



Australia China Business Council
澳大利亚中国工商业委员会

CHINA IN TOUCH

A newsletter for Northern
Territory branch members

Northern Territory Branch

December 5 2007

Presidents' notes

It has been an interesting month with changes at the federal and local government level, but the most exciting event was that we became a branch of ACBC. The launch of ACBC NT branch was very successful, former Chief Minister Clare Martin officially opened our branch, along with our National Chairman Kevin Hobgood-Brown and the President of ACBC SA David Powell. More than 80 people attended this launch.

I would like to take this opportunity to thank our committee who elected me as the first President of ACBC NT. I appreciate for your trust and I will work hard to drive ACBC NT forward, and work together with our members of committee. We will continually provide the best services to our members and NT businesses societies.

I also would like to thank following people who have made huge contribution to ACBC NT:
Daryl Guppy - As an acting President in the past months, he has put a lot of effort and time into ACBC NT.

Lisa Mutch - As an acting Vice President, Lisa has done so much for ACBC NT, her great contribution to ACBC NT is to link us with the Department of Primary Industry, Fisheries and Mines and other mining companies in the NT.

Quentin Kilian - Before he left Department of the Chief Minister, Quentin has supported ACBC NT from the right beginning.

Ken Cohalan - Ken has given so much his time and worked very hard for ACBC NT since the day one.

Richard Teo and Helen Cole - They have been so supportive, lot of ideas and suggestions from them have been so helpful for ACBC NT.

Without these people's contribution, ACBC NT will not exist today!

Recently, Daryl and myself attended ACBC AGM in Melbourne. We represented NT at the first time at this national meeting. We met our colleagues from other states. On behalf of ACB NT, I thanked our national office, Kevin and David, for their support for ACBC NT. I suggested to the board to bring the next Board Meeting and AGM into Darwin. I encouraged other States to introduce to ACBC NT to their members who also have an office in the NT and to bring their guest speakers into Darwin.

Looking beyond and looking forward, let's work together to bring ACBC NT to the next level, ACBC NT will grow stronger and bigger in the near future.

Jennifer Xi
President

Vice Presidents' observations

I was reading the Shenzhen Daily newspaper on a flight to Beijing during the week. The world news section was dominated by the headline 澳大利亚要对英女王说再见。(Australia wants to say goodbye to the Queen of England.) This was a full page article and included a picture of the Queen departing on a plane, and a picture of John Howard in a subservient pose with the Queen.

Put aside your personal politics for the moment. This article is very significant for several reasons. It is very unusual to have such a large section of a domestic China newspaper allocated to a single story from overseas from a country other than America. It signals a new prominence in for Australia in China affairs.

It also signals that China now sees Australia as a more mature and independent country. This suggests Government to Government, and Government to business approaches may become much friendly. Australia has had a good relationship for many years but this type of news report suggests there may be further improvements. Prime Ministers Rudds command of mandarin was favourably received in China, and also received widespread press coverage.

This support will not make it automatically easier for Australians to do business in China. The foundation as always is a good business proposal. However this development may speed the progress with Free Trade agreement discussions and other issues at a Government and official level. In turn, this will make it easier to individual companies.
Daryl Guppy, Newsletter editor

Events calendar

ACBC branch meeting – Usually second Tuesday in the month. Location to be advised.

- There will not have another committee meeting before Christmas.
- A Christmas Lunch is planned for on Friday, 14th December. This is for all members and invited guests.. Details will be emailed separately.

National ACBC Board meeting report –

This was a short but important meeting. Highlights included a report of a proposal from Palamedia to provide printing sponsorship to the ACBC. Website developments and upgrades were also discussed. Reports were given from all branches and we collected some useful ideas for ACBC NT future branch functions.

Updates were provided from Austrade. As the new Government had just been elected, these updates were necessarily more restricted due to the anticipated modifications in trade policy.

A briefing from the first Secretary of DFAT was also constrained by the change in Government.

There was certainly a general feeling that the role of the ACBC would increase in the future.

Members and associates China News

- The National Office has received notification from The Winston Churchill Memorial Trust of the 2008 Australia-China Council Churchill Fellowship. This Fellowship will be awarded to an Australian citizen over the age of 18 who wishes to pursue study of an issue in any field that promotes mutual understanding and fosters people-to-people relations between Australia and China. Travel under this Fellowship will be restricted to Mainland China, Hong Kong, Macau and / or Taiwan. No prescribed qualifications are required. Merit of the proposal is the primary test and a strong desire to share the results of the Fellowship with the Australian Community must be displayed. The Fellowship will be awarded in June 2008 and travel may commence from 1st September. Airfares and an overseas living allowance will be provided for a total of approximately \$25,000. The application form and other information can be downloaded from the Churchill website at www.churchilltrust.com.au. For printed forms contact churchilltrust@bigpond.com or phone 1800777231 or 02 6247 8333. Applications must be received by Friday 29th February 2008.
- Territory watercolour artist, Jasmine Jan, has completed a successful exhibition in Guangzhou . We will bring you a report in the next newsletter.
- Lisa Mutch has completed a Ministerial visit to several Chinese cities and participated in the national mining conference.
- Daryl Guppy was a keynote speaker at the two day Shenzhen International Financial Expo sponsored by the Shenzhen Stock Exchange and the city of Shenzhen.

