

Clayton Johndro Memorial Golf Tournament

JSI Store Fixtures held their 7th annual Clayton Johndro Memorial Golf Tournament in Milo Maine, on August 4th. This annual tournament benefits the Milo/Brownville Kiwanis, which assist in helping many children programs in the area. This year was a record breaker for donations: a total of \$11,000 was given to Eben DeWitt, who accepted on behalf of Kiwanis.

Hannaford was considered the VIP sponsor of the day! As JSI's very first customer, Hannaford has continued a relationship with JSI over 20 years. Jeff Dyer, a head buyer, with Hannaford Brothers generously gave \$2,500 in Hannaford gift cards to Milo's Blessings in a Backpack. Amber Gahagan accepted on behalf of MSAD #41.

There were 15 teams of four that participated at the Katahdin Country Club in Milo. Before heading out on the links, Mark Awalt, Executive V.P. of JSI, spoke a few words. "I hope everyone remembers to appreciate the opportunity to participate in today's event, which means you're healthy, making new friends, playing golf and making a difference in the lives of many area children." When all the teams finished they feasted on a meal made by Val Robertson and others, of Kiwanis, of potatoes, chicken, corn on the cob, rolls and a beautifully decorated cake.

There were prizes to be won, trophies, a kayak, golf clubs, golf balls and gift cards for 1st place in flight A & B, closest to the pin and longest drive. The 1st place winner in flight A was: Team Sponsor William London & Sons; players were Scott Trahan (TJX), Tom Cyr (Atlantic Plywood), Matt Griffin (Atlantic Plywood) and Sam Civiello (JSI salesman). The 1st place winner in flight B was: Team Sponsor Holt & Bugbee; players were Roger Pierce, Gordie Glass, John Parker (all from Holt & Bugbee) and Terry Awalt (President of JSI). Closest to the Pin: Scott Trahan (TJX) took the golf clubs and Derek Volk (Volk Packaging) took the Kayak*. Longest drive was won by Katie Robertson (Hobnobers) and Chuck Fabian (Volk Packaging) both winning gift cards.

During the feast, Mark also informed the group on JSI's 20 year history.

In 1991, Terry Awalt, Barry Awalt and their step dad Clayton Johndro founded the business.

In 1995, JSI achieved its first \$1 million in sales.

In 1999, Hannaford awarded JSI with its Distinguished Vendor Award, recognizing JSI as its top vendor, reflecting on JSI's commitment to quality and service.

In 2001, JSI moved back to Milo into the old Dexter Shoe building. That same year JSI was featured on the TV show Made in Maine. Terry developed a new merchandising idea using a foam surface and patented it. JSI has sold over \$7 million of the product since its creation.

In 2004, JSI was recognized as Maine's Small Business of the Year by the Small Business Administration. JSI was also recognized as being the ninth fastest growing wood working company in America by Wood & Wood Products Magazine. Most importantly, in 2004, Food Lion became a customer and has been JSI's largest customer for the past seven years.

In 2007, the Awalt & Johndro families sold part of JSI to a private equity firm, while still maintaining some ownership. This acquisition brought a new level of strategy to JSI.

In 2008, JSI achieved the milestone of \$100 million in sales since its beginning in 1991.

In 2010, The Maine Education Association awarded JSI one of three statewide "Corporate Awards" in recognition of JSI's contributions to the children in the community, which included significant funding to complete a \$50,000 playground, now named after the Awalts' stepfather Clayton Johndro.

In 2011, JSI is celebrating a special year, not only 20 years in business, but 10 years no lost time injuries. JSI is not aware of another manufacturer in the state with more than 100 employees that could boast this safety record.

Also in 2011, JSI received the "Governor's Award for Business Excellence."

Lastly, and most significant, JSI's 2011 sales are currently up 50% over 2010 after being up 25% last year. In this economy, this is a remarkable achievement. To date JSI has hired nearly 70 employees and are still outsourcing work to local manufacturers in the Bangor Region. JSI owes its 20 years of success to great customers, excellent vendors, and employees whose work ethic and dedication is truly extraordinary!

A sincere and huge THANK YOU, to all sponsors: Hannaford, Tradewinds, Holt & Bugbee, Willis, Pottle's, Hobnobbers, Prescott Metal, Spongex, Portland Air Freight, Berry.Dunn.McNeil & Parker, William London & Son, Sherwin Williams, Atlantic Plywood, Boston Retail, Butler Bros, C&J Variety, Connecting Point, Fed-Ex Freight, Hartt Transportation, Liberty Woods, MSC, NH Bragg, Robbins Lumber, Rudman & Winchell, Sabic Polymershapes, TD Bank, Volk Packaging, DeWitt Machine & Fabrications, Sierra Communications, Thompson Forest Product, Lee Chick and the JSI Sales Team. There were four customers that played: Jeff Dyer – Hannaford, Scott Trahan – TJX, Steve Howson – Refrigeration and Ted Dow – Sweetbay. Also, Rick Gerrish with the Katahdin Country Club for allowing JSI to hold this event in Milo and making a donation to purchase additional golf carts.

The generosity and support from these sponsors will surely make a difference in the lives of many area children.

*The kayak that was won by Derek Volk was donated back to JSI. JSI has been selling raffle tickets to its employee's for a chance to win it. All monies raised are going to the Blessings in a Backpack. As of right now the amount raised is over \$500.



The 1st place winner in flight A was:
Team Sponsor William London & Sons;
players were Scott Trahan (TJX), Tom Cyr
(Atlantic Plywood), Matt Griffin (Atlantic Plywood)
and Sam Civiello (JSI salesman).



The 1st place winner in flight B was:
Team Sponsor Holt & Bugbee;
players were Roger Pierce, Gordie Glass, John
Parker (all from Holt & Bugbee) and Terry Awalt
(President of JSI).