender recidivism – the percentage of released offenders that return to prison within three years. The return rate to prison for Iowa offenders released during FY2010

and tracked through FY2013 is 30.3%, down from 33.9% six years earlier, and well below the national average. IPI's work training programs are one of many evidence based practices utilized by the Iowa Department of Corrections. Since work training is so effective, IPI says "let's do more!"

Furniture production for the new institutions in Fort Madison and Mitchellville has been a large part of this growth, but we are also enjoying increased sales of furniture to Iowa's schools, colleges and universities.

During this growth phase, the IPI staff has

been absolutely fantastic in their hard work and dedication. Even while production levels are strong, they haven't let safety or quality suffer, and they have kept IPI shops operating in a secure manner. So a huge "thank you" to the IPI team!

Here's hoping that the second half of FY2014 is just as great,

Dan



DAN CLARK - IPI Director

SALES & MARKETING

CUSTOMER SPOTLIGHT: MARION POLICE DEPARTMENT

The Marion Police Department recently moved into their brand new building on Highway 151 at the edge of Marion, and IPI was pleased to be their primary supplier for furniture.

Thanks to Chief Harry R Daugherty, Captain Doug Slagle, and Lieutenant Rich Holland for selecting IPI from a long list of interested vendors. All three plants took part in furnishing offices, meeting rooms, conference rooms, waiting areas, and much more.

Chief Daugherty's office boasts a custom oak desk with the Marion Police Department's insignia engraved on the front panels. Large meetings can be held in either of two conference rooms furnished with twenty foot oak mission tables. Each office received a desk system custom designed to fit for maximum use.

Chief Daugherty, Captain Slagle, and Lieutenant Holland all helped in the design and selection of furniture for this project, and the results were fantastic. They have a beautiful building and great furniture which over a hundred City of Marion and

Linn County officials were able to view at the November Open House. We are currently working on a follow up order with the police department to put some finishing touches on a few additional areas.



Thanks again to Chief Daugherty and Lieutenant Holland, and a special thanks to Captain Slagle for the many hours he spent working on this great project with us.



MAKING A DIFFERENCE IN IOWA

Following is an article submitted by Bob Fairfax, Director of Sales & Marketing, to the NCIA (National Correctional Industries Association) for the next issue of *NCIA News* and for recognition at the upcoming national training conference in April.

It is impossible to count the ways that Ann Baughman makes a difference daily in Iowa Prison Industries total presentation to the public. As a Marketing Manager for IPI, she affects virtually every aspect and helps to provide the "face" of IPI to all of our customers and to the constituents of the State of Iowa as well.

There are no projects that she will not embrace and assist on, no customer issues that are too small to give the right amount of attention to, and request for help from staff and offenders are provided her utmost attention. As the "go to" person in the Sales and Marketing Division of IPI, she exudes knowledge and confidence in each instance to provide the best overall experience for our customers and our internal staff as well. Her favorite catch phrase is "no problem."

Recently Ann has had the lead in a re-launch of our website which involved a complete new working format with additional features and capabilities. Additionally while working with Iowa State Interns and IPI staff, led the development and implementation of our New Logo, tagline, and brand promise. Months and months of work culminated in the presentation of their committee's hard work at the IPI training conference in October to kick off the new image of IPI for the future. IPI was recognized by our peers in the Correctional Industries Market, and with her direction will be recognized in April at the NCIA Conference as the recipient of the 2013 Annual Report winner in New Orleans. Also during that meeting, she will be a presenter in the Sales and Marketing Track on the subject of Technology

changes for the future. Ann is a past NCIA Sales and Marketing person of the year award winner on the National Level in 2008.

Ann has helped IPI move into the next generation of "techno tools" by outfitting, training and supervising the sales team with tablets, smart phones, and use of the "cloud" for remote presentations and product demos. She has expanded the digital reach of IPI and is investigating the use of social media to reach more customers and potential clients in Iowa. She is also coordinating the "refresh and renewal" of IPI's showroom and sales office displays to target current market trends and become less institutional and more mainstream.