China travel tips

TEN TIPS FOR TAKING CHINA TAXIS

Taxi horror stories in foreign places are a legion. I find I have been 'duded' more frequently in Sydney and Melbourne and never in Beijing. I did have a taxi driver who did get lost in Beijing. He turned the meter off and refused to take extra payment when we eventually arrived at the destination. Without exception I have found taxi drivers helpful, honest and pleasant.

1. Never go with a driver who approaches you at the airport. Drivers who approach you are usually *hēi chē* -illegal and meterless "black taxi". Leave the building and head for the taxi rank. At Beijing airport the rank is well policed with orderly queues just outside the terminal doors. You will be asked to tell the attendant where you are going and you will get a ticket with a taxi number on it. At Pudong Airport in Shanghai the taxi queue is a bit more difficult to locate. Its not directly out the front, so you have to look for the line of people. Ignore the taxi touts. At Hongqiao in Shanghai you cannot miss the (usually) very long taxi line. Shenzhen airport has a clearly defined taxi area, a little like Melbourne airport.
2. If you have to flag down a passing taxi use the Singapore signal, arm outstretched and hand waving in a 'slow down' motion.
3. Some people suggest that if you're staying in an upmarket hotel, do not go with taxis called by the doorman or waiting in line outside. They claim drivers pay kickbacks to the doormen to allow them to join the line on the forecourt. This may be true, but even if kickbacks are paid it is not a cost to you, and, it's the service you get that counts. (In the US you pay the kickback

'tip' to the doorman to get a taxi, and to the taxi driver for accepting you as a passenger!!)
These will be metered taxis and if the driver wants continued support from the hotel he will make sure you get to your destination without complaints.

4. Take the hotel's business card in Chinese to show to a taxi driver when you want to get back.
5. Look to see if the supervision card, usually with a photo of the driver and a telephone number, is prominently displayed, as regulations require. If it isn't then it's a black taxi. Choose another taxi.
6. Black taxis are a risk, but at times they are a necessary convenience. Standing in the snow in Shanghai at 6 pm I found it almost impossible to flag down a taxi. I eventually caught a black taxi and agreed on the price before getting in. I paid extra in conversation as the driver quizzed me on how to say Valentines Day. She was interested in what it signified and involved.
7. Always make sure you hear the meter reset. In Beijing it delivers a recorded greeting in Chinese and English ' Welcome to my taxi.'
Some say that if you didn't see the flag pushed down, which shouldn't happen until you actually move off, then you may end up paying for the time the taxi was in the rank. This is supposed to be a particularly popular scam outside Western hotels. Its difficult to see how this scam works as meters have an automatic flag fall minimum based on distance. In any case, its demeaning to argue over a few renimbi.
8. If you are by yourself, sit in the back seat. As soon as you sit in the front seat you indicate you don't know the correct procedure. Where possible give the driver the destination written in Chinese. Its pointless to pretend to look as if you know where you are going if you don't know. If the driver looks confused, then ring your destination and get them to talk to the driver and give directions.
9. The flag drop of ¥10 includes 3km or 4km, after which the standard kilometre rate begins. But in Beijing, after 15km, the rate jumps by 50% if the driver has pushed the "one-way" button on the front of the meter.
10. Pay what's on the meter. Tips are not required. The driver will insist on giving change. Always ask for a receipt - wo yao fā piào – as it has the taxi number and a phone number. If you leave something in a taxi, I am told there's a remarkably high success rate at getting even valuable items back if you call the number on the receipt and provide the details. You'll need the assistance of a Mandarin speaker. If you decide to give a tip for exceptional service than do so after the correct payment has been made. I gave a tip to a driver who used back streets to avoid an unexpected 15 km Beijing traffic jam to get me to the airport in time to catch my flight. She was reluctant to accept because she felt she had just done her job. The idea of customer service in China could be usefully exported to a few Australian cities.

Do you have a travel tip you want to share with members. Please email us details at china@guppytraders.com

China Culture Notes – Chinese idioms

Cheng qian cheng hou 承前愆后

Meaning - Inherit the past and usher in the future (especially on knowledge and career)

Explanation – this is suitable for a toast for new business.

Chui xian san chi 垂涎三尺

Meaning – To have drool three feet long. In an extremely greedy look

Explanation – Used to describe someone who is obviously very greedy. Be careful that it is not used to describe you when you are in China.

