

CHINA IN TOUCH



An ACBC Northern Territory Newsletter

March 14 2018, Issue 223

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NT President's observations

Singing along with old songs provide a nostalgic background for the commute to work. Singing old songs as an excuse for national policy is not such a benign activity. One old song about China goes something like this:

China is stealing our intellectual property . And in the spirit of old song subtitles, the refrain goes: because they cannot develop it themselves.

It's a comfort song that lulls some policy makers to sleep and blinds them to the changing reality of Chinese research and innovation. It does not reflect what is actually happening but increasingly opaque organisations like the Committee on Foreign Investment in the US are blocking research collaboration with China often on unspecified security grounds.

President Trump talks of trade war retaliation because – sing all together now – China is stealing our intellectual property.

The United States has around 3.4 million university graduates a year. China has some 7 million university graduates per year. They do not aspire to work as DiDi cab drivers. To suggest that this pool of intellectual brainpower does not have the capacity to undertake world class research is a nonsense. To suggest that Chinas intellectual research assets are so poor that their only choice is to steal the Intellectual Property of others is equally a nonsense.

The rate of patent filing by the Chinese – 1.3 million in 2017 alone - is more than the combined total for the United States of America, Japan, the Republic of Korea and the European Patent Office. This confirms that there is a significant change taking place. President Xi and others have promoted the idea that China will become the leader in Artificial Intelligence by 2030. You don't get to be leader by duplicating other people's ideas.

This desire to take leadership in an advanced field is derided as unreasonable by some leaders and opinion makers who claim that only the US has the right to be a leader the field of artificial intelligence.

The research reality is that China is pouring more resources into research than any other country. That's new research, not slavish copies of what others are doing. With this research comes the need to protect the results, hence the increase in Chinese patent applications and the tightening up of copyright protections. It's the same path as taken by the United States after the war of independence, and by the Japanese after World War 2. Economic recovery starts with copying but it succeeds only when it leads to protected creative innovation.

Innovative research is at the heart of technological advances. Around 23% of US international articles in science and engineering are now co-authored with Chinese collaborators. Researchers in the US these days are nearly twice as likely to work with those in China than those in Britain.

Recent data from the US National Bureau of Economic Analysis shows that in 2015 majority US-owned affiliates in China spent \$US3.4 billion on research and development. This supports innovation in Beijing, Shenzhen and China's other rapidly proliferating tech hubs.

Protection of intellectual property is one issue. Sharing the fruits of research is another issue. Commercial espionage is a third standalone issue. These issues should not be conflated on the false assumption that China can only make research progress and cutting edge product development by stealing from others.

Singing from old songbooks is a comfort, but its no protection against the future.

Daryl Guppy,
President, NT Branch ,
Newsletter editor





Everything you need to know

July 10, 11, 12, 2018, Darwin NT

KEEP THESE DATES FREE

We are developing a great line-up of speakers from China and Australia

Recently confirmed speakers include: Michael Tennant (CEO Department Business, Trade and Innovation) Quentin Kilian as MC

These join previous confirmed speakers : **Chief Minister of the Northern Territory, Michael Gunner**, Geoff Raby (Former Australian ambassador to China 2007-11), John Brumby (ACBC Chairman, former Premier of Victoria), Warwick Smith (Australia China Council Chairman) Prof Liu Zhiqin (Beijing Tsinghua University BRI Think tank) , Adjunct Professor Jin Qiansheng (Xian Jiao Tong University); Luke Bowen, (Director, Develop the North); Mike Hughes, (CEO WestSide Corporation and MD Darwin Port, Shandong Landbridge Group), Paul Henderson (Former NT Chief Minister, Director Bespoke Territory), Andrew Hopper (Deputy CEO, NT Tourism), Alister Trier (Chief Executive Dept of Primary Industry and Resources); Rod Applegate (Deputy CE and head of Mines and Energy) The China Council for the Promotion of International Trade (CCPIT) has also confirmed they will send a keynote speaker.

