

IBC *update*

International
Business
Council

Chamber of
Commerce
NORTHERN TERRITORY

www.ibc.org.au

June 2006

From the Editors Desk

Welcome to another edition of IBC Update.

This month we welcome a new Executive Committee Member—Monica Turvey from Charles Darwin University. A big thank you to Monica for coming on board.

As you may be aware the Export awards have had a face lift, turn to page 2 to find out all about this years award.

This month the IBC issues it's first summary of international tendering opportunities, now available on the website on a monthly basis, and of course it is also time to start thinking about the upcoming delegations to Sabah & China later on in the year.

It's all happening here. Don't forget this is your newsletter too, if there is anything you want to know more about or items you would like us to feature in the newsletter don't hesitate to let us know peades@chambernt.com.au or 89363125.

Have a great month!

Mark, Greg, Purdey & the whole IBC crew!

Trade & Investment Forum

The International Business Council of the Chamber of Commerce Northern Territory was proud to be involved with the second Brunei Indonesian Malaysia and Philippines – East ASEAN Growth Area (BIMP-EAGA) Darwin Dialogue 2006, which was held from 22-25 May at Sky City.

The International Business Council worked in partnership with the BIMP-EAGA Business Council to organise an investment seminar. Visiting delegates represented the key industries of Tourism & Services, Agribusiness, Aquaculture and Transportation, and the investment seminar featured Dr Azmi Mat Akhir, Special Assistant to the Secretary General of ASEAN, Mr Romeo Serra, Chairman of the BEBC and Mr Erywan Pehin Yusof, Acting Director of International Trade, Ministry of Foreign Affairs and Trade, Brunei Darrussalam.

BIMP-EAGA is Asia's largest economic growth area and constitutes Brunei Darussalam; the Indonesia provinces of Kalimantan, Sulawesi, Maluku, and Irian Jaya; Sabah, Sarawak and the Federal Territory Labuan in Malaysia; and Mindanao and Palawan in the Philippines. With the exception of Brunei these areas have traditionally lagged in economic development when compared to their respective capital regions, despite being rich in natural resources. The ASEAN governments of Brunei, Indonesia, Malaysia, and the Philippines united in its desire to enable this area to fully participate in the ASEAN development process, and agreed to form the ASEAN sub-regional economic growth area BIMP-EAGA (or simply EAGA) in March 1994. Since the Working Groups have met to improve a range of key economic sectors including Airlinks, Sealinks, Tourism, Construction, Energy, Telecommunications, Fisheries, Agro-industry and Forestry. The region comprises a population base in excess of 50 million and a land area close to 1.6 million square kilometers.

IBC Chairman, Mark Norman has strong links with the BIMP-EAGA region and says "The region is largely untapped and presents significant opportunity for NT Business to either embrace existing enterprises or play a role in capacity building." Doing business in the Asian region, particularly in the BIMP-EAGA is very much relationship based. The IBC's involvement with BIMP EAGA is very important in establishing the relationship required to identify business potential."

Fielding questions from the crowd. Left to Right: Bernadino Vega Jnr, BEBC Chairman Romy Serra, Chamber of Commerce CEO Chris Young & Manager Industry Councils Greg Bicknell.



Your International Business Council Executive Committee

Chairperson: Mark Norman, Norman Marine Services	8981 6287
Bob Tormey, Auslink	8981 3288
Charles Wright, QS Services	8941 0116
Geoff Swaine, Tenix Defence Pty Ltd	8941 9485
Kym Handberg, ETS Australia	8981 6946
Richard Teo, SMIT	8981 0495
Sean Mahoney, ICAE	8941 5959
Serina Tran, Seaking Seafood Supplies	8984 4743
Trevor Willis, Normist	8947 8488
Monica Turvey, Charles Darwin University	89467270
Vacant	

Brunei airlines opens route to Vietnam hub

Royal Brunei Airlines (RBA) have opened a new route linking Bandar Seri Begaway in Brunei and Ho Chi Minh City in Vietnam.

The BI385 flights are scheduled to depart from Brunei's capital at 2:40pm and arrive at 3:40 pm, on Monday, Thursday & Sunday, while the return services leave Ho Chi Minh on Tuesday, Thursday & Sunday.

"We see Ho Chi Minh City an alternative shopping and sightseeing destination for people of Brunei, and in return, we are also an interesting stop for Vietnamese passengers" said Rozman Junadidi RBA's Acting head of Corporate Communications.

Vietnam is the sixth ASEAN country, following Singapore, Malaysia, Indonesia, Thailand and the Philippines, where RBA offers flight services.

Chief Ministers NT Export & Industry Awards

The International Business Council is pleased to be coordinating the 2006 Chief Ministers Northern Territory Export & Industry Awards, which represent the highest recognition of Territory business excellence, promoting enterprise and industry. The awards were launched by The Hon Claire Martin in conjunction with the Export Hub Business at Sunset in May. It was a great event with over 100 people attending.

