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ADVANCE COMMERCIAL MOVERS AND PIERMONT PROPERTIES, INC. JOIN FORCES TO ASSIST FAMILY RESIDENCES & ESSENTIAL ENTERPRISES

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Advance Commercial Movers recently coordinated a large move for Family Residences & Essential Enterprises, Inc. that included office furniture and equipment for over 400 people. Family Residences & Essential Enterprises, Inc. is an agency with a mission of integrating all individuals with disabilities into the community with a sense of dignity and well-being. The non-profit organization has a clinic in Hauppauge and now an office in Old Bethpage where they support the needs of over 2,400 mentally and physically disabled people on Long Island. Nancy Cohen, Director of Development of Family Residences & Essential Enterprises,

realized that the organization would need to spend a great deal of money to furnish the new Old Bethpage facility and she was determined to find a less expensive solution. After learning about the move through Nancy, Anthony Parziale of Advance

Commercial Movers was able to call upon his vast network of contacts to assist Family Residences & Essential Enterprises. Anthony recalled that Piermont Properties Inc., recently purchased the MCI WorldCom building at 901 Stewart Avenue in Garden City, and was looking to sell or donate the furniture that was left behind.

Anthony quickly put Michael Gray, President of Piermont Properties, and Nancy Cohen of Family Residences & Essential Enterprises together and shortly after, a mutually beneficial deal was in place.

“The Long Island marketplace can be very competitive, which requires sales people,

business owners and non-profits to think creatively. When I was introduced to Nancy she told me about her situation and I immediately began thinking of ways I could help,” said Anthony Parziale.

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Michael Gray of Piermont Properties Inc., Anthony Parziale Vice President of Sales for Advance Commercial Movers, Nancy Cohen of Family Residences and Essential Enterprises and Barbara Townsend Executive Director of Family Residences and Essential Enterprises in front of the organizations new facility. The facility was furnished in large part by a significant donation from Michael Gray of Piermont Properties, Inc.

A PROGRESSIVE MOVE

Progressive Insurance Company, one of the largest automobile insurance companies in the nation, recently needed to expand and upgrade several of their facilities. This expansion would help them to better reach their target market and enhance the company's ability to service clients. Headquartered in Cleveland, Ohio, the company called upon the experts at Advance Commercial Movers

to manage and plan this complex project.

Each of Progressive's seven different offices located in Montebello, NY, White Plains, NY, Yonkers, NY, Queens, NY, Lynbrook, NY, Hauppauge, NY, and Iselin, NJ, handle different tasks. The goal of the move was to allow the company to expand certain offices and consolidate others. Some offices were expanded to enhance their service capabilities and

components between several offices were interchanged. In some cases, cubicles were removed and replaced and configurations and setups were redesigned. In addition, many staff members were relocated and one office was moved to a completely different floor of an office building. This move began in October 2003 and was completed by May 2004.

“Before the move began I
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We are constantly striving to provide our clients with exceptional services and skilled project management. It is this dedication that has made us a leader in our industry. We are pleased that our actions over the past

year have helped us to secure this position and we are continuing to look for additional opportunities to grow and serve our clients more effectively.

In 2003, FITCO of Maspeth, one of the New York areas most respected and well-known furniture installation and transportation companies, became part of our operation. With FITCO, we now have the opportunity to offer a whole host of additional services including professional commercial furniture installation. This relationship is already reaping rewards for our company and our clients.

I am very pleased to inform you that Advance Commercial Movers has been recognized several times over the past few months by business organizations and others for our efforts and success. In May of 2004 we were recognized as a Business of the Year Finalist by the Chamber of Commerce Regional Businesses Partnership and in June of 2004 Advance was named a finalist in the Ernst & Young Entrepreneur of the Year Awards program. We are honored to receive these accolades, however, none of this would have been possible without the hard work and dedication of all of our employees and members of our management team.

Supporting our community and those who are less fortunate is important to us. For this reason, later this year we will be supporting food drives with Island Harvest and working again with the Marine Corp's Toys for Tots program.

Sincerely,

Jim Molloy
President

FITCO of Maspeth, Queens is now part of Advance Commercial Movers of New York. FITCO is a well-established furniture installation and transportation company that offers a wide array of services including the reconfiguration, installation, distribution and storage of commercial office furniture.

The FITCO agreement was completed in 2003, and the companies have integrated their equipment, staff and management functions. FITCO operates as a separate unit, retaining its name and function, specializing in furniture installation and barcoded asset management system. FITCO's personnel, trucks and 75,000 square foot Maspeth, Queens facility is utilized by both companies.

"This was a logical move for both companies and the relationship is already reaping rewards for our company and our clients," said Jim Molloy, president and CEO of Advance Commercial Movers. "We are always looking for opportunities to better serve our clients. As a leader in the furniture delivery and installation sector, FITCO's services complement ours perfectly. FITCO has a solid reputation in the New York market and known for providing exceptional service. Advance Commercial Movers along with Shamus Barnes, James Barnes and FITCO's employees are in a stronger position to acquire a greater share of our respective markets and provide new and current clients with unmatched professional services."

"At FITCO, we have a long history of providing our clients with the highest quality services at fair market rates. This is a philosophy that we share with Jim Molloy and his team of professionals at Advance. Our relationship with Advance allows us to concentrate on developing new business, marketing and services with our existing client base. This partnership turned out to be a win-win situation for all involved," stated Shamus Barnes.

