



Resource Directory

Fall Summit 2018





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Aires delivers best-in-class global and domestic relocation solutions and mobility program management. Having been recognized by The Forum for Expatriate Management, the Better Business Bureau, and the Stevie Awards for organic growth methodology, excellent client/vendor partnerships, and leading-edge proprietary technology, Aires focuses on people, process, and technology to deliver world-class service. The company has also achieved ISO 9001, ISO 14001, FIDI-FAIM, C-TPAT, and Privacy Shield certifications and registrations. Clients are assured a focus on quality and customer service excellence when partnering with Aires. For more information, please visit www.aires.com.



Curt J. Smigel, CRP, GMS

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Arpin Group (ArpinGroup.com) is a global industry leader in household goods moving and storage for corporate, residential, government and military customers. It is the holding company for Arpin Van Lines and Arpin International Group. AIG is a licensed household goods freight forwarder, with offices in major cities throughout North America, Europe and Asia, Arpin provides a seamless moving experience and the highest quality of care to its customers around the world. For info, call +1 201-424-5644



Kim Cermak

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Athena Group International is a team of cross-cultural specialists located around the world, helping to build collaboration between with people with different values, knowledge sets, experiences and perspectives.



Tamara Holt

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Our 1-, 2-, and 3-bedroom fully furnished suites are the perfect temporary-housing solution for extended-stay business travel and corporate housing relocations. AVE offers flexible lease terms for short- and long-term stays.

We'll take care of your employees. AVE suites are spacious and boast everything they'll need to feel at home from dedicated living spaces, to a fully equipped kitchen with appliances, cookware, dishes, silverware, and glassware, to a washer and dryer in suite.

We have dedicated service teams on site, seven days a week to provide a seamless stay. Our complimentary business amenities — WiFi, meeting spaces, business centers, weekday club breakfast featuring Starbucks coffee and Tazo tea, 24-hour fitness centers, and package acceptance with mobile alerts — are offered for your employees' convenience.

AVE currently has communities in King of Prussia, Malvern, Downingtown, Lansdale, Newtown Square, Blue Bell and Philadelphia!



Mark Morgan

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Budd Van Lines is an independent nationwide carrier and a leader in corporate relocation. We have specialized in executive relocation since 1975. When a move has to go right corporate America trusts Budd! We offer a unique service delivery model called Team Pack & Team Haul. Our model is recognized by the household goods industry as the most consistent, reliable and highest in customer satisfaction. In 2015 we introduced the patented Load it Once Modular System, the safest and most efficient way to move and store HHG's. Visit our website to see the Load it Once System in action.



Pete Larkin

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CapRelo offers unmatched flexibility and customization of relocation programs to meet the specific needs of your organization. We have years of experience with a variety of corporate, government, and international clients, which enables us to anticipate – and manage – the unexpected. And we’ve built trusted partnerships in 160 countries around the world – to make the transition easier.

We take the time to understand your business goals and corporate culture before crafting a program that meets your needs, whether you’re moving one employee two states over, or an entire division to a new continent. At every step, our team goes above and beyond to streamline, learn and improve – so that we can implement the “right practices” for your needs, not generic “best practices.” And it’s all to make things easier for you.

[Our Culture](#), [Our Process](#), [Our Team](#), [Our Partners](#), [Our Technology](#), and [Our Global Reach](#) make it all easy. Easy to understand. Easy to manage. Easy to keep your employees as productive as possible. Quicker Data. Quicker Answers. Make Smart Talent Decisions Faster, that’s CapRelo



Guy O. Cook, Principal

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Cook City Suites is a Philadelphia based temporary housing company serving large and mid-sized corporations, Relocation Management Companies, industry partners and academia. We specialize in extended stay fully furnished, turn key apartments for employees on assignment, relocating or attending training sessions. We also, have expertise in housing intern groups of any size. Our goal is to provide temporary housing that is reflective of the Philadelphia life style. We let you live like a Philadelphian!



Cornerstone
Relocation Group.

Janet Olkowski

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Cornerstone Relocation Group is an innovative, full service mobility company offering a comprehensive suite of global services designed to support the entire workforce mobility lifecycle. Cornerstone's high touch service delivery model, supported by our flexible technology platform, ensures total transparency into our client's programs and a positive moving experience for their employees, anywhere around the world. We are a wholly owned subsidiary of Atlas World Group with over \$845 million in annual revenue. Visit www.crgglobal.com for more information.



