

Sales Trends

a publication of wheaton van lines, inc.



WHEATON | BEKINS ANNOUNCES

Agents of the Year at its Annual Partnership Conference Oct. 22-26 in Orlando.

AMS RELOCATION, INC. took the Agent of the Year honor for Bekins Van Lines. AMS has been in operation by the Wolfe family since 1949. Owner Gary Wolfe purchased the company from his parents in 1981 so they could retire. AMS became an agent for Bekins in 1983 – after researching interstate carriers it was an easy decision for Wolfe that Bekins was the best fit. AMS has proudly earned numerous sales and hauling awards over the last 30 years.



The agency employs 50 people, all of which take pride in the family atmosphere they've developed amongst their team and clients. They treat people the way they want to be treated and everything else falls into place. The job description for every AMS employee is to "help people."

"Gary is a class act and is well respected throughout our van line network. AMS has been serving its market area since 1949 and has become a name people trust."

"We work in a great industry," said Wolfe. "We can go home every day with the satisfaction that we've helped people through one the most stressful things in our society, moving! It doesn't get much better than this."

Wolfe also understands the power of networking. He's involved in a number of local social organizations and charity fundraising venues. In addition, he's lived in his community most of his life and has a large circle of influence because of this longevity.

"Owner Gary Wolfe is a class act and is well respected throughout our van line network," said Mark Kirschner, CEO of Wheaton | Bekins. "AMS has been serving its market area since 1949 and has become a name people trust. Their agency is well known for their professional staff, exceptional facilities and their customer-focused approach to business. We're proud to have them as an interstate partner for Bekins Van Lines."

"What makes me successful is having the ability to surround myself with great people who have the same goals and beliefs that I do," said Wolfe. "Mistakes will be made along the way, but the worst thing that can happen is people will learn from it."

Wolfe's positive outlook, dedication to the moving industry and willingness to help customers trickles down to his employees as well. "We have a great group of people that work as a team and we spend our days having fun while taking care of business," said Val Hardwick, Sales Manager at AMS. "Gary has always been supportive of us, and we all believe in the common company goal "to help people." It hasn't always been easy, but together we've weathered a few storms and are extremely proud and honored to have received the Agent of the Year award. As they say, there is no "I" in team and our office proves that every day!"

Wolfe spends his free time golfing, playing tennis, reading and enjoying his 13 grandchildren.

OLYMPIA MOVING & STORAGE CO.

was awarded Agent of the Year for Wheaton World Wide Moving. Owner Michael Gilmartin got his start in the industry in 1988 while working for a local moving company during college. Olympia was founded in 1993 and became a Wheaton partner in 1996. Gilmartin chose Wheaton because the van line was willing to help his team learn the interstate business. This is Olympia's second top honor as Wheaton's Agent of the Year (the first was in 2007), among an abundance of other sales and hauling awards over the past 17 years.



Olympia has two agencies – one in Watertown, Mass. and the other in Alexandria, Va. – that employs 140 people. The primary goal of their entire team is always quality and trust. From their staff's consistent ability to go above and beyond for their clients, to constant process improvements, to creating value for their referral sources, making moving easy is in the front of every Olympia staff member's minds.

(continued)

“Michael constantly pushes himself and encourages his staff to reach for greater. He’s created an exciting and dynamic work environment, where all Olympia employees don’t just admire our accomplishments, but work hard to put their own mark on Olympia’s growth.”

“Learning our customer’s needs is an ongoing process and we always challenge ourselves to do better,” said Gilmartin. “Olympia is successful because of the people that work at our agencies. We focus on finding the best people that are committed to customer service excellence.”

Olympia has become a trusted name in the Boston and Washington, D.C. areas and Gilmartin encourages his team to get involved with local associations, real estate groups and other organizations that provide additional networking opportunities.

“Owner Michael Gilmartin is committed to employee training and takes a hands-on operational approach,” said Mark Kirschner, CEO of Wheaton World Wide Moving. “His active involvement has helped foster Olympia’s rapid growth and high-quality service. Michael has also served on the Wheaton Agent Advisory Council and the Advertising Committee. We’re proud to have them as an interstate partner for Wheaton World Wide Moving.”

“We’re fully accountable to our clients, facing problems head-on, and putting our commitments to our clients above our bottom

line,” said Gilmartin. “Treating everyone fairly, maintaining open communication and always looking for ways to use technology to improve our clients’ experience is key to satisfaction. Our staff uses creativity, perseverance, long hours and problem-solving skills to do everything in our power to make our clients happy.”

