

TradeWays

INTERNATIONAL OPPORTUNITIES FOR AUSTRALIAN BUSINESSES

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From the Trade Desk

Did you miss Golden Week? Golden Week is an annual event when a number of holidays in Japan and China join up nicely and it enables many workers to take the whole week off. So if your emails weren't being answered or phones were ringing out, that might be the answer. While it is easy to keep track of Australian holidays and to make allowances for times when you expect many staff to be away, overseas holidays can occasionally slip past you. One trick that I find useful is to choose the option to add a country's holidays in my outlook calendar. You find this on Tools, Options, Calendar options, Add Holidays and then select which countries you want.

Louise McGrath

National Business Development Manager – Trade and Industry Sectors

trade@aigroup.asn.au

News

Import Control System

European import

Starting July 2011 security data have to be sent to any European Union entry port before the arrival of the goods on the EU customs territory.

Following WTO recommendations, the European Union has strengthened the import procedures originally established in July 2009 by adding the obligation to declare security and safety data. Managed by an electronic security declaration management system called ICS (Import Control System), the Entry Summary Declaration (ENS) is now compulsory for the importation of goods into the European Union customs area. After a transition period, **this EU regulation came into full force at the end of 2010. The grace period ended on July 1st.** Starting now, carriers **must comply** with the new **customs regulation. If they do not fines or sanctions** could be imposed by EU Customs, which could delay delivery of the goods. This regulation makes it mandatory to transmit safety and security data concerning goods to be brought into the European Union customs territory, enabling EU Member State customs authorities to protect EU security and carry out risk analyses.

For all issues concerning the Entry Summary Declaration (ENS), visit the FAQ of the European Union [website](#) for Taxation and Customs Union.

Have your say on the Productivity Commission's review of the Export Finance and Insurance Corporation (EFIC)

Ai Group will be making a submission to a review by the Productivity Commission into the Export Finance and Insurance Corporation (EFIC). This is the first review since 2006. Given the changing nature of the global financial system, EFIC has made a shift in recent times to provide assistance to smaller companies seeking to export.

The Commission will report to Government on arrangements for the provision of export credit through EFIC. Ai Group is seeking feedback from members on:
government involvement in the provision of export credit and current arrangements against the requirements of the Export Finance and Insurance Corporation Act 1991 EFIC's exemption from competitive neutrality legislation, its funding, pricing and service arrangements and their impact on private sector provision of financial products and services which support Australian export trade interactions between EFIC and other government programs and alternatives that would achieve EFIC's objectives.

Members who would like to contribute issues for inclusion in the submission should contact [Rebecca Walker](#) before Monday 14 November 2011.

For more information, please click [here](#)

Have your say on what can be done to lift Australia-Canada trade and investment

Ai Group is sponsoring a review into ways to lift trade and investment between Canada and Australia. Australia and Canada are close allies but our two-way trade is small. What accounts for this low level of trade?

In conjunction with the Institute of International Trade at the University of Adelaide, Ai Group is seeking feedback from members on:

- what accounts for the low level of trade between Australia and Canada? "natural barriers" or regulatory barriers?
- are tariffs a problem?
- would cutting non-tariff barriers help?
- could we boost services trade and investment?
- is there room to improve or reduce regulation of bilateral investments?
- could we make it easier for people to stay while on business?
- could we improve mutual professional recognition?
- what else could be done?

Members who would like to contribute issues for inclusion in the study should contact [Peter Gallagher](#) or [Rebecca Walker](#) before Wednesday 30 November 2011.

e-link

World Trade Daily - worldtradedaily.com

Get Daily Trade Information

Robert Thompson describes himself as "a trailblazer of international trade information for two decades." After almost 20 years as a Hollywood independent studio owner and movie producer, Robert changed courses when he realized that working in international trade was his real passion. In 2000 he found CenTradeX, one of the best sources of trade data and information available through World Trade Centers and trade data providers. Now Robert has embarked on a new venture in the world of international trade. His blog, World Trade Daily provides timely information about world trade data, information technologies and business applications. Take a look every day to keep up to date on "trends in trade."

Trade Missions

Outgoing Missions

China

17-19 December, 2011

Do you have operations in China? Do you employ people there? Have Joint Venture? Ai Group is attending the 6th China International Conference for Foreign Labor Service Cooperation. The Conference will be held in Beijing during Dec. 17—19, 2011. Fees for accommodation, meals, conference participation, documents, booths and activities, to be incurred during the conference, will be borne by the Organizing Committee; and only return tickets will be borne by the participating companies. The Conference is sponsored by China Association of International Trade (CAIT) under China's Ministry of Commerce (MOFCOM). The Conference aims at providing qualified job hunters and labourers for various companies, enterprises, firms and institutions in many countries and regions, as well as a reliable communication and cooperation platform for human resources input/output services in China and overseas, so as to settle the status quo of certain labour resources lack in some countries. During the conference, there will be a valuable opportunity for you to get acquainted with and find potential partners among the government officers, industry experts, prominent businessmen, company's managers, as well as many other influential conference participants.

