

IPI Newsletter

A Quarterly Newsletter

July 2005

IPI Employees Honored With Golden Dome Awards

On June 14, 2005, three Iowa Prison Industries employees were honored for their hard work and dedication with Golden Dome Awards presented by Governor Vilsack, Lt. Governor Pederson and DOC Director Maynard.

Congratulations to Shawn Preston on his most deserving award of "Employee of the Year!" As manager of the Central Canteen, Shawn has used his innovative talents to double sales over the past three years and in doing so has refunded over \$500,000 in profits to the Department of Corrections this year. Shawn's leadership, determination and innovative thinking serve as an inspiration to all of us and his commitment to excellence is a benchmark that all of IPI can be measured against. Once again, congratulations Shawn on receiving this outstanding award.

"Team of the Year" for the Department of Corrections was awarded to "IPI Anamosa Supervisor" team consisting of Tim Diesburg and Greg Hart. Congratulations on a job well done to both Tim and Greg. Together they used their determination to succeed and experience to lower production costs, increase sustainable income, increase offender work and increase sales all while working with a significant reduction in staffing levels. Combined, Tim and Greg have over 48 years of service and their experience and good judgment have made Anamosa a better place for staff and inmates. Congratulations!



Pictured left to right: Gov. Tom Vilsack, Shawn Preston, DOC Director Gary Maynard & Lt. Gov. Sally Pederson



Pictured left to right: Gov. Tom Vilsack, Greg Hart, Tim Diesburg, DOC Director Gary Maynard & Lt. Gov. Sally Pederson



Baysden's Corner

BY ROGER L. BAYSDEN
IPI DIRECTOR

I would like to thank every member of the IPI Family for their dedication and commitment to excellence. This year more than any year in our history, we transitioned from an organization to a team. Every benchmark of our operation was raised by your performance! Our sales are up 15%; our inmate contact hours are up about the same as sales and our new product offerings were significant! Dock and Piers accounted for over \$300,000 in sales! Plastic Bags another \$150,000. There were countless new item offerings in our novelty lines from Fort Madison. Both Anamosa and

Mitchellville played a major role in the National Governor's Conference and for the first time in NGA history, inmate workers were the "chosen" workforce for installs, manufacturing and printing! This of course was quite a commitment of trust on the NGA's part and I am so proud of what you delivered. We could not have done more.

Our weakest link as an organization is our failure to make a profit that is commensurate with our sales. We have lost money three of the last six years. We must stop that trend and I know we can and will in 2006. A statewide Supervisors meeting will be held in July to address this concern; you will

hear more as the year unfolds. Some may say, "Well why don't you raise prices?" That is the easy way and very likely the wrong way if not done correctly. We do not want to price ourselves out of the market. We are however doing thorough and complete price reviews of the Top 50 items from every business unit. I sense therein lies our opportunities.

Thanks for your commitment to quality products, reasonable prices, and exceptional service. This mission statement has served us well, and if we continue to focus on these principles, we will reap many rewards. Enjoy your summer; travel safely if you are on the roads.

Sales & Marketing

Customer Spotlight: Lutheran Services in Iowa

IPI is nearing completion of the new Lutheran Services Beloit Campus residential facility in Ames. Just a few finishing touches remain on this project. It has truly been a great cooperative effort thanks to Dave Schultz, Director of the Beloit Campus and the entire administrative staff in Waverly.

Iowa Prison Industries – Fort Madison was given the task of building and installing all of the cabinetry including kitchens, classrooms, laundries and



Control centers built by IPI-FM feature a unique curved design.

bathroom vanities. All three plants produced products to furnish the entire building. Various furniture included control desks, wardrobes, beds and Mission furniture from Fort Madison, chairs and cafeteria tables from



Mitchellville and tables from Anamosa. Look for more photos on our web site.

The Beloit project is our second with



IPI Fort Madison produced and installed the cabinetry and countertops in the kitchens at Lutheran Services.

Lutheran Services. Our first was in 2004 at the Waverly campus. We also look forward to working on a remodeling project in the near future in Ames and hopefully a new campus chapel in the next year in Waverly. Many thanks to Lutheran Services for allowing Iowa Prison Industries to be a partner in their growth.



IPI presented a mantle clock to Lutheran Services at their ribbon cutting ceremony. Kevin Peterson, David Schultz (Director), Mike O'Brien, Jane Hartman (President/CEO) and Will Kurtz (Statewide Facilities Manager).

