



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  
November 17, 2009

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## Vice President's observations

The person who owes you money is always trying to find some way to reduce the amount he must pay. He will try to renegotiate the debt. Some people will not only try to renegotiate the debt, but they will also ask for even more loans at the same time. It's an annoying situation in business, but it's a critical process when these negotiations are done on a country to country basis.

How do we reduce the debt that is owed? One very effective way is to revalue the amount that you owe. This is most effectively achieved by changing the valuation of the currency. American calls for a revaluation of the Yuan are simply a method designed to reduce the amount payable in American dollars. A change in Yuan valuation effectively reduces the amount of debt that has to be repaid by America. In this situation the borrower has a powerful voice in the media and has been able to distract attention from its own underlying problems.

The situation is further complicated by the continued fall in the value of the US dollar. This simply tells us that the world is losing confidence in the ability of the US to meet its debt obligations or cutback on its excessive spending. The rise in the price of gold confirms this growing distrust in the US dollar. Gold, usually priced in US dollars, is not an ideal solution because the value of the US dollar is falling.

Australian gold producers sell their gold production in US dollars. The price of gold has increased more than 20%, but the value of gold production in Australian dollars has increased by around 5%. The reason for this difference is the decline in the US dollar which has created the illusion of continued strength in the Australian Dollar.

Recently China banking regulator Liu Mingkang highlighted the important point that the fall in the US dollar is good for America but the combination of a weak dollar and the low interest rates in the US are distorting global asset prices. A weaker US dollar makes US exports more competitive and this will help the US economy to recover. The US dollar is kept low by the refusal to raise interest rates. This deliberate policy decision has a significant impact on world trading conditions. It is clear the decline in the US dollar is in America's interest.

Countries whose currencies offer more attractive interest rates, such as Australia, are experiencing a strengthening of their currency as currency traders use a new carry trade.

The carry trade is where an investor sells a certain currency with a relatively low interest rate and uses the funds to purchase a different currency with a higher interest rate. This strategy captures the difference between the interest rates. Depending on the amount of leverage used, the returns can be substantial.

The dollar Index chart provides some insights into the decline of the US dollar, and ultimately its position as a global reserve currency. The best historical view comes from the monthly chart. It shows the dollar has been locked in a substantial downtrend since 2002 when the Dollar Index fell from \$1.20 to \$0.81 before a rally to \$0.91 followed by a fall to \$0.71. The monthly chart shows that \$0.81 is a critical support level. This support level was set in 1995 and retested again in early 2004. It provided a weak support level in 2007 September. The dollar index quickly fell to near \$0.78 as the first shocks of the Global Financial crisis developed. The fall continued to create a low and support near \$0.71 prior to a new rally high in early 2009.

For the past 9 months the US dollar has been in terminal decline towards the current level near \$0.76. Again the historical support resistance level near \$0.81 did not provide any support during the fall. There are no historical support levels between \$0.81 and \$0.71. This suggests the dollar has a high probability of continuing to fall to the support region between \$0.71 and \$0.72. This is a new, and as yet, untested support level. This chart analysis delivers five bearish conclusions. They are:

- The dollar has a high probability of a continued fall towards \$0.71 on the dollar index.
- The price of gold will continue to rise as the dollar weakens.
- The rise of some currencies against the US dollar will continue.

- The rally may develop a trading consolidation band between \$0.71 and \$0.81.
- Support at \$0.71 is not guaranteed and the dollar could fall much further. The technical chart target is \$0.61 after a failure of support near \$0.71.

The dollar Index under \$0.71 exerts some significant changes on the balance of world economies.

The Dollar Index chart also delivers a speculative bullish conclusion. The pattern of downtrends starting from the 2002 February high create a fan pattern. This type of fan pattern develops as a long term trend reversal pattern. The best example of this fan pattern is the Shanghai Index. The fan pattern started from the 2008 January high gave a long term advance indication of the Shanghai market reversal. A rebound from support near \$0.71 on the Dollar Index and a test of the downtrend line near \$0.81 will confirm the fan pattern.

Fan patterns are long term patterns. In the Shanghai Index the fan pattern was seen on a daily chart. It took 10 months for the market reversal to develop. The fan pattern on the Dollar Index is on a monthly chart. The time frame for recovery for the US dollar is much longer than 10 months. The US dollar has become a floating currency and many people have difficulty coming to terms with this development.

Daryl Guppy  
Vice president, NT Branch – Newsletter editor

## Events calendar

### ACBC branch members meeting– Tuesday November 17, 5 pm

Main business is to discuss ideas for events in 2010.

