

CHINA IN TOUCH



An ACBC Northern Territory Newsletter

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NT President's observations

Is China One Belt One Road policy a strategic threat to Australia, or an opportunity? It's a question I have been asked frequently over the past 2 weeks. It's a question I will be addressing in speeches and conversations in Xi'an and Beijing, and at APEC in Nanning over the next two weeks.

This is a multifaceted program so not surprisingly there are many different interpretations. The interpretation that dominated discussions at the One Belt One Road conference in Singapore was the idea that the Belt and Road Initiative (BRI) – as its now formally called – was primarily about physical infrastructure. The discussion centred around the opportunities to build and manage infrastructure projects from new hotels, tourism attractions and roads and airports to service these. Singapore also has a keen focus on the provision of services to help mediate between the different business practices and cultures as Chinese BRI projects took off.

In some circles in Australia, BRI is seen as a strategic threat. At one extreme its seen as an aggressive trade policy designed to physically dominate the region. It's a view that also finds many supporters in President Trumps cabinet. At a less extreme level in Australia some view BRI as a Chinese foreign policy and Australia will not be involved because we don't sign up to the foreign policies of other countries. This rather begs the question of Australia's involvement in many foreign theatres. However this is a fundamental misrepresentation of the BRI and cuts Australia off from BRI opportunities.

BRI is about creating a more efficient and benign trade environment. Much of the discussion at the Silk Road International Chambers of Commerce meeting in Xi'an that I am attending next week is around the detail of Belt and Road and the Private Sector; Financial Service and Platform for Construction of Belt and Road; Economic and Trade Development; Pragmatic Financial Cooperation of Silk Road etc. . This is the elimination of behind-the-border-barriers and a subject dear to Australian hearts. An essential part of this process is the digitalisation of this trade activity. Its replacing a stack of physical documents with certified electronic documents.

Blockchain technology is at the forefront of this. Those involved in the various organisations being spun-off from BRI have the opportunity to shape this universe. BRI includes the concept of a digital silk road and this looks very different from the US-centric world of e-commerce. WePay and AliPay already provide a glimpse of the future and the way this will play out in the region. You can now pay for your Singapore taxi ride with AliPay using your handphone, even if it's a iPhone.

For the Northern Territory there are two important aspects of BRI. The first is the opportunity for NT companies to apply the skills they have in the delivery of services to remote areas, to BRI infrastructure service upgrades in remote areas of China and Asia. Think remote environmental monitoring, mapping, rangeland management and medical diagnostic services.

Second is the compatibility between Develop the North projects and the approved capital and project investment objectives of BRI. The new list of approved areas is included later in the newsletter.

June 26-27 ACBC NT will host the **AUSTRALIA AND ONE BELT ONE ROAD - EVERYTHING YOU NEED TO KNOW** conference in Darwin. This conference will bring together Chinese and Western experts and delegates to explore ways that NT and Australian business can interact with BRI. The conference has already attracted both national and international interest from speakers and delegates, and from media. We strongly believe Belt and Road is an opportunity for NT business and for Develop the North objectives.

Daryl Guppy,
President, NT Branch ,
Newsletter editor

XIAOMI?

Next time you indulge in a good hearty serving of ravioli or fettuccine, spare a thought for the Chinese. Tracing the origins of Italian pastas will likely find you in China in the 13th century, following the routes of Marco Polo who brought back tales of dumplings and noodles from his epic adventures in the Far East.

Similarly, the European colonists who amassed incredible wealth from faraway lands discovered by compasses of Chinese design; planned, mapped and recorded on paper of Chinese roots; and conquered with the help of weapons resulting from China's invention of gunpowder. After a short hiatus, China is again making its mark on one of the most significant innovations of modern times - the mobile phone. The cradle of the smartphone isn't China, but the other side of the world in Manhattan, where it was made by a Motorola employee named Martin Cooper. That was 1973 and it took a few decades before China really entered the mix.

