

- Heather Horner:** Extract 3
Jane Hatton, a relocation agent for Burmont Finance, explains what the company is looking for.
- Katie Campbell:** Jane, could you tell us something about yourself and Burmont's relocation project?
- Amanda Abington (Jane Hatton):** Yes. At present I'm working as a consultant for them. I'm working on a project to move most of their operation out of the UK. What we have decided to do is to have a small office somewhere in Britain and move the main operation to the Pacific rim. China, Malaysia and Thailand are the possibilities we're considering.
- Katie Campbell:** What sort of site are you looking for?
- Amanda Abington:** Well, Burmont is an information company and we distribute information electronically and so we don't have to be near our markets or have local suppliers. Distance isn't important. But we have a lot of foreign visitors and so we must be within an hour of an international airport, and of course, be near to business hotels for accommodation and meetings. As we work in such a high tech business we

need modern office facilities, but not necessarily purpose built ones. We must be able to recruit staff locally with the skills and training that we need. The new staff will have to have English and ICT skills.

Katie Campbell: Is there anything else that you want?

Amanda Abington: Well, nothing essential. We'd like to find a site that's attractive financially and so we are looking for tax incentives. But the other things - the airport, office facilities and local supply of labour are more important. And of course we'll be looking for staff with certain skills as I mentioned...(Fade)