



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
April 21 2010

Vice President's observations

Prime Minister Rudd said the Rio Tinto case in Shanghai was an international test case. The world was watching and he suggested that China missed an opportunity in regards to transparency, process and clarifying some ground rules. Much has been written about this missed opportunity.

However some of my Chinese colleagues suggest that there is another important missed opportunity that the West has failed to grasp. This was a Chinese test case that has been closely watched by many Chinese. It appears to have been widely accepted that bribes were requested, that bribes were paid and that bribes were received. Prime Minister Rudd clearly condemned the practice of bribery and said it was unacceptable, pointing out that it also broke Australian laws. UK spokesmen, where Rio Tinto is also listed on the stock exchange, also noted that the case was a breach of UK laws regarding bribery. Neither of these leaders or other Ministers, indicated they planned to refer the matter to domestic regulatory authorities for further investigation.

The strong political statements have yet to be matched by equally strong regulatory reaction. Regulatory authorities have indicated they will 'routinely' look into the bribery situation with Rio. The Australian regulator said last week that "As you would in any situation where you've got a listed company that may be involved in, or that there may be concerns around, breaches of the law whether its domestic or foreign, you need to look at whether it has any domestic implications for us. And we clearly looking at whether there are any. But it really doesn't look like that appears to be the case."

This response is not of the same order as the political response. This gives the appearance of lack of strong commitment by Western regulatory authorities for a determined investigation and this has not gone unnoticed by some sections of the Chinese business and political community.

The Shanghai trial was a test of many things but the West did not see it as a test of their attitudes towards Chinese sovereignty and acceptable business practices. The apparent lack of strong and decisive regulatory reaction in the UK and Australia sends a message which is open to an unkind interpretation. This interpretation suggests the West is prepared to turn what is effectively a blind eye to illegal business practices in China. This in itself shows a lack of respect for Chinese sovereignty and the validity of its legal processes. Against this Chinese test benchmark both Australia and the UK have failed.

Is this a fair interpretation of regulatory responses? The answer depends on where you sit, but it is valid to observe that the low-key regulatory response is capable of sending a message that can be interpreted in a particular fashion.

In this context it is no surprise that China has announced it will widen the investigations into bribery within this industry sector, targeting both Western and domestic companies. If there is a perception that Western regulatory authorities lack the drive to investigate the activity of Western companies under their jurisdiction, then the Chinese may feel they have little option but to undertake their own broader investigations. It's a situation that could easily escalate with unintended consequences for Western businesses in China.

Its always a test working in China. And you are often sitting for an examination even though you do not realize it. Some tests you can be excused for failing because you are Western and are not expected to understand. Other tests you cannot be excused for failing, precisely because you are Western and you are expected to have done the necessary research.

Daryl Guppy
Vice president, NT Branch – Newsletter editor

Events calendar

MONTHLY CHINA BUSINESS BRIEFING

20 Things you wanted to know about China but were afraid to ask

Register now for May 19 (Note change of date due to ACBC Shanghai briefing April 20)

We can chuckle at the old Telstra Bigpond advert about the great wall of China and rabbits but there are often many questions about China that we would like to ask.

- Is the food safe to eat?
- Can I use my credit card without fear?
- Are Chinese airlines safe?
- Is my computer compatible with their internet?
- Will my mobile work in China?
- What side of the road do they drive on?
- Do I have to use chopsticks in a restaurant?

This briefing is an opportunity to ask these questions anonymously. This is a fun business briefing with a serious purpose. When you register we ask that you send in 3 or 4 questions you would like answered. The scope of questions is unlimited. The questions will be compiled in order of frequency and answered by a panel drawn from experienced members of the ACBC. We will not reveal who submitted the question.

No question is too simple and hopefully, no question is too complex. Please register your interest, along with your questions, with Tracy Watts Tracy.Watts@stjohnnt.asn.au (PS You are not limited to 3 or 4 questions.)

Business Briefing sponsorship options are also available.

SCHEDULE OF 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 \$30 fee is payable. Briefings run for about 60 minutes. Business Briefing sponsorship options are also available.

