



IPI Newsletter

www.iaprisonind.com

April/May 2010

Novelty Item Monthly Specials: 20% Off



Steamer Trunks

Regular Price: \$250; Sale Price: \$200



Rocking Animals

Regular Price: \$40-\$85; Sale Price: \$32-\$68



Clocks

Regular Price: \$17.50-\$187; Sale Price: \$14-\$149.60

Former IPI-FM Inmate Worker Receives Award

After spending over twenty years (20) in prison, former Fort Madison inmate John Edgecomb gets recognized for his outstanding achievement at the Reentry Career and Community Resource career fair, which was hosted by Iowa Workforce Development, Iowa Department of Corrections, Federal Probation, Creative Visions, Urban Dreams, Federal Apprenticeship and Spectrum Resources.

Roger L. Baysden presented Mr. Edgecomb with his award during an awards ceremony held at the Des Moines Botanical Center. Mr. Baysden recalled meeting John several years ago while he was working at Ft. Madison wood shop. He was a good worker, and Roger offered to help him in securing a job upon release. In October of 2008, Roger picked him up from the local bus stop and got him

continued on page 2



Left to Right: Mike Parson, Owner of Advanced Stucco of Iowa, Roger Baysden and John Edgecomb, Former IPI-FM Inmate Employee.

Baysden's Corner

BY ROGER L. BAYSDEN
IPI DIRECTOR



The final count is in. IPI will lose 11 staff members prior to June 24th to retirement. We are all better in so many ways for having them as members of IPI.

Please join me in wishing our retirees good health, peace and happiness while they transition into a new phase of their lives. They have been loyal and dedicated staff to the Department and especially to Iowa Prison Industries. Without their

support and contributions, IPI would not be the fine department that it is today. Please take the time to thank each of them personally for their contributions to our mission and for their dedication to helping our offenders understand the value of learning jobs and developing interpersonal skills. No part of Corrections has a more profound impact on our offenders than the IPI family.

Ray Miller, Bill Whitaker, Joe Wright, Mike Nye, Bob Manka, Dan Luensmann, Gary Sievers, Patti Gassmann, Julie Dietiker, Russ Behrends and Bill Gehl:

THANK YOU and remember we like seeing old faces come around!

Business: the summer is here, government has fallen on bad times, and IPI has experienced our most challenging year since 2002, but we will survive, and we will flourish when revenues improve. Our challenge is to continue to deliver Excellent Service, provide Quality Products and Fair Prices. This simple objective will serve all of us well and ensure our success for yet another year. Thanks to everyone for their contributions to our goals and for your commitment to excellence.

IPI Plants Team Up For Unity Place

Iowa Prison Industries was proud to be able to assist Polk County Housing Authority furnish Unity Place, a housing complex for women and their children left homeless by the closing of the downtown Des Moines YWCA shelter.

With an extremely tight budget and an even tighter deadline, Polk County Housing Authority turned to Iowa Prison Industries to completely furnish fifteen apartments with beds, dressers, mattresses, nightstands, couches, chairs, end tables and kitchen tables and chairs. IPI offered a discount on all the furnishings to help the Polk County Housing Authority stretch their limited funding.

Fort Madison, Mitchellville and Anamosa shops all worked quickly to produce and deliver the furniture. Within 10 days of receiving the orders for the furniture, IPI delivered and installed enough of the furniture to allow the initial residents to move in. The Des Moines

Move & Install crew installed the furniture.

New residents were also pleasantly surprised to find that Iowa Prison Industries donated pillows, pillowcases, sheets, blankets, towels and trash bags for each room. The female inmates working in IPI's Des Moines Showroom bundled these items into gift packages for the new residents, welcoming them to their new home. For the children, age appropriate toys were selected and were waiting to be played with as the families moved in.

Iowa Prison Industries is grateful to the Polk County Housing Authority to be given the opportunity to be a part of Unity Place project.



Donated toys to the Unity Place children included rocking horses, dolls and doll cradles, trains, checkerboards and cars. Bed & bath items were also provided for all the apartments.



