



## CITCSA Flash

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### New Chairman of Australia- Indonesia Business Council SA



Bpk Sudoryomo Hartosudarmo, Consul-General for the Republic of Indonesia, Mr Todd Shone, Chairman of Australia Indonesia Business Council SA

Mr Todd Shone is the new Chairman of the Australia - Indonesia Business Council. The Council hosted a business meeting followed by a cocktail party on Monday 14<sup>th</sup> April attended by the Bpk Sudoryomo Hartosudarmo, Consul-General for the Republic of Indonesia, Mr Blaine Gordon, National President of AIBC, Mr Raymond Garrand, Chief Executive of DTED, Mr Deane Edgecomb, Hon Consul for Indonesia in SA, Mr Shone, and Mr Phil Hudson, immediate past Chairman of AIBC SA. This meeting followed a very successful Indo Fest day held on Sunday April 13<sup>th</sup>.

The AIBC is planning a business mission to Indonesia later this year. Contact Mr Todd Shone, Chairman of AIBC in SA for information about joining the AIBC and business activities in Indonesia ph 0412602059

### Singapore High Commissioner hosts Singapore student dinner

His Excellency Mr Albert Chua is the new High Commissioner of the Republic of Singapore. Mr Chua hosted a dinner for Singaporean students studying in Adelaide at Ming Palace in Gouger Street on Sunday April 13<sup>th</sup>. Dr Ernie Goh, President of the Australia Singapore Business Council, welcomed Mr Chua, and said that he looked forward to working with him in developing bilateral trade between South Australia and Singapore. The Lord Mayor the Right Honourable Mr Michael Harbison, who attended the dinner with his wife Kathy, said that he was delighted to meet the students from Singapore who had chosen to pursue their studies in Adelaide.

Other guests at the dinner were Ms Denise von Wald, Chief Executive, Education Adelaide, Mr Wayne Parham, Director of Office of Trade, DTED, Mr John Michell, State Director of DFAT, and Mr Charles Savage, Vice President of the Australia Singapore Business Council in SA. Dr Ernie Goh will be leading a mission to Singapore from April 22 – 25 2008 to attend Food Hotel Asia.

### Inauguration of Hon Russian Consul in Adelaide



Ms Larissa Vakulina, new honorary consul for Russian Federation in South Australia with Mr Walter Lebedew OAM, Secretary of Russian Australian Chamber of Commerce and Industry SA

Prominent Adelaide business woman, Ms Larissa Vakulina, has been inaugurated as the first Honorary Consul of the Russian Federation in South Australia.

Larissa, a native Russian, settled in Adelaide with her family in 1994, with degrees in economics and accountancy from Russian universities, but very little English.

By 1998 she had mastered the English language, completed a Masters Degree in Business Administration at Adelaide University and laid down the foundations to Expo-Trade Pty Ltd. Larissa is Managing Director of the multi-million dollar trading organisation Expo-Trade Pty Ltd which continues a strong export business with Russia, dealing in live stock, meat and meat products, sheep skins, wine and other South Australian commodities. Outside her business commitments Larissa is a strong supporter of the Russian community in Adelaide.

Her inauguration was held at the Hilton Hotel in the presence of His Excellency the Ambassador of the Russian Federation in Australia, Mr Alexander Blokhin, the Hon. Michael Atkinson, representing the Premier of South Australia, Mr Hieu Van Le, Lieutenant Governor of South Australia, Mr Nick Begakis AM, Chairman of CITCSA, and many dignitaries from Government, business and Russian community circles.

For any inquiries in her new capacity as Hon Consul, Larissa can be contacted at ph 8341 1336.

### New Hong Kong Wine and Food Fair

The Hong Kong Australia Business Association are seeking interest from South Australian wine and food companies interested in attending the Hong Kong Wine and Food Expo in Hong Kong from August 14 – 18. This new event has been organised by the Hong Kong Trade and Development Council in response to the reduction in the import duties on wine into Hong Kong.