Applications for the Awards are invited from any organisation that exports goods and services of predominantly Australian origin, in the following categories:

- Agribusiness Award
- Arts & Entertainment Award
- Emerging Exporter Award
- Minerals & Energy Award
- Services Award
- Small to Medium Manufacturers Award
- Small to Micro Business Award

Applications can be lodged online at www.exportawards.com.au.

For more information on the awards contact Greg Bicknell

Tel 8936 3128 or e-mail gbicknell@chambernt.com.au or visit the Export Awards website.



Left:
The Chief Minister Officially launches the awards at the Darwin Sailing Club.

Right:
James Taylor from Aerosail, Charmaine & Kevin from NTICN & Trevor Willis from Normist enjoy the atmosphere at the Darwin Sailing Club.



China Challenges

China's gradual economic reforms have opened the economy to international trade and investment and have made it one of the fastest growing in the world, with a nearly nine-fold increase in GDP per capita since 1978, according to a WTO Secretariat report on the trade policies and practices of China.

Ongoing trade and structural reforms, given added impetus by China's membership of the WTO since 2001, have made it the world's third largest trader and one of the largest FDI recipients. These reforms have also reduced the proportion of China's population living in poverty from 73 per cent in 1990 to 32 per cent in 2003. At the same time, however, income disparity has increased, especially between the coastal and inland regions and between urban and rural areas.

Trade and investment barriers have declined considerably, in part due to WTO commitments. Nevertheless, the report notes that the Chinese Government continues to intervene to "manage" trade, including for domestic supply considerations.

Continued structural reform will increase unemployment in certain sectors and more than 100 million jobs will need to be created during the next decade. The report suggests it may be necessary to reappraise the current policy to attract investment to export-oriented capital intensive manufacturing and to place greater emphasis on removing impediments to the expansion of the services sector.

The Government also needs to accelerate its efforts to raise the quality of the labour force in order to move away from traditional low-skilled, labour-intensive industries into higher value-added production.

Other challenges include bottlenecks in infrastructure as well as the continued need to restructure the financial sector and capital markets by making them more market oriented the report says.

Changes to import processing charges

The Australian Government has announced changes to Customs import processing charges for air and sea cargo.

It follows the Government's decision last October to increase the threshold for goods imported by non-postal systems from A\$250 to A\$1,000 for each import declaration, bringing this threshold into line with that applying to postal imports.

The threshold increase and alignment has benefited thousands of Australian importers of low value items, as these goods are now subject to less onerous import requirements and are generally exempt from Customs duties.

Customs Minister, Senator Chris Ellison, said that Customs needed to increase its own charges to maintain full cost recovery for its assessment and clearance processes. To achieve this cost recovery, from 10 May, for all consignments above A\$1,000, the processing charge will increase from A\$30.10 to A\$40.20 per declaration for imports arriving by air or post, and from A\$49.50 to A\$50.00 per declaration for goods imported by sea.

The Minister said that, while the processing charges will rise for some importations, the raising of the threshold level means that about 600,000 declarations each year will now be exempted from these charges.

Business Delegations

EAST MALAYSIA

AUGUST 2006

The International Business Council of the Chamber of Commerce NT, invites Northern Territory companies to join a trade mission to Sabah and Sarawak from 10 -13 August.

The primary purpose of the mission is to undertake a familiarisation visit to Bintulu and explore opportunities relating to the rapid LNG and port expansion over the past 20 years.

The mission is timed to include involvement in Sabah International Expo 2006, where a Northern Territory booth will be available to display delegate's products and services.

Mission delegates will receive

Fully escorted tour of Bintulu LNG and port facilities

Business matching meetings and assistance with market research

Networking opportunities

Display space in the N.T. trade booth

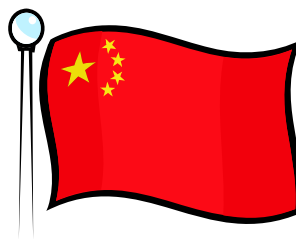
For further information please contact Greg Bicknell on 8936 3100

SOUTHERN China

OCTOBER 2006

Expressions of interest are sought from Northern Territory businesses wishing to join the International Business Council's mission to visit Guangzhou in October.

The 5 day visit will include the China Export Commodities Fair in Guangzhou, one of China's premier buyer events and tailored business matching programs for both existing and emerging exporters. An optional add-on is available to include Shanghai in the itinerary.



Financial support with travel and ancillary costs may be available to eligible exporters under the NT Government's Trade Support Scheme.

For more information please contact Greg Bicknell on 8936 3100

Exporters to Benefit from Extension to Tradestart *

Australian businesses, particularly in rural and regional Australia, will benefit considerably from a 2006-07 Federal Budget initiative to extend the TradeStart Programme, Deputy Prime Minister and Minister for Trade, Mark Vaile, said tonight.