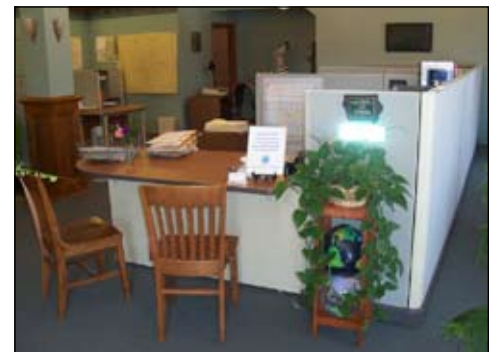
A sample bedroom at Unity Place.

NEW Business For 2010:
Remanufactured Printer Cartridges
www.greencartridgeiowa.com

Customer Spotlight: Bordwell Law Offices & Washington Title & Guaranty Offices

Prison Industries recently completed modular work stations, tables and a glass paneled conference room for Richard and Virginia Bordwell at their Washington, Iowa, offices. Richard serves on the State Board of Parole. He and Virginia were planning on a total remodel of their offices for some time, and they were reminded by their son-in-law, our very own Pete

Quackenbush, that Prison Industries could handle their entire project. Virginia spearheaded the planning and after the install said it turned out exactly as she had pictured it in her head. Both Richard and Virginia appreciated the excellent work done by our plants, installation and sales team and continue to be strong supporters of our program.



Inmate Award

continued from page 1

in contact with Brenda Tart from IWD who helped him find his first job at Advance Stucco of Iowa.

John Edgecomb thanked everyone for

their support and helping him become a "taxpayer instead of a tax taker". He also thanked his employer Mike Parson, owner of Advanced Stucco of Iowa, for his support and giving him an opportunity

of employment. Mr. Parson was also presented with an award for his support of ex-offenders and willingness to give second chances.

Sales Report Card

FY10 New Customer Sales By Sales Rep

(July 1, 2009 through March 31, 2010)

Dennis Barry \$85,114	Michael O'Brien.... \$623,237
Scott Klinefelter \$61,346	Kevin Peterson \$52,691

FY10 Customer Satisfaction Card Results

(July 1, 2009 through March 31, 2010)

	Excellent	Good	Below Average
Sales Representative Knowledge	90.4%	9.4%	0.3%
Timeliness of Delivery	78.7%	18.4%	3.0%
Delivery Service	85.3%	13.9%	0.8%
Quality of Goods	84.9%	14.9%	0.2%
Value for Money	87.0%	12.8%	0.2%
Question/Problems Handled Promptly	90.2%	8.3%	1.6%
Average	85.7%	13.3%	1.0%
	Yes	No	Maybe
Would you recommend us to others?	98.5%	0.7%	0.7%

3rd Qtr New Customer / New Project Orders

(For a complete list contact the Des Moines office)

Customer	Products.....	Sales
7th Judicial District CBC.....	Room Furnishings	\$179,340
Clarinda Academy	Seating	\$33,408
Bordwell Law Offices.....	Modular Furniture.....	\$25,197
Lee County Jail	Offices.....	\$24,244
Oskaloosa Public Library	Furniture Restoration.....	\$13,870
Bondurant High School	Circulation Furniture	\$11,912
AEA 267 Clear Lake.....	Tables	\$7,620
Youth Emergency Shelter	Mattresses	\$6,054
North Mahaska CSD.....	Casework	\$4,125
Lehigh Pubic Library	Circulation Desk	\$3,071
Kossuth Co EMS.....	Seating	\$1,794

The most important single ingredient in the formula of success is knowing how to get along with people. -- Theodore Roosevelt

BUSINESS OFFICE

IPI Sales Comparison FY10 vs FY09

(July 2009 through March 2010)

	FY 10	FY 09	\$ Change	% Change
Anamosa				
License Plates	763,269	767,869	(4,600)	-0.6%
Sign	2,208,799	2,121,706	87,093	4.1%
Graphic Arts	692,467	695,563	(3,096)	-0.4%
Housekeeping	514,454	602,333	(87,879)	-14.6%
Filters	163,116	175,018	(11,902)	-6.8%
Metal Furniture	1,924,015	1,857,543	66,472	3.6%
Custom Wood	180,047	559,235	(379,189)	-67.8%
Braille	283,407	211,826	71,581	33.8%
Rockwell City	22,749	0		
Fort Madison				
Furniture	1,311,317	1,901,921	(590,604)	-31.1%
Recycled Wood	2,354	5,710	(3,356)	-58.8%
Textile	363,230	528,030	(164,800)	-31.2%
Tourism/Call Center	126,978	170,357	(43,379)	-25.5%
Mitchellville				
MV Panels & Seating	1,025,466	911,419	114,047	12.5%
CD Rom	18,124	152,650	(134,525)	-88.1%
MV Hskg/Chem	498,190	462,349	35,841	7.8%
MV Textile	194,579	173,049	21,530	12.4%
Plastics	671,002	800,982	(129,980)	-16.2%
Des Moines				
State Surplus	4,611	93,106	(88,494)	-95.0%
Federal Surplus	71,086	31,637	39,449	124.7%
Moving & Install	182,440	273,805	(91,365)	-33.4%
IPI Showroom				
	8,492	0		
Canteen				
	3,329,547	3,566,917	(237,370)	-6.7%
Total	\$14,559,740	\$16,063,024	(1,503,284)	-9.4%

