



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
January 27, 2010

Vice President's observations

When foreign companies fail in China they often blame China Government policy and restrictions. Some companies avoid working in China because they believe these reports. The Chinese regulatory environment is confusing, but this is not an excuse for failure. Often failure comes from a more basic level.

Sound a bit harsh? Consider these comments from an article in the New York Times and reprinted in the Australian Financial Review about the reasons for the failure of American web giants in China.

- Baidu, Goggles competitor, succeeded because it offered services that Google would not offer.
- eBay charged for site listings while its Chinese competitors did not. eBay put its services on servers outside of China, and as a result slowed the transaction time considerably. eBay did not offer a way to buyers and sellers to chat on-line, but their competitors did.
- MySpace tried to take on an established service, Tencent which already had QQ instant messaging used by hundreds of millions of people. Tencent led the way on social games and virtual currency, features not offered by MySpace.

The article noted that many believed Chinese companies had an unfair advantage because they 'often maintain close ties with regulators which helps them to anticipate new policies.' In the US this is called lobbying or in Australia, maintaining good relations with legislators. Foreign companies are notably unsuccessful in this area of operations in the US and elsewhere but its not often used as an excuse for business failure.

The intent of the article is to highlight the 'unfairness' of the situation, but a more careful reading highlights the real reasons for failure of these US businesses operating in China. American web giants failed in China because they failed to listen to customers. They did not fail because of the malevolent activity of the Chinese Government. Chinese companies face the same maze of bureaucracy, the same political constraints, the same changing regulations as foreign companies. They overcome these obstacles by working within the system rather than appealing to the way a 'superior' foreign system works. Unlike their foreign managers, they do not complain that China is not like home because China is home.

The reality of international business is that foreign business cannot change the regulations and laws of the country in which they are operating. Foreign customers have different needs and habits and successful selling takes these into account. Its part of market research rather than a blind belief that your product or service is so good that everybody will want it. Learning how to do business in a foreign country is an unavoidable challenge because, to use the American term, "you are not in Kansas anymore."

These experiences are important. China will surpass Japan in 2010 to become the second largest economy in the world. It will also surpass the US to become the biggest manufacturer in the world. China is now second behind the US as a **destination** for foreign direct investment. Not an insignificant achievement for an economy which is routinely described as closed, or too restricted or too difficult to work in.

One of the objectives of the Australia China Business Council is to bring together people with prior experience of working in China so you do not have to go it alone and repeat the mistakes made by others. Come along to an ACBC meeting, attend one of the business briefing sessions, or suggest a topic.

Daryl Guppy
Vice president, NT Branch – Newsletter editor

Events calendar

ACBC branch members meeting– Thursday February 11

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.

The next ACBC members branch meeting will be held on **Thursday, February 11, 2010.**

ACBC NT Meeting

Time: 5:00pm - 6:00pm

Location: To be advised to members by email.

Members and associates China News

ACBC NT BUSINESS BRIEFING

5:00 pm, Wednesday , 17 February 2010

CHINA AND METALS OUTLOOK 2010

When China sneezes the DOW catches a cold and Australia shivers. Is 2010 time for a woolly coat or a T-shirt? This business briefing looks at the outlook for China in 2010 and then explains how this will impact on metals pricing and US dollar movements.

- China market 2010 outlook
 - Key trigger points for uptrend growth
 - Domestic growth and demand
 - Bubbles and trouble
- 2010 technical outlook for
 - ◆ Copper
 - ◆ Gold
 - ◆ Nickel
 - ◆ Zinc
- AUD\$/USD\$ exchange rate

This briefing is a summary of presentations made recently in Shanghai and to Macquarie Securities and two Singapore banks. Presented by CNBC financial TV host and columnist, Daryl Guppy, this short briefing of 30 to 40 minutes will outline the key trigger price and conditions that signal a continuing boom or warn of a disastrous bust. The 2009 outlook briefing identified the surge in metals prices and the strong China market recovery.

There will be ample opportunity for questions and discussion.

Daryl Guppy is a respected high profile foreign analyst in China and provides China market analysis for China Daily, Shanghai Security News and other financial media in China. He also provides commodity market and price outlook analysis for Reuters, US fund managers and financial media in Australia and Asia.

