

News On The **MOVE**

SUMMER EDITION - 2009

NATIONAL VAN LINES CONVENTION FOCUSES ON SOLDIERS



The National Van Lines convention has a unique focus this year. Thousands of our country's men and women are serving our nation every day. They put their lives on the line, miss their families and miss their own freedom so that we can have ours.

National Van Lines and National Forwarding Company are giving back to our soldiers and we need your help!

Bring your favorite reminder of your hometown to the convention and we'll send it to the soldiers overseas. It could be a CD from your favorite local band, comic strips from your local paper, or a football to toss around. Just make sure it's something that can be shipped easily overseas!

We're also looking for pictures and background information on the service men and women in your life so that we can honor them at the convention. We'll feature the soldiers on screen as well as at attendee tables. Please send your pictures to jaye.mcmanus@nationalvanlines.com.

We have a fantastic array of educational, networking and social events for you. We've lined up top-notch customer service speaker T. Scott Gross and renowned motivational speaker Steve Gilliland. Social events include a private concert by "American English," a "National Idol/Star Search" talent contest and the anticipated awards gala, featuring dinner and dancing late into the night. It all takes place in the Windy City in early fall where shopping, dining, nightlife and sight seeing can't be beat!

Don't forget to register for the convention early! National Van Lines is subsidizing sleeping rooms at the Chicago Marriott Downtown \$50 per night during the convention. Rooms are only \$179 per night October 7, 8, 9 and 10th for a limited time!

For more information or to register for the convention, please visit <http://nvlconvention.com> or call the Marketing Department at 800-323-1962 ext. 2926.



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MAUREEN BEAL NAMED PRESIDENT ELECT OF THE EXECUTIVE BREAKFAST CLUB



Forty years ago, a breakfast club in Oak Brook, IL was formed. It began as a group of business executives in the west suburbs of Chicago who gathered about half a dozen times per year. But Oak Brook was booming fast. It became the alternative to downtown Chicago and soon it was the home to some big corporate headquarters, such as McDonald's, Ace Hardware, Blistex, and Federal Signal Corporation.

The leaders of these businesses were all part of the club. This attracted some big attention! U.S. Presidents Reagan and Ford, cabinet secretaries, foreign leaders, fellow Fortune 500 company CEOs, journalists and celebrities all jumped at the chance to speak in front of such a powerful audience. The breakfasts started to attract 700-800 attendees each.



40 years and over 300 programs later, the Executive Breakfast Club has changed with the times but continues to be an influential force in the Chicagoland area. Maureen Beal, CEO, National Van Lines has been named the upcoming president beginning Fall 2009.

"I am so pleased to be working with this group and honored to have a leadership position in the organization," Maureen Beal affirmed. "Going forward we plan to honor the legacy of the club while continuing to update it with more modern programs. It's an exciting time to be at the helm of such a prestigious group."

Board members include Jimmy Alexander, Vice President, Ace Hardware; Jim Skogsbergh, President, Advocate Health Care; Jim Skinner, CEO, McDonalds; and Darrell Jackson, President, PFS – Illinois, Northern Trust Corporation.



Together, Maureen and the board will be presenting a 12-month executive program on character and success. The goal of the series is to study the complex relationship between character and the bottom line. The program will feature live interviews with well-known executives, in-depth seminars, and networking opportunities.

In addition, each year the club presents The Pollard Award to a company that actively advances ethics in business. Companies are nominated by a select group of institutes that study business ethics. The 2008-2009 winner was Coca-Cola for their efforts to conserve and protect natural resources throughout the world.

"I can't think of a more appropriate person to lead an organization focused on business ethics," says Jorja Coulter, Vice President, Marketing, Quality Assurance and Training. "Maureen is consistently putting ethics first. She is the perfect leader for this club."

NATIONAL FORWARDING COMPANY SUPPORTS THE WOUNDED WARRIOR PROJECT



A unique opportunity came to National Forwarding Co., giving it the chance to support the Wounded Warrior Project.

NFC and all companies doing business with DoD pay a percentage of billed revenue to cover PowerTrack billing fees assessed by the government. NFC recently filed a claim against the government for improperly withholding these funds in the winter cycle of 2005 on behalf of itself and all of its affiliated carriers.

This was a big project, even after the claim was won. NFC and its carriers and agents had already paid these fees through a deduction from their revenue. Therefore the funds had to be divided and refunded to the correct agents and haulers after assessing attorneys' fees and other expenses.

For some companies, the refunded money was just a few dollars. For others, it was a large sum. Either way, since that money came out of their revenue and was recovered, it rightfully should be returned.

NFC is donating a large portion of the refund it received to the Wounded Warrior Project and is coordinating a response on the part of its other agents and carriers to do the same. Agents received a letter outlining the amount that they are to be refunded and giving them the opportunity to donate all or a portion of it to the Wounded Warrior Project.