- 20 Things you wanted to know about China but were afraid to ask May 19
- Preparing for a visit by a Chinese delegation June 16
- How Chinese entities work – corporate structure and governance July 14

Proposed events in the second half of the year include:

- Economic/political/business forecasts
- Importing/exporting
- Setting up a business in China
- Due diligence in china
- Translation tips
- Chinese business strategies
- Chinese relationship management
- Negotiation and deal structuring in China for Australian companies.
- 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.odonoghue@nt.gov.au

Members and associates China News ACBC branch members meeting

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.

CHINA INTERNATIONAL SMALL & MEDIUM SIZE ENTERPRISE FAIR (CISMEF) 2010

The International Business Council is leading a delegation of exporters and importers to this fair being held in Guangzhou Province at the Guangzhou International Convention and Exhibition Centre on 15th – 18th September 2010.

Participants of the delegation will have the opportunity to attend the fair, which is expected to attract over 250,000 visitors. Australia is the only co-host of the fair which aims to attract Australian Importers and Exporters to China alike. Australian companies are invited to register their interest in managing booths at the fair with a predicted 150 booths being Australian companies. Contact Greg Bicknell GBicknell@chambernt.com.au for more details.

China tips- WORKING WITH CHINA TRADE EXPOS part 4

Working in foreign environment has its frustrations. Working in China has its own particular set of frustrations. In this article, the fourth of several, we look at 10 of the problems most frequently mentioned. Use this to anticipate areas of difficulty when you are next involved as an event organiser, or as an exhibitor, or when you decide to purchase a booth at a trade expo in Shanghai. Where possible we also look at the potential reasons for these problems, and also some potential solutions as suggested by the organisers. In the final article we also look at the things these skilled organisers love about working in China.

6. Local exhibition contractors speak little English thus unable to liaise with international exhibitors.

POTENTIAL REASONS

This is not unexpected. Senior and middle management may be proficient in English, but workers engaged by the hour are highly unlikely to have English skills. The staff used by Australian contractors at Australian exhibition events are unable to speak Chinese.

POTENTIAL SOLUTIONS

Engage local liaison staff with good translation skills and use them only for coordination with exhibition contractors. If you can speak Chinese you can do this job, but remember it will distract you from the other work you may be required to do. The detail of these logistics may be more efficiently handled by specialist staff. University students studying English are often very willing to help out for a few days for a small fee.

7. Little consideration for exhibitors. Only allow exhibitors to move into the hall 30mins before the exhibition officially opens, especially on Day 1. This is definitely not enough.

POTENTIAL REASONS

This is bureaucracy at work. Verify that this also applies to all other exhibitors. If it does, then you will have to work around it. If it does not, then you will need to work through different solutions to overcome the discrimination.

POTENTIAL SOLUTIONS

If it applies to all exhibitors then the contractors will also be aware of this limitation. They will be accustomed to working quickly. You may decide to modify the design of your display area so it can be erected and fitted out quickly. Or create a stage display that can be erected in steps with each step being self contained.

Look at other exhibitors stands and emulate their solutions.

If this rule only applies to foreign exhibitors then work with senior management to have the rule changed. Also consider the solutions in Section 2 of this list.

The security staff will defer to instructions from a higher authority, but they will not defer to you, or to oral reports. Where possible get the instructions and clearance permission in writing and make sure that it is chopped. A signed document is useless. An email is useless. It must be the original authority document and it must be chopped.

If possible, get a handphone number from the person who is issuing the authority. If necessary ring this person, then give to hand phone to the security person who is obstructing your access.

Co-partner with another Chinese exhibitor so you can take your material into the exhibition area and get a head start.

8. Security guards = policemen authority. They always chase people out of the hall in a very impolite manner and are super duper on the dot on closing time.

POTENTIAL REASONS

China loves a uniform and uniforms love exercising authority. This is not a problem limited to China. I have seen the same heavy handed approach in the Melbourne Exhibition Centre. This situation is not going to change.

POTENTIAL SOLUTIONS

Start your exhibition takedown early. Try to avoid scheduling any event that ends less than 30 minutes before the official close of the exhibition.

Work with the security people in your area during the exhibition period. This may include giving them some free promotional material, hot water for their tea etc. The objective is to give them reason to start the hurry-up process at another booth display rather than yours. It buys you a few extra minutes.