ACBC is delighted to extend an invitation to all ACBC members and guests to attend this briefing.

Time: 5:00 pm to 6:00 pm
Date: Wednesday , 17 February
Venue: TBA
Cost: FREE/members, \$30.00/non-member

To book your seat please contact Jennifer Xi on jennifer.xi@randstad.com.au or mob: 0412 048 144 or fax (89270125). Seats are limited so please register before **Friday, February 12, 2010.**

CHINA BUSINESS BRIEFINGS 2010

The Business Briefings will continue in 2010 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:

- Construction industry opportunities in China
- Importing from China
- 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

Shanghai Expo 2010 – Keep August 24-26 clear for the NT.

The Department of Foreign Affairs and Trade has approved the NT's request for access to the VIP area at the Australian pavilion 24 - 26 August 2010.

This means the NT will host a daily event in the VIP area of the Australian pavilion on the 24, 25 and 26 August. These three VIP events will form the basis of a planned NT week where the NT Government will look to involve the local business community to develop events surrounding the week.

The ACBC will work with the NTG to develop options to work the Shanghai Expo into the 2010 events calendar.

NT IMPORT AND EXPORT DATA – NOV 2009

Goods trade:

Northern Territory's major exports, 2008-09:

	A\$m
Natural gas	2,522
Manganese ores & concentrates	1,094
Pearls & gems	237
Live animals (excl seafood)	200
Crude petroleum	138
Iron ore & concentrates	126
Inorganic chemical elements	35
Aluminium ores & conc (incl alumina)	35
Copper ores & concentrates	31
Refined petroleum	21

Northern Territory's major imports, 2008-09:

	A\$m
Natural gas	2,166
Refined petroleum	693
Pearls & gems	183
Tubes & pipes of iron or steel	85
Aircraft, spacecraft & parts	75
Miscellaneous articles of base metal	60
Passenger motor vehicles	53
Non-electric engines & motors	42
Goods vehicles	37
Trailers & semi-trailers	27

Northern Territory's principal export destinations, 2008-09:

	A\$m	% Share
Japan	2,838	45.1
China	1,292	20.5
United States	344	5.5
Canada	300	4.8
Indonesia	241	3.8

Northern Territory's principal import sources, 2008-09:

	A\$m	% Share
Singapore	751	17.3
Kuwait	328	7.5
Japan	153	3.5
France	122	2.8
China	112	2.6

Services trade:

Northern Territory's major exports, 2008-09:

	A\$m	% Share
Government services	316	38.1
Personal travel excl education	285	34.3
Business-related travel	74	8.9

Northern Territory's major imports, 2008-09:

	A\$m	% Share
Personal travel excl education	174	38.5
Freight transportation	123	27.2
Passenger transportation	98	21.7

Compiled by the Market Information and Research Section DFAT using latest published ABS data.

Sources: DFAT Stars database; ABS Catalogue Nos 1350.0, 5220.0 and 5368.0.

November 2009

WORKING WITH TRANSLATORS AND INTERPRETERS

Wednesday March 10

Workshop provided by Guppytraders.com Pty Ltd
in association with Australian China Business Council NT

Workshop consists of 5 sections and is limited to 10 participants. Places are limited so book early

1. Background to working effectively with interpreters in public speeches and in formal and informal meetings. Daryl Guppy will present this section of the workshop and use this as the basis for the practical sections of the workshop.
2. Hands on training practice for all participants with mainland Chinese interpreters using consecutive translation. You speak, they translate, you speak, they translate. All participants will be expected to deliver a pre-prepared short 3-5 minute speech such as they would deliver if they were in China. This experience also applies to working with Chinese delegations who are visiting Australia. Includes feedback assessment from interpreters on participants performance
3. Hands on experience of working with simultaneous translation. Some people find it impossible to work in this situation. Its best to find out before you are involved in a critical meeting with simultaneous translation. Includes feedback assessment from interpreters on participants performance
4. Hands on training practice in a meeting situation with English to Chinese translators so people understand the flow and difficulty in this type of situation. All participants involved. Includes feedback assessment from interpreters on participants performance
5. Each segment includes summary of best practice, areas needing attention, methods for improvement. Includes feedback from interpreters. Depending on time, workshop will also touch on handling Chinese media interviews, press and TV, when translation is involved.