While undertaking all this, Ann was able to squeeze in time for a wedding, time with her young son, and two new step-daughters during this summer as well. Planning a wedding alone could be enough to monopolize months of time, but Ann did not miss a step. In her spare time helping with charities and Masonic lodge activities as well as an avid softball player and just about any other "athletic" activity you can challenge her with. Most recently completed her first 5K with her new husband!

So it was easy to say that Ann makes a difference every day to us at IPI. Operations are more efficient because of her, IPI has grown dramatically with her teamwork, and the Sales and Marketing Division is stronger because of her. A true Superstar in every sense of the word.



Ann and husband, Jason, after their first 5K together at the Holiday Jingle Jam 5k in Des Moines

BUSINESS OFFICE

FINANCIAL STATEMENT SUMMARY

AS OF DECEMBER 31, 2013

	MTD SALES		YTD SALES		CHANGE	
	FY-2013	FY-2013	FY-2014	FY-2013	\$	%
ANAMOSA						
License Plates	111,127	144,456	757,752	948,371	(190,619)	(20.1) %
Sign	262,771	184,802	1,655,143	1,725,205	(70,062)	(4.1) %
Graphic Arts	28,857	53,497	235,549	304,368	(68,819)	(22.6) %
Housekeeping/Laundry	45,094	40,049	266,244	279,615	(13,371)	(4.8) %
Filters	45,498	32,717	209,833	226,990	(17,156)	(7.6) %
Metal Furniture	153,195	73,907	1,985,318	1,457,949	527,369	36.2 %
Custom Wood	97,369	25,954	1,007,116	387,993	619,123	159.6 %
Braille	21,256	6,567	116,724	161,112	(44,388)	(27.6) %
Rockwell City Oper.	15,875	3,251	216,132	83,431	132,701	159.1 %
ANAMOSA TOTAL	781,141	565,201	6,449,810	5,575,033	874,778	15.7 %
FT MADISON						
Furniture	608,320	33,655	4,830,978	2,146,704	2,684,274	125.0 %
Textile	52,674	3,200	152,259	64,016	88,243	137.8 %
Tourism	2,455	3,755	35,869	34,539	1,330	3.9 %
FT MADISON TOTAL	663,450	40,610	5,019,106	2,245,259	2,773,847	123.5 %
MITCHELLVILLE						
Panels and Seating	121,866	48,707	1,218,186	786,347	431,839	54.9 %
Housekeeping/Chemical	62,584	40,412	297,051	291,662	5,389	1.8 %
Textiles	49,220	57,889	304,711	405,039	(100,328)	(24.8) %
Plastics	41,975	26,562	245,824	304,231	(58,406)	(19.2) %
MITCHELLVILLE TOTAL	275,645	173,570	2,065,772	1,787,278	278,494	15.6 %
DES MOINES						
DM Textile Services	2,321	1,341	17,346	6,404	10,943	170.9 %
Federal Surplus	9,201	630	59,957	31,623	28,334	89.6 %
Moving and Install	27,968	17,612	215,943	181,429	34,514	19.0 %
DES MOINES TOTAL	39,489	19,584	293,247	219,456	73,791	33.6 %
NOVELTIES	891	447	1,491	1,717	(227)	(13.2) %
TOTAL W/O CANTEEN	1,760,616	799,412	13,829,426	9,828,743	4,000,683	40.7 %
CANTEEN	567,917	489,365	2,705,179	2,387,550	317,628	13.3 %
TOTAL WITH CANTEEN	2,328,533	1,288,777	16,534,604	12,216,293	4,318,311	35.3 %
LESS ELIMINATIONS OF ID SALES	59,048	17,650	334,239	243,177	91,062	
GRAND TOTAL	2,269,485	1,271,127	16,200,365	11,973,116	4,227,249	