Religious Market New Focus For IPI Sales

During FY2005, Iowa Prison Industries embarked upon a new market for products and services. St. Theresa's Church in Des Moines opened our eyes to the large potential in the religious segment of the economy. Not only do churches and parishes across the state have a need for quality products and services, but they also understand the benefits of teaching offenders a trade through work programs and helping them become productive citizens again. This transition is truly a "natural" for IPI to pursue with a dedicated effort in



helping the religious community in Iowa.

Since our initial project, IPI

has developed drawings of a full-line of church furnishings. A number of prototypes, including mini-replicas of church pews, have been produced by the wood shops so potential customers can see what the final product could look like. We are expanding daily with the ideas and suggestions from some of our best customers.

Father Ed Hurley and Principal Trisha Garmoe with

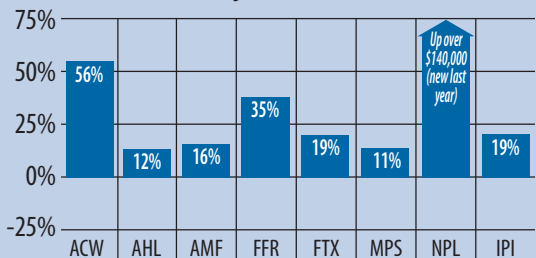


St. Francis of Assisi in West Des Moines and Ron Schiller with St. Teresa's Church in Des Moines have been very helpful to our effort. Their support and ideas have helped immensely. We cannot say "Thank You" enough to these important and valuable customers of IPI.

We are currently working with a number of different denominations on remodeling and new building projects. It is our intention to expand into many products for this market and become a "one stop shop" to meet their specific requirements. Watch for further updates on this new and exciting market for Iowa Prison Industries.

Sales Report Card

Sales Change From FY 04 to FY 05 (through June 30, 2005)



Also showing increases are Braille at Anamosa, Tourism at Ft. Madison, Printing, Moving & Install and CD-Rom at Mitchellville and Canteen at Newton.

4th Quarter New Customer Orders (For a complete list contact the Des Moines office)

Customer	Products	Sales
Van Allen Elem (Iowa City)	School Furn.	\$120,000
Ames Middle School	Lib Furn/Tables	\$72,000
Ft. Madison Hospital	Cafeteria Furn.	\$30,292
Independence Mental Health	Beds	\$22,394
Anamosa CSD	Bleachers	\$21,672
Iowa Events Center	Seating	\$8,835
Denver CSD	Lockers	\$5,170
Olmstead Elem (Urbandale)	Office Furn.	\$4,115
Sioux Center CSD	Filters/Chemicals	\$1,284

4th Quarter New Customer Sales By Sales Rep

Dennis Barry \$104,000 Scott Klinefelter \$19,500 Michael O'Brien ... \$405,000 Kevin Peterson \$12,800

NCIA Sales Manager Of The Year Awarded To Bob Fairfax

At the NCIA Conference in April 2005, IPI Director Roger Baysden presented Bob Fairfax with NCIA's annual "Sales Manager Of The Year" award. Under Bob's leadership of the sales team, IPI has experienced an increase of sales in each of the past five fiscal years. By reaching out to new markets, working with the plants to develop new

products to meet our customers' needs and employing top-notch sales representatives, Bob has been instrumental to IPI's success over the last six years. Bob's hard work and dedication exemplifies IPI's mission of providing Exceptional Service, Reasonable Prices and Quality Products. Congratulations Bob on a job well done.



IPI Director Roger Baysden & IPI Sales Manager Bob Fairfax at the NCIA Awards Banquet.

NCIA Conference Opens New Roads For IPI



IPI's booth in the NCIA exhibit hall.

In April 2005, Iowa Prison Industries managers as well as purchasing and marketing personnel attended and exhibited at the National Correctional Industries Association Conference in Minneapolis, Minn.

IPI's booth displayed a variety of our products in various stages of completion that other states' industries programs can purchase, add the amount of value and inmate labor they have the ability to and then sell to their customers. IPI concentrated on the markets available for dormitory furniture and school furniture. We are already work-

ing with several states on various products. Illinois and Michigan have both requested samples of school furniture such as tables, desks and chairs. IPI Fort Madison was recently offered the opportunity to bid on becoming a supplier of wood dormitory and office furniture for West Virginia; while the final results of the bid are not yet available, we have been informed that we were the low bidder on some of the items bid. IPI looks forward to the opportunity to serve other state's programs and assist them in fulfilling their sales and inmate labor goals as well as our own.