“Michael constantly pushes himself and encourages his staff to reach for greater. He’s created an exciting and dynamic work environment, where all Olympia employees don’t just admire our accomplishments, but work hard to put their own mark on Olympia’s growth,” said Rachael Fischer, Marketing Manager at Olympia Moving & Storage. “Michael leads by example. You might find him at his desk by 4 a.m. preparing for a client meeting, then leading the crew on a big job, then working directly with the staff... all in one day! As hard as he works, every Olympia employee knows that if you knock on Michael’s door with a question or suggestion, you’ll still always have his undivided attention.”

When Gilmartin isn’t chasing after his one-and-a-half year old son, he enjoys distance running in his free time. He’s also an avid Red Sox, Patriots and NASCAR fan. ■

MARK YOUR CALENDARS

Regional Meetings
Caesars Atlantic City | Atlantic City, N.J.
Feb. 27-28, 2014

Marriott Indianapolis North | Indianapolis, Ind.
March 3-4, 2014

Treasure Island | Las Vegas, Nev.
March 10-11, 2014

SALES STATISTICS

FOR OCTOBER 2013

Wheaton
WORLD WIDE MOVING
We move your life®



Top 35 Overall Agents

*In COD & National Account
Sales In All Regions*

1. Preferred Movers of Nashville,
Nashville, Tenn. (0133)
2. Crown Moving & Storage,
Inc., Indianapolis, Ind. (0222)
3. Olympia Moving & Storage
Company, Watertown, Mass.
(0254)
4. Bell Moving & Storage, Inc.,
Fairfield, Ohio (0038)
5. Preferred Movers of TN, Inc.,
Crossville, Tenn. (0132)
6. Colorado Hi-Tec Moving &
Storage, Inc., Denver, Colo. (0391)
7. Gold Service Movers, Inc.,
White Plains, N.Y. (0077)
8. Crown Relocations,
Houston, Texas (0235)
9. La Habra Relocations, Inc.,
Anaheim, Calif. (0003)
10. Delaware Moving & Storage,
Inc., Bear, Del. (0168)
11. Smoldt Moving & Storage,
Inc., Des Moines, Iowa (0351)
12. Priority Moving, Inc.,
San Diego, Calif. (0152)
13. Capital City Transfer,
Verona, Wis. (0326)
14. All Brunswick Van Lines, Inc.,
Dayton, N.J. (0442)
15. Crown Relocations,
Huntington Beach, Calif. (0056)
16. Crown Relocations,
Keasbey, N.J. (0364)
17. Bernardo Moving, Inc.,
San Diego, Calif. (0250)
18. Olympia Moving & Storage
Company, Alexandria, Va. (0058)
19. Family Relocation,
Galesburg, Mich. (0162)
20. Willie's Transfer & Storage,
West Palm Beach, Fla. (0405)
21. Anchor Moving & Storage,
Moorestown, N.J. (0457)
22. Crown Relocations,
Glendale Heights, Ill. (0490)
23. DeVries Family Moving &
Storage, Inc., Port St. Lucie, Fla.
(0483)
24. American Relocation and Storage
Systems, Austin, Texas (0205)
25. Breda Moving Co., Inc.,
Roselle, Ill. (0051)
26. Move-Pros, Fremont, Calif.
(0249)
27. Desert Sun Moving Services,
Inc., Phoenix, Ariz. (0197)
28. Azar Storage, Inc.,
Annapolis, Md. (0192)
29. Von Sydow's Moving & Storage,
Palatine, Ill. (0416)
30. Corlett Movers & Storage,
Cleveland, Ohio (0161)
31. Moving Man, Inc., New
York City, N.Y. (0268)
32. Crown Relocations,
San Leandro, Calif. (0139)
33. Carolina Moving & Storage Co.,
Inc., Beaufort, S.C. (0065)
34. NetMove, Inc., Norcross, Ga.
(0036)
35. A-1 Pioneer Van Lines Inc.,
L.L.C., Salt Lake City, Utah
(0066)



Top 10 Agents In COD Sales

1. Colorado Hi-Tec Moving & Storage, Inc., Denver, Colo. (0391)
2. Delaware Moving & Storage, Inc., Bear, Del. (0168)
3. Gold Service Movers, Inc., White Plains, N.Y. (0077)
4. Priority Moving, Inc., San Diego, Calif. (0152)
5. La Habra Relocations, Inc., Anaheim, Calif. (0003)
6. Bernardo Moving, Inc., San Diego, Calif. (0250)
7. Olympia Moving & Storage Company, Watertown, Mass. (0254)
8. Anchor Moving & Storage, Moorestown, N.J. (0457)
9. DeVries Family Moving & Storage, Inc., Port St. Lucie, Fla. (0483)
10. Capital City Transfer, Verona, Wis. (0326)

