

# Winco Sales Team

"Many hands make light work" John Heywood

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*Job: Manchester Police Station  
West Saint Louis Glass  
Tim Cox*



## Project Spot Light— Manchester Police Station Rep-Tim Cox

The Manchester Police Station in Saint Louis Missouri was ready to update their headquarters. They wanted a new building with an old historic look. The architect called on Winco Window and Tim Cox. Together we created a historic pan on a 1450S series window. To match the grid pattern on the windows Winco created a custom oval grid plate that is machined to emulate the look of our D4-324 grid.

## Webinar Schedule

- Jan 7 and 10 - Glass Option – Sharon Gambill
- Feb 4 and 7 - Marketing to Universities - Rudy
- March 4 and 7 - Paint Options - TBD
- April 1 and 4 – Quote Feedback - Joe
- May 6 and 9 – Makrolon Polycarbonate Options - TBD
- Dec 3 and 6 - Glass Options – Kurtis

## Top Performers – 2010

In today's economy it is tougher than ever to sell. Winco would like to thank everyone for their efforts in marketing and selling our products. Here is the list of the Top Performers for 2010

- True Enterprises
- Tim Cox
- John Murray
- Bob Bowman
- Craig MacGregor
- Bill Martin

## Sales Corner:

Did you know that there are a few things that can help speed up the overall processing of jobs?

First make sure that sheet 101 is signed off on.

Second make sure that color of finish and blinds is noted if applicable.

Third help Winco make sure that all RFI's and Change Orders are answered.

These three things are some of the biggest culprits in slowing down a job.

## New Representatives:

Ed Norris – Oklahoma and North Texas

Keith Wimer – Corpus Christi Texas

Robert Spilman – Louisiana, Arkansas



## Up Coming Projects- Anderson Elementary – Makrolon Panel System

Winco Window is doing a project incorporating our new Makrolon panel system. The makrolon system will emulate glass block and be available with blinds allowing for the teachers to completely darken the room when showing presentations or films. Look for more to come...