$10.5 MILLION SALES FOR 1988/89

A very good result for the 1988/89 Financial Year, with Prison Industries sales exceeding $10 million for the first time. The end of year sales figure of $10,491,434 represents a 27% increase on last year’s sales of $8,569,000.

Many of the Industries have contributed significantly to this achievement, however, in dollar terms the Textile Products Division needs to be acknowledged for sales in excess of $5 million. Mr. Mick Pendry, Senior Product Division Manager for Textiles commented that “it was an excellent effort from all Shop Officers”.

The Director of Prison Industries, Mr. Wayne Ruckley, commented positively upon the performance of the Division as a whole:

“The record sales of C.S.I. Products and Services during 1988/89 of $10.5 million reflect a tremendous achievement by industries officers and prisoners. Letters of commendation regarding the outstanding performance of various workshops are being forwarded to Superintendents.”

CESSNOCK WINES REPRESENT GOOD VALUE FOR MONEY

Cessnock Corrective Centre’s 3rd vintage is now in production in the Hunter Valley. The 1988 vintage of Semillon and Shiraz grapes which will produce the Superintendants Reserve Semillon and Hermitage wines is now fermenting and should yield approximately 180 dozen bottles.

Uniquely and impressively labelled with the Corrective Services’ crest, each bottle of the Superintendants Reserve is individually numbered.

At $7 a bottle this wine represents good value for money, especially when compared with other wines of a similar standard. It is also an interesting collectable item which attracts many comments.

After cultivating two hectares of vines for 10 years and selling the grapes to local wineries, in 1986 the industry contracted with Allandale Winery in Pokolbin to produce a designer wine. The Superintendants Reserve which resulted has won medals at wine shows around Australia and is said to exhibit a “full rich varietal flavour complemented by new American oak and will improve with ageing”.

SALES:

The wine is marketed direct from Cessnock Corrective Centre. Stocks are available and staff can purchase either the red or the white by sending an order and $7 per bottle to the Administrative Officer at Cessnock Corrective Centre, Mr. Keith Irwin. The orders are then delivered to institutional locations via the regular runs of Prison Industries Division’s delivery vehicles.
Alex Pattie (Acting Sales Manager) and Pam Easson (Client Liaison Officer), the sales team of the Marketing Section headed by Judy Hart, form a crucial link between the Prison Industries’ Workshops and the customer.

Continually improving the quality of the service provided to customers is foremost in the minds of Alex and Pam in their daily contacts with both customers and workshops.

ALEX PATTIE
Alex is now in his 17th year with the Department. He had previously spent 11½ years in the Royal Navy and worked in hotel management and contract cleaning before travelling to Australia in 1970 for a holiday. Alex’s holiday extended into a permanent stay and in 1972 he joined the Department and worked as a Prison Officer at Long Bay, Parramatta and Silverwater Work Release. He then joined the staff of the Parramatta Linen Service as an Overseer and in 1977 he commenced with Prison Industries as an Industry Officer and then in Sales with Textiles.

During his career as a Sales Representative Alex has clocked up in excess of 450,000 accident-free kilometres in 12 years - the equivalent of 10 motor vehicles. This is understandable, given that Alex spends three weeks out of four on the road, calling mainly on Government Departments and Hospitals, maintaining textile sales and broadening the customer base of the Division.

NEW APPOINTMENTS
SEVERAL NEW MEMBERS OF STAFF HAVE JOINED THE PRISON INDUSTRIES ADMINISTRATION COMPLEX AT REGENTS PARK:

Mr. Prasanna Gunawardena Administration Manager, commenced duties on 3rd April, 1989 and is responsible for co-ordinating and organising the provision of all administrative services to the Prison Industries Division.

Ms. Joyce Broughton - Development Manager (Staff/Communications), commenced duties on 1st May, 1989 and is responsible for the development and implementation of staff training and development programmes for all officers working in Prison Industries and for associated promotional activities.

Ms. Pam Easson - Client Liaison Officer, Marketing Section, commenced duties on 3rd April, 1989 and is responsible for all telephone orders and enquiries and the requesting and monitoring of tenders.

Existing staff member, Mr. Peter Cook, was appointed to the Product Division Manager (Agricultural Services) position in June, 1989 and is responsible for the servicing and monitoring of the Division’s 21 agricultural and primary industry sections.

C.S.I. COMPUTER NETWORK
STAGE 1 of the Prison Industries Computerised Administration System is operational.

A computerised order processing, inventory control and invoicing system has been installed at the Prison Industries Administration Complex at Regents Park and is now operational.

The system consists of a network of seven Personal Computer work stations (including a file-server), and uses the Novell Netware system and THE OFFICER accounting package.

Staff who will be using the system have received training in the system’s operations and are now gaining hands-on experience.

This system of progressively processing all customer orders will link customer delivery needs with workshop production schedules. The computerised raising of manufacturing or works orders, which also serve as a customer delivery advice and an advice to generate a computerised invoice, will have major implications in reducing the administrative workload of Institutional Industries and Stores personnel and of addressing internal audit control concerns.

A system of PRODUCTION SCHEDULING AND PLANNING is being developed and will be trialled in mid-August. This is for use in all workshops and will assist in workshop management.

STAGE 2, which will result in the Prison Industries Division being fully responsible for its Accounts Receivables and Accounts Payables, is being developed for trial in late 1989. This will ultimately lead to Corrective Services Industries operating on a working account basis - in other words, THE DIVISION WILL OPERATE FROM ITS EARNINGS, CONSISTENT WITH A COMMERCIAL ENTERPRISE.

STOP PRESS STOP PRESS
EXPANDED PRISONER EMPLOYMENT
Since March 1988 there has been:
• A 10% INCREASE in prisoner work positions (an additional 301 POSITIONS)
• A 22% INCREASE in prisoner work positions in the trading arm of Prison Industries - Corrective Services Industries (an additional 240 POSITIONS).

THIS IS DOUBLE THE INCREASE WHICH OCCURRED IN THE TWELVE YEARS PRIOR TO MARCH 1988.