Venue - DFAT Boardroom

Department of Foreign Affairs and Trade

5th Floor, NT House, 22 Mitchell Street,

Meeting starts at 5 pm

The front door to the building and the lifts lock at 5.30pm . If you are late please ring 0417807311 to gain entry. Our thanks to DFAT for making their board room available.

All meetings are open to all members of the ACBC, not just the committee members. Most matters discussed at the meeting are passed by general agreement. All members are encouraged to contribute ideas to the discussions.

### ACBC NT Special Event –Outlook for future business opportunities between China and the Territory.

Invitation to Lunch with



**The Hon Kon Vatskalis MLA**  
Minister for Primary Industry, Fisheries and Resources  
And  
**Christopher Darby**  
from MinterEllison

ACBC NT is delighted to extend an invitation to all ACBC members and participants to attend lunch with The Hon. Kon Vatskalis MLA.

Minister Vatskalis will provide members and guests with an overview of his recent visit to China and his outlook for future business opportunities between China and the Territory.

We also are delighted to have Christopher Darby from MinterEllison to give us a briefing on the outcomes of his trip to China with the Minister.

Time: 12.00pm for 12.30pm start  
Date: Thursday, 3 December 2009  
Venue: Hanuman Restaurant, Mitchell Street  
Cost: \$45.00/member, \$60.00/non-member  
Attire: Business

**Bookings:**

Contact Jennifer Xi on [jennifer.xi@randstad.com.au](mailto:jennifer.xi@randstad.com.au) or mob: 0412 048 144. Seats are limited so please register before Thursday, 26 November 2009.

This event is kindly sponsored by:

**G&K AKERS**  
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## **LUNCH WITH THE CHINESE AMBASSADOR, Sydney Dec 8.**

Following the recent speech by the Foreign Affairs Minister The Hon Stephen Smith entitled, 'Australia China Relations: the long-term view' and the visit in October by Chinese Vice Premier Li Keqiang, the Ambassador will deliver a message to the Australian business community.

**Speaker:**

His Excellency Zhang Junsai, Ambassador Extraordinary and Plenipotentiary of the People's Republic of China to Australia.

**Date & Time:**

Tuesday 8th of December  
12:00 for 12:30 - 2:00pm

**Venue:**

The Banquet Hall  
Sydney Masonic Centre  
66 Goulburn St  
Sydney NSW 2000

**Cost (inclusive of GST):**

\$150 members  
\$190 non-members  
\$1500 corporate tables (with company logo)

**Dress:**

Business Attire

**Event Contact:**

Marika Janis & Stefan Manidis (02) 9247 0349  
RSVP no later than the 2nd of December - seating is strictly limited.

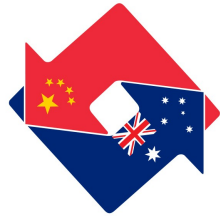
## **Members and associates China News**

### **China Daily Column**

NT ACBC member, Daryl Guppy, has been invited by the official Chinese English language newspaper, China Daily, to write a regular weekly column in the business section of the newspaper. The first column was published last week. This invitation follows a number of recent interviews in the China Daily and a full page background profile published in October. The column will look at financial markets and economic developments of interest to China. It is designed to reach a broader audience, and be read by the intelligent layman who is interested in the subject but who perhaps does not have the in-depth knowledge. China Daily is also the international voice of China and is widely read by China observers outside of China.

This weekly column in China Daily is in addition to Guppy's weekly column in the Chinese language Shanghai Security News which is the official daily newspaper publication of the Shanghai Stock Exchange and distributed to every brokerage in China. Guppy has written a weekly column for this newspaper for more than 4 years.

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[www.chinaconnections.com.au](http://www.chinaconnections.com.au)

The Australia China Business Council is delighted to partner with our official journal Australia China Connections and offer an exclusive 20% discount to all Members interested in profiling their China business in this outstanding publication.

Australia China Connections is read by more than 20,000 people from a broad range of sectors in both China and Australia. This is your exclusive opportunity to engage with senior managers and key decision makers at the heart of the bilateral relationship and achieve maximum value from your membership of the Australia China Business Council.

All members who take advantage of this opportunity will receive free advertising on Australia China Connections' rapidly growing and dynamic website for between three and six months.

