



SUMMER FUN!
Chickens, Limbo
and Clowns...Oh my!
Page 3



CSA'S NAME CHANGE!
Exciting things are
on the horizon!
Page 5



THANK YOU
FROM TONY CALANDRA

Thank You for a strong fiscal year. The group of companies continue to benefit from everyone's hard work and dedication. Our core business, Jennmar, continues to benefit from favorable policies being executed from the Trump administration. Please get out and vote.

Our international Joint Ventures continue to strengthen overseas. Jennmar Australia continues its growth initiatives and product expansion in Australia.

Frank Calandra, Inc. and the Calandra Group continue to add companies and new products to our portfolio. We are currently in the process of re-branding ourselves to position for the next 10 years. Today we are touching over 20 different industries. We are still heavily positioned within the mining industry, but we are expanding into oil and gas, forestry, commercial building and medical, to name a few. Please keep a look out for our new website to see the many different companies that FCI and CG are operating and the different industries we touch!

Let's all take time to give my father a special "Thank You" for his wisdom and guidance over the years, as he steps down from the President's role and continues as Chairman of the Board for FCI and CG. We will continue to move the group forward keeping his guiding principles near to our heart.

Thanks again for 2018, and I look forward to our next 10 year growth objectives.

Tony Calandra - President



JENNMAR –
THE BREAKTHROUGH COMPANY
A WORD FROM FRANK CALANDRA, GEOGRAPHICALLY SPEAKING

During one of our National Mining Association meetings in the early 80's, one of my friends sent me a book ([The Breakthrough Company](#) by Keith R. McFarland). Last week I was purging my library and started to read it again.

The author studied 7,000 companies and narrowed it down to nine that have made the transition to major player status. I want Jennmar to become the tenth! How did Jennmar become the most successful manufacturing company in mining and tunneling? It applied the Business Bermuda Triangle.

Just off the coast of Florida lies a half-million-square-mile portion of the Atlantic Ocean, known as the Bermuda Triangle. The region first made headlines in the 1950's after several airplanes and ships mysteriously vanished there, which fueled rumors of alien abductions, compass-defeating magnetic waves, deep ocean earthquakes, and ship-swallowing pockets of methane gas. When you travel through the area, which connects Miami, the island of Bermuda, and San Juan, Puerto Rico, you do so at your own risk, say wary observers.

Small companies, by virtue of their size, often have three major advantages. As a company grows, it must transform the characteristics that gave it its small-company edge into sustaining advantages. The difficult process of doing this is what we call navigating the Business Bermuda Triangle.

The Business Bermuda Triangle



a. As they grow, companies must find ways to move from dependence on "low-cost, high-performance labor" and low overhead to build structural cost advantages. We call this moving from cost reduction to cost optimization.

b. Companies need to move from a focus on customer recovery to building robust systems that focus on monitoring customer relationships and anticipating customer needs.

c. Companies must build speed and responsiveness into the very structure of their firms as they grow and become more complex.

Throughout my 55 years in the mining industry everybody in the company has contributed to these interactions of becoming a successful company. This includes hourly, salaried, truckers, clerks and upper management. I desire that these attributes be followed in the future so that I can claim that tenth spot!

Frank Calandra, Jr.





EXCLUSIVE DISTRIBUTOR WITH DRAEGER

JENNMAR SAFETY PRODUCTS GROUP

In June of 2018 Jenmar signed a 5-year agreement to be the exclusive distributor with Draeger on the following safety product lines:

- Draeger Portable Gas Meter/Monitoring Systems
- Draeger Charge Air 1 hour SCBA Fire Fighting and Mine Escape Systems
- Draeger Mine Refuge Chamber Systems

Jenmar has placed initial Draeger portable gas meter/monitor product stocks at Jenmar of West Kentucky and Jenmar Tooele, Utah. As the first exclusive distributor in the mining segment, Draeger is looking to Jenmar to expand its presence for US MSHA/Non MSHA portable gas meter/monitoring marketplace.