Top 10 Agents In National Account Sales

1. Preferred Movers of Nashville, Nashville, Tenn. (0133)
2. Crown Moving & Storage, Inc., Indianapolis, Ind. (0222)
3. Olympia Moving & Storage Company, Watertown, Mass. (0254)
4. Preferred Movers of TN, Inc., Crossville, Tenn. (0132)
5. Bell Moving & Storage, Inc., Fairfield, Ohio (0038)
6. Crown Relocations, Houston, Texas (0235)
7. Crown Relocations, Huntington Beach, Calif. (0056)
8. Family Relocation, Galesburg, Mich. (0162)
9. All Brunswick Van Lines, Inc., Dayton, N.J. (0442)
10. Crown Relocations, Glendale Heights, Ill. (0490)

Top 10 Agents In Hauling

1. La Habra Relocations, Inc., Anaheim, Calif. (0003)
2. Coast to Coast Moving & Storage, Key West, Fla. (0224)
3. City Moving & Storage Co., Lawton, Okla. (0138)
4. Crown Moving & Storage, Inc., Indianapolis, Ind. (0222)
5. Rainbow Moving & Storage, Waldorf, Md. (0378)
6. Capital City Transfer, Verona, Wis. (0326)
7. Olympia Moving & Storage Company, Watertown, Mass. (0254)
8. Move-Pros, Fremont, Calif. (0249)
9. Mather Brothers Moving Company, Garner, N.C. (0313)
10. Bell Moving & Storage, Inc., Fairfield, Ohio (0038)

Top Agents In Government Sales

1. Demary Brothers Transfer, Inc., Bridgeport, W.V. (0156)
2. Preferred Moving & Storage, Inc., Harrison Township, Mich. (0106)
3. Mather Brothers Moving Company, Garner, N.C. (313)
4. District Moving Companies, Inc., Waldorf, Md. (0460)
5. Sopko Moving & Storage, Inc., Manville, N.J. (0350)
8. Lori Krumpols, Preferred Movers of TN, Inc., Crossville, Tenn. (0132)
9. Karen Price, Bernardo Moving, Inc., San Diego, Calif. (0250)
10. Mick Javitt, Willie's Transfer & Storage, West Palm Beach, Fla. (0405)
11. Neil Coakley, Bell Moving & Storage, Inc., Fairfield, Ohio (0038)
12. John Golden, Colorado Hi-Tec Moving & Storage, Inc., Denver, Colo. (0391)
13. Lawrence Sanders, Crown Relocations, Dallas, Texas (0311)
14. Scott Smoldt, Smoldt Moving & Storage, Inc., Des Moines, Iowa (0351)
15. Jamison Roudabush, Crown Relocations, Glendale Heights, Ill. (0490)
16. Richard Pryor, Family Relocation, Galesburg, Mich. (0162)
17. Ronald DeVries, DeVries Family Moving & Storage, Inc., Port St. Lucie, Fla. (0483)
18. Linda Kuker, Azar Storage, Inc., Annapolis, Md. (0192)
19. Jeanie Scott, Desert Sun Moving Services, Inc., Phoenix, Ariz. (0197)
20. Rolf Olson, Capital City Transfer, Verona, Wis. (0326)
21. James Gilmartin, Olympia Moving & Storage Company, Alexandria, Va. (0058)
22. Jackie Kavanaugh, Move-Pros, Fremont, Calif. (0249)
23. Kristy Scarpa, Crown Relocations, Keasbey, N.J. (0364)
24. Steve Morgen, All Brunswick Van Lines, Inc., Dayton, N.J. (0442)
25. Steven Gold, Gold Service Movers, Inc., White Plains, N.Y. (0077)
26. Angie Flint, Colorado Hi-Tec Moving & Storage, Inc., Denver, Colo. (0391)
27. Ray Moore, Anchor Moving & Storage, Moorestown, N.J. (0457)
28. Mark Huff, American Relocation and Storage Systems, Austin, Texas (0205)
29. Zach Powell, Lambert Relocation, Huntsville, Ala. (0336)
30. Mike Larsen, Carolina Moving & Storage Co., Inc., Beaufort, S.C. (0065)
31. Anne Marquette, Gold Service Movers, Inc., White Plains, N.Y. (0077)
32. David Sterling, Delaware Moving & Storage, Inc., Bear, Del. (0168)
33. Tracy French, Crown Relocations, San Leandro, Calif. (0139)
34. Linda Peger, All Brunswick Van Lines, Inc., Dayton, N.J. (0442)
35. Mike Pink, Mullen Moving & Storage Co., Inc., Pittsfield, Mass. (0228)