But remember, the same rules apply to all exhibitors so although its frustrating, it is an equal inconvenience for all. Watch the experienced exhibitors and when they start packing up, then follow them.

Compiled by Daryl Guppy

China book review

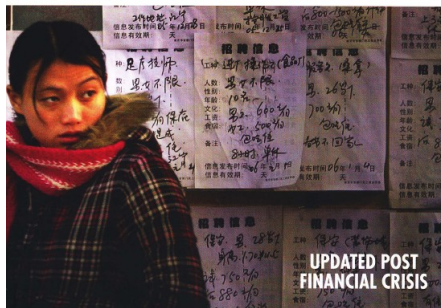
FACTORY GIRLS by Leslie Chang

FACTORY GIRLS

'Head and shoulders above almost all other new books about China'
Simon Winchester

VOICES FROM THE HEART OF MODERN CHINA

LESLIE T. CHANG



I delayed reading this book because I expected it would be a expose of the dreadful working conditions in the factories of Guangdong. I expected a modern Dickens, a social study of Oliver Twist-style exploitation that would make Mr Scrooge look cheerful.

I was wrong. The book is a surprisingly uplifting study of the dramatically changing attitudes that are reshaping China. It provides insight into a new way of thinking that also draws its roots from historical imperatives. This is a mass migration movement that is called going out – chuqu – 出去。A hundred years ago these same imperatives lead to the mass migrations to America and Canada first as labour, and then families moved to follow opportunity, but also to remold their lives.

The author, Leslie Chang, is herself a product of that international movement and she interweaves her family story as a counterpoint to the modern day exodus from the countryside to the cities.

She draws some key points from her interviews with the factory girls. She suggests that it is these girls who have the most opportunity and who most enthusiastically embrace the going out movement. Sons have obligations and expectations

imposed on them by family and tradition. Daughters are given more freedom so its easier to leave home and travel to the city.

We think of the drift to the city as a move primarily driven by economics, and as a consequence we see an impoverished and exploited floating population slaving away at the 'blackest of factories.' It's a popular image in the West – and one we conveniently put aside in our hunt for cheap priced bargain shoes made in China. Chang suggests this image is misplaced.

Economics is at the core of the drift to the city, but this transition opens up an entirely new world of independence, of opportunity and of the ability to remold yourself. This is a new landscape that breaks the boundaries of tradition. Factory girls struggle to find a job, and then many of them

immediately start to jump from factory to factory. They pad their CVs, embellish their experience, and move up the ladder. They attain positions and income that are undreamt of in their home villages.

Going out is more than a geographical move. Chang suggests it is an entire behavioral change that fosters independence, initiative and self confidence. Despite the exceptionally long working hours, there is an inexhaustible demand for education. This is not education in the formal sense, but in a practical sense. In the chapter, Square and Round, Chang follows a group of factory girls who want to learn about correct office behavior, how to dress correctly, how to project confidence and a myriad of other work skills that will propel them up the wage and salary ladder. They want to know how to go to the talent market – a weekly recruiting fair – and land their next job. This is not about a job for life. Its about skipping from one job to another, moving up the ranks, away from the factory floor and into the office. The class that Chang follows shrinks, not because people lose heart and drop out, but because the students use the skills and move into better jobs.

For some the going out path includes learning English. We may disapprove of the methods used, become annoyed at the charlatans and disapprove of the CV embellishments, but we cannot ignore the spirit of independence and self reliance that this going out movement has created in these factory girls. Nor can we ignore the profound impact this will have on the society and politics of China. Chang has done an excellent job of bringing together a variety of threads to examine a very different aspect of modern China. She does not ignore the exploration, harassment, and poor working conditions. They are the background, but not the focus of the book. Changs interview sample is limited and there are undoubtedly many factory girls who do not behave in the same way as her interviewees, but she captures the feeling you can see on the streets.

The industrial revolution in Europe created a proletarian underclass, trapped in low paying jobs. Chang suggests that this is not the primary outcome in China because the factory girls create the mobility and the higher staff turnover in factories, not because they are pushed out by people happy with lower wages, but because they actively seek self improvement so they can move out and up.

