



# Re:locate

THE MAGAZINE FOR RELOCATION & HR PROFESSIONALS

## Re:locate Extra

Issue 13, February 2007

With the Chinese New Year upon us – and with so much happening in relocation in that part of the world – we're delighted to say to our readers, *Gung Hei Fat Choi*, or, 'Congratulations and be prosperous!' **Re:locate Extra** is designed to keep you up-to-speed with developments in the world of relocation between issues of **Re:locate** magazine. Do keep checking out new developments on our **Re:locate** website at [www.relocatemagazine.com](http://www.relocatemagazine.com), too!

**\* JOBS \* JOBS \* JOBS \***

**Re:locate Extra** now features an exciting range of job opportunities - scroll down for the latest vacancies, and keep checking our website at [www.relocatemagazine.com](http://www.relocatemagazine.com)!

**COMING SOON....**

Watch out for a new electronic newsletter written specially for relocatees themselves - coming soon from the **Re:locate** team!

### Top Stories This Month

#### **Chinese New Year heralds boom for relocation industry**

As China's development appears to go from strength to strength, this year's ERC Global Workforce Summit will be held in Shanghai on March 6 and 7. Event sponsor Crown Relocation will be conducting a series of events for corporate, HR and relocation professionals. These include hosting complimentary accompanied housing tours on Sunday March 4 and Monday March 5, designed to foster a better understanding of expatriate housing options. "Clients responsible for areas such as expatriate compensation and relocation policy development will find the tours an invaluable source of 'real time' housing information and are encouraged to attend," says Jill Bedford, Regional Director of Global Mobility Services in Asia. Anyone interested in attending is asked to RSVP via Crown's online registration form (click [here](#) to access).

Elsewhere in the region, Primacy Relocation recently announced the opening of an office in Hong Kong office, designed to serve as Primacy Asia's headquarters. Says Kim Froggatt, GMS, Vice President of Primacy Asia. "Many of Primacy's Americas, European, African and Middle Eastern clients are opening offices in the Asia region, making Hong Kong a logical choice for Asian headquarters."

For a look at the relocation industry's growing presence in China, don't miss our Hot Topic feature in the spring edition of **Re:locate** magazine – and let us have details of what your company's doing in China for inclusion on our fact page via [editorial@relocatemagazine.com](mailto:editorial@relocatemagazine.com) by 26 February please.

#### **...and translations company embraces Chinese**

Atlas Translations, the London-based translation company, has added two Chinese employees to its in-house team just in time for the Chinese Lunar New Year, which started on 18 February. The languages spoken in-house at Atlas already include English, French, Polish, Portuguese. Spanish and now Chinese. Clare Suttie, director, says, "The appointment of two new employees, who are joining our company on graduate placements, means we can extend Chinese translation services for a truly multilingual approach." If you offer a valuable support service to this growing market, contact us via [editorial@relocatemagazine.com](mailto:editorial@relocatemagazine.com).

## **Average house price tops £200,000 – and buy-to-let boom continues**

Recent figures from the department for Communities and Local Government showed that the annual rate of house prices rose by 9.9% in December 2006. This means that the cost of the average house is now £201,090 – and that a growing number of house-buyers are having to pay stamp duty at 3%. In London, the latest results from Knight Frank's Prime Central London House Price Index reveal the strongest rate of price growth since 1979, with prices climbing 30.5% in the year to January 2007. Price growth has been led by South West prime London postcodes, an area that includes Belgravia and Knightsbridge. This is the most international residential market in London, and Knight Frank says it's the influx of overseas buyers - European, Russian, Indian and Middle Eastern – that has seen the area lead price growth. Prices rose 38.2% for houses and 36.0% for flats in this area in the year to the end of January.

Meanwhile, the belief that buy to let investors are pricing first time buyers out of the housing market was dismissed by a leading expert in property economics at the Annual Conference of the Association of Residential Letting Agents, ARLA, held in London in early February. Professor Michael Ball, Professor of Urban and Property Economics, University of Reading Business School, told delegates that there is only one way to lower house prices. "It is to build more houses that people actually want to live in and in places where they want to live," he said. The conference also revealed that the forecast for the next decade is for an annual growth of between 20,000 and 30,000 Buy to Let properties becoming available to rent.