IPI staff members were also afforded the opportunity to tour the exhibit hall, speak with Correctional Industries personnel from around the country and attend conference workshops. Many of IPI's current suppliers had booths displaying their latest products as well as companies that are new to the market. Conference workshops covered a variety of topics including several sessions that were devoted to canteen centralization at which Shawn Preston, Newton Plant



IPI staff members took turns working the booth at NCIA. Above, left to right: Cathy Benedict, Cindy Reck & Becky Munoz. Below, left to right: Al Reiter, Ann Bouslaugh, Clint Schmidt & Bob Fairfax



Manager, spoke about Iowa's program. Overall, the show was a fantastic opportunity for IPI staff to promote Iowa's program, gain valuable ideas from other states and look at new product ideas.



Meet Sales Representative Dennis Barry

In August, Sales Representative Dennis Barry will have been with IPI for six years. When he first started with IPI, Dennis called on the eastern side of the state. Now he is able to stay a little closer to home, but is still constantly on the move covering thirty-two Central Iowa counties and the Capitol Complex.

Dennis came to IPI from the textiles rental industry where he worked for over twenty years, starting out as a sales representative and working his way up to district manager. The move to IPI has allowed Dennis to spend more time with his two sons, Sean (age 15) and Chris (age 13). Dennis has also recently expanded his family to include a German shepherd named "Fi."

When he is not busy with his boys, Dennis enjoys music, playing the guitar, kayaking, camping and traveling as well as spending time with friends. Dennis grew up in Clinton, Iowa, where he also attended Mt. St. Clair College.

Trivia Challenge Answers: 1. Barb Koppen, Mike Price & Ruthie Weidemann; 2. Al Stecher & Aaron Loftus; 3. Central Iowa & Capitol Complex; 4. Embroidery machine; 5. 45%; 6. Shawn Preston, Tim Diesburg & Greg Hart; 7. Panels & Seating

Fort Madison

Fort Madison Experiences Sales Growth Of Almost \$1 Million

Fort Madison finished fiscal year 2005 with just over \$4 million in sales, an increase of \$958,984 over last year – that works out to a 31% increase!

The largest sales increase was in the Furniture Division with a 35% increase in sales. Financially we will come in somewhere between breaking even and a slight profit which is a great improvement over last fiscal year where we had a loss of over \$347,000. Our new custom wood division has been very instrumental in this year's success. Projects not only include furniture for existing schools, libraries and churches but also new construction projects where we both manufacture and install items such as cabinets, countertops and reception desks. Universities and schools continue to be Fort Madison's largest customers. Our biggest growth continues to be with Iowa's community colleges.

The Textile Division will end this fiscal year with a 19% increase in sales due mostly to the increase of purchasing by the institutions. Unfortunately, the division will lose almost \$100,000 this fiscal year due to increases in raw material prices along with the change in items that the institutions purchased. Institutions are now purchasing items like t-shirts that have a very low profit margin rather than higher margin clothing. The Textile Division will continue to look for various ways to be more economical so this operation can



The newly acquired embroidery machine (above) will allow the Textiles Division to provide an entirely new product this coming year.



Inmates are learning a new set of skills as they learn to operate the embroidery machine. Pictured left to right are Donald Shea, Jim Fryer, Elbert Hinkle and Steve Vernon as they display an embroidered t-shirt.

be profitable. The division recently purchased an embroidery machine with which we are currently making the DOC name tags (for uniforms) for some of the institutions.

The Tourism Division has had to deal with major budget cuts but has done so effectively. The division has a lot of potential and areas for growth along with the knowledge of Ray Reyes who has been with the Tourism Division since its inception in 1992.

Making Room To Expand

We are currently making room to expand and increase production. To that end, we are:

- Removing the old sand blasting room on first floor, giving us a 17' x 21' storage area.
- Relocating the upholstery shop to a larger area on 4th floor.

- Possibly constructing a 40' x 60' building where the old water tower used to be, which would tie in with the first floor and house the banding machine, CNC and panel saw.

Due to an increase in business, IPI-FM has enough jobs to provide work for offenders in the Clinical Care Unit.

Fort Madison Developing New Furniture Lines

We are in the process of developing and building new prototypes for a couple of new product lines. One is a multi-configuration seating/table design. It offers the customer the option of combining bench-style seats and tables in almost any configuration and can be changed or added to later. Matching corner and coffee tables will also be available. We expect this line to be popular in reception areas in schools, libraries and offices.