Financial Facts

FY10 (YTD) vs FY09

	FY 10	FY 09
	thru March	
Sales	14,559,739	21,533,426
Net Profit/(Loss)	(227,677)	(23,923)
As a % Sales	-1.56%	-0.11%
Cost of Goods Sold with Ovhd	11,548,605	16,883,504
As a % of Sales	79.32%	78.41%
Under/(Over) applied Ovrhd	945,264	1,535,675
Locational Admin Exp (Total)	1,919,515	2,707,701
As a % of Sales	13.18%	12.57%
Sales & Marketing Exp	622,840	848,973
As a % of Sales	4.28%	3.94%
Warehouse Exp	573,943	837,593
As a % of Sales	3.94%	3.89%
Other Locational Admin Exp	722,732	1,021,135
As a % of Sales	4.96%	4.74%
Corporate Admin & Other Rev/Exp (net)	682,572	988,391
As a % of Sales	4.69%	4.59%
Manufacturing & Operations Exp (actual)	4,031,808	5,627,783
As a % of Sales	27.69%	26.14%
Operations Expense (Canteen)	344,551	404,737
Canteen Redistribution Expense	292,173	573,016
Total Salary Expense	4,444,846	6,484,784
As a % of Sales	30.53%	30.11%

Shop Spotlight: Custom Wood Division

This month's spotlight is on the Custom Wood division. The shop has been busy quoting many upcoming projects and coming up with new items.

Julie Dietiker has led the shop for seven years and has been a big part of the growth in Custom Wood. Julie is completing her career with Iowa Prison Industries, and her last day will be on May 6. Julie brought a lot of creativity to the product lines, and she will be missed. Kent Ashline and Kim Zimmerman will continue to run production operations after Julie leaves.

In addition to building the wood products, Custom Wood also offers installation services to complete the project. An install trailer provides all needed equipment and tools to do the set up on site. Common installations are library furnishings, built in cabinetry and millwork finishing.

The shop offers CAD drawing services as part of the service. Customers typically send in a rough drawing or photo with dimensions of what they want. On larger jobs, the shop may work off of blue prints and detailed hardware specifications. The computer operators will work up a plan and three dimensional view of the item for customer review and approval.

In addition to new projects, the shop rebuilds and refurbishes wood furniture. Carnegie-Stout Library in Dubuque recently sent in several large solid wood doors from a historical building to be completely redone. The doors were stripped and the hardware cleaned or replaced. The customer was very happy

to see their pieces restored to their original condition.

Many groups that tour through Custom Wood remark at the skill and quality of what is produced by the offenders.

This helps to instill a sense of pride to the offender and what they can accomplish. The offender is also allowed to have his picture taken with a finished project that he is particularly proud of. In our slower times, the offenders have been working on a variety of new novelty items.



Custom Wood Staff: Kim Zimmerman (Supervisor), Julie Dietiker (Production Coordinator) and Kent Ashline (Technician).



Custom Wood's new novelty items are available to purchase in the IPI Showroom in Des Moines or directly from Anamosa office.



An inmate CAD operator works on a custom drawing for a customer project.

Customers Learn Value of IPI

Other events recently include hosting a regional meeting of solid waste agencies. We explained offerings that Iowa Prison Industries can provide in refurbishing and rebuilding trash containers. Most of these customers already are familiar with our work in signage and metal fabrication. We also have met with Department of Transportation representatives to discuss refurbishing services available at our Rockwell City facility. We have been meeting regularly with project teams for the new prisons in Fort Madison and Mitchellville, along with buildings in several judicial districts. Architects are quickly learning of the value that Iowa Prison Industries provides to taxpayers.

