



**Auburn Moving Company
Q4 2013 AABPA Newsletter
By Leslie Horton, VP AABPA**

Auburn Moving Company began, like many startups, as a vision and first opened its doors in 2005 with a single moving truck at Rob Huckins garage. He launched the business with a fellow partner and long term friend, Sean Minor. Rob Huckins background was in the moving and construction industries and Sean Minor hailed from the moving industry. They decided to take the leap of faith and discover where their business endeavor might take them. In their respective roles, Rob serves as CFO/Operations and Sean is the CEO/salesman.

Their journey has been upward where Auburn Moving Company has kept outgrowing its expanding facilities and now, for the past two years, headquarters are a 10,000SF building based at 10000 Hillview Road in Newcastle. Auburn Moving Company hopes to find its next home within the AABP during the coming few years. Today the business has 24 employees and 12 trucks/trailers to support their growing roster of business and residential customers.

Looking at additional avenues of potential growth, they decided to become an American Red Ball agent so that they could go beyond California and pursue interstate sales opportunities. That decision has served them well and in 2012 Auburn Moving Company won an award from American Red Ball World Wide Movers for being its largest commercial sales affiliate. Their out-of-state work has included such far flung destinations as Alaska, Florida, Hawaii, Panama and they coordinated out-of-country moves to England and Asia.

Rob Huckins attributes their business success to hiring employees who make customers feel special, who have a great work ethic and who provide safe delivery of truck loads of company or family assets. Auburn Moving Company only uses full-time employees to ensure that quality remains high in an industry where many movers rely upon temps and contractors who may lack a comparable level of dedication.

In 2013 Rob believes that Auburn Moving Company will successfully handle more than 2,000 local moves as well as their long distance assignments and this represents a healthy 34% volume increase over 2012. The partners estimate that approximately 56% of their business results from a combination of repeat and referral business. Their online presence contributes another 25% of their volume. To fuel more growth in 2014, Auburn Moving Company intends to become military certified as an attractive additional sales channel and to further expand its growing business clientele. Residential customers will continue to remain a priority.

Born in Auburn as the 7th child of 12 and the owner of that original family home, Rob Huckins loves being a farmer/rancher in his off hours and raises vegetables, fruit trees, goats, rabbits, chickens and cattle as well as alfalfa hay. A committed family man, he and his wife have four children and his oldest daughter married in 2013. In his "spare" time, you will find him serving as a bartender for the Auburn Chamber and AABPA events. As for partner Sean Minor, high on his wish list is a desire to become a pilot flying in and out of the Auburn Airport.

