



Australia Arab Chamber of Commerce & Industry Inc.

غرفة التجارة والصناعة الأسترالية - العربية

AUSTRALIA ARAB
CHAMBER OF
COMMERCE &
INDUSTRY INC

ABN 61 001 639 452

Visit our website
www.austarab.com.au

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Editor
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Salaam

AACCI Newsletter

June - July 2008

AACCI NEWS

Yemen Trade Delegation in Australia

During the third week of June a trade delegation from the Republic of Yemen headed by His Excellency Yahya Al Mutawakel, Minister of Industry and Trade visited Australia. The delegation comprised a number of officials from the Yemen Industry and Trade Ministry as well as executives from the major wheat and grain importers, grain silo operators and mill operators.

The visit commenced in Canberra where the delegation met officials from the Department of Agriculture, Fisheries and Forestry, The Department of Foreign Affairs and Trade, Austrade, Export Wheat Commission and the national secretariat of AACCI before heading to Melbourne to attend a network business function and dinner hosted by the Victorian Chapter of AACCI.

It was then on to Perth for briefing sessions and meetings with the Hon. Kim Chance MLA, WA Minister for Agriculture, grain industry operators as well as state government agriculture and food officials.

Although the delegation was focused on the supply of grains out of Australia the Minister highlighted other areas of opportunities including oil & gas and mineral exploration, aquaculture, water conservation and ICT equipment and infrastructure.

The minister noted that although Yemen was a reasonably small country in size compared to Australia the population



Minister Al Mutawakel (fourth from left) and members of his delegation with WA Minister for Agriculture Mr Kim Chance (centre)

The Minister conveyed his Government's sincere thanks for the Chamber's involvement with his successful visit to Australia.



His Excellency Yahya Al Mutawakel, Yemeni Minister of Industry and Trade, addresses the audience in Melbourne

was around the same at 20 million. Many interior territories remain unexplored for oil, gas and mineral reserves. The signs for future opportunities and development were encouraging.

The Minister also encouraged the Chamber to consider incorporating Yemen into any future plans for an AACCI-led trade delegation to the region. Through our involvement with the visit the Chamber has now formed strong links with the Yemen ministry, private business and the Yemen based Chambers of Commerce.

AACCI Mid-year Meeting Held in Canberra

The National Council of the Australia Arab Chamber of Commerce and Industry held its mid-year meeting in Canberra on 17 and 18 June 2008. To mark the occasion, the Chamber offered a reception on the evening of 17 June to which the distinguished members of the Arab diplomatic corps were invited, along with Australia's Foreign Minister, The Hon Stephen Smith MP, and senior government officials and business members of the Chamber.



Foreign Minister Stephen Smith with the former Chairman of the Australia Arab Chamber of Commerce and Industry, Mr Syd Giller, and the Minister-Counsellor of the Royal Saudi Embassy, Mr Hussein Al-Assiri



Ambassador Izzat Abdelhadi of the Palestinian General Delegation to Australia (centre), speaking with Dr Fiona Hill, a member of the Chamber, and Mr Ray Najjar, the Chamber's newly elected National Chairman

At the end of the meeting of the Chamber's National Council, Mr Syd Giller stepped down as National Chairman. Directors elected Mr Ray Najjar of Adelaide, South Australia, as the new National Chairman and Mr Don Neale of Brisbane, Queensland as Vice Chairman.

Tunisian Ambassador Visits Australia

HE Mr Noureddine Hached, Ambassador, Embassy of the Republic of Tunisia, resident in Tokyo, was in Australia recently to present his credentials to the Australian Governor General. The Tunisian Embassy in Tokyo has diplomatic responsibilities for Australia.

The Ambassador Hached met with AACCI Executive Director, Robert Newton in Canberra, and also attended a dinner in Melbourne hosted by the Council of Australia Arab Relations (CAAR) where the Chamber was represented.

The Ambassador spoke of the opportunities for the Chamber to forge stronger links with our fellow Chamber colleagues in Tunisia and the need to explore and identify business and cultural areas where stronger relationships can be formed.