So far, this initiative has raised over \$15,000 for the Wounded Warrior Project and is still going strong. NFC hopes to raise \$25,000 for the organization.

"Our best customers are the men and women of our armed forces," states Pat Johnson, President, National Forwarding Company. "More than owing them good service as our customers, we owe them a debt of gratitude for their service to our country. It is only fitting that we use at least a portion of the settlement we received to lessen the pain of those wounded in the service of our country."

The mission of the Wounded Warrior Project is to honor and empower severely injured service men and women. Its purpose is to raise awareness and enlist the public's aid for their needs; to help severely injured service members aid and assist each other; and to provide unique, direct programs and services to meet the needs of these severely injured heroes.

National Forwarding Company's motto is "Proudly Serving Military Families." There is no better time to serve them than in their hour of greatest need.

"I am proud to work for a company that supports the Wounded Warrior Project," says Eileen Sherman, Vice President, Operations, National Forwarding Company. "It is wonderful to know this organization is there for our wounded soldiers and their families in their time of need. We can never fully pay them back for putting their lives on the line to protect the freedom we enjoy every day."



NEW ADDITIONS TO THE NATIONAL VANS LINE FAMILY - WELCOME!

Agent # 77 ASTRO OF NEW ENGLAND 11/17/2008 Exeter, RI Chuck Lamendola	Agent# 735 NEWTON RELOCATION SERVICES 02/23/2009 Wellsville, KS Melissa Newton	Agent# 1111 LEADERS MOVING & STORAGE 03/20/2009 Columbus, OH Craig Crotinger
Agent# 1785 METRO MOVING & STORAGE 12/23/2008 Littleton, CO Walt Edwards	Agent# 707 QUALITY MOVING & STORAGE 02/23/2009 Vacaville, CA Michael Guinane	Agent# 403 LAKE CITY TRANSFER 04/03/2009 Coeur D'Alene, ID Mark Gates
Agent# 1208 BROOKSTONE RELOCATION 12/29/2008 Boone, IA Tom Barragy	Agent # 4662 CENTRAL MICHIGAN MOVERS 02/27/2009 Lake Orion, MI Brad or Amy Davis	Agent# 123 RELIABLE VAN & STORAGE 04/14/2009 Goldsboro, NC Mike Mather
Agent# 1229 DENSON MOVING COMPANY 12/29/2008 Albany, GA Robert Denson	Agent# 1555 INLAND EMPIRE MOVING & STORAGE 03/05/2009 Ontario, CA Keith Petrich	Agent# 2009 ROYAL MOVING & STORAGE 04/17/2009 Orlando, FL Ed Lewis
Agent # 109 CLASS ACTION MOVERS 01/28/2009 Indian Trail, NC Edward Dean	Agent # 333 3 GORILLAS MOVING & STORAGE 03/06/2009 Tucson, AZ Troy Emerson	Agent # 91 NORTH TEXAS RELOCATION 05/05/2009 Wichita Falls, TX Luke Pike
Agent# 55 5 STAR MOVERS 02/19/2009 Bonney Lake, WA James Lucas	Agent# 317 CASTLE ROCK MOVING & STORAGE 03/17/2009 Hillsboro, OR Philip Johnson	Agent# 959 B & B MOVING & STORAGE 05/06/2009 Salt Lake City, UT Sheila Hankins
Agent# 219 BURNS MOVING & STORAGE 02/19/2009 Bryan, TX Dale Clark		



People on the MOVE

CONGRATULATIONS X-CARD WINNERS!

December

Delivery Driver

Joe Bonnie
Joe Bonnie and Son
Delray Beach, FL

April

Delivery Driver

Linwood Smith
NVL Fleet
Dudley, NC

January

Loading Driver

All My Sons Moving & Storage
Broadview, IL

May

Booking Agent

Theresa Bonnie
Joe Bonnie & Son
Delray Beach, FL

February

Delivery Driver

Harold Vogt
O'Boyle Moving & Storage
Spring Grove, IL

June

Delivery Driver

Edgar Soto
Royal Moving & Storage
Orlando, FL

March

Delivery Driver

Thomas Underhill
NVL Fleet
Hackettstown, NJ

X-Card Winners have achieved excellent scores on customer surveys – each month, one winner is sent a \$50 gift certificate.

NEW HIRES

National Van Lines

Adam Grammas - Operations
Paul Gregory – Sales & Agency Development
John Woolsey – Information Systems

National Forwarding Company

Kevin Anda – Billing
Joshua Kaiser – Move Management
Norma Stewart – Billing

REAL ESTATE NEWS

With home prices low, now could be a good time for parents to give their children a home or even an investment property. Here are some suggestions for managing the tax consequences from Mark Luscombe, tax analyst with Wolters Kluwer: Give a cash gift—Individuals are allowed to gift up to \$13,000 per person in a given year without incurring gift tax. That means a couple could give their offspring and spouse \$52,000 in a single year to go toward a down payment. Lend money—The government requires that family members meet or exceed minimum loan rates to avoid having the loan be considered a gift. The rates are currently low. One way to handle this is for parents to use the \$52,000 gift exclusion to forgive both interest and principal. Use a trust—Set up a qualified personal residence trust, or QPRT. You'll need an attorney to handle this transaction, but in a nutshell, parents put the home they want to give their children into a trust. At the end of a pre-set term, the home passes to the children with no taxes due. Source: The Wall Street Journal.