For more information on the state of the UK property market, see the spring issue of *Re:locate* magazine – out at the end of March.

## **BridgeStreet under new ownership**

In a deal worth around \$40.5 million, Sorrento Asset Management - a Dublin-based, privately held, investment group - has recently acquired BridgeStreet Worldwide, a leading international provider of serviced apartments throughout Europe, from Interstate Hotels & Resorts. "Our partnership with Sorrento will open doors to multiple capital sources, which will allow us to fund our ongoing and future growth plans," said Lee Curtis, president and newly-named CEO of BridgeStreet. Bryan Turley, CEO of Sorrento, noted that BridgeStreet had successfully implemented a major turn-around program over the past few years. "Curtis and his team have re-energised the company... We foresee significant upside growth potential."

For further details see [www.bridgestreet.com](http://www.bridgestreet.com).

## **Expansion of IRIS technology at airports announced**

New biometric technology continues to be rolled out by the Immigration Service with a view to helping boost Britain's border controls. Using the Government's Iris Recognition Immigration System (IRIS), registered passengers are able to enter the UK without queuing to see an immigration officer at passport control. Instead, individuals who have already signed up to the scheme are able to walk up to an automated barrier, look into a camera and subsequently enter the UK. Already available at the major airports with 61,000 already registered, the introduction of IRIS to regional airports will be a great time-saver for expatriates and international business travelers across the country reports Gary Smith of Smith Stone Walters. For more information on how the scheme works contact Gary by email on [gary@smithstonewalters.com](mailto:gary@smithstonewalters.com), or call in at the company's stand at the EuRA conference in Lisbon on 19<sup>th</sup> and 20<sup>th</sup> April for the latest on immigration issues.

For details of the EuRA Conference click [here](#).

## **New role for JAM**

JAM HR Solutions has just launched a new division, JAM Mobility Solutions, which promised to offer a dedicated service that focuses purely on relocation-related roles. The company will pay special attention to the following disciplines: International Assignments, Global Mobility, Expatriate Management, Domestic Relocation, Expatriate Taxation, Compensation and Payroll. Recruitment options include advertised selection, search and selection, contingency recruitment and media search and outsourced recruitment.

To see a selection of just some of the exciting roles JAM currently has on its books, see [www.relocatemagazine.com](http://www.relocatemagazine.com) or visit their website at [www.jammobility.co.uk](http://www.jammobility.co.uk) for jobs and further details of their new division.

## Road toll proposals and new congestion charge area to bump up home-search and relocation costs

Whitehall documents show that that plans to set up a 'pay-as-you-drive' road pricing system could cost £62 billion to set up and £8.6 billion a year to run. Cars would need to be fitted with special equipment in order to track their journeys, with the government then charging drivers road tolls. Should the policy become law – it would have a knock-on effect for both domestic and international relocatees within the UK, and would almost certainly affect the cost of relocation-industry home-searches and removals, too.

Meanwhile, from February 19<sup>th</sup>, the Congestion Charge area in London expanded to the west to include such prime relocation areas as South Kensington and Chelsea – again, meaning additional costs for both relocatees and relocation agents.

Some 1.7million people had already signed the Downing Street online petition when it closed on Feb 20<sup>th</sup> but petitions against are still running via campaigns such as those organised by the Daily Telegraph – but what do you think: a great way to reduce congestion and help the environment, or a government rip-off? Let us have your views on this and the new congestion charge area by emailing [editorial@relocatemagazine.com](mailto:editorial@relocatemagazine.com).

## Statistics on working women highlights need for dual career support

New figures from the Office for national Statistics reveal that just one woman in ten is now staying at home full-time. The highest number of women ever recorded – about 13.4 million – have jobs, and 55% of them work full time. These new figures have been widely linked to rising property costs and the need for two incomes to meet mortgages, council taxes and utility bills. The message for the relocation industry is surely loud and clear: if the majority of women are now used to working, they'll need all the support companies can give them in working out how to find employment in their new location, or how to use their time profitably in other ways.

