



CITCSA Flash

CITCSA Patron:
His Excellency
Rear Admiral Kevin Scarce
AC CSC RANR
Governor of South
Australia

Editor Barry Salter

Ph: 61 8 8300 0110

E-mail: trade@citcsa.org.au

Web: www.citcsa.org.au

Trade Mission to Manila, Philippines June 2009

Jaquillard Minns Chartered Accountants, in association with the Australia Philippines Business Council SA, is taking a market awareness mission to Manila in the Philippines from June 8 -11 2009.

Jaquillard Minns Chartered Accountants is actively involved in assisting Australian businesses to investigate and establish businesses in the Philippines. They have successfully established offices in Manila achieving considerable cost savings for their clients and being able to source excellent staff in areas that can be difficult to recruit in Australia.

The visit will include visits to the offices of SuperGuardian Corporation, the Mall of Asia, attend a meeting of Australia New Zealand Chamber of Commerce in Philippines, receive a presentation on setting up a business operation in Manila including a review of tax incentives, and a tour of Manila.

The cost of participation is \$5500 plus gst which will include return economy airfares with Qantas, 3 nights accommodation at the Makati Shangri –La, transfers in Manila, and some meals. Limited places available.

Please contact Mr Phil Jaquillard if you would like more information or would like to participate by May 28th. ph 82216551 or email phil@jaqminns.com.au

New Spanish Chamber of Commerce SA President and Spanish-Australian Business Meeting in Sydney

Mr Manuel Sanchez is the new President of the Spanish Chamber of Commerce in South Australia. He replaces Mr Tony Arjona.

The King and Queen of Spain are visiting Australia on June 24th. In accordance with their visit, a Spanish-Australian Business Meeting is being organised for the 25th and 26th of June in Sydney by the Spanish Institute for Foreign Trade (ICEX) and the Office of Economy and Trade in Spain, in collaboration with the High Council of the Chambers of Commerce and the Spanish Confederation of Business Organisations.

The main aim for the Business Meeting is to identify opportunities of investment and business cooperation, and to allow for the establishing of potential partners in Australia.

The elected sectors and subsectors of the Spanish-Australian Business Meeting are as follows: Defence, Energy, Water Administration and Treatment, Infrastructure, as well as Information and Communication Technology.

The Spanish Institute for Foreign Trade (ICEX) has now opened the registration period for the event, and those interested in the Business Meeting can confirm their place by signing up, following the link below.

http://www.icex.es/icex/cda/controller/pageICEX/0,6558,5518394_5519257_5630587_4208467_-1_-1_p5658362.00.html?estado=0

South Australian businesses interested in attending the business meeting should contact Manuel Sanchez, President of Spanish Chamber of Commerce SA ph 83703373 or email masa5@tpg.com.au



Mr His Excellency Mr Carlos Sanchez De Boado Y De La Valgoma, Ambassador of Spain with Mr Manuel Sanchez, President of Spanish Chamber of Commerce SA in Adelaide last week.

AACCI becomes an official ZooSA's Panda Keeper



Dr Chris West, CEO of Adelaide Zoo with Irena Zhang, President Australian Asian Chamber of Commerce and Industry SA

The Australian Chamber of Commerce and Industry SA (AACCI) has become an official ZooSA Panda Keeper, as part of the Pandas on Parade fundraising project to assist ZooSA in securing the long term survival of the species by extending the captive insurance population of the Giant Panda. Wang Wang and Funi are on loan to the Adelaide Zoo for 10 years from the Wolong Sanctuary in China, they will arrive in October 2009.

Up until the end of Chinese New year 2010, the AACCI with the support of other Chambers of Commerce and the wider Asian community will host a number of educational, fundraising and social activities associated with the AACCI's being one of the Adelaide Zoo's Panda Keepers.

In 2009 the AACCI will continue to promote the Arts / Entertainment / Digital Media exchanges and trade missions and strongly focus on its commitment to the Adelaide Zoo's "Pandas on Parade" Project. The AACCI has a webpage www.aacci.com.au and two Facebook pages under: The Australian Asian Chamber of Commerce and Industry and "Panda Love: Friends of Wang Wang and Funi"

Trade mission to Italy

The Italian Chamber of Commerce – Adelaide and Department of Trade and Economic Development are coordinating a trade mission to Italy from September 10 - 24 2009. The mission will include the presence of a South Australian stand at the Fiera del Levante trade fair in Bari, Puglia.

South Australian companies in the following sectors that are considering entering or expanding into the Italian/European market are invited to participate : food/wine; horticulture; machinery, automation, food processing machinery, renewable energy (geothermal), fashion, leather/hides processing, ICT, environment and stone/building.

For more information, contact Teo Spiniello, Secretary-General of the Italian Chamber of Commerce and Industry – Adelaide ph 82324022



Fashion Trade mission to Hong Kong



The Hong Kong Australia Business Association SA Chapter is organizing a trade mission to attend Hong Kong Fashion Week – Spring Summer July 6-9 2009. It will include

- Garment and Accessory Mart – big volume, mass market appeal
- Fashion Gallery – high end, designer fashion
- Body and Intimate wear – lingerie, swimwear and home wear
- Bridal and Evening wear – special occasion pieces and accessories
- International Fashion Designers Showcase – creative talents present their designer collection



The 5 day mission will include free entry to Fashion Week, priority entry to the exclusive catwalk shows, briefing by Austrade representatives, briefing by Young Hong Kong Exhibitors, and business matching services.

