

Business to Business (Ouachita Parish's Leading Business Magazine, January 2005

**M&W Transfer Picks Up Prize
By Tommiea P. Jackson**

When David and Melinda Vaughan got the idea to start their moving business in 1997, they had little idea of what they were getting into or how to get the job done right.

Melinda, who was then in management at McRae's, asked her husband David to make a few deliveries for the store after he had come home from a professional football career in Canada.

"I will never forget our first big job," David said. The couple had recently gotten a big job after putting a mover's sign with their home phone number on the side of a 1979 Ford truck they'd bought for \$800.

Frank and Judy Petrella, both teachers at the University of Louisiana at Monroe, called needing help with a local move.

"If I knew what I know now, I would have sent an 18-wheeler out with six men," David said. But there were only three people for the job then: David, Melinda and her father, Doug Winn.

We went out there and made probably 50 trips," David remembered. "It just about killed us, but we learned a lesson."

"There's a skill to loading a truck," Melinda said.

Today, M&W Transfer of West Monroe employs almost 30 people and, through its affiliation with Paul Arpin Van Lines, is an official mover of the LPGA.

Last summer, M&W Transfer won the Paul Arpin Van Lines Gold Quality Agent Award, scoring 3.8 out of a possible 4 for outstanding service. They won Agent of the Month and a customer service award in June.

"We're so proud of what we've done," commented David Vaughn. "We pretty much came from a pickup truck and trailer to the largest mover in this area to one of the top moving lines in the country."

"I think God pushed us in the direction we needed to go," Melinda said. "We've been very blessed."

"M&W moved us and it was by far the easiest and less stressful move we ever had," said Linda Haynes, President of the West Monroe Chamber of Commerce.

"We just work hard for the consumer. We try to be the best and, with the wonderful relationship we have with the Van Lines, it's working," said David Vaughn.