If you would like to attend, or for more information, please contact Louise McGrath on [039867 0158](tel:0398670158) or louisem@aigroup.asn.au

Market in Focus – Malta

Why Malta?

Business Links

The Sydney-based Australian-Maltese Chamber of Commerce (AMCC) and the Melbourne-based Maltese-Australian Business and Professional Association of Victoria (MABPAV), in collaboration with the Australian High Commission in Malta and the Maltese High Commission in Canberra, help to facilitate and promote greater trade and business partnerships between Australia and Malta.

Economic climate

Malta produces only about 20% of its food needs, has limited fresh water supplies, and is dependent on imported fuel for energy. Further challenges are presented by an ageing population, pressing needs for improvements to infrastructure, and full implementation of EU environmental standards. Malta has some way to go in modernising its economy, especially in terms of addressing productivity and workforce participation.

In spite of this, Malta has traditionally enjoyed high employment, low inflation and consistent (if moderate) GDP growth. Spared the worst effects of global financial crisis, Malta's economy slid into negative growth in the first quarter of 2009, but very quickly recovered. The government's targeted fiscal stimulus measures supporting export-oriented enterprises mitigated the effects of reduced external demand for manufactures and tourism, while increased diversification towards higher value-added services and the resilience of the domestic banking system contributed to growth in 2010 at 3.7 per cent.

Major export destinations include Germany, Singapore and France while Italy, the UK and France provide most imports. Different sectors of Malta's manufacturing industry service both the export and domestic markets. The pharmaceutical sector is growing, with a sizeable number of new firms choosing Malta to develop generic drugs for export to the EU once existing drug patents expire.

Tax arrangements, favourable accommodation and operating costs, and a highly-educated, English-speaking, relatively low-cost workforce, offer incentives to foreign investors and make the services sector the prime driver of economic growth in Malta. Financial and ICT services have increased in importance as Malta's regulatory environment attracts offshore business and financial houses which use Malta as a base for operations in Europe and the Mediterranean.

The air services industry is a further growth area and an international free port operates successfully as a central Mediterranean transshipment hub, making Malta a leading centre for container and freight shipment.

A third of all employment in Malta is tourism-related. The main source countries for arrivals are the United Kingdom, Germany, Italy and France. Although adversely affected by the financial crisis, tourism began to recover in 2010

Political climate

Malta became independent in September 1964, having been under British rule since 1800. The Constitution of 1964 established Malta as a liberal parliamentary democracy with regular elections based on universal suffrage. Legislative power is held by the unicameral House of Representatives (69 members excluding the Speaker). Members are directly elected for five years (subject to dissolution) on the basis of a single transferable vote system of proportional representation. The Cabinet exercises executive power and is responsible to the Parliament.

In 1974 the Constitution was modified to make Malta a republic. The Head of State is the President, whose duties are largely ceremonial - the change did not create a presidential style of government. The President is elected for a five-year term by the House of Representatives and appoints the Prime Minister and, on the latter's recommendation, other Ministers. Dr George Abela succeeded HE Edward Fenech Adami as the ninth President of Malta on 4 April 2009. Malta remains a member of the Commonwealth.

Bilateral economic and trade relationship

Trade with Malta is modest, largely due to a combination of distance, the small size of the Maltese market and Malta's accession to the EU in 2004. In 2010, two-way merchandise trade was A\$122 million, with

Australian exports to Malta totalling A\$106 million and consisting of mainly aircraft parts, cheese, curd and margarine products.

Imports from Malta have been on an upward trend, though they dipped slightly to A\$16 million in 2010. Major Australian imports include medical and veterinary instruments and medicaments as well as electrical machinery and their associated parts.

Opportunities for Australian exporters and investors exist in areas such as EU-funded infrastructure projects and joint ventures with Maltese partners accessing third country markets in the resources and services sectors. Malta also offers potential opportunities for Australian expertise in environmental and water resource management and related equipment for water and energy supply, reticulation and waste management.

In 2005, the Commonwealth Bank of Australia set up "Commbank Europe Limited" in Malta to facilitate investment, lending and business development into Europe

For further information, please click [here](#)

VICTORIA - Upcoming Events

Ai Group Events

Australian Industry Group

Managing Commercial Contract Risks

This course looks at key contract lifecycle issues from the viewpoint of operations staff. It will commence from when the idea for the good or service was conceived until after the parties have delivered what they promised, and warranties and retention issues have been completed.