SALES REPORT CARD

JULY 1, 2013 - DECEMBER 31, 2013

YTD CUSTOMER SATISFACTION CARD RESULTS

	Excellent	Good	Below Average
Sales Representative Knowledge	88.2%	10.8%	1.1%
Timeliness of Delivery	84.6%	14.4%	1.0%
Delivery Service	88.3%	11.7%	0.0%
Quality of Goods	85.7%	13.3%	1.0%
Value for Money	85.1%	13.9%	1.0%
Questions/Problems Handled Promptly	93.0%	7.0%	0.0%
Average	87.3%	12.0%	0.7%
	Yes	No	Maybe
Would you recommend us to others?	88.9%	11.1%	0.0%

RECENT NEW CUSTOMER/NEW PROJECT ORDERS

FOR A COMPLETE LIST CONTACT THE DES MOINES OFFICE

Dubuque Community Schools	Technology Furniture	\$106,725
Iowa Vet's Home	New Building Furniture	\$59,780
Kirkwood Community College	Instructors Stations	\$23,700
City of Van Horne	Office Furniture	\$15,011
Iowa Homeless Youth Centers	Upholstered Furniture	\$10,800
DAS Fleet & Mail	Offices	\$10,629
University of Northern Iowa	Consumables	\$7,736
Four Oaks Residential	Wardrobes	\$6,900
Antioch Baptist Church	Church Furniture	\$3,800
City of North Liberty	Office Furniture	\$2,244
St. Matthias Church	Church Furniture	\$1,092
Cherokee Mental Health	Kitchen & Dietary	\$690

MITCHELLVILLE

NEW CHAIR LINES OFFER UNIQUE FEATURES



The Navigator Air Group features 4-leg, sled base, nesting, task and stool height chairs, all with a modern mesh back.

The Seating Division, in coordination with the Sales Team, has recently introduced several new chairs to our customers. Just posted to the website include an expanded Pilot 24-7 Line, the Track Chair, the Comfort RX-V Chair and the Navigator / Navigator Air Line of chairs. Each of these chairs fills a specific need in our product line to fulfill our customers changing seating needs. Check out the website to learn more about these new chairs. New product announcements will be going out to customers during the next few weeks as well.

In order to make room for all these new chairs, we are also discontinuing several of our less popular chairs. Existing stock of discontinued chairs are now on sale; discounted items are posted on the website under "Bargain Furniture" and are available while supplies last.

NEW PRISON EQUALS CHANGES FOR MITCHELLVILLE PLANT

Photo (far right):

Mitchellville offender workers will no longer have to ride the bus to work after the new institution is complete.

The construction of the new prison in Mitchellville will soon be complete. Offenders will be moving into their new home in mid-January. Before the construction, the IPI building was located outside the main fence

of the institution, and therefore the offender workers had to be bused back and forth to work. With the new layout of the prison, the main fence now surrounds our building, and the workers will have the opportunity to walk to work. Also, a big change to the lunch menu will be occurring with the new prison layout adjustments; hot lunches will be brought down to the facility for the workers. No more sack lunches! The women are thrilled with the new changes. Hopefully with these changes, we can encourage more women to apply to work at Mitchellville IPI.



HOLIDAY PARTY

We had a great holiday party on December 23, 2013, with some great food! Smokey D's BBQ catered the party. We had a lot of pulled pork and beef with three types of BBQ sauces to enjoy. The sides included a mac 'n cheese dish, cheesy potatoes, and baked beans. Don't worry, we didn't forget the dessert! We had brownies with ice cream and toffee. It was a great holiday party for the offenders and staff to enjoy.



FRAME SHOP AWARDED CITY OF CEDAR RAPIDS CONTRACT

Quality products at reasonable pricing have allowed the IPI Mitchellville Frame Shop to remain competitive in the market for bids and contracts. Most recently, the frame shop has been awarded a contract for poster framing with the City of Cedar Rapids. This response by our client was given for our bid award notification, "It is through the interest and responsiveness of firms like yours that the city is provided with the best in equipment, products and services." The posters being framed will be the City's Vision, Values and Sustainability Principles that will be displayed in each department citywide.

