



CITCSA Flash

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

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DutchSA Launch in South Australia

The new DutchSA business group will be launched at a Renewables Networking drinks event on Friday October 30th, 3.30 - 5.30pm. The event will feature presentations from two renewable energy experts :

- Rein van den Eijnde, race participant in the World Solar Challenge who'll discuss the preparations for and participation in the 2009 World Solar Challenge race from Darwin to Adelaide
- Wubbo Ockels, physicist and astronaut will provide global perspective on future renewable energy sources in development

This free event will be held at PricewaterhouseCoopers, Level 14, 91 King William Street, Adelaide.

RSVP Danielle Gimenez 8218 7072 Danielle.gimenez@au.pwc.com

For more information on Dutch SA, a new business group connecting South Australia with the Netherlands, contact Mr Frank Weits at PricewaterhouseCoopers 8218 7600 or www.dutchsa.com.au

Brunei Darussalam High Commissioner visits Adelaide



I-R; Mr Barry Salter, Executive Manager, CITCSA; His Excellency Adnan Jaafar, High Commissioner of Brunei Darussalam; Mr Francis Wong, President, Australia Brunei Darussalam Business Council

His Excellency Adnan Jaafar, based in Canberra, visited Adelaide October 12th and 13th to meet with business leaders and Government representatives. Opportunities in Halal food, IT, education and ecotourism were discussed during his visit.

Businesses interested in doing business in Brunei Darussalam should contact Mr Francis Wong 8221 5722 or francis@encounter-australia.com.au

New location for Middle East export and commercial documentation service



The Australia Arab Chamber of Commerce and Industry (AACCI) has announced new changes to its export documentation certification services. From Monday 2 November 2009 the Adelaide CBD location for the certification of export documents will change to the premises of :

Export Solutions
55 Gawler Place
Adelaide SA 5000
Open Mon - Fri 9am – 5pm
8231 9066

In addition to the service provided by Export Solutions, AACCI will continue to offer the same service through its Port Adelaide venue at

Seaway Agencies
229 St Vincent Street
Port Adelaide SA 5015
8240 8333

AACCI's standard fee for documentation certification is \$25 per set of documents for members and \$40 for non-members.

New Migration and Settlement Industry Outreach Officer

Ms Constanze Voelkel-Hutchison has recently taken up the appointment of Outreach Officer for the Department of Immigration and Citizenship hosted at Business SA.

Constanze previously worked as Manager for the Multicultural Affairs, Community Liaison and Settlement Planning sections at the DIAC SA Office. CITCSA representatives would've met her in her role as Member of the Migration Museum's Foundation Committee at CITCSA's Year Ahead Member Forum in February.

Constanze replaces Mr John Haren who has now returned to the Department after four years in the role.

If you are an employer facing skills shortages and require migration or settlement advice, please contact Constanze Voelkel-Hutchison at Business SA on 8300 0084 email constanzev@business-sa.com , Tuesdays and Wednesdays. Alternatively, you will be able to reach her on mobile 0434 076 437.

David Napton is new Manager of Export Advisers at Austrade for SA/NT

David Napton is the new Manager for the Export Advisers at Austrade for SA and NT. Austrade is the Australian Government's main trade and investment development agency. It assists Australian businesses to succeed in trade and investment internationally, and supports productive foreign investment into Australia, via a global network of offices.

David has worked for the Federal Government and Austrade in an international trade promotion and facilitation role for more than 30 years. This includes 3 overseas postings in Kuala Lumpur, Seoul and Port Moresby, as well as assignments in Queensland, NSW, ACT, Northern Territory and South Australia.

David moved to Adelaide in June, 2009 after 4 years in Darwin managing Austrade's operations in the NT. He works with Austrade's State Manager Ms Patricia Moessinger in the Adelaide office.



Ms Constanze Voelkel-Hutchison



David Napton, Austrade

Trade mission to Fiera del Levante, Italy in September



South Australia's stand at Fiera del Levante

South Australia's relaxed Mediterranean lifestyle and quality wines were on show at Italy's largest multi-sector trade fair, Fiera del Levante in Bari, Puglia, Italy.

