



# New Beginnings

Innovative Solutions Since 1915

## Message from the Executive Vice President

### Reflecting On An American Dream As We Launch William B. Meyer, Inc.'s 90th Year

As we embark on our 90th year in business, it is only natural to reflect upon our "new beginnings" and how William B. Meyer, Inc. evolved. The following overview details how our company was founded and the steps taken to create what is now a \$35 million a year fourth generation family-owned and operated enterprise.



In the early 1900's, the Meyer family, like so many other families, emigrated from Germany to America and settled in New York City. In 1915, William B. Meyer, a butcher by trade, had a dream of creating a better life for his family. He decided to move his family to Connecticut. There, he bought a truck chassis with two removable bodies—one for freight hauling and the other for general moving of household goods. And thus, the legacy of his dream took shape. William B. Meyer had no experience in the moving industry, but he had the true spirit of an entrepreneur. He recognized a need in what might seem like one of

the most unlikely places—the funeral business and started a rigging enterprise. At that time, people mourned in their homes when a loved one died. His business enabled caskets to be moved into second and third story parlors for home viewings of the deceased. He, then, expanded the business and bought limousines to supply a livery service to people for their additional funeral requirements. He worked long and often grueling hours to provide that "better life" for his family.

William B. Meyer's son, Lloyd, took over the business after his father's death in 1930. Lloyd Meyer rapidly began to expand the company. During World War II, Connecticut was a highly industrialized region and the need increased dramatically for moving and storage. These needs were met at every turn by Lloyd. In 1949, under his direction, William B. Meyer, Inc. became one of the founders of United Van Lines which was formed as a cooperative to pool household shipments and coordinate return loads for moving enterprises. He was a wonderful mentor and his word and his handshake were his bond. After many years of developing and expanding William B. Meyer, Inc., Lloyd Meyer retired to Florida in 1985. He died in 1999 at the age of 90.

In 1971, I joined William B. Meyer, Inc. in a sales capacity and was promoted to Vice President of Sales in 1980. In 1990, I was promoted to Executive Vice President to lead the Transportation Services Group. My responsibilities include sales, revenue generation and overall operations of household goods, home delivery services, courier & logistics services, office and industrial moving, office interiors and special contracts.

Continued Inside...

Chuck Mattess  
Executive Vice President, Co-Owner



## Inside Meyer

- New Look for Health Net Offices
- Delivering for Wood-Mode
- Two Schools Relocated Over Long Weekend
- Order Fulfillment Highlighted
- New VP of Operations
- New VP, Administration
- New Customer Service Supervisor
- Turkey Hunt Run A Success
- Swim Across the Sound Car Raffle
- Driver Dave Visits Fairfield School



## New Client Corner

### William B. Meyer, Inc. Provides A New Look for Health Net Offices



The design and installation of office furniture is a strong asset of William B. Meyer, Inc. During the final months of 2004, we sold and installed 366

Haworth work stations; 42 offices; numerous training rooms; conference rooms; reception and file areas for Health Net in their headquarters in Shelton, Connecticut and Old Bridge New Jersey. We assisted Health Net and their architect in the design and planning of both spaces. Over the past five years, William B. Meyer, Inc. has provided commercial moving services to Health Net. This project was an opportunity for us to extend our relationship by providing furniture, installation and moving services. Planning for this project started over year ago, while delivery, installation and relocation took approximately three months to complete. The project was coordinated and completed by Tom Reilly and Kevin Mc Andrew.

### Wood-Mode Selects William B. Meyer, Inc. for Home Deliveries

Wood-Mode Fine Custom Cabinetry, widely recognized for excellence in cabinet design, material selection, construction and finishes has selected William B. Meyer, Inc. to deliver their cabinetry from our Stratford, Connecticut headquarters to their customers in New York City, Westchester, northern New Jersey and Connecticut. Our vast experience in the home delivery of kitchen cabinets will enhance Wood-Mode's relationship with its valued customers. We are very excited about this opportunity to work with such a well respected company celebrating over 60 years in the fine cabinetry business.

### A Three Day Turnover for Massive School Project

The three-day weekend commemorating Martin Luther King's birthday was a concentrated work weekend for sixty movers and six supervisors at William B. Meyer, Inc. In that brief time frame, they relocated the classrooms and administrative offices of Orange Junior High School and Bethany Junior High School. The furniture and classroom contents were moved into 45 portable classrooms and offices at each school. At the same time, the ninth graders were relocated into 18 new portable classrooms at the Amity Regional High School campus.

