

SMIPA MEETING
Hampton Inn
Mountain Industrial Boulevard
Stone Mountain, GA
June 8, 2000

Thank you. Good afternoon to each one of you.

Stone Mountain Industrial Park was formed to provide facilities for the manufacture, sale and distribution of products to serve the South and to create jobs for the people in the South.

The satisfaction has come from working with you and your associates in a wide range of products and services.

After 39 years, I still get excited about the products you make. The ability to create, to manufacture, to package, to merchandise and to distribute for extraordinarily low prices is a marvel to me.

I respect the ingenuity of the human mind and the entrepreneurial spirit that you bring to the process.

The pace has quickened. The evolution demands constant improvement to the theory, the machinery, the accounting, the housing and the attitude.

Thank you for allowing me to be among you on this Thursday.

Thank you Rusty McKellar. You are a leader in the evolution.

1960 was the point of acceleration of the modern era to Georgia, to Atlanta and to DeKalb County. For 100 years, the South had been a second rate citizen. World War II and the GI Bill became a base for the new leadership and confidence of the people.

The 1960 elections made Carl Sanders the Governor of Georgia, Ivan Allen the Mayor of Atlanta and Charlie Emmerich the Chairman of a new 5-person DeKalb Commission.

The State established the Department of Industry and Trade with Scott Candler as its Executive Director.

Financial institutions recognized the benefits of industrial growth. Mills Lane at C & S Bank was an innovative leader.

The Georgia Power Company became the front line in the search for new industry.

Southern Railway, Georgia Railroad and the Atlantic Coastline had full time representatives seeking tonnage that expanded into a search for new sites to accommodate the facilities.

Beginning in 1952, our Company was building schools, churches and some small industrial buildings in Decatur, Conyers and scattered Georgia towns.

We banked with Fulton National Bank (which became Bank South, then C & S, then NationsBank, then Bank of America).

Institutions depend on individuals.

The individuals became the heart and soul of the economic development of the South.

A strong leader in a Georgia Town that wanted a new manufacturing plant found a way to obtain a new manufacturing plant.

WW II had trained a cadre of new leaders.

Leaders with vision – determination – persistence:

Scott Candler was the one-man commission of DeKalb County. He was a leader. You know the story of the General Motors Plant at Doraville.

Julius McCurdy was the County Attorney that made these unusual things legal.

Jim Cherry was a young innovative, ambitious superintendent of the DeKalb School System. He built the best in the state. The school system was the magnet to residential development.

Bill Evans was a district commissioner and later a member of the DOT Board who gave 26 years of his life to public service.

Mr. Candler built a water system for the entire county. He created roads like Peachtree Industrial. He paved muddy roads that have become 4-lanes of heavy traffic. He worked with Jim Gillis, the State Highway Commissioner to think about Georgia's role in an Interstate Highway System that located segments of I-85, I-20 and later I-285 in DeKalb.

Mr. Candler asked Robert and Company to prepare a master zoning plan for the County.

At that time, "Industry" was quarries at Lithonia, cotton mills at Scottdale and farms in southern DeKalb. Robert and Company set aside very rough land for industrial zoning.

A future Stone Mountain Freeway appeared on one of these maps. It's route was through abandoned cotton fields and the roughest of the rough land.

Gordon Jones was President of Fulton National Bank. Bob Rhodes was an associate to Tony Council, the manager of the Decatur Branch. In 1960 and early 1961, Bob was assigned the role of negotiating options with the 64 property owners that were in the area identified as Tucker- Stone Mountain Industrial District. He lived in Stone Mountain and knew many of the owners. There was no freeway, no electricity, no water, no gas, and no roads.

After the options were signed by the property owners, Bob and I rode the property in a Jeep, by horseback, and on foot. Those properties were about 3 miles East of this building. The topography was terrible and there was no way to adapt the property to an industrial park.

The plan was junked.

The base for a relocation of the interchange to the industrial park was given credibility by a second Robert and Company report.

Conversations with the DeKalb Commission to shift the zoning, discussions with the highway commissioner to move the interchange, shifting the centerline of the road to attract reasonable values for the rights-of-way, delicate negotiations with the Morris Family that owned the one that was to become the interchange, and negotiations with another two score neighbors required the limit of patience and persistence by Bob Rhodes.