“To die poor is a sin” and just as their grandparents left China to seek opportunity elsewhere, today’s factory girls are going out from their villages to seek opportunity within China. Factory Girls is about aspirations.

Review by Daryl Guppy

CHINA REGIONS GUIDE - JIANG XI 江西

This province holds an important place in modern Chinese History. This was the base for Mao’s Communists and the Long March started from this province. It is also famed for the production of fine ceramics and porcelain. Lushan is an old mountain resort built for Western businessmen and missionaries in old China. It is the setting for the book China Cuckoo. Jiangxi is the base for the large listed company, Jiangxi Copper. The province has developed the largest copper mine in Asia and its copper smelting base is the largest in China. These notes are designed to give you more starter points so you can talk to guests from Jiangxi 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

Jingdezhen city is also known as the Porcelain City of China.

This remains an under developed province. Road links and infrastructure are not well developed. The southern half of the province is hilly with ranges and valleys interspersed; while the northern half is flatter and lower in altitude. The south of the province is mainly agricultural. The north is more industrialized with a large port on the Yangtze River. The Gan River dominates the province, flowing through the entire length of the province from south to north. It enters Lake Poyang in the north, the largest freshwater lake of China; that lake in turn empties into the Yangtze River, which forms part of the northern border of Jiangxi.

Jiangxi is centered on the Gan River valley, which historically provided the main north-south transport route of south China. The corridor along the Gan River is one of the few easily traveled routes through the otherwise mountainous and rugged terrain of the south-eastern mountains. This open corridor was the primary route for trade and communication between the North China Plain and the Yangtze River valley in the north and the territory of modern Guangdong province in the south. Jiangxi has been strategically important throughout much of China's history.

History

The region has been famous for its ceramics and porcelain since 206 BC. The town of Jingdezhen is close to kaolin deposits and became one of the first industrial cities more than a thousand years ago. It was here that Chairman Mao started the Long March. It was also here that he decided the foundation of the revolution rested with the peasants rather than with industrial workers as in Russia. He created the Jiangxi Soviet which was his powerbase until 1934.

Industry

The province has developed the largest copper mine in Asia and its copper smelting base is the largest in China. Jiangxi is rich in mineral resources, leading the provinces of China in deposits of copper, tungsten, gold, silver, uranium, thorium, tantalum, niobium, among others. Noted centres of mining include Dexing (copper) and Dayu County (tungsten). It is also one of the oldest coal mining areas. There are many large mines, and many more small mines. The safety record is very bad.

Heavy industry is a major contributor to the economy of the province. Industry includes cars, steel, machinery, petrochemicals, electronics and textiles.

The economy is still largely dependent on agriculture with rice and tea as major contributors.

Food

Jiangxi cooking favours strong spicy flavours. Chili peppers are directly used as vegetable instead of as a flavouring. There are rarely any cold dishes or anything served raw. The reason why is that Jiangxi cooking uses tea oil as its primary cooking oil. However, if the raw tea oil is consumed uncooked, it would cause severe stomach problems for most people. As a result, any dish that uses the oil is cooked.

Due to its geography Jiangxi is famous for freshwater fish banquets. Other famous dishes include Stewed Chicken with Three Cups of Sauce, Steamed Streaky Pork with Soy Sauce and Cooking Wine, Braised Pork with Bamboo Shoots, Sautéed Preserved Pork with Artemisia Selengensis Turcz. *Artemisia Selengensis* is a type of green vegetable which has a special fragrance. Normally, its stalk is edible and has a crunchy bite. When cooked with meat, it is very tasty.

Other dishes include Steamed Streaky Pork and Spare Ribs with Glutinous Rice Flour, Braised Shredded Herring, Deep Fried Frog, Steamed Deep Fried Tofu with Meat Fillings, Steamed Beef with Rice Flour, Boiled Wonton and Noodles, Steamed Daikon Dumplings with Pork and Fish and Huangyuan Glutinous Rice Cake.

The last characteristic of Jiangxi cooking is its heavy emphasis on the utilization of douchi (fermented black beans) and tofu, in comparison to other Chinese cuisines. Fried tofu is a must for everyone during the celebration of Chinese New Year.