DAY 1

PLENARY SESSION BELT AND ROAD INITIATIVE EXPLANATION

What is the Belt and Road Initiative? Threat or opportunity Overview from Chinese and Western perspectives

BRI TRADE COMPONENTS

BRI Infrastructure elements

BRI Finance - investment structure, capital movements, AIIB, Silk Road Fund

BRI digital silk road structure/ regulation

NT PROJECT STRATEGY AND DEVELOP NORTH BRI COMPATIBILITY

Develop North policy outline

Project success and progress

Chinese investment attraction conditions

GALA DINNER

DAY 2

TEAM NT - PROJECT SPECIFIC PLENARY

Structuring investment proposals for BRI compatibility. Chinese and Western perspectives. How to prepare

Breakout 1 Agriculture

Breakout 2 Infrastructure including tourism

Breakout 3 Resources

Breakout 4 Department of business

Breakout 5 Education

Breakout 6 Tourism

PLENARY

Conclusion and summary

DAY 3

SITE AND PROJECT VISITS

Register now at www.ntacbevents.com for early bird discount



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



australia



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ONE BELT ONE ROAD AND THE NT

China's One Belt One Road policy has 6 major aspects and each has consequences for the NT. I have been exploring these opportunities in presentations at ASEAN, Xi'an and Beijing conferences in recent months.

1) Originally it was set up as an alternative way to use China foreign Reserves.

This element of New Silk Road offers opportunities for Chinese investment into Northern Australia. Investment proposals that are structured under New Silk Road gain faster and easier approvals. The challenge for the NT is to frame investment proposals in ways that are compatible with New Silk Road objectives and then pitch these proposals to Chinese investors.

2) The objective of New Silk Road has developed to become a broad scale trading environment which facilitates trade amongst Asian and European partners. The focus in this part of the strategy is on trade harmonisation and the harmonisation of trade regulations and regulatory barriers.

This element of New Silk Road makes it easier for NT companies to become involved in trading relationships with China. This includes live cattle export, food exports, and services exports. The NT has significant Intellectual Property available for export, including geo mapping, rangeland management, veterinary training and environmental monitoring. However industry needs NT Government support if it is to overcome the disadvantages of small size of NT business.

3) It is seen that New Silk Road is primarily about infrastructure build like bridges and roads. However there is also considerable work done on meta-infrastructure to improve communication links that enable e-commerce.

This element of New Silk Road offers some opportunities to NT companies to become involved in the provision of project support and management services. It is of a much wider opportunity to those support services based elsewhere in Australia. As New Silk Road projects develop through Asia the opportunity is for Australian companies to become involved in New Silk Road funded projects in Indonesia etc.

4) The e-commerce aspects of New Silk Road include the enabling of communications/ internet infrastructure. But it also includes the development of currency exchange mechanisms, trade settlement and delivery processes and e-commerce security. The Chinese WeChat e-commerce environment is already a generation ahead of its Western counterparts so it becomes important for industries outside of China to understand and become involved in this environment.

This element of New Silk Road is essential for NT tourism as this is the primary research and booking method used. Understanding how this goes beyond the functionality of Facebook is essential for the future success of NT tourism businesses, as well as other industries and businesses that have an e-commerce component to their activity.

5) New Silk Road also inevitably opens up China capital account as two way trade both increases and is harmonised with regulatory consistency. The inclusion of China's stock markets into the MSCI index adds further pressure for Western fund managers to become directly involved in Chinese markets. This diverts international capital flows, so flows that may have come to Australia will now go to China.

For the NT this means the attraction of foreign investment – Western and Chinese – becomes a much more competitive environment. The challenge is to develop both financial instruments and products in addition to investment projects that are capable of attracting Chinese investment flows.

6) New Silk Road is a deliberate exercise of soft influential power within the region. This is both inevitable and unstoppable. Most countries in Asia recognise this inevitability and have shifted their focus to how best to accommodate and live with this unstoppable change.

