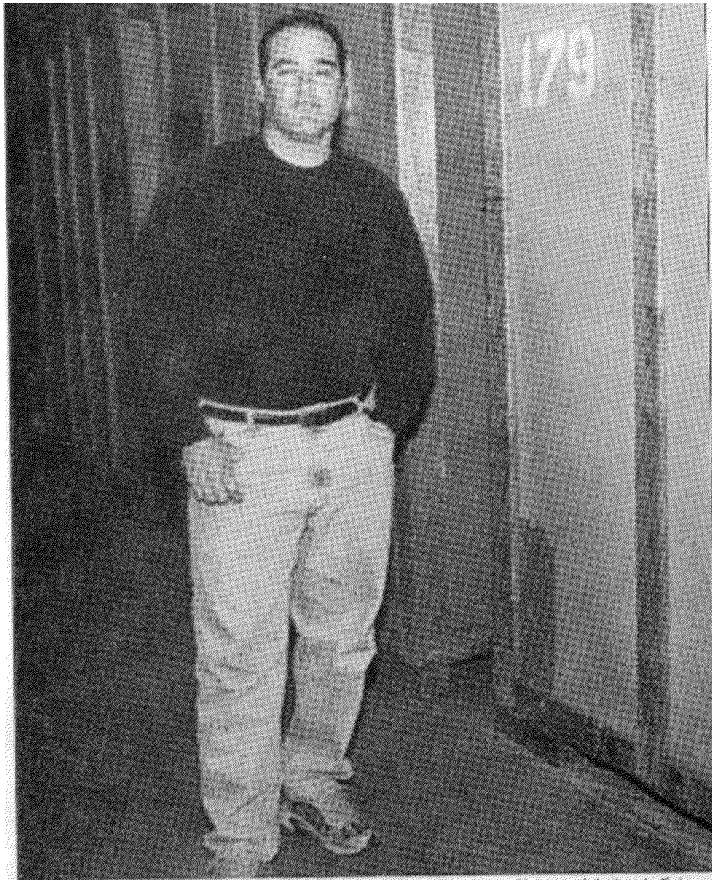


C & D offers moving services with TLC



Photograph by Laurie Gabourdin

Mark Chisholm, general manager of C & D Moving & Storage.

On the Job with...

MARK CHISHOLM

By SCOTT BENJAMIN
Staff Reporter

A family-owned moving and storage company has become a fixture on the Brookfield scene in the past decades.

"We've had people do five or six moves with us over the last 10 years," said Mark Chisholm of Danbury, general manager of C & D Moving & Storage, which is housed in an 1,250-square-foot building on Del Mar Drive.

"We also get a tremendous number of customers by word of mouth," he said last week during an interview in his office.

Mr. Chisholm's late father, Jon Chisholm, opened the business with his former partner, William Dunn, in Danbury in 1964. C & D Moving & Storage has been at its current site since 1972.

Mr. Chisholm said the company generated about \$1.5 million in revenue last year.

A graduate of Danbury High School and Villanova University in Pennsylvania, Mark Chisholm

'they say it's the most stressful thing after marriage and divorce.'

MARK CHISHOLM,
GENERAL MANAGER

has headed the operation since his father died in 1998. His mother, Marilyn Chisholm, a computer programmer with the Goodrich Corporation in Danbury, is principal owner of the firm.

Mr. Chisholm said 70 percent of their business comes from residents moving within the metro Danbury area. "We even did well during the recession because the housing market has been so active in the area," Mr. Chisholm said.

Even with spiraling insurance costs, he said, C & D Moving & Storage hasn't had a rate increase in two years.

"I think a lot of our success also has to do with having excellent salesmen," Mr. Chisholm said, praising the work of Thomas Lawler of New Milford, who has been with the company for 20 years, and Matt Chila of Danbury, who has been on the staff for five years.

Mr. Chisholm said some customers are uncomfortable about moving their belongings.

"They say it's the most stressful thing after marriage and divorce," he said of moving.

"You have to be as concerned about someone's belongings as they are," Mr. Chisholm added. "If you don't do that, you will hear from the customer during the move."