

IN THIS ISSUE

- EXPANDING OUR HORIZONS
- CHOOSING THE RIGHT LUBRICANT
- SAFETY TAG REPLACEMENT
- MAINTAINING YOUR FLETCHER EQUIPMENT
- UPCOMING TRADE SHOWS
- UPDATING CUSTOMER INFO

EXPANDING OUR HORIZONS IN LATIN AMERICA



We are pleased to share more information about Cannon LATAM, our wholly owned subsidiary located in the heart of Zacatecas, Mexico. Cannon LATAM offers new machines for purchase and rental, modernization, service, and parts nationwide. Originally

incorporated by Oldenburg Equipment in 2011, the business services a fleet of more than 70 machines across Mexico.

Situated in one of Mexico's most historically rich mining regions, Cannon LATAM is the ideal cornerstone to grow the Cannon brand throughout the Latin American market. The Mexican market for underground mining is experiencing considerable growth, fueled by the nation's abundant natural resources and the increasing demand for minerals globally. The underground mining equipment market in Mexico is expected to reach a projected revenue of US\$ 4 billion by 2030, with a compound annual growth rate of 5.5% from 2025 to 2030. Zacatecas itself plays a crucial role as a mining hub, contributing significantly to Mexico's position as a leading silver producer and a major exporter of minerals like gold and copper. Given the industry's expansion trajectory, our presence in this vibrant market ensures that we can closely align with local mining operations in Mexico and also offer timely and competitive delivery into nearby operations in Chile, Peru and Columbia.

For our valued employees, this expansion provides exciting opportunities for collaboration and growth within the company. We are keen to share best practices and ideas between Cannon LATAM and our U.S. plant, creating a dynamic environment where the strongest ideas thrive.

For our customers, Cannon LATAM will ensure enhanced service levels and a more robust support network, enabling us to deliver solutions that are precisely tailored to the demands of the Latin American mining industry. We look forward to working closely with our partners and clients across the region to unlock the full potential of their operations.

We invite you to learn more about Cannon LATAM by visiting our website at www.cannonmining.com.mx



MAINTAINING YOUR FLETCHER EQUIPMENT

For over 85 years, J.H. Fletcher & Co. has been designing and manufacturing quality equipment meant to withstand harsh environments, but even the best equipment suffers from wear and tear over time. To make the most out of your equipment, it is important to know where, when, how, and why to have it repaired or rebuilt.

It is highly recommended that all equipment be rebuilt/modernized by either J.H. Fletcher & Co. or by one of our Authorized Rebuilders. Some companies, however, like to rebuild their own equipment. When working on your own equipment, order only OEM parts, found in your machine's Parts Catalog, to ensure you receive quality products and maintain your machines certifications. Should you decide to rebuild your own equipment, it is highly recommended that you contact your local Fletcher sales representative and request a quote for a machine audit¹ and / or inspection² to ensure the machine was rebuilt to Fletcher's standards and remains certified.

So, how often should your J.H. Fletcher & Co. equipment be rebuilt / modernized? We recommend that our equipment be rebuilt / modernized after eight years of continual use. Further, any piece of equipment that possesses a boom(s) should have the boom(s) rebuilt or replaced after four years of continual use. Due to excessive wear and tear, roof bolters utilizing a wet drilling system should have their boom(s) rebuilt or replaced after two years.

If your Fletcher equipment is not rebuilt / modernized within the recommended timeframes, then we recommend having a complete machine inspection performed by a Fletcher Authorized Inspector.

