



NEWS on the



MOVE

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National Van Lines and L & J Moving & Storage Make the 2007 Inc. 5000 List

NEW YORK, August 23, 2007 – Inc. ranked National Van Lines, Inc. No. 4874 on its first-ever Inc. 5,000 list of the fastest-growing private companies in the country – acknowledging a 27.8% revenue increase over the past 3 years. L & J Moving & Storage, National Van Lines' agent since 1994, was ranked as No. 4345 – with an incredible growth rate of 49.1%! L & J, located in Temple, PA, serves the greater Philadelphia area, and is one of National Van Lines largest booking and hauling agents.



L & J Owner, Jim Fry, says his people get the credit for this achievement. "It's very gratifying to be honored by Inc. magazine's Top 5000 list. This achievement can be summed up very easily. Continued and controlled growth. We have been growing at a steady rate for the last seventeen years. This is due to an ongoing commitment to reinvest in the company and the dedication of its hard working employees. It is my job to ensure my people have the tools, the vision and the training to succeed. They do the rest."

National and L & J are perfect examples of why Inc. magazine created the Inc. 5,000. An extension of Inc. magazine's annual Inc. 500 list, the expanded list catches many businesses that are too big to grow at the pace required to make the Inc. 500, as well as a host of smaller firms. Taken as a whole, these companies represent the backbone of the U.S. economy. "The Inc. 5,000 provides the most comprehensive look ever at the most important part of the economy – the entrepreneurial part," said Inc. 5,000 Project Manager Jim Melloan. "The expansion of the list has allowed us to tell the stories of larger companies, older companies, and a wealth of companies in industries like Transportation, Manufacturing and Construction that are underreported in the business media.

Headquartered in Broadview, IL, National Van Lines was recognized by Crain's Chicago Business as the 11th largest woman-owned firm in Chicago in 2006. With a network of moving & storage companies nationwide, National is currently ranked as the 10th largest household goods relocation company in the US. The CEO of the privately-held corporation, Maureen Beal, represents the 3rd generation of hands-on family management. "I am so proud that our company has been recognized by Inc. magazine. It's even more astonishing to think that a company that was established in 1929 could still win awards for fast growth! The dedication to customer service shown by our agent representatives and drivers is the key to this phenomenal accomplishment," states Beal.

The 2007 Inc. 5,000, as revealed online at www.inc.com reported median revenue of \$9.4 million and median three-year growth of 140 percent. Complete information on this year's Inc. 5,000, can be found at www.inc.com/inc5000. The list features a profile for each company, almost all of them written as a result of Inc. interviews with management. In addition, the list is searchable according to numerous criteria, including industry, city, state, region, and year founded.

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Message from Maureen Beal

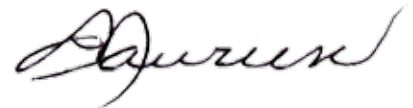
You have probably heard by now that we face some changes in the very near future with the rescinding of anti-trust immunity for collective rate making in moving and storage. This means, literally, that almost 3000 organizations who have interstate household goods authority will be required to publish individual tariffs.

What does this mean for National Van Lines? What are we planning to do? The answers to these questions aren't easy. We do know that our core values – fair treatment for service providers and high-value service to our customers – has not, and will not change. We are working on it, and have some great ideas that we can't wait to share with you.

Over the winter months, we reached out to our agent family. We sought their input through our Team Support program, regular newsletters and bulletins and a series of interviews with a selected, representative group of our agents. We had a single goal in mind – “What can we do, as your van line, to make your lives easier?” And, in light of the industry changes, we need to also make certain that the solution includes customer friendly, easy-to-administer, pricing programs and strategies.

We have aggressively begun to work on this goal. It is, and will continue to be, the guidepost in determining our strategy for publishing our own tariff and “Going Forward After Collective Rate Making.” In fact, that's the topic for one of the General Sessions at the 2007 National Van Lines Agent Convention! We will elaborate on our plans to generate more sales, effectively train personnel, comply with old & new regulations, and initiate value driven quality improvements for our customers.

