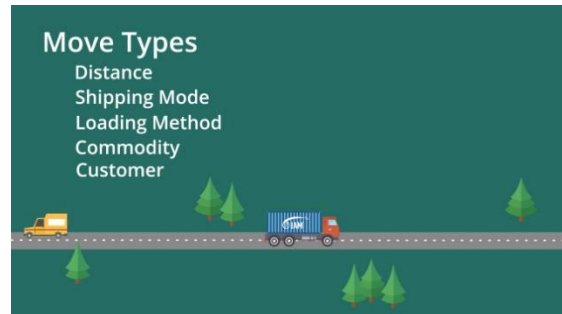


Introduction to Move Coordination - Move Types

In the previous section, we learned about some of the major reasons that cause people to move. Now, let's discuss the various categories or move types. The definitions of move types and their application will vary widely depending on where in the world you are located. While some of these move types and categories may not be directly relevant to your area and your current job assignment, remember that as a Move Manager, you are providing professional advice to your customer. Your overall knowledge of the moving business will help you provide the best guidance possible.



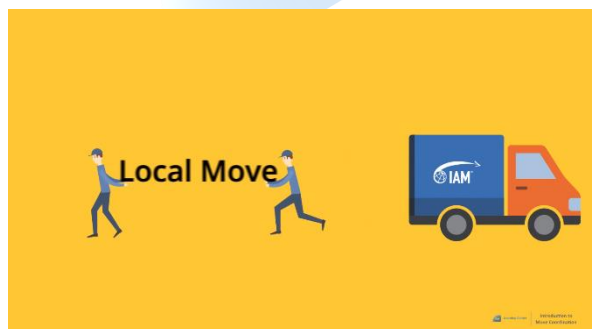
Move Types by Distance

- **Local**
- **Long Distance**
- **International**

One way to categorize move types is by distance. These move types may have different meanings depending on your country or the area of the world you are located in. A long-distance move may not have much meaning within a small country like Singapore whereas a long-distance move may be further subdivided into intrastate moves and interstate moves in a large country like the United States.

Local Moves

There are no universal definitions for what constitutes a local move but typically, they have an origin



and destination in the same city. Depending on the size and scope of the move, a moving crew may be able to pack and load the goods into a moving truck and deliver the same day. Larger moves may require separate packing days and delivery days but typically the goods would be picked up and delivered in the span of 1 or a few days at the most. Local moves will also include moves from a residence to a storage facility in the same area.

Long-Distance Moves

Long-distance moves may be segmented depending on the size of the country or continent. In countries like the United States where areas are divided into states or in countries like Canada where they are divided into provinces, an Intrastate move may have different requirements than an Interstate move. This may be due to differences in local laws and rules that govern transport in those areas.

The term “intra” in this context means within the same. So, an Intrastate move describes a move within the same state. The term “inter” in this context will mean between. So, an interstate move is one that takes place between two different states.

With the formation of the European Union, the free movement of goods and traffic within EU countries may act more like Interstate moves but they are considered Intra-Continental moves. Although the distance between Finland and Russia may be relatively small and can easily be covered in a day’s drive by truck, it would definitely be considered an international move between two countries. Distance is only one consideration in categorizing these move types.



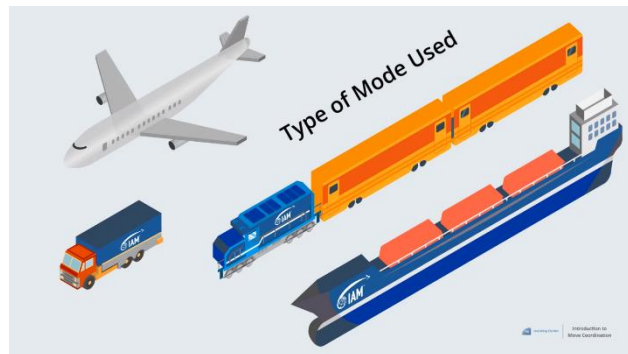
International Moves

International moves involve crossing an international border between countries. This can occur via truck or rail movement across international borders within the same continent as in Europe or North America. It is often associated with moves that are shipped by air or sea, sometimes referred to as Deep Sea moves.