Todd Simpson, CRP

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More than 40 years ago, CORT began with a single goal in mind: to deliver unparalleled customer service to people and businesses. We began with residential furniture rental in five regions across the United States and have grown to become the nation's leading provider of transition services, including furniture rental for home and office, event furnishings, destination services, apartment locating and other services. In addition to our 100+ offices, showrooms and clearance centers across the United States, we provide furniture rental in more than 80 countries around the globe.

Our team takes pride in providing world-class service in a very personal, customized way. We believe that the details matter, because it's the little things that separate good from great. We believe that our customers, colleagues and partners deserve great. And we believe that great things come from an authentic commitment to delivering our very best, every time, everywhere.



Roger Sorhagen

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First Class Moving Systems agent for North American Van Lines.

Since 2001 First Class Moving Systems has been the partner that corporations, government agencies and families can trust for all their Moving and storage needs. Our moving professionals are fully trained on how to safely and carefully move household goods. First Class can get you there with as little disruption as possible!



Patty Wilkins, CRP

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HomeServices Relocation is a full-service relocation management company dedicated to helping organizations relocate their employees with cost effective programs anywhere in the world.

Our trusted relationships begin with a thorough understanding and respect for the needs of our clients and their employees, and we are dedicated to quality in meeting those needs. Our attention to detail and commitment to performance management throughout the supply chain ensures the proper balance of cost and service. We understand the importance of seamless execution in reducing stress and getting transferees and their families settled quickly. Our team of experts allows your employees to focus on their new job responsibilities for maximum productivity before, during and after the move.

As an affiliate of Berkshire Hathaway, we are held to the highest standards of ethics and integrity with access to significant financial resources, state-of-the-art technology, and experts in every field. We are strong enough to handle your every need and caring enough to handle it your way.



Karen M. Gerba, SCRIP, GMS

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HSBC serves more than 38 million customers worldwide through four global businesses: Retail Banking/Mortgage - Wealth Management, Commercial Banking, Global Banking Markets, and Global Private Banking.

HSBC Bank USA, offers US Corporations a full suite of products which support Global Mobility. The Corporate Relocation Mortgage delivered from a dedicated centralized platform administers direct billing, and afford your employees special relocation pricing, portfolio loan products which can serve all levels employees. The HSBC's Expatriate Banking program is unique and has the ability to remotely open "home" and "host" country HSBC bank accounts prior to an employee's assignment so there is already a financial infrastructure in place upon their arrival. Your assignees have a convenient, remote on-boarding process serviced by a dedicated international banking team⁴ Our comprehensive approach allows our domestic and international clients to bank and diversify their wealth management portfolios in a safe and well regulated environment.

HSBC has a highly experienced team of dedicated relocation experts who are 100% focused on your relocating employees and assignees. We have in-depth knowledge of the products and services that best fit their needs. They share the language capabilities and value the cultural affinity essential to serve our global clients.

Throughout history HSBC has been where the growth is, connecting customers to opportunities. We enable businesses and individuals to thrive and economies to prosper, helping people fulfill their hopes and dreams and realize there ambitions....This is HSBC's role and purpose.



Kristen Magdalnic

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For over 30 years, Huntington's experienced and dedicated team provides employee relocation services with our unique mortgage programs. We offer relocating employees competitive interest rates, reduced documentation, reduced down payment requirements and so much more. So when employees move, everything moves smoothly.



Sara Simonetti

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Interconex, Inc. is a full-service household goods company. We specialize in international and domestic door-to-door household goods transportation.

Our global client base is made up of major companies in the fields of banking / finance, pharmaceuticals, manufacturing, consumer products, construction, oil / gas drilling and refining, aerospace / defense contractors, computer / software related, mining and heavy machinery. Interconex is also a well-established and proven sub-contractor of choice for leading commercial and defense firms. The full range of services including international and domestic corporate moving services, route studies, arranging technical inspections, receiving, preparation of all necessary shipping documentation, transport by rail, truck, sea and air, customs clearance, delivery to site and management of material issuance at the site based on the scope of service desired is offered on a global basis.

With global coverage, including that of our Partner Network, Interconex has the ability to coordinate moves anywhere in the world within our own organization. The knowledge and dedication of our staff is one of our core strengths. Interconex possesses the expertise and global network required to provide reliable and seamless transportation and relocation services.