And these make another 100 stories to tell.

Steffan Thomas was a sculptor. He became very famous. He owned the area around Rock Mountain Boulevard. His eccentricity spanned art and real estate.

Mr. Doug McCurdy's (McCurdy Chevrolet) home place was about McCurdy Drive. His three sisters were school teachers and they had doubled the family land around Stone Ridge Drive.

Mr. Dunnegan had a dairy at SunTrust Bank. The day of the closing, Mr. Dunnegan sold the cows, enjoyed the evening and left wife and farm the next morning. That may be an exaggeration as to the schedule.

Billy Broadnax had an old, old motorcycle which he used before motorcycles were in style. He had 12 acres that now includes the detention pond for K-Mart.

P. K. Burns was an eccentric lawyer whose leg had been spiked in a baseball game with Ty Cobb. He and his brother owned the land on both sides of Hugh Howell Road. Hugh Howell was to be an air strip in WWII. It was the highest land in DeKalb. Peachtree-DeKalb became the actual location.

Joan Womack and I worked together for many years through this era. She will speak up if I stray from the facts. Thank you for coming.

Louis Golsan was critical to the construction operations for many of those years. Joan and Louis made a powerful team.

So, Bob Rhodes and I sat on the front porch in the warm days and around the kitchen tables on cold days. Joan would write an agreement. Then change it. Then change it again.

Amid the closings, Bob took me to see Gordon Jones, to tell him about the progress.

His question was, "How much money will you need to make it work?"

After years of hard work the total net worth of Dad, Dan and myself would have been nominal. There was no business plan. No budget. No nothing.

Using the biggest number in my mind, I said, "One million dollars."

Mr. Jones said O.K.

And that was it.

No committee. No lawyers.

A simple one page demand note was signed which Bob put in his desk drawer.

The main roads, the water mains, and the water tank were built by DeKalb County. Georgia Power did the electric lines. Atlanta Gas Light the gas lines.

The State of Georgia had promised the Stone Mountain Freeway.

The road was approved and preliminarily staked.

The law indicated that a rail line in place crossed by any new highway would require an overpass and it would be paid for by the Highway Department.

Georgia Railroad marshaled its work force, loaded up crossties and rails and moved to the property long after dark one day and built the Midnight Railroad.

A reporter took pictures, the State pulled up the stakes and canceled the construction of the Stone Mountain Freeway. Seven years later it was built with Georgia Railroad stopping at Rich's Warehouse on the South and Seaboard Coast Line Railroad stopping at Ford Distribution Center on the North.

All railroad stories were not reported to the newspapers. Seaboard Coast Lines lead track had to cross a ravine. Mr. Tom Rice, the President, calling from his private car before cell phones, said the railroad would furnish the track if we would do the grading. O.K.

He knew there was a ravine at the main line that was 47 feet deep.

I learned about it a little later.

A sliver of land in this ravine was owned by the sister of Mr. Reid Cofer, Gene's father. At that time, Cofer Brothers was a general store. Lumber came later. The land was worthless, but Mr. Cofer recognized an opportunity.

The resolution was a contribution to the Presbyterian Church in Tucker.

Mrs. Ashcraft, our bookkeeper, didn't know about two Presbyterian Churches in Tucker. The check was delivered to the incorrect one. But the minister understood and transferred the money to his fellow brethren.

Through the years, Gene has been of great value to our company and to this community.

The first building in Stone Mountain Industrial Park began in late 1961. Deeks came soon after.

The speculative building was born.

Foundations were in place for a 110,000 SF structure on Mountain Industrial. E R MacDonald wanted a warehouse to support his stamp program. It moved in 28 working days later.

Industry was hungry for manufacturing space in the South.

The new DeKalb Chamber of Commerce, with Bill Broom as its Executive Director, concentrated on industrial development.

Georgia Power became the dominant statewide developing agency. The Railroads had full time industry seekers.

The Atlanta Chamber of Commerce was shaped into an economic orientation with the Forward Atlanta Program. Formed in 1960, it was to be a three year program. 40 years later it continues an innovative and effective program.