Pictured from left to right: Mike Anderson, Director AACCI; Syd Giller, Chairman Victoria Chapter; HE Noureddine Hached, Ambassador of the Republic of Tunisia, Japan; Max White, Executive Officer Victoria Chapter; HE Hamed Al-Hajri, Consul General The Sultanate of Oman; Maher Trimeche, First Secretary, Tunisian Embassy, Tokyo.

The AACCI Website Members' Area

Members are reminded to visit the Members' Area of the AACCI website on a regular basis. The Notice Board is regularly updated to provide members with details of business opportunities and tenders which have been communicated by the Arab Embassies and Consulates-General accredited in Australia, as well as other news items of interest and potential benefit to members. The Members' Area also includes a Calendar and Events page which keeps track of upcoming AACCI events across Australia. Remember that membership of AACCI enables attendance at any AACCI function in any location in Australia, or overseas.

Arab Bank Australia

South Australian Networking event



On 11 June the AACCI South Australian Chapter held a networking function at Enterprise House with Mr. Rod Reeve, Chief Operating Officer, Asia Pacific, Coffey International as guest speaker.

Mr Reeve spoke to the audience about his experiences in foreign aid in the Middle East and other countries, and highlighted the need for ongoing work in the region.

Pictured from left to right are: Chris Heysen, Heysen Enterprises; Rod Reeve (guest speaker), Coffey International; Steve Marafiote, Australian Quality Plus; Minerva Nasser-Eddine, AACCI SA Chair and Gerard Heib, AACCI SA Committee member.

Victoria Reaches Milestone

In May 2008 the Victorian Chapter Executive Officer reached the 200 current full membership milestone. Chapter Executive Officer, Max White, visited the Oakleigh South head office and manufacturing facilities of Felton Grimwade & Bosisto's Pty Ltd (FGB). Max presented the AACCI membership certificate to company General Manager David Leong and Colin Abbott.

FGB is an independent Australian owned and operated pharmaceutical company whose origins can be traced back to 1867 when the company commenced operating in Melbourne as Felton Grimwade & Co.

Back in 2001 FGB commenced negotiations for the distribution of their 'Hypol' product into Saudi Arabia. This involved registration processes through the KSA Ministry of Health. The Hypol Cherry product received registration in 2006. The Saudi Ministry of Health auditors audited the FGB premises earlier this year and the subsequent approval of the manufacturing facilities now allows FGB to freely supply the product in to the KSA. Hypol Cherry is tailor made to meet Saudi Arabian labelling and regulatory requirements.

Executives of FGB are excited and optimistic about future success in the Middle East. Over the next two years sales are expected to reach A\$5m. Now that the KSA approvals have been received, the company will expand distribution into other Middle East markets. The aim will be to roll out more of the nutritional and essential oil based products from the extensive FGB product range.



Victoria Chapter Executive Officer, Max White (pictured right) presents the membership certificate to Mr David Leong (centre) and Colin Abbott (left).

New Chamber Documentation Service in Port Adelaide

As an additional service to our South Australia-based members, AACCI has commenced a trial service for the certification of export and commercial documentation through the office of Seaway Agencies Pty Ltd at 229 St. Vincent Street, Port Adelaide. This service is now available to members for our standard discounted fee of \$25 per set of documents. Non-members may also avail themselves of the service at full cost (\$40 per set of documents).

Seaway personnel at Port Adelaide are ready to assist AACCI members with their documentation requirements. Please contact Angela Dick, tel 08-8240 8301, or Tony Tai, tel 08 8240 8304, if you require further information.

Members should note that this is a trial service only. Its longer-term future will be determined by a number of factors, including the extent to which the service is utilized.

Message to AACCI Members from the CEO

As we are now well into the new financial year I would like to remind those of you who may not have renewed your membership to do so as soon as you can. Membership subscriptions are a vital part of the Chamber's receipts, without which our program of activities would be seriously underfunded.

In this edition of Salaam you will find the text of an address by Mike Farrar, Chairman of our Queensland Chapter, delivered to guests at a Chamber networking function held on the Gold Coast on 29 July. I would like to commend the text to members, as it touches on a number of matters, including the introduction of the new Student Category of Membership, and rehearses the benefits of membership of the Chamber. I would like also to extend a standing invitation to members to contact my office or your Chapter Chair or Executive officer with any proposals or ideas for new activities that you would wish to see the Chamber undertake on behalf of our members.

