

Moving Solutions



Moving Solutions was formed in 1976 as Nagle Poor Moving & Storage as an agent of North American Van Lines. It changed its name to Moving Solutions in 1990 when it was purchased by Bill Tyers, a long-time manager. Later his wife Michele joined him as his partner in the business.

Bill and Michele Tyers have expanded the house-hold moving business to include industrial and office relocations, logistics, warehousing, record

storage and document destruction. However, recently, they lost a long-standing logistic and warehouse customer when it was bought out by a company in Japan. In order to keep their business moving forward and offset the loss in sales, they looked at ways to cut costs until new avenues of revenue were

found. The Tyers did not want to cut their employment levels or the salaries and benefits of their

staff to save money, so they cut their own salaries by 40 percent and eliminated their company vehicles. They also looked at refinancing their buildings to take advantage of the lower interest levels. However, due to the declining real estate market, their buildings weren't appraised at what they once were. It was during this process that they came to the Small Business Development

Center and Director Allen Weaver. Mr. Weaver recommended an SBA 504 Loan and its new refinancing capability added by the SBA to help businesses facing this dilemma.

Mr. Weaver and Financing Consultant Tom Berry, along with banker Patrick Rositani of FirstMerit Bank, helped the Tyers through the process. "Having local people and their accessibility was reassuring", said Michele Tyers. "Getting that personal attention felt like they were rooting for us."

After going to the loan review meeting, which fell on Michele's birthday, their loan was approved and one more hurdle on their road to redefining their business was successfully overcome. They have been able to offset their business losses by focusing on increasing their sales in document management, shredding and local moving. They have also expanded their green initiatives to include using bio-diesel or bio-diesel blends in their moving trucks, using zero to low-emission technologies in their equipment, utilizing paperless invoicing, and working



with their clients and community on other paperless and reusable storage systems. Their customer base has grown!

They donate warehouse space and their staff to collect used wheelchairs for “Wheels of the



World” program that ships the chairs to needy countries throughout the world. Moving Solutions, Inc. have partnered with their local Humane Society to set up newspaper recycling and donate their shredding services to create animal bedding out of the shredded newspapers. They also volunteer their moving services for the Big Sisters and Big Brothers Annual Festival of the Trees event and recently volunteered their moving services to ABC’s “Extreme Home Makeover” for a project in Maple Heights, Ohio.

Their business is refocused and turning around, and it has all been done without cutting staff and without giving up the community service they have always prided themselves on providing.

Bill Tyers states, “I refuse to participate in this recession.” And Moving Solutions is showing that resiliency, loyalty and smart business practices can help keep a business strong.