

Australia

Arab



Chamber of Commerce

# Salaam

August 2010

## A Word from the New AACCI CEO...

Welcome to the August edition of Salaam. We hope you enjoy the new format our designers have created for the newsletter and that the articles and profiles catch your attention.

On page two, you'll read about AACCI's major event for 2010, our Inaugural Business Forum & Expo, which will be held in Melbourne on 25 and 26 October.

We've also included stories on investment markets in the Kingdom of Saudi Arabia and Iraq, and news about the expansion of Australian firm Austal in the Middle East vessel services market. Of course, no edition of Salaam would be complete without a round-up of the

AACCI activities, and June and July have been busy months for the organization.

I am delighted to be writing to you as AACCI's new CEO. As you may know, I took on the role in July and have met many of AACCI's staff and members over the last six weeks. I've been impressed by the dedication and enthusiasm that I've encountered and am excited to see that people are passionate about AACCI's future. I hope to meet many more of you in the coming months, particularly at the Forum & Expo.

Ramadan Kareem!

*Cynthia Dearin*



Cynthia Dearin, AACCI Chief Executive Officer

## AACCI Appoints New CEO

### Introducing Cynthia Dearin

At its meeting in Melbourne on 2 June, AACCI Directors endorsed the appointment of Ms Cynthia Dearin as AACCI's new Chief Executive. Cynthia replaces Mr Robert Newton who leaves the Chamber after three years. She commenced her assignment on 1 July 2010 and will split her working month between Sydney and Canberra.

Cynthia is an Australian-qualified legal practitioner with extensive experience in the Middle East & North Africa (MENA) region.

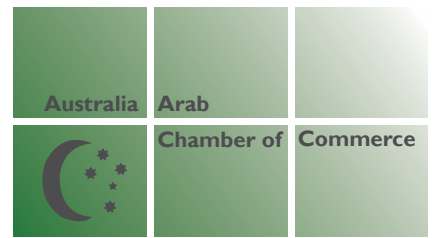
From 2006 until 2010, Cynthia worked as a governance advisor to the Government

of Iraq on behalf of international donor agencies including the UK Department for International Development, the European Union, the US Agency for International Development and the US Department of Defense. Her work in Baghdad and Erbil focused on promoting reforms to investment and procurement laws, and supporting investment promotion in Iraq. She also assisted federal agencies in negotiating and concluding international commercial contracts and resolving commercial disputes.

From February 2001 to June 2005 Cynthia was a political officer with the De-

partment of Foreign Affairs & Trade. During this time, she held diplomatic posts in Egypt, the UAE and Qatar, where trade and investment promotion was an important part of her role. Cynthia holds a Bachelor of Laws (First Class Honours)/ International Studies and a Graduate Diploma of Legal Practice from the University of Technology, Sydney and a Master of Science (Middle East Politics) (First Class Honours) from the School of Oriental & African Studies, London.

She is proficient in written and spoken Arabic and French, and uses her language skills in a professional capacity.



## Inaugural Australia Arab Business Forum & Expo

Sofitel on Collins Melbourne Australia

If your organisation is conducting business with the Arab World or considering expanding into Arab Markets, the Inaugural Business Forum & Expo is the “not-to-be-missed” industry event for 2010.

The Australia Arab Chamber of Commerce & Industry will convene the Forum & Expo on 25 and 26 October at the Sofitel Melbourne on Collins, 25 Collins Street, Melbourne. This landmark international conference will address the future of trade and investment between Australia and the Arab countries.

The Forum will focus on key sectors including Banking and Investment; Property, Construction and Infrastructure; Education; Mining and Hydrocarbons; Agriculture, Food and Water; Tourism and Renewable Energy, as well as a special session on Women in Business.

Expert speakers from Australia and the Arab countries will give their views and analysis on building future business prospects and bilateral trade opportunities between Australia and the Arab World.

In parallel to the Forum, a Trade Booth Exhibition featuring a showcase of products and services will be open for the duration of the event, providing a great opportunity for companies to exhibit and for delegates to gain valuable commercial intelligence.