According to the AACCI Constitution, Chapter AGMs must be held between 1 July and 30 September each year. While these meetings can hardly be described as a high point in our social

calendars, they are extremely important instruments for the efficient and effective management of the Chamber's affairs. Some Chapters find that by holding their AGM in association with another event, they can induce greater numbers of members to attend both events. In whatever circumstances your Chapter's AGM is scheduled, I would encourage all members to make an effort to attend and take an active interest in the agenda of the meeting. This year's national AGM will be held in Perth on 26 November. Formal notice of that event will be given in October. Your Chapter's AGM will of course feed directly into the national AGM, so please attend if you can. Your involvement will help build the Chamber.

Finally, as this will be the last edition of Salaam prior to the commencement of the Holy month of Ramadan, may I on behalf of the Chamber's Chairman, Ray Najjar, and the Board of Directors take this opportunity to extend to all of our Muslim members and readers, our best wishes and compliments for this special season.

Robert Newton
Chief Executive Officer

Networking Event 29 July 2008

The Queensland Chapter of AACCI held a successful networking function at the Gold Coast on 29 July 2008 in association with the Gold Coast City Council. More than 30 guests attended the function, reflecting a growing interest amongst Gold Coast and Queensland companies in the opportunities for trade with the Arab countries. The Chairman of the Queensland Chapter of AACCI, Mr Mike Farrar, addressed the meeting. We are repeating an edited text of Mike's address below.

The Hon. Steven Ciobo MP, Federal Member for Moncrieff. Distinguished guests, fellow members of the Chamber Management team,
Ladies and Gentlemen.

On behalf of the Australia Arab Chamber of Commerce & Industry (AACCI) Inc, may I warmly welcome you to this small gathering where it is our intention to fully acquaint you of the services provided by the Chamber.

AACCI is a national body with functioning offices in Western and South Australia, Victoria, NSW and Qld. It has executive offices in Canberra under the management of the Chief Executive Officer, Mr Robert Newton.

The Chamber was originally established to facilitate emerging business opportunities in the Middle East by providing a documentary service whereby negotiable documents could be sighted, signed and attested by the



Mike Farrar, Chairman of the Queensland Chapter of AACCI, addresses the audience at Gold Coast.

Chamber prior to being sent to the Embassies in Canberra for legalization, a process required by the various importing countries of the Middle East and Arab World. Beyond this facilitation service, the Chamber has had the benefit of management and input from very experienced businessmen, amongst them ships' owners, representatives and merchants and traders whose business activities were greatly enhanced by the services

offered by the Chamber.

Today, the Chamber has ready access to State & Federal governments, a range of public figures, and to all the Arab Heads of Mission based in Australia. The Chamber keeps in touch with all overseas State and Federal trade offices, and Arab Chambers and regularly disseminates for the benefit of members, commercial information and news, which can be found on the Members Only part of the Chamber's web site. In June the Foreign Minister, the Hon Stephen Smith, attended AACCI's annual reception in Canberra and applauded the work of the Chamber, noting the significance of Australia's trade with the Arab countries. The Chamber is also working closely with Trade Minister Crean in support of the negotiations with the GCC countries for a Free Trade Agreement.

Originally Australia's exports to the Middle East were agricultural in nature, but other sectors soon grew in prominence. These included (not in any particular order) mining and infrastructural development, motor car exports, specialist services, education and tourism. The growth in these commercial contacts has led to a situation in which Australia and Australians now enjoy a preferred status within the Arab World. This is a reflection on the goods and services we have to offer, the way in which we do our business, our proud independence which is underpinned by our geographic isolation, the unique nature and beauty of our country, and Australia's political balance which enables us to extend the hand of genuine friendship to our commercial partners in the Arab countries.

In recent times, education and tourism have emerged as extremely important export earners and I wish to focus on these two sectors specifically before turning, in conclusion, to general commodity exports.