Top 35 Overall Sales Representatives

In COD & National Account Sales In All Regions

1. Ellie Krumpols, Preferred Movers of Nashville, Nashville, Tenn. (0133)
2. Mark McEwen, Olympia Moving & Storage Company, Watertown, Mass. (0254)
3. Bob Krumpols, Preferred Movers of Nashville, Nashville, Tenn. (0133)
4. Phil Beanblossom, Crown Moving & Storage, Inc., Indianapolis, Ind. (0222)
5. Dave Belford, Crown Moving & Storage, Inc., Indianapolis, Ind. (0222)
6. Rebekah Hill, Crown Relocations, Houston, Texas (0235)
7. Chris Naegele, Preferred Movers of TN, Inc., Crossville, Tenn. (0132)
8. Lori Krumpols, Preferred Movers of TN, Inc., Crossville, Tenn. (0132)
9. Karen Price, Bernardo Moving, Inc., San Diego, Calif. (0250)
10. Mick Javitt, Willie's Transfer & Storage, West Palm Beach, Fla. (0405)
11. Neil Coakley, Bell Moving & Storage, Inc., Fairfield, Ohio (0038)
12. John Golden, Colorado Hi-Tec Moving & Storage, Inc., Denver, Colo. (0391)
13. Lawrence Sanders, Crown Relocations, Dallas, Texas (0311)
14. Scott Smoldt, Smoldt Moving & Storage, Inc., Des Moines, Iowa (0351)
15. Jamison Roudabush, Crown Relocations, Glendale Heights, Ill. (0490)
16. Richard Pryor, Family Relocation, Galesburg, Mich. (0162)
17. Ronald DeVries, DeVries Family Moving & Storage, Inc., Port St. Lucie, Fla. (0483)
18. Linda Kuker, Azar Storage, Inc., Annapolis, Md. (0192)
19. Jeanie Scott, Desert Sun Moving Services, Inc., Phoenix, Ariz. (0197)
20. Rolf Olson, Capital City Transfer, Verona, Wis. (0326)
21. James Gilmartin, Olympia Moving & Storage Company, Alexandria, Va. (0058)
22. Jackie Kavanaugh, Move-Pros, Fremont, Calif. (0249)
23. Kristy Scarpa, Crown Relocations, Keasbey, N.J. (0364)
24. Steve Morgen, All Brunswick Van Lines, Inc., Dayton, N.J. (0442)
25. Steven Gold, Gold Service Movers, Inc., White Plains, N.Y. (0077)
26. Angie Flint, Colorado Hi-Tec Moving & Storage, Inc., Denver, Colo. (0391)
27. Ray Moore, Anchor Moving & Storage, Moorestown, N.J. (0457)
28. Mark Huff, American Relocation and Storage Systems, Austin, Texas (0205)
29. Zach Powell, Lambert Relocation, Huntsville, Ala. (0336)
30. Mike Larsen, Carolina Moving & Storage Co., Inc., Beaufort, S.C. (0065)
31. Anne Marquette, Gold Service Movers, Inc., White Plains, N.Y. (0077)
32. David Sterling, Delaware Moving & Storage, Inc., Bear, Del. (0168)
33. Tracy French, Crown Relocations, San Leandro, Calif. (0139)
34. Linda Peger, All Brunswick Van Lines, Inc., Dayton, N.J. (0442)
35. Mike Pink, Mullen Moving & Storage Co., Inc., Pittsfield, Mass. (0228)