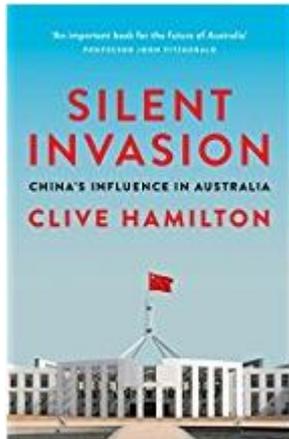
For the NT there are advantages in becoming familiar with, and involved with the policy structures that are part of the New Silk Road framework as this provides opportunities for NT businesses and encourages Chinese investment into the NT.

The NT, through NGOs and Government, has actively positioned itself as part of the New Silk Road framework and particularly as the southernmost part of the Maritime Silk Road. The NT Australian China Business Council is one of the early members of the Silk Road Chamber of International Commerce based in Xi'an. We strongly believe Belt and Road is an opportunity for NT business and for Develop the North objectives.

From Daryl Guppy

SILENT INVASION by Clive Hamilton

Review by Daryl Guppy



On my bookshelf sits a copy of the Protocols Of The Elders of Zion. This book, Silent Invasion will sit beside it. The Elders Of Zion is an infamous book of concocted allegations about a global Jewish conspiracy that stoked the fires of anti-Semitism in Europe, and led in no small part to the rise of Hitler.

Clive Hamilton's' book is a similar mix of fact, conjecture and thinly substantiated allegations in a viperative mix. Anyone who supports any aspect of Chinese policy is seen as a pawn of the Chinese.

It's a great read for conspiracy theorists and sits alongside Battlefield America which explores what the author claims is the emerging police state in the US. We take this book with a grain of salt, as should be done with Silent Invasion.

Hamilton speaks with a veil of unchallengeable authority that is unfounded. He claims that "in reality the Communists left the fight against the Japanese invaders to ... the Kuomintang and it was the allies that finally

defeated Japan in 1945."

Many Western historians would differ, citing the massive losses Communist forces suffered fighting the Japanese, and the way this major war in China tied up manpower that if unleashed, would most likely have turned the tide of war in the Pacific.

Its far too tedious to counter the misinformation and shoddy connections in the book, and that is part of the reason for the appeal of the book. It's a great story, as long as you do not ask too many questions.

I am not in a position to comment on all his claims but I can assess his claims in areas that I am familiar with.

Lets start with the Chinese interaction with Northern Australia which he claims has no historical basis. There is ample evidence that the Chinese visited and traded with north Australia for hundreds of years. A quick trip to the NT Museum and Art Gallery confirms this with a range of artefacts on display. Recent discoveries on our northern coastlines confirm these relationships. The link with the Chinese Zheng He is more tenuous but not unreasonable. It similar to the way the idea that the Portuguese visited our northern shores was dismissed until two Portuguese cannons were uncovered near Dundee beach.

Then lets move to his astounding claim that China supports the "relaxation of labour market regulation" because "the more Chinese loyal to Beijing that live in Australia, the more influence the Chinese Communist party will have over Australia."

From this dubious foundation he is moved to suggest that essentially every person from Mainland China is a spy or agent, unwilling or otherwise, under the control of the Communist party.

I employ PRC staff in Australia, in Singapore and in China. They include people of Han, Manchu and Hui (Muslim) descent. I have worked with many PRC colleagues, friends and associates. Some have chosen to live and work in Singapore and Australia. Some of moved to the US. Others have been more than happy to return home to be with friends and family. Their motives and desires, and commitment to their country of birth are as diverse as any expat population, stretching from pro-China to anti-China.

To suggest, as Hamilton does, that they are all sleeper agents of China is simply a nonsense that does not square with experience.

To further claim that Chinese "learned that even their bodies had been regarded as a source of shame" must be called for what it is – arrant nonsense.

He claims that officials are too frightened to express non-Government views. Never have I heard a Chinese official express an opinion that is contrary to Government policy. But I have also never heard an Australian official express an opinion that is contrary to Australian policy. It's a professionalism that applies to the civil service code of conduct and it is not evidence of some deep and controlling conspiracy as suggested by Hamilton.