Firstly, Motorola is now owned by China's Lenovo, a move echoed across many industries as Chinese companies acquire patents, technology and brands to expand their global aspirations. More significantly, Chinese consumers have become the largest consumers of smartphones on the planet - both in volume and individual usage, which sees Chinese consumers leading the world in adoption of mobile services such as mobile commerce and payments, fuelling innovation by Chinese companies and influencing product development from brands globally - just look at large screen iPhones.

Thirdly, many of China's manufacturers have migrated from cheaply manufacturing devices for foreign brands, to utilising their engineering capabilities to produce their own brands, some with world-first innovations. Much like the Italians did with noodles and dumplings, Chinese are bringing their own form of mobiles to the world. China's brands now account for almost 1 in every 2 smartphones sold globally, and are on track to be in the hands, pockets and purses of the vast majority of cellphone users around the world within a few years.

Mobile phones are just one example of how China is pushing itself higher up the wealth curve, closer to where it used to be. In the 1820s, China accounted for 32.9% of the world's economy. Today it is 15% of the global economy but it contributes around 30% of its growth. 200 years ago China's GDP was 124% of Europe's GDP whereas it's less than two thirds today. China's population was just 58% higher than Europe's at the time, today it has 86% more people.

Although it will be a long time, if ever, before China accounts for a third of the world's economy again, it has lofty ambitions and is on track to get much closer. As a result, Chinese are by far the most likely to believe their country is heading in the right direction, and are skipping along with the highest consumer confidence they've had in years.

Whilst Chinese consumers are much more likely to buy a Chinese-branded smartphone, or even a Chinese jacket than ever before, many imported wares remain aspirational. Foreign movies - a barometer of how Chinese view the West - still dominate the box office. Although Chinese invented the mechanical clock around 725 A.D., they'd still shell out significantly more for a timepiece that is authentically Swiss. Even the rate of growth for Italian pasta and other food imports continues to be enviable, particularly those that are marketed well. Agencies such as China Skinny can ensure that you are on track with that.

From China Skinny. [Contact China Skinny](#) for marketing strategy, research and digital advice and implementation.

ONE BELT ONE ROAD NEWS



The One Belt One Road, or Belt and Road Initiative (BRI) is much more complex than just traditional infrastructure projects. However these traditional projects offer many business and development opportunities for business at all levels of the supply chain. The Singapore daily paper, Lianhe ZaoBao, has created a web portal that provides an ongoing update and commentary of Belt and Road developments.

The portal - beltandroad.zaobao.com/beltandroaden - is a joint project of SPH and the Singapore Business Federation (SBF) that aims to satisfy the increasing demand for news relating to the ambitious Chinese initiative.

It will also highlight Singapore's role in the initiative and lend readers a regional perspective on the developments.

Special Business Luncheon with Anthony Cheng

Dear Daryl

Join the International Business Council and Department of Trade, Business and Innovation for a lunch presentation from Mr Anthony Cheng at the Mercure Darwin Airport Resort on Thursday 7th September 2017 at 12.00 - 2.00pm.



In May 2016 the Northern Territory Government added to its presence in Asia with the appointment of a new representative based in Singapore. The position was established as part of a cohesive approach by the NT and Australian governments, placing a Territory specialist within the Australian Trade and Investment Commission office in Singapore, giving Mr Cheng access to Austrade's regional and global network.

Mr Cheng is based in Singapore, Malaysia and uses his background expertise in investment banking to assist Northern Territory businesses to develop linkages and connect with Malaysians. Anthony encourages business owners and exporters to make an appointment with him if visiting Singapore, to hear first hand what services and opportunities he may be able to assist in.

Singapore is a regional trading hub and on-ground representation provides the Northern Territory with the advantage of being able to develop business relationships and promote Territory engagement to a wider audience in Southeast Asia. Mr Cheng's experience in corporate and international investments position him perfectly to capitalise on Singapore's interest in partnering with Northern Australia on agribusiness development, as expressed in the CSP.

Members: \$60.00 Inc GST

Non Members: \$65.00 Inc GST

Price includes a two course lunch and non alcoholic beverages. A cash bar will be available for the purchase of alcohol.

ACBC NT supports this event. To register [CLICK HERE](#)

CHINAS NEW APPROVED INVESTMENT LIST

China has released a formal list of 'banned', 'restricted' or 'encouraged' overseas investments. This is a game changer for Australia's investment industry.

