

# On The Move<sup>®</sup> Inc.

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## QUARTERLY



### COVID-19 ISSUE

Employee Spotlight  
Ford Production Schedule Affected By The Pandemic  
Real Estate Amid COVID-19  
And MORE!!



*Through superior customer service and quality innovative products, On The Move provides their Licensees the ability to add value and profits to their business.*

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# Editor's letter

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Although this time has been exceedingly difficult and everyone's journey has been different, I read an old friend of mine's blog. He gathered some of the funniest tweets and memes from this season of our lives. I shared some of my favorites for your reading pleasure.

"I'm not adding this year to my age; I did not use it."

"This quarantine made me realize I have no real hobbies besides going out to eat and spending money."

"Imagine if you will a world where Cinco de Mayo falls on Taco Tuesday only to be ruined by a virus named after a Mexican beer."

Me: "This show is boring." Boss: "Again, this is a Zoom meeting."

"Homeschooling is tough. Today I had to tell my son he didn't make our baseball team."

The photo of a kid stepping onto the school bus and waving back to his mom. The caption: "What moms really want for Mother's Day"

"Not to brag, but we haven't been late to anything in two weeks."

"I might sleep on the couch to cut down on my morning commute."

"When we come out of this and ask where you want to eat, I do not want to hear, 'I don't know.' YOU HAD 45 DAYS!"

"For those who have lost track, today is Blursday the Fortyteenth of Maprilay."

This time has been a learning experience for all of us. It was something we truly went through together. We had zoom meetings and got to learn a lot about our coworkers' habitats, pets and children. I'm thankful for working in an essential business and was inspired by On The Move's ability to survive as a team and work through our customers' unique situations. Most of our customers showed how resilient they are and I'm proud to work with all of them.

Enjoy this issue! There is a section dedicated to the Kids of On The Move. They had to deal with their parents working from home and we know how hard it is to deal with their parents on a daily basis. They deserve a special shout out. We also share what to expect from Ford's production schedule this coming year and some of the cool things they have done amid the pandemic. Make sure to check out the new trucks on the road! It is inspiring that our customers did not miss a beat and continued to invest in their business.

We hope to see you again soon!

Sincerely,  
CJ Stratte





Thank you for  
your support!



Your vote helped us win  
10 years in a row!



# On The Move Kids

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On The Move Kids deserve a special shout out this Quarter! Not only did their parents work remotely, but the kids were stuck being around them 24/7 with no social interaction with friends and/or family. Congratulations to a historical school year! These kids are On The Move to the next grade.



## Amber McLane's Kids

Tallen Freshmen  
Larkin 3rd grader



## CJ Stratte's Kids

Tristan 1st grader  
Peyton Any school that isn't at home



## David Nasis's Kids

Simon 4th grader  
Derek Senior  
Cerise 6th grader



## Michael Woolard's Kids

Hayden Senior  
Baylee Freshmen

# New Trucks On The Road









# On The Move Picture Contest Winner

Congratulations to Carl Guild and Associates in  
East Hampton, CT





# White Glove Delivery Service

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Our CEO delivered a truck to our new customer, First & River Self-Storage. Susan Parra drove with her husband Billy and took several scenic pictures along the way. We love seeing our trucks in action with beautiful scenery. Susan even saw a few other customers during her travels. You never know who is servicing your account and we pride ourselves in customer satisfaction. Congrats First & River Self-Storage on your beautiful truck.



# Employee Spotlight

## MICHAEL WOOLARD



### Where are you from?

I was born in Temple, Texas and raised in Killeen, TX. I went to Killeen High School. I attended Texas A&M University and graduated with a Bachelors in Business Management.

### What is your position at On The Move?

Senior Account Executive

### When did you start working for On The Move?

August 2019

### What did you do before On The Move?

I have worked in sales for 25 years and have sold houses, commercial printing, and before that I worked in auto collections. I have spent over half of my life on a phone talking to customers. My phone literally rang right after my wife told me we were pregnant with our son. I have always enjoyed working with people. There is a satisfaction that comes with making a sale and making a customer happy that is unlike any other kind of job. I can't imagine doing anything else. When I retire from sales, I'd like to be a part time fishing guide and spend a majority of my time on a lake.