The magazine also features a new Mandarin language section offering Members the opportunity to profile their business to a wider audience in mainland China. In addition to trade statistics and comprehensive market intelligence, each bimonthly edition contains analysis and opinion from a range of prominent thought leaders including:

- Rowan Callick, The Australian's Asia-Pacific Editor
- Willy Lo Lap Lam, exceptionally well regarded Hong Kong based China watcher, CNN correspondent and reporter for The South China Morning Post
- Lynne O'Donnell, Asian Features Editor for Agence France Press
- Frank Tudor, National Chairman, Australia China Business Council

It is with great pleasure that the Council's National Board of Directors, National Secretariat and all Branches endorse Australia China Connections' latest exclusive offer for Members and encourages any company with an interest in China to consider supporting this outstanding publication.

For more information, please contact Publisher Carl Jetter on 03 9650 1598 or by email at [carlj@chinaconnections.com.au](mailto:carlj@chinaconnections.com.au)

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## CHINA BUSINESS BRIEFINGS 2009

The Business Briefings will continue in 2009 and be provided free of charge for members only. Visitors are welcome to attend, but a small fee is payable.

Up coming topics for 2010 include:

- Working with interpreters and translators – a half day hands-on workshop
- Understanding expectations from business partners
- Marketing campaigns in China
- Creating and using business cards in China
- Working with media in China – building face

For more information, or requests for specific briefing topics, please contact [Lisa.Mutch@nt.gov.au](mailto:Lisa.Mutch@nt.gov.au)

## CHINA REGIONS GUIDE - SHAAN XI 陕西

Think terracotta warriors and you are thinking Shaanxi province with its capital Xi'an. This is the historical centre of China but also a major agricultural producer. These notes are designed to give you more starter points so you can talk to guests from Xi'an about the distinctive features of Shaanxi in addition to the terracotta warriors. This series is designed to give some basic background information on some of the provinces and cities in China. Its not an exhaustive list but a starting point for conversation.



Map from [www.wikipedia.org](http://www.wikipedia.org)

### **General background**

This is one of the world cradles of agriculture and civilization. This is the city and the area that gave birth to China. It has been one of the most politically important regions in Chinese history. Its is home to the terracotta warriors, and also the site of the ancient capital Chang'an. Xi'an is for history, Shanghai for business and Beijing for politics. Beyond Xi'an are vast mineral and gas reserves. This is the Chinese terminus of the silk road. There is a wide mix of nationalities and religions in this area, including Hui (Chinese Muslim). Xi'an has a strong university tradition and it is not uncommon to come across people who have attended university there. Desert in the north along the border with Inner Mongolia, the Loess Plateau in the central part of the province, the Qinling mountains running east to west in the south central part, and subtropical climate south of the Qinling mountains.

### **History**

Situated strategically at the crossroads of the routes crossing China and Central Asia, the city of Xi'an, during the Classical Period and the Middle Ages, grew into one of the most sophisticated and wealthiest urban centres in the world. In those centuries, it was also the first Chinese city to open its doors to the outside world. It established itself as a world leader in culture and trade and became the first stop on the famous Silk Road, playing a vital role in bridging the gap between East and West.

Around 1,500 years ago the city of Xi'an was one of the greatest and richest cities in the world. It was the starting point for the silk road. It was the first city in the world to have a population of more than one million. It was the capital of many Dynasties, and originally known as Chang'an. Thirteen feudal dynasties established their capitals in the province during a span of more than 1,100 years, from the Zhou Dynasty to the Tang Dynasty. The area and the city is steeped in history.

### **Industry**

The Xi'an government is running an ambitious campaign to attract foreign investment. This builds on an already advanced industrial base. Xi'an is a major engineering centre specialising in aerospace manufacturing and software development. Boeing and Airbus both have joint ventures with local manufacturers.

The Xian-Janssen pharmaceutical company is a subsidiary of Johnson and Johnson, and is one of the largest pharmaceutical plants in China. New city projects include:

Baoji New & High-Tech Industry Area, Xi'an Economic & Technological Development Zone, Xi'an Export Processing Zone, Xi'an New & High-Tech Industry Area and Yangling Agricultural High-Tech Industry Area.

Xi'an is an important university city, third after Beijing and Shanghai. Universities include Xi'an Jiaotong University, North-western Polytechnic University, Xi'an University of Architecture and Technology, Xi'an Medical University, Xi'an Petroleum Institute, Shaanxi Institute of Finance and Economics, Northwest Agriculture University and 11 other major universities.

This is a mineral rich province, with coal and iron. It also includes large gas deposits which are part of the Ordos Basin. The Shenmu and Fugu coal fields in northern Shaanxi have a total reserve of more than 160 billion tons of quality coal containing extra low sulphur, phosphorous and ash contents.