We expect large numbers of business leaders and government representatives from Australia and the Arab countries to

participate in the Forum & Expo, including delegations from Egypt, Iraq, Morocco, Qatar and Tunisia. Both the Prime Minister of Australia and the Secretary General of the Arab League have been invited to attend as well as a range of Australia federal and state Ministers.

To maximize the value created by the Forum and Expo, AACCI is also offering one-on-one business matching, to ensure that delegates meet firms and individuals with complementary capabilities and business interests.

There will also be plenty of opportunities for informal networking, with a number of receptions taking place throughout the

event. The highlight of the Forum & Expo will be the Gala Dinner on the evening of 25 October, and we encourage you to book your place early to avoid disappointment.

The Forum and Expo aims to help Australian and Arab businesses to expand their horizons and business opportunities, gain valuable commercial knowledge and network with potential clients. Don't miss it!

For further information on the Forum & Expo, please visit [www.aacciconference.com](http://www.aacciconference.com) or contact Ms Susan Chandler at [susan@aacciconference.com](mailto:susan@aacciconference.com).



Australia Arab Chamber of Commerce & Industry Inc.  
غرفة التجارة والصناعة الأسترالية - العربية



## Inaugural Australia Arab Business Forum & Expo

Melbourne 25 – 26 October 2010

## AACCI & ANU's Iraq Trade Policy and Negotiation Course

### AACCI Contribute Three Years Running

On the afternoon of Friday 23 July in Sydney the NSW Chapter was host to the 19 delegates from the Iraqi Ministry of Trade who were attending a 5-week course on Iraq Trade Policy and Trade Negotiation. This took place at Crawford School of Economics and Government at Canberra's Australian National University.

This is an AusAid funded course to provide the visiting participants with the basic concepts of trade, trade policy and trade economics as well as an understanding of trade negotiations.

Executive Officer John Hume was on hand at the Radisson Hotel to meet

the delegates who were led by Mr Hassan Al-Jbori, the Assistant General Director of the Directorate of Financial and Commercial Control in the Ministry of Trade. They were also accompanied by the course convenor, Dr Jiro Okamoto, and



the Project Coordinator, Ms Leila Kouatly, Past Chair of the NSW Chapter (and at the time alternate Deputy Chairman).

Mr Ron Roberts of Vettech gave a well-received presentation on the past and present work of AACCI which was followed by a lively discussion in which Ron's Iraqi-born wife and business partner, Julia, also assisted.

This is the third year in succession that AACCI has been asked to contribute to this course for the Iraqis and the third time that Mr Ron Roberts has addressed the delegates on AACCI's behalf.

## Counter Terrorism on the Agenda

### A Rare Insight into Australia's Terrorism Strategy



Left: H.E. Bill Paterson (Australia Ambassador for Counter Terrorism) and William Fisher (State Director of DFAT)

Right: Phil Gray (Kouark Vineyards), Peter Deacon (AACCI National Director), Mike Anderson (AACCI State Chairman & National Director) and Blair McCall (Ausco Pak)



H.E. Bill Paterson, Australia's Ambassador for Counter Terrorism, was guest speaker at a recent network evening hosted by the Victorian Chapter.

The Ambassador covered what achievements in security and intelligence gathering had been achieved since 9/11, and spoke of the current situation and the challenges which lay ahead. He gave in-

sights into the Australian Government procedures adopted in counter intelligence techniques on terrorism activities and how this relates to Southeast Asia and the Middle East.

An informative evening and a rare look at into the Australian Government's strategies and activities in counter terrorism.

## France Builds Business Centre in Iraq to Lure Firms

(From [www.iraq-businessnews.com](http://www.iraq-businessnews.com) 19th July)

France is one of the first nations to look to tap into investment opportunities in Iraq by building a heavily fortified business centre and boutique hotel.

The complex that is financed by private companies, is near the French embassy in Baghdad's Abu Nawas neighbourhood; it has room for 20 offices and 10 bedrooms for visiting would-be investors.

