



The Grimes Companies

Grimes Transportation Brokerage

Grimes Warehousing Services

Grimes Packaging Services

Grimes Trucking Company

FileSafe, Inc.

Issue 2, Vol. 1

POWERFUL TOOLS FOR SUPPLY CHAIN MANAGEMENT™

# roadways

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## Driver celebrates 30 years at Grimes!

Grimes Trucking Company will recognize a very special anniversary on October 6. Cliff Ashley will mark his 30th year as a member of our team. Not only is Cliff our most tenured driver he also has one of our best safety records and remains one of our top revenue producers. Cliff is a fleet leader and has been one of our primary trainers for many years.

Here's a little background to help put Cliff's accomplishment in focus. In 1977 (the year Cliff started at Grimes) Star Wars was the top movie, Bjorn Borg and Jimmy Connors battled at Wimbledon, Notre Dame was the undefeated national champ in college football, disco ruled the entertainment world, the neutron bomb was big news, Elvis died, Jimmy Carter was President, Lavern and Shirley were tops on TV, The Son of Sam killer was caught. Liv Tyler, Randy Moss, and Orlando Bloom were all born.

Obviously a lot of things in the world have changed but one constant for Grimes Trucking has been Cliff Ashley, his professionalism, and his commitment to excellence!

**Thanks, Cliff. Your loyalty and leadership have been exceptional.**

**For additional information contact 866.439.1008**



## Packaging Growth Includes New Customers!

Grimes Packaging Services (GPS) continues to see steady growth in both the number of clients being serviced and in the scope of service offerings. Our ability to assist clients in bringing their products to market in the condition and configuration their clients' demand has established GPS as an important link in our clients' supply chain planning. GPS is committed to providing "Powerful Tools for Supply Chain Management".

In the last quarter GPS facilitated the rework of nearly a million sales units across multiple commodities for many different clients. In three months (May, June, and July) GPS invested nearly 16,000 man hours in the support of our clients' supply chains. The phenomenal output included both normal re-packaging and post-manufacturing reworks, as well as a heavy seasonal push for the summer and "back-to-school" efforts.

Grimes Packaging Services continues to gain recognition as a quality provider of outsourced packaging support. With a focus on production integrity and process controls we are able to ensure that the end consumer is getting the value and quality they expect, every time!

**We remain at your service!**

**For additional information contact 800.881.9505**



## Warehousing Earns Recognition from Clients!

Grimes Warehousing Services (GWS) has recently received considerable recognition from several of our clients for the handling of their inventories and compliance with their standards for operation. Notably, we (GWS) received a score of 99.8% from one client during a quality audit. This was the highest score in their network and set the bar high for next year's audit, right where it should be!

As an organization we set high standards for our operations and contract with several outside auditing firms to confirm that we are meeting those standards. When we are fortunate enough to have the benefit of additional audits by our clients we welcome the feedback.

GWS also continues to focus on employee retention, training, and hiring programs. As a result, our average forklift operator has nearly seven years with the company and fifteen years of overall experience. All of our operators are proficient with various forklift attachments, i.e. drum handlers, slip-sheet, box clamps, etc. This allows us to handle virtually any commodity safely and efficiently.

We welcome you to visit both of our Jacksonville facilities or our Baltimore hub to view our operation in motion. GWS remains committed to becoming your number one supply chain provider!

**For additional information contact 800.881.9505**

## Explosive Brokerage Transportation Growth!

Grimes Transportation Brokerage (GTB) continues to experience explosive growth while simultaneously providing high quality service to our customers. Our commitment to quality service will always be our number one priority. During the second quarter, we experienced back-to-back record months. We also welcomed three new members to our team. Dixie Moody comes to us from Star Transportation and is our newest Operations Specialist. Aaron Heffner comes to us from Southport Logistics/Hoover Transportation and is our newest Transportation Coordinator. Jose Sanchez joined us as our International Transportation Intern. We are all looking forward to the expansion of our office area during the next month.

GTB has also experienced great success in expanding our services to new geographic areas as well as adding new carrier partners. Our success stems not only from building good relationships with our customers but also with our carriers. Our group continues to work closely with the other Grimes divisions in order to provide innovative solutions and seamless service to our customers. **For additional information contact 866.210.7400**

## Keeping Your Documents Safe!

FileSafe, Inc. provides offsite Document Storage and Records Management in Northeast Florida and works to continually offer value added services to our clients. FileSafe is proud to assist in raising industry awareness in the community on records retention laws and management alternatives.

It is important that companies become aware of their legal and financial obligations pertaining to the records and information they are required to maintain.

A one day seminar is coming to Jacksonville on Friday, November 2, 2007 at the San Jose Country Club. Called: Establishing & Managing Successful Records Management Programs. This is offered in partnership with ARMA (The Association of Records Managers and Administrators) Jacksonville Chapter and UNF Division of Continuing Education. The speaker is Dr. Mark Langemo, CRM., a professor at the University of North Dakota and a dynamic and powerful presenter and records management professional. Seminar cost is \$195 per person additional information can be found online at [www.ce.unf.edu](http://www.ce.unf.edu). You can register by email to [unfce@unf.edu](mailto:unfce@unf.edu) or by phone at 904-620-4200.

**For additional information contact 866.866.8864**



# LETTER FROM THE PRESIDENT

In today's global economy the supply chain represents an increasingly large percentage of a manufacturer's cost to get their goods to market. As the cost of the supply chain increases so does the demand to find added value at each stage of product movement. As our clients' partner in the management of their supply chain it is up to us to be prepared to offer them that value.

Whether through additional services such as packaging, transportation management, establishment of vendor managed inventory programs, or simply through advanced client support and reporting by our Logistics Coordinators, The Grimes Companies and its subsidiaries are committed to staying on the leading edge of the industry. It is imperative that those involved in the supply chain always ask themselves: "Is what I'm doing going to add real value, save the client money, or ensure the client's satisfaction?" If the answer is "NO" then it's time to rethink your approach and your priorities!

Through diligent monitoring of the supply chain and the status of inventory in transit or in storage we can assist our clients in their efforts to minimize carrying costs, preempt potential bottlenecks, and facilitate quicker movement into the marketplace. Taking care of our clients means that, in the end, everybody wins!

**Michael O'Leary**

*President*

**The Grimes Companies**

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