

## A Word from AACCI's CEO...

Over the past few months I've been fortunate enough to meet with many of you and hear your ideas about what the future of AACCI holds. Our dynamic membership base has made AACCI what it is today, and I am confident that with your combined expertise and dedication, AACCI's role as the major conduit of Australian-Arab business and relations can only become more prominent. I look forward to engaging in discussions with more of you at our future events.

In response to your feedback, we've re-structured Salaam to focus on a key industry sector in every edition. This will ensure that our members are kept informed about business and trading op-

portunities in a wide array of sectors, maximizing the potential for new links to be created between Australia and the Arab world.

This edition will focus on Agribusiness. On pages four to seven, you'll find private statistics on trade from the Arab League, analyses prepared specifically for this newsletter by leading Australian exporters, and news on the most recent investments strengthening Australian-Arab relationship. In addition to this, you can keep up to date with AACCI's latest news and events.

*Cynthia Dearin*



From L-R: Ms Cynthia Dearin, AACCI CEO; Dr Mohamed Nagy Salem, Head of the Commercial Office of Egypt; H.E. Tarek Abu-Senna, Consul General of Egypt; H.E. Omar Metwaly, Ambassador of Egypt

## Upcoming Events

**AACCI Inaugural Australia Arab Trade Expo, 5-6 May 2011, Sofitel Hotel Melbourne.**

Australia's premier event for all trade and financial aspects of Australia's relationship with the Arab world will bring together experts from a wide range of industries. Participants will have ample opportunity to network extensively with contacts from Arab countries and find out about upcoming investment and business opportunities.

**Gourmet: Specialty and Fine Food Exhibition,**

31 October – 2 November 2010. This event caters exclusively to the food and hospitality sectors, and specialist buyers of premium produce from across the Middle East. The Queensland Government will present QLD produce at the stall, as will Gold Coast City Council.

**Queensland AGM:**

18-19 November 2010, CQ University QLD. This event will hear speakers discuss Queensland's key role in the growth of trade and business relations with the Arab states.



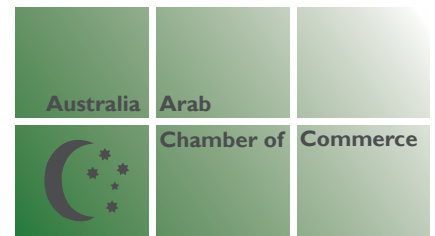
Australia Arab Chamber of Commerce & Industry Inc.  
غرفة التجارة والصناعة الأسترالية - العربية



# Inaugural Australia Arab Business Forum & Expo

Melbourne 5-6 May 2011

## Past Events



## Members and International Students' Networking Function

Over 70 guests, including more than 30 university post-graduate students from various Arab countries currently studying in Perth, attended a very successful function on 28 September organised by the

Western Australian Chapter.

The guest of honour was His Excellency, Mr Hassan Talat Nazer, Ambassador of Saudi Arabia, who gave a short address.

The function, which was organised by AACCI Vice Chairman (WA) Peter Grant and Management Committeeman Pankaj Pathak and sponsored by Phoenix Academy, promoted interaction between the Chamber members and Arab students studying in Perth.

An address was also given by Mr Albert Jacob MLA, Member for Ocean Reef, representing the Minister for Citizenship and Multicultural Interests

Representatives of all four Perth public universities attended the function, as did Chief Executive, Cynthia Dearin, who was on her first visit to Perth as head of the Chamber.

L-R: Peter Grant, (Vice Chairman WA Chapter), Edmund Damouni (Chairman WA Chapter), HE Mr Hassan Talat Nazer (Ambassador of Saudi Arabia), Cynthia Dearin (CEO, AACCI), Arnold Wong, Management Committee (WA)



### Austrade in the Middle East

On the afternoon of September 14 interested AACCI members in the NSW Chapter assembled at the Sydney offices of Austrade to listen to Mr Lino Strangis who is based in Canberra where he is Austrade's International Liaison Manager for Africa, Europe and the Middle East.