## Favorite thing about On The Move?

The people have been very accepting, friendly and so easy to work with. From the sales team who are constantly collaborating and working together, to the insurance department who have really helped me expand into that channel, and the admin and management teams who serve as a great backbone - it's been a real pleasure getting to know everyone. On The Move is a very welcoming environment.

## Tell us about your family.

I married my high school sweetheart 23 years ago. We are 15 days apart (I'm older, but she's wiser!) - but other than being born in the month of July, we couldn't be more different. My wife went to UT-Austin, and I

went to Texas A&M and we've been keeping that rivalry alive ever since. We have two children, Hayden is 17, and Baylee is 13 going on 25. We are all tennis players and live inside the Club at Sonterra neighborhood so that we can golf cart to the tennis courts. We are all on various tennis teams and leagues, our son plays Varsity Tennis at Churchill HS; but once a week we square off in family mixed doubles grudge match. I play with my daughter and my son plays with my wife. The toughest day was when my son and wife beat us in a tie break. I still haven't been able to live that one down.

## I'm happiest when....

I'm either on a tennis court or on a lake somewhere fishing. Getting outside and away from my cell phone for a few hours.

## Favorite animal

A Black Bass, mounted and on the wall!

## Hobbies:

When I'm not playing tennis, I like to bass fish. My dad taught me to fish, and I taught my son, so it's a real connection to both of them for me.

## Funny memory/proudest moment with On The Move

When I sold my first truck, and got to meet my first new customer.

# CLEAN DOORS DO THEY REALLY MATTER?

BY JACKIE BELEAU, EVERBRITE COATINGS



Dirty, Chalky or Grimy Storage Doors can detract from the curb appeal of your facility. Eventually, doors that are not cared for can damage your paint and lower your property value.

Even if your doors aren't extremely oxidized or faded, dust and grime can make your property look like it is not well maintained. Customers tend to rent from facilities that look clean and well cared for. Curb appeal is an important factor when customers are considering where to keep their treasures.

Keeping your doors clean will improve your curb appeal and will make your

facility look more cared for. It will also prolong the life of the paint on your doors.

The paint on your storage doors is baked on paint and will last for years without fading. After time, the paint on your outside doors can chalk. The top layer of paint is burnt off by the sun and the paint will chalk and oxidize. Customers do not appreciate this chalky oxidation that can get on their hands and dirty their clothes.

Here are some Do's and Don'ts for cleaning storage doors.

Do wash the doors in the shade, if

possible. Just like washing your car in the sun, hard water can leave spots.

Do use a small amount of free rinsing detergent to clean your outside doors. These soaps rinse off easily and are not harsh on your paint. Just a little bit of mild, biodegradable soap in a bucket of water will work wonders. You can also use a solution of household ammonia – one cup of ammonia dissolved into 5 gallons of water with a little soap added for wetting.

The safest way to clean the doors is by hand with mild soap and water with soft bristled brushes on poles or with microfiber towels and plain water.





If there is heavy oxidation, chalk or stains on the doors, you can use a no-scratch scrubby pad to clean the doors before the washing process. Wash from side to side on rollup or panel doors, do not allow the soap to dry on the surface. Rinse completely with plain water and let dry.

Do remove any chalk on the doors. Your doors will look better and your customers will appreciate not getting chalk on their hands and clothes.

Do rinse the doors completely. Rinse the doors with a soft spray of a hose or you can just let the water run down the door. This will remove the dirty water and soap residue.

Do not use water under pressure to wash your doors. Water can get into the units. People have their stuff in cardboard boxes just inches from the door. Power washing or pressure washing is not recommended for cleaning self storage roll-up doors because most doors do not have seals that will keep water out of the units. Water under pressure, even with a nozzle on a garden hose can get water in the unit. Care must be taken to avoid the opening above the door and the "c" channels on the edges.

Do not apply soap solution to a dry surface. It can cause streaks. It is recommended to test a small area first to make sure that your paint is compatible with any cleaning procedures.

Do not use vinegar. The acid can etch your aluminum hasps and bottom causing rust.

Do not use silicone based products like Pledge®. Silicone will not allow future paints or restoration coatings to adhere to them.

Do not use oily products like WD40. Dirt and dust is attracted to these oily products and will make a real mess later that is difficult to clean up.

