



GTM Payroll Services Inc.
7 Executive Park Drive
Clifton Park, NY 12065
www.GTM.com
518.373.4111

Client Profile: R.J. Valente Gravel, Inc.

Company Overview

R.J. Valente Gravel, Inc. has been in business since 1980. They produce rock, sand, and gravel from their own quarry, and distribute it via a fleet of trucks to major road work supply companies and large construction firms. They also make residential deliveries for gravel and sand. Primarily serving the Capital Region, they also deliver rock to sites in Rochester, road salt to sites in New Jersey and Maryland during flood incidents, and they also provide snow and trash removal services. They employ 50-60 workers, including seasonal drivers and part-time mechanics.

Company Goals - Issues Needing Resolution

Because of their industry, R. J. Valente Gravel, Inc. needed a company that could help with making prevailing wages easily integrate into their payroll. They were also looking for a payroll provider with a local presence and more reliable service than their previous payroll service.

GTM's Solution

By noting the prevailing wage alongside the hourly rate and job code, GTM provided R.J. Valente Gravel and their employees peace-of-mind that all required information is properly noted and calculated with each payroll. The employer and employees alike can then verify that the prevailing wage for each job code is correctly referenced, and that they are compensated accurately.

What They Have To Say

Joe Panza, Controller at R.J. Valente Gravel, Inc., has been highly satisfied with GTM's payroll accuracy and customer service. "We haven't had any glitches with our payroll, and we're always comfortable it has been done right. GTM's software and payroll platform ensures we are compliant with prevailing wage regulations and documentation, which is a huge benefit for us. Plus our Account Manager makes a real difference - we appreciate the one-on-one communication, which we did not get with our previous provider."

"Like GTM, we are a family-owned business, and it's nice for us to deal with a local company that embodies the same values. Working with GTM has been a great fit for both our company and our employees."



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