Some reasons you should consider having your J.H. Fletcher & Co. rebuilt / modernized in a timely manner using J.H. Fletcher & Co. or an Authorized Rebuilder include:

- Ensuring certifications are still valid. Your Fletcher equipment may consist of several different certified assemblies or systems. Certifications for assemblies or systems include: MSHA or OSHA certifications (Electrical Approval, Health Approval, or PENN Approval), any applicable international certifications (CE, ATEX, IEC Ex, SANS, CSA, etc.), and Fletcher certifications³ (ATRS, Drill Canopies, Tram Canopies, Cabs, ATRS Extensions, etc.). Using non-OEM (Original Equipment Manufacturer) parts, modifying certified parts or part assemblies, or failing to maintain certified parts or part assemblies will void the certifications for the assemblies or systems.
- Receiving a new machine warranty.
- Ensuring customized parts are installed. Your Fletcher equipment was custom built for a specific environment. Because the equipment is custom designed for the original environment in which it was sold, there may be custom parts installed that are unique to your machine. Unauthorized rebuilders may replace parts with non-customized parts that do not work or last in your machine's environment.
- Ensuring the machine contains OEM parts and assemblies.
- Ensuring your machine receives the latest and greatest parts, assemblies, safety features, etc. Your machine will be rebuilt / modernized to current Fletcher standards.
- Receiving a new serial number, new certification tags⁴, new Fletcher certifications³, and new Operator's Manuals⁵ with the latest and greatest safety information for your equipment.

MAINTAINING YOUR FLETCHER EQUIPMENT (CONT.)

- Receiving new Parts Catalogs and Service Manuals with the latest and greatest part numbers, routine maintenance schedules, maintenance safety information, etc.
- Receiving new Hydraulic Circuits and Electrical Circuits.
- Ensuring your machine suits the current environment it is to be operated in. If you've purchased the equipment from another company, you may not know what customizations exist on that machine or what customizations Fletcher's offers that might suit the environment in which the machine is operating better. By purchasing a rebuild / modernization from your local Fletcher Sales Representative, we can offer you upgrades, modernizations, etc. that best suits the machine's current environment

Having your equipment rebuilt / modernized, inspected, and / or audited on a regular schedule is the best way to ensure the machine continues to function at peak performance. Customers interested in having their machines rebuilt / modernized, inspected, and / or audited, or have additional questions about these processes, can contact their local Fletcher Sales or Service Representative, contact the Fletcher Sales Department at sales@jhffletcher.com, or contact Fletcher Services Inc. at JHFServices@jhffletcher.com.



¹ An audit is a review of either the complete machine or just the boom(s). An audit includes: ensuring OEM parts are installed, checking for unauthorized modifications, checking that the machine has been properly maintained, checking for any hazards or anything that would void certifications, etc. After an audit, the customer will receive a list of any issues found that do not meet Fletcher's standards.

² J.H. Fletcher & Co. offers different types of inspections. We offer inspections of certified assemblies or systems: ATRS, Tram Canopy, Drill Canopy, electrical (MSHA 2G) systems, dust suppression systems, etc. We also offer complete machine inspections that include inspecting all certified assemblies or systems installed on the machine and a complete audit of the machine. With an inspection, the machine is issued a new serial number, new certification tags are provided (once any issues found during the audit are eliminated), and a new Operator's Manual with the latest / greatest safety information is provided.

³ Fletcher certifications are certified letters signed and stamped by Professional Engineers (typically Fletcher employees) stating that the part, assembly, or system meets criteria set forth by a governmental body (like MSHA) or meets criteria set forth in a standard (like ISO). The law or standard that the part, assembly, or system meets will be listed in the letter.

⁴ For inspections, certification tags are only provided for assemblies or systems the customer pays to have inspected.

⁵ For inspections, Operator's Manuals are not provided unless the customer purchases either a complete machine inspection or an inspection for Fletcher certified assemblies (ATRS, Tram Canopy, Drill Canopy, Cab, etc.).

CHOOSING THE RIGHT LUBRICANT

In each machine's service manual, there is a routine maintenance schedule that lists the recommended oils and greases for your machine. These are the lubricants that are applied at J.H. Fletcher & Co.'s facility, and they have been tested for effectiveness.

Your company may order lubricants from a different lubricant manufacturer. So, how do you know which lubricants are correct for your machine? The most reliable way to determine the correct lubricant is to consult your lubricant sales representative. They have the expertise to recommend equivalent products that match the specifications of those originally applied to your machine. While online conversion charts may exist, J.H. Fletcher & Co. cannot verify their accuracy and relying on them could lead to improper lubrication choices. Using the wrong lubricant can lead to machine damage.