Middle Eastern visitors to the Gold Coast averaged 23,700 persons in the years 2000 to 2006. Year 06 on 05 showed a 37.32% increase and 07 on 06 a 90.62% increase with numbers for the March quarter of 08 maintaining these growth rates. This clearly establishes in our minds the importance of the Gold Coast to our visitors and the opportunities presented by Australian providers of goods and services. This is why we are here today and why we feel our varied services will be essential to the business ventures you may be conducting or proposing.

Australia's education links with the Arab countries are also growing. The University of Wollongong NSW has a campus in Dubai, Murdoch University has a study centre in Dubai Academic City, UQ and others have exchange agreements in the Gulf countries, but also beyond, in Cairo and Damascus for example. I note that Bond University is represented here tonight which no doubt conveys the level of importance that education represents as a generator of export income.

In keeping with the perceived importance of education to our export effort, AACCI has announced the introduction of a Student Category of membership,

In making this decision the AACCI Board acknowledges

the importance of building a broad base of human contact and interaction between Australia and the Arab countries in order for trade and commerce to flourish. Recognising that today's students will be tomorrow's leaders, AACCI is keen to establish links with Arab nationals studying in Australia to encourage them to think of Australia as a future partner for their countries' economic and social development and prosperity.

AACCI is keen also to provide a social focal point for Arab students in Australia, while offering at the same time a chance for those students to reflect upon ways in which individuals can help develop the mutually advantageous trade and commercial links between Australia and the Arab countries.

AACCI also welcomes Australian students who are studying Arabic or another discipline with a focus on the Arab world, and who may be considering a business or government career that may draw on their interest in Australia's links with the Arab world. The Directors hope that Australian students will, through their membership of AACCI, develop strong links with their Arab counterparts studying in Australia, and make connections that will expose them to opportunities to base their future careers on the links that exist between Australia and the Arab countries.

Student membership will cost \$50 per annum or a lesser amount on a pro rata basis, depending on the joining date.

The Chamber hopes that student members of the Chamber will work together to design their own programs of activities under the Chamber's umbrella, and with the Chamber's support. These could include:

Introductory evenings explaining AACCI's role and mission with a focus on its objectives in offering a student category

Social events for Arab students and Australian students studying aspects of the Arab world or commerce disciplines

Hosting of an Iftar for students

Interactive briefings/seminars providing networking opportunities relating to Australia's commercial engagement with the Arab countries

Information seminars focusing on Australian industry sectors utilizing innovation and new technologies in their work in the Arab countries

A program of prizes for Arab and Australian students in various categories, such as

* Promoting welfare of Arab students in Australia through integration in host country Community

* Incentive prizes for Australian students of Arabic and for post-graduate students working in disciplines that link studies of Arab affairs with commerce or business studies

* Outstanding Arab and Australian scholars in commerce, finance, economics or business law who through their student work display the potential to develop a career that would benefit commercial and business links

between Australia and the Arab countries.

Turning now to trade, in the five years 2003 to 2007 Australia's exports to the Arab countries within these categories which exclude wheat are as follows, expressed in billions of dollars;

CY	2003	2004	2005	2006	2007
	4.884	5.958	5.458	6.559	7.078

From this data you will see a trend that keeps growing upwards, a trend that exemplifies the extreme importance of the Middle East to our export aspirations, and as a consequence, the importance of the services the Chamber provides to existing and potential clients. While motor vehicle exports dominate these figures, we are diversifying our exports each year, as more Arab countries open and modernize their economies, making it easier for Australian exporters to reach their targets.

As at the end of 2007-2008 the Chamber's membership had reached more than 510 paid members. We expect over the next few years a significant increase in that figure as more and more businesses come to realize the opportunities that exist for Australian commerce in the Arab countries, and the benefits that membership of the Chamber can bring to their work. We have found that in recent years members are keen to immerse themselves in networking events in order to increase their contact levels with other Australian companies and with Arab companies who are either potential clients or partners. The Chamber's accreditation with the General Union of Arab Chambers of Commerce under the auspices of the Arab League is also a powerful tool that we can use for the benefit of members. Not only does it assist us discharge our work involving the legalization of export and commercial documentation, but it also provides the Chamber with a voice into the many Arab Chambers of Commerce with whom we have relations.