Mr Strangis talked on "The role of Austrade in the Middle East and its Priorities" and answered many questions from the members who were pleased to learn about Austrade's renewed focus on the Middle East and North Africa, including the representation in Libya through the Australian Consulate General in Tripoli.

### NSW Chapter hosts Australia's Ambassador to Jordan

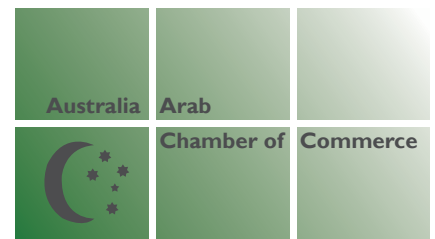
On 13 September the NSW Chapter hosted a sandwich lunch for Ambassador Glenn White who was in Australia for a mid-term briefing. Twenty members heard a short introduction to the current situation in Jordan as well as enjoying accounts of Ambassador White's personal experiences during his first 20 months in Amman. Attendees had ample opportunity to ask questions after the lunch.

The meeting was held at DFAT's Sydney office and AACCI is grateful to Deputy Director Jennifer Allen and her team for assisting with the organisation of this event.



H.E. Glenn White Australian Ambassador to Jordan.

## Past Events



## The NSW Chapter AGM

The NSW Chapter AGM was held on August 18 to receive a report on the previous year and to elect the Management Committee for 2010 to 2011. After these formalities, the attendees were treated to a talk on “Australia and the New Middle East” by Anthony Bubalo, Program Director, West Asia with the Lowy Institute for Foreign Policy. The “new” in the title referred to the Middle East after the GFC and in the light of the rapidly growing importance of China and India in the region.

National Chair, Ray Najar, and AACCI CEO, Cynthia Dearin, were both in attendance and also took time to address the members.



Mr Andrew Butcher of PricewaterhouseCoopers was elected unopposed to the Chair of the Chapter. The previous Chair, Mr Gordon Short, had retired at the end of June. Ms Sandra Veness (Middle East Tours) and Mr George Assaf (Arrow Export Services) were elected as Deputy Chairs. The other members elected to

the Management Committee were: Ghasan “Gus” Balloot (Numan International), Nigel Gosse (Meat & Livestock Australia), James Harb (Blackstone Waterhouse Lawyers), Don Murray (Templeton Galt) and Claudio Piccinini (Arab Bank Australia).

The Chapter wishes to express its gratitude to PricewaterhouseCoopers for providing a conference room for the AGM and invaluable assistance in organising the event.

L-R: Ray Najar, Don Murray, James Harb, Cynthia Dearin, Sandra Veness, George Assaf, Claudio Piccinini, John Hume and Andrew Butcher. Missing are Gus Balloot and Nigel Gosse

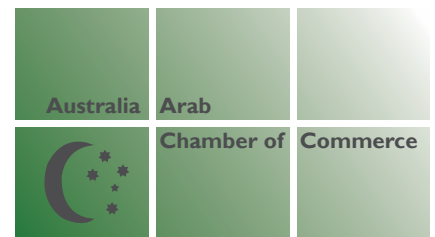
## AACCI at the Import Export Show, Sydney

The NSW chapter of AACCI manned a desk at the Import Export Show at The Sydney Exhibition and Conference Centre, Darling Harbour over 2 days in early September. Sandwiched between the Italians and the Brazilians we were part of the so-called International Alley.

The Show produced a steady procession of enquiries as well as the opportunity to meet with members, including some from Queensland and Victoria. A talk on “The Importance of the Middle East to Australian exporters” by EO John Hume was attended by over 50 Show attendees.

Right: AACCI Director James Harb participating in Art and About Sydney 2010. 100 Sydney-siders were photographed and hung from banners in this playful celebration of Sydney's diverse population.