Housing experts predict that multi-family rental properties and apartments will recover fastest from the current downturn, followed by housing in cities that didn't overbuild. The market is likely to hit bottom in the next few months, says Bernard Markstein, senior economist and director of forecasting for the National Association of Home Builders. "Next year will see slow but steady improvement, as home builders are controlling their inventory," Markstein says. Apartments and other multi-family residences will snap back quickly once businesses start hiring again, predicts Victor Calanog, director of research at Reis. Baby boomers looking for retirement homes and first-time home buyers also will lead the way out of the decline, predicts Bill Singer, a securities attorney and trader who is a member of Forbes.com's panel of financial gurus. Source: Forbes.com

Low prices and high affordability both urge consumers back to the housing market, according to Realtor.com's national homeownership survey. Nearly two-thirds (62.5%) of potential homebuyers surveyed named increased affordability as a motivator for them to purchase a home. Foreclosure bargains in their communities are the motivating factor for 19.6% of potential buyers surveyed. "Value is clearly motivating potential home buyers, and today's new level of affordability is still an under-appreciated reality that needs to be explored," said Realtor.com president Errol Samuelson in a release. "The variety and quality of homes currently within reach of the average American family is much greater than most people realize. Making credit available to responsible borrowers and building consumer confidence in the economy are now key factors in restoring vitality to the nation's housing market." The survey also showed that low prices aren't making sellers wary of the market. Only 10% of potential sellers said they were holding off putting their home on the market because of lower prices. In addition, 15.5% of potential buyers said they were motivated to buy soon because they believe prices are as low as they'll go. A concern over rates increasing was the factor an additional 15.5% of Realtors.com's respondents said is motivating them to buy, while the federal government's \$8,000 tax credit for homebuyers is the motivation 14.6% of respondents said they need to get into the housing market. Source: Housing Wire

CENTRAL MICHIGAN MOVERS**THE OFFICIAL MOVER OF THE DETROIT LIONS**

Congratulations to Central Michigan Movers for the very high praise they have received from one of their national accounts! Central Michigan Movers has been named the Official Mover of the Detroit Lions.

Central Michigan Movers is located 30 miles north of Detroit, MI in Oakland County. It was formed in 2005 by Brad and Amy Davis. Brad is a former driver and operations manager from United Van Lines. Amy has experience as a customer service coordinator, office manager and National Account contact.

They specialize in professional athlete and VIP moves and are excited about their new venture with the Detroit Lions.

"Amy, our crew and I are honored that the Detroit Lions and Ford Field will be using Central Michigan Movers and National Van Lines as their primary relocation company," declares Brad Davis. "We have been working with the Lions organization for several years and they have recognized our attention to detail, professionalism, customer service and quality of workmanship. We know the relocation is the first impression an employee has with their new company - having the move completed by a professional and efficient mover makes the transition easier. Central Michigan Movers is proud to have the title *The Official Movers of the Detroit Lions and Ford Field.*"



NATIONAL VAN LINES RANKS AS THE 2nd LARGEST WOMAN OWNED BUSINESS IN ILLINOIS



In March, DiversityBusiness.com released their annual listings of the Top Women Owned Businesses in the country. The lists were announced at the DiversityBusiness.com Conference, which is the nation's leading conference on business initiatives in Diversity and Multiculturalism.

National Van Lines is pleased to announce that we have been named 2nd among the Top Woman Owned Businesses in Illinois. In addition, National Van Lines ranked as the 49th Largest Women Owned Business in the U.S. and the 18th Top Privately Held Company in Illinois.

The Div500 is a classification that represents the top 500 women-owned businesses in the U.S., in sectors such as technology, manufacturing, food service and professional services. Major corporations, government agencies and college/universities throughout the country that do business with multicultural and women-owned businesses use the list.

"The Div500 companies are the heroes of diversity-owned business in America," said Kenton Clarke, CEO of Computer Consulting Associates International, the company that built DiversityBusiness.com. "Women-owned businesses contribute over \$1.4 trillion in sales to the U.S. economy," he went on to say. "It is no longer just 'the right thing' to do business with diversity suppliers. Because of recent economic and demographic trends and changes, major corporations are realizing that having a diverse supplier base positively impacts their business revenue from this sector of buyers."

"It's important for women and minority owned businesses to be recognized in the community," says Maureen Beal, CEO, National Van Lines. "I'm proud that we've become one of the leading women owned businesses in Illinois. I hope it encourages other women to discover their passions and to become leaders in their field as well."

