CSI Reports Strong Sales Growth

CSI sales performance during July - December, 1993 has shown tremendous growth.

Sales of $7.5m during the period are 4% ahead of budget and $1.3m or 21% over the same period last year.

Sales in all business divisions have been strong with particularly pleasing results in Comet, Corfarm, Cortex and Private Sector divisions. Cortex has achieved growth of 24% with interstate sales prominent.

Throughout our business units there are many positive results which have been achieved during the first half of the year. Some notable achievers include Glen Innes Sawmill up 223%; Cortex Industrial Centre up 100%; Corfarm Training Centre up 115%; Mulawa Gencor Disabled Unit up 73%; Comet Cessnock up 50% and Cortex Cooma up 23% to $1.2m.

The overall increase of some 74% is an extremely credible development when contrasted to the difficult economic environment experienced during the period and to the many representations which have been received from business groups and which have constrained CSI marketing endeavours.

All personnel at Correctional Centre, Regional and Corporate level are to be commended for their contribution to this tremendous achievement.

The result for the first half year augers well for CSI overall performance in the current financial year given the positive productive loading which exists throughout the business unit network.

The table reflects CSI sales performance during our period of expansion and commercialisation.
CUSTOMER FIRST FOR CESSNOCK

Customer service was given a clear boost by Cessnock Correctional Centre when a customer open day was held on Tuesday, 23rd November, 1993.

Organised by CSI Business Manager, Rob Steer and CSI Operations Manager, Ron Hayman around 40 customers visited the Centre. The customers were taken on a guided tour of the Business Units by Comet ASI, Bill Holland, Corcover ASI, Peter Carruthers, Gencor Senior Overseer, Paul Lancaster and Corfurn ASI, John Smith.

The open day represented the first occasion on which the recently commissioned CSI Cessnock showroom facility was visited by customers.

The open day represented a unique opportunity to show customers our productive capacity and to recognise the role of customers in the positive future of Correctional Industry programs.

Excellent feedback was received from customers and a number of future business development opportunities were identified.

Full commendation to staff of Cessnock Correctional Centre for establishing the showroom facility and for an outstanding customer service initiative.

NATIONAL COMPETITION POLICY
- Director cites competitive disadvantages for CSI

In October, 1992 a Committee of Inquiry was established by the Prime Minister, following agreement by all Australian Governments, on the need for a National Competition Policy.

Subsequently the Committee, under the Chairmanship of Professor F.G. Hillmer published a report in August 1993. The report makes far-reaching recommendations in relation to the organisation of trade practices within Australia and the operation of private and public sector businesses.

In particular, the report has significant, and possible adverse implications for Government Trading Enterprises, including CSI.

The report suggests that the concept of competitive neutrality be introduced to all Government Trading Enterprises as a basis of their continued presence in the marketplace. This may require CSI to operate in the marketplace without recognition of important and underlying social objectives and without factoring the impact of the significant competitive disadvantages around which CSI operates.

The Director, CSI has provided a response to the proposed National Competition Policy and copies have been distributed to CSI Business Managers and CSI Operations Managers.

Further copies of the response may be obtained by contacting Margot Rauschecker on (02) 645 9024.
The President of the Correctional Industries Association of USA, Mr. Len Black recently referred to an action group known as PIRA (Prison Industries Reform Alliance) Steering Committee which operates within the USA. Mr. Black referred to a letter which had been circulated by the group:

“Dear Friends,

Representatives from industry and labor recently participated in a Summit on Federal Prison Industries. After thirteen months of negotiations, FPI has totally disregarded the concerns of industry and labor and is planning on submitting a legislative package to Congress which would allow FPI to expand into the private sector, require companies who sell to the federal government to subcontract part of their work to FPI, and force federal prime contractors to hire convicts upon their release. In addition, the proposed legislation would exempt FPI from the guidelines procedures, the Competition in Contracting Act, and the Federal Acquisition Regulations.

It is imperative that we take the offensive in this war with FPI. During the year that we wasted in “negotiations”, FPI has had breathing room to resolve many of their production and distribution problems. They have now moved into an extremely aggressive marketing mode and are using their super preference with a vengeance. We will be forced to continue to fight a limited, case by case battle unless we can unite and fight them together.

The Prison Industries Reform Alliance (PIRA) was formed to fight just such a battle, made up of representatives from both Industry and Labor, and supported by trade associations and labor unions, PIRA is dedicated to redirecting prison industries into products and projects which do not take jobs away from private sector and its workers.

We need your help to make this work. Our strategy includes legislative, public relations and grassroot facts. While this should be effective and successful, it will not be cheap. We need your support for this effort both in manpower and financially.

We already have commitments from various industry and labor groups, but it is just a start. If you are interested in protecting your company and jobs from further expansion of prison industries please send your contribution to... Thank you for your support.”

Mr Black responded:

“I do not believe this accurately reflects the results of our summit, but I do believe that it accurately reflects the passion of this Committee and its efforts to engage in combat. As a result I have decided to form a Committee to monitor the actions of PIRA and respond to the negative and harmful articles/letters which result from their actions.”

The President of the Correctional Industries Association of USA, Mr. Len Black

CSI Director, Wayne Ruckley comments. The issues raised give support to the proverb. “The sky is of the same colour wherever you go”.
GLEN INNES AND THE COMMUNITY

CSI Business Units of the Northern Region featured prominently within the Glen Innes Homes and Housing Show conducted on Friday and Saturday, 19th and 20th October, 1993.

As the photograph shows, the CSI exhibit organised by Rob Steer, reflects the extensive range of products and services provided within the Northern Region.

CSI Northern Regional Business Manager, Rob Steer, talks to a customer on the CSI exhibition at the Glen Innes Homes and Housing Show.

During the show, an extensive number of enquiries were received and a positive profile of Correctional Industry programs was provided.

The exhibit once again represented excellent initiatives taken within the Northern Region to provide a positive community awareness of Correctional Industry programs.

Northern Region

With the enthusiastic support of the Governor, Jim Gallagher, Glen Innes Correctional Centre held a very successful trade day at the end of November at the Glen Innes RSL Club. The objective of the trade day was to advise the local community of the products and services available through CSI. Over 100 potential customers came from up to 60 km away to inspect the products on display which included school and office furniture, toys, lattice, pickets, timber, barrier stands, wine and bookbinding samples. CSI personnel had the opportunity to meet customers face to face and to promote the Department, its products and services.

Central Region

Inmates currently completing a TAFE painting and decorating course at the Mulawa Correctional Centre have recently finished refurbishment of the chapel and unit management offices. The building, formally used as a ward area for uncontrollable and mentally delayed inmates is due to be officially opened this month. The work performed by the inmates was of such a high standard that the inmates are now part of a maintenance team involved in redecorating work throughout the institution.

South West Region

Barry Mostyn has recently been appointed to the position of Manager of Industries at the Oberon Correctional Centre.

Barry has a diverse business background in the tourism, hospitality and marketing areas and is looking forward to the challenge of his new position.

One of Barry’s first tasks in his new role will be to seek and identify business opportunities for CSI in the local area.

Eastern Region

Panama Developments Pty Ltd held their first public plant sale since taking over the running of the Long Bay nursery. The sale held on the last Sunday before Christmas was advertised widely on both radio and local newspapers and proved to be a great success with the public.

The nursery will be holding four Sunday sales this year on 27 February, 17 April, 5 June and 6 November, from 8.00am to 4.00pm.