Major topics to be covered include ways to consider relationships; ways to best negotiate contracts and variations; the legal issues relating to statements made by sales and operations staff in the negotiations; how to monitor contracts and what to do if the other party is not delivering as promised. Administration matters will also be discussed in detail including filing and retention of records for quick retrieval, what documents to create during the life of the contract and which ones to keep, email filing, handling of contracts, signing and witnessing of contracts and dispute resolution. Participants need not have previous contract law experience.

Date: 26 October, 2011

Venue: 20 Queens Road
Melbourne VIC 3004

Cost: \$517.00 (Ai Group members)
\$616.00 (non Ai Group members)

Contact: For more information and to register, please contact:
Maya Gorelik
Team Leader – Victorian Training & Events
(03) 9867 0155

Maya.gorelik@aigroup.asn.au

Production Planning and Shop Floor Control

This interactive and practical workshop provides you with the right information to solve business problems, using proven methodologies and strategies. The workshop covers the key concepts of production planning and scheduling in the most efficient and effective manner from sales and operations to daily dispatch lists.

Date: 17 October, 2011
Venue: 20 Queens Road
Melbourne VIC 3004
Cost: \$517.00 (Ai Group members)
\$616.00 (non Ai Group members)
Contact: For more information and to register, please contact:
Maya Gorelik
Team Leader – Victorian Training & Events
(03) 9867 0155
Maya.gorelik@aigroup.asn.au

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NSW – Upcoming Events

Ai Group Events

Australian Industry Group

Inventory Control

Managing and minimising inventories is vital for any manufacturer seeking lower costs and higher profit margins. After all, inventory is money on the shelf, while keeping the right stock is a strong factor in ensuring customer satisfaction and good financial results. This workshop examines some of the critical aspects in inventory control processes including transport management, warehousing, sales forecasting and supply chain management.

Date: 27 October, 2011
Venue: 51 Walker Street
North Sydney 2060
Cost: \$4517.00 (Ai Group members)
\$616.00 (non Ai Group members)
Contact: For more information and to register, please contact:
Courtney Girdwood
National Marketing Coordinator – Training & Events
(02) 9466 5546
Courtney.girdwood@aigroup.asn.au

Production Planning and Shop Floor Control

This interactive and practical workshop provides you with the right information to solve business problems, using proven methodologies and strategies. The workshop covers the key concepts of production planning and scheduling in the most efficient and effective manner from sales and operations to daily dispatch lists.

Date: 15 November, 2011
Venue: 51 Walker Street
North Sydney 2060
Cost: \$517.00 (Ai Group members)
\$616.00 (non Ai Group members)
Contact: For more information and to register, please contact:
Courtney Girdwood
National Marketing Coordinator – Training & Events
(02) 9466 5546
Courtney.girdwood@aigroup.asn.au

QUEENSLAND - Upcoming Events

Ai Group Events

Australian Industry Group

Successful Quoting and Tendering Techniques

This interactive and practical workshop will focus on increasing your tendering/quoting success rate through an increased understanding of the overall task that must address eligibility and assessment criteria, present a current and convincing case statement, apply project development skills to ensure conformance as well as innovation, adopt appropriate marketing and sales approaches, and submit a powerful, positive and persuasive document.

Date: 10 and 11 November, 2011
Venue: 202 Boundary St
Spring Hill QLD 4044
Cost: \$880.00 (Ai Group members)
\$1,067.00 (non Ai Group members)
Contact: For more information and to register, please contact:
Heather Bownds
Training & Events Coordinator
(07) 3244 1777
Heather.bownds@aigroup.asn.au

Production Planning and Shop Floor Control

This interactive and practical workshop provides you with the right information to solve business problems, using proven methodologies and strategies. The workshop covers the key concepts of production planning and scheduling in the most efficient and effective manner from sales and operations to daily dispatch lists.

Date: 14 November, 2011
Venue: 202 Boundary St
Spring Hill QLD 4044
Cost: \$517.00 (Ai Group members)
\$616.00 (non Ai Group members)
Contact: For more information and to register, please contact:
Heather Bownds
Training & Events Coordinator
(07) 3244 1777
Heather.bownds@aigroup.asn.au

SOUTH AUSTRALIA - Upcoming Events

Australian Industry Group

Develop your Innovation Strategy

Competitive advantage increasingly depends on the accumulation and application of knowledge. The smart application of knowledge is the decisive factor in generating maximum commercial value and driving long-term productivity and growth.

Evidence suggests innovative firms grow twice as fast, both in employment and sales, as firms that fail to innovate. Innovative high-growth businesses are more resilient to downturns, often showing continuing growth despite worsening economic conditions.

Date: 2 November, 2011
Venue: Enterprise House
136 Greenhill Road
Unley SA 5061
Cost: \$517.00 (Ai Group members)
\$616.00 (non Ai Group members)
Contact: For more information and to register, please contact:
Terri Nation
South Australia Branch
(08) 8300 0136
Terri.nation@aigroup.asn.au