FAMILY RESIDENCES & ESSENTIAL ENTERPRISES

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Michael Grey purchased the MCI WorldCom Building at 901 Stewart Avenue in Garden City, and was left with a large amount of office furniture. He was eager to donate this to a local non-profit organization but did not know of any that were interested.

"I was very pleased that I was able to facilitate this donation. There is nothing more satisfying than helping a worthy charity organization. Advance Commercial Movers completed the move for Family Residences & Essential Enterprises late in 2003 and now their new office is up and running smoothly. Doing business on Long Island is all about developing mutually beneficial and long-term relationships. This is one perfect example of how networking truly works," Michael said.

"Only good things have come out of this move and I think it goes to show that a little networking goes a long way," Nancy said. "Building relationships with other businesses leads to an exchange of great ideas, solid referrals, and future transactions. Through Long Island Elite, the LIE networking group in which Anthony and I are members, I have learned the importance of meeting and communicating with fellow Long Island business people in this marketplace."

With the funds saved on the move, Family Residences & Essential Enterprises will be able to expand their services and reach out to more mentally and physically disabled individuals on Long Island.

"This was a winning situation for all involved, and I am proud to have played a role in putting it together," Anthony said.



Jim Molloy and County Executive Tom Suozzi at a meeting at Family Residences and Essential Enterprises in Old Bethpage. The County Executive thanked Jim Molloy for his company's efforts with the move of Family Residences and Essential Enterprises and Advance's donation of time and trucks for the County's Horse of a Different Color program.

FITCO MOVES FOR REPUBLICAN CONVENTION

Recently, the team at FITCO was awarded the move for the preparation of Madison Square Garden for the August 2004 Republican National Convention.

“As part of Advance Commercial Movers, we are now in a better position and have access to greater resources to compete and bid on unique jobs like this,” said Jim Barnes, Vice President of FITCO. “We can now be very competitive in this market and go after projects that were not possibilities for us in the past. For the Republican National Convention move we utilized 12 of Advance’s tractor trailers and some of their man power, allowing us to successfully complete the move.”

FITCO project managers have planned this move around a very short 48-hour window. The move began on July 17 and was completed by July 19. The move included removing all of the seating, taking out the New York Liberty’s basketball court, the New York Knicks’ basketball court and the New York Rangers hockey rink, emptying the storage closets and sup-



ply rooms and moving everything into a new warehouse for storage. Following the Convention, it will all be returned to Madison Square Garden for reinstallation.

“The short time allotted for such a complex move was challenging for us, but from the start we were confident that it was going to be a successful operation. We are pleased to have played such a critical part in preparing ‘The Garden’ for this historic event,” Jim said. “With Advance’s tractor trailers and more than 60 movers, carpenters and laborers, we met the 48-hour deadline.”

“This was a remarkable effort by Jim Barnes and the FITCO team. I am certain this is only one of the many projects like this that they will complete over the next few years,” said Jim Molloy, President of Advance Commercial Movers.



ADVANCE ASSISTS NASTECH PHARMACEUTICAL COMPANY, INC., WITH RELOCATION TO BOTHELL, WASHINGTON

When Nastech Pharmaceutical Company, Inc., a formulation science specialty company headquartered in Bothell, Washington, decided to consolidate operations, it needed to find a professional moving company that could meet its special needs. Advance Commercial Movers was pleased to be selected for this important move from Hauppauge, New York, to Bothell, which is located near Seattle.

“We approached this project as we would any that involves moving expensive and delicate equipment. When considering Nastech’s needs, we handled a great deal of special equipment, both tabletop and freestanding items. To accomplish the move’s objectives, we needed to carefully plan and meet a

number of different timetables. We are pleased that the first stage of this move has gone smoothly. We have already sent more than four tractor trailers of delicate testing equipment and other essential equipment to Bothell,” said Jim Macken of Advanced Commercial Movers.

“Advance did a great job for us. This type of move is certainly challenging because there were huge cabinets that had to be put on flat beds as well as small sensitive equipment that had to be carefully packed and secured for the move across country. In addition, many of the items were odd-shaped, but we are happy to report that all have arrived in perfect condition. Advances’ team of professionals were instrumental in the preparation

and palling of this move,” said Helena Messina, Nastech’s Assistant Director of Human Resources.

Providing professional moving services to pharmaceutical companies and other firms with exacting needs is one of Advance Commercial Movers specialties. “These types of moves require time and coordinated planning so that they can be accomplished successfully and meet our clients expectations. I am very pleased that we were able to meet Nastech’s expectations and timetable,” Macken said.

A PROGRESSIVE MOVE

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thought it was going to be a nightmare, but I was completely wrong. The professionals at Advance Commercial Movers met every deadline and went way beyond my expectations," said Val Naso of the Progressive Hauppauge office. "There were days when the moving was taking place during business hours and no distractions or interruptions were ever caused. The Advance team ran a smooth and tight ship and I have absolutely no complaints and only great things to say about them."

This project has required thousands of man-hours, crews of up to 25 movers on a shift, late nights and long weekends. As Project Manager, Jim Macken assigned the crews, arranged work schedules, planned the moves, and coordinated with all facility managers involved to create the most effective plan.

"Advance Commercial Movers has been working closely with Progressive to ensure that their goals are achieved, deadlines are met and that the project has no interference with the daily operations," said Jim Macken. "The key to a successful move like this is to prevent any 'down time' for the client's operations. It is imperative that the business continue running smoothly throughout the lengthy moving process. We wanted to make it clear to the company and their customers that business was continuing as usual without any disruption of services."

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