Move Types by Shipping Mode

- **Truck**
- **Rail**
- **Air**
- **Sea**

Another way to categorize moves is by the type of mode used. Each mode has its own characteristics and requirements. It is important that we understand the benefits and limitations of each mode so that we can make professional recommendations to our customers based on understanding their requirements.



Truck

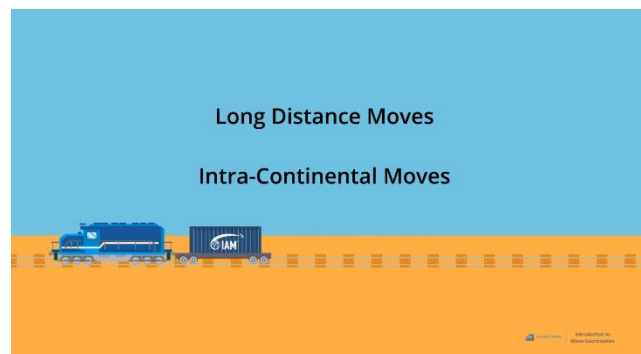


- **Vans**
- **Lorries**
- **Tractor/Trailers**

Trucks are commonly used for local as well as long distance moves. Specialized moving vans can be purpose built and equipped to make the loading, transport and unloading of household goods and other fragile, irregular commodities more efficient.

Rail

Shipments can be loaded into standardized containers and then shipped via railroad. This type of service is typically associated with long distance intra-continental moves in markets like the United States and Australia. While advancements have improved rail service considerably, shipments by rail have not been as widely used in many markets because of the rougher handling associated with rail. Rail may sometimes be a part of intermodal shipments. An intermodal shipment combines two or more modes. For example, a container may be moved by ship over the ocean and then transferred from the port to an inland point where the container is then moved by truck to its final destination.

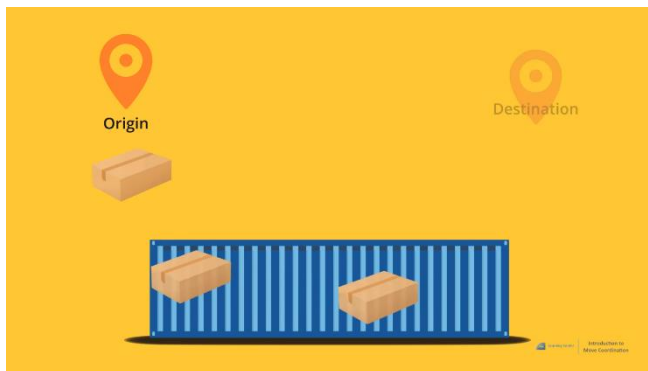


Air

Shipments by air typically move much faster than other modes but freight costs will usually be much higher. For this reason, air shipments are often associated with smaller shipments that have a requirement for faster transit.

Move Types by Loading Method

Moves are often categorized by the type of containerization or loading method. Household goods shipments are usually loaded into containers of some type to minimize the risk of loss and damage. A truck can be considered a type of container used for moves with a fairly short duration. In a local move, for example, the goods are loaded into a container which is the truck body. It is then transported to its destination where it is unloaded from the truck. Since trucks are used for transport, this type of container must usually be emptied in a fairly short period of time so the truck can be used again for transporting other goods.



A steamship container is another type of container typically used to load goods at origin for transport to its destination where it is unloaded. Use of containerization minimizes the risk of loss and damage to the goods and can make cargo handling much more efficient. We often refer to moves by how they are containerized and whether the shipment uses the container **exclusively** or shares the container with other shipments.

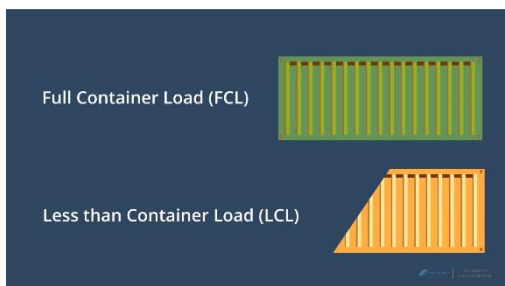
- Full Container Load (FCL)

- Less than Container Load (LCL)

- Full Truck Load (FTL)

- Less than Truck Load (LTL)

- Consolidation/Groupage



Shipping companies and trucking companies will sell space on a full container load basis and less than container load basis. Since handling one customer in one container is most efficient, the rates for FCL are usually much lower per unit than LCL. This is also true of air shipments where full containers are called ULDs or Unit Load Devices.

