



NEWS on the MOVE

Summer 2006 Edition

Volume 9

Chicago Tribune



National Van Lines

takes part in the

Chicago Tribune Windy City Rubber Duck Derby

Proceeds to support
Special Olympics Illinois

On a hot August afternoon, more than 20,000 yellow rubber ducks will float down the Chicago River in a race to be the fastest duck. These highly trained athletic ducks aren't just racing for the glory. They are racing for charity! On August 25, 2006, the first ever Chicago Tribune Windy City Rubber Duck Derby for Special Olympics will take place and National Van Lines has the honor of releasing the ducks into the river to begin the race! At noon, a National Van Lines trailer will back up to

the Columbus Avenue Bridge in downtown Chicago and "move" the ducks into the river. With the help of the Chicago Fire Department and Marine Patrol powered water sprays, the ducks will race towards the finish line at the Michigan Avenue Bridge.

The ducks are up for adoption for \$5 each (a "quack pack" for \$25.00) and the first three ducks to cross the finish line will win their owners some fabulous prizes! What if you are the lucky duck who wins? You might win the grand prize, which is a 2007 Dodge Caliber SXT, donated by Chicagoland Dodge Dealers; second place prize, which is a seven night vacation at the Iberostar Paraiso Maya, donated by Apple Vacations and Iberostar; or third place prize, which is a 50-inch Sony plasma flat panel TV, donated by Grant's Appliances, Electronics and More.

All of the proceeds of the Chicago Tribune Windy City Rubber Duck Derby will benefit Special Olympics Illinois. Special Olympics Illinois provides year-round sports training and competition in a variety of Olympic-type sports for children and adults with intellectual disabilities by giving them continuing opportunities to develop physical fitness, demonstrate courage, experience joy, and participate in a sharing of gifts, skills and friendship with their families, other Special Olympics athletes and the community.

National Van Lines is proud to be a gold sponsor of this event. If you would like to adopt a rubber duck, please visit the website at www.duckrace.com/chicago. Please indicate National Van Lines as your team to help us fulfill our commitment to get as many ducks adopted as possible! If you would like to adopt a duck in person, please see Jorja Coulter or Jaye McManus for adoption papers.



L & J Moving & Storage Receives “Greater Reading Top 50 Companies” Award

The Greater Reading Chamber of Commerce and KPGM, LLP have honored L & J Moving & Storage as part of the Inaugural Greater Reading Top 50 Companies. The award is designed to honor the most successful companies in the greater Reading, PA area for their contribution to the economic growth of the community. L & J Moving & Storage placed 27th among the list of 50 dynamic companies.



L & J Moving & Storage has been a National Van Lines agent since 1994 and is currently the organization's third largest hauler. "We have always been proud to have L & J Moving & Storage as part of our National Van Lines family," said Jorja Coulter, vice president of marketing, training & quality assurance at National Van Lines. "It is refreshing to see L & J recognized as a leader in the community of Greater Reading. At our 2005 Agent Convention, National Van Lines recognized L & J with our top sales award. Their entire staff is to be commended on a great job!"



Jim Fry & Josette Grillo in their newly remodeled office

The Top 50 Companies list was presented at the 93rd Annual Dinner hosted by the Greater Reading Chamber of Commerce. The criteria for selection is that the company must be independent; have revenues of at least \$1 million in each of the three most recent fiscal years; be headquartered in the Greater Reading area; and be a Berks County business member or a member of the Greater Reading Chamber of Commerce & Industry. Companies are then ranked according to revenue growth. The award was presented by Rob Vaughn of WFMZ News Television and Steve Schumacher, chairman of the board and vice president of Met-Ed, A FirstEnergy Company. "We proudly salute the 2006 Greater Reading Top 50 Companies for their contribution to economic growth in Greater Reading. Their success helps to make our



L & J Staff at NVL '05 Convention

community a special place for business and outstanding quality of life," said Ellen Horan, president & CEO, Greater Reading Chamber of Commerce. "Each winning company has a positive influence on the future of Greater Reading," added Steve Schumacher.

