



The Grimes Companies

POWERFUL TOOLS FOR SUPPLY CHAIN MANAGEMENT™

Issue 1, Vol. 2

roadways

W I N T E R 2 0 0 8

Grimes Transportation Brokerage

Grimes Warehousing Services

Grimes Packaging Services

Grimes Trucking Company

FileSafe, Inc.



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 begin 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 have you prepared 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 every day. We want to be part of your solutions. Please let us know how we can help!

Michael O'Leary
President

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!

Grimes Packaging Services (GPS) is looking forward to significant new business for the upcoming year, having added Greg Mackey, an experienced and knowledgeable salesman with over 14 years of packaging experience in Florida and Jacksonville. He is well connected in the packaging world, and we anticipate great results due to his addition.

GPS has also added some fine new clients in recent months, and we continue to provide an exceptionally high-standard end product to our current base. Recognized in the packaging industry as one of the most quality-driven companies, we continue to be a leader in value-added programs, particularly in the southeastern market.

Our unique employee-retention programs have become an important part of our team building efforts, helping create a very productive workforce that takes great pride in its ultimate product. You are welcome to visit our packaging department to see first hand how we might serve you. Our on-time delivery is a source of praise by our clients, and we continue to raise the bar of quality service, separating us from our competition. We truly consider GPS one a significant value-added area of The Grimes Companies.

We remain at your service! For additional information contact 800.881.9505



Grimes Trucking Hits New Roads

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 last year we passed our all time sales revenue— with 2 full months left in the year!

As 2008 unfolds, Grimes Trucking is looking forward to continuing the growth we experienced last year. Our focus remains on the safety and service that have become the calling card of our company for the past 30 plus 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 being offloaded right here in our hometown and by 2011 that number 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 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. Our customers that have been using our Beta-test of the reports 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 Transportation Brokerage Growth!

We expect big changes in Grimes Transportation Brokerage (GTB) in 2008! Expanding relationships with existing clients as well as the development of many new relationships have created a dynamic work environment and unlimited prospects for the future. Coupling that internal growth with the exciting expansion of the Jacksonville port facilities means this year is going to be one of the most exciting years in a long time!

In keeping with our goal to provide exceptional personal service, clients can expect to see new faces at GTB in 2008 as we introduce additional staff to facilitate the expanding business. Our commitment is to maintain the same client-to-staff ratio that has distinguished GTB from the competition! Also in 2008 we intend to integrate our Transportation Management System with several of our clients' systems in an effort to streamline communication and reduce expenses for everyone.

For additional information contact 866.210.7400

Keeping Your Documents Safe!

2008 brings positive change to FileSafe with a new look to our website. You should visit us at www.floridafilesafe.com to view all the exciting changes. 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 marketplace for innovative ways to assist our customers. One we discovered recently was a "Dump the Garbage Day." Just choose a day when you can start an annual tradition and hold a meeting to determine what should be kept on-site, what should be sent to storage, and what should be shredded and dumped.

It is an opportunity to clean out the "stuff" that has accumulated over the past year. Dispose of the unnecessary files, brochures, copies of reports, magazines/periodicals, binders, etc., so that you are lean, organized and prepared for the challenges of the coming year.

FileSafe is prepared to assist in creating a records retention plan, setting guidelines regarding what "stuff" to keep, what to store off-site, and what to dispose of. Of course you should take all precaution in shredding important documents.

For additional information contact 866.866.8864



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