



## Waunakee Rotary Club

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Some people may never have heard of dunnage or even considered how aluminum cans and glass bottles are shipped to beverage plants.

But Jim Kattner knows all too well, and he can project the costs for managing these into the future.

Jim is one of the Waunakee Rotary Club's newer members, and at the Aug. 18 meeting, he gave his classification talk.

Jim moved to Waunakee 17 years ago. He grew up in Greendale, Wis., and worked for a precast company until it was reorganized. Then he made the move to Waunakee – next door to Ray and Harriet Statz – and earned his degree at UW-Madison in operations and supply.

He then worked for Famous Footwear until that company relocated.

Today he is a CPA and financial analyst with Corbi Plastics, a company that produces plastic pallets and layer pads for can and bottle manufacturers and the beverage industry. One of Corbi's largest clients is Anheiser Busch, Jim said.

The equipment is reusable, sanitary, recyclable and efficiently managed, he said.

Corbi Plastics owns the equipment and leases it to the manufacturers and beverage companies. Corbi Plastics cleans it then returns it to the customers for reuse. The total dunnage – or shipping material – management firm has 11 services centers and more than 75 million plastic sheets in service.

Jim said companies are interested in having Corbi Plastics own the shipping materials because they can use money otherwise invested in it – about \$25 million – for other purposes with a higher return on investment, such as a new plant.

"Corbi has a system in place so we know where all material is at any given time. The manufacturer doesn't have to track it," Jim said.

Jim does all the financial modeling when Corbi Plastics is pursuing new customers. A potential customer may request forecasts such as freight costs. One potential customer has asked how much the 5-year leases for the equipment would increase over the next 20 years, he said.

#### Other items:

- Former Waunakee Rotary Club member Jim Starling was visiting from North Carolina. Jim is a member of a Rotary Club there and really likes it, he said.

- Brent Ziegler said one of the giant bears on the WaunaFest Parade float has found a new home at Gilda's Club.

- Richard Brewster attended the meeting and announced his intention to join the club. He was formerly a member of the Sun Prairie Rotary Club.

- Paul Gilbertson reported that the Figure 8 on the Lakes bike tour around Lake Mendota is Aug. 27 to benefit REACH a Child. To sign up, go the website, [www.reachachild.org](http://www.reachachild.org).

- Ken Ballweg reminded club members to reserve some time for the Wauktoberfest event Sept. 21-25. The event runs Sept. 23-25, but help will be needed for set-up.

- Craig Larson reminded the club that the golf outing is Sept. 8 at Northern Bay.

Guests: Kathy Kalscheur, guest of Jim Kattner; Richard Brewster, guest of David May.

Visiting Rotarians: Jim Starling, North Carolina.

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### Calendar of Events:

- Sept. 8, *Golf outing at Northern Bay, 1:30 p.m. shotgun start.*
- Sept. 23-25, *Wauktoberfest.*

Birthdays: None.

Anniversaries: Aug. 26, Lori and Peter Derauf; Aug. 26, John and Debbie Cullen; Aug. 27, Danny and Lori Miller; Aug. 28, Connie and Marjorie Blau; Aug. 30, David and Mary Jean Kennedy.

Prayers: Aug. 25, Susan Vergeront; Sept. 1, Pat Durden; Sept. 8, Leonard Allen.

Programs: Aug. 25, Marty Smith on how businesses use Facebook for marketing; Sept. 1, Club Assembly; Sept. 8, Alice Honeywell, a bike ride across America.

Greeters: Aug. 25, David May and Mark McFarland; Sept. 1, Joy McMerty and Gordon Meffert; Sept. 8, Gordy Meicher and James Meyer; Sept. 15, Danny Miller and Shelley Moffatt; Sept. 22, Richard Murphy and Ed Niebuhr; Sept. 29, Becky Ohan and Linda Olson.

### Make up meetings online

It's easy to make up a meeting on the Internet. The site is [www.rotaryclubone.org](http://www.rotaryclubone.org). Print out the form and give it to Phil Willems, the club secretary.