Workshop Leader Background



Daryl Guppy has been actively involved in China for more than 6 years. He has offices in Beijing, Singapore and Darwin. He has presented papers at numerous Financial conferences in China, the most recent in Beijing and Shenzhen, and soon at the upcoming China fund managers conference in Shanghai. He has conducted many full day 2 day training classes in China working with translators. He has worked extensively with translators and interpreters in simultaneous and consecutive translation situations in China and Europe. He works extensively with Chinese media, including CCTV, Shanghai Security News, Hong Zhou Kan print media and China Daily. He writes around 8,000 words a week for translation for Chinese media and has a good

understanding of the differences and nuances in expression in the two languages. He has provided consultancy advice on doing business and working in China for several Singaporean companies including NextView Pte Ltd, NT Government Departments and organizations from other countries including the Moscow Commodity Exchange.

Training class interpreters are of a similar standard and background of interpreters provided for many business functions in China.

Workshop duration is 5 hours – 9.00 am to 2.30-2.45 pm. Includes 30-45 minute on-site lunch

Venue – Darwin Convention Centre

Maximum participants is 10 to ensure all participants have the opportunity to participate in hands-on sessions.

Cost per person - \$800

To register please contact Guppytraders.com 89270061, email support@guppytraders.com for details.

CHINA AUSTRALIA BUSINESS CONGRESS 2010

22nd & 23rd March | Australian Technology Park, Sydney

Facilitating business partnerships, co-operation and investment between business leaders, entrepreneurs and investors from China and Australia



Register before 15th February for just \$770 including GST

Dear Mr Daryl Guppy,

Do you have a market entry strategy to enter into the world's fastest growing market? **OR** are you already trading in China but require essential up to the minute information on the topics and issues that matter? [More Information](#)

The [China Australia Business Congress 2010](#) has been specifically designed to help facilitate business partnerships, co-operation and investment between business leaders, entrepreneurs and investors from both countries.

By attending you will:

- Hear from recognised experts, business leaders and commentators on the opportunities that exist on both sides of the China Australia relationship
- Benefit from a carefully designed programme featuring 12 streams focusing on key industry sectors allowing you clear vision on **YOUR** industry in China
- Understand how key industry players have incorporated China into their portfolio and why they are being successful

[Register now.](#)

Sponsorship and Exhibition Opportunities

The [China Australia Business Congress 2010](#) offers an unrivalled marketing solution that works to your organisation's needs by providing an efficient and flexible way to communicate with your target audience. Contact **Blandina McFarland** blandina@chinabusinesscongress.com on (02) 8908 8514 to get involved.

Call us on (02) 8908 8555 or [register online.](#)

Join us.

Peter Evans
Conference Producer

[Click here](#) to forward this e-mail to friend/colleague who will also

Speakers include:



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



**The Hon.
John Dawkins
AO,**
Director,
Government
Relations
Australia



Jason Li Yat-Sen,
CEO,
Yatsen
Associates Co.

Plus...

- **Lyndall Sachs**, Commissioner General for Australia, Department of Foreign Affairs and Trade (DFAT)
- **Kent Kedi**, Vice President & General Manager, Technomic Asia
- **Dr. Anna Lavelle**, CEO, AusBiotech
- **John Bilmon**, Managing Director, PTW Architects
- **Richard Beere**, Executive General Manager International

This area is home to the elusive Peking man. The region has always been a frontier and a battleground for competing dynasties with the Great Wall running across the north of the province. This is also the site of the deadliest earthquakes in the 20th century with more than 250,000 people killed in 1976 in Tangshan. The Tangshan Iron and Steel Group is one of the ten largest iron and steel enterprises in China. It is one of the most densely populated regions in China. These notes are designed to give you more starter points so you can talk to guests from Hubei about the distinctive features of the province. 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

General background

The name means north of the yellow river even though the borders of the province do not touch the Yellow river. It is perhaps the most densely populated regions in China. The province surrounds both the Beijing and Tianjin municipalities. It has hitched a ride of the growth of these two areas. It is the gateway to China old industrial base in the northwest and it shares a border with Liaoning and Inner Mongolia. It has four distinct seasons with cold winters and hot summers. Sand and dust storms are common in the spring. This is part of the industrial north east and pollution can be very bad.

