



General

♦ In reviewing estimates always use a spreadsheet to compare: Companies insurance, tenure, experience, referrals, storage facilities, is the company a broker (have you seen their trucks?), resources (smaller movers are stretched thin during summer and ends / beginnings of months), BBB report, are the movers formally trained.

For Local Moves compare man hours (#men x # hrs...a low estimate can be underestimated), most moves are 1 day moves (2 day moves allow movers with less resources to do more moves). If a range is given of hourly rates it is because the mover is not sure whether they will have ?#men or ?#men working on your move day.

Moves within Virginia moving Over 31 miles are regulated by the state and must be charged by actual weight.

Interstate Moves are based on weight and watch out for “absolute guaranteed prices”, they wont be if the mover loads more items than is listed on the estimate inventory, how does the driver acquire labor at destination, if considering a “Van Line” will the estimating company (agent) actually be moving you, does the company track its’ trucks (GPS), JK will guarantee (with consequence), in writing, your load and delivery dates...most of our competitor will not.

For Storage Moves does the mover own their warehouse, does the mover load storage containers at the home, will a flat bed truck be used on your move (rain)

- ♦ Pack a box or 2 of items, documents and / or clothing needed during or immediately after the move.
- ♦ If you are going to move anything yourself, first move “do not move with mover” items, 2. large pictures 3. lamp shades
- ♦ Deposits: If your Mover does not require a deposit - NO legal transaction has been made. Be wary of deposits over 15%.
- ♦ If guaranteed something by a mover (delivery), you must also know what are the consequences if that Guarantee is not met.

Packing

- ♦ Use dish-packs (double thick cardboard) for your fragile items. These boxes do not crush! Use three inches of crumpled paper in the bottom of box and between layers. Dishes should be vertical in box.
- ♦ Pack Fragiles last. It makes less sense to run out of time and have your mover pack things that do not break.
- ♦ The average person uses 5-10 cartons per room—more for the dining room, kitchen, basement and library.
- ♦ Pack “light” things in large boxes, heavy things in small boxes and medium weight things in medium boxes.
- ♦ Label every carton immediately upon sealing. Label as to room and contents.
- ♦ Pack each carton while it sits on top of another carton or in the seat of a side chair. The less you bend--the less you ache.
- ♦ Color code your boxes and the room the boxes will go with the same color.

Logistics

- ♦ Notify your Moving Consultant of any interior sprinklers, stairs, long walks, elevators or construction at destination.
- ♦ Customer must remove all items from the attics without floors.
- ♦ In apartment buildings, make all elevator and access arrangements well in advance and inform your representative of any special requirements.
- ♦ On narrow streets, where parking is difficult, you should notify local police at least 10 days in advance. They will post “No Parking” signs for the day you request. Allow at least 75 feet for our trucks.

Furniture and Home

- ♦ The customer must provide the packers and driver with a list of serial numbers for any guns to be transported. The packers will write the serial numbers on the inventory. Cartons must not identify firearms.
- ♦ The customer should check all dresser drawers to be sure nothing valuable or breakable is left in them, the day before the packers arrive. Items left in drawers will be transported as is.
- ♦ Any item that is permanently affixed to the walls or ceiling must be taken down by the customer if he/she wishes to have it transported. JK does offer a “Beyond the Move” service which could perform this service.
- ♦ Trash cans should be used to contain long handle tools and hose / extension cords.

Furniture and Home (continued)

- ♦ Any item that is permanently affixed to the walls or ceiling must be taken down by the customer if he/she wishes to have it transported. JK does offer a “Beyond the Move” service which could perform this service.
- ♦ Trash cans should be used to contain long handle tools and hose / extension cords.
- ♦ Computers need to be made ready for transport, including back-up, etc, by the customer. JK does offer a “Beyond the Move” service which could perform this service.
- ♦ All items that are flammable / hazardous must be transported by the customer. This includes aerosol cans of any kind, fire extinguisher, paints and paint cleaners, ammonia of any kind, cleaning fluids, and matches.
- ♦ The customer should move finials on Secretary, pins in bookshelf, keys for cabinets and any other small, loose hardware.
- ♦ We recommend against polishing the furniture just prior to your move date.
- ♦ Let your Moving consultant know of any fragile or broken pieces of furniture so they can be treated with special care.

Appliances

- ♦ Gasoline in lawn mowers / gas powered equipment should be at least ¼ tank or less. Propane tanks can not be moved.
- ♦ The customer must provide the packers and driver with a list of serial numbers for any guns to be transported. The packers will write the serial numbers on the inventory. Cartons must not identify firearms.
- ♦ The customer needs to empty, defrost, and clean the refrigerator and/or freezer the day before the driver arrives. Perishable items cannot be transported.
- ♦ Disconnect water line to washer and electric to Dryer. Prepare upright Washer with Moving Kit. JK does offer a “Beyond the Move” service which could perform this service.
- ♦ Barbecue grills that use coals should be cleaned out by the customer the day before the packers arrive.

The JK Difference

- ♦ All of our JK employees:
 - ♦ share in the company profits, therefore JK has a stable, satisfaction motivated workforce with a vested interest in pleasing you.
 - ♦ receive small incentive bonuses based on how you rate their service and professionalism.
 - ♦ all Movers and Packers undergo initial Drug and Background Checks and are subject to random Drug tests.
- ♦ JK Moving has dispatch offices in Virginia and Maryland. Depending on your location we will dispatch your Movers and Trucks from the appropriate office so as to avoid the current traffic problems.
- ♦ JK Moving and Storage is an Independent Mover. All jobs are booked through one channel (Customer Service) and once your job is in our system we take the men and trucks out of the available inventory. We do not rely on Agents (independent companies which share one brand name) across the country to move our customers. JK controls your whole move from estimate to delivery. JK does not “Juggle” your home between different agents of varying abilities. You have me and a Customer Service representative in touch with you during the entire move.
- ♦ **Compare the Time Estimated:** If you compare your estimates “apples to apples” you can not be fooled.

2 bedroom apartment moving 4 miles to a Townhome
Mover Cost#1 \$1085
Estimate #1: 3men/1trk 6+1 hours (\$155/hr)18 total man hrs
Mover Cost#2 \$1435
Estimate #2: 4men/1trk 6+1 hours (\$205/hr)24 total man hrs
If you choose MoverCost#1 but there is 24 man hrs in the actual job, the cost would be (24 hrs/3 men=8+1* \$155) or \$1395 = \$100 difference

4 bedroom house moving 29 miles to a 6 bedroom house
Mover Cost#1 \$3126.25 (estimated 14000 lbs)
Estimate #1: 6men/2trk 9.25+1 hours (\$305/hr)55.5 total manhrs
Mover Cost#2 \$2250 (estimated 11,500 lbs (which fits on 1 trk)
Estimate #2: 5men/1trk 8+1 hours (\$225/hr)40 total man hrs
If you choose MoverCost#2 but there is 55.5 man hrs in the actual job, the cost would be \$2756+second trip @\$225 or \$2981.25 = \$145 difference

- ♦ JK uses GPS technology to know where every truck is at all times.
- ♦ JK Guarantees the Pick-up and Delivery Dates.
- ♦ JK only requires a 10% deposit when you reserve your dates with the balance due on delivery. Visa, American Express, MasterCard, Certified Check, or Cash is approved for payments.
- ♦ JK currently has 170 Professional Movers (that are year-round, full time), 60 Professional Packers, and 100+ trucks dedicated to your local move.