Fully versed and compliant with U.S. Trade Laws and Regulations, our commitment to quality and our ability to provide consistent superior levels of service, has resulted in long-term customer relationships. It is through our ability to develop and maintain systems and procedures to ensure compliance that Interconex has earned ISO 9001:2008 certification and C-TPAT and TSA CSSP designations.

As further evidence of our commitment to quality, Interconex actively reviews its environmental policy through an environmental management system with a view to prevent, reduce, or mitigate harmful effects on nature and natural resources. The system is then monitored and audited to ensure that our aims are being achieved.

If compromise is not an option, Interconex is your solution.



R E L O S O L U T I O N S

John McGowan, President

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Destination Closing Management - Employee Advocates

LCM Relo Solutions (LCM) is an attorney driven company that offers the only single-point-of-contact destination closing management solution in the relocation industry. LCM partners with employers and RMC's to provide high-touch services to their relocating employees throughout the United States. Our guidance provides the employee with the confidence that their transaction is being managed properly, allowing the employee to focus on the details of a new job and community.



Elizabeth Bilek - Portalla, CRP, GMS-T

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Lexicon® Relocation creates customized mobility solutions that positively impact organizations around the world. Focused on delivering world-class customer experiences, Lexicon's experts take ownership of every relocation, ensuring each employee is immediately productive in their destination. Clients trust Lexicon to act as an extension of their human resources team, enabling them to focus on attracting and retaining top-tier talent. When a company aligns with Lexicon, they have a partner who is fully committed to moving their business forward.



Rita Wahl

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NEI Global Relocation is a full service, global relocation and assignment management company whose employees partner with our clients and our carefully selected service partners to help our clients' relocating families transition to their new locations, while consistently providing Service Exceeding Expectations.



Julie Cibelli

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Nelson Westerberg is a Global Provider of household goods moving and storage services to Corporations, Families, Government and Military. Our company manages over 15,000 moves annually with coast-to-coast offices located near the major U.S. ports (North Atlantic, Southern Atlantic and Western Pacific), affiliate owned and controlled warehouses in every major and secondary city in the US and Canada, an international FIDI/FAIM network of over 500 agents, and a workforce of more than 500 employees and drivers. Nelson Westerberg is a moving partner to more than 300 corporations including blue-chip and the Fortune 1000. How do we grow with our client companies, effectively building long-term partnerships? Put simply, we link up with our customers. We provide customized service that's second to none by making your relocation goals our own. We do become your partner. It's not just a tagline. It's what defines our company.

PREMIA

RELOCATION MORTGAGE

Rolando L. Kinniebrew, CRP

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Premia Relocation Mortgage– Our 29 years of focusing only on relocation mortgage allows us to leverage a high-touch service model for transferees of Fortune 500 and Fortune1000 Companies and government agencies. Premia’s 95% satisfaction rate and #1 industry rankings over the past 10 years reflects our experienced team, broad product offerings and relocation knowledge.

Quicken Loans®

Jason Miller

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Detroit-based Quicken Loans is the nation’s largest home mortgage lender. The company closed more than \$400 billion of mortgage volume across all 50 states from 2013 through 2017. Quicken Loans moved its headquarters to downtown Detroit in 2010, and now more than 17,000 team members from Quicken Loans and the Rock Family of Companies work in the city’s urban core. Quicken Loans ranked “Highest in Customer Satisfaction for Primary Mortgage Origination” in the United States by J.D. Power for the past eight consecutive years, 2010 – 2017, and highest in customer satisfaction among all mortgage servicers the past five years, 2014 – 2018.

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267-314-8635

www.rhappraisals.com

PA-NJ-DE

Carlo Batts

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Rittenhouse Appraisals is a regional real estate appraisal firm.

We provided appraisal services for all residential properties in Pennsylvania, New Jersey, Delaware.

Rittenhouse includes over 30 years of real estate experience.



Nancy Will

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Spruce Street Commons is a growing, family-owned real estate company. We develop, preserve, and manage residential real estate and hospitality properties, enhancing real neighborhoods with classic, livable, and enduring homes.

We believe in making the most sustainable development and building choices, engaging and supporting our local culture, and creating the most beautiful, classic, and quality places for our residents to live. Most of all, Spruce Commons is a builder of communities.

As a property manager, we offer a resident-centric approach, tending to our buildings with uncompromising attention to quality, communication, tenant retention, and historic detail. We manage our properties as if we lived there.