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Burns Moving and Storage is named Best Moving Company among *The Eagle* Readers



Marsha and Ray Burns

The readers of Bryan-College Station, TX newspaper *The Eagle* have a unique opportunity to show their appreciation for businesses that treat them well. Each year, *The Eagle* publishes a call to action asking readers to vote for their favorite business in each of 56 categories, such as best moving company, best cellular provider and best dry cleaners. Unlike some other awards, however, *The Eagle* readers aren't provided with a limited number of choices. They write in the name of their favorite business in each category, ensuring that the results are a true reflection of the community's favorite. This year, Burns Moving and Storage has been awarded "Best

Moving Company" by *The Eagle* readers!

What makes this award even more special is that Burns Moving & Storage has only been in business for a year, proving that they've made quite an impact on the community in just a short period of time. Marsha Burns is no newcomer to the moving business, however. "I was the wife of a career Army officer, so moving is not new to me at all," offers Marsha. "I've lived in Texas, Europe, Washington D.C., and on top of that, I have 20 years of experience working for a moving business as a sales consultant. We are a new company with years of experience." Altogether, the staff at Burns Moving and Storage has over 33 years of experience. With the motto "Let our family move your family," Burns Moving and Storage prides itself on its family-like atmosphere and friendly customer service.

Burns Moving & Storage was featured in the "Reader's Choice Awards" special section in July 2006 and will be awarded with a plaque in the near future. "Here at National Van Lines, we are all proud of the impact Burns Moving and Storage has had on Brazos County in just a year," beamed Shelly Zachary, director of sales and agency development. "We know we'll continue to see great things from them in the future!"



The Eagle readers always comment that they love Burns Moving and Storage's slogan -

**"When you are ready to move, all you
should have to carry in is the kids!"**



NATIONAL VAN LINES

In the months of April, May and June, the employees at National Van Lines Broadview-based corporate office cooked meals, baked sweets, played games and rented videos all to raise funds for the American Cancer Society's Relay for Life event. The employees worked side by side to hold breakfasts, lunches, ice cream socials, raffles, candy sales and other events with all of the proceeds going to the American Cancer Society. Employees also used their creativity for non-traditional fundraisers such as a library and book sale, video rental store, National Van Lines Cookbook and "Tastefully Simple" party.

The **grand finale** to the Relay for Life fundraisers was a "grand prize raffle" with items such as an autographed photo of White Sox relief pitcher Bobby Jenks, a baseball autographed by Chicago Cubs pitcher Carlos Zambrano, \$50 in free gas, and several restaurant and hotel gift certificates donated by employees and local merchants. Tying into the grand prize theme, employees had a chance to win extra raffle tickets by playing a round of Bozo Buckets.

"Not only was it an incredible opportunity to support the American Cancer Society," said Joan Feifar, sales and agency development coordinator, "but it was also a chance to get to work with NVL employees from other departments that I wouldn't normally get to know as well. It was a very rewarding experience all around!"

The four teams, Rai\$in Bread, Kneeding Dough, Raking in the Dough, and National Forwarding, sponsored the fundraising events and raised over \$15,000 for the American Cancer Society, breaking the National Van Lines fundraising record by over \$3,000.

The employees didn't stop at just monetary support. Almost three dozen staff members joined 76 other teams at the American Cancer Society's Relay for Life on June 16th at Downer's Grove North High School to champion the fight against cancer. Employees took turns representing National Van Lines on the track, played games and cheered on National Van Lines employees who participated in the survivors' lap. National Van Lines CEO Maureen Beal, vice president of finance Bob Buti, and credit and collections agent Dotty McCann proudly walked the lap, which is dedicated to those who have fought or are currently fighting cancer.

At dusk, luminarias were lit in honor of those who have been lost to cancer and cancer survivors. The luminarias glowed around the track as well as in the bleachers, where they spelled the word "HOPE." The mission of the Relay for Life event is to represent the hope that those lost to cancer will never be forgotten, that those who face cancer will be supported, and that one day cancer will be eliminated.

RAISES

over \$15,000 for American Cancer Society's Relay for Life

This is the **fifth year** that National Van Lines has dedicated fundraising efforts to Relay for Life. "National Van Lines strongly believes in giving back to the community," said Maureen Beal, CEO and president of National Van Lines. "Cancer, unfortunately, is something that touches all of us at some point during our lives. I'm proud of the enthusiasm, dedication and commitment our employees have shown to supporting this cause."