Mr Vaile said that the Government had committed \$23.3 million over four years to continue the TradeStart programme which has seen over 1100 new exporters achieve export sales of over \$410 million since 2002.

"Currently there are more than 50 TradeStart and TradeStart extension offices operating across all states and territories, in addition to eight regional export hubs, to ensure that small and medium sized companies have access to local export assistance."

"The TradeStart network also ensures companies in regional Australia have access to services under Austrade's New Exporter Development Programme. It provides one-on-one advice to new exporters to help them realise their export potential and to succeed in international markets. It also works to support existing exporters to access new markets overseas."

"TradeStart is delivered in partnership between Austrade and local partners including chambers of commerce, private sector organisations, and state and territory governments. By leveraging Austrade's knowledge of international markets with its partners' local expertise, TradeStart is an effective way of helping companies into export."

"This initiative ensures all businesses looking to export can continue to access practical advice and assistance locally" Mr Vaile said.

* Source: Department of Foreign Affairs & Trade.

For more information about TradeStart in the NT speak to one of our consultants in Darwin or Alice Springs

Darwin
Jennifer XI
jxi@chambernt.com.au
8936 3144

Alice Springs
Claire Ashard
cashard@chambernt.com.au
8952 4377

BIMP-EAGA Business Portal

Trading Gateway to

Brunei - Indonesia - Malaysia - Philippines - Northern Territory

The International Business Council invites Northern Territory companies to register on the BIMP-EAGA Business Portal: www.bebp.org.

If you are trying to do Business in Brunei, Indonesia, Malaysia or the Philippines this is a great opportunity to get in contact with Businesses operating in the BIMP-EAGA region.

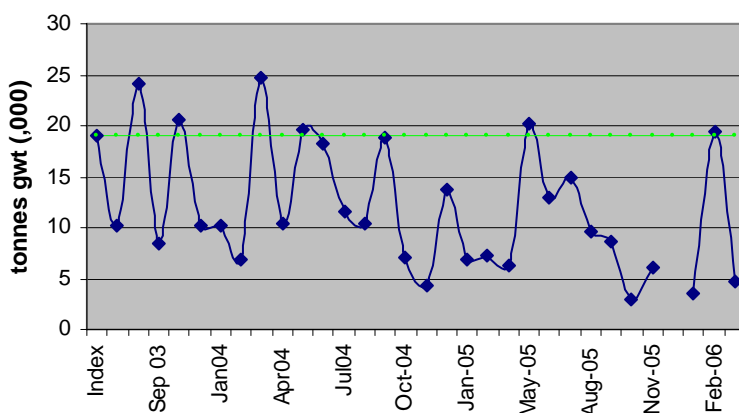
The portal currently lists over 1600 traders with more coming on line every day. Companies are listed by category, allowing for easy searching. You can currently register your own Business FREE. Trade opportunities can be

Registration online is a very simple process. Just visit www.bebp.org.

For more information contact Purdey Eades on Tel 8936 3100 or e-mail peades@chambernt.com.au.

Current Export Statistics

NT Exports by Volume/month



Export Commodities Index – March 06

Index:	19,100 tonnes
Change previous month	-76%
Change year on year	-35%
Major fluctuations (on monthly average for March)	Live animals -50% (2930t) Seafood -64% (25t) Beverages -71% (18t) Other food -91% (46t)

Total volume NT product exported via other states: 646t

Figures supplied by Australian Bureau of Statistics and indexed against total monthly exports for Port of Darwin, including airfreight & parcel post. Excludes major mining exports, which normally average in excess of 4-500,000 tonnes/month.

Event Diary

SEAAOC 2006

18 - 21st June

Skycity Casino, Darwin

www.seaaoc.com or info@iir.com.au

Delegations

Sabah International Expo

10th - 13th August

gbicknell@chambernt.com.au or www.sie.com.my

China

14th - 18th October

gbicknell@chambernt.com.au

Business Round Table

Mid June

Featuring Mark Pierce, Head of the Market Development Branch from Dept Foreign Affairs & Trade. Mark is involved in the FTA with United Aaab Emirates

tcaruana@chambernt.com.au or Phone 89363141

Business Club Lunch

22nd June

Featuring Peter Siedel, discussing Live Camel Exports to Malaysia & Wayne Fan from Dept of Chief Minister discussing Opportunities in Brunei & Sabah.

tcaruana@chambernt.com.au or Phone 8936 3141

Financial Assistance for Exporters Workshop

3pm, 27th June

Chamber of Commerce Training Room

gbicknell@chambernt.com.au or Phone 8936 3100

Contact Us

IBC Update is a monthly publication of the International Business Council of the Chamber of Commerce NT. For further information on any of this material, contact the Industry Councils Division of the Chamber of Commerce NT:

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