With more than four decades of real estate development and operations experience, the owners of Spruce Street Commons are committed to longevity, sound business practices, and investing in talented, dynamic team members.



Blythe Cessac

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For nearly 100 years, Suddath® has helped the world's leading companies manage their global relocation programs, bringing together employees and opportunities. Suddath moves people around the corner and around the globe with more than 35,000 domestic and 17,000 international corporate and consumer moves per year. We've built a company whose strength gives partners, customers and employees the security and confidence of knowing we're here to stay. We employ more than 2,150 employees worldwide and offer over 30 locations and 2.7 million square feet of warehouse space throughout the U.S. Globally our reach includes operations in London and Shanghai and strategic alliances serving more than 150 countries around the world. These resources back up our commitment to help you succeed. Our leaders also make sure the results of our success are reinvested in creating rewarding Suddath careers, advancing technology and encouraging the innovative thinking that allows us to reimagine how to serve our customers better—now and in the future. We employ both high-level thought leadership and ground-level execution to get you where you need to go.



Chris Douglas

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Our dedicated expert team is at the core of the program. With decades of combined relocation and lending experience, we understand the needs of your company as well as the needs of your transferees. Lending in all 50 states. Innovative loan products. More information can be found at TIAAbank.com/relocation.



Andrew Powers, CRP

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TRC Global Mobility employees aren't just knowledgeable talent mobility professionals: they own the company! They understand that your satisfaction and success is their success. So, they have every reason to go the extra mile in developing creative solutions for clients and delivering outstanding service to relocating employees. TRC brings clients 30 years of experience, a flat, transparent organization and an independent structure that supports fresh ideas and customized solutions. As an independent company, TRC is free from corporate bureaucracy and preconceived notions. TRC's talent mobility services enable you to have the most capable people in the locations where they can support your success, in over 150 countries worldwide.



Matthew Coello

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Our Team Is On Your Side

From a single location, we offer a specialized relocation team structure and process that drives accountability and allows them to utilize your policy to streamline the process, resulting in enhanced customer satisfaction. Staying in contact with your dedicated team is easy!!

Call 855.257.4390 and put our relocation team to work for you today. Or, if you're ready to start the home-buying process online, apply in the U.S. Bank Loan Portal.

P.O. Box 187
Montgomeryville, PA 18936

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Hugh Shea

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Weichert Workforce Mobility is one of the world's leading global workforce mobility companies, making it faster, easier and more cost-effective for clients to relocate key talent and transfer critical skills. As an independently-owned company, we offer flexibility and responsiveness to meet any workforce mobility need, anywhere in the world. We also provide the deepest global service scope, including assignment management and the industry's only in-house relocation tax firm. For more information, visit weichertworkforcemobility.com.



Jeff Cromie

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When it comes to relocating employees, helping them make well-informed decisions with their home financing matters. With their financing in place, they can settle into their new homes and new work location. That's where the dedicated and experienced Wells Fargo Home Mortgage team can make a difference.

Learn more by visiting us online at: <https://www.wellsfargo.com/com/retirement-employee-benefits/corporate-sponsored-mortgage#relocationmortgageprogram>



Rick J. Calanni, GMS, CRP

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For more than 25 years, XONEX Relocation has been helping corporate America move their valuable talent with minimal interruption and maximum satisfaction for everyone involved in the relocation process. Our knowledgeable and caring staff combine cost transparency with creativity to structure benefit plans that are sensible and targeted to each client's needs.

At XONEX Relocation, we enhance our customer service with the best technology available to ensure that our corporate clients get the most out of their relocation programs. Our system allows clients and service representatives to monitor the corporate relocation services in real time, which can minimize expenses while enhancing employee benefits – resulting in increased efficiency, reduced costs and increased transferee satisfaction.

XONEX is certified by the Women's Business Enterprise National Council (WBENC) as a Women Business Enterprise, and is among the largest WBENC-Certified relocation management companies in the U.S.

DVRC is an organization of relocation professionals from corporations and service providers throughout the tri-state area of Delaware, New Jersey and Pennsylvania. DVRC is dedicated to "sharing ideas and creating solutions" through networking that will promote equitable relocation policies and enhance professional relationships.

Our mission is to engage membership, exchange information and inspire innovation to foster success in global mobility in the Delaware Valley.