Frank Foster is the Jenmar Safety Products Manager Eastern US. Frank comes to Jenmar with a career in mine safety as a former mining company Safety Director, Mine Rescue Hall of Fame Member, and Certified Mine Safety Professional. Jamey Lutz is taking on the additional role of Jenmar Safety Products Manager Midwest US, along with his Technical Sales and Support role for ground control. Ron Key is also taking on the additional role of Jenmar Safety Products Manager Western US, along with his Technical Sales and Support role for ground control. Kristin Barker is the Jenmar Safety Products Coordinator working with the various departments at the headquarters to support the Draeger Products field sales efforts.

Pictured below is the Jenmar Draeger Portable Gas Meter/Monitor Service Center that was put in place working in coordination with Jared Schofield and his Jenmar Utah operations team at Tooele, UT by Ron Key. Jenmar has a commitment to put in place two of these service centers for the Draeger portable gas meter/monitor product lines. The second service center will be located in the Eastern US.



37TH ANNUAL INTERNATIONAL CONFERENCE

GROUND CONTROL IN MINING



Jenmar was in attendance at the 37th Annual International Conference on Ground Control in Mining (ICGCM), in Morgantown, WV. Ben Mirabile, Technical Sales and Service Engineer presented a paper on ground control. The paper titled, Review of Evaluation and Design of Secondary Support Performance in Longwall Ventilation Entries, was well received at the conference. Ben's paper was selected to be presented at the 2019 SME Annual Conference & Expo as the Best in Ground Control.

Ben Mirabile's paper has also been selected, by the Conference committee of SME, to be published in Issue 1, 2019 of International Journal of Mining Science and Technology (IJMST).



RETC CIVIL SHOW

RAPID EXCAVATION AND TUNNELING CONFERENCE

Every two years, industry leaders and practitioners from around the world gather at the Rapid Excavation and Tunneling Conference (RETC). The conference is authoritative for the tunneling profession, to learn the most recent advances and breakthroughs in this unique field. Jenmar Civil was a conference sponsor once again and also held a customer appreciation night at the Washington Nationals baseball game. The Jenmar Civil team did a great job at the booth.

JENNMAR SUMMER PICNIC

FUN IN THE SUN

The Pittsburgh Office employee and family summer picnic was held on Saturday July 14th at Deer Lakes Park. We had an Italian theme this year, "That's Amore", with the sounds and colors of Italy on one of the hottest days of the year. The hot weather did not stop everyone from having a great time with entertainment by "Buffo" The World's Strongest Clown, face painting, fun games and activities. Delicious pizza was baked on site and enjoyed by all. Many thanks to the Picnic Committee for their hard work and of course to our company owner's generosity making another picnic successful!



ANNUAL WELLNESS PROGRAM

TRAVELING LAB SCHEDULE

The time has come again to begin our annual wellness program! Boyce and Bynum Laboratories, in conjunction with Total Care Health, will be onsite at the following locations on these dates to do a blood draw for glucose, HDL, LDL, Triglycerides, and Total Cholesterol. If you would like to participate please see your onsite HR Admin or contact Nicole O'Leath. More details to come on the program and incentives for 2019-2020 plan year.

OCTOBER

- October 24 - Winchester KY Bolt
- October 25 - J-Lok KY
- October 26 - JM West KY Bolt Plant
- October 30 - PA Bolt/Fab/J-Lok
- October 31 - Cresson Steel

NOVEMBER

- November 1 - Pittsburgh Office
- November 5 - JM Virginia Bolt Plant
- November 6 - JM Conveyors VA

- November 7 - JM Specialty VA
- November 8 - JM Specialty Cedar Bluff
- November 14 - JM East VA
- November 15 - JM Sanshell/Tungstemet
- November 16 - JM West Virginia
- November 27 - JM Steel

DECEMBER

- December 4th - JM Utah
- December 6th - JM McSweeney

ELKO MINING EXPO

ELKO, NEVADA

Jennmar was a sponsor and exhibitor at the Elko Mining Expo, June 4-8th in Elko, Nevada. The Elko mine show is one of the oldest and most respected mining expos held in the United States. The expo draws close to 8,000 people nationally and internationally for the mining industry exhibits. This year the expo had over 200 vendors. Todd Young, Tommie Breeden, Brady Weekley, Troy Timothy, and Sue Hirst with the Jennmar hard rock team, did an excellent job at the booth all week.