This financial year, the Chamber has plans to mount outward trade missions, both federally and at state level in some states. We will also be introducing an on-line facility for the legalization of documentation as an added benefit for members and non-members alike, saving both time and money in the form of courier fees.

The public affairs of AACCI in Queensland are attended to by Seaway Agencies, a shipping services company based in Brisbane. Export documents can be submitted in person, by mail or courier where they will be instantaneously processed and then, if requested, on forwarded to the relevant Embassy for legalization. From experience, I can assure you that this is a service second to none and the cost to members is a modest \$25 per documentary set, whereas to non members it is \$40 per set with annual membership presently set at \$ 400. Benefits from this membership are not confined to documentary services, members may access the web site which is constantly upgraded with information of relevance to the Arab World.

In Queensland our membership level has scope for considerable growth. AACCI intends to use its strategic partnerships with organizations such as Trade Queensland, and the Gold Coast City Council to reach out to all sections of the commercial community with advice about its activities, particularly its support for Queensland business and those companies seeking to gain entry into one or more of the Arab markets. We warmly welcome new members and I would be delighted to speak with you individually at the close of this meeting to discuss how membership of the Chamber could work for you.

M L Farrar,
Queensland Chair,
Australia Arab Chamber of Commerce & Industry Limited.

AUSTRALIA - ARAB NEWS

Australian Foreign Minister opens Australian Embassy in Kuwait

Australian Minister for Foreign Affairs, The Hon Stephen Smith MP, has emphasized the excellent bilateral relations between Australia and the State of Kuwait, admiring at the same time the democratic spirit that clearly prevailed during the Parliamentary elections which took place in the State of Kuwait recently.

Mr Smith referred, in his speech on the occasion of the opening of the new Australian Embassy in the State of Kuwait, to the continuous increase in trade exchange between the two countries, which exceeded 200 million KWD (around \$800 Million Australian Dollars) last year. He also noted the increasing number of Kuwaiti tourists who visited Australia last year, reaching 4000 tourists.

Mr Smith also mentioned the significant increase in the number of Kuwaiti students studying in Australia; a matter that he considered as one of the most important factors in developing relations between countries of the world, through exchanging experience and knowledge of other nations culture.



Australian Minister for Foreign Affairs, The Hon Mr Stephen Smith shaking hands with Mr Khaled Al Jarrallah Under Secretary of the Ministry of Foreign Affairs in Kuwait.

Furthermore, Mr Smith stressed the Australian commitment on all levels to respect the integrity of the national sovereignty of the State of Kuwait, which was evident when more than 2000 of the Australian force members took part in the liberation of the State of Kuwait in 1991.

Mr Smith expressed his thanks and appreciation of the previous and current members of the Australian Embassy, praising at the same time the level of diplomatic performance of the members of the Embassy of the State of Kuwait in the Australian capital, Canberra.

Mr Khaled Al Jarrallah, Under Secretary of the Ministry of Foreign Affairs in Kuwait, highlighted the depth of the historic relations that link Kuwait and Australia. Mr Al Jarrallah added that these relations have immensely and quickly developed and prospered over time. He also commented "opening the Australian Embassy is a big and important event to us".

Mr Al Jarrallah said that Kuwait would always remember the Australian stand towards Saddam's invasion and the liberation of Kuwait, as well as Australia's support for the liberation and building of Iraq. Mr Al Jarrallah considered these stands as essential and beneficial for maintaining safety and security in the region.

Etihad to Launch Melbourne Flights

Etihad Airways, the national airline of the United Arab Emirates, will launch non-stop daily services from Melbourne to its Abu Dhabi home base from March 2009.

Melbourne will become the third destination in the country to be served by Etihad. James Hogan, Etihad Airways' chief executive officer said: "Since the successful launch of our services to Sydney and Brisbane, we have been particularly eager to spread our wings and expand our Australian operations even further. I hope that our new Melbourne flights will prove to be a winner for both commercial and leisure traveler alike"

Royal Touch to Hotel

One of the world's richest men says he is not interested in "ego investment" in six-star super hotels, preferring to enter Melbourne's more humble mid-market hotel sector.