To read more about the report, see [www.statistics.gov.uk](http://www.statistics.gov.uk). For a look at ways of supporting working partners involved in the relocation process, see the spring 07 issue of *Re:locate* magazine.

## Move for IPM

IPM, specialists in international assignment management services, have moved to Peterborough Business Park in Lynchwood. IPM was established in 1995, helping businesses manage their international assignees in a variety of areas including tax and social security planning, balance sheet preparation, home and school search, and work and visa permits ([www.ipmltd.co.uk](http://www.ipmltd.co.uk)).

## Greater choice for both hotel and serviced apartment bookers on offer

Corporate accommodation bookers are not being offered a comprehensive enough service by their Hotel Booking Agents (HBAs), Serviced Apartment Bookers or Travel Management Companies (TMCs) claims new accommodation booking company, Accommotel. The company, whose team has 20 years experience in both hotel and serviced apartment sectors, also believes that the specialisation of such agencies restricts the choice of their clients.

“Specialisation is fine,” says Richard Majewski, founder of Accommotel, “but it is depriving clients of objective advice about the best accommodation available. The client should expect to be offered a choice of both hotels and serviced apartments, where available. Currently this isn't happening and is something that we intend to introduce as the basis of our new business model.”

Accommotel claims to be the first company to provide an offline as well as online booking service for both hotels and serviced apartments, a model referred to as an accommodation booking company, or ABC. Says Majewski, “We want to make life easier for businesses out there who are not sure which accommodation suits a certain trip. In just one easy phone call, we will advise on locations, facilities and the costs, all completely without bias.”

For further information visit Accommotel's website at [www.accommotel.com](http://www.accommotel.com).

## Interdean Group to sell Asia Operations

The London based international relocation and moving services provider Interdean Group, is to sell its Asian business to St Louis based UniGroup Worldwide. The Asian subsidiary has nine offices in Singapore, Hong Kong, China, Malaysia, Thailand, Vietnam and the Philippines. "The divestiture of our Asian business will increase our focus on the consolidation and expansion of our international relocation and moving business in Europe where we currently have 46 offices in 33 countries" said Chairman, Paul Evans.

### Job Opportunities

There are currently **over 40** great jobs on our website, relevant to you and your skills. To view all job opportunities, click [here](#). For further details of one of the following **NEW** jobs, click on the 'Read More' button.

<b>Reward Specialist</b>	Berkshire	c. £30-45,000 + Benefits	<a href="#">Read More</a>
<b>International Assignments Manager</b>	London, City	£45-55,000 plus package	<a href="#">Read More</a>
<b>DSP Relocation Manager</b>	London	£30-40,000 + Benefits + Flexi-Time, Pension, Private Medical (Self & Family)	<a href="#">Read More</a>
<b>Assignment Manager - Associate</b>	London	£40-55,000	<a href="#">Read More</a>
<b>Relocation Services Business Development Manager</b>	Home Based / UK Wide	Negotiable + Bonus + Benefits	<a href="#">Read More</a>
<b>Assignment Manager - Analyst EMEA</b>	London	£30-40,000	<a href="#">Read More</a>
<b>Global Mobility Service Delivery Manager</b>	London	c. £35,000 + Bonus + Benefits	<a href="#">Read More</a>
<b>Senior Immigration Consultant</b>	London	c. £25-35,000 + Bonus + Benefits	<a href="#">Read More</a>
<b>International Assignment Executive</b>	London	c. £40,000 + Bonus + Benefits	<a href="#">Read More</a>
<b>Expatriate Compensation &amp; Relocation Advisor</b>	London	c. £25-30,000	<a href="#">Read More</a>
<b>Immigration Specialist</b>	London	c. £25-35,000	<a href="#">Read More</a>
<b>Immigration Advisor</b>	London	Negotiable	<a href="#">Read More</a>

[www.relocatemagazine.com](http://www.relocatemagazine.com)