National Van Lines also currently supports the Wyland Foundation and Special Olympics of Illinois.



Vanessa Rolek tries her hand at the grand prize game while host Jaye McManus gets ready to give away raffle tickets for each bucket she hits.



Kneeding Dough team members Donna Palmer, Felicia Krubl and Don Rozanski serve up an international lunch to happy customer Steve Millsap.



CEO Maureen Beal waves to cheering NVL employees as NVL cancer survivors Bob Buti, Dotty McCann and Maureen Beal complete the survivors' lap along with Dotty's husband, Ron.



NFC President Pat Johnson and NVL Senior Advisor Bob Seeler engage in a friendly bean bag game. The bean bags were handcrafted by Network Administrator Tom McHugh and donated as a raffle prize.



From left: Bob Seeler, Mike Yost, Alison Reeger, Maureen Beal, Patty Farmer, Patrick Williams



Team captains Patty Farmer and Jaye McManus take a break to pose in front of the National Van Lines tent.



Maureen Beal and Bob Seeler enjoy the weather while they show their support of the American Cancer Society.



Patty Farmer, Jaye McManus, George Hartung and Mark Wagner take a break from walking to pose for the camera.

Women's Leadership Exchange Presents Maureen Beal with the 2006 Compass Award



Marilyn Johnson, Maureen Beal,
Andrea March and Leslie Grossman

At its annual Chicago leadership conference, the Women's Leadership Exchange presented its Compass Award to Maureen Beal, CEO of Broadview, IL based National Van Lines. The prestigious award is given to women who have shifted the paradigm of how women are perceived as leaders in the world. According to co-founder Leslie Grossman, "Maureen embodies the characteristics that, as women and business people, we see as an example to other women across the county who want to make a difference in their own businesses and their local and even global communities."

The Women's Leadership Exchange is a labor of love for the founders, Leslie Grossman and Andrea March, two business leaders who felt a void finding the information and resources they needed to move their businesses forward, and decided to do something about it. Designed for Women Business Owners, CEO's and presidents who want to accelerate the growth of their businesses, Women's Leadership Exchange (WLE) provides women business leaders across a variety of business categories – service, retail, manufacturing, online, etc. – a day of education, networking and inspiration that goes deeper and further than other conference of its kind.

As a panelist at the awards luncheon, Maureen spoke of her commitment to her employees, agent network and customers. "We cannot provide quality services without providing a corporate environment that is supportive of our service providers as well as our customers. It's the whole network that provides a successful relocation." Featured on the panel with Maureen were Ping Fu, co-founder and CEO of Geomagic, Inc., and Vikkie Pryor, CEO of S.USA Life Insurance Company. The panel moderator, Marilyn Johnson, VP for business development, IBM, led the group through a discussion of business obstacles that they had encountered, as well as success stories. When asked if being a women in a traditionally male industry had been a problem, Maureen responded, "Competence has no gender. If you are seen as knowledgeable, experienced and fair-minded, you will be accepted."



Vikkie Pryor, Ping Fu, Maureen Beal, Marilyn Johnson

In addition to the awards luncheon, the Chicago event featured educational and networking opportunities for the over 900 attendees:

Case studies designed to share the lessons learned by exceptional women who built multi-million dollar businesses
Stories of growth that renew the attendee's sense of purpose and provide new ideas to propel their business
Expert advice and coaching on topics like marketing, sales, growth strategies, management, provided by "Growth Gurus" - business experts who are leaders in their respective fields. The opportunity to connect with 600+ successful CEO's and presidents – a program designed to help like-minded women meet and exchange ideas Guided opportunities for networking, collaboration and forging partnerships and alliances

Previous Compass Award Winners include celebrity/activists: Jane Fonda, Gloria Steinem, Gloria Allred, and Cicely Tyson; athlete/sportscasters: Donna DeVerona (Olympian and First Woman Network Sportscaster) and Leslie Visser (First Woman reporter for the NFL), as well as business leaders: Kay Koplovitz (founder USA Networks), Gloria Jean (Gloria Jean Coffee Company), and Carolyn Kepcher (Executive VP, the Trump Organization).