## United Arab Emirates

### Meat, food services

As Australia's biggest Arab market for both exports and imports in agribusiness, the UAE presents a wide array of investment opportunities. In particular, it has become an ideal market for food exportation, as its desert climate has severely limited the development of local agriculture and necessitated importing 85-90% of its food.

Australia's major export is meat excluding beef, at \$126m in 2009; other meats, wheat, dairy products, and processed foods are also exported. Whilst grain is largely dominated by the Al-Ghurair group, the markets for the other listed

food items have great potential for future growth.

An opportunity for Australian exporters to supply high quality food products – especially meat – is provided by the prevalence of large international supermarket chains in the UAE (such as Lulu, Carrefour, and Spinneys), and the growth of luxury hotels, airlines, and other tourism services. Developments of consumer awareness have also increased demand for Australian food products such as organic breakfast cereals, organic foods in general, and halal meat products.

Austrade has also identified a potential market for Australian exporters in agri-inputs such as seeds, farming technology, and the provision of farming expertise to the UAE's organic farms project.



## Egypt

### Wheat

Egypt is a relatively new major Arab export market for Australia, with exports tripling in 2004 and rising steadily since. Australia's biggest export to Egypt is wheat, with \$85m worth of goods sold in 2009; Egypt constituted Australia's second largest market for bulk wheat exports in June 2010 after Indonesia, with 404.8 kilotonnes sold in the 2009-10 year. Australian wheat exports are projected to improve further following a Rus-

sian ban on wheat exports in July 2010. Other important exports are vegetables, with \$27m worth sold in 2009, and the resumption of cattle exports to Egypt in February 2010.

An Australian Parliamentary report in 2005 flagged several potential agribusiness markets in Egypt. Agriculture represents approximately 20% of Egypt's GDP, but it is still dependent on food imports.

Fisheries, livestock development, and food services are also markets which Australians have an opportunity to develop. Agri-inputs and fertiliser manufacturing are a separate potential market, due to Egypt's large phosphate deposits. Finally, Egypt's location is prime for investment as a centre for redistributing and storing agricultural products, with infrastructure already in place to facilitate this.

## Saudi Arabia

### Barley, meat, livestock

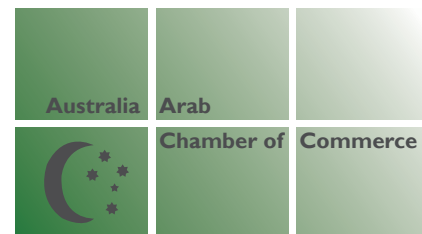
Saudi Arabia has emerged as Australia's second largest export market in the Middle East, with high demand for barley (\$226m worth exported in 2009), meat (\$102m), and livestock (\$71m) fuelling the Australian economy. Saudi Arabia lacks arable land and is thus reliant on imports for almost 85% of its consumption. This sector is set to expand, with Saudi Arabia signing an agreement opening up the Northern Territory's live export market in 2009.

Whilst Saudi Arabia already dominates Australian exports, processed food is a large potential market, especially given

the reputation of Australian food products being high quality. Wheat is another potential future export market, as Saudi Arabia's policy of wheat self-sufficiency

has drained its limited water supply; Saudi Arabia's sole wheat importer has touted Australia as a potential destination.





## Why invest in productive Australian agricultural assets?

**During 2007 and 2008 food prices soared and Governments around the world reacted.**

- China introduced value-added taxes as well as temporary taxes on wheat exports to restrain exports and manage domestic food price inflation
- Argentina increased export taxes on grains by 10% to 35% and closed registration for new export orders
- Ukraine, Russia, Kazakhstan, India and Pakistan imposed export restrictions
- U.S. and Brazil producers lobbied for export taxes to counter rising feed grain costs
- Australia stood by its open trade policy and exported more than 30 million tonnes of wheat and barley to the world over this period

From a food security perspective, clearly the issue is where can grain be accessed, and at what cost, in times of global grain deficit. The issue really does not concern where grain can be accessed, or even at what cost, in periods of global grain surplus!

