



## **Local Businessman Leaves Award-Winning Business, Family to Serve His County in Iraq**

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([PRWEB](#)) July 15, 2005 -- John Phillips achieved his life-long dream of running his own business when he purchased Blacksburg Transfer in 2001. Upon acquiring the Mayflower franchise he brought a new energy and enthusiasm to the 49-year-old business. Refusing to be satisfied with moderate success, his desire was for the company to grow.

Phillips put a major effort into upgrading equipment and trucks. But beyond building the physical aspect of the business, he focused on strengthening the personnel. By upgrading the health insurance benefits and 410k program, he was able to recruit valuable, career minded employees. Because of these changes, the company experienced a new level of success. But for John, it wasn't complete. In 2002 he bought the Salem, VA Mayflower franchise and renamed the company Premier Transfer and Storage.

Using the same techniques that had been effective at the Blacksburg location, John began to see success at the Salem facility. The company then had five full time sales people who spent their days out in the community, constantly prospecting new business from realtors, corporations and home sellers.

Then came the call that could have brought everything to a screeching halt. After 17 years of service in the Army Reserves, John was called to active duty in Iraq. There was never any doubt that he would go. He is a true patriot, willing to make the necessary sacrifices to serve his country.

He called on Page Warner, Sales Manager at the Blacksburg location for almost 25 years, to step up to the role of President. "He knew it was his duty to go and he never questioned the call," says Warner. "He just started making plans for us to continue what he began. I consider it an honor to try and fill John's shoes while he is serving our country."

John recently hired Jim Harris as a new manager for the Salem location. Jim had moved to the area from Colorado and was looking forward to being a part of a new era of Mayflower service. He too, is ready to step up and continue the process of improvement put in place by John.

John began his 18-month tour on May 8, 2005, leaving his wife Nancy and two school-aged children, Luke and Eden Elizabeth. He will spend three months training in Indiana and is expected to deploy to Iraq at the end of July.

On June 9, while in Indiana, John received word from Mayflower Transit Corporate Office that the Blacksburg location had been awarded the "Agent of the Month" for April. In addition, the Salem location had been named runner-up. Mayflower has also contacted him regarding his hiring and personnel policies, as they are interested in using his procedures as a model for the entire Mayflower Transit organization.

It will be a long 18 months for John's family and co-workers, but they are determined to continue the success and growth brought on by four years of hard work. It is a testimony to the respect and love the people



of Premier Transfer have toward their tenacious leader. Godspeed John Phillips.

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