We have come to see the regulatory changes as opportunities – not problems, and we are determined that we will be seen as leaders, by our agents, our drivers, and most importantly our customers! Come and participate in the convention, October 3 – 6, 2007, and join us in “Leading the Way” in the future.




Mike Yost

Special Commodities Honors Judy Rake at Retirement Luncheon



George Hartung

At a corporate retirement luncheon for Judy Rake, George Hartung, Operations Director, and Mike Yost, V.P. Special Commodities had the group either in stitches or tears with their tribute to their long-time co-worker. Judy served New Products (now called Special Commodities) for almost 20 years, and a tearful George Hartung reminisced on all the family events they shared in their department over the years – births and deaths, weddings and graduations, blessings and tragedies – whatever life brought them, they pulled together and got through the bad times and celebrated the good times. Maureen Beal topped off the party by presenting Judy with her 20-year watch, as her family and friends gathered to wish her well in retirement.



Judy Rake with
Maureen Beal



The Special Olympics Windy City Rubber Duck Derby Friday, August 10th!



All 20,000 ducks were adopted this year! These highly trained athletic rubber ducks raced down the Chicago river from Columbus Street to Michigan Avenue in an effort to win their adoptive parents some fantastic prizes while raising money for Special Olympics.

National Van Lines, who supports Special Olympics Illinois in their goal to provide year round sports training and athletic competition for children and adults with intellectual disabilities, had three cheering groups down at the event.



From left to right: RED TEAM
George Hartung, Roger Harl,
Greg Urasky, Maureen Beal, J.
Jorgenson, Jorja Coulter, Wilma
Justice and Patty Farmer



From left to right: WHITE TEAM
Pat Johnson, Rich Nichols, Shelly
Zachary, Sue Mackey Rick Reyn-
olds and Sue Staszewski



From left to right: BLUE TEAM
Sam Buonauro, Jaye McManus,
Dan Johnson, Rick Stenerson,
Judy Bennett, Mike Yost and
Jim Andersen

It goes without saying that anyone who contributed to the Special Olympics Windy City Rubber Duck Derby is obviously a winner!!! You did a good thing for a good cause! We appreciate it and are so proud of our agents, drivers, staff and friends for adopting almost 600 ducks to support the athletes of Special Olympics!!! Congratulations! You all deserve a pat on the back.

Now that we know we are all winners, below is the list of people who actually won *prizes*. Just remember, they are not *bigger* winners than the rest of us - they just drive a newer car, have a better tan, and run in newer shoes! The big prize is making a difference in the lives of these special athletes. Congratulations to those who won prizes and everyone who contributed! Together we can make a difference!!

1st - Dodge Caliber - Carol Renn of St. Charles

2nd - Yamaha WaveRunner - Jenny Sevilla of Chicago

3rd - Apple Vacation to Mexico - Kathleen Gurvey of Glenview

4th - Nike Shoes for a year - Katy Goon of Chicago

Leading the Way



It's that great time of year again - CONVENTION TIME!

We have four fantastic days and nights planned for you. Beginning with your stay at the wonderful and elegant San Mateo Marriott; a hotel right by the Bay.

We will have General Sessions that should answer all of your questions about the new changes that are coming our way in the near future for our industry.

Once you have settled into your room and maybe had a chance to scope the hotel and its facilities out, we will begin our 2007 Convention with an event hosted by National Forwarding Company - I Left My Heart in San Mateo!

This will be a "Welcome Reception" where you can relax and re-connect or meet new National Van Lines and National Forwarding Company agents. This should be a great opportunity for you to catch up with "old" friends and meet some "new" friends!

Please join us in the Gazebo Courtyard for cocktails and the Marriott's fabulous "TASTE OF SAN FRANCISCO."



INFORMAL GOLF OUTING - PRE-CONVENTION

Our course, meandering along the Buri Buri Ridge of the old San Mateo Rancho, offers you breathtaking vistas of the 20-mile-long Crystal Springs Reservoir, the Coastal Range, and abundant wildlife. In fact, our championship 18-hole course is part of a 32,000-acre wildlife refuge owned by the San Francisco Water Department. Our natural wonders flourish side by side with golfers because we are known for maintaining our course in ways that benefit the environment. We have been certified by the Audubon Cooperative Sanctuary Program and Wildlife Habitat Council since 1998. Thick stands of Monterey cypress grow along our ridges and more than 60 species of birds make their home here.