Recognising that future global grain deficits are a reality, the Australian grain industry is an intelligent investment destination. It has demonstrated the capacity

to produce and deliver grain to the world in a cost competitive manner.

**Australia has the capacity to produce.**

Australia is a NET exporter of cereal grains selling 17.9 million tonnes of wheat and barley per annum to the world.

The Australian grain crop has averaged plantings of 23 million hectares per annum over the past five years with total production exceeding 36 million tonnes per annum over the same period. Wheat and barley are Australia's two most significant cereal grain crops and combined represent more than three-quarters of Australia's annual grain production.

The Australian wheat crop covers 12.7 million hectares per annum representing 55% of total grain plantings. Annual production is 19.5 million tonnes. Two-thirds of this wheat, or some 12.8 million tonnes, is exported annual.

As with the wheat crop, two-thirds of the Australian barley crop is exported annually. Barley plantings cover 4.5 million hectares annually producing 7.8 million tonnes. Domestic consumption demands just 2.7 million tonnes resulting in an ex-

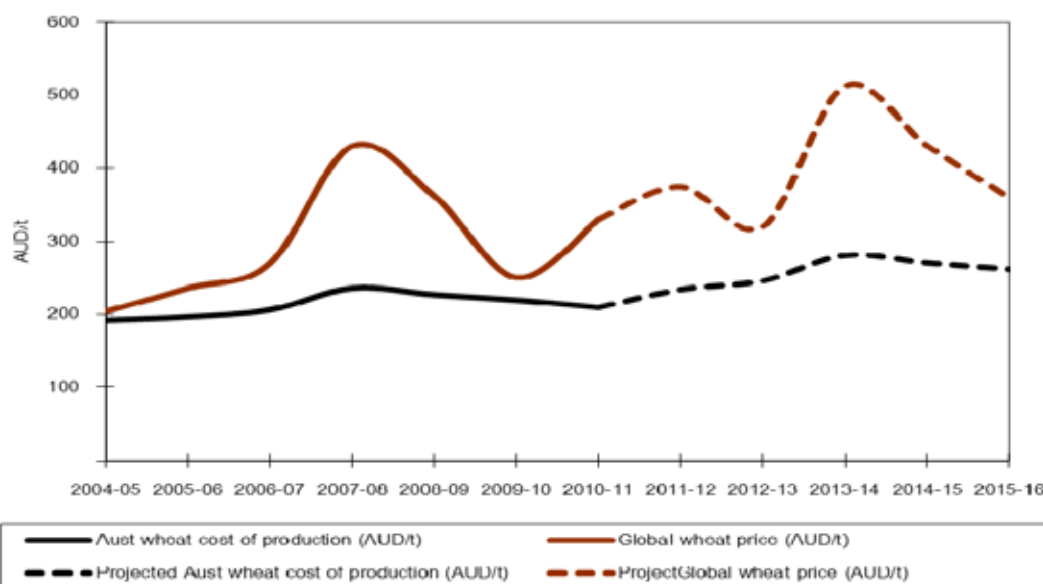
portable surplus of 5.1 million tonnes.

Australia is recognised as an efficient, cost effective grain producer; a reputation founded on a long history of significant productivity gains (almost 2% per annum for the thirty year period 1977/78 to 2007/08, ABARE).

**Locking in the cost of future grain requirements**

Taking control of the future cost of accessing grain, which is particularly crucial during periods of deficit, is as simple as investing in productive Australian agricultural assets and engaging in the production of grain. This way, the cost of grain is limited to its cost of production rather than the prevailing global market price.

In 2008 when the global wheat price rallied to AUD430 per tonne the cost of producing a tonne of wheat in Australia was AUD236 per tonne; almost two tonnes of grain could have been produced for the same cost as purchasing one tonne from the market! Furthermore, export prices were not distorted by Government imposed taxes or tariffs as was the case in so many other exporting nations.