"We say this is the time to come back to Iraq," said Julien Kerdoncuf, deputy head of the embassy's economic department.

The firms whilst excited about the project admit that the security remains an issue, as Sunni Islamist insurgents continue a campaign of suicide bombings and killings.

However they are currently working to ensure that the complex is completely secure for all visitors.

The companies that have already established themselves in the French business centre include Lafarge, a pioneer of investment in Iraq, Oil contractor Technip SA and engineering firm Alstom.

French diplomats have said that 'emerging from war, Iraq is trying to shake off years of violence, sanctions and economic de-

cline by opening up its vast oil reserves — the world's third largest — and attracting foreign investment and expertise to help it rebuild.'

But while it has signed 11 deals with global oil companies to develop its richest fields, projects outside the energy sector have rarely gone beyond aspirations. Linger- ing violence and political uncertainty, four months after an incon- clusive election, are keeping most western investors on the sidelines.

The United Arab Emirates is the biggest investor in large projects, with total pledges of \$37.7 billion, while Lebanon tops the list of investment deals below \$1 billion, according to a report last year by Dunia Frontier Consultants.



## Austal Announces Expansion in Vessel Presence

(From [www.austal.com](http://www.austal.com) 28th July)

Following the recent opening of Austal service hubs in Egypt and Oman, Austal announces the expansion of its vessel support and maintenance presence in the Middle East following the award of a technical services contract with Saudi Arabian ferry operator The Maritime Company for Navigation (MACNA).

Austal will be responsible for providing rapid response to technical issues relating to three large Austal vehicle ferries, including spare parts supply for a 5 year term.

Austal Chief Operating Officer Andrew Bellamy commented; "Strategically this is another important step in growing Austal's presence in the Middle East region." "With similar contracts also in place in Oman, Egypt, Malta and Trinidad and Tobago, Austal's continues to establish itself as a major provider of worldwide vessel



maintenance and management."

The three vessels include the Kingdom of Saudi Arabia's two vehicle ferries "Jazan" and "Farasan", and vehicle ferry "Fares I".

With the ability to transport 650 passengers, 50 cars and 15 trucks, "Jazan" and "Farasan" were part of a group of four Austal vehicle-passenger ferries ordered by the Saudi Arabian Ministry of Finance in 2007. The "Riyadh" and "Cairo" were delivered to Saudi Arabia in December 2008 and later gifted to the Egyptian

Government to improve ferry services across the Red Sea.

Earlier this year Austal announced a vessel maintenance services contract with Oman's National Ferries Company (NFC) for the maintenance of seven large high speed craft, including two Oman Coast Guard rescue boats. Notably, five of these vessels were built at other shipyards.

Meanwhile in Trinidad and Tobago, Austal Service has commenced its five year maintenance and support services program for the Trinidad and Tobago Coast Guard's six new 30m fast patrol craft. The program includes scheduled planned and preventative maintenance support, unscheduled maintenance, management and performance of annual surveys and maintenance periods as well as shore-based engineering support.

## Members of AACCI Board meet Council of Arab Ambassadors

### Enhancing Two-Way Trade and Investment

On 24 June, members of the AACCI Board of Directors and the Corps of Arab Ambassadors met in Canberra for the third in a series of dialogue sessions that first began in June 2008.

The discussion focused on practical ways in which AACCI and the Arab Ambassadors in Canberra can cooperate in order to achieve their shared objectives, particularly in the promotion of two-way trade and investment between Australia and the Arab countries.

The meeting was co-chaired by the Chamber's national chairman, Ray Najar, and the Dean of the Council of Arab Ambassadors, His Excellency Mr Tammam Sulaiman, the Ambassador of the Syrian Arab Republic.

Also in attendance were AACCI Directors Mike Anderson, Peter Deacon and James Harb, as well as the then Chief Executive Officer Robert Newton and Mr Newton's designated successor Cynthia Dearin. In addition to the Dean, the Council was represented by the Ambassadors of Saudi Arabia, Jordan, Palestine, Lebanon, Egypt and Morocco.