Top 25 Sales Representatives

In National Account Sales

1. Ellie Krumpols, Preferred Movers of Nashville, Nashville, Tenn. (0133)
2. Bob Krumpols, Preferred Movers of Nashville, Nashville, Tenn. (0133)
3. Mark McEwen, Olympia Moving & Storage Company, Watertown, Mass. (0254)
4. Dave Belford, Crown Moving & Storage, Inc., Indianapolis, Ind. (0222)
5. Phil Beanblossom, Crown Moving & Storage, Inc., Indianapolis, Ind. (0222)
6. Rebekah Hill, Crown Relocations, Houston, Texas (0235)
7. Chris Naegele, Preferred Movers of TN, Inc., Crossville, Tenn. (0132)
8. Neil Coakley, Bell Moving & Storage, Inc., Fairfield, Ohio (0038)
9. Lawrence Sanders, Crown Relocations, Dallas, Texas (0311)
10. Lori Krumpols, Preferred Movers of TN, Inc., Crossville, Tenn. (0133)
11. Richard Pryor, Family Relocation, Galesburg, Mich. (0162)
12. Jamison Roudabush, Crown Relocations, Glendale Heights, Ill. (0490)
13. Steve Morgen, All Brunswick Van Lines, Inc., Dayton, N.J. (0442)
14. Mick Javitt, Willie's Transfer & Storage, West Palm Beach, Fla. (0405)
15. Kristy Scarpa, Crown Relocations, Keasbey, N.J. (0364)
16. Scott Smoldt, Smoldt Moving & Storage, Inc., Des Moines, Iowa, (0351)
17. Bill Kissel, Bell Moving & Storage, Inc., Fairfield, Ohio (0038)
18. Zach Powell, Lambert Relocation, Florence, Ala. (0335)
19. Tracy French, Crown Relocations, San Leandro, Calif. (0139)
20. Rolf Olson, Capital City Transfer, Verona, Wis. (0326)
21. James Gilmartin, Olympia Moving & Storage Company, Alexandria, Va. (0058)
22. Teresa Punt, Desert Sun Moving Services Inc., Tucson, Ariz. (0463)
23. Tom Jackson, Bell Moving & Storage, Inc., Fairfield, Ohio (0038)
24. Linda Peger, All Brunswick Van Lines, Inc., Dayton, N.J. (0442)
25. Mariah Potter, Olympia Moving & Storage Company, Watertown, Mass. (0254)

Top 25 Sales Representatives

In COD Sales

1. Karen Price, Bernardo Moving, Inc., San Diego, Calif. (0250)
2. John Golden, Colorado Hi-Tec Moving & Storage, Inc., Denver, Colo. (0391)
3. Ronald DeVries, DeVries Family Moving & Storage, Inc., Port St. Lucie, Fla. (0483)
4. Jackie Kavanaugh, Move-Pros, Fremont, Calif. (0249)
5. Ray Moore, Anchor Moving & Storage, Moorestown, N.J. (0457)
6. Steven Gold, Gold Service Movers, Inc., White Plains, N.Y. (0077)
7. Jeanie Scott, Desert Sun Moving Services, Inc., Phoenix, Ariz. (0197)
8. Mike Larsen, Carolina Moving & Storage Co., Inc., Beaufort, S.C. (0065)
9. Mark Huff, American Relocation and Storage Systems, Austin, Texas (0205)
10. David Sterling, Delaware Moving & Storage, Inc., Bear, Del. (0168)
11. Mike Pink, Mullen Moving & Storage Co., Inc., Pittsfield, Mass. (0228)
12. Anne Marquette, Gold Service Movers, Inc., White Plains, N.Y. (0077)
13. Craig Breda, Breda Moving Co., Inc., Roselle, Ill. (0051)
14. Linda Kuker, Azar Storage, Inc., Annapolis, Md. (0192)
15. Mick Javitt, Willie's Transfer & Storage, West Palm Beach, Fla. (0405)
16. Angie Flint, Colorado Hi-Tec Moving & Storage, Inc., Denver, Colo. (0391)
17. Jim Schwantz, Von Sydow's Moving & Storage, Palatine, Ill. (0416)
18. Kelli Schmidt, Norwood Moving Systems, Inc., Mountain Home, Ark. (0178)
19. Bob Cottrell, A-1 Pioneer Van Lines Inc., L.L.C., Salt Lake City, Utah (0066)
20. Glenn Walton, Walton Family Moving & Storage, Inc., Tulare, Calif. (0328)
21. Eric DeVries, DeVries Moving & Storage Solutions, Inc., Jupiter, Fla. (0492)
22. Jason Tate, Harlow Moving & Storage, Inc., Mt. Vernon, Ill. (0087)
23. Scott White, Capital City Transfer, Verona, Wis. (0326)
24. Patty Klase, Pikes Peak Moving & Storage Co., Colorado Springs, Colo. (0398)
25. Scott Smoldt, Smoldt Moving & Storage, Inc., Des Moines, Iowa (0351)