What if your doors are clean but are still dull or faded? If your doors have lost the luster and you can see the difference when the door is wet and when it is dry, the topcoat on your doors is probably gone. A quality clear protective coating that is made for metal will restore the color and luster of your doors.

What if you have peeling paint? If your doors are peeling, chances are that your doors have been repainted in the past. If the paint is peeling, the peels or loose paint will need to be

removed, the area should be feathered in and primed and painted. This should probably be done by a professional painter. Painting metal, especially metal that is flexible like roll-up doors, has challenges that a professional painter can help you with.

Interior Doors have different challenges when trying to clean them or interior panels. Doors inside hallways do not have a protective lip in them and any water that is spilled in a hallway will seep under the doors or walls to damage your customers goods.

It is not a good idea to clean the doors in hallways with buckets of water. If you were to accidentally spill a pail of water in the hallway, you may have some very unhappy customers. Imagine the cardboard boxes on the floor and the contents getting wet and soggy.

There are waterless wash and wax products available that can be sprayed on the doors and wiped off with cloths that will clean and shine at the same time.

Spray cleaners like 409 or Fantastic will work for spot cleaning. Microfiber towels work well because they clean well without leaving lint or fibers like rags or terrycloth towels.

In conclusion, keeping your doors clean will improve the look of your property and the life of the metal as well. The better the curb appeal, the better you can attract and keep happy customers.



# FOOD TRUCKS

BY REN BUDDE, SPECIALTY SALES MANAGER



What are the similarities and differences you see between the 09 recession's effect on the restaurant community and our current pandemic and what are the differences between the two?

In hindsight, the Great Recession was an economic crisis that unfolded over months and years whereas Covid-19 is a health crisis followed on by sharp economic and employment crisis due the never before seen effects of shelter-in-place.

The Great Recession had a major effect on borrowing capabilities causing restaurateurs tremendous difficulty funding new openings of full-scale restaurants. Therefore, entrepreneurs scaled down dreams of opening a traditional brick and mortar restaurant and Food Trucks were a logical outlet given their lower cost of entry, flexibility, and a wave of diners seeking cheap eats. This led to the biggest growth spurt in the history of the Food Truck industry which doubled from 2008-2013 and continued to grow

at a double-digit rate through 2017 before slowing slightly in the past couple of years.

We anticipate a similar trend in the food truck industry as we come out of the Coronavirus pandemic although for different reasons. Where in the Great Recession we didn't see an across the board shut down of restaurants and immediate layoffs that we have seen due to the Covid-19 Crisis, there will be a need to strategically shift plans to lower cost and more flexible solutions for food service. A driving factor will be the natural social distancing Food Trucks provide. The dine-in restaurant concept will not return in the form we have known until the virus is controlled and that will be months if not years away.

Where access to capital was the enemy then, population density is the enemy now and Food Trucks are a perfect vehicle, pun intended, to solve issues around social distancing, cost structure, and employment to allow the spirit of entrepreneurship

that is core to American values to participate and thrive.

How are you seeing those similarities manifest strategically and financially for restaurant professionals? One of the reasons Food Trucks are so appealing to chefs and entrepreneurs is the lower barrier to entry versus brick and mortar and the subsequent reduction of operational costs.

Because they cost so much less to open and operate — often by an order of magnitude — restaurant professionals will make the move to Food Trucks to keep serving the public, build their brand, and generate positive cash flow. That difference in cost structure was particularly attractive during the Great Recession and for the same reason we already see a surge in demand for Food Trucks due to COVID-19.

What is different now is that the existing restaurant industry has been among the hardest hit sectors due to the Coronavirus with so many forced to close or operate at 25-50% capacity for an extended period of time which is sub-optimal to say the least. The National Restaurant Association recently released data suggesting more than 6 million workers have been laid-off thus far.

More strategically minded restaurant pros will use Food Trucks as a way to keep their brand relevant. Many of the multi-unit operators we speak to use a Food Truck as a drive thru solution on their site. Or, instead of their customer base coming to a single location, they are utilizing Food Trucks to deliver their menus to the community.

Where has there been success, strategically or technologically?



Better manufacturing practices, materials, and innovative features raised the bar from the traditional “taco trucks” to true kitchens on wheels. At On The Move, we have patented designs allowing more freedom of movement within the truck, higher output, and best-in-class consumer interaction.

