

GRIER
BROTHERS
ENTERPRISES

Grier Brothers Enterprises
 3370 Welcome All Road, SW
 Atlanta, GA 30331

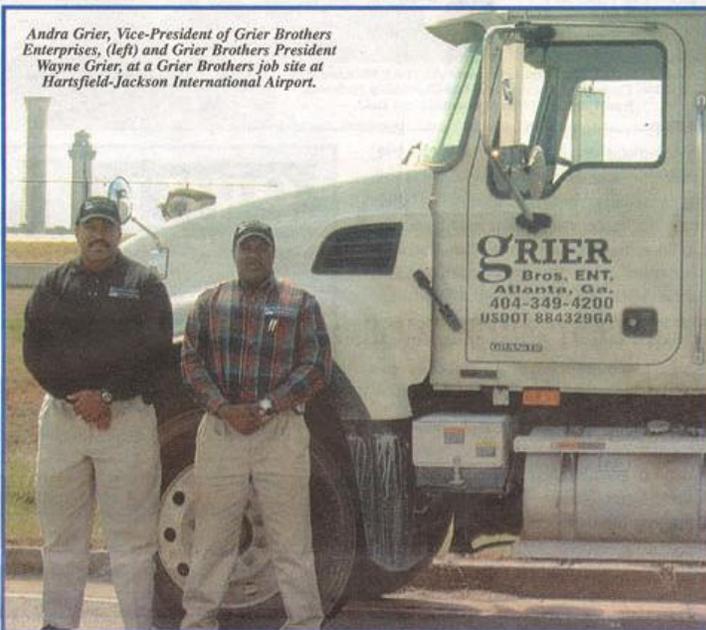
Phone : (404)349-4200
 Fax : (404) 349-7999

EQUAL BUSINESS CONSTRUCTION NEWS MBE PROFILE: Grier Brothers Enterprises

What began with one truck as a supplement to the family owned service station in 1974 is today Grier Brothers Enterprises, a commercial and residential hauling and supplying company with a fleet of 25 tandem trucks servicing a 50 mile radius of metropolitan Atlanta area. Wayne, Andra and Sam Grier make-up the ownership of this rapidly growing and continually successful business. With over 30 years of professional service, Grier Brothers Enterprises has made a name for itself in the Atlanta market. "We are homegrown, Atlanta natives who are committed to do what we say, and because we do, we have a reputable business in communities throughout the state," said Wayne Grier, President of GBE. "Our service sets us apart. We are committed to our customers, and we will go the extra mile and perform beyond expectations." This emphasis on quality service is a family value that dominates the Grier brother's work values as well. Andra Grier, Vice-President of GBE, said, "We pride ourselves in being an ethically and morally sound company."

Grier Brothers Enterprises has reached some significant milestones in their thirty-one year history. In 1998, GBE obtained Georgia, Atlanta and Department of Transportation certifications. In 2000, the company experienced its most rapid growth by increasing their customer base by 45 percent. In 2002, GBE expanded its services to include grading, and in the following year the company began working with Western Summit as its largest customer. Also in 2003, GBE won Vulcan Materials Trucking Company of the Year Award for outstanding performance.

As the city of Atlanta has grown, its development and expansion has helped to grow the business opportunities of Grier Brothers Enterprises. GBE has worked on major projects including the building of 285's "Spaghetti Junction", and the new Maynard Jackson International Terminal at the airport's Eastern Embankment project. "Our work on city projects has been extensive as the city is required to meet different MBE participation numbers. We offer minority representation for city jobs," explained



Andra Grier, Vice-President of Grier Brothers Enterprises, (left) and Grier Brothers President Wayne Grier, at a Grier Brothers job site at Hartsfield-Jackson International Airport.



Some of the new trucks that Grier Brothers Enterprises has invested in to better serve their customers and expand their operations.

GRIER BROTHERS ENTERPRISES



(L to R) Andra Grier, Wayne Grier receive VULCAN Materials 2003 Trucking Company of The Year Award for Outstanding Performance from Vulcan Materials representative Ken Stubbs.

Ken Stubbs of Vulcan Materials Red Oak Quarry (right) presents Grier Brothers driver John L. McMichen (center) with the Vulcan Materials Red Oak Quarry Quarterly Outstanding Performance in Safety and Courtesy Award as Grier Brothers Vice-President Andra Grier looks on.

Wayne Grier. Many times the MBE status of Grier Brothers may open some doors initially, but the quality of their work, the integrity of their word and the overall job performance is what has kept contractors coming back to Grier Brothers. GBE's work is certain not limited to the city of Atlanta projects, either. Their services areas include South Cobb, Douglas, Henry, Fayette, and Clayton counties.