My Dad and brother Dan were active construction workers – as laborers, carpenters, concrete finishers, steel erectors, painters or whatever it took to build a building without wasting materials or labor.

Construction methods were crude. There was very little construction equipment.

Prudential Insurance Company began to make loans for industrial buildings.

On June 19, 1963, after 19 months of operations, Governor Sanders spoke at the dedication of 19 buildings in Stone Mountain Industrial Park.

During the program of that day's events – 19 ribbons were cut with one pair of scissors.

One a month was built in DeKalb County for 12 years – 150 buildings in 144 months.

In 1975, Stone Mountain Industrial Park Inc., was the second largest payer of ad valorem taxes in DeKalb County. General Motors was #1. Taxes on the property in 1960 were \$1,200.

Bob Guhl was elected chairman of the County Commission on a “no growth” platform and we went three years without a building permit.

Dan spoke at a SMIPA meeting in 1975. The newspaper headlines read, “Industrial Growth ‘Dead’ in DeKalb; Public Attitude, County Policies to Blame.”

In 1964 Charlie Emmerich was defeated as chairman because he built a four lane bridge across the Georgia Railroad at Mountain Industrial Boulevard instead of a two lane bridge authorized by a bond issue.

Significant achievements were part of that beginning in 1961:

Styrofoam cups were first made in a 6,000 sf building on Stone Ridge Drive. Darrell Thompson's brother had the idea and made the machinery. Darrell was a lawyer. He made the corporate structure. The cup caught on. On a cold, dry winter day, 3° Fahrenheit, static electricity ignited the pentane gas used to explode the pellets and the plant burned to the ground.

Dan, my brother, quickly rebuilt it at 12,000 sf.

Nearly 40 years later, Win-Cup continues to make Styrofoam cups in Stone Mountain Industrial Park as the successor to Thompson Industries.

From this idea and this formula Dow Chemical, who made the pellets, joined with a California egg producer to make an egg carton in a plant we built at Lawrenceville. It burned. The plant was rebuilt. Color was added to the carton. Then words. Lewis Mallory was the genius that created the method and the mechanical services to make these things. One plant leads to another.

Philips 66 came to a building at Mountain Industrial and Lewis Road and made a plastic container for Clorox in the first clean room in the South. Later the process was sanitized and the plastic milk jug was born. Injection molding is now an ordinary process making a massive volume of a variety of products.

John Shad made a crude machine to extrude plastics. He came from his garage in Kentucky to Litton Drive and began Perma Pipe which led to a whole new industry – PVC pipe.

Wrangler leased a 100,000 sf building on Lewis Road for the installation to bleach and to beat on jeans to make them look old. Like hula hoops and pizzas, the unusual style became ordinary.

Thermopak created packets of C-Rations for the soldiers in Vietnam. The method caught on. A recent factory for H J Heinz in Jacksonville makes millions everyday for the fast food industry.

Triple T made Bubble Gum.

Theta Electronics made television tubes.

Allis Chalmers had a different name. They sent a check promptly every month for \$432. Not one bounced.

Litton Drive is a story. Litton Industries was the Microsoft of the 1960's. Georgia wanted to be at the front of the sophisticated industrial revolution.

Governor Ernest Vandiver and Governor-Elect Carl Sanders, and probably 20 business leaders went to Los Angeles to call on Tex Thornton and David Ashe. They caught the vision, bought the land, acknowledged the naming of Litton Drive and never poured the first cubic yard of concrete.

Litton had difficulty managing prosperity. That has become a familiar story.

You know candidates for adjustment that comes with the manipulation of money instead of concentrating on the creation of a product and the manufacture, warehousing, sale and collection of it.

Yardley was a British company that made premium soap;. The U.S. headquarters was moved from New Jersey to the building now occupied by Plaid Industries on Road Haven.

The South needed the experienced foremen in the plant to train a rural work force to operate the machines.

So, Betty and I invited the three production foremen from the plant in New Jersey to our home on a Saturday morning and to bring their wives.

Betty had a white table cloth, real napkins, crystal that had come as a wedding present, country ham from Tennessee and poached eggs.

As the meal was about to begin, one of the wives picked up her glass of crystal and asked "Is this water safe to drink?"

