



What's good for the seller is good for their employees

One Owner found selling to ArchivesOne didn't just benefit him, it opened doors for his employees as well

Peter Morse, former owner of Vermont Record Storage, had concerns any business owner can relate to. Would ArchivesOne treat his customers with the care he did? Would his employees be treated fairly? It's a small world, no matter what community you live in, and Morse knew he'd see these people again. It didn't take long to realize he'd made the right choice with ArchivesOne.

Following 15 successful years with his records management company, Morse sold to ArchivesOne in 2003. Morse knew he was doing the right thing for himself. As he puts it, less overhead and management with a check at the end was a no-brainer. But he needed to know his employees would be taken care of.

"I was concerned about my guys," Morse said. "But when I looked at the logistics I realized you can't just go in and do it with all new people."

He was right. Morse found that ArchivesOne had no intention of firing off his current work force. In fact, employees picked up by ArchivesOne benefit from working for a company that optimizes systems with technology and is always looking for new ways to improve itself.

Morse continued to do some research. He contacted a few owners that had already gone through the acquisition process. He soon discovered that the employees could benefit from a sale as well.

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Morse File

Seller: Peter Morse
Company: Vermont Record Storage
Acquired: 2003
Summary: Continued employee care

"They can offer better incentives ... they offer growth within the company."

Peter Morse
Vermont Record Storage

"They can offer incentives as a corporation that I never could," Morse said of ArchivesOne. "Better benefits, better vacation, 401K ... I don't have any kind of retirement set up. And they offer growth within the company."

Morse also noted that one of his employees was grumbling about the sale of the company, but since the transition, he's been happy. He's even been promoted twice.

"There's a lot more opportunity than I could offer," Morse said.

And most importantly he's proud when he sees former employees and customers.