FORT MADISON

IPI-FM PREPARED FOR BUSY YEAR AHEAD



While 2013 was very busy and exciting for IPI Fort Madison, 2014 looks to be a great year as well with the upcoming move and orders on the horizon.

IPI-FM is very much looking forward to moving into the new 90,000 square foot IPI building at ISP in the spring. The furniture operation will encompass approximately 50,000 square foot of the new building. The building layout is designed to follow the "lean" manufacturing approach. The remaining 40,000 square foot will house a new IPI operation in the future. IPI is looking for new operations to offer increased offender training opportunities. The new IPI building will be a significant improvement over the current operation that is housed in an old, dilapidated 5-story building. Our next newsletter will feature an article and pictures of the complete operation.

Dorm furniture orders have already started rolling in for summer 2014. ISU has placed an order for 928 rooms (6,496 pieces of furniture) for Willow and Maricopa Halls. An order for 655 desks for University of Iowa has also been received.

Other current furniture projects include manufacturing and installing office furniture for the two prison projects for ISP and ICIW, bedroom furniture for the Ronald McDonald House in Iowa City, and 77 custom wardrobes for Correctional Services in Sioux City.

LEAN MANUFACTURING VENTURE CONTINUES

Since October 2012, IPI Fort Madison has been gradually incorporating lean manufacturing processes into the furniture production line. The most recently completed process completed was A3 Problem Solving where you:

1. Identify the problem or need
2. Understand the current situation
3. Develop the goal statement
4. Perform root cause analysis
5. Brainstorm/determine countermeasure
6. Create a countermeasure implementation plan
7. Check results; confirm the effect
8. Update standard work

EVERY DEFECT IS A TREASURE

An example of us utilizing A3 Problem Solving is with the CAD workers and their drawing requests. The problem identified was that drawing requests come from many different sources and in many different forms, they are frequently missing pertinent information, and no specific process exists on how the workers are to schedule and prioritize the requests exists.

The countermeasure of the problem is to create a Drawing Request Form. The form will help ensure the CAD workers receive the information needed to start on the drawing as well as a due date for the drawing to assist in scheduling. Staff and offenders are still working on the form, and ideas are still being considered to make the process efficient and workable.

THE NEXT LEAN VENTURE: 5S

From the first letter of five words in Japanese which mean orderliness (seiri), neatness (seiton), shine (seiso), cleanliness (seiketsu) and discipline (shitsuke). In English, lean 5S is commonly referred to as:

1. Sort
2. Set in Order
3. Shine
4. Standardize
5. Sustain

The target of lean 5S is to create a safe and comfortable work environment by keeping the area in order, neat and clean by the workers themselves. Lean 5S techniques work from the assembly line to the office. Wherever inefficiencies lie, lean 5S is a wonderful tool and philosophy to create order and motivation in the workplace. The benefits of lean 5S workplace organization include:

- Reduced cost of inventory and less storage space needed
- Increased workspace
- Improved workplace conditions: clean, spacious work centers rather than dirty cluttered areas
- Reduced work cycle time; fewer delays = time saved
- Reduced defects and damage
- Increased safety
- Increased team efficiency
- Increased company morale
- Improves customer satisfaction with higher quality, lower cost, and faster order fulfillment

IPI Fort Madison looks forward to this next lean venture continuing to improve production and quality.

CABINETRY PROGRAM SAW EXCEPTIONAL GROWTH IN 2013

In 2013, Fort Madison shipped over 5,000 cabinetry items, or roughly 254 kitchen sets. This was almost a 300% increase over the cabinets produced the prior year. This large increase was made possible by the lean manufacturing processes Fort Madison has implemented along with the dedication of our staff and offenders.

EMPLOYEE HIGHLIGHTS



Randy Bryant (front left) retired from IPI on December 19, 2013, after 31 years of service.



Aaron Lofthus (right) receives his 15-year certificate and pin from Supervisor Jeff Bailey.



Welcome **Tommy Seibert** to the IPI team. Tommy was a correctional officer at ISP for 13 years.

