

# NOTHING FUN ABOUT MOVING BUT EXPERTS MAKE IT EASY

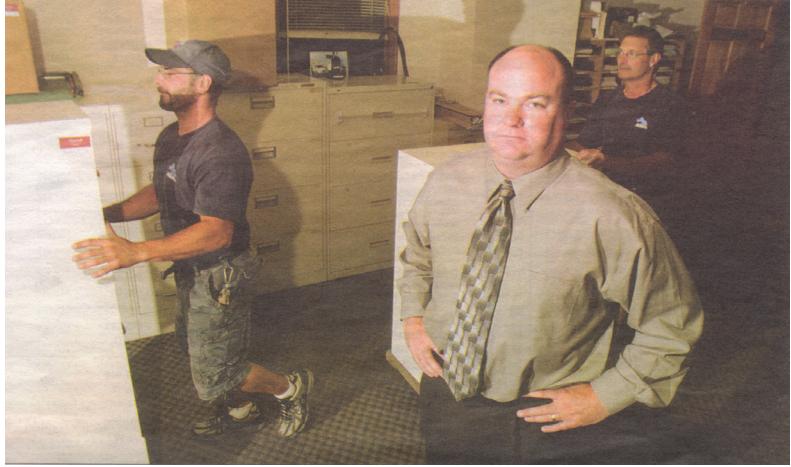
by Jane Schmitt

Whether it's a single office or a large corporation, there's only one way to ensure a smooth move.

Trust the experts.

"It's what we do," says Joseph Palisano, a director of Lincoln Moving & Storage Inc., Buffalo. "This is like anything else where you need someone with expertise. We have the proper equipment and trained personnel to do the job.

"(Business owners) have enough to worry about. It just makes sense to have a mover handle everything else"



Mover David Balus, left; Joseph Palisano, center, director of Lincoln Moving & Storage Inc.; and Jeffrey Vick, commercial move manager; figure out the logistics of getting a business from one space to the next. PHOTO BY JIM COURTNEY, BUSINESS FIRST

Office and commercial movers help everyone from small businesses to industry giants that are changing their address for reasons ranging from expansion or relocation to upgrading or downsizing.

Moving an office, no matter the size, can be stressful and time-consuming but hiring a professional will make the process easier while minimizing disruptions to your operation.

Interestingly office moves generally produce less stress than residential because the emotional involvement is limited, says Lou

Herman, co-owner with his wife, Laurie, of Herman Movers in Amherst.

"The emotional part in a house move is you're moving your life," he says. "Your whole life goes into one or two trucks and it goes down the road. You lose everything familiar to you. Most people don't like change, but when it's work, it's probably giving you some excitement if you're going to a new place to work"

Corporate customers generate a lot of business for Lincoln Moving & Storage, which describes itself as a full-service transportation company and an agent of Atlas Van Lines. The keys to every move, according to Palisano? Pre-planning and organization.

And that planning should begin right away sometimes months before the physical move. Once you sign a contract with a moving company, get going because the more time you spend planning, the less chance of any problem or surprises on the actual moving day.

"It's really a big part of the process," says Dan Vacanti, general manager of Fisher North American in Hamburg, a moving agent for North American Van Lines. "The more prepared they are, the quicker and more efficient it will go and the less downtime they will have. And that's huge."

Palisano says his company typically schedules a meeting - he calls it a "move orientation" — with management and/or employees to outline the process and discuss what needs to be done. Indeed, he and other industry experts say educating the customer about the moving process is part of every single job they handle. They pride themselves on ensuring that everyone involved knows what to expect so there are no surprises down the road.

A special area of interest, for both the customer and their mover, is office technology. These days, most moving companies have technology consultants who specialize in handling computers and other sensitive data systems, as well as sophisticated phone systems.

Keep in mind that project costs will vary, depending on such things as number of trailer loads, the manpower required, complexity of the move and time spent on the project. So seek more than one estimate and compare prices.

Says Vacanti of Fisher North American: "We have the experience. We have the proper equipment. We have the people who are trained to do this. We have dealt with the logistics of doing this sort of thing before.

All those things factor in" when choosing a professional.

Herman, meanwhile, says he is ready and willing to work with his customers to achieve the ultimate goal: a problem-free move that leaves management satisfied and the company ready to get back to business.

"We go out and look at their office," he says. We go through each room and tell them what they need to do to get prepared. We listen if they have any suggestions. Sometimes they want to use color codes or number codes. Whatever they want to do, we can adapt. We find that most people really do want to work with you."