



THE DIRCKS Insider

LOOKING BACK, MOVING FORWARD

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E-mail your comments,
questions or news to
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You can also view the online
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www.Dircks.com

INSIDER STAFF
Rick Dircks
Matt Dircks
Agency G

As we move forward to a new year, we must first take a moment to look back. It's hard to believe 2015, our 25th Anniversary, is now behind us. The past 12 months have been quite the whirlwind for all of us here at Dircks.

As huge football fans, 2015 started with our involvement in Super Bowl XLIX. As we moved into the Spring we were proud to announce our Partnership with the Arizona Cardinals. We also introduced a brand new "Sparky" truck for Arizona State Sun Devil Football and we ended the year handling the team equipment for the Cactus Bowl, Fiesta Bowl and the National Championship Game as a part of the College Football Playoff Committee!

This summer we had the honor of celebrating our 25th Anniversary with hundreds of our friends, family and customers. It was quite the privilege to say "Thank You" to everyone who has helped us over the past 25 years get us to where we are now.

The summer also ended on a high note as Dircks was chosen to take on one of the largest corporate moves in Arizona history. Over the course of four days our Dircks team relocated 3,000 employees and their offices. Our commercial division continued their success throughout 2015, leading to record growth for that division!

In October, we were able to celebrate with our Mayflower friends at the Annual

UniGroup Convention. This year's event was in Scottsdale and it was an honor to welcome everyone to our hometown. It was an exciting week for the Dircks team as we were again recognized as an Award Winning Agent. Most prominently, this year Dircks took home a 2015 Mayflower Hauling Award, recognizing Dircks as the 4th largest Mayflower Agent. Dircks also was proud to accept the Million Dollar Club Award in the \$8 Million Dollar Plus level. This award put into perspective just how great 2015 was for the Dircks team as

last year at this time we were accepting the \$4 Million Dollar Award!

Last, but certainly not least, Dircks Logistics has seen its business grow by leaps and bounds. As we grow right along with our Logistics customers, we are excited to announce the acquisition of a new

Dircks Logistics facility in Phoenix. Our newest addition adds over 160,000 square feet of warehouse space, including 50,000 square feet of fully air conditioned space and triples our warehouse footprint in the Valley. We are obviously excited for the new newest Dircks addition, but even more excited about being able to offer our customers even more Logistics options in 2016. Make sure to keep an eye out for our Open House invitation coming soon.

Here's to a successful 2016 as we MOVE forward...Happy New Year!

- Rick Dircks
EVP Dircks Moving & Logistics



160,000 square foot New Logistics Building

EMPLOYEE NEWS

MOVERS & SHAKERS



We are pleased to introduce the new additions moving in. **Tim Kasovac** has joined the Dircks team as our Chief Financial Officer and brings a plethora of experience and knowledge. We are excited for him to share it with us.

"My favorite place in Arizona is the Grand Canyon!" - Tim



We are also happy to welcome **Jessica Friedman** as our new Human Resources Manager. Jessica has had many years of experience working with large companies such as Lowes and Target. We are excited to have Jessica on board here at Dircks!

"I am very competitive and I enjoy mud runs, I do six a year!" - Jessica

GET TO KNOW... CHAD HELGEMO

Director of National Account Sales



Born and raised in Minneapolis, Chad loves to be active. He has completed multiple triathlons including Ironman WI. In his spare time, he enjoys any outdoor activity, traveling and most

importantly, spending time with his wife and three daughters.

Chad is an industry veteran with more than 28 years of experience in the moving and storage industry. He began in high school as a labor force employee and in college he worked as a lead packer/mover while spending one year in claims before beginning a sales career. Chad has been salesperson of the year multiple times, UniGroup Salesperson of the month and has spent 16 continuous years in the UniGroup Master's Club.

Chad believes in going above and beyond in customer service, focusing on commitment,



integrity, honesty and credibility. He takes the time to educate his customers on the moving process and does the best

job he can to meet his customer's needs with a warm and friendly approach.

His goal is to provide our customers with the best possible moving experience and value.



NEWSWORTHY!



BEHIND THE SCENES WITH DIRCKS

As you know Dircks Moving & Logistics is the Proud Partner of The Arizona Cardinals and the Official Moving Company for Arizona State Athletics. Recently we have been featured by both CBS 5 and 3TV in behind-the-scenes looks at the important, but often overlooked job of moving the team's equipment for road games. Catch the full story at Dircks.com/Videos!



COLLEGE FOOTBALL NATIONAL CHAMPIONSHIP

Recently, Dircks Moving & Logistics had the honor of handling transportation of team and band equipment for the College Football Playoff National Championship. As the teams arrived on twin 747's and the red carpet was rolled out, the Dircks team was behind the scenes helping unload both Clemson & Alabama's equipment and delivering it to the team hotels. Also, Rick Dircks volunteered his time to serve on the Championship Committee and served as a liaison for ESPN throughout the week.



Coast to Coast PHOENIX

Cardinals packing up with Dircks

Our Feature in Sports Business Journal:

"The Arizona Cardinals reached a new partnership with Dircks Moving & Logistics. The collaboration included setup of August's training camp at University of Phoenix Stadium. Dircks also partners with Arizona State University athletics and has had past marketing relationships with the Arizona Diamondbacks and Coyotes and Phoenix Suns and Mercury."





Dircks

Moving & LogisticsSM

THE DIRCKS

Insider

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Delivering
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GOOD MOVES AND THE BAD

GOOD MOVE

As we like to say the Customer is always *write* and we love to hear awesome feedback like this:

A "BIG" thank you to the Mayflower team and especially the Dircks moving staff. From the beginning of the process the Dircks staff was accessible, kept me informed and provided timely updates. What a professional company. Thanks to my Dircks team of professionals who made the move from PHX to NYC a hassle free experience. Thank you: Steve Hook, Kathy Fitzpatrick, & Sina McMahan. You are the best in the business... - R. Libassi

BAD MOVE

Take a load off... literally, or just call us!