Cai mao shuang quan 才貌双全

Meaning -Be talented and be good looking

Explanation – Use this as a compliment, either given to you , or for you to give to somebody else.

Can ci bu qi 参差不齐

Meaning --Uneven, irregular

Explanation – This is used when things are not proceeding smoothly. This is a major warning sign.

Bu fang bian 不方便

Meaning – not convenient

Explanation – This is used to save face when a request cannot be met. It is very unwise to pursue to issue or the request further.

China News reports that did not make it into the local media.

Sinopec secures key suppliers

Sinopec, China's second-largest oil company, signed and renewed strategic relationships with 23 domestic and 10 international suppliers, Economic Observer reported (in Chinese). The suppliers include steel manufacturers, coal and crude oil suppliers and large equipment providers. Domestic firms Baosteel, Angang, Shenhua Energy and China Aerospace Science and Technology Corp were among the companies signing new deals. Cooperation with these strategic suppliers will serve Sinopec's next round of expansion over the next three years, including oil explorations, refining and building a natural gas pipeline, said Sinopec director Wang Tianpu.

China, EU, agree to prevent major currency swings

China and the EU agreed to cooperate to prevent major exchange rate fluctuations at an ongoing EU-China summit, the Financial Times reported. China's central bank said both sides would take "comprehensive measures" to avoid big swings in currency movements, improve structural economic adjustments and contribute to an orderly adjustment of global imbalances. No further details were given. The central bank's statement was issued after its governor, Zhou Xiaochuan, met with the president of the European Central bank, the European monetary affairs commissioner and the chairman of the eurozone finance ministers' group. The Europeans want China to let the yuan appreciate more quickly and to reduce its trade surplus with the EU. The Chinese have remained committed to their strategy of allowing the yuan to appreciate gradually. European leaders are now in Beijing hoping to start a long-term economic dialog modeled after the twice-yearly Strategic Economic Dialog between the US and China that began in 2006.

China, EU to open new channel for discussions

China and the EU will establish a high-level mechanism to facilitate top-level discussions on economic and trade issues in a bid to remove growing tensions in their relationship, the Financial Times reported. European leaders see the mechanism, which will hold its first meeting in March, as a channel through which to call for faster renminbi appreciation as well as address their concerns over Europe's growing trade deficit with China. However, Beijing has made no indication that it will give ground on these issues. Premier Wen Jiabao sought to define the mechanism in broader terms, describing it as a forum for discussing topics such as environmental protection, energy and high-tech development as well as trade. He also said questions on the renminbi's rise against the euro were due to a falling US dollar and "would be best put to US financial authorities." Separately, it was agreed that the European Investment Bank would supply US\$743 million in credit to China to help prevent or reduce greenhouse gas emissions.

Glu Mobile buys China's largest mobile game developer

Glu Mobile, a US mobile-phone game developer, will buy Mig, China's largest mobile game developer and publisher, for US\$40 million, the Financial Times reported. Glu will pay US\$14.7 million in cash for Mig, with the remainder paid up in cash and stock if Mig hits certain financial targets next year. The Chinese firm's management team will remain intact. Glu's chief executive, Greg Ballard, said the Chinese mobile gaming market would grow significantly because China Mobile has made games a priority and developed a new platform for downloading games to mobile phones. He said Mig would be used to introduce Glu games to the Chinese market. China has about 500 million mobile phone subscribers.

MEMBER PROFILES

Have your member profile included in the newsletter. Send details to china@guppytraders.com

FORWARD THE NEWSLETTER TO A FRIEND

NEWSLETTER CONTRIBUTIONS ARE WELCOME. Keep other members informed about China experiences. Please email notes or comments to china@guppytraders.com. Please use email header ACBC NOTE. Information received up to the day prior to publication will be included.



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MEMBERSHIP APPLICATION

Please complete this Membership Form with your details if you are applying to join the Australia China Business Council for the first time.

BASIC DETAILS

Company Name	
Company name in Chinese (if known)	
Industry sector	
Branch membership	NT
Member type: Govt Depts, Large company, Individual, Associate (NV) student (NV)	
Company email address	
Company web site http://	
Date of application	

PERSONAL DETAILS

Title	
First name	
Last name	
Job title	
Personal email address	

CONTACT DETAILS

Company phone	
Company fax	
Direct phone	
Direct fax	
Mobile phone	
Pager	

LOCATION DETAILS

Street address	
City	
State	Northern Territory
Post code	
Postal address	
Country	Australia

PAYMENT METHOD

Cheque / cash	Card type /VISA / Mastercard
Card number	
Name on card	
Expiry date	
Amount paid (See member type)	\$

PLEASE RETURN COMPLETED FORM TO ACBC NT

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