Big chains put their own spin on the Food Truck trend. Often they use them when going through a re-branding phase or at sites where new stores are being built to generate some buzz in the community. Or, they will use trucks to test market a new menu item before scaling it system wide.

CPG companies have successfully used social media to promote their Food Trucks as they tour various regions of the country to build brand awareness before launching products to grocery stores or e-commerce.

And of course we have seen many independent operators grow from a single truck to multi-unit operations or even Food Truck only franchises. Technologically, there have been tremendous innovations in the past decade. Some of the features On The Move has pioneered are better serving formats which allow eye to eye interaction and a safer transfer of food and beverages from the truck to the customer, state of the art audio/video systems, lighting, and security features. Solar-powered trucks will soon be the norm as battery and solar tech continue to get smaller yet more powerful.

What are the most relevant issues a prospective Food Truck operator should understand? Working with a manufacturer who understands the health and safety codes in your location, the electrical and power needs of your equipment, uses the highest quality materials, and builds in safety features is so important to your success.

Matching the equipment with your needs and designing the layout to maximize throughput and freedom of movement are critical for efficiency. Having a building partner that you can call on if something should go wrong is vital.

When did On The Move add Food Trucks to their portfolio and how has your solution grown to match the needs of the industry? On the Move Food trucks was a natural evolution of our business. We have been in the rental truck and mobile marketing business since 1992 using our innovative designs and graphics to serve several industries. In 2010 we saw the growth of the Food Truck category and set about building a better mousetrap if you will beginning with acquiring a custom coach manufacturer. Initially we tried to build all things for all people and soon realized we need to narrow our offerings to either price point, industry segment, of vehicle type, or some combination of the three. More importantly we needed something to differentiate ourselves in the market and that’s where the story of our patented, award-winning slide-out feature began. Through a lot of trial and error, lead by our CEO, Susan Parra, we developed a feature no other manufacturer can replicate which is a serving platform that with a click of a button slides-out nearly 3ft. from the main frame and has steps

down so you can interact with your customers at eye-level. And added bonus is the additional space created inside the truck when the slide-out is employed as well as being able to safely transfer hot foods and liquids from your truck to your customer.

What separates a quality truck from the pack?

The materials, the most efficient and effective use of space, and safety features to protect those inside and outside the truck. For example we never build a truck with propane tanks off the back. They are always designed to be placed securely under the frame and accessed through a port with a shut off valve

How much does audience and the style of food impact the truck solution to go with?

These are the first and maybe the most important questions we ask. What are you serving and what is your plan? The former helps us understand what equipment is necessary and then offer some options to enhance your kitchen while at the same time giving us some insight to design the layout for the best use of space including food prep, assembly, point of sale, cleaning, and storage. The latter assists us with things like matching the A/C needs, air flow, fresh water and grey water, and customer interaction.



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# TENANT PROTECTION: AN OPERATOR'S SECRET TO INCREASING PORTFOLIO VALUE

BY CJ STRATTE, ADMIN



Who is tenant protection for? Tenant protection is for any owner or management company that is focused on increasing rent rolls at the highest possible margins. Operators that are in the business of renting self-storage units; not selling insurance on behalf of a third-party insurance company. If you have high occupancy and want to maximize rent from your current lease agreement, tenant protection is for you.

With tenant protection in place at your facility, you are essentially offering your tenants a “premium quality lease.” With our program, you are not “on the hook” for potential claims, you simply purchase a contractual liability insurance policy (CLIP) through us to inexpensively insure your tenant protection risk.

For most facilities and portfolios, we can insure your risk for as little as \$1 per \$2,000 protection plan per month. The inexpensive cost to insure the risk allows facilities to add as much as 10% to their existing rent roll. Our customers are reporting margins up to 90% for their tenant protection revenue.

Freedom and flexibility are big parts of our philosophy here at On The Move Insurance Agency. We like to empower our customers to make decisions that make the most sense to THEIR business. This idea started with our turnkey truck rental program in 1992, allowing self-storage owners to stop advertising the competition and truly get their facility’s name out in their respective communities. We mimic this approach with our tenant protection. Unlike tenant insurance, you can offer

the protection plan at any increment you see fit, up to \$50,000 (with carrier approval). More importantly, since you are not collecting premium on behalf of a third-party insurance company, you are able to charge (in additional rent) whatever makes sense for your unique business and market.