Shaanxi is a major producer of cotton, rice, corn, millet, sorghum, what and sweet potato. It includes the Wei and Han river valleys and new irrigated eras in the north west have very intensive farming. The Guanzhong Plain with its long reclamation history and highly developed agriculture is one of China's best-known wheat and cotton growers.

## **Food**

Shaanxi Cuisine is also known as Qin cai which originates from Shaanxi Province. It has a history over 5,000 years and can be seen as the most ancient cuisine all over the country. As Shaanxi Province plays an important role in Chinese history, the cuisine there also spreads to every corner of China long ago. Mutton and pork are an essential part in Shaanxi Cuisine and they are made with all kinds of seasonings. Northern Chinese and Muslim traditions mean there is wider use of bread and flat breads made from wheat. Amongst them, Rou Jia Mo (steamed bread stuffed with meat) and Niu Yang Rou Pao Mo (shredded cakes in mutton and beef soup) are the most famous local dishes. In addition, the Shaanxi Cuisine is not very expensive.

Thanks to its unique position in Chinese history, Shaanxi chefs gathered all eating and cooking advantages from all over the country, and formed its own characteristics.

The cooking style is derived from north-western China. Shaanxi cuisine makes elaborate use of ordinary materials, and is best known for its pork and lamb/mutton dishes. The flavour is strong and the taste is heavy. There is an emphasis on savoury flavours such as salt, garlic, onion, and vinegar. Sugar is seldom used. Cooking methods are mainly steaming, frying, and stir-frying. Due to its geographical location between the provinces of Shanxi and Sichuan, the taste of Shaanxi cuisine resulted in both sour and spicy, in addition to the salty taste. In comparison to other Chinese cuisines, noodles are eaten more often than rice. The noodles of Shaanxi cuisine is nearly always wider, thicker, and longer than the noodles of Beijing cuisine.

Shaanxi food is also known for its liberal use of vinegar and garlic. Chewy hand-pulled noodles and wide flat spinach noodles both come doused with vinegar, garlic, and optional chilli sauce. Vegetables are frequently doused with vinegar and garlic. One of my favourites is knife cut broad sliced Shaanxi noodles served with black vinegar and chilli oil. Another favourite is mutton kebab served with cumin and a spicy powder of pepper, chillies and paprika.

Xian is known as the "Snacks Kingdom" in north-western China. The snacks' styles are classified into Han, Uyghur (Xinjiang) and Hui (Chinese Muslim) etc. Some commons are: Mutton Paomo (crumbled unleavened bread soaked in mutton stew), Qishan Noodles, Chopped Buckwheat Noodles, Liangpi (cold noodles), Hulutou (Crumbled Unleavened Bread Soaked in Broth with Intestines and Tripe), Frying Persimmon Paste, Kettle oil tea, Honey Jelly Cake, Jujube cake, Eight-treasure Rose Mirror Cake, Xinjiang kabobs, Rice Noodles in Earthen Pot, Zongzi (a steamed glutinous rice with delicious stuffings wrapped by bamboo leaves, unlike in the other places of China, Xi'an people eat it with honey.) . A good place to eat these snacks is the Huimin Jie, a famous street close to the Bell Tower.

## **Attractions**

The Terracotta Army is the best known tourist attraction. Other sights include the Drum Tower and the Bell tower in the city centre and the city walls. Xi'an also has an extensive museum that showcases ancient Chinese history. You need to put aside at least a day to walk through the extensive halls and galleries.

The new Tang Dynasty theme park is magnificent. Generally I am not a fan if theme parks, but this is well done and provides a good educational overview of the Tang Dynasty. There are some very good dinner show performances in Xi'an that also highlight Tang Dynasty achievements.

The city's Muslim quarter, which is home to the Great Mosque of Xi'an.

The Giant Wild Goose Pagoda and Small Wild Goose Pagoda are both spectacular towers and both are well over 1,000 years old and have survived great earthquakes. The former is next to a large square with the largest fountain in Asia which projects water high into the air, rising and falling in time to music during one of the daily performances (usually at noon and soon after sunset). They protected Buddhist writings in the past.

