



From left, the tour guide, Kathy Chirsovergis, Katie Evaidou, Nicolas Joye, Catherine Lavry, Michael Donath, Chris Donath, Penny Donath, John Aliferis. Top Row from left: William Tigbe, Graziella Pochettino, Andreas Amiet, Martina Roth, Laura Busettini, Marianne Amiet, Eszter Gyulovics, Marc Schinkel (Top), Raymond Macbenbaum, Karolien Geers, Adrienne Deak, Lorenz Amiet, Philippa Robinson.

A SHORT STEP FROM MOVING TO RELO.....

One-Group has seen the future and it's relocation.

The European network says it is responding to the demands of clients and trade colleagues by putting more emphasis on a broad spectrum of relocation services.

Its members are all lining up to adopt Eura's DSP certification to support its positioning of itself as a full-service international relocation group. Having this certification will give its members an even stronger advantage in bidding for corporate business, it says.

On top of that the group is fastening its eyes on Eastern Europe, particularly Russia,

Hungary, Czechoslovakia and the Ukraine. It has sent out teams to investigate the moving/relocation resources in those countries to see if it can recruit.

But it is still demanding that access can only be via the FIDI-FAIM process: "We'd rather have no member than the best of the worse," commented Karolien Geers of Ziegler Relocations.

One-Group is moving into these eastern markets again at the prompting of its growing number of trading partners who are looking for reliable support in what are often considered difficult areas.

The group has a very clear sighted strategy for the future of the industry and will be well placed to take advantage of the upturn when it comes – or if it comes?

Sarah Robinson, of Coca Cola Hellenic, a guest speaker at the recent One-Group annual meeting, has her doubts. She told the 42 members gathered in Greece that reluctantly she was forced to conclude that the trend will be towards smaller shipments and less emphasis on moving entire families.

Given a choice between relocating a single individual or someone with a family, the single person is most likely to win, she said.



Bryan Pull of AIRE5 in the USA was the guest speaker at the One-Group meeting in Greece.



But even this is unlikely to deter One-Group members who presented Rolf Schaefer of Donath International with a special award for his wholehearted commitment to the organisation tackling a lot of projects and really immersing himself in seeking additional benefits.

Its quality awards were also innovative – rather than rely on the rather tired method of getting members to vote for each other, One-Group took the results of the last FIDI-FAIM certification and awarded prizes to the highest scorers who were 1) Celebrity International, 2) Robinsons International and 3) Irish Relocations.

With full service relocation high on its agenda, the group went to visit a typical high-grade apartment that is available for tenancy through Celebrity's relocation division.

"It's important for us to see exactly what is available through our network, so these on-site visits are very useful, as was our tour of the Celebrity facility in Athens," said Claudia Lang, the group's General Manager.

The new President of the One-Group Board is Lorenz Amiet (Keller) with Jean Luc Haddad (Grospron International) as VP; Anthony Robinson of new member Robinsons International, has also joined the board.



Top right: A bug from Andreas Eibel (Sobolok) for the event organiser Kathy Chrisovergis of Celebrity, Athens. Right: Winner of a special award for his commitment to One-Group, Rolf Schaefer, who is currently celebrating his tenth year with Donath in Germany.