It is time to stop selling insurance and forfeiting revenue to a third-party. It is time to maximize your rent and profits with the most efficient way of offering tenant protection. It is time to exponentially increase the value of your portfolio today.

Put in textbox to standout:  
It is time to call a Self-Storage Insurance Specialist at 800-645-9949 or visit us online at [onthemoveinsurance.com](http://onthemoveinsurance.com) to learn more.



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Insurance Agency

Self-Storage Insurance Specialists

# DON'T GET IT TWISTED.

NOT EVERY TENANT PROTECTION PROGRAM INCLUDES FORTUITOUS EVENTS.

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# FORD PRODUCTION SCHEDULE AFFECTED BY THE PANDEMIC

BY CJ STRATTE, ADMIN



Ford. Due to a shortage in protective equipment for medical professionals, Ford workers volunteered to produce face shields. They also made 400,000 reusable surgical gowns out of the same materials as airbags, respirators and ventilators to respond to the coronavirus pandemic.

New procedures at Ford

The virus being unlike anything they have seen, Ford's human resource officer Keirsten Robinson states that they will have to unlearn and train themselves in working and routine.

The precautions at Ford facilities:

Temperature scanning

No touch doors

Sanitizing work spaces

Masks and face shields

Shields between workers

The UAW wants to prevent exposure to the virus by having as much testing as possible. They also advocate self-reporting and testing in adherence to Centers for Disease Control.

We are not sure if our leaders have psychic abilities or if their 50+ years working with Ford have given them insight into how Ford handles a crisis and their production schedules. We were founded in Dearborn, Michigan, Ford World Headquarters, in 1992. We have seen how tens of thousands of families count on the automaker. Our proactive leaders secured ample inventory of Ford E-350's and Ford Transits to ensure that we would have the ability to provide trucks to our customers.

Challenges due to Covid-19

Production has been halted at all the North American plants and new protocols for deep cleaning and safety standards have been developed to combat the coronavirus. Assembly

lines during the week of May 18, 2020 began opening with a phased approach with fewer hours each week for many of their union workers. Even with new protocols, workers tested positive for Covid-19 and assembly had to be paused at the Kansas City plant, where our Transits are manufactured. The temporary shutdowns prove the difficulty of operating factories and being compliant with enhanced safety measure. The Chicago plant had to suspend production due to a shortage of parts from a supplier. The disruptions were caused by an employee at Lear (Hammond, IN) testing positive for Covid-19.

Ford's contributions to Covid-19  
Fourteen million face shields for health care works were produced by

The backbone of America's economy  
The auto industry has been there for America through many tragic events. They have built equipment to support us in wartime and have been there for us during pandemics. Although they expect a \$5 million loss in the 2nd Quarter according to Adweek, they will get through this. We are excited to partner with such an incredible company and industry. The Self-Storage and Real Estate industries have also been surviving and proven essential to America. As always, we support out industries and wanted you to rest assured that we have your back. We have inventory but are unable to predict Ford's production time for future orders. Get a truck while you can! Call us today at 800-645-9949 to reserve a truck today.

# VEHICLES UP FOR ADOPTION



## **2008 MERCEDES**

E 3 AMG  
\$12,749



## **2014 Ford**

F -150 Raptor  
\$34,979



## **2014 Jeep Wrangler**

4x4 Sahara  
\$24,979



## **2017 Chevrolet Express Passenger**

3500 LT  
\$17,899

# CALL DOC AT 800-645-9949



# REAL ESTATE AMID COVID-19

BY CJ STRATTE, ADMIN



Covid-19 abruptly changed many plans and did not ignore plan of selling or buying a home. Many people may lost their jobs or had to close their business. This has been a historic year full of uncertainty and we say, "Go home 2020, you're drunk." Some trends that we have seen in the real estate industry include remote work allowing more affordable homes, digital transformations, and time for some DIY.

## Remote Work

Remote work has now become a viable option for many employees. Facebook, Wells Fargo, Nationwide Insurance, Salesforce (just to name a few) are allowing thousands of people the ability to work from home. This has made it possible to avoid commuting to the HQ in more expensive metropolitans. Facebook employees make around \$250,000 on

average. However, that buys a shoebox to live in. Now with that type of income, moving somewhere with a lower cost of living is more doable and appealing. I predict another wave of Californians and New Yorkers moving to more affordable areas of the country!