*"Clearly, Amity Junior High Orange Media Center was not your first library move! These men worked together in an efficient manner, taking care with all the books to maintain the Dewey sequencing, to correctly label all the long term storage boxes, and to label the carts going to the modulares. I was so impressed with their helpfulness, their easy manner with each other and their work ethic. In my wildest dreams I could not have asked for a better crew of workers. I just had to put in writing my deep regard for the work that your crew have been doing."*

*Sincerely,*

*Nancy W. Goss*

*School Library Media Specialist*

## In the News

### William B. Meyer, Inc. Announces New Vice President of Operations

William B. Meyer, Inc. has announced the promotion of Jim Brown to the position of Vice President of Operations. In his tenure with William B. Meyer, Inc., he has been a catalyst in the company's ability to creatively expedite and logistically maneuver its transportation projects which are critical elements in the daily operation of its business.



Jim Brown joined William B. Meyer, Inc. over seven years ago and was formerly Director of Operations. He has over 17 years of experience in the field of transportation operations. Jim holds a B.A. in marketing and an M.B.A in management from Loyola College in Maryland. He lives in Fairfield, Connecticut with his wife, Meg and their four children. Jim is an active member of the Fairfield community and coaches youth basketball.

### William B. Meyer, Inc. Announces New Vice President of Administration

William B. Meyer, Inc. has announced the promotion of Joseph Pesticci to the position of Vice President of Administration. He will be directly responsible for administrative and customer service functions. Pesticci has led the transformation and consolidation of the transactional processes company-wide.



Joseph Pesticci joined William B. Meyer, Inc. four years ago and was formerly Controller of the Transportation Services Group. Pesticci holds a B.S. in Accounting and an M.B.A. in Finance from Quinnipiac University in Connecticut. He is a Certified Public Accountant. He resides in Orange, Connecticut with his wife, Liliana and is a native of North Haven, Connecticut.

### William B. Meyer, Inc. Announces New Customer Service Supervisor

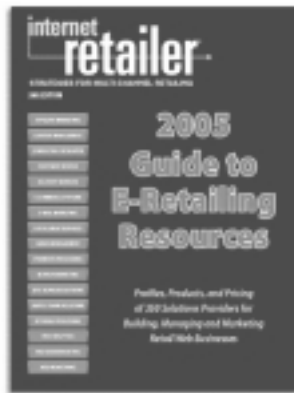
William B. Meyer, Inc. has announced the promotion of Diane Corrone to the position of Supervisor, Customer Service. In Ms. Corrone's tenure with William B. Meyer, Inc. she has been an asset in the company's ability to provide outstanding service, expedite and meet the needs of their clientele on a vast array of logistical planning and transportation projects.



Diane Corrone joined William B. Meyer, Inc. over nine years ago and was formerly the National Account Coordinator. She lives in Branford, Connecticut. Ms. Corrone is an active member of the Branford community and is currently assisting in the organization of a neighborhood watch program.

## 2005 Guide to E-Retailing Resources Highlights Order Fulfillment Business Line

Internet Retailer, the premiere magazine for the e-retailing industry highlighted the services of William B. Meyer, Inc.'s order fulfillment business line in a special 2005 edition of the Guide to E-Retailing Resources. The publication selected "350 Solution Providers for Building, Managing and Marketing Retail Web Businesses" to profile throughout the United States. In the article, Frank Shiboski, William B. Meyer, Inc. Vice President and Chief Information Officer comments, " We are already in the retailer's technology loop. We know their people, systems and inventory, so it's natural that we would offer them more value-added web-based services." The order fulfillment business line provides fulfillment, inventory management and logistics services for a wide variety of clients.



## Executive Message (continued)

In 1973, Tom Gillon joined William B. Meyer, Inc. as General Manager of the Rigging and Industrial Services Division. In 1991, he was appointed President of the company. During his tenure, he has overseen and expanded the warehousing operations and records management services and led the efforts for the development and design of an additional records management facility located in Bedford Hills, New York and the state-of-the-art book depository facility in Franklin, Massachusetts.

As third generation hands-on owners today, Tom and I strongly believe in training, development, open communication and being responsive to our clients. We are committed to the community, the business at large and the 300 families that have built their lives around the growth and success of William B. Meyer, Inc. Recognizing business needs and fulfilling all requests in an outstanding professional manner, much as our mentor Lloyd Meyer taught us, we strive to provide exceptional service which transcends all of our "new beginnings" in order to exceed our customer's expectations.