Anamosa Sales Showing Improvement

Overall, the Anamosa shops are having improved sales as we near the end of the fiscal year. Sales are still 3.4% behind this time last year, but most shops are seeing more inquiries and orders as the summer is approaching. At this time, we feel sales

will be very close to last year's record sales. We are working on several fronts to develop new work for offenders and while all of these may not come to fruition, we will always be looking at ways we can meet customer's needs.

Staff Retirements

IPI-Fort Madison will lose five staff in the coming months to retirement. With these retirements, Fort Madison will hire two State Industries Technicians over the next month. Additionally, the

Mount Pleasant operation, which was an extension to the Fort Madison Dorm furniture operation, will close and then hopefully reopen in the next year or two. Those two staff will move to the Fort

Madison operation.

Each retiree has written about their career with the State of Iowa / Iowa Prison Industries and their retirement plans. We wish them all well.



Mike Nye

I began my employment with Iowa Prison Industries in May 1979 at the Iowa State Penitentiary. I was looking for a job, not a career. After surviving

six months emergency employment, six months probationary employment and a riot six months later, I decided to make employment with the Department of Corrections a career. I set goals to improve my technician position with Prison Industries.

During my career I was promoted to a Senior Tech, Production Coordinator and a Supervisor, which is my current position. This is an exciting and challenging position which I am still learning.

I was transferred to the Mount Pleasant Correctional Facility in 1984 to manage the textile division. I met a wonderful person named Diane at this location. I set another goal which was to spend the rest of my life with this wonderful woman (so far, so good!).

I have received countless attendance certificates and the employee of the quarter honor at the Iowa State Penitentiary.

With a heavy heart I will leave employment with IPI this year. I look forward to NASCAR racing, playing golf, gardening and spending time with my family. I wish everyone the best and God bless you all.



Joe Wright

I started at ISP in March of 1990, as a Correctional Officer, on the 10-6 shift. I was a CO for several years when a job was posted for IPI. I applied and



Bob Manka

My job has given me the opportunity of a challenge each and every day. I have always enjoyed the particular challenge of satisfying the

customer with what they thought they ordered with what it is that I am delivering.

In 2004, I was honored with the Governor's Golden Dome Award, which remains one of the high points in my 11 years I have been with IPI.

I have a lot of projects to work on after retirement. My wife Marta and I also look forward to doing some traveling. We have already been to Alaska, Hawaii (twice), Victoria, BC, New Zealand and many of the 50 states, but there are a lot more yet to explore. We also have six grandchildren, all courtesy of our daughter Kelly and son-in-law Dan. I have always asked Kelly for a "to do" list when we visit them in St. Louis... now the grandchildren make me lists, too! Also, our son Ryan and his wife Krystal, who live in Cedar Rapids, and our oldest son Sean, who lives in Castle Rock, Colorado, have many projects for me to work on.

I'm sure I'll stay as busy as I want to, and I know there will be times when I miss the job, but I will always miss the people – especially my customers.

was hired as a State Industries Technician.

I worked all of the shops at Fort Madison as a vacation relief, and ended up at Textiles for several months until I was promoted to a Senior State Industries Technician responsible for the 3rd floor Shop 225 finish operation.

During my time in shop 225, I have had the pleasure to do repairs for the Governors Office, Mansion and the Capitol Building.

I will miss the people I have worked with!



Bill Whitaker

I came to work at the Iowa Prison Industries section of Iowa State Penitentiary in November of 1981, and I will officially retire on June 11, 2010.

There have definitely been friendships made over the years, and I will miss that interaction. After almost 28½ years of service, it is time to DISCHARGE.

Before joining the staff of IPI, I had worked for Jim McMahan Construction and Ivan Murphy Construction. I enjoy my hobbies of fishing, hunting and woodworking. Most of all, I enjoy spending time with my children and grandchildren. I am looking forward to retirement as a new phase in my life. My wife and I look forward to spending more time with children and grandchildren that currently live in Colorado and Washington State.

I would like to thank those who had any part in making my time as a part of IPI enjoyable. We all need to work to provide for our families; it is good when that work can be enjoyed.



Ray Miller

I worked for IPI for 34 years. I always tried to take the moral high ground.

My plans for the future are to enjoy family, golf and volunteering at church and

hospital visitations are my top priorities. I will also continue being webmaster for New Testament Christian Church, Keokuk Christian Academy and my video newsletter.