Grier Brothers Enterprises not only demonstrates excellence to the customers they work with but also to their employees. Andra Grier said, "We work hard to overcome the deteriorating dump trucking image. Our drivers are professionals and we outfit them to represent the company in a way that deems its worth." Sam Grier, GBE Director of Operations, continues, "At Grier, we are committed to implementing the best safety practices to protect our employees and customers." GBE provides its employees with health care, dental and retirement benefits as well as paid vacation time.

The family mentality and desire to provide a quality service to the customer may start at the top, but is seen throughout the entire Grier Brothers Team. "Good customer service means having a full understanding of how the system of paperwork flows in this industry and being able to solve customer problems in a timely manner. Our administrative team works to make a seamless process our goal. We keep good records and retain them for a long period of time. This policy helps us supply customers with what they need when things sometimes get lost in the huge paper trail. We also attempt to customize invoices to fit customer needs and their particular accounting cycles. You could say that we are the glue that makes all other departments stick," said Jacqueline Grier Corker, Manager of Administrative Services. Sam Grier talks about the equipment investment made to help operations run more efficiently. "Operations are a critical part of any growing company. All trucks in our fleet are late models equipped with two-way digital radios to enhance the efficiency of



MILESTONES OF EXCELLENCE

ACTIVITY	YEAR ORIGINATED
Sam Grier founded family owned trucking company in Atlanta, GA named S. Grier Trucking, Inc. Already a gas station entrepreneur, Grier begins the new enterprise with one truck leased to a larger company located on Cascade near West End	1974
A second truck was acquired and son Sam Grier, Jr joins family business	1986
Son, Wayne, joins family business and company adds an additional truck	1991
Son, Andra, joins the family business further expanding its capabilities	1992
Grier Brothers Trucking became officially independent ceasing to lease its vehicles and establishing a new location in the Butner Road area	1993
The company expands services by supplying aggregate materials to customers	1996
State of the art radio equipment is installed to enhance communications between drivers and site locations	1996
Company name is changed to Grier Brothers Enterprises (GBE) to reflect diversified and expanded services including supplying material aggregates to and from commercial and residential job sites	1997
GBE moves to larger site at Welcome All Road and purchases two additional trucks	1997
Fleet is increased by 8 additional trucks	1998
GBE established Georgia, Atlanta and Department of Transportation certifications	1999
GBE's growing client base allows the company to establish a fleet of 18 trucks	2000
GBE experienced the most rapid growth in its history with the customer base increasing by 45% or more	2000
GBE acquired its largest residential customer with the addition of Wynn Works and JLW	2000
Company acquires City of Atlanta contract to stockpile materials including hauling and supplying	2000
GBE expands its service offerings to include grading	2002
GBE acquired its largest residential customer with the addition of Western Summit offering hauling and supplying services	2003
GBE acquires contract for work on the Hartsfield -Jackson Atlanta Airport Eastern Embankment Project (new Maynard H. Jackson International Terminal)	2003
Grier Brothers Enterprises wins Vulcan Materials Trucking Company of the Year Award for outstanding performance. A GBE driver is also named Driver of the 4th Quarter for outstanding performance in safety and courtesy driving through the Red Oak Quarry.	2003
GBE expands it fleet to 25 late model tandem trucks to enhance service offerings	2004
GBE adds additional staff and adds public relations goals to business matrix	2005
GBE plans to relocate present operation to a 25-acre site to expand business	2006

GRIER BROTHERS ENTERPRISES



our service. We recruit professional drivers that will fit into our program of safety first and we work very diligently to keep response times down to a minimum."

The company's sights are set for a future of continued growth and quality service. "We are well encompassed in our area, and we are not afraid to take on challenges," said Sam Grier. GBE plans to relocate its present operation to a new 25-acre site in preparation for expansion. "We have plans to step our grading division," said Wayne Grier. Andra Grier elaborated, "Our grading division goes hand in hand with our product. We feel this is one additional way we can provide quality service for our satisfied customers."

Grier Brothers Enterprises has been providing quality services to Atlanta's construction industry for over thirty years. With investments in new trucks, an expanded yard and providing additional services to their customers, the future certainly looks bright for this family run business.

To learn more about Grier Brothers Enterprises or the services they provide

Please contact them at:
3370 Welcome All Road, SW
Atlanta, GA 30331
Phone 404-349-4200 &
Fax (404) 349-7999

**Wayne Grier,
President, Grier Brothers Enterprises**

"We guarantee to provide our customers with the highest quality services available in the trucking industry whether it is hauling or supplying materials. We serve everyone from the large commercial customers to the single residential homeowner without skipping on service. We understand that no matter how large we grow, our customers will not be short changed in the process. We want them to understand that Grier Brothers Enterprises can offer the industry's best practices regardless of job size."