Overseas property (commercial, residential developments, hotels, theme parks) is now restricted (though not banned) as are equity investment funds. Agriculture-linked investment is encouraged as is tech, mining, trade, and culture linked investments. Banned are casinos and other gambling related investments.

Chinese investors can expect tougher government assessments that their deals are not 'irrational' and are within their 'core' business. The result is increased uncertainty for some asset classes and bigger opportunities for others.

1. Demand/supply balance for deals in 'restricted' investments now favours a reduced buyer pool. Buyers will 'wait and see' to flush out distressed sales and/or negotiate harder, particularly in the property development sector.
2. Assets currently earmarked to be 'flipped' by speculative owners will become distressed sales if owners have limited funding sources/holding capacity.
3. Plans by Chinese owners to roll their assets into listed entities (eg real estate investment trusts, hotel investment funds etc) for sale to other Chinese investors will want clarity on whether 'equity investment funds' now identified on the 'restricted list' will be a problem.
4. But Chinese/Australian investors here for the long-term will benefit as speculative asset buyers exit from restricted investments, leading to more sustainable asset values.
5. Agri, tech, mining and trade-related interest already exists but I expect a bigger rise in niche agri-sectors. Culture-linked investments (ie films) will also benefit.

From David KO Chin, Managing Director, Basis Point

PROPOSED NT BRANCH CHINA BUSINESS BRIEFINGS 2017

The Business Briefings will start again in 2017 and be provided free of charge for members only. Visitors are welcome to attend, but a small \$20 fee is payable. (Free if you join ACBC at the briefing) . Briefings run for about 60 minutes. Business Briefing sponsorship options are also available.

Proposed briefing events include:

FIRST STEPS INTO CHINA – An introduction from local NT business working with China business. Panel and networking dinner

HOW TO EXPAND YOUR BUSINESS IN CHINA MARKETS – A full day event with an e-commerce focus with proposed speakers from AliBaba and TMall, local e-commerce experts and a panel discussion as part of October Business Month - OCTOBER

- Translation tips
- Negotiation and deal structuring in China for Australian companies.

For more information, or requests for specific briefing topics, please contact ACBC Secretariat on 89270061 or acbcnt@acbc.com.au

GOT A CHINA STORY TO TELL? READ A GOOD CHINA BOOK - SEND US YOUR NEWS OR VIEWS

You are a valued member of the Australia China Business Council and we are keen to receive news on your business activities that we can published on our national website or in our NT newsletters. Do you have an amusing, or interesting or cautionary tale. Drop us a note for the newsletter. Send us a email at acbcnt@acbc.com.au



China - Australia Year of Tourism 2017

1,000 Australian Tourists' Arrival Ceremony at the Ancient City Gate of Xi'an -

Hometown of Terracotta Warriors

Australian-Chinese Mayors Meet in Xi'an - Australia China Cities Tourism

Summits/Business Forum

in collaboration with CNTA and AITA&Associates

**China-Australia
Year of Tourism
2017**

In Beijing in April 2016, Prime Minister Turnbull and Chinese Premier Li Keqiang witnessed the signing of an updated Memorandum of Understanding (MOU) on tourism cooperation between Australia and the People's Republic of China. Under the MOU, an annual Australia-China Tourism Dialogue is held to report on the status of activities and determine future areas of cooperation in the tourism sector. The fifth Dialogue was held in Australia in August 2016, where Australian and Chinese officials committed to cooperate on key activities, including supporting each other for promotional and event activities during the 2017 China-Australia Year of Tourism.

Austrade provided an update on the International Visitor Survey results for year ending December 2016. 2016 was a record breaking year for tourism with international visitors spending \$39.1 billion, an increase of seven percent from 2015. The year also saw record visitor numbers and spend from the China market, with 1.1 million visitors, spending \$9.2 billion. Tourism Research Australia forecasts that by 2019-20, 1.9 million Chinese will visit Australia annually and spend nearly \$18 billion, almost double the current spend.