Mitchellville Textiles Division Expands

In response to numerous requests from offenders for improved quality, consistency and size availability in the personal clothing items sold through IPI Canteen, Mitchellville Textiles Division is now producing sweatpants and shorts. As part of a new partnership with IPI Canteen, IPI MTX is currently producing eight sizes of shorts and sweatpants ranging from small to 5X. All sizes of shorts and sweatpants are made from the same high-quality fleece in the standard DOC-approved colors of blue and gray.

To date, IPI MTX has produced 635 pair of sweatpants and 340 pair of shorts. Each pair of shorts and sweatpants is

made with meticulous attention to detail and quality. These products are shipped to the Canteen and sold to male and female offenders in all nine Iowa prisons.

Production of sweatpants and shorts within IPI reduces ordering needs and product lead times for Canteen, while meeting offenders' needs for quality and availability. In addition, this new venture furthers IPI's on-going mission of creating meaningful work and training for Iowa offenders.

Along with producing shorts and sweatpants, IPI MTX has also started producing jean jackets for institutional state issue. In the future, we look forward



MTX Offender employees with IPI sweatpants and shorts.

to providing all three of these products to an expanded list of customers.

Moving Toward A Greener World

As part of our ongoing campaign to meet customer needs by changing with the times, Mitchellville Housekeeping/Chemicals Department has developed a new line of Green Seal Certified products. This comprehensive all-facility green cleaning program uses only two 100% Green Seal Certified chemicals, making it extremely easy and efficient for the end-user as well as environmentally friendly at all stages of production, use and disposal. Customers ranging from jails to universities will be able to accomplish all their cleaning needs using only two strengths of our new HyperMaxx general purpose cleaner/degreaser and our Unique disinfectant.

In addition, MHC is in the process of developing a comprehensive all-facility training program as a companion to this new green cleaning system. This program already offers "cart cards" that serve as a handy reference for custodians as they use our new green products. Soon, all our customers will be able to access and download our green system training instructions, materials and videos from the IPI website.

In offering these new products and systems, MHC is proud to be able to better meet our customers' needs. We are also happy to be part of the world-wide move toward greater environmental responsibility.

Iowa Cartridges Go Green



One small corner of the IPI Cartridge Recycling Center.

In our latest venture, we are serving as the cartridge collection and remanufacturing center for all Iowa state agencies.

With customer service as our top priority, IPI Mitchellville has recently forayed into the area of green cartridge remanufacturing. In our latest

First, we collect empty cartridges from our customers. Next, we remove and replace any necessary parts and refill the cartridges with ink or toner. Finally, we sell these "new" green cartridges to our customers at a reduced rate, providing our usual complete shipping or delivery services. This new service provides an up-to-date training opportunity for our offender employees as an environmentally-friendly cost savings opportunity for our customers.

Green Opportunities For Plastics

The IPI Plastics Division has long sought opportunities to provide our 100% biodegradable bags to our customers. We quote biodegradable bags whenever possible, and have even researched and developed new line of lower cost LLDPE biodegradable bags in response to customer inquiries. We will offer biodegradable bags in any size feasible, even if we have to create brand-new products.

Because of IPI Plastics

Division's long-term goal of going 100% biodegradable, we were excited when the month of April brought us another substantial biodegradable bag order from the Waterloo Community School District. With the Waterloo order, total biodegradable sales for FY 2010 reached \$38,356.69.

IPI Plastics Division continues to anticipate increased green bag business from old and new customers alike as Iowa agencies move toward greener purchasing.



Central Canteen Releases New Catalog

One way the Central Canteen continues to assume its national leadership role in Correctional Industries is by striving to provide products to meet our customer needs. It is this sensitivity to people that keeps us busy in creating new ideas via products and services to enrich our great state!