Please note the forward-looking projected global wheat price and Australian wheat cost of production are estimates only and should not be interpreted as fact or be relied upon as actual future prices.

## Why invest in productive Australian agricultural assets?

continued...

**Above and beyond Australia's impressive capacity to produce cereal grain in a cost competitive manner, further investment confidence is derived from:**

- The Australian grain industry is a sophisticated, mature industry
- Australia's wheat enjoys a reputation for its quality and safety and as such enjoys global demand particularly for higher value hard wheat markets
- Established export infrastructure exists in Australia (road, rail and port)
- Australia offers a secure land and water tenure
- Australia offers a stable political, legal and financial systems environment
- Australia's trade policies ensure grain can be reliably exported

### The time is right to invest!

A unique investment window currently exists for investment-grade Australian agricultural assets providing rare buying opportunity and value.

Pre-existing high rural debt and now tight credit conditions have resulted in motivated sellers and a reduced number of buyers with the capacity to transact.

Whilst Australian agriculture is a net seller at present this situation is set to reverse in the next twelve to eighteen months as a return to higher commodity prices and a significant lift in production (thanks to the breaking of the drought) will restore farm profitability and buyer confidence.

Prepared by Drapac Agriculture Pty Ltd.

*Drapac Agriculture is an Australian-based agricultural investors who also offer a range of capabilities and services to third parties including research, strategy, asset search, valuation, investment execution, management and co-investment.*

*For further information or to discuss investment opportunities call Liam Lenaghan, Executive Director.*

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## Australian Agribusiness

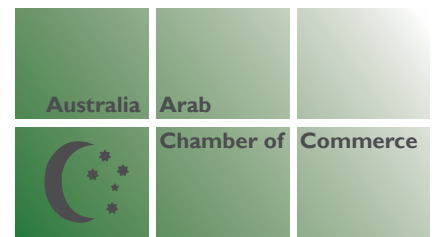
### Exports to the Arab League in 2009

	Item of trade	AU\$
1	Confidential items of trade	\$1,326,366,000
2	Pasenger motor vehicles	\$1,252,731,000
3	Wheat	\$867,859,000
4	Meat exc. beef	\$412,271,000
5	Live animals exc. seafood	\$384,452,000
6	Barley	\$266,002,000
7	Gold	\$169,726,000
8	Milk and cream	\$166,977,000
9	Zinc	\$154,225,000
10	Vegetables	\$119,067,000
11	Beef	\$88,504,000
12	Goat	\$77,153,000
13	Cheese and curd	\$76,229,000
14	Fruit and nuts	\$69,948,000
15	Ships, boats, hovercraft	\$68,537,000
16	Vehicle parts, accessories	\$66,625,000
17	Copper	\$66,507,000
18	Butter	\$57,870,000
19	Medicaments inc. veterinary	\$46,644,000
20	Oil-seeds, oleaginous fruits	\$45,711,000

Australian agribusiness exports to the Arab League in 2009, by product

	Country	AU\$
1	United Arab Emirates	\$2,107,569,000
2	Saudi Arabia	\$1,724,396,000
3	Kuwait	\$488,757,000
4	Egypt	\$433,657,000
5	Oman	\$374,803,000
6	Sudan	\$310,606,000
7	Iraq	\$295,703,000
8	Yemen	\$263,822,000
9	Qatar	\$181,510,000
10	Jordan	\$152,634,000
11	Bahrain	\$143,273,000
12	Morocco	\$40,916,000
13	Algeria	\$40,450,000
14	Lebanon	\$34,217,000
15	Syria	\$28,253,000
16	Mauritania	\$15,572,000
17	Libya	\$14,935,000
18	Tunisia	\$10,337,000
19	Djibouti	\$2,718,000
20	Comoros	\$373,000
21	Somalia	\$241,000

Australian agribusiness exports to the Arab League in 2009, by country



## Agribusiness News

### Cattle flowing to Egypt again as WA producers rejoice

Cattle exports to Egypt have resumed with Wellard Rural Exports, sending a consignment of 16,460 cattle aboard the MV Ocean Shearer from Fremantle this week.

