



Objectives:



Use of the Dun & Bradstreet platform for over **15 Years**



Network of **370 Agents**



2022 and **2023** Fleet Safety Awards from American Trucking Associations

Key products used:



Wheaton | Bekins Relies on Data Quality for Credit Decisioning with D&B Finance Analytics

Building Relationships with Wheaton | Bekins

Wheaton | Bekins has grown from humble beginnings to a worldwide moving company; founded in 1945, Wheaton World Wide Moving became the first carrier in the nation to complete 50-state regulatory commerce in the industry. In 2012, the company acquired Bekins Van Lines, which was founded in 1891 and is the oldest continuously operating van line in the country.

The company's services range from household to corporate and commercial moving, in addition to special commodity moves for domestic and business needs. Wheaton | Bekins is proud of its well-maintained reputation, serving thousands of customers and earning the 2022 and 2023 Fleet Safety Awards from the American Trucking Associations.

It comes as no surprise, then, that Wheaton | Bekins' finance team views its customer relationships as a top priority as well. Louis Franzetti, manager of the credit and collections department, ensures the company enters relationships with companies that maintain a satisfactory credit profile, a priority for the Wheaton | Bekins finance team. The team can then keep its exposure limited, and loss at a minimum, while still investing back into the company's agency network.

Wheaton | Bekins Depends on D&B Finance Analytics for the Full Picture

The finance team at Wheaton | Bekins relies on D&B Finance Analytics Credit Intelligence to provide an unbiased review of how a company pays its vendors or creditors. Franzetti shares that, without putting much stock into credit applications, as this leaves a potential for bias, the Wheaton | Bekins finance team looks to D&B Finance Analytics Credit Intelligence to "allow them to see a more complete picture of payment history, not just the picture the way they (the applicant) want you to see it."

This gives the Wheaton | Bekins finance team assurance that the credit decisioning is as complete as possible, while moving through the credit application process with clarity and ease. “D&B Finance Analytics provides a thorough review of a company’s financials. From bankruptcy information to trade payment, litigation and UCC (Uniform Commercial Code) filings, company size and subsidiary information, you have a ton of information at your fingertips, at the click of a mouse,” Franzetti said.



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LOUIS FRANZETTI

Reliable, Quality Data



We’ve been using the Dun & Bradstreet platform for well over 15 years. Over the years, the platform through which we access credit information may have changed, but the quality and quantity of information has not.

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“We’ve been using the Dun & Bradstreet platform for well over 15 years,” Franzetti said. “Over the years, the platform through which we access credit information may have changed, but the quality and quantity of information has not.” Wheaton | Bekins has looked to Dun & Bradstreet to keep informed when extending credit terms to another business. Franzetti and his team learned a long time ago that their best practice for deciding credit terms would be to rely on a more complete financial picture, one supported by quality data – which is the foundation of D&B Finance Analytics Credit Intelligence.



A More Complete Picture
of Payment History



Clarity within the Credit
Application Process



A Thorough Review of
Company’s Financials

About Wheaton | Bekins

Wheaton | Bekins, which operates under the Wheaton World Wide Moving and Bekins Van Lines brands, provides interstate transportation and relocation services for individuals, businesses, and government agencies. The nationwide company also provides relocation services for US military personnel. Wheaton | Bekins' specialties include transportation of medical equipment, computers, new furniture, store fixtures, and Steinway pianos. Wheaton | Bekins operates through a network of about 370 agents in the US. An ESOP company, Wheaton | Bekins is owned by its employees.

ABOUT DUN & BRADSTREET®

Dun & Bradstreet, a leading global provider of B2B data, insights and AI-driven platforms, helps organizations around the world grow and thrive. Dun & Bradstreet's Data Cloud fuels solutions and delivers insights that empower customers to grow revenue, increase margins, manage risk, and help stay compliant—even in changing times. Since 1841, companies of every size have relied on Dun & Bradstreet. Dun & Bradstreet is publicly traded on the New York Stock Exchange (NYSE: DNB). Twitter: @DunBradstreet

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