Other sights include the Daqin Pagoda Imperial mausoleums Zhao Mausoleum Huashan (Mount Hua), one of the five most famous mountains in China. Taibaishan (Mount Taibai), the highest peak of the Qinling Range. The Forest of Stone Steles Museum and Wild Goose Pagoda Yan'an, the destination of the Long March and the center of Chinese Communist revolution from 1935 to 1948

## **Capital city – Xi'an**

Population 3.8 million. The city is currently undergoing a massive construction boom, with streets closed off and new work everywhere. The city is a mix of the ancient, the very modern, and the old low rising housing that was typical of 40 or 80 years ago. These areas may look picturesque, but they do not offer the facilities or the opportunities that are available in more modern cities. The airport provides good domestic connections, and international connections. The city is the focus of an expanding highway and rail network that re-establishes the city's position as a transport hub for western China.

## **Weather**

Xi'an July/August 21 to 30. Jan/Feb -3 to 7

## **Additional Resources**

<http://en.xa.gov.cn/structure/index.html>

Compiled by Daryl Guppy. If you have a province you would like reviewed please send your request to [china@guppytraders.com](mailto:china@guppytraders.com)

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

### **China commodity production on the rise while imports decline**

China's production of metals, fuel, and power remained high in October while imports of copper and iron ore fell, leading investors to doubt whether so much material was needed, Reuters reported. Comparisons with demand a year ago are skewed by the global financial crisis, but according to figures released Wednesday, power generation was up 17%, steel volumes rose 42% and copper production rose 28%. Rising production volumes for these and other items necessary for growth, including reinforcing bars, diesel fuel, copper, and aluminium, could indicate strong economic growth. However, iron ore and copper imports slid by about a third and aluminium by half from September. Steel production increased 20% from 2008, prompting fears of an oversupply that were only partially allayed by a 10% increase in exports. Steel export levels remain 41% below last October's.

### **Citic Pacific to sell 28m tons of iron ore to China**

Chinese customers will buy up to 20 million tons of iron ore from Citic Pacific's US\$4 billion project in Australia, Bloomberg reported. Citic, an arm of China's largest investment bank, has signed preliminary agreements to sell up to two-thirds of the iron ore it produces to Chinese steel mills. Between eight and 10 million tons of iron ore will be sold to the company's three steel mills in China, leaving the remainder of the projected 28 million tons for sale to other mills, a company spokesman said. According to the Rio Tinto Group, China is projected to consume more ore in the next five years than Australia has ever produced.

### **China trade surplus seen shrinking, exports still struggle**

China's exports face a "hard and tortuous" road to recovery with the trade surplus expected to fall to US\$180 billion to US\$190 billion this year from a record \$295.5 billion in 2008 as the health of the global economy remains uncertain, Reuters reported, citing Commerce Minister Chen Deming. The surplus was \$136.4 billion for the January - September period. Exports in September were down 15.2% year-on-year, with the government expecting a double-digit fall for the whole of 2009. China's economic recovery has relied largely on government spending to boost domestic demand, with imports showing greater improvement than exports in recent months. The ministry of commerce on its website cited protectionism and increased competition as causes of the decline in exports.

### **Education minister removed from post**

China's education minister, Zhou Ji, has been removed from his post amid widespread public dissatisfaction with the country's schools system, state media reported. Top legislative body the Standing Committee of the National People's Congress, which made the decision at the weekend, gave no reason for the move but said Zhou, who was due to retire in two years, will "get a new appointment." Yuan Guiren, vice-minister of education and former president of Beijing Normal University, was named as Zhou's successor. China's education system faces many problems including under-funding of primary and secondary schools as well as poor standards in higher education. Zhou has faced criticism for not coming up with results in tackling these issues. State media also hinted at the possibility of Zhou's collusion in a bribery case in Wuhan University, the city where he was mayor for two years before being promoted to vice-minister of education in 2002.

### **CNOOC may build battery-charging stations for electric vehicles**

China National Offshore Oil Corp (CNOOC) is considering to build battery-charging stations for electric vehicles as part of a push by the oil company to support alternative energy, the Wall Street Journal reported. CNOOC in July invested US\$732 million in Tianjin Lishen Battery Joint-Stock, a Chinese company that makes lithium batteries for electric vehicles. Lishen said it would use the investment to build 20 battery assembly lines. The Chinese oil company's decision comes as Chinese oil companies make moves into investments into alternative energy, encouraged by a government mandate to reduce greenhouse gas emissions and dependence on foreign oil. CNOOC is also building an offshore wind farm. China National Petroleum Corp is a partner in a carbon exchange market in Tianjin and Sinopec is involved in making cleaner-burning gasoline out of coal.