Women's Leadership Exchange

PEOPLE ON THE **MOVE**

New Agencies

2227 - Premier Moving Systems,
Lansing, Michigan
Elmer Ferguson
Started with NVL - May 3, 2006

#2228 - Premier Moving Systems
Oak Park, Michigan
Elmer Ferguson
Started with NVL - May 3, 2006

#11 - Gordon Moving And Storage
Crossville, Tennessee
Mark Gordon
Started with NVL - May 18, 2006

#2006 - Moving Depot
Costa Mesa, California
Tom Loucks
Started with NVL - May 18, 2006

#1983 - Sea And Air Express Corp.
East Brunswick, New Jersey
Michael Dragin
Started with NVL - June 15, 2006

PROMOTIONS:

George Hartung - Director of New Products for National Van Lines

Courtney Rose - Manager of Move Management Services for National Forwarding

HIRED:

Ashley McInerney - Summer Asst.	NFC
Bobbi Durrani - Dispatch (6/5/06)	NFC
Elle Stenerson - Summer Asst.	NVL
Katie Johnson - Summer Asst.	NFC
Lauren Ashby - Summer Asst.	NFC
Mary McClelland - Summer Asst.	NFC

X-Card Winners!

X-Cards are issued to agents and drivers who received **outstanding customer satisfaction survey scores**. Each month, X-Card recipients are entered into a drawing for a \$50 gift certificate.

April - William Dobransky - Driver
Vanguard Moving & Storage
Bethel, Connecticut

May - Michael Travis - Driver
American Way Van & Storage
Dayton, Ohio

June - Linwood Smith (Direct Lease Fleet Driver)
Dudley, North Carolina

George Hartung Promoted to Director of Operations and Fleet Development for New Products



National Van Lines is proud to announce the promotion of George Hartung from new products operations manager to new products director of operations and fleet development. George, a 16 year National Van Lines veteran, will continue to oversee dispatch operations and will also take on additional driver recruitment responsibilities for new products.

George started his career at National Van Lines as a planner in household goods. After three years, he accepted a position as operations manager of new products, where he has spent the last 13 years coordinating shipments, working in the field and overseeing all of the daily dispatch operations. "George has been asked to perform many duties and has taken the challenge each time without apprehension and jumped in with great enthusiasm," affirms Mike Yost, vice president, new products.

George is known among coworkers for his great sense of humor and his kindness and loyalty. He's someone that does whatever it takes to get the job done and most often it's with a smile.

"I am certain that George will accept his new role with the same determination and eagerness we've come to expect over the past 16 years," says Maureen Beal, CEO of National Van Lines. "We are very proud of his accomplishments and look forward to his continued success in this new position."

Where In the World is Wyland?



In the fall of 2006, Wyland will be "Barging Down the Mississippi" for the 2006 Clean Water Tour. The month-long tour will cover ten states in the Midwest, starting with Minneapolis, MN and ending in New Orleans, LA.

National Van Lines is pleased to announce that we will once again provide a full-time driver and truck to support The Wyland Foundation in its quest to educate and inspire a whole generation of people to promote, protect and preserve clean water on the planet. The Wyland Foundation is led by marine life artist and muralist, Wyland.

Previous tours have taken place on the East Coast and West Coast with a focus on coastal cleanup. The goal this year is to share concepts of the interconnectedness of water and visualize water habitats of the Mississippi River watershed in their natural states.

The program aims to spark interest in art and science with several live painting events and displays; promote community

volunteerism with an interactive "water pledge" kiosk and community pledge tallies and results posted throughout the tour; as well as support clean water habitats and wildlife conservation. There will be opportunities for education, painting and autographs at each site.

If you are in the area, please take some time to support the "Barging Down the Mississippi" tour! Please wear your National Van Lines t-shirts to display our continuing support of Wyland on this mission.

Details and locations will be published soon!

Oct. 1-2	Minneapolis, MN	Oct. 21	Springfield, MO
Oct. 5	Chicago, IL	Oct. 23	Little Rock, AR
Oct. 8-9	Dubuque, IA	Oct. 25	Memphis, TN
Oct. 12	Indianapolis, IN	Oct. 27	Jackson, MS
Oct. 15-16	Cincinnati, OH	Oct. 29	New Orleans, LA
Oct. 18-19	St. Louis, MO		

Dates and locations subject to change

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