

The White Paper

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From the Desk of Jim White:

To my valued employees, thank you for your investment in our company, and for taking the time to read this quarterly publication. This is meant to give you clear insight into our company's operations, and the initiatives we as a company are taking. We are quickly approaching our 100th year of operations, and we as a company have so much to be thankful for. It is because of your hardwork and dedication that we continue to be successful. At this point in time, our corporate footprint is the largest it has ever been. We are uniquely positioned for continued success with a wide-range of disciplines that give us an advantage against our competition. We are stronger now than we have ever been.

We at JJ White have benefitted from our many experiences and have the strongest, most professional construction renovation and maintenance work across the board.

With that being said, we have a lot to look forward to in the upcoming months. We have been blessed with the Phillips 66 Maintenance Contract for the Wood River Refinery in Roxana, IL. Mobilization is set to begin at the end of this year while the Willow Grove YMCA project is projected to be completed shortly.

Thank you for all that you do for the JJ White family and know that with your hard work, we will continue to succeed in the years to come.



JIM WHITE IV
PRESIDENT

Return of the White Paper

The White Paper will once again try to highlight some of the accomplishments we as a company have had over the past couple months. We'll also feature safety information, new hires, employee spotlights, and more.

We have had a lot of employment changes in the last couple months. Many of our exceptional employees have since retired, and new faces have joined our family. Read on to find out where we are headed in the months to come!

If you are interested in contributing to the White Paper, we encourage you to reach out using the contact information on the back page.

-The White Paper Team

Project Spotlight: Cape Cod Chips Factory

A Cape Cod tradition was temporarily put on hold until the end of summer as Cape Cod Chips sought to improve their existing factory. Located in Barnstable since 1980, Cape Cod Chips has grown from humble beginnings into an international brand. As the company's popularity grew in recent years, Cape Cod Chips now expects more than 250,000 visitors per year. In order to keep up with rising tourism demands, Cape Cod Chips decided to renovate the production facility and greatly overhaul the visitor tour experience.

JJ White Inc. was brought in to perform extensive renovations in order to modernize the aging factory. The changes start from the moment visitors' cars pull into the facility. A newly paved and redesigned surface lot alleviates parking lot tension while guests then walk along a new stone path to the entrance.

Cape Cod Chips leaned into their identity as a coastal company with the



design aspects of the renovation, placing 24 wooden bollards with nautical light fixtures and specially tied ropes courtesy of the Massachusetts Maritime Academy.

Once inside the factory, visitors are greeted by a mural the JJ White team was able to preserve throughout the construction process as well as new, blue flooring designed to evoke the spirit of the ocean. A widened walkway guides visitors along the tour in order to accommodate additional guests.

New signage and mounted televisions explain the kettle chip process and point out factory features.

Cape Cod Chips also trusted JJ White to handle antique equipment that made some of the company's first chips.

At the conclusion of the tour, guests make their way to a redesigned gift shop for a complimentary bag of the legendary chips. Guests also now have the option to enjoy their snack on a brand new outdoor patio complete with picnic tables and umbrellas. The well-executed renovation allows Cape Cod Chips to comfortably accommodate the number of visitors that make it one of the top tourist attractions on the Cape.



A Job to Look Forward to: Phillips 66 Wood River

As many of you know, we have been awarded the Primary Maintenance Contract for the P66 Wood River Refinery in Roxana, IL. This is a multi-year contract that employs 200 workers for routine maintenance and ramps up for turnarounds in the range of 500,000-1million man hours. This refinery is located 15 miles north of Saint Louis, MO and is the largest in the

Phillips 66 system and 10th largest in the country, producing approximately 380,000 barrels a day. Our Site Manager for the project will be our talented Mike Christie while George Packer will hold the Relationship Manager position for the contract. Full Mobilization for this project is expected to start at the end of this year.

January 2020 will be the main transition period. This contract is a big win for JJ White, as it once again shows our employees' hard-work and dedication to our company. We would not have won this contract if it was not for the collaboration of our employees to secure this business.



Welcome to JJ White!



Nick Salladino
Purchasing &
Sourcing Manager



Kevin Golankiewicz
Relationship & Business
Development Manager



Mark Huff
Tank Group Project
Manager/Estimator



Jonathan Crawford
New England Plumbing
Operations Manager

Thank You Diane Padlo

For 40 years, Diane Padlo graced JJ White with her exuberant personality and tremendous work effort. Always eager to meet new people and tell them why JJ White should be included on their next project, Diane did everything from Project Management, to Trade Shows, to Marketing, to special events, and even photo shoots. She represented this company with pride to anyone that would listen. Her infectious personality was one-of-a-kind and something that cannot be replicated. She was also the first female to hold a VP position in our company.



Diane truly could do anything that was asked of her, and do it well. She was a great leader and mentor, exemplifying what it meant to give your all day-in and day-out. Diane never shied away from a task that was given to her and did everything with grace and pride.



As Diane transitions to retirement, she will be missed by all of us here. Her shoes will be hard to fill, but it was time for her to spend more time with her family and grandchildren. We hope for nothing but happiness and health for Diane and her family in the years to come.

Coming Soon: Willow Grove YMCA

Two years ago, we broke ground on the YMCA's new location in Willow Grove, PA. The mission of the YMCA is to build a place that is for the community, health, and family.

The 110,000 square-foot building has something for everyone to enjoy, whether that be the state-of-the-art swimming pool, basketball court, exercise classrooms, or playground area. The Y is a place that feels like home.

Each day we get a little closer to the finished product. We are excited to unveil the fifth YMCA that we have worked and let the community enjoy what we have been working so hard on for the last two years.





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The White paper is a quarterly publication of JJ White Inc. submittals may be made to Jess Tennett [jtennett@jjwhiteinc.com] and should be kept to a 200 word maximum. Items of interest may include employee profiles, safety notes, and/or human interest stories of success that the Company or Individuals may have enjoyed...don't forget pictures! Everyone is encouraged to submit an article for publication. Pulitzer Prize talent is not required... just a willingness to share & write.

N.B.: JJ White Inc. reserves the right to edit, accept and/or reject any submittals to be deemed not in the company's best interest.

STOP! Just Communicate

Communication is ultimately the difference between conflict and resolution. Or in this case, a safe job site. Effective communication is the key to success both personally and professionally. By taking a couple minutes to elaborate on instructions, it reduces the risk of confusion, and translates to a better work environment. Having the ability to listen and give clear instructions will make employees want to work with you and for you. We use four types of communication daily in our business operations. Verbal, Non-Verbal, Written, and Visual.

All of these types of communication coincide with one another to create a safer jobsite. Injuries can be avoided if employees take the time to go over the job requirements before commencing, to make sure that everyone is on the same page on what is expected of them. It is essentially up to you to act on unsafe work practices before they become a recordable. So, "Stop! Just Communicate," because those who do, receive the results they are looking for.



"For 99 years, JJ White has been constructing with knowledge and providing service with integrity and safety"