<https://www.austrade.gov.au/Australian/Tourism/Working-with-China/ADS>

Events hosted by

China National Tourism Administration Office Sydney

Organized by

Shaanxi Provincial Tourism Administration

Xi'an Municipal People's Government

Supported by

Australia International Trade Association (AITA&Associates)

Australasia China Sister City Summits (ACSCS)

Australasia China City Summit&Australasia China Business Forum -

China as Guest Nation at Royal Melbourne Show

Time September 11-19, 2017

Venue Nanning + Xi'an + Beijing

The package price is from **AU\$4300 per delegate** for delegations leaving from **Sydney/Melbourne**. Option leaving from other capital cities in Australia are also available for your convenience.

SERVICES INCLUDED IN THE PACKAGE

- ✓ **Round Trip and Domestic Air Tickets (Economy Class)**
- ✓ **Pick-up Services:** Airport, Stations and hotels pick-up services
- ✓ **Local Transportation Services:** High-grade business vehicles with rich-experienced drivers
- ✓ **Accommodation:** 8 nights' accommodation in 5 star hotels
- ✓ **Catering:** Buffet breakfast, lunch, dinner and **local specialties**
- ✓ **Sightseeing Tours:** Entry tickets, Bilingual tour guides
- ✓ **Featured Performance and Dinner Theatre Shows**
- ✓ Headed and escorted by **Former Senior Australia Federal Government Vice Minister**
- ✓ Escorted and supported by **AITA Senior Management (minimum 3 Managers)** throughout the trip in China
- ✓ Series activities in 2017 China-Australia Year of Tourism - **1,000 Australian Tourists' Arrival Ceremony at the Ancient City Gate of Xi'an**, the hometown of Terracotta Warriors

Please contact project@aita.com.cn for more details and registration.

This is supported by ACBC NT but not organised by ACBC NT.

CHINA TIPS – BOOKING DOMESTIC CHINA FLIGHTS

Getting to China is easy. Its Jetstar to Singapore and then another airline , such as Air China to Beijing or Shanghai. Or fly Silk Air then Singapore Airlines.

Getting around China often appears more difficult, but this is not the case. Arranging domestic air travel in China is a simple task. Beijing airport runs more domestic flights per day using wide body and jumbo jets than Melbourne international handles on a daily basis. There are eight flights every hour from Beijing to Shanghai. Finding flight availability is usually not a problem.

There are several tips worth remembering when you have to make a trip from one Chinese city to another.

- Use Ctrip. <http://www.ctrip.sg/> Yes, it's a Singapore site, but you are still able to do all your bookings from Australia. The site is in English and payment is by credit card. Flight details include the average on-time percentage so you can balance a cheap flight with a high probability of an on-time departure. If you need to cancel a flight then refunds are paid within 48 hours – a level of service Australia airline industry needs to emulate. You can also book trains and hotels on Ctrip.

Beijing to Shanghai flights Wed, 06 Sep 2017

56 of 56 matching flights [Show all](#)

Sort by: **Departure** ↑ Arrival Duration Price All departure/arrival times are in local time.

Airline	Departure	Duration	Arrival	Class	Price	Book
China Southern Airlines	06:25 PEK	2h15m	08:40 SHA	Nonstop	from SGD 157	Flight details
	Priority deal	Economy			SGD 157	Book
	Airline Price	Economy			SGD 157	Book
					Only 2 ticket(s) left	
Economy class		Economy			SGD 181	Book