Yardley faltered. The plant closed. The company was sold.

One of the new owners created liquid soap for the consumer market.

Another story. There are scores more.

Since 1961, the Company has built 600 industrial facilities in 100 towns or counties in the Southeast. There are 600 stories. Each of you is one of the stories.

400 additions to those buildings tell another story.

Stone Mountain Industrial Park became the example to industrial developers. It is still at the forefront of construction, alterations, maintenance, landscaping and steady improvements.

Now, the South is an industrial power in world commerce.

The dream has become a reality.

You are in the midst of a busy day.

May I continue for another ten minutes?

Betty looked at this stack of cards and said the only person left in the room at this juncture would be Rusty McKellar.

In 1985, the management and ownership of Stone Mountain Industrial Park, Inc., was transferred to another generation.

Beth was selected to be the CEO in 1994.

Beth has an instinct for design, shape, color, and landscaping that has brought fresh beauty to a mature industrial park.

Jack Kaiser brings knowledge and intensity to the trees, shrubs and grass.

Knox Culpepper brings construction experience with a sustained positive attitude that blossoms with emergencies, with alterations, with renewals and with a change in tenants.

Lynn built the Hampton Inn and operates it as support to the park.

Brother Dan was chairman of MARTA during its construction and expansion with buses to serious suburban areas.

Don Tirrell worked with the group that led to the construction of the bicycle path along East Ponce de Leon which leads to the Carter Center and reaches across town.

The children's playground in Stone Mountain was named after Jim Crase. Scores of his friends worked as volunteers to build it.

Lynn is in the midst of negotiations with YMCA to build a complete center near the Hampton Inn that will include comprehensive child care operated by professionals.

Rusty asked for a statement about the future. It is yours to make. Beth will continue to build. Her emphasis will maintain landscaping, security, services, 98% occupancy and strong support to your operations.

Lynn will work with a wide range to shape the character of Atlanta in its era of vibrant growth.

Rusty will keep a sense of order to zoning, ad valorem taxes, use of property, and represent the young folks who make the transition into a new era with professional skills and intense interest.

One example of cooperation at its finest.

Tex-Tek on Hugh Howell, had a terrible fire with many explosions on Saturday, April 2, 1999. The DeKalb Fire Department was on the scene within minutes of the first blast. The fire chief stayed most of the day. The County environmental person came to help, to make immediate decisions that saved a lot of money.

Tex-Tek was operating on Monday.

This is an example that County services are drastically improved.

Corporate history and personal history are intertwined.

This month, in 1972, my Dad was laying the sanitary sewers on Rock Mountain Boulevard. He had been in the ditch most of the day. He carried Mother to a meeting of some families in the church. Driving home on Ponce de Leon Avenue near St. Thomas Moore Church in Decatur, a car crossed the line. Dad's death was quick, but his memory stays with his family and all who knew him.

Dad and Mother saved a small part of what they made of every bale of cotton from the tenant farm and later cash from his paycheck as a carpenter.

At the end of 30 years, the savings was \$2,000.

That \$2,000 became the base for the construction company and its expansion into industrial development. That knowledge and that memory creates a heavyweight responsibility.

For me, Stone Mountain Industrial Park stretched our ability, our resources and our emotions.

The work of Rusty McKellar, Beth Parker, Don Tirrell, John Mansfield, Knox Culpepper, Sara Larkins, Lisa Marschke, Diane Green, John Drake, Casey Farmer, Mike McCurry, Jack Kaiser and scores of others joined with your presence, and the work you do, brings fulfillment of a massive dream and immense satisfaction to me.

Traffic, land values, and shifting ownerships of metropolitan industrial facilities create opportunities for Stone Mountain Industrial Park.

The intent is to maintain, improve and continue to build. Stone Mountain Industrial Park will be sustained as a premier industrial park for decades to come.

All through these rambling words, names have come to mind.

Leaders

Innovative Leaders

Determined Leaders

Persistent Leaders.

Building an industrial base has transformed the South from widespread poverty to broad based wealth.

Everyone of you is an important leader to the evolution that continues.

Thank you for the effort it requires.

Thank you.

(Speech given by H. G. Pattillo)