Also present were the Charges d'Affaires of the United Arab Emirates, Libya and Algeria, the Second Secretary of the Embassy of Kuwait and the Commercial Counsellor of Iraq.

The meeting considered a proposal that the two groups would form a working body to develop detailed plans for joint cooperation. The Ambassadors were also briefed on the latest developments relating to preparations for the forthcoming Australia Arab Business Forum and Expo which is to take place in Melbourne on 25 and 26 October 2010.

Ray Najar commented on his delight at seeing so many Arab Ambassadors participate in the meeting. The Chamber and the Council share many ideals and objectives and each can benefit from the other through dialogue and practical cooperation.

Mr Najar stressed the importance of all the Arab Embassies taking an active interest in the Forum and Expo and encouraged business people from their countries to participate in the Forum.



AACCI Chairman Ray Najar (left) with the Dean of the Arab Council of Ambassadors, HE Mr Tammam Sulaiman, Ambassador of the Syrian Arab Republic



Also at the meeting the then AACCI CEO-designate Cynthia Dearin, and the outgoing CEO Robert Newton

## United Arab Shipping to Service Australia

### New Player Expands Shipping Opportunities

The group will be distinguished by the first direct participation in the Australian market of United Arab Shipping Co (UASC) and will also comprise China Shipping Container Line, Hapag-Lloyd and Hyundai Merchant Marine.

The weekly service will work a novel port rotation of Port Kelang, Singapore, Fremantle, Melbourne, Sydney, Adelaide, and Jakarta, and will use ships with 2200-2300 teu effective capacity.

It is believed four ships will be deployed,

with one provided by each member line.

The arrival of UASC, jointly owned by the governments of Saudi Arabia, Kuwait, Bahrain, Qatar, UAE and Iraq, adds yet another new player to local container routes and also means further competition for agency representation and experienced staff.

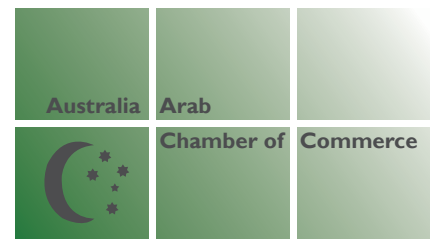
UASC's liner services, which use both container and multi-purpose vessels, are focused on the Mid-East and cover Asia, North America, South America, Africa,

Mediterranean and Europe.

According to the Containerisation International database the 1976-founded company currently operates 27 owned and 19 chartered ships, and has a further 13 on order – all of which are 13,100 teu.

These will likely operate on Asia-Middle East-Europe routes and sources suggest UASC's interest in Australia is partly driven by the need to feed and fill these ships, the first of which is due for delivery from Samsung in November.





## Saudi Food Security Shift Results from Water Scarcity

(From: Strategic Weekly Analysis July 27th)

By Gary Kleyn, Global Food and Water Crises Research Programme

### Background

A shift in thinking is occurring on the Arabian Peninsula as the countries of the Gulf Cooperation Council – Bahrain, Oman, Qatar, Saudi Arabia and the United Arab Emirates – give up on a general policy of being self sufficient in food production and are instead accepting the reality that food will have to come from elsewhere to feed their swelling populations. Saudi Arabia is a case in point.

### Comment

In 2008, the Saudi Government decided to terminate domestic wheat production by 2016. This represented a significant shift in the country's longstanding policy of self-sufficiency in wheat production. The policy, which started in the early 1980s, banned the import of bulk wheat and flour.

The reason for the change in policy now is the realisation that the production of wheat is sucking up a large proportion of the region's underground, and finite, water supply.

That being the case, the Saudi government has had to rethink its water use

priorities. The country's wheat has been grown solely by means of irrigation. It takes an estimated 1,000 tonnes of water to produce one tonne of grain.

Thinking intuitively, this means that the best way to import "virtual" water is by means of buying imported grain, along with other agricultural products. Saudi Arabia has maintained a policy of having a reserve stock of wheat, equivalent to at least six months' domestic consumption.

