

# JNB Owner Is Driven to Succeed



Priefert is set on purchasing the first hybrid delivery truck out of the FedEx Ground Terminal in Council Bluffs.

When Brandon Priefert started as a driver with an independent contractor for FedEx Ground® in 2004, he envisioned someday owning and managing his own fleet of trucks and multiple routes.

Within a year, Priefert was on a fast track to achieving his ambition and becoming the largest independent contractor operating out of the FedEx Ground Terminal in Council Bluffs.

Today, as the owner and manager of JNB Inc., Priefert owns and operates 22 delivery trucks

and 18 fulltime routes that serve most of west Omaha, Gretna, Elkhorn, Waterloo, Springfield and Bennington. The company employs 18 fulltime drivers, an assistant manager and several temps to help with the holiday rush from October to December.

"It's happened a little faster than I expected," Priefert acknowledged. "In just nine years, the company went from next to nothing to where it is today. I had some savings that I used to buy my first truck and route. In 2005, I purchased my second route and the truck that came with it and I just kept expanding from there."

Priefert's original timetable was to stop driving full time and manage the business before he turned 40. "As it turned out, I was able to make that transition three months before I turned 30, so I was well ahead of schedule," he said. "Opportunities to expand the company just fell into place."

One of those opportunities

came this spring when Priefert acquired seven more routes. That major acquisition came on the heels of receiving the "FedEx 2012 Best Success in Business" award for the Midwest region, covering Nebraska, Iowa, Missouri and Kansas. He also received the award in 2008, which was then called the "Entrepreneur



JNB delivery trucks line up every morning at the FedEx Ground Terminal to load packages that come in from Kansas City, Chicago, Minneapolis, Denver and Sioux City.

of the Year" award.

The awards were presented for safety, good service and community involvement. "Our service rating was 99.8," Priefert shared.

Priefert credits his success to growing up in a small town

where he developed a strong work ethic. He explained. "I didn't take business classes, but I learned along the way from professionals including the individuals I work with at First National Bank."

A referral from his CPA resulted in Priefert switching from a previous bank to First National Bank in 2008. "The relationship with

First National has been great," he said. "I trust what their business bankers tell me. They are not just a bank—they are a partner—who will advise and consult with you about how to achieve your goals and ambitions."

While growing his business, Priefert married his high school sweetheart,

Jennifer, who he grew up with in Hebron, Nebraska. A registered pharmacist, Jennifer is serving more of a role in management at JNB, which stands for Jennifer and Brandon. The Prieferts have three young boys ages 6, 4 and 1.

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