Most of Hebei lies within the North China Plain. The western part of Hebei rises into the Taihang Mountains and the Yan Mountains run through northern Hebei, beyond which lie the grasslands of Inner Mongolia. The Great Wall of China cuts through northern Hebei from east to west and terminates at the seacoast of Shanhaiguan in northeastern Hebei. Cities on the coast are popular summer tourist destinations.

History

The plains of Hebei were the home to Peking man. It has been an important region for rulers and foreign invaders since Chinese history began. The history is rich and complicated with many wars and battles fought in the region. Hebei can be traced back to the Spring and Autumn Period, which dates from 770 BC to 476 BC. At that time it was called 'The Land of Yan and Zhao', because its northern area was dominated by the Kingdom of Yan, while its southern area was occupied by the Kingdom of Zhao. It was called Hebei during the Tang Dynasty. Under the Ming and Qing dynasties the province was directly ruled by the imperial court. What is now the mountain resort of Chengde used to be the largest royal summer resort of the Qing Dynasty (1644-1911). The Mulan Paddock in Hebei Province was used as the hunting place for the emperors of the Qing Dynasty. Now it is one of the few natural grassland resorts and a very popular destination for those visitors who are after a bit of fresh air and peaceful countryside. Today, that same area is home to more than 50 ethnic groups, such as Han, Hui, Manchu, Mongolian and Korean.

The geographic location makes this an important province. Hebei has built the largest number of highways and railway lines in China.

Industry

This remains a largely agricultural province. It is one of the major producers of cereals, cotton and vegetables. Fruit and milk output is the second highest in China. The province is also rich in mineral resources and has a large industrial base for steel and coal. The Tangshan Iron and Steel Group is one of the ten largest iron and steel enterprises in China. Sizable reserves of oil, iron and other deposits have also been found in the province. Petroleum is extracted on quite a scale in the Renqiu Area in south-eastern Hebei Province.

Kailuan, with a history of over 100 years, is one of China's first modern coal mines, and remains a major mine with an annual production of over 20 million metric tonnes. Much of the North China Oilfield is found in Hebei, and there are also major iron mines at Handan and Qian'an.

Leading industrial sectors include metallurgy, power generation, machine making, construction materials and chemicals. The Great wall pickup trucks are manufactured here. This is also another centre of aircraft production. The production of more high tech products is being encouraged.

Food

Hebei Cuisine is also known as Ji Cuisine. Ji Cuisine excels with the use of various seafood, poultry and livestock, emphasising the balance between colour, smell, fragrance, shape, quality and presentation. The selection of raw materials is very strict and the cutting skills are very refined requiring the chefs to cut various patterns and slice the meat into very thin pieces. Ji Cuisine pays special attention to the cooking time, focusing on fresh, salty and delicate flavours. Its dishes taste salty but slightly sweet, tender and crispy. Various cooking techniques are employed, such as stir-frying, quick-frying, sautéing, braising, stewing, baking, steaming and caramelising. The braised and fried dishes use pure and light oil to spray on to the finished dishes.

Typical Ji dishes are Sautéed Tender Chicken Breast (Baiyu Jipu, 白玉鸡脯), Sautéed Chicken Breast with Green Peppers and Carrots (Furong Jipian, 芙蓉鸡片), Braised Chinese Cabbage with Chestnuts (Lizi Ba Baicai, 栗子扒白菜), Braised Chub with Fermented Bean Curd (Jiangzhi Wakuai Yu, 酱汁瓦块鱼).

Being the leading agricultural province in China of mainly wheat, cotton and sunflower oil, eating in Hebei is never a problem. Dishes are cooked using local meat and vegetable produce, and are usually accompanied by a starchy sauce. Foods are generally salty, with great attention paid to the cuts of the meat.

The greatest of the specialties that can be found in Hebei include the Braised Chicken (Paji) of Shijiazhuang, the Motley Noodles (Zamian) of Xiaoyang, the Honey Twist (Fengmi mahua) of Tangshan, the Prawns (Duixia) & Sea Crabs (Haixie) of Qinhuangdao.