CITCSA

“MEET the FACES behind the PLACES”

The 7 day trip includes tours of Ocean Centre shopping district, the Canton Road High End fashion stores, HK night fashion markets, trip to Shen Zhen China including Lo Wu market and Chinese garment factory, and trips to Sham Shui Po fabric, trims and accessories market and Granville Road factory outlet fashion shops.

Fashion Week Spring Summer 2009 is expecting 20,000 buyers and over 1000 exhibitors. The mission participation fee is \$500 which includes 12 month HKABA membership, approx \$1450 return airfares flying Cathay Pacific and special accommodation rates on application.

CITCSA Office
136 Greenhill Road
UNLEY SA 5061
Ph: +61 8 8300 0110
Fax: +61 8 8300 0120
www.citcsa.org.au

For more information, package details and costings, contact Ian Mathison, Mission coordinator ph 0411519757 or email ian_mathison@inet.net.au Expressions of interest close May 29th

Extra Funds for exporters through EMDG



The Federal Minister for Trade Hon Simon Crean has announced an additional \$50m in this year's budget to ensure that all EMDG grant recipients for 2008/2009 will now receive their grant entitlements in full. The Government has previously promised an additional \$50million would be added to the EMDG scheme for 2009/2010.

The EMDG scheme is managed by Austrade and is designed to help qualifying small and medium exporters by reimbursing them for promotional costs. Mr Crean said in his media release “ the extra \$50million will provide a much needed stimulus to exporters that will protect jobs and increase market share”



The international business community including CITCSA, the Australian Institute of Export, Export Solutions, Business SA, Exporters Club, ITASA and the Australian Chamber of Commerce and Industry have been lobbying the Minister over the past two years to both pay the outstanding EMDG entitlements to exporters for this current year, and increase funding for EMDG for next year.

We thank the Minister for this decision and his support of the export community.



Market Conditions in the United Arab Emirates

The Australia Arab Chamber of Commerce and Industry facilitates trade between SA and the six Gulf States. CITCSA's Marketing Officer Sarah Newman interviewed the Chamber's National Director Mr Raymond Najar about trading opportunities with one of the most dynamic of the Gulf States, the United Arab Emirates.

1. What are market conditions like at the moment in the UAE?

Interesting conditions exist in the UAE at the moment. Dubai is often considered the powerhouse of the UAE due to its modern, progressive rulers; however much of its development is predicated on a booming trade, tourism and education market. The current shortage of world investment capital has caused Dubai's economy to suffer more than most, and many expats and foreign labourers are being sent home until stability returns to the market.

Abu Dhabi on the other hand has developed much more conservatively, relies more on its own resources and can weather the economic storm better than its neighbour Dubai. With

different rulers come different rules. In Dubai, projects are being cut at an estimated rate of 70%, whereas in Abu Dhabi that figure is closer to 30%. On the whole the UAE economy is still quite robust.

Investors will find much opportunity in the UAE, as significant falls in inflation have led to lower property prices. Rents are also more realistic and will most likely remain stable for a year or two.

2. What opportunities are available for Australians trading with the UAE?

The building industry has experienced some decline but remains active, and Australian companies continue to secure contracts on projects outside of Dubai.

The UAE should be viewed by Australian businesses as a point of entry into a variety of surrounding markets. Neighbouring countries include the Kingdom of Saudi Arabia (KSA), Oman and Qatar which are only 45 minutes away by plane; Bahrain and Kuwait are around 1 to 1.5 hours away and Egypt, Syria, Lebanon and Jordan are roughly 3 hours from the UAE.

The global economic downturn has affected these neighbours far less than most nations. Some neighbouring countries are almost completely immune to the downturn, as they had not previously had a trading relationship with the United States. Iraq is fast becoming known for the wealth of opportunities it offers those strong and tough enough to build the right relationships; particular opportunities exist in Government contracts, and strong connections are developing between Iraq and Dubai and Abu Dhabi.

3. What problems might business people face when trading with the UAE?

Problems can occur to anyone, at any time. Often when problems occur it can be hard to get a straight answer, especially if this avoidance can help the buyer to delay payment. It is always wise to ensure you have the necessary paperwork when conducting business in the UAE; the Australian phrase "she'll be right, mate" does not have an Arab equivalent!

Most transactions are done in English due to the large number of British, American and Australian expats living and working in the UAE. Most of these businesspeople will conduct their business alongside an Arab partner, however. It is certainly wise to acquaint oneself with the cultural differences in the UAE, as this will foster stronger connections and help both parties better understand one another.

4. How can the Australian-Arab Chamber help traders avoid these problems?

The Australian-Arab Chamber now has over 500 members Australia-wide. It offers a wide variety of mentors who can assist their Aussie counterparts to access a market. It is common now for consortiums to be formed, to help complete a trustworthy and reliable supply chain for goods.

The Chamber stamps and authenticates export documents, as well as providing letters of introduction for members with a legitimate need or request. It has a direct link with all the Arab embassies in Canberra as well as the consulates in Sydney, Melbourne and Perth. Its members-only website now features up-to-date contract and tender opportunities.

The Chamber has recently embarked on developing one-on-one relations with the numerous in-country Arab chambers, especially those in Dubai, Sharjah and Abu Dhabi. Currently the chamber is in direct dialogue with Iraq, Morocco, Tunisia, Algeria and Egypt to help facilitate trade missions and strengthen bilateral trade ties for better communications and visa access. We would expect that as we develop these relationships, it will become much smoother sailing for our members wishing to participate in outbound and inbound trade.

CITCSA thanks our Sponsors



Australian Government

Export Finance and Insurance Corporation

WINEBAROSSA



Government of South Australia
Multicultural SA

webez™



South Australia.
A brilliant blend.