April 1st brought the release of our spring commissary catalog, providing

Iowa's offenders with an expanded list of products to purchase. The catalog includes several new food, hygiene and electronic items – 26 in all. A vast majority of these changes came from suggestions or requests coming from our customer base as we met with the various inmate councils throughout the state. Another result of this was the change to a new vendor and brand of chips – which have

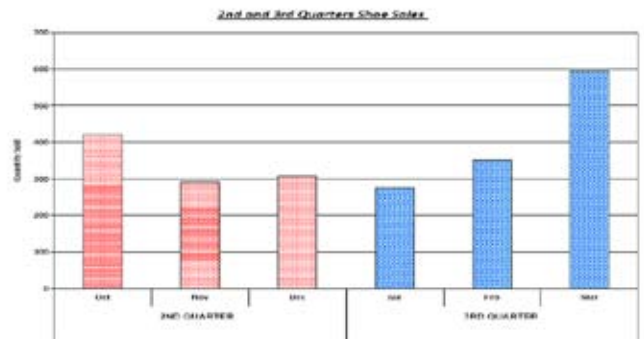
turned out to be a big hit! As an example last quarter sales of the new nacho cheese chips were at 9,000 bags, the new salt & pepper flavor were at 1,650 bags and overall chip sales were 14,100 bags for the quarter. We always keep our emphasis on offering high quality products at a reasonable price.

Canteen Offers New Footwear

The Central Canteen continues its policy of providing products that meet offender needs. For the coming of the spring and summer months, we have introduced five new pairs of tennis shoes (three for the men and two for the women). This has resulted in a tremendous response in overall sales. These shoes have been described as capable of “weathering the storm” under the demanding conditions our customers have grown to expect in the products we offer. Sales for the 3rd

quarter are up 20% over the 2nd quarter of this fiscal year, with the month of March anchoring the quarter – which is when the new shoe offerings were introduced.

March is also a record setting month in both quantity sold and in dollar sales, surpassing the previous record month of September 2008.



Out of State Visitors Tour Facility

As the Central Canteen continues to assume its national leadership role in Correctional Industries, many other states, and a few countries, have sent their respective Departments of Corrections to visit our operations. On April 12th we were privileged to host a delegation from Wisconsin's Department of Corrections.

Central Canteen Awarded for Recycling Excellence

The Central Canteen continues doing its part to help with the environment in being “Green”. Instead of throwing away of all of the cardboard and plastic waste we generate, through a recycling company, we recycle it. Over this last year we recycled 333 bales of cardboard, 54 palette boxes of loose card and 1,851 wooden shipping pallets. As a result of our efforts, for the second year in a row, we have been awarded by the recycling industry a Certificate of Recognition for Recycling Excellence.

IPI Central Canteen Award Winning Crew The 39 guys that get the job done!



- | | | |
|---------------------------|--------------------|---------------------|
| (3) Administrative Clerks | (1) Line Loader | (2) Counter Baggers |
| (1) Janitor | (8) Checkers | (4) Shippers |
| (8) Baggers | (1) Property Clerk | (11) Storekeepers |

DES MOINES

Move & Install Team Installs Unity Place Furniture

The Move & Install crew met trucks from Anamosa, Fort Madison and Mitchellville in unloading and setting up furniture for the Unity Place Project. This group of ten offenders were eager to help in this project, and took great care in preparing this apartment building for the new tenants who were scheduled to move in the next day. Seven of the ten offenders from this job showed potential and were kept on the MMI crew full time.



New Office Worker



Terry Mitchell came to IPI through the AARP Program. Terry works in the IPI Federal program, tracking equipment, acquisitions,

requests, eligibility applications and invoicing. Terry has worked for IPI for

approximately six months and works part time. Terry has a degree in mathematics and enjoys working outside and riding bikes.

Federal Surplus Inventory Highlights



Dresser
510B Front
End Loader:
\$10,500



Pettibone
Crane:
\$3,700



International
Truck with
Snow Blade:
\$2,000

Federal Surplus is available to qualified organizations only.

Contact Clint Schmidt at 515-681-0268 for more information.

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)
- 18 – Chad Squires (NW)
- 24 – Dennis Piotraschke (MV)
- 25 – Bob Carlson (Farms)
- 28 – Bill Gehl (Farms)

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.

June

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

July

- 10 – Dale Koopman (FM)
- 12 – Shari Redden (FM)
- 12 – Mike Spooner (MV)
- 14 – Chris Gillmore (AN)
- 14 – Craig Hilpipre (RW)
- 20 – Jeff Bailey (FM)
- 22 – Laurie Cochran (FM)

New Additions

Cindy Reck became a first-time grandmother on March 4th. Her son Mikel and wife Amanda welcomed Izabel Jo at 10:30 pm; she weighed 7 lbs 11 oz and was 21" long. According to Cindy, she is just perfect!