It's good news for the beef industry as Egypt represents a significant market for WA cattle and considering the cattle for the shipment were sourced mainly from the South West, it's particularly good news for producers of Bos Taurus cattle breeds.

Exports to Egypt were halted in 2006 following an investigation into reports of alleged animal cruelty involving Australian cattle. The investigation was sparked after a report aired on television which displayed graphic footage of Australian cattle allegedly being subjected to cruelty with cattle being stabbed in the eye and having tendons in their back legs slashed. According to LiveCorp figures, at the peak Australia exported 240,482 cattle to Egypt in 1999.

In 2008 the Federal Government announced the resumption of the live cattle trade to Egypt following the development of a new facility at the Egyptian port of Sokhna and the signing of an agreement between the two countries, with strict protocols for the handling and slaughter of Australian livestock. The Sokhna facility allows the handling of cattle from vessel to feedlot to processing in one spot.

Wellard Rural Exports managing director, Steve Meerwald, said Egypt was another important destination for Australian producers as it provided a market for a different class of cattle to those typically exported to South-East Asia. "Egypt represents a significant new market for Wellard's live export business and will be hugely beneficial to WA beef producers, given the impact this shipment has already had in the market place in the South West," Mr Meerwald said. "The enhanced animal welfare and meat processing protocols in Egypt, combined with our own commitment to the highest standards of animal welfare for preparation and shipment mean Wellard is ideally suited to commence exports to Egypt."

*Courtesy of Farm Weekly, 28 February 2010*

### Qatar company in \$25m deal for top SE property

Bucking the autumn property slump, a versatile farm near Mount Gambier has sold to a Middle East company for about \$25 million.

Qatar-based company Hassad Food bought the 2630-hectare Kaladbro Estate at Strathdownie, Victoria. It has plans to produce livestock and grain for overseas markets, in particular the Middle East.

The property is 25 kilometres east of Mount Gambier and about 100km from Portland - convenient for livestock sales and exports. Elders Naracoorte agent James Leake negotiated the sale and said the property was particularly attractive to the buyer because of its large undercover feedlot and the capacity to run about 60,000 sheep. It also has a 7400-megalitre water licence, 440ha of irrigation area and large hay and grain storage facilities.

*Courtesy of Stock Journal, 24 March 2010*

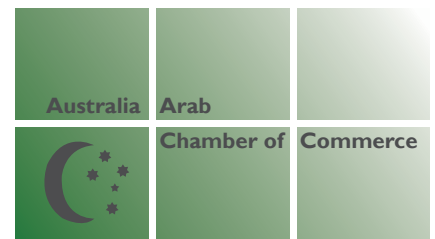
## Achieving a Competitive Global Exchange

Managing your international business in the current global environment can have financial impacts that can be avoided or at the very least minimised. This can be achieved by ensuring you receive a competitive exchange rate to reducing fees or accessing simple foreign exchange hedging tools.

As a current member of the AACCI, all telegraphic transfer will be free of transaction fees and you will also have access to the OzForex FX Monthly Wrap to keep in tune with the foreign exchange market.

I would encourage you to explore this opportunity and contact Tino Ho, the National Sales Manager for OzForex, directly on +612 8667 8014 or email [tino@ozforex.com.au](mailto:tino@ozforex.com.au) to discuss how they can add real value to your business.





## University-TAFE merger points to dual sector experiment

A push into the heart of some of the country's richest mining regions features in CQ University's proposed merger with its TAFE counterpart. The pair is making an \$80 million bid on the \$400m structural adjustment fund in what would be the first merger after the 2008 Bradley review, and the first dual-sector university in 12 years.