Due to the popularity of our Mission products, we are expanding that line of furnishings as well with the addition of Mission style office furnishings. The product line will consist of an "L" shaped computer desk, executive double pedestal desk, executive computer credenza, writing desk and glass door bookcase.

Aaron Lofthus Earns Promotion



Aaron Loftus,
Senior Industries Technician

Aaron Lofthus was recently upgraded from State Industries Technician to Senior State Industries Technician.

Keep up the great work, Aaron!

Custom Orders Keep Furniture Shop Busy

The custom wood portion of the Furniture Shop has been extremely busy with various projects across the state. We are also in the process of working on some new and different projects in the months to come.

The installation at the Lutheran Services Project is drawing to an end at their new facility in Ames (see page 2 for details and photos). Upcoming projects include several reception and circulation desks. Both Shenandoah Community Schools and Lutheran Services have placed orders for reception desks. Another exciting opportunity on the horizon is a custom curved circulation desk for Waterloo Schools.

A custom podium was just completed for the upcoming National Governor's Association Conference being held in



Des Moines. After the conference, the podium will be used at the Capitol.

The shop is presently building booths, tables and seating for the cafeteria at Fort Madison Community Hospital. Two employees of the hospital were given a tour of our operation,

which proved to be a great success. They were very impressed with the quality of our products and are interested in purchasing other furnishings for additional renovation projects.

We are doing more and more church furnishings. The recent refurbish project at St. Teresa's Church in Des Moines created a lot of interest. We are presently bidding on church pews and seating for a new Catholic Church in Cummings.

Newton

Central Canteen: What An Incredible Year Indeed!

FY2005 proved to be truly an incredible year indeed for the Central Canteen. Sales for the Central Canteen grew to \$4,372,275. That is an increase of approximately 45% when compared to FY2004 sales. This accomplishment should not be overshadowed by the most important factor of all: our people! Without our committed employees behind us, none of our goals would have been achieved. Past newsletters have briefly discussed some of the new products, programs and services that the Central Canteen implemented over this last fiscal year. All of these

activities have contributed to fueling our continued sales growth.

So what lies ahead for the Central Canteen? Can we continue to experience the growth we have had in past years? We will be introducing new products and programs that shall benefit our customers and will provide new opportunities for all of Iowa's offenders. And you will be able to hear all about our upcoming plans right here in our quarterly newsletter. These endeavors will be discussed in upcoming articles. We eagerly await the next issue inaugurating some of these new programs.

Summer Barbecue Enjoyed By All

Everyone who works for IPI's Newton Facility enjoyed one of summertime's most enjoyable activities: "grilling out!" Actually, our barbecue would better be described as a feast! We were graced with the appearances of Roger Baysden and Newton Warden Terry Mapes. Roger also brought along Jane Ross and Renee Simmons from the Sales Office. The festivities were absolutely delicious (literally speaking)! It can be said that all the inmates present were made to "feel at home" and experienced a typical "family outing." A resounding "thank you" was heralded to the staff of IPI and Director Baysden in appreciation for their thoughtfulness.



Newton Plant Manager Shawn Preston (center) serves up food while Warden Terry Mapes & IPI Director Roger Baysden look on (both at right).

Plastics Division: How Do You Spell Success?

We spell success in the Plastics Division: S•A•L•E•S. There are many ways to describe the success of a business. Profitability is only one factor. In previous issues we have informed you of various ways we have been growing our plastics business. Keep in mind Iowa Prison Industries' Plastics Division has been in operation for only 18 months. Our first and only sale that first month of business back in December 2003 was for fifteen cases. Over the last six months, sales have averaged 1,182 cases per

month. Growth for the Plastics Division can be described exponentially. Sales for fiscal year 2005 amounted to an amazing \$179,188! Although fiscal year 2004 consisted of only seven months, that is still nearly a fivefold increase.

The Plastics Division is already aggressively pursuing new contracts and new customers for this upcoming year. We are looking forward to sharing our future success stories with you in upcoming issues. If this were television we would ask you to "please stay tuned!"

Anamosa

Shop Spotlight: Metal Furniture Division

This quarter's spotlight is on the Metal Furniture Division. Metal Furniture has evolved its product offerings to meet a changing clientele. The staff and inmates have many stock items such as chairs, desks and tables that have provided reliable service for years. Offerings that are gaining new markets include the 700 Series of shelving for libraries and media centers. Along with the stock items, we receive daily requests for one-of-a-kind special items that we have never done before. This helps to build our customer base and create an environment where agencies will turn to us as a provider of solutions to their problem applications.