Contact Mr Ian Mathison from HKABA in Adelaide for more information about the event and the assistance available for exhibitors on ph 0411519757 or email [ian\\_mathison@inet.net.au](mailto:ian_mathison@inet.net.au)

Ian can also provide information about the Hong Kong Forum coming up in October 26<sup>th</sup> – November 1<sup>st</sup> 2008.

## Trade opportunities seminar with Burkino Faso, West Africa



Ms Rasmata Kabre, guest presenter from Burkina Faso

In a rare visit to Australia, Ms Rasmata Kabre, President of Business Professional Women in Burkina Faso, will reveal some of the key issues facing her country today, and how South Australians can get involved in the nation's development through infrastructure, mining, health, water and education services to Burkina Faso.

Guests will have the opportunity to hear first hand about what life and business are really like in West Africa, and how this inspiring woman has devoted a lifetime to promoting trade, health and professional exchange for the benefit of women in both countries.

Thursday 22<sup>nd</sup> May , 5:30 – 7:00pm at Enterprise House, 136 Greenhill Rd Unley  
Register now with Angie Lewis on 8300 0110 or email [angie.lewis@citcsa.org.au](mailto:angie.lewis@citcsa.org.au) before May 20, 2008.  
Presented by the African Chamber of Commerce SA, CITCSA, Business SA and BPW (SA)

## “Doing Business with Canada” Seminar

Austrade in association with DTED and the Canadian Australia Chamber of Commerce, is a running a free seminar on “Setting Up Business in Canada”. The seminar will include:

- Discover why Canada is an attractive market for Australian companies.
- Get practical advice on legal, accounting, financial and immigration issues involved in establishing a business presence in Canada
- Hear from Australian companies that have successfully established themselves in Canada.
- Meet with the experts one-on-one.

Experts from Vancouver in Canada, and Mr Rick McElrea from the Canadian Consulate General in Sydney will present.

Wednesday May 7<sup>th</sup> 12 noon – 5pm at National Wine Centre. Free registration with Austrade  
[www.austrade.gov.au/BusinCanada08](http://www.austrade.gov.au/BusinCanada08) or call 132878 before Friday May 2<sup>nd</sup> 2008.

## Mission to Italy September 2008

The Italian Chamber of Commerce and Industry SA and DTED are organising a South Australian mission to Italy in September 2008. The mission will be centred around the “Fiera Del Levante 2008” general trade expo in Bari, Puglia in Italy from September 13 – 21 2008, and market awareness missions into Emilia-Romagna September 17 -19 and Toscana September 22 – 24.

South Australian companies and organisations that specialise in food/wine, horticulture, machinery, automation, food processing machinery, renewable energy (geothermal especially for Tuscany) , fashion, leather/hides processing, environment and stone/construction are particularly encouraged to be involved.

Last years mission to the “Fiera Del Levante” trade expo when South Australia was the featured region was very successful. Over a million people visit this 8 day expo.

An Italian delegation from the Regione Puglia in Italy including the Dott. Sandro Frisullo, Vice President and Regional Minister for Economic Development and Technological Innovation, visited Adelaide as part of a return trade visit in February.

Businesses interested in attending or being represented at the expo and the mission in Italy should contact Mr Teo Spiniello, Secretary General of the Italian Chamber in Adelaide on ph 82324022 or 0411181048 or email [teo@italianchamber.net.au](mailto:teo@italianchamber.net.au)

## “Start Your own business” workshop for African community

The African Chamber of Commerce and DTED are holding a workshop on “Start Your Own Business” on Monday May 26<sup>th</sup> from 5.30pm – 8.30pm at Enterprise House for the African community as part of Africa Day 2008.