Attractions

The east end of the Ming Great Wall is located on the coast at Shanhaiguan near Qinhuangdao. Shanhaiguan was the place where Ming general Wu Sangui opened the gates to Manchu forces in 1644, beginning nearly 300 years of Manchu rule. Shanhai Pass also marks the psychological entrance / exit of Manchuria, so that for centuries Manchuria was known as "outside the Pass" or "east of the Pass". Beidaihe, located near Shanhaiguan, is a popular beach resort well-known as a former meeting place for top governmental officials.

The Ming Great Wall crosses the northern part of Hebei.

The Chengde Mountain Resort and its outlying temples are a World Heritage Site. Also known as the Rehe Palace, this was the summer resort of the Manchu Qing Dynasty emperors. The Chengde Resort was built between 1703 and 1792, and consists of a palace complex, a large park area consisting of lakes, pavilions, causeways, bridges, etc., and a number of Tibetan Buddhist and Han Chinese temples in the surrounding area.

There are Qing Dynasty imperial tombs at Zunhua (Eastern Qing Tombs) and Yixian (West Qing Tombs). The Eastern Qing Tombs are the resting place of 161 Qing emperors, empresses, and other members of the Qing imperial family, while the West Qing Tombs have 76. These are also part of a World Heritage Site.

The Zhaozhou Anji Bridge, built during the Sui Dynasty, is the oldest stone arch bridge in China, and one of the most significant examples of pre-modern Chinese civil engineering.

Xibaipo, a village about 90 km from Shijiazhuang, was the location of the Central Committee of the Communist Party of China and the headquarters of the People's Liberation Army during the decisive stages of the Chinese Civil War between May 1948 and March 1949. Today, the area houses a memorial site.

Capital city – Shijiazhuang

Population around 1.6 million. This is 280 km south west of Beijing. It is the major hub for Chian rail network. It is also home to the biggest People Liberation Army School. It is a centre for the study of Chinese Traditional Medicine. The Zhaoshu Bridge is in Sjjiazhuang.

Weather

July/August 22 to 32. Jan/Feb -8 to 3

Additional Resources

<http://english.hebei.com.cn/>

Compiled by Daryl Guppy. If you have a province you would like reviewed please send your request to china@guppytraders.com

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

China power output surged in December

Power output in China surged last month due to economic expansion and a cold snap, the South China Morning Post reported. Electricity generation in December leapt up 25.9% year-on-year, the strongest growth in a non-holiday month in the last 12 years. Over 70% of power generated in China is used by industry, and some observers say the figure is a more reliable indicator of economic expansion than recent GDP growth figures, which reported 10.7% GDP growth in the fourth quarter. Analysts expect power output to continue to grow vigorously in the first half of 2010. Citigroup projects an increase of 12% in 2010, while the China Electricity Council predicts 7% growth.

China full-year crude steel production up 14%

China's crude steel production in 2009 rose 14% from the year before to a record 568 million tons as stimulus spending and loose lending bolstered demand from infrastructure projects and autos, Bloomberg reported. According to the National Bureau of Statistics, steel production jumped 10.7% in the October-December period, the fastest growth recorded since 2007. "The two-year stimulus package will continue fueling China's steel production, even as a credit tightening may slow lending for new projects," said OSK Asia analyst Helen Lau. Rio Tinto said its fourth-quarter iron ore output rose 49% to 47.2 tons due to strong demand from China. China's December iron ore imports jumped 22% to the second-highest level recorded.

NSSF gains \$6.25b on equity investments in 2009

The National Social Security Fund (NSSF) realized US\$6.25 billion in profits on its equity investments in 2009, helping total assets to grow 38% to US\$113.75 billion, the South China Morning Post reported. The profit came in addition to US\$6.19 billion in paper gains, the NSSF said. The fund benefited from a rising stock market last year; the Shanghai Composite Index rose 80%. In 2008, the NSSF posted its first-ever loss, of US\$5.77 billion, amid market turbulence. The NSSF is permitted to invest up to 30% of its assets in A-shares. Last month, NSSF Chairman Dai Xialong said the fund would increase the maximum proportion of assets for overseas investment to 20% from 7%.

Chinese investment in US reaches \$3.9b in 2009

Chinese companies bought US\$3.9 billion in US assets last year, more than the US\$3 billion in Chinese assets bought by US companies, the South China Morning Post reported. It was the first time Chinese investment in the US outpaced US purchases of mainland assets. US investment in China fell 80% from 2008, while Chinese was nearly four times higher than the previous year. However, Chinese investment in the US made up only 3% of total US foreign investment in 2009. Analysts said increased investment in US firms represented a way for China to hedge its currency risks, as well as taking advantage of relatively cheap valuations of US firms.

