

JS & Sons Inc.

SINCE 1991

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JS & Son's, Inc.

Vision

Be Guam's leader in providing construction equipment support with the highest value.

Mission

- JS & Son's, Inc. will be the leader in providing the best, reliable, efficient and quality construction equipment support service with value to surpass our islands construction industry demands.
- JS & Son's, Inc. will provide its workforce a well work environment with a sense of pride in providing our services, to provide training and enrichments to our employees thus enabling us to become efficient and effective in our field. We grow together.
- JS & Son's, Inc. customers will experience our services reliability and efficiency that will be most profitable to their projects.
- JS & Son's, Inc. will strive to satisfy each customer that call on us for our services.

History

JS & Son's, Inc. is a locally owned and operated business. The company has been in the heavy equipment business for over thirteen years. The company started with two backhoes and one dump truck under the sole proprietorship of Julia and Soichy Tereas. Established in 1991, the company started to offer heavy equipment rental to small construction companies and local residents. The main client list was consisted of small construction companies that were serviced on a daily basis and regular residents that needed help around their property. And for those businesses that have survived, we continue to offer our services to them until now. In 1994, the company was incorporated under the name of J & S Inc. dba: J & S Backhoe Rental. Later the same year, Julia and Soichy retired from the business and turned all operations to the sons, Jeremy and Samuel. From 1994 to 1999, our client list grew from an average five customers per month to fifteen. During this period, we increased our service fleet and bought on another backhoe and two more dump trucks. In June 1999, the name J & S Inc. was changed to include the son's as it is named now; JS & Son's, Inc. To date, we have over thirty-five clients of construction companies that we service on a daily basis and still growing. JS & Son's, Inc. is run by Jeremy G. Tereas; as President, Samuel G. Tereas; as V-President/Operations Manager. The companies management team is backed

by experienced and energetic employees with the drive to operate, maintain and service the equipments ready to meet our customer needs. With over twelve years of experience in the heavy equipment business, the company added on trucking and bulk cargo transporting service to our line of services.

Business

JS & Son's, Inc. has grown dramatically within the past five years. We provide heavy equipment support service from excavating foundations for first time home owners to literally removing a mountain. Our main business is in the construction industry and while many other companies have closed down, we are actually growing. The commitment we have given to the construction industry for the past thirteen years has resulted in return satisfied customers and a growing demand in the market place. Our past experiences and challenges with the heavy equipment service has only given us the advantage to expand and grow. Our advantage is the quality, reliable and efficient service that we have provided to our long time customers have reached new customers in the construction industry. Our specialty is to provide the construction industry on Guam with reliable heavy construction equipment. We will continue to strive for improvements, training and certifications on our workforce to enable us to provide the most reliable, efficient and valuable service to our customers

Capability

JS & Son's, Inc. has emerged into one of Guam's most capable earth moving company but still growing. Currently equip with twelve dump trucks, four end dumps, five backhoes, three excavators, lowboy and more enables us to take on any big or small projects. We can assist any projects with one equipment or the whole fleet to move a mountain or a big development project.

Experience

JS & Son's, Inc. has been in the heavy equipment business since 1991 and we understand the importance of timing and maintenance. Timing is very important to our customers and with the proper maintenance of equipments, down time is eliminated. Our mechanic shop is equipped and ready on a daily basis to maintain and service equipments that are sent out for service. Along with reliable equipment service, our drivers are also certified by Omega Safety Compliance in handling hazardous materials and safety during all kinds of transport. We have our monthly safety briefing to ensure safety is our top priority while providing our services.

Efficient

JS & Son's, Inc. knows the importance of efficiency. We are equipped with I-connect radios for constant contact with our drivers during delivery. Any changes during delivery can easily be transmitted from our dispatch to the driver. The operation is set up for your office to call in to our dispatch office for any equipment service request. Dispatch will secure and sent out equipments as you need. Thus, consistent communication from dispatch to driver through radios ensures our efficiency out in the field. Direct

communications enable us to have control of all equipments in the field when and where our customers need the most.

Quality Service

Quality Service is what keeps JS & Son's, Inc. in business. From the top management to the equipment driver, quality is our number one motive to stay in business. We will strive to offer you our best service in order to retain your business. With our capability and experience, we are able to provide your business efficient and quality service you can rely on.

JS & Son's, Inc. Business structure

Jeremy G. Tereas- President

Samuel G. Tereas- Vice President

Organizational Chart

Management team:

Jeremy G. Tereas	General Manager	888-4083/ 4083 (I-connect)
Samuel G. Tereas	Operations Manager	888-4081/ 4081 (I-connect)
Esther C. Tereas	Office Manager/ Dispatch	649-0850

Insurance:

We have been insured by Alpha Insurance since our inception. Our fleet is covered up to one million in general liability insurance. Alpha provides us with all our heavy equipment insurance, fire insurance, building insurance and our general liability.

Business references:

Shell Guam	Jim Hammond	647-0000
Sumitomo Const.	Mr. Umezawa	637-9457
Belanger & Associate	Zenon Belanger	646-6505
Pacific Machinery	Wayne	646-9118
ACME Construction	Mr. Paul Yu	687-2298

Recent contracts:

1. Misc. Constructions companies

- a. home construction
 - i. 75,000.00
2. DPW Fire Operations/landfill -GovGuam
 - a. earth moving Ordot landfill
 - i. providing a fleet of dump trucks to haul backfill materials from the airport to Ordot Landfill to fight the Ordot Fire.
 - ii. Earth moving: 45,000.00
3. Sumitomo Construction Company Ltd.,
 - a. earth moving GIAA
 - i. Providing a fleet of dump trucks and end dump to haul and dispose of approximately 250,000 cubic yards of unsuitable backfill materials.
 - ii. Earth moving: 150,000.00
 - b. Earth moving Naval Station
 - i. Providing a fleet of dump trucks and end dumps to haul 100,000 cubic yards of sub base course material from Bello Road to Naval Station Inner Harpor Dredging Project.
 - ii. Earth moving: 95,000.00
4. Environmental Chemical Corporation, Denver Colorado
 - a. Islandwide typhoon debris removal
 - i. Provide loading equipments with a fleet of dump trucks and end dumps to assist in the post typhoon Pongsona clean up efforts.
 - ii. Typhoon Debris: 1.2 M
5. Belanger & Associates
 - a. fencing of Naval Station, NCS, Naval Mag.
 - i. Providing backhoes with post drill augers for fencing, dump trucks to dispose of excavated materials.
 - ii. Fencing, grubbing, hauling: 90,000.00
 - iii. NCS project: 35, 000.00
6. Black Construction
 - a. earthmoving Andersen Air Force Base.
 - i. Providing a fleet of dump trucks and end dumps to haul base course materials from Black Quarry at Airport to Andersen Air Force Project.
 - ii. 3,000 cubic yards: 16,000.00
7. TSK Corporation:
 - a. Demolition support & Top soil:
 - i. Providing dump trucks to dispose of demolitions materials and haul in topsoil materials.
 - ii. 25,000.00
8. SmithBridge:
 - a. Demolition support & Topsoil:
 - i. Providing End Dump to dispose of demolition materials.
 - ii. 55,000.00

9. BKA KOKU LLC:

a. Metal Scrap hauling and mining:

- i. Providing Excavator with clamshell to sort, demolish and salvage metal for resale. Providing loading equipment and tractor trailer flatbeds to transport salvage metallic materials from various salvage sites to the staging site or directly to ship.
- ii. 300,000.00

(I will forward photos of each project listed here).