The three-hour workshop steps you through essential information, important advice and basic techniques for starting your business on the right course. Key issues covered in the workshop will set you well on the way to preparing initial plans for your own business. The workshop covers issues such as:

- determining the feasibility of your idea
- costing your product or service
- identifying the skills needed to run your business
- business structures, and
- looking at capital requirements and sourcing finance

Register for this free workshop by calling Angie Lewis on 83000110 or email [angie.lewis@citcsa.org.au](mailto:angie.lewis@citcsa.org.au) before May 20<sup>th</sup>.

**Chance to win one of ten free one hour legal advice vouchers from FNE lawyers valued at \$330 each.**



Mr Wayne Ryan, Secretary of Thailand SA Business Council



Mr Peter Wadewitz, President of Thailand South Australia Business Council with His Excellency Mr Bandit Sotipalalit, Ambassador of Thailand, in Adelaide at a Thai Business forum on April 4<sup>th</sup> 2008.

CITCSA

"MEET the FACES BEHIND the FACES"

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## MEET THE FACES BEHIND THE PLACES:

### *Thailand South Australia Business Council*

Mr Wayne Ryan, Secretary of the Thailand South Australia Business Council spoke to Sarah Newman, Marketing Officer at CITCSA on why Thailand is offering big trade opportunities for SA businesses.

#### Current market factors

The first issue is that political stability is beginning to come back in Thailand, since the move from a military to a duly elected government. The effect is that responsibility is emerging and the government is also far more proactive in their international relations.

For example, the Thailand South Australia Business Council recently met with the Thai ambassador, who made a number of offers to the Council aimed at both promoting Thai businesses in Australia and promoting Australian businesses in Thailand. To my recollection this was the first time an offer for a *coordinated* promotion of trade has been tendered, and it represents a shift from the past practice of individual businesses having to do the legwork for their own international trading opportunities.

#### Opportunities

Thailand is similar to most of world in that it is very cognisant of its emissions responsibilities. A signatory to Kyoto, Thailand has been very active in seeking fossil fuel replacement and other means of enhancing sustainability. There are many opportunities for Australia as a developer of specialist technology, particularly technology associated with the construction of commercial and industrial facilities. Thailand faces emerging issues in energy production and efficiency, having run out of space for dams. Alternatives are currently being sought, including wind and solar facilities and methods to enhance energy efficiency.

Members of the Thai Business Council are regularly involved in the import and export of food, wine, fruit and fish with Thailand, and this is an industry that has consistently provided good opportunities for South Australians.

On the manufacturing side of things, I think Thailand is very competitive as an outsourcing destination. The labour rates are very competitive, and the Thailand Australia Free Trade Agreement reduces tariffs to zero on many products. Labour rates may not be as cost competitive as those in China for example, but Thailand is a more open nation to deal with, and Thais produce quality products eg. Lots of vehicles are produced in Thailand, which is a strong indicator of quality.

#### Potential difficulties

Getting started in business with Thailand can be difficult, as Thais lack the western critical analysis of time. Things can take some patience but you can be sure all due diligence and the correct processes will be followed. To be honest I don't think it's a negative- we're quite impatient in Australia and the Thais are very peaceful and polite.

The other traditional difficulty in doing business with Thailand has been the political instability, which has added some risk to business dealings. I'm positive that that's behind us now, and businesses can be more confident when conducting trade.

#### How the Thai SA Business Council can help

Anyone taking a business into Thailand ad hoc will have difficulties. The Thai Business Council can provide advice on cultural differences, political expectations and many other essential issues. Simple importing, exporting or banking are fairly standard processes but it's your understanding of the cultural differences that will make the differences between a successful venture and one that is difficult, time consuming and costly.

Having said that, I firmly believe that to do business with Thailand is to enjoy the pleasures of an enduring and worthwhile relationship, and my personal business with Thailand has been a rewarding life experience that I wouldn't trade!

For more information about joining the Thailand SA Business Council, contact Mrs Orapin Plummer ph 83225088 email [orapin@jsaaccounting.com.au](mailto:orapin@jsaaccounting.com.au)

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