In January 2010, the Saudi Grain Silos and Flour Mills Organization, responsible for the purchasing, milling and marketing of wheat, began the process of calling for international suppliers. In April, the country signed a memorandum of understanding with Australia.

According to the Food and Agricultural Organization of the United Nations, it is estimated that in 2006, total water usage was 23.7 cubic kilometres (km<sup>3</sup>), an increase of 40 per cent compared to 1992. Agriculture accounted for 88 per cent of usage, followed by municipal usage of nine per cent and industry on three per cent. Since the food self-sufficiency policy was

introduced in the 1980s, the volume of water used on irrigation has tripled from about 6.8km<sup>3</sup> to 21.0km<sup>3</sup> in 2006. At those rates of usage, it is expected that underground water supplies will not last more than 25 years.

With the policy to reduce agricultural production, Saudi wheat production decreased 42 per cent from 1.7 million metric tonnes from 2008 to 2009. A further 30 per cent decrease is forecasted for 2010, according to a March 2010 report by the Global Agricultural Information Network.

With Saudi Arabia now in the market for around 2.5 million metric tonnes of wheat per year, the opportunities have opened up for Australian, and in particular Western Australian, farmers, who produced eight million tonnes in 2009-10.

A visit to Western Australia in March by the Saudi Grain Silos and Flour Mills Organization was followed up by the removal of a Saudi ban on Australian wheat imports, opening a new market for Western Australian wheat producers.

## Narellan Pools

### Servicing the Export Market

Narellan Pools was established in 1971, and is Australia's oldest and most recognised fibreglass swimming pool manufacturer. The company is the only fully franchised operation which has a network of successful franchises through Australia and markets one brand nationally.

A new company was established to service the vast array of international enquiries that came to the company, and therefore a new operation, named Narellan Pools Export Pty Ltd, was established to

service the export markets created, including Europe, Asia, Middle East, Pacific Islands, New Zealand and South Africa.

The export company's sole function and role is to seek out and find agents to handle products and offer the full support of import logistics, assist with market entry strategies and assist with all aspects of marketing, the ability to offer around the clock support to and from a dedicated export company.



## State Commissioner Networks with Members

Thinking Global



Left to Right: Ray Najar, Kelvin Templeton, Donna Massie, Cynthia Dearin, Max White, John Butler

The Commissioner for the Middle East & North Africa for the State Government of Victoria, John Butler, was guest speaker at a network function held by the Victorian Chapter at the Water Rat Hotel in South Melbourne.

The commissioner provided a briefing on the services offered by the Victorian Government Office in Dubai including the availability of fully serviced office space for use by visiting business people.

High priorities for the Office include developing trade and investment opportu-

nities in the agribusiness, food and beverage, financial services, infrastructure, building and construction sectors.

The Office will promote Victoria as a destination to study and will work with education providers in building linkages and the recruiting of international students. This is in line with the Victorian Government's 'Thinking Global' action plan for International Education released in September 2009.

The Commissioner's talk focused on business opportunities throughout the region

including Saudi Arabia, Qatar, and as far afield as Turkey. Iraq was also touched on as an emerging market for goods and services.

At a meeting prior to the function with AACCI Management, the Commissioner was provided with an updated briefing on the AACCI Forum and Expo and confirmed the full support of the Victorian Office in Dubai to promote the event throughout the Arab business community.

## John Yeudall Receives Special Award

Celebrating a Decorated Career

Long-serving Chairman of the WA Chapter, John Yeudall, has received special recognition from the Chamber for his outstanding service to the Chamber and his dedication to the promotion of trade relations between Australia and the Middle East.

At an AACCI function in Perth on 27 July, WA Chapter Chairman, Edmund Damouni, presented John with an engraved crystal memento.

John has a long history of doing business in the Middle East, spending his early career in Saudi Arabia where he lived and worked from 1975 setting up a steel fabrication business in Jeddah. Later he teamed up with the company of Prince

Bandar Bin Ahmed Al Sudairi to run both a construction division and the trade facilitation arm helping international companies win contracts.

