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CHANGING SPACES MOVING INC.

At Changing Spaces Moving Inc., business is a family affair.

The Birmingham-based moving company is owned by Joe Planson, who serves as chairman, and his son Scott, the president and operations leader. Joe's wife, Peg, handles payroll and scheduling, while Scott's wife, Lori, controls the books. Even Joe's sister, Tammy, is involved, leading the company's sales and marketing efforts.

Much of the success of Changing Spaces can be illustrated in the company's growth.

Joe, who previously worked as an engineer, and Scott started the company in 2003 with two employees. In four years, Changing Spaces has grown to 19 employees and 10 trucks. Joe said he is very careful about the employees he hires because he feels they make the difference in the field.

"First-class people hire first-class people," he said. "Second-class people hire third-class people."

Joe said hiring well is one of the most important aspects of the business.

"Getting the right people is the cornerstone



Planson

of our business," he said. "When our guys are moving a heavy armoire, they know how they are going to do it automatically."

In fact, Changing Spaces Moving is so committed to having the right people on staff, the company actually

sidelined some of its trucks last summer. "We never could find the right guys, so we didn't run it," he said.

Joe also said the Birmingham market has been a great one for the moving business because the economy is very diverse. While housing moves have cooled, other aspects of the business are just now heating up.

That should keep Changing Spaces moving in the right direction for years to come.