Attractions

Near the northern port city of Jiujiang is the well-known (and expensive) resort area of Mount Lushan. Lushan is abundant in scenic spots, springs, rocks of fancy shapes, and waterfalls, for which it is especially famous. In the summer Lushan is a perfect resort place, and in the winter it presents a unique snow clad mountain view. On the mountains there are also many ancient temples and Buddhist cultural relics. This purports to be the birthplace of Taoism and hence has great symbolic value to Taoists. Also near the city are two important Buddhist temples Donglin Temple and Tiefu Temple. The region has many interesting temples, cave complexes, mountains and villages.

Yanshui Pavillion, Mist and Water Pavillion stands on a 1,400 square meter isle in Lake Gantang, located in the center of Jiujiang City. Though called a pavilion, it is a series of structures connected by corridors and small paths. Beautiful names have been given to the various buildings, such as the Chuanting Hall, the Cuichaoxian Pavilion, the Jingbo Tower, and the Jinyue (Moon-Reflection) Pavilion.

Jingdezhen, in northeast Xiangxi, has a population of 290,000. Jingdezhen is famous for its manufacture of porcelain and is known as the Porcelain Capital of China. Jingdezhen has a history of porcelain-making that goes back more than 1,000 years. In as early as the Sui and Tang Dynasties,

porcelain-making here was already well-known, and the porcelain products are described as Jade-like wares. Many spots to visit are connected with the porcelain-making, such as the Museum of Ceramic History, the Ancient Hutian Kiln Site, and various porcelain factories.

Capital city – Nanchang

Population is around 4 million. The city is famous for its many Communist history landmarks. The city has very hot summers and freezing winters. The city has three investment zones but they are not well developed.

Weather

July/August 26 to 33. Jan/Feb 2 to 9

Additional Resources

www.jiangxi.gov.cn

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

RED CHINA BUSINESS

The easy way to do business in China

[Red China Business](#) is a Chinese consulting firm based in Melbourne, Australia. We provide a range of services to businesses that wish to trade and invest in China. We also offer a reciprocal service to Chinese companies seeking to expand their operations overseas.

Red China Business aim to:-

- Help you set up and maintain a successful and smooth running operation in China.
- Give you a clear understanding of Chinese business practices.
- Help you cut through red tape and overcome cultural and language barriers.
- Connect you with the best and most suitable trading partners for your needs and negotiate the best possible terms of trade for you.

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

At the next ACBC meeting we will be discussing arrangements for an NT ACBC delegation to attend the Shanghai expo NT Week. Hotel accommodation in this period is currently very expensive. Hotel reservations in Shanghai have been made for this period August 25 to August 27, at the Pudong Intercontinental hotel. These are at favourable rates on a twin share basis and will be available to NT ACBC members on a first come first served basis. Register your interest with John Carroll consulting@johncarroll.net.au or Daryl Guppy china@guppytraders.com as soon as possible.

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.



Australian Pavilion Business Program

This snapshot of business program events at the Australian pavilion has been compiled exclusively for Australia-China Business Council members. All events are invitation-only, but members wishing to register their interest in involvement in a particular event should contact the organising agency as follows:

Commonwealth Agencies

Stakeholder	Contact
Attorney-General's Department	shanghaiexpo@ag.gov.au
Austrade	Web: www.austrade.gov.au/shanghaiexpo2010 Email: ShanghaiWorldExpo2010@austrade.gov.au
Department of Agriculture, Fisheries and Forestry	shanghaiworldexpo2010@daff.gov.au
Department of Broadband, Communications and the Digital Economy	richard.desmond@dbcde.gov.au
Department of Climate Change	vicki.cronan@climatechange.gov.au
Department of Education, Employment and Workplace Relations/Australian Education International	ShanghaiWorldExpo2010@deewr.gov.au
Department of the Environment, Water, Heritage and the Arts	Web: http://www.environment.gov.au/ Email: ciu@environment.gov.au
Department of Health and Ageing	expo2010businessprogram@dfat.gov.au
Department of Innovation, Industry, Science and Research	emma.lumb@innovation.gov.au
Department of Resources, Energy and Tourism	Max.Whitby@ret.gov.au
Tourism Australia	rmatkowski@tourism.australia.com
The Treasury	ShanghaiWorldExpo2010@treasury.gov.au