## Digital Transformation

It is a nightmare to keep a home clean for showings. Covid-19 may have been a nice break for many prospective sellers. Virtual showings mean just one time to tidy up and stage your home! No more dogs to be boarded or renting extra storage space to declutter. Another great thing is that many documents are required to be printed, signed, and notarized. Many transactions were able to be completed with apps such as docusign to speed up the transaction.

## DIY Projects

The before and after pictures have been amazing. Many people rolled up their sleeves and slapped some paint on their faded walls, organized and updated their exterior landscaping. This added value to many homes and made people evaluate their needs. Homes that had a man cave had to convert to a home office. Many garages and basements have become a home gym.

The good news is that Trulia, RedFin and other home buying sites have seen continuous traffic. People have decided that they want to move to adapt to new work life balances such as homeschooling or working from home with dogs and kids. A lot of people have had the time to evaluate their needs and take the time to browse for a new home. Let us help you creatively market your business with your own moving billboard. People appreciate the ability to deal with less people and have less transactions. Offering a moving truck is one less stop that they have to make! Call us for more information.



# ADMIN CORNER

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## ATTENTION!!

### Working from home? Bring us with you!

Make sure you never miss an invoice or payment again, no matter where your office is located, with our paperless billing and automatic payment options.

☐

Sign me up for email billing!

☐

Send me information on setting up recurring payment via credit card or e-check!

Contact Name: \_\_\_\_\_

Customer ID: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

*\*Return completed slip with your payment or contact us at [admin@onthemovetrucks.com](mailto:admin@onthemovetrucks.com) or 800-645-9949.*

Check out this new easier digital process to pay your invoices. We encourage all of our customers to go digital! Help us meet our goal. Simply fill out this paper when you receive it in your invoice and include with your check.

Sincerely,  
On The Move Admin Team





THERE IS **ONE THING** THAT IS THE **SAME** IN EACH PICTURE BELOW! CAN YOU FIND IT??



**IT'S IN YOUR CONTROL TO  
APPROVE OR NOT APPROVE RENTALS.**

STAY OUT OF THE NEWS. USE ON THE MOVE  
RENTAL TRUCKS. NOT THE OTHER GUYS!!!



# RECIPES - THE QUARANTINE 15

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Since the Quarantine Fifteen is real, we thought we'd share some of our favorite healthy recipes to help you (mostly us) get back on track.

## TOMATO FETA COUSCOUS

Ingredients:

- 1/4 cup finely chopped shallots
- 1 cup uncooked couscous
- 1 cup plus 2 tablespoons fat-free, lower-sodium chicken broth
- 1/8 teaspoon salt
- 3/4 cup quartered grape tomatoes
- 1/3 cup crumbled feta cheese
- 1 tablespoon chopped fresh basil
- 1 tablespoon chopped fresh flat-leaf parsley
- 1 tablespoon lemon juice
- 1 teaspoon chopped fresh thyme

How to Make It

Heat a small saucepan over medium-high heat. Add oil to pan, swirling to coat. Add shallots; sauté 2 minutes or until tender. Stir in couscous; sauté 1 minute. Add broth and salt; bring to a boil. Cover, remove from heat, and let stand 5 minutes. Fluff with a fork. Stir in tomatoes, feta, and remaining ingredients.



## SALAD DRESSING

INGREDIENTS

- 2 medium lemons
- 3 tbsp shallots, finely chopped
- 2 tbsp Dijon mustard
- 2 tbsp capers, drained and finely chopped
- ½ tsp flaky sea salt
- ½ tsp natural sugar
- ¼ cup extra virgin olive oil

INSTRUCTIONS

- Segment the Lemons
- (Note: Do this over a bowl, so you're able to catch the juices)
- Using a sharp knife, cut off just enough of the fruit's top and bottom to expose a full circle of the flesh on either end.
- Stand the lemon on one of its ends, place your knifepoint at the seam where the fruit meets the pith, and use a gentle sawing motion to cut away a wide strip of pith and skin, following the curve of the fruit from top to bottom.
- Repeat the process until all you have left is a nice, round, naked fruit. (If you've missed any white pith, trim it off)
- Make a cut down either side of each segment, right against the membrane, and gently pry out each segment, one at a time.
- Flick out any seeds, and set the segments aside in a bowl, reserving the juicy membranes
- Set aside
- Squeeze the juice from the membranes into a separate bowl, add the rest of the ingredients, and stir well.
- Add the lemon segments and toss gently to coat them without breaking them up. Use straightaway or chill in the fridge, covered, for up to an hour.