- Use the China hotel airline booking service. There is usually one tucked away near the hotel lobby. These are reliable, cheap and efficient. Staff will usually speak enough English to enable you to make a booking easily.
- Next best is use a travel service near the hotel. Just ask at the front desk of your hotel and they will direct you. Staff may have quite limited English.
- Last minute bookings are the way to go. In Australia we get the cheapest flights when we book months head of time. China is the reverse. The closer to the departure time, the larger the discounts. I have booked flights in the morning which are due to leave in the afternoon at an 80% discount to the normal price. Its better to leave a little more time, but 50% to 60% discount for bookings 1 to 2 days ahead are not uncommon.
- This method does not always work. Sometimes you will have to pay full price for the ticket. This is usually the case if you have very specific flight schedules and times that you need to observe. A bit of flexibility can save significant dollars.
- You will need your passport to finalise the booking. It's a domestic flight, but your passport fills the same function as an Identity card.
- Payment is made by credit card. You can also pay in cash and flights are much cheaper when booked inside China. A recent flight from Beijing to Shanghai cost 600 Yuan – about \$110.00 when I booked at my Beijing hotel. In Australia, my travel agent was quoting \$350 for the same flight.
- You will usually be offered flight insurance. If you pay by a credit card then you may already have automatic flight insurance. If not, then 10 Yuan for flight insurance is a good idea. I remember what I thought was a smooth flight. When we landed safely the entire plane applauded. I was flying with one of the airlines with a less than perfect safety record.
- Book a one way ticket. The same principles apply for the return flight. Its cheaper to book a few days ahead than it is to get a return ticket. This also gives you flexibility as business arrangements change.
- Tickets are electronic and issued on the spot.

I find it useful to just book Darwin-Singapore-Beijing or Shanghai using the airline web sites. Then I use CTrip to book all the China domestic flights. As business develops, I book internal domestic flights as necessary. Its cheaper, and it gives me flexibility in reacting to developing opportunities.

China airline seats are allocated from the front to the back. This gives an advantage because often the last two back rows of seats are empty. If you feel cramped for space, or want to have a nap on the flight, then simply go to the last two back rows and sit down there when you board the plane. Odds are that you will have three seats to yourself. If the seats have been allocated you can simply plead ignorance and return to your ticketed seat. No offence will be taken as this is a common practice. Do not wait until the plane has taken off to change seats. Someone will have beaten you to it.

If you fly from China to Singapore with one airline, and then have to collect bags and return to Australia with another airline then make sure to leave plenty of time for the transfer. Flight delays from Pudong, Beijing and Guangzhou can be as long as 3 hours or more. Leaving only a 3 hour window for transfers in Singapore will result in missed flights on many occasions as you will need to collect luggage and re-check-in with a second airline .

From Daryl Guppy

WHY THE INDUSTRY EXPO LIST?

China research shows that expos play a much larger role in customer research than they do in Australia. This is where visitors go to discover new products, and to investigate business opportunities. Gone are the days when Chinese investors and business came to you. Now you need to lift your business profile in China if you want to grab a slice of this activity. Participation in exhibition events is an effective way to promote your services and identify business opportunities.

OCTOBER 2017

SBW Expo 2017 - 10th China International High-end Drinking Water Industry Expo Chengdu 2017

[Visitor Pre-registratic](#)

VENUE: Century City New International Convention & Exhibition Center (CCNICEC)
[Location & Details of Century City New International Convention & Exhibition Center \(CCNICEC\)](#)

VENUE ADDRESS: No.198, New Century Road, Chengdu, Sichuan, China

Canton Fair 2017 (October, Autumn) - The 122nd China Import and Export Fair 2017

[Visitor Pre-registrat](#)

VENUE: China Import and Export Fair Pazhou Complex, Guangzhou
[Location & Details of China Import and Export Fair Pazhou Complex, Guangzhou](#)

VENUE ADDRESS: No.380, Yuejiang Zhong Road, Guangzhou, China

NOVEMBER 2017

AGHC 2017 - BIT's 5th Annual Global Health Conference 2017

Visitor Pre-registration

VENUE: China Taiyuan Coal Transaction Center
[Location & Details of China Taiyuan Coal Transaction Center](#)

VENUE ADDRESS: No. 6 Changfeng West Street, Taiyuan, Shanxi Province, P. R. China

ORGANIZER: BIT Congress Inc.

Seafood Technology China 2017

Visitor Pre-registration

VENUE: Qingdao International Exposition Center (QDIEC)
[Location & Details of Qingdao International Exposition Center \(QDIEC\)](#)

VENUE ADDRESS: No.7-1, No.2 Road, Wenquan Town, Jimo, Qingdao, Shandong, China

ORGANIZER: Sea Fare Expositions. Inc.