We also have a unique history in the world of golf. Our course was originally designed in the 1920s as an exclusive private club by the noted British golf architect Herbert Fowler. Fowler is credited with helping to design the magnificent 18th hole at Pebble Beach and also played a role in creating the famous British Open venue of Royal Lytham & St. Anne's.

\$100.00 fee includes transportation, cart and green fees



To San Mateo

After a wonderful night's sleep on Marriott's famous bed, we begin bright and early each morning with a continental breakfast in the same room as our exhibitors, so you can have a cup of coffee and meet our vendors - a great way to start the morning!



Our General Session on Thursday will begin with a warm welcome from Maureen Beal, who will then introduce AM-SA's new President, Linda Bauer Darr.



Our Keynote Speakers will be Steve Gilliland (left) on Thursday and Steve Beck (right) on Friday.



For all of you wine connoisseurs, or for us that wish we were, there is a special "optional" event being held on Friday night.

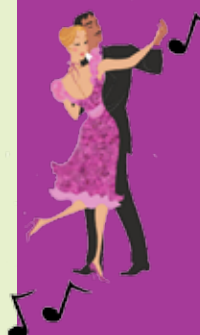
We will be visiting the Thomas Fogarty Winery, one of the San Francisco Peninsula's incredible wineries where you will be able to enjoy stunning views, delicious wines and of course fantastic company!

This optional event is only \$125.00 per person, which includes food, drinks, entertainment and transportation. For more information please call Jaye or Jorja.



Thursday's evening festivities begin when our chariots (*well actually they're buses*) pick us up at the hotel for a scenic mini tour of San Francisco. We will then cross the Golden Gate Bridge on our way to one fantastic restaurant in Sausalito.

Once in Sausalito you can visit artist galleries, unique boutiques Pier 39 or Union Square and on the return trip you can stop for some nightlife at Fisherman's Wharf or Union Square!



We've saved the best for last. National Van Lines Gala Awards Dinner, "Leading the Way," is sure to leave a lasting impression. This elegant, formal event celebrates the best-of-the-best in moving and storage. Our top sales and service agents will be honored for their achievements, and we'll have special recognition for our VIP guests - the Drivers of the Year.

The event starts with a cocktail reception which is a great time to recap the previous three days with friends, old and new. Music, cocktails, hors d'oeuvres and good company will make this an evening to remember.

No longer a general session setting, the elegant decor will shimmer and sparkle. The award-winning chefs at the fabulous Marriott have planned a scrumptious meal you won't want to miss.

Finally, Savior Faire will invite us to take to the dance floor. Make sure you wear your dancing shoes, and pick your partner carefully... You'll want to dance the night away!

IN MEMORIAM

Dottie McCann

2/15/1950 – 6/27/2007



We are sad to report the passing of Dottie McCann after a long battle with cancer. Dottie served National Van Lines and the agent network as a National Account Collection Representative, working in the Credit and Collections Department. Department Director, Steve Millsap valued Dottie's work ethic and expertise. "Dottie would always find a way to 'make it happen,' she was committed to providing the top-level service that the agents and the corporate office required. She was a vital part of our department, and will be missed." The National Van Lines corporate family came to know Dottie on a more personal level, as she aggressively and courageously battled her disease, and her tenacity and spirit were readily apparent. Maureen Beal remembers Dottie's brave struggle, "When Dottie was diagnosed, she dug in her heels and vowed to fight to make it through to some very important family events. Her first goal was to attend her daughter's wedding, and we all cheered her on to that success. She was a strong supporter of National's fundraising activities for the American Cancer Society, and was proud to join in the Survivor's Lap during the Relay for Life."



Ralph M. D. Allen, Jr.