## NATIONAL SELF STORAGE TEAM

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- Investment brokers with 30+ years of experience
- CMBS workout and restructuring
- Live and online auction services

**FOR MORE INFORMATION, PLEASE CONTACT**

Nick Malagisi, National Director-Self Storage  
[855] 304-0443 | [nick.malagisi@svn.com](mailto:nick.malagisi@svn.com) | [www.storagerealty.com](http://www.storagerealty.com)

All SVN<sup>®</sup> offices are independently owned and operated.



To our Valued Customers,

Thank you for your diligence in creating a safe environment for your customers and employees. Please review the safety recommendations and best practices for touchless rental and cleaning of your On The Move rental vehicle.

Rental agreements can be pre-written for customers who call ahead and/or printed, scanned, and DocuSigned.

Rental contracts can be emailed to customers.

Keys should be disinfected and exchanged wearing gloves.

When returning rental vehicles, customers can leave keys in the facility lockbox if available.

#### Rental Vehicle Cleaning

For our On The Move vehicles, we are following the guidelines released by the U.S. Center for Disease Control (CDC) that specifically address coronavirus, including using CDC approved cleaning and disinfecting products on our rental vehicles when they are returned.

All vehicles should be cleaned in accordance with these CDC guidelines when they are returned. Our cleaning process includes the following in-cab and exterior elements:

- Driver door handle (inside and out)
- Passenger door handle (inside and out)
- Seat belt and buckle
- All arm rests
- All head rests
- Steering wheel/turn signal/wiper controls
- High touch components, dashboard, air duct louvers, radio, temperature controls, etc.

Back door handle, Gas tank door and cap, and Ramp handle

As added protection for you, your employees, and your customers, we strongly recommend wearing gloves and masks while performing cleaning services and interacting with customer. As always wash hands thoroughly and frequently and follow all local, state, or federal orders in place.

Sincerely,

Your team at On The Move, Inc.

28825 IH-10 West  
Boerne, TX 78006  
800.645.9949  
830.755.2474  
Fax 830.755.2484

[www.onthemovetrucks.com](http://www.onthemovetrucks.com)



# IS YOUR RENTAL TRUCK PARTNER HOLDING YOU BACK?



## SHOULDN'T YOUR TRUCK SHOWCASE YOUR BRAND?

**On The Move** makes custom-wrapped trucks for self-storage operators to offer their customers. We wrap the trucks to showcase your brand, not ours. **YOUR SUCCESS IS OUR SUCCESS.**

844-547-9502 | [onthemovetrucks.com](http://onthemovetrucks.com)



**On The Move** Inc.  
Complete Rental Truck Program

# TRUCK OF THE QUARTER RE/MAX EXECUTIVES



**How and when did you become involved in the Real Estate Industry?**

In 1998 at 18 years old

**What areas do you serve?**

We service all of NW Indiana

**How has the COVID-19 pandemic affected your area or business or industry?**

Our agents are busier than ever, just doing business a little different. Lots of Virtual showings and electronic signatures.

**What was the deciding factor for you to invest in our mobile marketing vehicle concept?**

I actually purchased a used (very used ) truck in 2000 that only moved a few families before I took it to the junk yard. I have always loved the idea and now one day I would do it again , with a new truck

**How have you been able to use your truck during the COVID-19 pandemic to serve your community?**

Our truck just got delivered, so we

haven't had the opportunity yet. We plan on food & coat drives this fall. Fill a truck at RE/MAX Executives

**How do you use your truck normally?**

**Loan it out, community service, events, rent it, etc?**

Our truck will be an added service to our clients for free, we want to make the move as easy as possible. We plan on having it in all the local parades and events. We welcome any charitable organization or churches to use the truck at no cost.

**What is your favorite feature about the truck?**

It's a moving billboard. I feel it sets us apart from our competition and lets our community and

clients know that RE/MAX Executives will go above and beyond for our clients.