The fair staged between 12th and 20th September included a display showcasing South Australia's investment opportunities, research and development strengths, and immigration, tourism and education expertise. Over a million visitors attend the eight day fair.

Mission leader Ms Carmel Zollo MP said the visit to Fiera del Levante followed successful representation at the fair in 2007 and 2008. She said the fair and the city of Bari, Puglia, are viewed as gateways to trade and marketing opportunities throughout Italy and Europe.

Ms Zollo said since the visit of a large delegation from Puglia to South Australia in February 2008, several relationships have developed between South Australian businesses and Italian contacts looking to develop trading partners.

"This is particularly so in the food industry and this year we are hoping that something similar will develop in the indigenous art industry," Ms Zollo says.

The Italian Chamber of Commerce and Industry Adelaide and DTED organised South Australia's stand at the event.

Andrew McEvoy appointed Managing Director of Tourism Australia



Andrew McEvoy

Mr Andrew McEvoy, current Chief Executive of the SA Tourism Commission, has been appointed Managing Director of Tourism Australia. Andrew has been Chief Executive of SATC since 2007, and was previously General Manager of Marketing at SATC from 1999-2003. Andrew will leave Adelaide in December to take up the position in Sydney.

Tourism is currently worth \$4.3billion to the South Australian economy and provides direct employment for 27,000 people and a further 23,000 indirect jobs. Much of this employment is servicing our great tourism attractions in regional areas of the State.

Tourism Australia is developing a new campaign to market Australia to the world and Andrew will now be leading this process.

MEET THE FACES BEHIND THE PLACES:

Kevin Witkowski, President, Polish Chamber of Commerce

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"MEET the FACES
behind the PLACES"



I-R Mr Kevin Witkowski, President, Polish Chamber of Commerce SA; Mr Daniel Gromann, Consul - General for Republic of Poland; Mr Barry Salter, Executive Manager, CITCSA

Mr Daniel Gromann, new Consul General for the Republic of Poland, based in Sydney, visited Adelaide Friday October 2nd and met with business members of the Polish Chamber of Commerce SA at Business SA including President Kevin Witkowski, Mr Thomas Tadrowski from Aerometrex, and Ms Gosia Hill.

Sarah Newman, CITCSA Marketing Officer, spoke with Kevin Witkowski on trade opportunities in Poland:

Australian businesses wishing to export to Poland would be well advised to target niche markets, said Polish Chamber of Commerce President, Kevin Witkowski. Poland's population of around 40 million permanent residents swells to around double that size when annual visitor figures are taken into account. The sheer size of the market creates big opportunities for Australian businesses able to supply boutique or special-interest products. Poland's mass-consumption needs are largely met by neighbouring Germany and France, as lower freight costs allow these countries to compete on price.

Kevin explains how Australians can identify attractive niche markets by looking at which products are being successfully supplied by Asian or American exporters, who face similar freight costs.

Fish and seafood products are the subject of increasing demand in Poland, and Australian businesses may be able to enter this market if they are prepared to take a creative approach.

The distance between Australia and Poland is not necessarily a problem" said Kevin. "If we look at sending over vacuum-packaged oysters and other shellfish which are kept alive during transit." Frozen produce, as well as cured items such as smoked salmon, may also be transported successfully.

Alternatively, South Australians looking to sell technology, equipment or expertise relating to the fishing, fish-processing and farming industries may find a ready market. Consumer tastes in Poland, said Kevin, are surprisingly similar to those in Australia. He identifies tuna, salmon, oysters and mussels as the biggest opportunities. Other stand-out potential markets include food, wine, sustainable energy, minerals and animal feed.

Good opportunities also exist for companies wishing to establish a joint venture. Poland can be used as a base from which to enter many European markets, and the stable business laws, qualified professionals and comparatively low labour costs make it an attractive place to set up shop.

The Polish Chamber of Commerce exists to help small and medium-sized businesses establish trade links with Poland. It provides a range of practical services to its members, such as translating correspondence, matching businesses to the right trade partners, conducting trade missions and attending trade fairs. Members also become part of a global trade network that extends to the top levels of industry and government, giving them immediate, and invaluable, credibility in their new market.

Businesses interested in doing business in Poland should contact Mr Kevin Witkowski 0412802255 or admin@polishchamber.com

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