Significantly, the proposal has won the support of Queensland Premier Anna Bligh, who has described it "as one of the most exciting developments in post-school education that we have seen in Queensland for many years". Bligh's support is significant as the state government will need to change the university's legislation before it can change its status.

"A merger would give us campuses to the west [of Rockhampton], right in the heart of the mining areas," CQ University vice-

chancellor Scott Bowman added. A merger would add higher education provision to Central Queensland TAFE campuses servicing the coal and gas-rich Bowen and Galilee basins. "It's strategic. All of those campuses will be higher education as well as TAFE, it really opens up out west," Professor Bowman said.

The merger sprang from industry consultations, he said. "Industry in the region wants us to be involved in vocational and higher education; they want a one-stop shop with easier progression between TAFE and university." Under the merger, students would have access to more sites, facilities, and course options and easier pathways between them, Professor Bowman said. Leesa Wheelahan, from the L.H. Martin Institute of Higher Education and Management, described the merger as significant, saying: "Dual-sector insti-

tutions may be able to more effectively meet the needs of regional areas where there aren't so many opportunities."

The structural adjustment fund is designed to help universities adjust to the student-demand driven system when it is introduced in 2012, especially regional and outer metropolitan institutions. The Bradley review noted that participation of 15 to 24-year-olds in higher education was significantly lower in rural and regional education areas and "higher education service points" were needed to help lift the number of bachelor degree holders in the population.

If successful, the institution would be the only dual-sector university outside Victoria and the Northern Territory.

*Courtesy of The Australian, September 29 2010.*

## CQ University Education Mission to the Arab World

CQ University's International Recruitment department will embark on an 18 day marketing and recruitment trip, visiting Kuwait, Bahrain, Oman, UAE, Saudi Arabia and Libya.

The trip will include meetings organised by Austrade; AACCI's Special Executive Officer in the Gulf, Donna Massie; the chairman of the Australian Business Group in Bahrain, Peter Magrath; and key Middle Eastern education agents based in the Gold Coast.

Through these meetings, CQ University seeks to both develop new agency contacts and strengthen links with government agencies, with the ultimate aim of fostering research ties with CQU.

CQU also seeks to develop numerous opportunities in professional development, higher education programmes, scholarships, study tours, articulations, and English programmes, particularly with the Ministry of Higher Education in the

UAE and Saudi Arabia. Other visits will include Australian International Schools, the Knowledge and Human Development Authority in Dubai, the Sharjah Chamber of Commerce and Institute of Technology; and Dubai Men's College.

For more information, please contact Jamie Palmer, Recruitment Executive, on [j.palmer@goldcoast.cqu.edu.au](mailto:j.palmer@goldcoast.cqu.edu.au)

**BE WHAT YOU WANT TO BE**



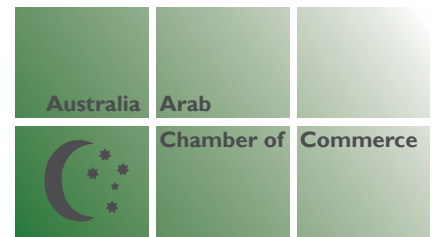
**DISCOVER YOUR PLACE TO BE**

Kick start your career or push it higher with a qualification from CQUniversity Australia. With extensive English Language, pre-university pathways and more than 45 undergraduate and 40 postgraduate coursework programs as well as PhD Research programs, there is a qualification that's right for you.

**Areas of study include:**

- Business
- Creative and Performing Arts
- Education
- Engineering
- Health and Exercise Science
- Humanities and Social Sciences
- Information Technology
- Sciences and the Environment

## Featured Events



### Roxby Media and AACCI: Partnership for the Future

Roxby Media and the Australia Arab Chamber of Commerce and Industry have produced the exciting new publication Australia and the Arab Countries: Partnership for the Future. The magazine aims to illuminate bilateral opportunities currently existing between Australia and the Arab nations. A hard copy of the magazine has been published in both English and Arabic, ensuring that it is accessible to all potential business partners. Topics covered in the publication include the key industry sectors of oil and gas, education, food security, infrastructure, finance and agribusiness.