6TH ANNUAL TRACTOR DRIVE

SHAKE, RATTLE & ROLL

Hunter Dillingham, the grandson of Joy Hatchett of J-Lok West Kentucky, entered the 6th Annual Webster County Shake, Rattle, & Roll Tractor Drive. Hunter partook in this event on August 12th, 2018. The Tractor Drive was held by the Independence Bank to raise money for the Children's Advocacy Center and Court Appointed Special Advocate. Both of which help deal with abused children in Webster County.



BIRTH ANNOUNCEMENTS

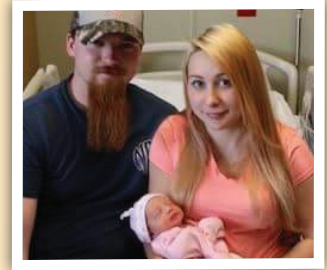
IT'S THE LITTLE THINGS IN LIFE THAT MAKE YOU SMILE



Glenn and Donna Goss, Pittsburgh Office, welcomed their new grandson Chase Joseph Hayes born September 9, 2018 on Grandparents Day. Proud parents Mark and Gina Hayes, of Sparta Wisconsin and big sister Maddie.



Matt Danik welcomed a new baby boy Ryker Matthew Danik on June 18th, 2018 at 4:13 p.m. weighing 6 lbs. and 14 oz., 20.5 inches long.



Zachary Chambers, of Jennmar Specialty Products, and his wife Tabitha welcomed their second child Leia Mae Chambers born May 29, 2018. Leia was 6 lbs. 1 oz., and 18.25 in. long.

Garrett "Heath" and Michelle Varney are proud parents of their first child, Scarlett Emilia Varney. She was born on July 26, 2018 in Huntingdon WV. Heath is a surface manager in Alabama for Jennchem. the new arrival will reside at Toler, KY with her brother Joey and two sisters Gracie and Cady. Scarlett is also the granddaughter of Gary Varney, General Manager for JM Conveyors.

NEW HIRES

WELCOME TO JENNMAR

This summer we hired three new employees. Welcome Michelle Slater to the Human Resources Department, where she has joined our team in the position of Human Resources Administrator. Michelle comes to us from UPMC Passavant's Emergency Room.

Welcome Jenny Haul to Jennmar Services, where she will fill the role of Social Media Recruiting Specialist. Jenny will be working out of the Jennmar Services office (formerly known as CSA) where she will be traveling and recruiting new hires.

Also welcome Michelle Eastly to the Marketing Department, reporting directly to Kim Cranmer, where she will fill the role of Senior Designer and Marketing Coordinator. Michelle comes to us from PureRed's Pittsburgh office.

YEARS OF SERVICE

OVER 80 YEARS OF COMMITMENT

We have two employees who reached the 40 year mark on employment this month. John Wiles reached 40 years on September 6th, and Wyatt Livengood reached 40 years September 13th. Thank you gentlemen for your outstanding service and commitment to Jennmar.



John Wiles



Wyatt Livengood

EXCITING CHANGES FOR COMPLIANCE STAFFING AGENCY

COMPLIANCE STAFFING AGENCY WILL BECOME JENNMAR SERVICES ON OCTOBER 1, 2018

Compliance Staffing Agency (CSA) will now be Jenmar Services, LLC (JMS) [September 11, 2018]

Calandra Group, LLC has elected to change the name of Compliance Staffing Agency (CSA) to Jenmar Services, LLC (JMS). The name change is more suitable to the type of work Jenmar Services (JMS) will be carrying out in the future. The name change will take effect on October 1, 2018. Jenmar Services, LLC provides safe and productive employees to the mining, oil & gas, industrial and manufacturing industries. JMS offers contractual labor crews with expert supervision to hundreds of customers nationwide. Jenmar Services, LLC., also specializes in temporary and direct employment options. JMS has locations in Pennsylvania, West Virginia, Alabama, Kentucky, Tennessee, Utah, Nevada, Arizona, Colorado, New Mexico, and Wyoming. JMS employs nationwide.



ATHLETE OF THE YEAR ALEC POLAND



Alec Poland, son of Rodney Poland, was awarded the Athlete of the Year award from South Middle School in Morgantown for his 8th Grade year. Alex also maintained a 4.0 GPA.

NEW FERROUS SCALES AT CRESSON STEEL THE WEIGHT IS OVER

After 32 years in operation, the old scales were replaced with these new ones on July 27, 2018! The Thurman Scale Co from Ohio manufactured the new scales and Bud Sales from Uniontown installed them. The new scales are enhanced with greater protection from lightning strikes. These scales should service Cresson Steel very well.



