

### Increasing Sales - Relocating the Business



#### relocate (relocates, relocating, relocated) VERB relocation (relocations) N-VAR

If people or businesses relocate or if someone relocates them, they move to a different place. Relocation is the act of moving a person or business to a different place.

If the company was to relocate, most employees would move. Its headquarters will soon be relocated from Westminster to the Greenwich site.

The company says the cost of relocation will be negligible. ...the relocation to Bristol of financial institutions like Lloyds TSB.

#### **Common Collocations**

to relocate to/from somewhere relocation costs relocation expenses forced relocation

a relocation package proposed relocation

#### low-cost centre (low-cost centres) N-COUNT low-wage centre (low-wage centres) N-COUNT

A low-cost centre is a country or region where business costs are lower, for example because labour or materials are cheaper there. A low-wage centre is a country or region where labour is cheap.

But as long as it remains a high-skill, relatively low-cost centre that is free from excessive red tape, the City will thrive. ...well-educated, multilingual employees with specific process skills, who live in, or are able and prepared to move to, relatively low-cost centres.

Yet poorer provinces can undercut that, 'Shenzhen is no longer a low-wage centre," says Liu Shi Chao.

#### • enterprise zone (enterprise zones) N-COUNT

An enterprise zone is an area, usually a depressed or innercity area, where the government offers incentives, for example lower taxes, in order to attract new businesses.

...the implementation of enterprise zones in communities with high unemployment.

Because it is in an enterprise zone, taxes on non-food items are 3.5% instead of the usual 7%.

#### • areenfield site (greenfield sites) N-COUNT **brownfield site** (brownfield sites) N-COUNT

A greenfield site is an area of land that has not been built on before. A brownfield site is an area of land in a town or city where houses or factories have been built in the past, but which is not being used at the present time.

The Government has ruled out the building of a new airport on a greenfield site.

Most foreign investors in Britain have opted for greenfield sites. Obviously greenfield sites are cheaper and easier for builders to develop than brownfield ones.

By 2005 he wants half of all new houses to be built on previously developed land: so-called brownfield sites.

#### manufacturing base (manufacturing bases) N-CQUNT

The manufacturing base of a country or area is all the factories or companies which produce goods there.

Working with their foreign investors, they were beginning slowly to rebuild the country's manufacturing base. I think it's very important for Connecticut to maintain a manufacturing base.

#### ★ drift N-UNCOUNT

Drift refers to the tendency of some companies to move their manufacturing operations to sites where costs are lower, especially to less developed countries.

The government is tackling the consequences of the <u>drift</u> of manufacturing to the Far East.

After spotting the drift of chip manufacturing to countries with lower costs in Asia, Mr Uchiyama switched into bio-electronics.

partnership: Topic 2.4; inward investment: Topic 3.2; subsidy: Topic 3.2; raw materials: Topic 4.3; component: Topic 6.3; supplier: Topic 12.2



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## PRACTISE YOUR VOCABULARY

|  | relocate                                       | low-wage  | e centre 🔝                              | anufacturing bo  | ise   |                     |           |
|--|--|---|---|------------------|---|---------------------|-----------|
| The decision about v<br>Companies may need<br>order to modernize.<br>government-assisted | where to l<br>d to mov<br>Often bu<br>developr | ocate the e<br>e their<br>sinesses ch<br>ment areas | company is<br>noose to<br>s, or         | an important o   | ne as it can affect s<br>r to expand, or mo | duce their costs. N | loving to |
| Which of the follow  |  |   |   |                  | ow-wage centres?                            | ?                   |           |
| a Germany<br>b The Philippines   | c Bang<br>d Den                                | gladesh<br>mark                                     | e Canada<br>f Romani                    | a                |   |                     |           |
| Look at the newspa   | aper head                                      | dlines a-e  | and match                               | each extract i   | -v with the correc                          | t headline.         |           |
| LargeCorp to relo  |  |   | ——¬                                     | SuperCom to      | relocate to greenf                          | field site          |           |
| Largeoup to love   | v. v   | <del></del>   | - ( - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 |                  |   |                     |           |
| a  |  |   | <del></del>                             |                  |   |                     |           |
| Low-wage centr   | es attrac                                      | t UK firms  |   | Office block     | completed on for                            | mer browntield si   | te (      |
| b  |  |   |   | e                |   |                     |           |
| r———   |  |   |   |                  |   |                     |           |
| Manufacturing o  | irift to lo                                    | v-cost cen  | itres continu                           | les              |   |                     |           |
| c  |  |   |   |                  |   |                     |           |
| i Labour costs in  | Eastern l                                      | Europe pro  | ovide an ince                           | entive to reloca | te.   | 5 voars             |           |
| ii The company iii Companies are   | will receiv                                    | /e generou  | is governme                             | nt subsidies all | a pay little tax for a                      | y years.            |           |
| in The out-of-tow  | n site wil                                     | II allow the  | e company t                             | o build a state- | OI-(TIE-alt lactory.                        |                     |           |
| v A new busines  | s ,develop                                     | ment area   | near the cit                            | ty centre is pop | uła <b>r.</b>                               |                     |           |
| Put these advanta  | ages in th                                     | ne approp   | riate colum                             | n of the table   |   |                     |           |
|  |  | stomers   |   | to expand        |   |                     |           |
|  | -  |   | areenfield s                            | ite              | brownfield site                             |                     |           |
|  | zone   | 1 3   | 9                                       |                  |   |                     |           |
| enterprise   | zone   | ;   | <u></u>                                 |                  |   | i                   |           |
| enterprise   |  |   |   |                  |   |                     |           |
| enterprise  B Read this newspa   | aper head                                      | dline and   | answer the                              | questions.       |   |                     |           |
| enterprise   | aper head                                      | dline and   | answer the                              | questions.       | True  | i<br>False          |           |
| enterprise  Read this newspa   | per head                                       | dline and   | answer the                              | questions.       | True  | False               |           |
| enterprise  Read this newspa  Inward invest  a Firms are reloca b Fewer firms are        | ment inc                                       | dline and creases to                                | answer the record lev                   | questions.       | True  | False               |           |
| enterprise  Read this newspa   | ment industring. moving moving                 | dline and creases to                                | answer the precord level past.          | questions.       | True  | False               |           |