### **Regulators go public with online gaming spat**

China's Culture Ministry has accused the General Administration of Press and Publication (GAPP) of abusing its authority by cutting off access to World of Warcraft, a popular online game, Reuters reported, citing state media. A Culture Ministry official in charge of market affairs said that GAPP's decision to forbid Netease from offering the latest version of the game "does not conform to the relevant regulations and clearly oversteps its authority." The original version of the game is not affected. The fact that two agencies have taken the rare step of making their differences public is said to reflect the complications tied to regulating the internet. This comes at a time when the Communist Party is calling for tighter control over online activities. In October, GAPP banned many forms of foreign investment in the online games industry.

### **Sichuan seeks foreign capital for post-earthquake reconstruction**

Sichuan's provincial government is putting 100 projects up to tender, worth US\$8.7 billion, as it tries to speed up post-earthquake reconstruction, the South China Morning Post reported. Huang Xiaogxiang, vice governor of Sichuan, took a delegation of around 200 businesspeople and government officials to a trade symposium in Hong Kong on Wednesday, seeking funding for logistics services, trade and commerce and tourism. Most of the projects are based in the cities of Chengdu, Luzhou, Suining and Yibin. "[Even though] we have weathered two crises – the earthquake and the global financial crisis – the province's economy grew at 13.5% in the first three quarters, even faster than the nation's," Huang said. "But we still need investments to push ahead the reconstruction." The province will offer preferential tax rates, lower capital requirements and increased fund raising channels in order to attract foreign capital.

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## **MEMBER PROFILES - GHD**



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GHD is an international professional services company. Central to our clients' prosperity and GHD's success are more than 6,000 forward-thinking architects, engineers, drafters, planners,

scientists, surveyors, management consultants and economists, working together to deliver our services.

GHD has been established in the Northern Territory for more than fifty years and has played an integral role in the development of the NT during that time. GHD Northern Territory currently employs 60 people in our Darwin and Alice Springs offices and provides a comprehensive range of services to both public and private sector clients.

One of GHD's key strengths is our network of over 100 offices throughout Asia, Australia, New Zealand, the Middle East, the Americas and the United Kingdom. With offices in China in Beijing, Changsha, Wuhan and Hong Kong, GHD delivers services for clients in the following market sectors – Infrastructure, Mining & Industry, Defence, Property & Buildings and the Environment.

Our clients benefit from our local knowledge and experience, coupled with our ability to draw on global resources. Even in the most remote areas, we work with our clients to deliver successful outcomes.

**Have your member profile included in the newsletter. Send details to [china@guppytraders.com](mailto:china@guppytraders.com)**

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

Northern Territory

## MEMBERSHIP APPLICATION (2 pages)

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

### BASIC DETAILS

Company Name	
Company name in Chinese	
Industry sector	
Branch membership	<b>NT Branch</b>
Member Type - This is based on the annual turnover (See page 2 for details).	
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	

### LOCATION DETAILS

Street address	
City	

State	<b>Northern Territory</b>
Post code	
Postal address	
Country	<b>Australia</b>

**PAYMENT METHOD**

Cheque	Please post to: GPO Box 2769, Darwin NT 0801
Cash Deposit	ANZ Darwin, BSB: 015901, A/C: 487 379 699
Credit Card	Card type / VISA / Mastercard
Card number	
Name on card	
Expiry date	
Amount paid (See member type)	\$

**PLEASE RETURN COMPLETED FORM TO ACBC NT GPO BOX 2769, Darwin NT 0801**  
**Or Email: [acbcnt@acbc.com.au](mailto:acbcnt@acbc.com.au)**

<b>Membership</b>	<b>AUD</b>	<b>GST</b>	<b>TOTAL</b>
<b>NT Government Departments</b>	550.00	55.00	605.00
<b>Companies</b>			
Annual turnover:			
More than \$ 50 million *	1,500.00	150.00	1,650.00
\$ 15 million to \$ 50 million	825.00	82.50	907.50
\$ 5 million to \$ 15 million	550.00	55.00	605.00
Less than \$ 5 million	300.00	30.00	330.00
<b>Individual membership</b>	300.00	30.00	330.00
<b>Associate membership ** (non-voting)</b>	200.00	20.00	220.00
<b>Student member (non-voting)</b>	60.00	6.00	66.00

\* Companies with turnovers greater than \$50m are entitled to nominate a representative from each of the other states in which they have a business presence. For additional nominees, please provide contact details on a separate sheet, giving title, given name, surname, postal and street address, telephone and facsimile numbers, and email address.

\*\* Associate members are academics or retired business people

Thank you for joining Australia China Business Council NT Branch!