In recognition of the diverse contributions that different regions in Australia can contribute to trade with the Arab World, Australia and the Arab Countries are having two launches, in Sydney and Melbourne.

The official launch of Australia and the Arab Countries was held at the Establishment Hotel, Sydney, on the 29th October 2010. The event featured a half day business briefing with the keynote speech delivered by the Honourable Nick Sherry, Federal Minister for Small Business. The event was a prime opportunity for business, government, and executives to network, strengthening the bilateral business opportunities that exist between Australia and the Arab world. The accessibility of specific industry sectors and AACCI's capacity to facilitate business between Australian and Arab countries was discussed, alongside key industry reports on finance, agribusiness, and imports and exports between Australia and Arab countries.

The Melbourne launch in early December will focus specifically on education; for venue and date, please contact Roxby

Media. This event aims to unite a diverse group of education agents, local council, education providers, and students, and will focus on discussing the significance of Arab students in Australia. It will also provide a unique forum to discuss Australia's relationship with the Arab countries in terms of educational developments for the future.

For more information, contact Siobhan Bear at [roxby@roxbymedia.com.au](mailto:roxby@roxbymedia.com.au).



## 2<sup>nd</sup> Annual World Islamic Retail Banking

المؤتمر العالمي للخدمات المصرفية الإسلامية

25<sup>th</sup> - 27<sup>th</sup> October 2010, Park Hyatt Hotel, Dubai

#### Comprehensive insights into Islamic Retail Banking industry:

- Conventional competition
- How to build a competitive edge
- Sustain innovation of Islamic Retail Banking Products
- Expansion within Middle East and abroad

#### Event Features:

- Case Studies lead by industry Key players representatives (Tayssir Bank's experiment in France, Introduction on experiences in South Africa and more...)
- Presentation: Financial Independency for women in the GCC
- Interactive CEO panel Discussions

If you'd like to find out more about how the conference went please contact;  
[Lucia.kasanicka@fleminggolf.com](mailto:Lucia.kasanicka@fleminggolf.com)  
or view the website at  
[www.wirb2010.com](http://www.wirb2010.com)



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**VICTORIA**

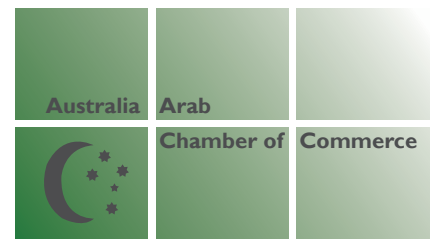
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## Vale - Rex McCashney

It is with deep sorrow that Rex McCashney passed away peacefully at Paynesville on the 19th October 2010.

Rex McCashney was a long serving member of the Victorian Chapter. Rex provided secretarial services to the Victorian Chapter of the Chamber for over 2 decades. In 1983 Rex was elected to the Victorian Management committee and in the following year assumed the role as Honorary Secretary. In 1983 the Victorian Chapter was given authorization to provide certification documentation services. Working out of the ACTA office Rex became the first person to be regis-

tered by the Victorian Chapter to provide these services along with ACTA colleague Lionel Johnston. Rex continued to provide these services up until the time of retirement in November 2002 at which time he and his wife, Sandra relocated to Paynesville on Gippsland Lakes.

The Chamber passes our condolences to Sandra and the McCashney family.

## 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>

### NEW MEMBERS

#### VICTORIA:

Kontea Pty Ltd  
AREIT Management - Associate Member

#### NEW SOUTH WALES:

NIB Healthfunds  
BIS Shrapnel

#### QUEENSLAND:

QC Fresh  
University of Southern Queensland

#### WESTERN AUSTRALIA:

#### 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.**