John subsequently worked for many years with the Australian Trade Commission (Austrade). He served as Senior Trade Commissioner in Saudi Arabia from 1992 - 1997 and then as Senior Trade Commissioner and Consul General in the UAE from 1997 - 2000. He was then appointed WA State Manager for Austrade, a post he held until he resigned from the public service in 2002.

As a Chartered Civil and Structural Engineer, John was employed in the private sector in Australia and overseas. In a mar-



John Yeudall (right) receives award from Edmund Damouni

keting capacity he has worked for both the Australian government and private industry. Prior to joining Austrade, John also worked for a time in retail and was responsible for establishing Ikea in Western Australia.

After he left Austrade John served as Chairman of the WA Chapter of AACCI for five years and two years as National Deputy Chairman.

## Western Australia Chapter News

### July Function a Great Success



Left: Edmund Damouni, Peter Grant, Hiwa Sadiq, Mark Perger, Phil McGann and Mike Anderson  
Right: Cross-Cultural Discussion Panel - Hiwa Sadiq, Peter Grant and Andrew Kirk

The WA Chapter held a very successful cross-cultural forum, "Doing Business in Arab Countries", and networking function on 27 July. The thirty five members and guests who attended participated in a lively panel discussion on how to overcome the cultural barriers to doing business with Arab countries.

The forum panel members shared their knowledge and experience from totally different perspectives. Andrew Kirk recently returned to Perth after living in the Middle East for five years, where he

served as Woodside's General Manager in Dubai. Hiwa Sadiq, a Kurdish Iraqi student has been studying in Perth for five years whilst bringing up a small family. After finishing a Masters degree he recently completed his PhD.

The panel was chaired by Chapter Vice Chairman, Peter Grant, and Woodside's International Exploration Manager.

During the evening, WA Chapter Chairman, Edmund Damouni, presented a special award for outstanding service to AACCI to John Yeudall, Past Chairman of

the WA Chapter and Past National Deputy Chairman.

Also attending the evening was Mike Anderson, Deputy Chairman of the Victoria Chapter and Convenor of the Inaugural Australia Arab Business Forum and Expo. Mike addressed the audience and appealed to WA members to support the Forum as delegates, sponsors and exhibitors.

The event was kindly sponsored by Woodside.

## Oman Corner Opens in Melbourne

### Showcasing at the University of Melbourne

The Sultanate of Oman and the University of Melbourne share a very close relationship.

In 2003 Oman and the University of Melbourne jointly established 'The Sultan of Oman Endowed Chair in Arab and Islamic Studies.' The Chair, one of which is a number throughout the world, was created in the name of His Majesty Sultan Qaboos bin Said.

In addition, Omani students study at the University and many visits and exchanges have taken place over the years.

To further enhance this relationship the University of Melbourne has kindly accepted a proposal from the Consulate

General of the Sultanate of Oman in Australia to establish a permanent Oman Corner on its premises.

The Oman corner is made up of a museum showcase with the intention of educating visitors about Oman and through this to garner a heightened interest in Oman and to increase academic collaboration.

The showcase displays many different aspects of Oman including culture, traditions, heritage, society, government, economy and topography. Some of the many items on display include traditional Omani clothes, mini fort and dhow, instruments, jewellery, frankincense and khanjar.

*Continued page 7...*



Charles Jamieson A.O., H.E. Dr Abdullah Al Sarmi, The Honourable Laurie Ferguson, Professor David de Kretser A.C., H.E. Hamed Al Hajri, Mr Philip Ruddock, and Professor Alex Chernov



## DuCab study tour to Western Australia

CY O'Connor College Host Dubai Cable Company



Left: Edmund Damouni, Fahad Almuhairi, Aqueel Mohammed Aqeel, Rob Meecham (TAFE)



Middle: All the DuCab visitors with Edmund Damouni (Chairman of WA Chamber, AACCI) in centre and Rob Meecham (TAFE) at left.



Right: Aqueel Mohammed Aqeel and Fahad Almuhairi experiencing WA

Six employees of the Dubai Cable Company spent July in Western Australia on a study tour of Western Australian industry.