SHOP SPOTLIGHT: FILTER DIVISION



This month's focus is on the Filter Division. Since we last highlighted this shop in 2010, sales have doubled, and the shop is busier than ever. Primarily manufacturing pleated filters, the shop is also able to produce fiberglass filters, roll style filter media and pocket filters. As the importance of air quality is increasing

in our environment, proper air filtration is a major factor of buildings and homes. The Filter division provides a standard product line but also will readily adapt for special size filter requests. As more HVAC equipment is custom designed for a specific use, filters also may have very specific sizes or specifications.

In addition to our governmental agency and non-profit customers, employees of these agencies are also eligible to purchase air filters for home use. These customers commonly remark about the value and quality of our filters.

As our work program has grown, it has added equipment and will update the production line with a second pleater machine to meet the increasing demand. The shop is also adding more offenders and providing more skills to help them on their road to reentry.

State Industries Production Coordinator Tammy Luchtenburg, Industries Technician Darin Jarding, and Supervisor Tim Diesburg have done an excellent job of guiding the shop from the beginning stages in 2007 to what it is today. Industries Technician Jared Ash will also be working more with the Filter division in the future. With newly acquired customer contracts, we fully expect the growth in sales to continue.



(Top) R to L: Jared Ash, Tammy Luchtenburg, Tim Diesburg. **(Left)** An overview of the shop.

NEW SALES OFFICE STAFF MEMBER



Welcome Deb Mahoney, Administrative Assistant 2, to the IPI team. Deb has worked in customer service for over 20 years with McGraw Hill and most recently with Anderson Windows out of Dubuque, Iowa. In her spare time, she enjoys being a 4-H Leader and serving on the Board of Directors for the Bernard Volunteer Fire Department. Deb will work primarily with Custom Wood and Metal Furniture once her initial DOC training is complete.

SHOP & STAFF HIGHLIGHTS

- Tammy Luchtenburg and Jared Ash attended training for implementation on the new Safety Data Sheets (SDS) that our chemical products will convert to from the current MSDS products information.
- ISU Professor Julie Stevens and two architectural students met with the Metal Furniture CAD department to develop some of the outdoor structures for the new prison facilities at ICIW in Mitchellville.
- Bob McGrew and Al Reiter attended a Kaizen event hosted by DOT in December and January.
- Teresa Engelbart and Greg Hart attended the annual County Engineers Show at the Iowa State University.
- Representatives of Dubuque Community Schools recently toured the shops. IPI is working with the school system on furnishings for the IT related equipment.
- Greg Hart met with University of Iowa trademark department to learn the process to use their logos on products that customers request. IPI will soon be able to offer products with the University of Iowa logo.
- A fundraising event was held at Scooters in Anamosa on November 15, 2013, for Darcy Austin and her family. The event was very successful, and it was great to see all the IPI team's support for Darcy in her battle with cancer. We continue to keep her in our thoughts and prayers.

GETTING TO KNOW IPI CENTRAL CANTEEN

Last quarter, we announced a series of articles that would be added to this newsletter. This is the first of the "Getting to Know IPI Central Canteen" series.

Many individuals are responsible for processing Central Canteen orders: 4 staff, 3 administrative clerks, 1 line loader, 11 storekeepers, 9 checkers, 9 baggers, 1 property clerk, 3 shippers, 2 dock workers, 2 counter/baggers, and 1 janitor. This intricate, well-oiled team allows our operation to be successful.

The process begins when staff prints pick tickets (orders). IPI Central Canteen processes orders for two facilities each workday. The size and number of these orders vary depending on the posting of monthly inmate payroll. We process an average of 20,000 orders each month.

Once the orders are printed, they are passed to the clerks, who remove the few orders that cannot be processed due to insufficient funds, etc. For security reasons, customer names are not printed on the pick tickets; instead, a barcode provides a unique identifier for the order. The stack of orders is passed to the line loader. This is where the assembly line begins.

HOLIDAY GIFT BAGS

Everyone at IPI Central Canteen worked diligently to process and distribute holiday gift bag orders.

This year, we sold 722 regular gift bags and 2,938 deluxe gift bags.