3/24/1943 – 9/14/2007

The National Van Lines family lost long-time driver, Ralph Allen Jr., following a long illness. Ralph served National Van Lines for 27 years as a driver, driver trainer and recruiter, and Driver Council member. He was intensively passionate about "doing it right." Mike Yost, V.P. of Special Commodities remembers, "Ralph felt that if a job was worth doing, it was worth doing right. And then he'd make sure to tell you that his way was the only *right* way!

My first experience in the moving and storage industry was going on the road with Ralph as his helper, the night I graduated from high school. I couldn't have asked for a better teacher and role model; and I wouldn't change the experience for anything."

"During my 12 years at National, Ralph was my 'go to' guy", says Roger Harl, Vice President of Operations. "When he was on the road Ralph could always be depended upon to do the near impossible, and do it with class and without complaint. In later years, when Ralph was working in our office, he also handled every assignment with a smile, plus he brought a wealth of first-hand knowledge to the table that very few people have."

From Jorja Coulter, V.P. Training, "Ralph was a moving and storage icon – he had friends all over the country, and when we would conduct a driver training class, they would come in just to listen to him tell his stories. Working with Ralph was a pleasure, a challenge and an adventure all rolled up into one. I'll never forget watching him 'hold court' after class, and how the attendees looked up to him." "Ralph was 'family' in every sense of the word. When you were included in Ralph's inner circle, you couldn't ask for a more loyal and true friend. He was one of a kind, and we will miss him dearly," Maureen Beal states. "What I admired most about Ralph was the way he demonstrated his love for his family and friends on a daily basis."

Ralph is survived by his beloved wife, Vicky; children Ralph M.D. Allen, III; Ralph (Matt) Allen IV, Brother Michael, and 11 grandchildren.

PEOPLE ON THE MOVE

NEW AGENTS

#529
ACM Moving & Storage, Inc.
5/25/2007
Southgate, California
Alma Freire

#313
Cook Brothers Moving, LLC
5/25/2007
Silverwood, Michigan
Albert Cook

#620
The Moving Connection LTD
6/20/2007
Lancaster, California
Shelley Dunkel

#178
Family Movers, LLC
6/25/2007
Hyannis, Massachusetts
Charlie Brennan

#907
C.S.F. Relocation Services, LLC
9/12/2007
Doraville, Georgia
Jerry Lehman

#725
Minor Moving, LLC
7/25/2007
Austin, Texas
Jon Minor

NEW HIRES

NATIONAL FORWARDING CO.

Tammy Ramirez
Billing
04/30/07

Matt Logan
Operations
05/14/07

Brad Hides
Operations
06/05/07

Kim Loughman
Claims
08/13/07

X-Card Winners!

5/2007

Belfor Moving

6/2007

All Lanes Moving & Storage, Inc.

7/2007

Robert J. Lemke

8/2007

Christopher Seibel

PROMOTION

Donna Holakovsky
Operations Planner
New Products
August 15, 2007

CONGRATULATIONS!

NEW NVL INTERNATIONAL SALES LITERATURE



We are proud to announce a new series of “Moving Your Memories” sales literature - from the International Department. The headline on the front cover reads: **WE MAKE MOVING AROUND THE WORLD AS SMOOTH AS MOVING AROUND THE BLOCK.** Yes, international moves are more intricate - but from the customer’s point of view, they want a smooth, problem-free move. The brochure sends the message that they don’t have to worry about the details. We’re going to take care of the details.

Another message inside the brochure states: **WE’RE WITH YOU EVERY STEP OF THE WAY.** This will provide the opportunity to tell your prospect about our support staff, and emphasize that there are lots of professional people involved in every aspect of every move.

Just as the COD family of “Moving Your Memories” has add-on informational inserts, the International brochure has its own series of inserts. **MOVING INTERNATIONALLY WITH CHILDREN**, **COUNTDOWN TO MOVING DAY**, and **PROTECTING YOUR MEMORIES** will guide your discussions with your customers and cover key points of importance. And, a blank template is available for agent-specific customization. For additional details, contact Sue Staszewski (ext. 2940) or Julie Glista (ext. 2970) in the International Department.

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