SALES STATISTICS

FOR OCTOBER 2013



Top 35 Overall Agents

*In COD & National Account
Sales In All Regions*

1. Boyer-Rosene Moving & Storage, Inc., Arlington Heights, Ill. (5341)
2. Bekins Moving Solutions, Santa Fe Springs, Calif. (5160)
3. AMS Relocation, Inc., Burlingame, Calif. (5344)
4. Bekins Moving Solutions, Phoenix, Ariz. (5185)
5. Action Moving Services, Spokane, Wash. (5526)
6. Triple Crown Maffucci Storage, Corp., Amityville, N.Y. (5130)
7. Brandon Moving & Storage, North Little Rock, Ark. (5153)
8. Boerman Moving & Storage, Woodridge, Ill. (5592)
9. A and P Moving, Inc., Novato, Calif. (5515)
10. Bekins A-1 Movers, Inc., Las Vegas, Nev. (5345)
11. Tri-Valley Worldwide Moving & Storage, Livermore, Calif. (5903)
12. Bekins Moving Solutions, El Cajon, Calif. (5192)
13. Bekins A-1 Movers, Inc., Woodbridge, Va. (5998)
14. Bekins A-1 Movers, Inc., Sarasota, Fla. (5933)
15. Bekins of South Florida, Fort Lauderdale, Fla. (5654)
16. Bekins Transfer & Storage, Pottstown, Pa. (5916)
17. Bekins Moving Solutions, Tucson, Ariz. (5167)
18. Bekins Moving Solutions, Coppell, Texas (5197)
19. Bekins Moving Solutions, Chatsworth, Calif. (5165)
20. American Moving & Storage, Broomfield, Colo. (5135)
21. University Moving & Storage, Athens, Ga. (5496)
22. Texas A-1 Movers, Dallas, Texas (5677)
23. ITS Global Relocation Services, Portland, Ore. (5994)
24. Springfield Van & Storage, Springfield, Ill. (5672)
25. Bekins of South Florida, Fort Lauderdale, Fla. (5653)
26. Lincoln Moving & Storage, Brooklyn, Ohio (5556)
27. Pacific Storage Company, San Jose, Calif. (5147)
28. John C. Murphy Moving & Storage, Brewster, N.Y. (5602)
29. SeaCure Moving, Inc., Tuckerton, N.J. (5667)
30. Worldwide Relocation Services, Smithfield, N.C. (5488)
31. A & W Transfer & Storage, Amarillo, Texas (5512)
32. Pinnacle Worldwide Relocations, Lake Zurich, Ill. (5422)
33. Good & Fair Carting & Moving, Kenmore, N.Y. (5583)
34. Pacific Storage Company, Sacramento, Calif. (5149)
35. iMoveGreen, Bronx, N.Y. (5975)



Top 10 Agents In COD Sales

1. Bekins Moving Solutions,
Santa Fe Springs, Calif. (5160)
2. AMS Relocation, Inc.,
Burlingame, Calif. (5344)
3. Bekins Moving Solutions,
Phoenix, Ariz. (5185)
4. Triple Crown Maffucci Storage
Corp., Amityville, N.Y. (5130)
5. Boyer-Rosene Moving & Storage,
Inc., Arlington Heights, Ill. (5341)
6. Boerman Moving & Storage,
Woodridge, Ill. (5592)
7. Bekins A-1 Movers, Inc.,
Las Vegas, Nev. (5345)
8. Tri-Valley Worldwide Moving &
Storage, Livermore, Calif. (5903)
9. Bekins Moving Solutions,
El Cajon, Calif. (5192)
10. Action Moving Services,
Spokane, Wash. (5526)

Top 10 Agents In National Account Sales

1. Boyer-Rosene Moving & Storage,
Inc., Arlington Heights, Ill. (5341)
2. Action Moving Services,
Spokane, Wash. (5526)
3. A and P Moving, Inc.,
Novato, Calif. (5515)
4. Springfield Van & Storage,
Springfield, Ill. (5672)
5. Brandon Moving & Storage,
North Little Rock, Ark. (5153)
6. University Moving & Storage,
Athens, Ga. (5496)
7. Worldwide Relocation Services,
Smithfield, N.C. (5488)
8. AMS Relocation, Inc.,
Burlingame, Calif. (5344)
9. Bekins A-1 Movers, Inc.,
Warrenville, Ill. (5419)
10. Bekins Transfer & Storage,
Pottstown, Pa. (5916)