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

State Council releases new regulations on FDI

The State Council released new regulation governing China's foreign investment, stating that the country still welcomes foreign investment in the high-tech, service, energy-saving and environmental protection industries, but plans to restrict future investment in polluting and energy-wasting industries, state media reported. The new regulations emphasize the State Council's support of listed Chinese A-share companies seeking domestic and international strategic investors, and accompanied plans to develop a national security examination mechanism for cross-border M&A. The regulations also encouraged multinational corporations to set up regional headquarters and R&D centers in China, while promising to remove tariffs and taxes on imports of equipment for scientific and technological development. The regulations additionally emphasized further investment in China's central and western provinces.

Beijing may raise profit pay-outs for SOEs

The Ministry of Finance (MoF) said it would consider raising mandatory profit pay-out ratios for state-owned enterprises (SOEs), the South China Morning Post reported. In a circular, the MoF said

companies under direct central government control - which since 2008 have been required to pay a portion of after-tax profits to the central government under provisional rules - would be required to pay out a higher percentage of profits to help fund public spending and social security programs. Based on last year's profits, SOEs are set to give Beijing US\$6.16 billion in pay-outs this year under current rules. While higher pay-outs could help to boost social spending, analysts say they could hurt corporate expansion at SOEs.

PBoC resumes sales of 3-year bonds

The People's Bank of China (PBoC) announced it will reintroduce twice-monthly sales of three-year bonds today to reduce liquidity in the financial system, the Wall Street Journal reported. The bank said it would sell US\$10.99 billion of three-month bills and nearly US\$2.2 billion in three-year bonds in its regular open-market operation today. The PBoC introduced three-year bonds in 2004, but stopped regular sales in June 2008. The reintroduction of bonds is Beijing's latest attempt to drain excess money from markets without resorting to broader tightening measures. The central bank has already raised commercial banks' reserve requirement ratios twice this year.

Sinochem implicated in Rio Tinto bribery case

Sinochem International (600500.SH) is among more than 20 companies implicated in the Rio Tinto bribery case that resulted in jail terms for four Rio Tinto employees, including Australia citizen Stern Hu. The South China Morning Post, citing an unnamed source who has seen court documents, reported that the documents "showed clearly the details of the bribes," including a US\$9 million bribe to Rio Tinto employee Wang Yong from Du Shuanghua, founder of Rizhao Steel. Steel mills - particularly smaller operators - paid Rio Tinto employees to ensure supplies of iron ore. The report did not provide details of Sinochem's involvement. Industry insiders have told China Economic Review that illegal practices in iron ore deals are less common than in the past, but the involvement of Sinochem and other companies would indicate that problems remain widespread.

China encouraged to reduce reliance on US T-bonds

China should reduce its foreign exchange reserves to less than US\$800 billion due to the inherent risks posed by US Treasury bonds, said Cheng Siwei, an economist and former vice-chairman of the Standing Committee of the National People's Congress, state media reported. "The country should diversify its currency portfolio for foreign exchange reserves and reduce the share of US dollar-denominated assets for risk control purposes," said Cheng. China is the largest single owner of US Treasuries, holding US\$889 billion at the end of January. Cheng also commented on the issue of China's exchange rate peg, and said, "The 3 percent fluctuation is acceptable at the current stage. We can expand the movement range and types of currency gradually when the government's management level improves, and finally make the Chinese yuan a fully convertible currency."

BoC to invest \$878m in high-speed railway

Bank of China (3988.HK, 601988.SS) said on Thursday that it intended to invest as much as US\$878 million to purchase a 4.5% stake in the state-owned firm responsible for the construction of a high-speed railway connecting Shanghai and Beijing, reported Reuters. The listed Hong Kong unit of the company will use foreign currencies to make the investment in the US\$32.4 billion, 1,318 kilometer railroad project. Railway investment was boosted 67% by China's 2009 stimulus package. The deal is still awaiting regulatory approval.

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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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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!