Shanghai becomes Asia's biggest stock market by trading value

Shanghai supplanted Tokyo to become Asia's biggest stock market by trading value in 2009 on the back of an 80% jump in the Shanghai Composite Index, Bloomberg reported. The total value of shares traded in Shanghai came to US\$5.01 trillion compared to US\$4.07 trillion in Tokyo. Shanghai ranked third globally after NASDAQ and the New York Stock Exchange. Tokyo still leads Shanghai by stock market capitalization. Li Jun, a strategist at Central China Securities Holdings in Shanghai, noted that a high ratio of stocks tend to change hands in emerging markets and that increased new share sales contributed to the high turnover. Morgan Stanley has estimated that the introduction of short selling, margin trading and stock index futures in Shanghai – all three were approved on January 8 – could see transaction volume rise by 50%.

GM Exec: China auto sales have surpassed the US for good

Kevin Wale, president of General Motors (GM) in China, said Wednesday that China is likely to retain its auto sales lead and remain the world's largest auto sales market for the foreseeable future, the New York Times reported. He said the gap created by China's surging auto sales over the last year will be too wide for the US to close. China's total vehicle sales increased by 45% in 2009 to 13.6 million units, compared to a 21% decline in the US to 10.4 million. Wale said he expects vehicle sales here to grow to 14.5 million to 15.5 million, exceeding analysts predictions of US performance of 11.5-12 million sales. "[The Chinese auto market] will grow again next year," Wale said, "which means the US has to pick up five million in two years to stay in the race." GM is profitable in China, he said, without giving figures, but he noted that sales of Buick, Cadillac, Chevrolet and Wuliing brands were up 67% in 2009 year-on-year. It sold 1.8 million cars in China last year, compared to 2 million in the US.

[Subscribe to China Economic Review Weekly News Updates](#) or subscribe to [China Briefing](#) updates.

MEMBER PROFILES - HATCH



HATCH is a global leader in engineering, business consulting, information technology, and project management and construction management. Its 8000 employees in 80 countries are committed to safety, innovation and quality in providing complex business and technical services centered on our core competencies in the mining and metallurgical, energy and infrastructure sectors. Programs and projects currently under management have an aggregate value in excess of US\$50 billion.

ABOUT HATCH

- Employee owned
- Projects in more than 150 countries
- More than 8000 professionals worldwide
- More than US\$40 billion of projects now under management
- EPCM, Integrated Teams, Project and Construction Management
- Consulting – process, technology and business
- In-house engineering services for operations
- Serving mining & metals, infrastructure and energy for more than 50 years

Currently Hatch is completing a number of significant projects for Chinese clients including a major multi billion dollar feasibility study for Chalco Australia's (Aluminum Corporation of China - Chinalco) Aurukun Bauxite Project. This project includes a significant green fields mining development in Cape York and a new refinery at Bowen on the east Coast of Australia. The project represents a significant outcome and achievement for Hatch after building strong relationships in China over many years. Hatch currently has offices in Shanghai, Beijing, Chongqing and Hong Kong.

In the Northern Territory, Hatch will leverage off its existing long term project base with a view to building its relationships with key Chinese mining and metals, oil and gas clients currently operating in the Territory.

Hatch is also enthusiastic to assist Chinese potential investors with detailed due diligence and feasibility assessments related to assets in Northern Australia. Hatch has undertaken numerous assessments of this kind throughout Australia for major multi national corporations and is looking to expand its professional consultancy in Darwin through these types of projects.

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

ACBC National Sponsors



RioTinto



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.

NOTE. The views of contributors are their own and do not necessarily reflect the views of the ACBC NT or the ACBC. Content is copyright and cannot be used without permission.



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	NT Branch
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	Northern Territory
Post code	
Postal address	
Country	Australia

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

Membership

AUD

GST

TOTAL

NT Government Departments	550.00	55.00	605.00
Companies			
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
Individual membership	300.00	30.00	330.00
Associate membership ** (non-voting)	200.00	20.00	220.00
Student member (non-voting)	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!