Top 10 Agents In Hauling

1. Boyer-Rosene Moving & Storage,
Inc., Arlington Heights, Ill. (5341)
2. Boerman Moving & Storage,
Woodridge, Ill. (5592)
3. A and P Moving, Inc.,
Novato, Calif. (5515)
4. A & W Transfer & Storage,
Amarillo, Texas (5512)
5. Triple Crown Maffucci Storage
Corp., Amityville, N.Y. (5130)
6. Action Moving Services,
Spokane, Wash. (5526)
7. AMS Relocation, Inc.,
Burlingame, Calif. (5344)
8. Brandon Moving & Storage,
North Little Rock, Ark. (5153)
9. Texas A-1 Movers,
Dallas, Texas (5677)
10. Bekins of South Florida,
Fort Lauderdale, Fla. (5654)

Top 35 Overall Sales Representatives

In COD & National Account Sales In All Regions

1. Shawn Watson, Bekins Moving Solutions, Phoenix, Ariz. (5185)
2. Bruce Rosene, Boyer-Rosene Moving & Storage, Inc., Arlington Heights, Ill. (5341)
3. Mike Boerman, Boerman Moving & Storage, Woodridge, Ill. (5592)
4. Jeff Vreeland, SeaCure Moving, Inc., Tuckerton, N.J. (5667)
5. Scott Kerr, A and P Moving, Inc., Novato, Calif. (5515)
6. Jim May, Boyer-Rosene Moving & Storage, Inc., Arlington Heights, Ill. (5341)
7. Jim Mazzuca, Boyer-Rosene Moving & Storage, Inc., Arlington Heights, Ill. (5341)
8. Vince Rennie, Bekins Moving Solutions, Tucson, Ariz. (5167)
9. Steve Gates, Bekins A-1 Movers, Inc., Sarasota, Fla. (5933)
10. Jim Diskin, AMS Relocation, Inc., Burlingame, Calif. (5344)
11. Bill Evans, AMS Relocation, Inc., Burlingame, Calif. (5344)
12. Kyle Pryor, Brandon Moving & Storage, North Little Rock, Ark. (5153)
13. John Gish, Action Moving Services, Spokane, Wash. (5526)
14. Russell Morris, Bekins A-1 Movers, Inc., Woodbridge, Va. (5998)
15. Ed McKeon, Triple Crown Maffucci Storage Corp., Amityville, N.Y. (5130)
16. John Maciejewski, Tri-Valley Worldwide Moving & Storage, Livermore, Calif. (5903)
17. Billie Jo McCullen, Worldwide Relocation Services, Smithfield, N.C. (5488)
18. Kirk Heiman, Bekins A-1 Movers, Inc., Las Vegas, Nev. (5345)
19. Kevin Crandall, Bekins Moving Solutions, Coppell, Texas (5197)
20. Ed Feldman, Bekins Moving Solutions, El Cajon, Calif. (5192)
21. Jim Carcioppolo, Lincoln Moving & Storage, Brooklyn, Ohio (5556)
22. Dennis Leash, American Moving & Storage, Broomfield, Colo. (5135)
23. Bob Neiman, Bekins A-1 Movers, Inc., Woodbridge, Va. (5998)
24. Judd Levine, Triple Crown Maffucci Storage Corp., Amityville, N.Y. (5130)
25. Darcy Quinn, A and P Moving, Inc., Novato, Calif. (5515)
26. Josh Cornutt, Action Moving Services, Spokane, Wash. (5526)
27. Robert Fleming, Century Moving, Inc., Lombard, Ill. (5698)
28. Alex Arsenault, Tri-Valley Worldwide Moving & Storage, Livermore, Calif. (5903)
29. Bruce Green, Bekins A-1 Movers, Inc., Las Vegas, Nev. (5345)
30. Gary Lomelino, Bekins Moving Solutions, El Cajon, Calif. (5192)
31. Randy Woolcott, ITS Global Relocation Services, Portland, Ore. (5994)
32. Briley Morgan, Morgan Moving & Storage, Nashville, Tenn. (5171)
33. Stuart Siegel, Bekins Moving Solutions, Chatsworth, Calif. (5165)
34. Mike Marr, Bekins Moving Solutions, Phoenix, Ariz. (5185)
35. Paul Schwartz, Triple Crown Maffucci Storage Corp., Amityville, N.Y. (5130)