For this reason, some companies specialize in grouping or consolidating shipments together. They make use of the much lower FCL rates and sell space on a unit basis at a rate that is much more efficient than the LCL rates offered by the shipping companies. These companies that provide this consolidation service are called forwarders. One special type of consolidation that is used in the household goods moving business is called groupage. Groupage companies specialize in the careful handling, inventory and clearance procedures required when many small household goods shipments are consolidated together for international shipping.

Groupage Companies specialize in:

Careful Handling
Inventory
Clearance Procedures



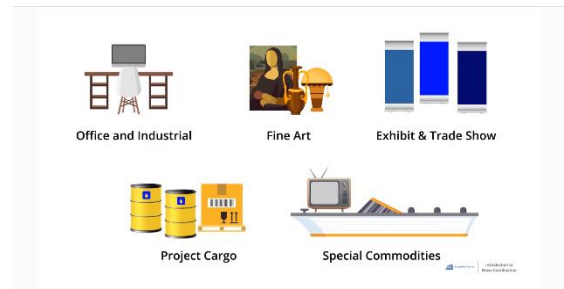
Van Lines



Companies that specialize in long distance truck moves are sometimes referred to as van lines. A van line may have a centralized dispatch function which serves to group shipments together into logical and efficient routes for the driver so that shipments can be picked up and delivered along the way during a planned trip.

Move Types by Commodity

The primary commodity transported by moving companies is household goods and personal effects. The specialized care that is required to pack, inventory, load, transport and deliver household goods make moving companies uniquely qualified to handle other types of irregular freight. Here are some examples.



- **Office & Industrial (O&I)**
- **Fine Art**
- **Exhibit & Trade Show**
- **Project Cargo**
- **Special Commodities**
 - **Electronics/Medical/Scientific**
 - **Vehicles/boats**
 - **Specialized warehousing/distribution**

Each of these move types benefits from the specialized care that moving companies take in planning, packing, inventory, loading, storage and delivery. Not all movers have the skills, equipment and experience to specialize in the transport and storage of these commodities. While some movers may offer these services as **diversifications** most companies choose to specialize and make significant investments in the staff and tools that are required.

Move Types by Customer

Another way to segment the moving market is by customer type.

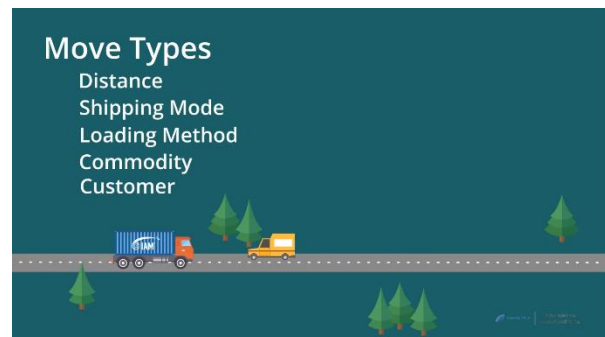


- **Private Consumer**
- **Corporate**
- **Government**
- **Relocation Management**
- **Company (RMC)**

Relocation Management Companies or RMCs are a special type of customer for moving companies. RMCs offer to manage various aspects of a corporate or government client's relocation program as an outsourced third party. So, instead of the human resources department having to make arrangements for the immigration & visa requirements or the housing related aspects of a move, a corporation may choose to outsource certain parts of their relocation program to a third party. These services can include move management; meaning that the RMC will make arrangements for placing and managing the move with the moving company.

Move Types

In this section, we learned about the various ways that we can categorize moves by type. Moving may be a very basic service industry with low barriers to entry but you may be starting to understand that there are perhaps **infinite** possibilities within this industry. The common thread may be the transport and safeguarding of valuable, sometimes priceless goods but companies may choose to specialize in many different facets of the business. Be sure to relate what you have learned in this section to your company. How has your company chosen to specialize and why?



In other sections, we will explore many of these move types in much more detail. So, consider each of these sections as a layer of understanding and a foundation upon which we can build a clearer, more detailed picture of this interesting business that you have chosen to be a part of.