



EXECUTIVE LEADERS RADIO



Jeff Shellberg

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Jeff Shellberg has a unique understanding and acumen for business. As you will see in his profile, it demonstrates his unique ability to be successful in the relocation business. Jeff has worked around the country in different roles within different relocation business's and displayed his desire to work for a true, honest and ethical company. Jeff strives to ensure the success of his team. When his team is successful, then so is he.

Jeff most recently held the positions of Regional Vice President, General Manager of Denver and Colorado Springs as well as Vice President of Operations for Graebel Companies. In Jeff's role as a Regional Vice President and General Manger, Jeff was responsible for sales growth and operational excellence. In his role as Vice President of Operations for Graebel's 42 service centers, he led Graebel's fleet retention and recruiting efforts as well as ensuring that all branches performed to Graebel's standards. Jeff holds a pivotal role within the company as he works to implement current initiatives and contribute to the future direction and growth of Interstate.

What does the company do for its customers:

The Interstate Family of Companies encompasses five distinct companies that provide global transportation, supply chain logistics and relocation management solutions to individuals, corporations and government agencies.

Who are the company's customers:

Their customers consist of individuals, corporations, the military and government agencies. A large part of their customer base is the Military.

Why don't the company's customers use a competitor:

Arthur Morrissette started Interstate Van Line in 1943 with a \$400 investment in a truck for moving luggage. He subsequently built a training facility for the company employee's in 1970. Interstate has the motto "Our People Train on Our Furniture". The company makes the employees adhere to a strict training schedule of 80 hours per year for full time employees and 32 hours per season for seasonal employees in a training house they built to ensure employees are properly skilled to move their clientele. This is the only training program in the business. Our company provides training, quality and a good value.

Learn from growing up and how it applies to the success today:

Jeff learned the importance of patience. He relates it to football and the long season you have to go through to get the "Super Bowl Ring".

Dad's Career:

This company has stayed in the family for generations, with each son and grandson taking on different responsibilities within the company. The Morrissette family has continued with their grandfather's philosophy of paying cash for everything. They do not like paying a landlord at the end of the day.

Mentors, what learned, and today's effect:

Since Jeff has worked in the moving business since 1986, he has learned a great deal about how companies run, what creates their success and failures, and most importantly, no one can take your ethics away from you. He strongly believes in an ethical business and the success it will bring to you and those around you.

How does CEO give back:

Interstate provides the trucks each year for Wreaths Across America. They also offer the Arthur Morrissette Scholarship to a deserving student and they are very active in numerous local charities.

Interview completed by:

Andrew Lewis, CIMA®, AAMS
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