



Cheap is expensive: A look at corporate relocations

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Moving! There, I said it. Unfortunately just the thought of moving one's office conjures up a slew of (erroneous) negative images. Like root canal, divorce, and schlepping 3 toddlers to Disney, moving is too often viewed with trepidation and anxiety. But have no fear! As with most things we are afraid of, by implementing a direct and concise plan of action we can reduce all that anxiety and ensure success. I will prove to you that the moving experience is not as unpleasant as it is portrayed. Moving should be viewed as a fresh start, a new beginning and a recharging of people's work batteries.

To those given the responsibility of managing an office move, I offer you the advice of my 3rd grade teacher Yetta Kalikstein; "Always remember the 5 P's; Proper Preparation Prevents Poor Performance." At Eagle Transfer, this begins with the assignment of a dedicated project manager to act as the point person, and more importantly, your partner throughout the move. By utilizing their professionalism and experience, they can assist you in identifying the entire inventory to be relocated, manage the "to/from" list, and liaise with building management to assure all proper freight and delivery arrangements are in place.

It is imperative that a clear understanding of the scope of services to be performed is decided upon at the project's inception. Who packs what? What carpentry work is to be performed? Are there any post-moving services, etc? Always have these numerous particulars in writing as you would for any other contractor. The mover is an integral part of the entire relocation project and will appreciate being treated as such.

Many of my clients have told me the difficulty they have had choosing the correct vendor. The best advice I can give is, do not simply choose the lowest price. As dear old dad would say, "cheap is expensive." The decision as to whom to partner with should be viewed in a similar fashion to deciding upon a long-term partner, not just a "one night stand." In almost 75% of the assignments Eagle receives, our clients ask us to perform a myriad of ancillary services after completion of the main move. In numerous cases these lead to decades long relationships. Like a date, you should spend time with your perspective vendor. Are you comfortable with them? Do they appear to be looking out for your, and your organization's interests? Are they providing you with value above and beyond the physical move itself? If you hesitate to answer yes to any of these questions, continue your search till you find Mr/Mrs. Right.

If you follow these simple steps you will find the moving experience to be a bright smile, a happy marriage, and a free trip to Disney.

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