



CITCSA Flash

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2007 Business SA Export Award Winners

The winners of the 2007 Business SA Export Awards presented at the Adelaide Convention Centre on Friday October 12th were as follows:

- Woodhead Pty Ltd** – Commonwealth Bank services award
- Pernod Ricard Pacific Pty Ltd** – Agribusiness award
- Imagination Entertainment** – Channel 7 arts, entertainment & design award
- Flight Training Adelaide Pty Ltd** – Education Adelaide education award
- Sydac** – Information and communications technology award
- Schefenacker Vision Systems Australia** – DTED large advanced manufacturer award
- Extreme Machining** – EFIC small to medium manufacturer award
(Judge's Commendation – D'Arenberg Pty Ltd)
- Adventure Tours Australia Group Pty Ltd** – Adelaide Airport sports, events and tourism award
- Seed Genetics Australia Pty Ltd** – Austrade regional exporter award
- Pfitzner Performance Gearbox** – Statewide micro to small business award
(Judge's Commendation – Eye-Catcher Innovations)
- Sydac** – Emerging exporter award
- Woodhead Pty Ltd** – The Premier's award for excellence and high achievement in exporting

Winners of the State awards automatically qualify as finalists for the 2007 Australian Export Awards which will be announced and presented in Brisbane in November.

Working Visa – Skilled Independent Regional (SIR) visa (subclass 495)

It has come to CITCSA's attention that some employers are unclear about their ability to employ newly arrived skilled migrants who have been sponsored by the State Government under the Skilled Independent Regional (SIR) visa (subclass 495) because these visas are called "provisional" visas, rather than being permanent visas.

John Haren, Business SA's Industry Outreach Officer, would like to make it absolutely clear to employers, that if a new arrival to South Australia has a SIR visa, then they have full work rights with absolutely no limitations or conditions on the migrant's ability to work full time with an SA employer. The word "provisional" means that once the migrant has lived in South Australia for 2 years and worked for 1 year, they are entitled to apply for a permanent residence visa. In essence, this SIR visa provides a pathway for a permanent visa to the migrant by working in SA and provides full work rights to enable the migrant to achieve their permanent status.

Business SA encourages employers to welcome these new arrivals to the South Australian labour market as they hold excellent qualifications, speak English and have a wide range of skills & experience that will support the workplace. If you would like more information, please contact John Haren, Business SA's Industry Outreach Officer on 0434 076 437.

TradeFilms new initiative

Expressions of interest are now sought from South Australian exporters to participate in an innovative new film campaign aimed at promoting local businesses internationally.

TradeFilms is focused on bringing emerging screen industry practitioners and small to medium sized enterprises together to create exciting commercial campaigns for South Australian businesses. Up to twelve campaigns for twelve businesses will be produced - the campaigns could be constituted by any combination of screen based promotions from a single 30 second commercial to a full promotional video or beyond.

This is a unique and exciting opportunity for South Australian businesses to participate in the first initiative of its kind in Australia at no financial cost. It will raise your profile and provide an innovative marketing tool you can use to take your business to the world!

For more information on the project and to express your interest in participating, please call Leonie Thomson, Austrade on 8202 7826 by 23rd November 2007.



Nick Begakis AM, Chairman of CITCSA, presenting 2006/2007 CITCSA results to Hon Kevin Foley, Deputy Premier, Treasurer and Minister for Industry and Trade at a meeting in Parliament House recently.

CITCSA

"MEET the FACES
BEHIND the FACES"

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“...Australia's wine quality, its accessibility and distance from China are advantages...”



Above and top: Delegates of the Chinese Chamber of Commerce at the recent 9th World Chinese Entrepreneurs Conference in Japan



Councillor Francis Wong

MEET THE FACES BEHIND THE PLACES:

Chinese Chamber of Commerce of SA Inc ...on the Chinese business environment

Recently 12 representatives from the Chinese Chamber of Commerce attended the 9th World Chinese Entrepreneurs Conference in Japan. Chinese Chamber President Janet Chin talks to CITCSA about the most recent developments in the Chinese business environment.

What should South Australians keep in mind when doing business in China?

Adelaide business people should bear in mind the following:

- Whether they have identified the "critical success factors"; is China the market for them?
- Whether any analysis has been done of the potential distribution channels
- Whether any analysis has been done of the risks of doing business with China

What cultural trait most surprises Australian business people when doing business in China?

Australia's strategic location in the Asia Pacific region means the average Australian can be very well versed in the Asian and Chinese cultures. Most business people are aware that there will be cultural and language differences and can be prepared for that.

In which industries can the biggest export growth be found?

Apart from natural resources, China's science and technology is expected to contribute more than 60% of GDP in the coming years, beyond the current rate of 39%. If your technology has global standards this is a "bargaining chip" in the Chinese market.

What is the Chinese impression of Australian wine?

Chinese interest in European Style grape wines is increasing, and consumption is now estimated at 20% of all alcohol consumed. Australian wines are widely accepted in China. Although facing competitive pricing with its European counterpart, Australia's wine quality, its accessibility and distance from China are advantages.

How can small businesses best enter the Chinese market?

Small businesses can enter China through the direct Business to Business network, Trade Shows, Exhibition Fairs, web platforms and joint ventures.

The Chinese Chamber of Commerce can provide invaluable assistance to businesses looking to capitalise on international growth markets. Anyone with an interest in entering the Chinese market, or simply seeking more information about any of the issues and initiatives discussed, should contact Janet Chin at president@chinesechamber.com.au.

Barossa loses a great supporter

Mr Bruce Thiele, Wine Promotions Manager for Orlando Wines, and Grand Master of the Barons of the Barossa, has sadly passed away whilst working overseas. Bruce was a great supporter of all things Barossa in wine, tourism and events, and will be sadly missed by his friends and work colleagues. He supplied the wine for our CITCSA Chairman's luncheon in August and unfortunately could not join us on the day. My condolences to Bruce's family and friends.

New Leadership for ACTA Board

Mr Phil Baker, Managing Director of Adelaide Airport, is the new Chairman of the Adelaide Convention Tourism Authority. He replaces Mr Glen Cooper. Mr Richard Green, SA Manager for Malaysia Airlines, is Vice Chairman of the ACTA Board. CITCSA is working with ACTA to attract more international trade events to Adelaide to encourage inbound buyer missions.

Adelaide City Council Elections

Congratulations to Lord Mayor Michael Harbison on his re-election in the recent Adelaide City Council elections. Mr Harbison has been a good supporter of CITCSA and we look forward to continuing to work with him during his new term.

Congratulations also to Mr Francis Wong, President of the Australia-Brunei Darussalam Business Council Inc on his election to the Adelaide City Council as Councillor. Francis is a Hall of Fame member of CITCSA as a three time winner of our International Business Ambassador of the Year.

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