NT ACBC Branch Meeting Dates – 2017

Meetings are open to all members of the ACBC, not just the committee members. Most matters discussed at the meeting are passed by general agreement. All members are encouraged to contribute ideas to the discussions.

Current proposed meeting dates are:

September 20 Wednesday

October 18 Wednesday AGM

November 15 Wednesday

December 13 Wednesday

2016-2017 NT ACBC Executive

Daryl Guppy - Guppytraders.com (**President / National Board Member**) China@guppytraders.com

Kelvin Keung – Homebuild NT (**Vice President**) kelvin@homebuildnt.com.au

Lisa Goodhand – Wildman Wilderness Resort (**Vice President**) lisa@chinablueprint.Com.au

Myriam Giovanazzi - (**Treasurer**) Myriam.Giovanazzi@colliers.com

Fiona Liu – Synergy admin@synergy-migration.com.au

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will@aainternationalconsultants.com.au

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Joseph Aladin - Deloitte Touche Tohmatsu jaladin@deloitte.com.au

Ex-Officio members

Wayne Fan – Department of Business

Cecilia Brennan - Dept. of Foreign Affairs and Trade

Austrade - Martin Ferreyra

NT Tourism – Daryl Hudson

Lisa O'Donoghue – South Australia Liaison

ACBC NT OBJECTIVES

We aim for these services for ACBC NT members:

- To assist members to understand the nature of the business environment in China and where relevant opportunities lie.
- To raise the profile of ACBC NT members within the NT and Chinese business environment
- To share information regarding industry issues in the China market.
- To assist in generating business between member businesses.
- To facilitate co-operation with the China Council for the Promotion of International Trade in relation to business issues.
- To present the views of NT SMEs operating in China to government authorities and other business groups where appropriate.
- To share market and economic intelligence and insights on critical industry issues.
- To create and maintain a collaborative community of business owners that can draw on each other for support in their engagement with China.

- To work in a collaborative community of Chinese business, cultural and friendship organisations to expand the networking capacity of NT members.

These objectives are achieved with networking events, workshops, conferences, briefing, newsletter communication and participation in creation of NT and national Government strategies.

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ACBC NT WELCOMES NEW AND CONTINUING MEMBERS

Business Enterprise Centre, Joanne Walters

joannewalters@westnet.com.au

Have your member business profile included in the newsletter. Send details to acbcnt@acbc.com.au

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

China drafts rules on cryptocurrency fundraising

The State Council, China's cabinet, has released draft rules to oversee fundraising through virtual currencies amid surging investor interest in cryptocurrencies. The draft legislation, which builds on policies released in February 2016, was released by the State Council's Legislative Affairs Office on Thursday. The policy document further clarifies the division of labor among regulators, and measures to prevent illegal fundraising as well as investigation procedures, Caixin reports. Initial coin offerings (ICOs), in which investors can use cash or other virtual currencies to obtain new cryptocurrency, attracted a record number of investors. In the first half of this year, more than 100,000 investors snapped up 2.6 billion yuan (\$385 million) worth of new virtual currencies issued in China, according to a government-backed study. The actual number of ICOs and investors involved could be much higher, as the majority of ICO-related transactions take place through private funds that the study did not track. ICOs do not require a review process.

Saudi Arabia to consider RMB funding

Saudi Arabia is willing to consider funding itself partly in Chinese yuan, a senior Saudi official said Thursday, raising the possibility of closer financial ties between the two countries. The Saudi government has started borrowing tens of billions of dollars abroad in the past year to cover a big budget deficit caused by low oil prices, but its foreign bond issues and loans have been denominated entirely in US currency. Obtaining some funds in yuan could give Riyadh more financial flexibility and would mark a success for China, the biggest market for Saudi oil, in its drive to make the yuan a top international currency, according to Reuters. "One of our main objectives is to diversify the funding basis of Saudi Arabia," Vice Minister of Economy and Planning Mohammed al-Tuwaijri told a Saudi-Chinese conference in Jeddah. "We will do that through access to investors or bodies of liquidity in the markets. China is by far one of the top markets."