**Andra Gier,
Vice President, Grier Brothers Enterprises**

"I am proud to know my customers by first name because it shows that we are still a hands on company despite our tremendous growth over the past few years. I am excited about the areas of diversification we are now providing for customers including our grading services. Our success will continue to depend on our expertise in the industry, expert knowledge of the region we serve and our unbending dedication to servicing our customers."

**The Lion's Group, Civil Contractor
(paving, concrete, utility and roadway)**

Mulugeta Zeleke (M.G.), Senior Management

"Grier Brothers Enterprises (GBE) subcontracts for the Eastern Embankment Project (new Maynard H. Jackson East International Terminal) - Phase I with the Lion's Group. The project involves hauling and replacing 750, 000 cubic yards of dirt. GBE started the project in 2003 and is currently still working. I have the most respect and admiration for their work ethic and business values. They appear to have quite a lot of new trucks and continuously replacing older fleet with new. I have dealt with a lot of trucking companies before but they are the most reliable truckers I have ever utilized. They have good customer service, very accessible and available including weekend. Wayne and Andra are so available whenever I have a need. They take customer service as a personal



(L to R) Mallory Cantrell, Andra Grier and Wayne Grier on-site at one of the HJIA projects

pride. GBE is always on time and on schedule with very competitive pricing working with us when circumstances are good and when its bad. Not many people will take the good and bad and always try to balance it."

Site Engineering, Underground Utility Contractor (water lines, sewer lines etc..)

Terri Dichiaro, Accounts Payable

"We have used Grier Brothers Enterprises for several years. They do a very large part of the trucking and hauling in our jobs and have supplied for us as well. They are all very professional. They solve problems quickly. We use them quite a bit. They get their trucks out on time and we are pleased with the pricing and being able to get the trucks when we need them. They supply all of our stone on quite a few of our jobs. We have a very good working relationship with them. They are very professional...much more than some of the other smaller trucking companies."

AHB Custom Home Builders, Inc., Residential Custom Home Builders

Diane Fudge, President

"We have known Grier Brothers Enterprises for about five or six years and have been doing business with them about four or five years. Primarily, they supply us with on site materials and all of our sand as well as some hauling. They are an extremely professional company. The young ladies in the front office are fabulous. They are a very reliable and dependable company. Time is everything in our business. We are able to get in touch with them immediately and they are able to get to our job sites quickly. They operate very well. Grier is very reliable and on the right track with a real

bright future in this business by doing a fabulous job. They listen to their customers and really understand the key points of this business and meeting time constraints that builders are working with. They work great under pressure. A lot of what we do is reactionary and they are able to give us a 24 hour turnaround. We have some planned things but sometimes on a job site, it starts to rain and we may need a truck out there right away to stabilize the ground. For a business that deals with so many commercial clients, they treat us like any other large customer. I don't notice any difference in the service. Sometimes you can sense the difference. We get the same level of service with two trucks as with a 100 truck order. They have good communications and always know what is going on by communicating well with customers. They truly understand the importance of where they fit in the domino effect of a business process."

Georgia Materials Company, LLC, Aggregate and Sand Brokers

Kelly Myers, Operations Manager

"We have been working with Grier Brothers Enterprises for three years and they haul aggregate and sand to our customers' job site. We are very satisfied. They have good customer service...very friendly, courteous, thorough and very accessible. When they tell me a time frame of delivery, it is delivered in that time. We work close to get details down so there is no mishap. They are very friendly and professional...often hands on. They have

an open door any time I have been there. Sam is able to take care of me as quickly as possible. Normally, we have quick turn arounds. With Grier, we don't have to give directions to get to every job. I can give them a street address and they go right to it. I feel they are competitive for what they offer and you definitely get what you pay for. It is a great company and they work well together. It is unusual to see a family business that works so well together. Operationally, they are always very pleasant to work with and no tension when you walk into office. Everyone knows what they should do."

Western Summit, Construction Outfit Building Water and Water Treatment

Mike Hallworth, General Superintendent We have worked with Grier Brothers Enterprises around three years. They supply us with aggregate and also provide haul off services for materials. They are a good supplier and our sole rock provider. I would have to rate them above average as a rock supplier and competitively priced for what they do. GBE is very dependable and very prompt. Anytime we have had any problems, Wayne and Andra are very accessible. They are above average for a trucking company and I am very happy with their service. When we order materials we need it now, we need to get the production going and need a reliable company to that. Grier Brothers Enterprises is that type of company.

