

The EDC Moving System Meeting 2017

The meeting started in the morning with a Team Building Event. The employees were divided into ten teams - each competing for money and awards.

This Event was to establish that working as a Team creates better results for our Customers and give some of our employees “Bragging Rights.” What is Team Building? - the action or process of causing a group of people to work together effectively as a team, especially by means of activities and events designed to increase motivation and promote cooperation.

Every individual contributes equally and performs at their best to meet the team targets and achieve the organization’s goal. Team members strive hard to live up to the expectations of others and successfully accomplish the assigned task. A team cannot do well unless and until each and every member is focused and serious about their responsibilities.

After a great Lunch of Steak & Chicken and Texas Pecan pie - we celebrated the past year’s accomplishments.

TENURE PIN PRESENTATION

Each year we present the tenure pins to EDC full time employees. These pins represent the number of calendar years of service.

The high point is watching those who have 10, 20 or 30 years get money for years of tenure. We had four people who had 10 Years of Service - they received \$1,000.00 cash

Sandra Ruiz	Houston
Michael Schottie	Houston
Darryl Tolor	Dallas
Matthew Olmos	San Antonio

We had 104 employees who received Tenure pins.

SAFE DRIVERS AWARDS

The purpose of these awards is to recognize those full time drivers who have had one or more years of safe driving. A safe driving year is defined as no preventable accidents and no moving violations for that calendar year.

We had 21 Drivers who received a Safe Driving Pin

BRANCH EMPLOYEE OF THE YEAR

We asked each branch to identify an employee who had a great impact on the organization for the Year 2016. As you will see with this year's selections, this award is not a popularity contest, nor for the person that just comes to work on time, or has a pleasant attitude. The winners were:

David Erickson	Houston
Alex Taylor	Austin
Cameron Hasty	San Antonio
Karyn Flynn	Dallas

HERITAGE AWARD

This award will recognize an individual who has been with the company for a long time and has been a "Game Changer" by being a contributor over the years.

The winner this year was Jesse Rodriguez from the Austin Branch. He has been with EDC Moving Systems for over 30 years.

INDIVIDUAL SALESPEOPLE AWARDS

This year's Sales goal achievers are:

Robert Vetzal	Houston
Steve Miler	Dallas
James McDowell	San Antonio

EDC TOP REVENUE PRODUCERS WITH ATLAS VAN LINES:

As an Atlas agent, we are not only a hauler of Atlas tonnage, but we now have the ability to book into the Atlas system. This is a major advantage to EDC and makes us more competitive in the market place. We are recognizing the top two sales reps with the highest Atlas bookings in 2016.

This year's Top Atlas bookers were:

2nd Place went to Patricia Billiant	San Antonio
1st Place was Robert Vetzal	Houston

THE PRESIDENT'S CLUB AWARD:

Twenty Five years ago, EDC established the President's Club. This is a special Awards program to recognize those sales persons who booked over \$650,000 in retained revenue with EDC or Booker \$750,000 with Atlas Van lines during 2016. We had three sales people achieve that goal.

The winners of the 2016 President's Club – Goal Achievers are:

Steve Miller	Dallas
James McDowell	San Antonio
Robert Vetzal	Houston

We also recognize the Branch Managers that make Profit and they get to go on the President Club Trip.

Tim Barber	Houston & Dallas
Gary Hendley	San Antonio

BRANCH AWARDS

Each Branch competes for Awards each Year. Our Accountants, Harper and Pearson, has calculated the scores for the year 2016 - Here are the results.

BRANCH HOUSE SALES GOALS:

The winner of the House sales to Goal:

Houston Branch
Dallas Branch

BRANCH TOTAL REVENUE GOAL ACHIEVEMENT:

We had three branches that met their sales goals for 2016.

Houston
Dallas
Austin

CDS PERFORMANCE AWARD - CUSTOMER SERVICE AWARD

2nd Place goes to Austin
1st Place goes to San Antonio

In addition, American Woodmark Cabinets recognized San Antonio as the Agent of the Year with a Special Award.

SAFETY TRAINING AWARD

The winners of the 2016 Safety / Training award are:

2nd Place goes to Houston

1st Place goes to Austin

BRANCH CLAIMS AWARD

This award is to recognize the branch offices that had the lowest percentage of claims to total revenue.

The winners of the 2016 claims awards are:

2nd Place goes to Houston

1st Place goes to Dallas

DAY SALES OUTSTANDING (DSO) AWARD

This award is to recognize the top 2 branch offices that achieved the best collection after all cash is King–

And the winners are:

2nd Place goes to Dallas

1st Place goes to San Antonio

BRANCH PROFIT AWARD

The winners of the 2016 branch profit awards are:

2nd Place goes to San Antonio & Dallas

1st Place goes to Houston

BRANCH OF THE YEAR AWARD:

This award recognizes the branch organization that has the highest score according to the areas previously mentioned. This Award is the highest Award a Branch can achieve. Please do not take this award as a popularity contest – it is scored by about 15 different measurements. This Branch was the Turnaround Branch of the Year in 2015. In 2016, this office continues that trend. They had had a spectacular year.

Dallas is the Branch of the Year:

This Year the Theme for the EDC Company was being Game Changers.

- 1) Change is mandatory.
- 2) Stepping Up is not easy.
- 3) Exceeding Customers Demands.

George's closing remark was, *"I'd like to believe that this life, career, business, or work, regardless of our position or salary range, isn't about what we get. Whoever you are it's not being at your jobs station for 8 long hours. As a driver is not just about getting the product delivered, **it's about doing the delivery better than our Customer demands.**"*