Metal Furniture has also branched into new areas with the addition of the boat dock program. With an initial order of \$300,000 of docks delivered, this will be an important part of Metal Furniture's future. The Department of Natural Resources has used both the existing Minncor 6-foot design along with Iowa's 5-foot design. This new business was completed under a tight time frame and improvements were made to existing docks that will provide



Supervisor Tim Diesburg



Production Coordinator Bob McGrew



Senior Technician Chris Gillmore



Technician Gary Sievers

Iowans years of enjoying some of the finest natural resources in the country.

Supervisor Tim Diesburg, Production Coordinator Bob McGrew, Senior Technician Chris Gillmore, and Technician Gary Sievers operate the Metal Furniture Division.

Anamosa Finishes Year With 5% Sales Increase

As we close another fiscal year, Anamosa has been as busy as ever. This year may represent some of the best sales for many of the divisions. We have worked to build a diverse offering of products and this is one of our strengths. Not every year is going to be a record breaker for each division but with our current mix of products and services we will be able to weather difficult times and grow as whole. Energy and raw materials costs have increased and appear to be here with us for a while so we are working to recoup those costs. The inmates are gaining new skills with the various products being manufactured and this will help them on the road to getting jobs in today's work place upon their release.

Al Stecher Receives Promotion



Industries Technician Al Stecher

Congratulations to Al Stecher on his promotion from Storekeeper 2 to Industries Technician in the Sign Shop Division. Al will work out of the sign blanking area of the shop.

His main area of responsibility will be the layout and design requests along with screen making, Signtronic and refurbished signs.

Get Well Wishes To Two Employees

Chris Gillmore (Metal Furniture) and Don Chapman (Warehouse) continue on the road to recovery. Chris will be gone most of the summer as he recovers from a fall that injured both of his feet. Don is doing well with his chemotherapy to treat his cancer. We are thinking of you and wish you both a speedy recovery.

Recent Customer Testimonials

Governor's Office: Furniture

"I wanted to tell you what a fabulous job IPI [Fort Madison] did on Matt Paul's bookshelf. It looks as if it has been there all along. The stain matches perfectly. I'm also impressed by how quickly the job was completed."

— Kelly Thompson, Executive Assistant

Muscatine County Sheriff's Office: Chemicals, Textiles, Signs, Furniture

"I would like to applaud you and your staff for continued excellence in product availability and customer support... I am proud to say that IPI offers me a "one-vendor" advantage, where I am able to purchase the majority of my facilities needs from one company."

— R.D. Oppelt, Jail Administrator

Please visit our web site for a full list of references and testimonials.

MV Sales Up For 3rd Straight Year

With almost \$2.5 million in total sales, Mitchellville achieved an increase in sales for the third consecutive year. Overall, sales were up 11% from last fiscal year at Mitchellville with the largest dollar increase realized in Panels & Seating of almost \$150,000 (up 11% over last year). Increases were also seen in Printing (9%), CD-Rom/Imaging (26%) and Moving & Install (22%). Congratulations to the Mitchellville IPI staff and inmates on a job well done!

Welcome New MV Driver



Mike Price

On June 6, 2005, IPI-MV hired Mike Price as its new transport driver. Mike has several years experience in driving and delivering and has also

worked for Maytag as a floor supervisor. Mike is a great person and will be a wonderful asset for IPI-MV.

Teddy Bears Show Unique Ideas & Talents



IPI-MV is always looking to alternative products and services that we can provide our customers. The teddy

bear is an idea from Central Canteen to offer in their holiday packs. It is a simple product to produce, but the workers at Mitchellville enjoy making them. They are something a little different from standard IPI products.

Mitchellville

Federal Surplus Under New Management: IPI-MV

In May of 2005, Iowa Prison Industries, in an agreement with the Department of Administrative Services, took over the Federal Surplus Program. This program will be offering its available products to all governmental agencies. Items such as military attire, military equipment and vehicles will be available for sale to qualified customers. Along with taking on this program, IPI has also gained a new employee, Barbara Koppen, who has several years of experience working with Federal Surplus. Barbara will also be taking over the lead with State Surplus items also. We are excited to have this opportunity as it can lead to cost savings to our company when we have needs for any equipment, tools or vehicles.

