



The Grimes Companies

POWERFUL TOOLS FOR SUPPLY CHAIN MANAGEMENT™

roadways

W I N T E R 2 0 0 7

Grimes Transportation Brokerage

Grimes Warehousing Services

Grimes Packaging Services

Grimes Trucking Company

FileSafe, Inc.

Issue 3, Vol. 1



Grimes Growth

2007 was a year of records and accomplishments for Grimes Trucking. One of the most significant accomplishments has been the overall growth of our business. In October of this year we passed our all time sales revenue with 2 full months left in the year!

As 2008 approaches, Grimes Trucking is looking forward to the continued growth we experienced this year. Our focus will continue to be on the safety and service that have become the calling card of our company for the past 30+ years.

In 2008 we are preparing for the biggest industrial boom that Jacksonville will have seen in decades. The opening of the new Mitsui O.S.K. terminal at the Port of Jacksonville will change the face of this region. Mitsui is the first Far East shipper who will be shipping to America's east coast. Initially we will see an additional 200,000 containers disembarking right here in our hometown and by 2011 that number of containers will reach 800,000. Since the Mitsui announcement Korean shipping company Hanjin has also reached an agreement to build a terminal at the Port of Jacksonville.

With over 500,000 square feet of warehousing space, our own trucking company, non asset based transportation solutions, packing, and document storage all in house, we here at Grimes Trucking are proud to be a part of a team that is poised to answer any and all supply chain needs our customer base may have. **For additional information contact 866.439.1008**

Grimes Companies & FileSafe Websites Get an Overhaul for 2008! VISIT US ON THE WEB AT: GRIMESCOMPANIES.COM & FLORIDAFILESAFE.COM



Packaging Continues to be Quality Driven For 2008!

The Packaging department is looking forward to bringing on some new business for the upcoming year "2008". We have added an experienced and knowledgeable sales man in the way of Greg Mackey. Greg has had over 14 years of packaging sales experience in Florida and the Jacksonville area. He comes to us well connected in the Packaging world and we are expecting some great results from him.

Our Packaging department has added some new clients in the last few months as we continue to provide a high standard end product to our current client base. We have become highly recognized in the Packaging arena as one of the most quality driven, and value added programs in this industry – certainly within the Southeast market.

Our employee retention programs have served to be a great enhancer to our team building efforts, and sponsored a very productive work force that continues to take enormous pride in their final product. We welcome you to come by and see what our Packaging department can do for you – as we consider this department one of our most value added entities within The Grimes Companies. Our on time deliverables continue to be notable by our clients' and we continue to set the bar even higher which sets us apart from our competitors.

We remain at your service!

For additional information contact 800.881.9505



LETTER FROM THE PRESIDENT

One of the few things businesses can count on is that nothing stays the same. We all know that every new day is going to bring change, how we prepare for that change is one of the most important things that define us as an organization. As we get ready for 2008 we can already see the changes on the horizon.

As it pertains to the supply chain, rising gas prices will drive us to put more product on every truck. The dynamics of the global economy and the value of the US dollar should see an increasing demand for US manufactured goods. For many companies an increased focus on lean operations will mean increases in demands on individual staff members and sound financial practices will bring tighter inventory controls, stretching the supply chain. To survive in a competitive global marketplace we have to be prepared to meet the changing needs and adjust to the new demands of your company and your clients.

In 2008 The Grimes Companies will be focused on improving the efficiencies of our clients' transportation models as well as continuing to develop the "Value Added Services" that will help them compete in the marketplace. Improvements to our IT services, streamlining of communications and a sustained effort will offer you, our partner, the most efficient and highest quality distribution services available.

How will you prepare for the New Year? Do you have plans to optimize or review your freight and distribution models? Will your company be expanding into new markets in 2008, if so what is the best way to get there? Our Logistics and Transportation Coordinators can assist developing models that help you achieve your goals while allowing you to maintain the flexibility to react to the changes that you face everyday. We want to be part of your solutions, please let us know how we can help!

Michael O'Leary
President

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Grimes Client Services

Clients can now take advantage of our new On-Line Inventory Reports by accessing our website at www.grimescompanies.com. If you have not received your Login and Password, please contact Ed McDowell, Client Services Manager at 904.446.4802 or email Ed at emcdowell@grimescompanies.com. You will be able to access your inventory 24 hours a day, 7 days a week with instant up to date information. We will also have some custom reports available in the near future. For the customers that have been using our Beta-test of the reports, they find it an exciting way to have access to their inventory and even download into their spreadsheets and various other formats that are available.

For additional information contact 800.881.9505

Phenomenal Brokerage Transportation Growth!

The performance of Grimes Transportation Brokerage (GTB) continues to exceed expectations. In the third quarter, we diversified our client base while we simultaneously increased service to our existing customers. Our existing customers continue to increase their business with GTB because they feel that we provide top quality service at a fair price. We are able to consistently satisfy our customers as a result of our personalized service and our partnerships with high quality carriers.

Not only has our business grown in the domestic USA market, but also in the international area. Our international business with Latin America has significantly increased and we expect even more growth as a result of the entrance of one of our top customers into the European market. We are very much looking forward to 2008! For additional information contact 866.210.7400

Keeping Your Documents Safe!

2008 brings positive change for FileSafe with a new look to our website. Visit us at www.floridafilesafe.com to view all the exciting additions. You'll find helpful links for disaster recovery plans and records management organizations in Jacksonville. We have also put our web manual online for easy customer reference.

FileSafe is always looking to the market for new and innovated ways to assist our customers. We recently heard of companies adopting a "dump the garbage day" How it works is choose a day that the company can start a yearly tradition. Have a meeting outlining what should be kept on sight, sent to storage or shredded.

It is an opportunity to clean out the "stuff" that has accumulated over the past year. Dispose of any unnecessary files, brochures, copies of reports, magazines/periodicals, binders, etc. so that your company is lean and organized and prepared to take on the challenges of 2008.

FileSafe is prepared to assist in creating a record retention and guidelines of what "stuff" consist of. In doing so, please take all necessary precautions to shred important documents.

For additional information contact 866.866.8864