FUN FACT

If you were to line up every package of flour tortillas IPI Central Canteen sells in one year, it would span 1 mile and 3,069 feet. That may seem like a staggering number, but not so much when compared to food chains like Taco Bell. Taco Bell sells enough flour tortillas each year to create a stack 3,500 miles high.

MP3 PLAYER PROMOTION SUCCESSFUL

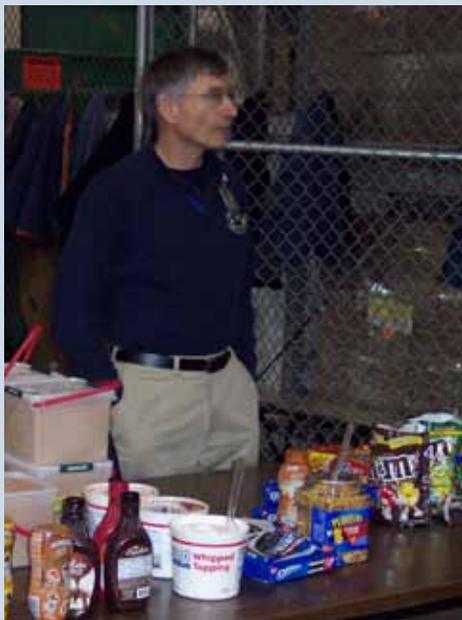
Access Corrections, the provider of our MP3 players, announced a holiday promotion for Iowa offenders. MP3 player orders placed between December 15, 2013, and January 31, 2014, will come with \$30 of music credits. Flyers were sent out, and the promotion was advertised in the inmate IPI Central Canteen Newsletter. We have had an overwhelming

response. Sales of MP3 players grew by 506% after the announcement. As more MP3 players are purchased, the overall sales of music credits are expected to grow as well, creating an ongoing revenue stream. Since the announcement of the promotion, we have already realized a 159% increase in music credit sales.

ANNUAL ICE CREAM SOCIAL



On December 24, 2013, IPI Central Canteen workers enjoyed a reward for their hard work and dedication. Three different flavors of ice cream and all the toppings filled our workers after a long day. Chad Squires, Plant Supervisor, gave an encouraging speech and thanked everyone for another successful year.



DES MOINES

ON THE LIGHTER SIDE...

FEBRUARY

- 1 - Kim Zimmerman Anamosa
- 7 - Ruthie Mosser Anamosa
- 15 - Dan Crook Des Moines
- 19 - Peter Quackenbush Anamosa
- 21 - Jed Kinion Anamosa/Farms

MARCH

- 4 - Steve Anderson Ft. Madison
- 9 - Sandy Bunce Anamosa
- 23 - Tammy Luchtenburg Anamosa

APRIL

- 1 - Seth Essing Ft. Madison
- 1 - Becky Munoz Ft. Madison
- 4 - Mike Kuper Anamosa
- 22 - Mark Merfeld Anamosa

MAY

- 4 - Jeff Otting Anamosa
- 8 - Wayne Leytem Anamosa
- 13 - Mike O'Brien Des Moines
- 15 - Dennis Barry Des Moines
- 18 - Chad Squires Newton
- 25 - Bob Carlson Anamosa/Farms



IPI Production Coordinator Bob Mesecher with Arnold McMann, one of the drivers from WM Johnson Truck Line Inc.



JUST ANOTHER DAY IN PARADISE...

Robert Mesecher, Dan Crook, and offender crews from both Rockwell City and Newton recently worked in frigid conditions to install furniture at Iowa State University, Fredrickson Court. This building, Fredrickson Court #84, was installed the week of January 20, 2014. The crews arrived bright and early to unload 2 semis of beds from Fort Madison. The temperature the first day was a balmy -4 degrees. Average high temperature for the week was 21 degrees with the average low of 6 degrees.

A total of 9 semis of product from Fort Madison and Anamosa was delivered and installed to complete the project, along with mattresses and other furniture. The crews worked hard to get the product inside where it was a lot warmer!

