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students – Find The Right Removal Company

By Stephen Willett

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Of course we all want to save money. But as in most things, in removals, value for money is not the same as cheap.

I am not addressing the well heeled client, who by spending top money hopes to obtain top service (hurrumph). I am interested in how clients with small or single item loads to move, should approach the business of balancing cost against quality:– How can you know until it's too late?

Of course every move is different.:– Some single items can be difficult. I have moved kilns, and machinery, as well as pianos, the latter up tight stairwells. You may imagine that each job demands the right manpower, equipment and planning.

So often, a removal quote is as much about how the move will be carried out as the cost. Therefore, satisfy yourself that the remover is thinking properly about your case.

Sometimes prospective clients can hardly be bothered to think about the task at hand, and opt for the lowest quote to come in. That means that if the client has not got her wits about her, she may fall for a company which has not considered or is not competent to assess any problems which might arise during the job.

So much concerning the assessment of a job is subjective that clients should take time make up their own **danger list**, and actively bring these points to the attention off the estimator. Removers cannot know what obstacles or delays await them at the delivery end. Clients interested in obtaining the best price will therefore do themselves a favour with a little forethought and a full declaration of any perceived problems.

I am put in mind of a lady we once moved. After a four hour drive, we had to wait two hours for the client to show. When she did, she was unabashed–`What a lovely lunch we have just had!...'she exclaimed, `we found such a lovely restaurant! ...' I am very sorry madam;– but that's why we have conditions of carriage!

Not properly packing your property is a false economy. So the price may be lower, but if something is broken, then you will pay more to replace or repair it, and, there is no such thing as insurance cover for badly packed property. . . Actually I will go further: The insurance industry hates insuring private property for moving.

Insurance is expensive and so full of exclusions and excess clauses, that your best bet is to pack it properly.

One more thing about insurance. Your remover should not seek to insist on hefty insurance premiums. There are several reasons why it is not in their interest to allow a claim through. I do not wish to upset respectable and honourable removers, but I do advise:—If you want insurance, then get your own cover.

The quote you accept must allow for sufficient time, labour, and van space to handle your property

gently.

I spend so much time persuading new guys who come to work for me that it's not about strength: – It's about being careful – and that requires sufficient staff for the job.

A quote which is too low may result in a lack of preparation, a careless rush, exhausted staff, and damage to your property.

The bottom line is:— Think about the problems – discuss them fully with prospective removers, and make his job as transparent and easy as possible – pack properly with proper materials - insure yourself

Now the low price you get will also represent good value.

You can find more help at

which offers advice on all removals, specialising

in reducing the cost of small moves and single items, by sharing transport, and facilitating load grouping, and return loads.

The author has spent 25 years in various service industries, including the last 8 in the removals sector.

Student Moving Expenses

By Stephen Willett

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So you haven't got a car but you have got a load of stuff to move. You may even have some difficult item of equipment. You may represent a club, society or even a department with a one off moving problem....

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You find yourself turning to the internet, yellow pages, or local paper for a removal company. One cheap option may be to – if your removal is particularly easy – to persuade a delivery line to handle your job. These guys are however, of limited use outside the business world: – They expect minimum loading and unloading times, and minimum effort, labour and handling. Don't delay them! for them it's all about organising an efficient delivery route.

What is needed is a way for students, with their part loads, to be able to tap into the economies of multi-drop delivery, but with a removal service's flexibility; – i.e., with customer service.

What's that? Cheap, good service from a removal company – are you crazy?

Well actually no. Here's a proposition for you. It is reasonable to conclude that if finding a cheap quote is the priority, you are likely to be drawn to the err – less professional end of the trade. In fact the trade with its lack of barriers to entry is particularly vulnerable to rogues– we've all heard the stories. The fact is that competent pros know their price and that know that accepting cheap work ultimately leads to bankruptcy.

So what to do? There is a need for an exchange where customers can post their loads and vetted, customer oriented removal companies can make up grouped loads, and, find return loads as well.

Removal companies already get many enquiries for small loads and single items which they cannot economically satisfy – and these would be thrown in the pot bringing strength to a student exchange.

Why students? – Because students need to travel long distances at (broadly) the same time. They will also be interested in being flexible enough to achieve savings, and may even go the extra mile to maximise savings.

It's a win/win situation in which removal companies can offer drastically lower prices and increase their profitability. In other words students can be attractive to the good professionals in the removal trade.

Note: We are probably not talking about large removal companies here – their structures and profiles are not suitable. We are talking about the many professional family businesses.

This is the mission of the

See also:

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