**Has the truck met your expectations?**

The truck has exceeded my expectations, our agents are so excited to offer this free service to their clients





# CHOOSE A 2019 AEROCELL TRUCK FOR INDUSTRY-LEADING VALUE

BY TARA HENRY, MARKETING MANAGER



At On The Move, we're proud to be able to help grow your business through our Unique Rental Truck Program for your clients' use.

Our Custom-designed Aerocell model offers key features which enable you to increase brand awareness, incentivize your prospects, and grow your bottom line!

Here's a deeper look at how the On The Move's 14' Box Design, available in either a Ford Transit or E-350, deliver on that potential.

## **AERODYNAMIC DESIGN**

On The Move's Aerocell box features a sleek design that stands above all other options.

The aerodynamic design reduces wind resistance saving up to 20% on fuel

expenses, while providing a much more comfortable ride than traditional moving trucks.

The Aerocell is created from a thick, fiberglass mold in one continuous process which produces not only a cleaner look, but also guarantees leak prevention.

## **SAFETY AND EASE OF USE**

Spot mirrors are included to increase visibility, and optional rearview cameras can be added for safety while reversing. Because the back door of the vehicle is extended, it covers the ramp, providing security while on the road and preventing loss when parked.

## **ADVERTISING CAPABILITIES**

Though performance is key, On The Move's Aerocell model also delivers unmatched advertising capabilities.

The precision fiberglass construction allows for the cleanest, smoothest surface of any truck on the market. Your custom, branded graphics will really POP! to create tremendous brand awareness in your community.

Make the Best Decision for Your Business with On The Move's Aerocell. When you lease with On The Move, you'll also receive a hand truck and a dozen furniture pads making your truck ready to rent upon delivery. Your lease also includes a 5 year/100,000 mile warranty and 3 year/36,000 mile roadside assistance. Ask us how we guarantee our unlimited mileage leases! Ready to get one of your own and see the immediate impact it can have on your business? Call 800-645-9949, email [info@onthemovetrucks.com](mailto:info@onthemovetrucks.com) or visit [onthemovetrucks.com](http://onthemovetrucks.com) today.

# On The Move Inc.®

Complete Rental Truck Program

# ACTION!

Account Tracking & Insurance Online

Innovative Technology For All Your Vehicle Renting Needs:  
Tracking, Claims, Accounting And Much More

## Version 2.0

### New & Improved

- Streamlined account creation for quick sign up
- Licensee login with admin capabilities for each location
- Ability to easily switch modes between licensee and location levels
- Clickable calendar based reservations
- Real time calendar updates for reservations
- Easy-to-use pick-up and return processes
- New online vehicle damage history
- Printable PDF rental agreements

**SIGN UP TODAY!**  
at [www.otmrentals.com](http://www.otmrentals.com)



## 800.645.9949

[www.onthemovetrucks.com](http://www.onthemovetrucks.com) | 28825 IH-10 West | Boerne, TX 78006



# RESOURCE GUIDE

For Truck Claims (Fleet Response)..... 800-338-0619  
SecureLease Claims ..... 212-269-8220  
Windshield/Glass Repair ..... 830-428-0785  
On The Move Roadside Assistance..... 888-242-9044  
Order Supplies ..... 800-645-9949  
Request Cert/ID card ..... 830-428-0785  
ACTION!2.0.....830-428-0778 or 830-428-0779  
Submit Address Change  
Email [info@onthemovetrucks.com](mailto:info@onthemovetrucks.com)

## **Important Websites:**

[www.onthemovetrucks.com](http://www.onthemovetrucks.com)  
[www.onthemovevehicles.com](http://www.onthemovevehicles.com)  
[www.onthemoveinsurance.com](http://www.onthemoveinsurance.com)  
[www.onthemovefoodtrucks.com](http://www.onthemovefoodtrucks.com)  
[www.otmrentals.com](http://www.otmrentals.com)

# DISINFECTING YOUR TRUCK

ENSURING YOUR TRUCK IS CLEAN AND DISINFECTED IS EASIER THAN YOU THINK



More Information:  
[onthemovetrucks.com](http://onthemovetrucks.com)

**WINNER**  
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INSIDE SELF-STORAGE. **BEST OF BUSINESS**  
**BEST TRUCK RENTAL/LEASING**

**SELF STORAGE ASSOCIATION**  
**PATRON**