Heir to the Kuwait throne, Sheik Mubarak Abdulla Al-Mubarak Al-Sabah, officially launched the \$25.5 million Hotel Ibis Glen Waverley. The development is the first partnership between Australia's largest hotel group and Sheik Mubarak's Action Group in Australia.

The Glen Waverley hotel is the latest to join the Sheik's dozen other similar mid-range hotels, under Action Group Holdings a private company funded by the Kuwaiti royal family. "It is my private business and the state (of Kuwait) does not subsidize me in any way" said the Sheik.

The hotels are in Kuwait, Jordan, Bahrain, Oman and the United Arab Emirates.

Victorian Tourism and Major Events Minister Tim Holding welcomed the three star hotel, claiming Melbourne was outstripping Sydney as the most lucrative domestic tourism destination. He said tourism brought nearly \$11 billion a year to Victoria, contributing 5.3 per cent of the state's economy. **Herald Sun**

INTERNATIONAL EXHIBITIONS

GITEX Technology Week 2008

Venue: Dubai International Convention and Exhibition Centre
Sheikh Zayed Road
Dubai, United Arab Emirates
Date: 19-23 Oct 2008
Industry: Information & Communications Technology
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Export Solutions, European Office
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MENA-EX 2009: Capitalise on the growing mining sector in the Gulf region

Venue: Jeddah Hilton Convention Centre
Kingdom of Saudi Arabia
Date: 18-20 Jan 2009
Industry: Mining & Rail
For more information please contact :
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Saudi Agriculture 2008

Venue: Riyadh Exhibition Centre
 Olaya Road and King Fahd Highway
 Riyadh, Saudi Arabia
 Date: 23-26 Nov 2008
 Industry: Agribusiness

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Saudi Food Exhibition 2008

Venue: Riyadh Exhibition Centre
 Olaya Road and King Fahd Highway
 Riyadh, Saudi Arabia
 Date: 23-26 Nov 2008
 Industry: Food & Beverage

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The Big 5 Show 2008

Dubai International Exhibition Centre
 Sheik Zayed Rd
 Dubai, United Arab Emirates
 Date: 23-27 Nov 2008
 Industry: Building & Construction

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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/>

NSW Chapter	
Al-Shaigi Group	
Atlantis Water Management	
Australian Sports Academy Pty Ltd	www.austrawonsportsacademy.com.au
BIVAC Asian CRE (Shanghai) Inspection Co Ltd c/o Wah Ying Pty Ltd	www.bureauveritas.com
Credit Suisse Private Bank	www.credit-suisse.com
Herceg Lawyers	www.herceglaw.com.au
King and Wilson	www.kingandwilson.com.au
The Corporate Ninja Pty Ltd	www.corporate.ninja.com
World Media International P/L	www.worldmedia.com.au
QLD Chapter	
DBI Design Pty Ltd	www.dbidesign.com.au
Palmer Acoustics (Australia) Pty Ltd	www.palmeracoustics.com
VIC Chapter	
Australia Fruits Pty Ltd	www.austfruits.com.au
Charles Sturt University	www.csu.edu.au/international
Environmental Villages Worldwide	www.environmentalvillages.com

**AUSTRALIA ARAB
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AACCI "Leading Australia-Arab Business"

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/>

VIC Chapter	
Felton Grimwade & Bosisto's Pty. Ltd.	www.fgb.com.au
Kamrich Pty Ltd	www.kamrich.com.au
Pedders Suspension	www.pedders.com.au
The Wilpak Group Pty Ltd	www.wilpak.com.au or www.insulcap.com
TUT Travel	
WA Chapter	
Godfrey Pembroke Subiaco	www.godfreypembroke.com.au
Hellmann Worldwide Logistics	
HSBC Bank Australia	www.hsbc.com.au

Did you know you can advertise your company and its services or products on the AACCI website?

For more information about this please contact the National Secretariat: ed@austarab.com.au

Visit our website
www.austarab.com.au

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