JM CIVIL SHOOT RAISING MONEY FOR MACC FUND

JM Civil participates annually in the Christopher's Shoot Against Childhood Cancer sporting clays tournament held every year in early July at the Waukesha Gun Club, in Waukesha, WI. This event benefits the MACC Fund (Midwest Athletes Against Childhood Cancer) and is hosted and sponsored by the Schraufnagle family, who own & operate Super Excavators, Inc, a tunneling contractor located in Menomonee Falls, WI. Christopher Schraufnagle died in 2012 from his battle with a Medulloblastoma brain tumor.



\$180K was raised this year for a running total of \$870K raised over the last 8 years for Childhood Cancer Research. JM Civil Sr. Engineer Jake Hunter shot on the Atkinson Construction team this year & they won the Red Course with a score of 309 out of 330. Way to go Team Atkinson!



NEWS FROM JENNMAR AUSTRALIA

SOME EXCITING NEWS FROM JENNMAR AUSTRALIA'S JUNE NEWSLETTER



GRAND OPENING OF HARNESS PRO AUSTRALIA

In May 2018 the 100% Jenmar owned Harness Pro Australia business was launched with the commissioning of a state of the art manufacturing facility in Mackay. Harness Pro Australia manufactures a wide range of customized and OEM replacement electrical harnesses that are braided with a high tensile, multifilament coating which provides superior protection for the underlying wires from external abrasion and environmental factors. Harness Pro Australia design and manufacture "ready to install products" used in heavy equipment for the mining, earthmoving, agriculture and marine industries.

JENNMAR COMMITS TO GSSO RESEARCH PROJECT PHASE 2

Jenmar has again committed to the Australian Centre for Geomechanics (ACG) Ground Support Systems Optimisation (GSSO) Project through sponsorship of phase 2 of the project. Jenmar was a key sponsor of the original phase 1 project which was commenced in 2013. GSSO is an international research project focusing on ground support systems optimisation, funded by industry and the Minerals Research Institute of Western Australia.

Phase 1 of the project explored methods and options to optimise ground support systems, with the aim to maintain, if not improve, mine safety whilst reducing costs and/or time components. The overall objective of GSSO Phase 2 will be to develop new tools and guidelines for ground support design in extreme ground conditions (more specifically in rockbursting and squeezing ground) and advancing the use of probabilistic approaches in mining geomechanics.



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RECIPE CORNER

We welcome all recipes and look forward to seeing yours!

BACON-CHEDDAR RANCH CHICKEN AND POTATOES

INGREDIENTS:

- 1/4 cup ranch dressing
- 6 large bone-in, skinless chicken thighs (1-3/4 lb.)
- 4 slices bacon
- 1-1/2 lb. red potatoes (about 5), cut into 1-inch chunks
- 1 onion, cut into 1/2-inch chunks
- 1 cup cheddar cheese
- 2 Tbsp. chopped fresh parsley

DIRECTIONS:

Pour dressing over chicken in shallow dish. Refrigerate 30 min. to marinate.
Heat oven to 400°F. Cook bacon in large skillet on medium heat until crisp. Remove bacon from skillet, reserving 1 Tbsp. drippings in skillet. Drain bacon on paper towels.
Add potatoes and onions to reserved drippings; cook 5 min., stirring occasionally. Remove from heat. Crumble bacon. Add to potato mixture; mix lightly. Spoon into 13x9-inch baking dish. Remove chicken from marinade; discard marinade. Place chicken over potato mixture.
Bake 55 min. to 1 hour or until potatoes are tender and chicken is done (165°F). Top with cheese and parsley.

Kraft Recipes is part of the All Recipes Food Group.

★ REGISTER TO VOTE AT WWW.VOTE.ORG ★



As we approach the Mid- Term elections in November, it is very important that you take a look at the candidates. Please make sure you look at their past voting history and what they stand for! This is an extremely important election and we must take the time to understand the consequences. We all know where we were in 2015! We all know where the company is today and how we benefited from the Presidential election in November of 2016. Please take the time and get out and vote!

★ GET OUT AND MAKE A DIFFERENCE! ★

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