Hosted by C Y O'Connor College of TAFE, the program was developed in association with the Australian Arab Chamber of Commerce and Industry (WA Chapter).

AACCI (WA) Chairman Edmund Damouni attended the welcome dinner and spoke to the participants about their expectations of the tour.

Mr Damouni also hosted a visit of the delegation to his factory and showroom in Welshpool. He received feedback from the group on the tour, the first established

between DuCab and C Y O'Connor and is assisting the College to develop the arrangements for the next group.

The current group, consisting of three engineers, a finance officer, a HR officer and an electrician (who is studying to become an engineer), visited a range of businesses and educational establishments as part of the tour.

Member companies of the Chamber were prominent in their support of the tour.

Phoenix Language Academy provided language experience and an informal test of the level of English language capability.

Solahart Pty Ltd hosted a tour of their manufacturing facility in Welshpool, as did

Toll/IPEC.

Landgate provided the opportunity for one of the participants to work in their office for a day to give the participant a feel for day to day operations in a Western Australian organisation.

The group also toured the Alcoa Huntly Mine and Pinjarra Alumina Refinery and the Australian Marine Complex in Henderson and received briefings from Chevron and Rio Tinto.

Those participating in the tour were Aqueel Mohammed Aqeel, Fahad Almuhairi, Abdulrahman Almansouri, Laila Marafi, Maryam Al Naqbi and Amal Bin Ghelaita.

## Oman Corner Opens in Melbourne (Continued from page 6...)

Attending the official opening of Oman Corner was:

- The Honourable Laurie Ferguson MP – Parliamentary Secretary for Multicultural Affairs and Settlement Services
- H.E. Dr Abdullah Al Samri – Undersecretary of the Ministry of Higher Education in Oman
- Professor Alex Chernov – Chamcellor, University of Melbourne
- H.E. Hamed Al Hajri – Consul General of the Sultanate of Oman – Australia

Oman corner can be viewed 7 days a week and is located on the Ground Floor, Sidney Myer Asia Centre, University of Melbourne, Swanston Street, Parkville.



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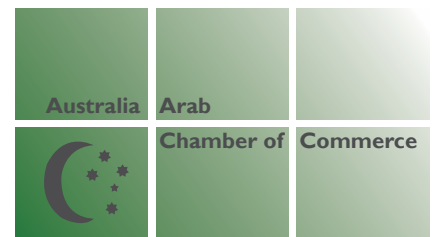
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## Khalifa International Date Palm Award

Congratulations to Our Members from South Australia



Dave & Anita Reilly receiving Khalifa International Date Palm Award for Best New Development project from Sheikh Nahayan Mabarak Al Nahayan in Abu Dhabi, 2010

## AACCI Welcomes its Recently Joined Members Around the Country

Profiles of AACCI's new members along with our existing members are available on the "Members Area" of the AACCI website: <http://members.austarab.com.au>

### VICTORIA:

PTA Landscapes Pty Ltd  
Prime Foreign Education Consultant  
Mandel Trading  
ABE Zakhem Consulting  
Elleker Investments  
Emirates  
Mr Lamb and Sheepskin Pty Ltd

### NEW SOUTH WALES:

Baker Kavanagh Architects  
Australia Invest Pty Ltd

### QUEENSLAND:

Narellan Pools Export Pty Ltd

### WESTERN AUSTRALIA:

Alara Resources Ltd

### SOUTH AUSTRALIA:

Edgarly Documentation Services

### AACCI's Documentation Certification Services

Members and non-members are reminded of the extensive services provided by AACCI for the certification of documents relating to merchandise exports. A full list of our certification centres is available on the AACCI website ( [www.austarab.com.au](http://www.austarab.com.au) ).

AACCI also offers electronic certification facilities through two leading service providers – E-Certify and Ozdocs International. Readers should again consult the Chamber's website for details, including advice on how to register for this state-of-the-art service.

**Salaam is an AACCI publication, for YOUR SAY please contact our National Secretariat with items you would like to see in the newsletter.**