Hanergy, Audi in solar-roof car partnership

Chinese solar-power equipment manufacturer Hanergy and the Audi unit of German automaker Volkswagen AG have unveiled plans to cooperatively develop a car energized by a solar film roof. In signing a memorandum of understanding at Hanergy's headquarters in Beijing, the companies said their venture will mark the first step toward long-term cooperation in research and development, Caixin reports. Initially, the solar roof is expected to generate enough energy to power peripheral functions such as air conditioning and seat heaters. The aim will be to improve the vehicle's gas mileage. Later, the solar system could be improved to power the car's battery. A prototype car with an integrated roof is expected to be available by the end of the year, the companies said. They did not offer a timetable for possible mass production, nor disclose the project's financial details.

Trump to launch first major China trade action

Donald Trump is set to launch his first major trade action targeted at China on Monday by ordering his top trade negotiator to begin an investigation into intellectual property rules that Beijing uses to force foreign investors to turn over valuable technologies. The move, which comes as the US pushes China to act on North Korea, marks a significant turn in the Trump administration's approach to China and is bound to increase trade tension between the two countries, according to the Financial Times. It is also likely to win backing from Congress and a large swath of the US business community that has long complained about Chinese IP rules. The US president will sign an executive memorandum requesting Rob

For more China business news and information, visit www.chinaeconomicreview.com

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AUSTRALIA CHINA FRIENDSHIP SOCIETY

The Darwin branch of the ACFS is a co-operative partner with ACBC NT. ACBC NT members are encouraged to attend ACFS events.

ACFS has completed their first News Letter, a website and facebook. The web address is: www.acfsnt.org.au The facebook address is <https://www.facebook.com/acfs.nt>

UPDATED CHINA RESOURCES FOR NT MEMBERS

ACBC NT has an updated list of China resources available for NT members. This includes translators, interpreters, graphic artists and design teams. Some are based in Darwin and some in China. Please contact ACBC Secretariat on 89270061 or abcnt@acbc.com.au for details



FORWARD THE NEWSLETTER TO A FRIEND

NEWSLETTER CONTRIBUTIONS ARE WELCOME. Keep other members informed about China experiences. Please email notes or comments to china@guppytraders.com. Please use email header **ACBC NOTE**. Information received up to the day prior to publication will be included.

NOTE. The views of contributors are their own and do not necessarily reflect the views of the ACBC NT or the ACBC. Content is copyright and cannot be used without permission



Australia China Business Council
澳大利亚中国工商业委员会

Northern Territory

MEMBERSHIP APPLICATION

Please complete this Membership Form with your details if you are applying to join the Australia China Business Council for the first time.

BASIC DETAILS

Company Name	
Company name in Chinese	
Industry sector	
Branch membership	NT Branch
Member Type - This is based on the annual turnover (See page 2 for details).	
Company email address	
Company web site http://	
Date of application	

PERSONAL DETAILS

Title	
First name	
Last name	

Job title	
Personal email address	

CONTACT DETAILS

Company phone	
Company fax	
Direct phone	
Direct fax	
Mobile phone	

LOCATION DETAILS

Street address	
City	
State	Northern Territory
Post code	

Postal address	I agree to be included in all associated ACBC and appropriate third party event notifications
Please cross out if you do not want your contact details to be given to third parties who issue event invitations to ACBC members	
Country	Australia

PAYMENT METHOD

Cheque	Please post to: GPO Box 2769, Darwin NT 0801
Cash Deposit	ANZ Darwin, BSB: 015901, A/C: 487 379 699
Credit Card	Card type / VISA / Mastercard
Card number	
Name on card	
Expiry date	CCV#
Amount paid (See member type)	\$

PLEASE RETURN COMPLETED FORM TO ACBC NT GPO BOX 2769, Darwin NT 0801

Or Email: acbcnt@acbc.com.au

Membership	TOTAL
NT Government Departments	1024.87
Companies	
Annual turnover:	
More than \$ 50 million *	3492.50
\$ 15 million to \$ 50 million	1831.50
\$ 5 million to \$ 15 million	1024.87
Less than \$ 5 million	532.40
Individual membership	532.40
Associate membership ** (non-voting)	169.40
Student member (non-voting)	88.00