To ensure optimal performance and longevity, always defer to your lubricant supplier for the most up-to-date recommendations for equivalent lubricants. Using the proper greases and oils is essential to maintaining the reliability and performance you expect from J.H. Fletcher & Co. equipment.



SAFETY TAG REPLACEMENT



Safety tags on Fletcher machines are critical for alerting operators and bystanders to risks that cannot be designed out of the equipment. These safety tags must always remain visible and legible, and they should never be removed, covered, modified, or relocated.

During your machine's power-off visual inspection, ensure safety tags are not illegible, loose, missing, or damaged. If issues are found, inform your supervisor that replacement tags are needed. To order a new tag, use the part number found on the tag or in the machine's Parts Catalog, and call J.H. Fletcher & Co.'s Parts Department (304-525-7811), or your local Authorized Fletcher Parts Distributor.

Safety tags, and additional safety information, can be found in your machine's Operator's Manual. All operators must read and familiarize themselves with each safety tag.

For most Fletcher equipment, our safety tags are now stickers (decals). To properly install our safety decals, follow the procedure found on Technical Information Document 032: Installing Sticker Tags found at <https://www.jhfletcher.com/maintenance>.

UPCOMING TRADE SHOWS

Saskatchewan Mining Supply Chain Forum	APRIL 9-10
WV Coal Show	APRIL 15-16
Southern Regional Mine Rescue	APRIL 28 - MAY 01
CIM Connect	MAY 4-7
AISTech	MAY 5-8
ELKO Mining EXPO	JUNE 6-7
RETC	JUNE 8-11
KMI KY Mine Rescue	AUG 11-14
Bluefield Coal Show	SEPT 9-15

UPDATING CUSTOMER INFORMATION

J.H. Fletcher & Co. is reaching out and requesting contact information from our customers, so we can ensure our customer database is current. Having an accurate database helps us keep you, the customer, up-to-date with company news relevant to your Safety Department, Maintenance Department, Management, and / or Equipment Operators. By updating your contact information, you will improve our ability to effectively communicate with your company and the appropriate personnel who require our notifications.

To make this process simple, we've included a short link below that will lead you to the contact form. We kindly ask that you pass this along to the appropriate departments / personnel for completion, including equipment operators who may wish to receive updates. In appreciation of your time, everyone who completes the form by May 31, 2025 will be entered into a drawing to win one of 20 exclusive Fletcher hats, and one person will win a \$100 gift card to use at our Company Store. We appreciate your cooperation and look forward to enhancing our service and support for your team!

<https://zfrmz.com/TFDw0zf0XVEbKnLjXbN2>

FOLLOW OUR SOCIALS

Follow all divisions of J.H. Fletcher & Co. and Cannon Mining Equipment across social media like Facebook, Instagram, and LinkedIn to obtain up-to-date information like job opportunities, giveaways, upcoming appearances and more.



@FletcherMiningEquipment
@FletcherEngSol
@CannonMining

Did you know you can also find J.H. Fletcher & Co. videos on YouTube? Click below for machine demos and more!



J.H. FLETCHER & CO. WEBSITE

Visit our website at www.jhfletcher.com for news, product information and contact details. Looking for other helpful content? Our site also contains additional useful materials which can be found at any of the links below:

- [Resources](#)- Bulletins, safety posters, newsletters, maintenance procedures, and more!
- [Careers](#)- Current job openings & a link to the employment application.
- [Customer Survey](#)- Tell us how we're doing!

DISCLAIMER

The information contained in this newsletter has been obtained from sources believed to be reliable, and the editors have exercised reasonable care to assure its accuracy. However, J.H. Fletcher & Co. does not guarantee that the contents of this publication are correct and that statements attributed to other sources do not necessarily reflect the opinion or position of J.H Fletcher & Co.