

# Helping Cantabrians on the move

When you're on the move here, there and everywhere, you want helping hands to do the heavy lifting and hauling. Understandably, you want these helping hands to be professional, educated, and willing to go above and beyond.

It's your prerogative who you pair up with in an already competitive market, but if you're looking for all of the qualities above and then a whole lot more, you'll meet your professional match in Canterbury Movers – the original Canterbury removal company that doesn't just talk the talk.

With more than a decade of experience in bringing superior removal services to Aotearoa, this business is a respected, renowned and robust mover and shaker of Canterbury's commercial landscape.

**Accountability counts for everything**

The moving industry can be a dog-eat-dog kind of environment and you're likely to lose your footing fast if your professional feet are not firmly on the ground. There's certainly no time for a pie in the sky mentality, or a whimsical marketing plan – the only thing that will keep you in the game is a compelling offering. And to make it to the top, you need that much more.



Canterbury Movers was arguably always destined for greatness, because it was born out of the absolute desire to create something unique. Owner and operator Pat McMahon was agitating for change – he knew clients deserved better and he was prepared to be the one that created something not only better, but bolder and stronger too.

"The business came about 12 years ago now. I have a strong corporate background and prior to Canterbury Movers, was working for a couple of the bigger corporate players in the removal industry," he explains.

"The long and short of it all is that I wanted more for the clients we were working with. I felt they deserved and needed more. These businesses I was working for were local corporates in the beginning, but gradually, they sold off their assets to Americans and became faceless organisations. From there, accountability and personality were lost."

Pat counts 'accountability' and 'personality' as being two of the strongest commercial traits of Canterbury Movers. He has purposefully and strategically introduced these qualities into his business because he has seen 'the other side' so to speak.

"You know, it never sat well with me that we had local businesses being run by international conglomerates. If our clients ever had an issue, it went to a national claim centre or they were flogged off – the service wasn't personalised, and I wasn't ok with that."

Although Pat concedes this professional recipe resonates with some, he had other ingredients for success – and sustainable ones at that. "Having a removal service being run by people offshore in a small place like Canterbury just doesn't work. And if it does work, it doesn't work for long, or isn't the right kind of service. I wanted to start my business with accountability and personality as the founding thoughts, and I did."

- Its services include:**
- Packing**  
For moves within or out of Christchurch - domestic or international.
  - Removals**  
Across the street or across the world, Canterbury Movers has its clients covered all over the globe.
  - Farm relocations**  
Moving all elements of a farm from residence through to farm machinery, stock and employees nationwide.
  - Storage – long or short term**  
Fully monitored for fire and intruder, as well as being insurance approved and very secure.
  - Comprehensive insurance**  
Insurance includes full transit cover, storage, mechanical and electrical.
  - Vehicle and pet relocation**  
Cars, boats and pets can all be looked after thanks to a safe and secure service.
  - House and section cleaning**  
When furniture is shipped out of the property, clients can too with a no-hassle service available for house and section cleaning.
  - Import and destination services**  
Canterbury Movers associates are MAF and New Zealand Customs approved.



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## Services

Having served the removal industry for a total of 25 years, it's fair to say Pat not only knows his stuff, but he's a pioneer of sorts when it comes to revolutionizing the way things are done in his professional world.

"I have done every facet of moving work dating right back to the days when I worked for the large corporates. I have experience in farm relocations, which are always an incredible challenge, right through to moving organisations like Inland Revenue and its 2500 staff.

"My background is broad and involves exports and imports, and destination services through to line-haul throughout New Zealand and across the ditch in Australia."

In the early days, the lion's share of Canterbury Movers' work was derived from Pat's already established and robust relationships and networks. "We did a lot of subcontracting back then to get on our feet, and from there, really built up our own clientele.

"The clients we attracted thanks to our growing reputation during this time, as well as our strategic partners within the market, could see that we had a point of difference, and they appreciated that. Our objective was to always provide a boutique relocation service."

And that's exactly what Canterbury Movers has done.

## People are everything

Working at the heart of Canterbury Movers' unbeatable boutique service is a team that thrives on a challenge. Made up of a collective of lateral thinking professionals who have a genuine love of the job, this business team maintains an unwavering commitment to its clients and projects.

"Reputation is everything for us – our strong reputation has prevailed throughout the years thanks to the dedication of our employees.

Their attitudes towards the job at hand pay incredible dividends, and are a large part of why we get so much repeat and referral business.

"It means a lot to me that I have hardworking, trustworthy, sharp and professional staff working with me. One of the pre-requisites for securing a job with us involves going through a vetting process. It is very important to us that all our staff members have a clean slate and have comprehensive experience in the industry.

"We do have staff who come in with no experience, but we always put them through an intensive in-house training programme and they learn all of our policies as part of this programme."

With the thick end of 65-70 years experience between several of the senior staff at Canterbury Movers, the business is well equipped to punch above its weight despite being smaller than some of its competitors.

"It is key for us to have the right people in the right positions looking after our clients, and a number of the big commercial players, businesses and names out there work exclusively with us because we always deliver on what we promise."

There have been a number of sporting stars that have worked with the company, and its portfolio continues to burgeon even more following the Canterbury earthquakes and the influx of work that has come with that.

"With all of the earthquake work – relocations needed within both the residential and commercial sectors – we are dealing with more work than ever before, and love rising to this new challenge.

"We have also been sought out by a number of the large insurance companies who choose to work with us on a regular basis. We are by no means the least costly option within our industry, but we are the best. We know this, our clients know this, and this is why we attract and retain new clients.

### Canterbury Movers would like to thank:

- Able Logistics
- Commercial Vehicle Centre
- Storage King
- Attwoods Packaging
- Rothbury Insurance Brokers.

"We attract clients who want great service, clean and modern trucks to be servicing them, and sleek, smart staff members. We tick all these boxes."

With significant equity within the business, Canterbury Movers is rock solid – not able to be shaken by the physical or economic climates that wreak havoc on so many others. A strong financial position also ensures Pat is able to acquire the latest and greatest assets as they hit the market.

"We really take pride in the fact that we are able to provide modern, new trucks and not older trucks that have done a million kilometres or anything like that. There wouldn't be too many smaller businesses out there that would be in the position we are. A position which means we are able to acquire new assets as we need them."

Canterbury Movers incredible success is by no means taken for granted, and Pat says he is focused on paying it forward as much as possible. "We have always done our best to help out behind the scenes in a very discrete way, and we now want to establish a charitable trust in the public space.



"We want to help out youth, and give people that need it a helping hand up, but certainly not a hand out. By taking this trust public, we will hopefully be able to draw attention to its existence, and generate even further support for those who need it."

Watch this space. **CT**

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