The fourth generation of William B. Meyer, Inc. includes Tom Gillon, Jr., Tom's son, who is presently serving as an Operation Manager. Mike Racette, Tom Gillon's son-in-law, serves in the capacity of Director of our order fulfillment business line.

At William B. Meyer, Inc., we salute you, our valued colleagues as you have made us what we are today. We confidently look forward to the future, to the challenges ahead and to the continuing of a fifth generation.



## In the Community (continued)



**William B. Meyer, Inc. and D'Addario Nissan:**  
Local Businesses Support Swim Across The Sound And The D'Addario Hypertension Program

Fifty-five thousand dollars was raised for the Swim Across the Sound and the D'Addario Hypertension programs in its third annual car raffle. A 2005 Nissan Altima 2.5 SL, the grand prize for this year's raffle, was generously donated by William B. Meyer, Inc. and D'Addario Nissan of Shelton, Connecticut. The winner of this car was selected at the ninth annual Swim Across the Sound Celebrity Breakfast held in February.

According to Tom Gillon, President and Chuck Mattes, Executive Vice President, William B. Meyer, Inc., "This is the third year in a row that we have donated a car to Swim Across the Sound and the D'Addario Hypertension Program because we are truly inspired by the genuine integrity and spirit of these programs at St. Vincent's Medical Center Foundation. The programs are aimed at the grassroots of helping real people with cancer and hypertension cope with what could potentially be devastating situations. Giving back to the community is an integral element of our company's philosophy."

St. Vincent's Medical Foundation President, Ron Bianchi commented, "We are grateful for the ongoing involvement and dedication of William B. Meyer, Inc. and D'Addario Nissan. As a result of their generosity and commitment, we are able to make a positive difference for many people."

## Students Tour the Country with United Van Lines' Discover America Program

As students returned to Jennings School in Fairfield, Connecticut for the 2004-05 school year, they began a cross-country odyssey through a unique geography and history program offered by United Van Lines. Courtesy of William B. Meyer, Inc., an agent of United Van Lines, fifth graders are participating in Discover America – a program which enables children nationwide to "tour" and study the geography and history of various U.S. cities via "Driver Dave", a fictitious United Van Lines operator.



In October, William B. Meyer, Inc. sent one of their drivers to Jennings School. Introduced to the students as "Driver Dave", Brian Larson explained the Discover America program, discussed his job responsibilities and conducted a tour of his vehicle. "The students enjoyed our driver's presentation, as well as touring his truck. At a time when so many children are struggling to learn basic facts about geography and history, United's Discover America program is an excellent tool to help teachers present their lessons in a fun and interesting way," stated Bob Gallucci, Vice President of Sales, William B. Meyer, Inc. "William B. Meyer, Inc. is proud to be involved with a program that focuses on the children and their education."





CELEBRATING 90 YEARS

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For every move there is a new beginning.

## In the Community

### William B. Meyer, Inc. Sponsors Turkey Hunt Run

Close your eyes and imagine your Thanksgiving dinner table abundant with food. Then take away the turkey and all the trimmings and you will see what over 4,500 families in Fairfield County would have faced this year if the Turkey Hunt Run did not exist. And that's exactly why William B. Meyer, Inc. was the premiere sponsor for the Turkey Hunt Run in conjunction with the efforts of the Council of Churches of Greater Bridgeport. Hundreds, including William B. Meyer, Inc.'s President Tom Gillon, ran in this inaugural event.

Tom Gillon, President, William B. Meyer, Inc. and Chuck Mattes, Executive Vice President, William B. Meyer, Inc. comment, "This is a cause that is close to our hearts. It is all about people helping people! We are grateful that the spirit and generosity of the Connecticut community was felt once again and that the Council of Churches met its goal of raising \$45,000 to cover the cost of providing Thanksgiving meals. This is the second year that William B. Meyer, Inc. participated with the Council of Churches of Greater Bridgeport to fulfill the area's Thanksgiving needs.



Kristi Faccenda, New 12 Connecticut Reporter and Honorary Chairperson, Tonya the Turkey and Chuck Mattes, Executive Vice President, William B. Meyer, Inc. enjoy the Turkey Hunt Run.

"In the Community" more stories inside...