Top 25 Sales Representatives

In National Account Sales

1. Bruce Rosene, Boyer-Rosene Moving & Storage, Inc., Arlington Heights, Ill. (5341)
2. John Gish, Action Moving Services, Spokane, Wash. (5526)
3. Darcy Quinn, A and P Moving, Inc., Novato, Calif. (5515)
4. Evelyn Wanless, Springfield Van & Storage, Springfield, Ill. (5672)
5. Billie Jo McCullen, Worldwide Relocation Services, Smithfield, N.C. (5488)
6. Tammy Evans, Brandon Moving & Storage, North Little Rock, Ark. (5153)
7. Dan Speice, University Moving & Storage, Athens, Ga. (5496)
8. Val Hardwick, AMS Relocation, Inc., Burlingame, Calif. (5344)
9. Stephen Supica, Midwest Moving & Storage, Canton, Mich. (5435)
10. Craig Drone, Springfield Van & Storage, Springfield, Ill. (5672)
11. Carolyn Guzman, A & W Transfer & Storage, Amarillo, Texas (5512)
12. Mike Brown, Pacific Storage Company, San Jose, Calif. (5147)
13. Chris Ray, Brandon Moving & Storage, North Little Rock, Ark. (5153)
14. David Childs, Jr., Childs Express, Inc., Baltimore, Md. (5554)
15. Jim May, Boyer-Rosene Moving & Storage, Inc., Arlington Heights, Ill. (5341)
16. Lee Bethay, Morgan Moving & Storage, Booneville, Miss. (5393)
17. Jacque Wendland, Bekins Northwest, Pasco, Wash. (5240)
18. Mike Boerman, Boerman Moving & Storage, Woodridge, Ill. (5592)
19. Kyle Pryor, Brandon Moving & Storage, North Little Rock, Ark. (5153)
20. Randy Stannard, Stannard Relocations, Coralville, Iowa (5342)
21. Bill Evans, AMS Relocation, Inc., Burlingame, Calif. (5344)
22. Shirley Price, University Moving & Storage, Athens, Ga. (5496)
23. Mike Roman, University Moving & Storage, Athens, Ga. (5496)
24. Josh Cornutt, Action Moving Services, Spokane, Wash. (5526)
25. Jim Carcioppolo, Lincoln Moving & Storage, Brooklyn, Ohio (5556)

Top 25 Sales Representatives

In COD Sales

1. Shawn Watson, Bekins Moving Solutions, Phoenix, Ariz. (5185)
2. Scott Kerr, A and P Moving, Inc., Novato, Calif. (5515)
3. Jeff Vreeland, SeaCure Moving, Inc., Tuckerton, N.J. (5667)
4. Mike Boerman, Boerman Moving & Storage, Woodridge, Ill. (5592)
5. Jim Mazzuca, Boyer-Rosene Moving & Storage, Inc., Arlington Heights, Ill. (5341)
6. Vince Rennie, Bekins Moving Solutions, Tucson, Ariz. (5167)
7. Steve Gates, Bekins A-1 Movers, Inc., Sarasota, Fla. (5933)
8. Jim May, Boyer-Rosene Moving & Storage, Inc., Arlington Heights, Ill. (5341)
9. Jim Diskin, AMS Relocation, Inc., Burlingame, Calif. (5344)
10. Bill Evans, AMS Relocation, Inc., Burlingame, Calif. (5344)
11. Russell Morris, Bekins A-1 Movers, Inc., Woodbridge, Va. (5998)
12. Kyle Pryor, Brandon Moving & Storage, North Little Rock, Ark. (5153)
13. John Maciejewski, Tri-Valley Worldwide Moving & Storage, Livermore, Calif. (5903)
14. Ed McKeon, Triple Crown Maffucci Storage Corp., Amityville, N.Y. (5130)
15. Kirk Heiman, Bekins A-1 Movers, Inc., Las Vegas, Nev. (5345)
16. Kevin Crandall, Bekins Moving Solutions, Coppell, Texas (5197)
17. Ed Feldman, Bekins Moving Solutions, El Cajon, Calif. (5192)
18. Dennis Leash, American Moving & Storage, Broomfield, Colo. (5135)
19. Bob Neiman, Bekins A-1 Movers, Inc., Woodbridge, Va. (5998)
20. Jim Carcioppolo, Lincoln Moving & Storage, Brooklyn, Ohio (5556)
21. Alex Arsenault, Tri-Valley Worldwide Moving & Storage, Livermore, Calif. (5903)
22. Bruce Green, Bekins A-1 Movers, Inc., Las Vegas, Nev. (5345)
23. Judd Levine, Triple Crown Maffucci Storage Corp., Amityville, N.Y. (5130)
24. Gary Lomelino, Bekins Moving Solutions, El Cajon, Calif. (5192)
25. Robert Fleming, Century Moving, Inc., Lombard, Ill. (5698)