IPI is seeking to purchase a building

to incorporate both surplus sections under one roof. We are looking at available warehousing sufficient to handle the two business units, with the hope of also acquiring enough floor space to house the IPI showroom and sales office. In the long run, the savings to all of IPI will be tremendous which will result in lower overhead costs allowing us to keep our prices low. Combining these operations will be a win-win situation for IPI, our customers, taxpayers and the workers that we employ.

Effective July 1, we will be able to sell our State Surplus items to the general public. We expect this change to move Surplus product more quickly, and with the supply and demand theory, should also raise the value of the surplus items we do sell.

Business Office

Welcome Ruthie To Purchasing



Ruthie Weideman,
Purchasing Assistant

Anamosa almost her entire life, but has commuted to Cedar Rapids for the past twenty years for her employment. Ruthie worked as a Senior Account Manager for the AdTrack Corporation, working with multiple divisions of 3M

Ruthanne (Ruthie) Weideman joined IPI on May 13, 2005, as the Purchasing Assistant in the Purchasing Office. Ruthie has lived in

and other Fortune 500 manufacturing accounts. In this capacity Ruthie managed their sales literature, product samples, trade show and direct marketing needs. Ruthie also spent time in the banking industry most recently as an office manager for a mortgage banker.

Ruthie quotes, "Everyone has been great and I am so impressed with IPI and ASP. It is great to know what goes on behind the 'big stone wall' after driving by it for so many years."

Ruthie spends her free time going to middle school and high school sporting events supporting the great Anamosa Raiders. She also loves to bake and supply goodies for the kids as well as for her work buddies.

IPI Fort Madison Staff & Inmate Recognitions



Tom Stockbridge (left) is awarded Iowa State Penitentiary's Employee of the Quarter Award by Warden Ken Burger (right). Congratulations Tom!



IPI Director Roger Baysden (left) and Deputy Warden Bill Sperflage (right) recognize Inmate Garth Anderson for 5 years of employment at Fort Madison.



Dale Koopman receives his 15-Year Service Certificate for his employment with the State of Iowa. Pictured left to right: Mike Nye, Tom Stockbridge, Dale Koopman & Becky Munoz.

New Novelty Items

Fort Madison continues to produce more novelty items to utilize more of their offal. Some of the new items include jewelry boxes, wine cabinets, vintage style wooden ice chests and what-not shelves.



To purchase any of these items, please call Renee Simmons at the Des Moines Sales Office. A brochure of

available products with pricing can be downloaded from the Publications section of the web site at <http://www.iaprisoinind.com>.



? TRIVIA ? ? CHALLENGE ?

1. What are the names of the three new IPI employees?
2. What two IPI employees recently received promotions?
3. What sales territory does Dennis Barry handle?
4. What new equipment has Fort Madison Textiles recently acquired?
5. What is the percentage increase in sales of the Central Canteen over last fiscal year?
6. Who are the three IPI employees honored with Golden Dome Awards?
7. Which Mitchellville Division saw the largest increase in sales over last fiscal year?

See answers on page 3.

On The Lighter Side



Birthdays

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

August

- 2 – Aaron Lofthus (FM)
- 10 – Patty Gassman (AN)
- 12 – Jim Pinegar (NW)
- 13 – Renee Simmons (DM)
- 15 – Craig Ahlen (FM)

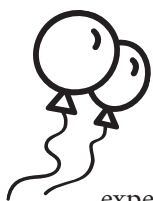
September

- 4 – Jacob Smith (Farms)
- 7 – Julie Schaefer (Farms)

- 20 – Jerry Burdette (Farms)
- 23 – Gary Schilling (AN)

October

- 1 – Tangela Buerckley (MV)
- 4 – Kent Ashline (AN)
- 8 – Joe Wright (FM)
- 9 – Cathy Benedict (AN)
- 9 – Randy Bryant (FM)
- 14 – Teresa Engelbart (AN)
- 15 – Greg Hart (AN)
- 20 – Bob Fairfax (DM)
- 20 – Ken Opatz (AN)
- 22 – Jeffery Buford (Farms)
- 30 – Grace Kurt (AN)



Family News

Business Office:
Kathy and Jim Jaeger are expecting their fifth grandchild this fall.

Pam Kray's husband recently returned from a bear trip in Quebec (got a bear – with a bow). Pam just returned

from a bus tour to the Longaberger Basket facility. Their youngest son, Joshua, is getting married August 20th.

Des Moines:

In May, Bob & Deb Fairfax's youngest child Justin graduated from high school.