Hamilton makes some disparaging remarks about ACBC Chairman, John Brumby whom I have worked with for several years. None of the remarks, or conclusions reflect the reality of the man I work with.

He bases many of his assertions around Chinese policy commentary taken from the fiercely, and unapologetically, nationalistic Global Times. This is akin to using the commentary coming from Andrew Bolt and Alan Jones as accurate statements of Australian policy.

These claims by Hamilton are demonstrably incorrect, or exaggerated and this is just a very small selection, however they cast doubt on the veracity of many other assertions made in the book. This is a polemical text and like every ideologically driven polemic, it claims to have the key to the truth. Such claims always need to be measured against experience and other research.

Many of his claims are confabulations, ignorance masquerading as wisdom supported by a very selective use of quotations – many of which cannot be sourced because he claims the innocent must be protected.

The attempts at soft power influence which he highlights with surprise and horror are the standard arsenal of every foreign aid program and diplomatic post. We see it in Australian spying in East Timor and Indonesia, with the promotion of Australian values via Sky TV as the official Australian Overseas broadcaster and in the way Australian foreign aid is often tied to recipients complying with Australian imposed commercial and political objectives. Australia's exemption from US trade tariffs is a result of soft power influence exerted on US policy makers.

Like *The Elders Of Zion*, this book has the potential to do serious damage if it becomes an article of faith in the development of Australian foreign policy. Because of this potential, the book cannot be dismissed lightly.

SHANGHAI FOOTBALL

On May 14, 2017 something quite remarkable happened at the iconic Jiangwan Stadium, deep in the heart of Shanghai. On a warm, clear, beautiful autumn day, over 10,000 Government officials, business executives and sports fans assembled to witness the historic first official game of Australian football to be played on Chinese soil.

Announced a year earlier by the Prime Minister of Australia in Shanghai, and warmly embraced by China's Premier Li Keqiang on his visit to the Port Adelaide Football Club's change rooms ahead of their first match of the 2017 season in Sydney, this game carried with it both hope and aspiration for everyone involved. Hope, that this emphatic embrace of Australia's game would add further depth and diversity to an already burgeoning trade relationship between China and Australia. And the aspiration for this game to build a bridge between our two fundamentally different, yet inextricably connected countries, to ensure that the geographical, logistical and sometimes cultural challenges that inevitably exist can always be absorbed in a spirit of friendship, respect and understanding.

As the first ball was bounced, and the 3000 mildly bemused local residents joined the 7000 traveling fans and ex pats from Australia in a roar that shook the stadium, it felt as if the foundations of an enduring event had been successfully laid.

Fast forward to season 2018, and our team is working hard on building on this early success. Our theme 'Shanghai Alive...Great for Business' says it all. We aim for this event to reflect the boundless energy of one of the world's great cities. We will create an environment where the ancient art of business connection will flourish with the assistance of modern technology and sophistication.

And most of all, we want the event to be fun. It is after all, a game of footy...

A long way from home, and played in front of the largest viewing audience in the game's history. But still the game we love.

If doing business in China is important to you, you will know how critical these types of moments are. They build confidence, trust and reassurance. In short, Australian football in China...is great for business. To see more, this link www.shanghai2018.com.au/business will take you to the exciting suite of business and hospitality events on offer.

From Paul Faulkner

Export success in China: PowerfulPoints

Exporting to countries like China can be a great way for small and medium-sized companies to expand their business, diversify their revenue and increase their profits. In the [2016 Australian International Business Survey](#), 74 per cent of small businesses cited 'strong growth/profit opportunities' as the most important reason for targeting China. And although China's economy has slowed, its growing middle class continues to offer Australian business many new export opportunities, especially within the services sector.

The services sector looks to be the next big driver of economic growth in China, with services something that Australian companies do very well.

From small beginnings

One Sydney-based company that's been able to export its services expertise into China is **PowerfulPoints**. Established in response to a market gap for better presentations in Australian business, PowerfulPoints now produces an extensive range of presentations – from traditional slide shows to full-scale video productions.

Founder and CEO of PowerfulPoints, Lee Featherby, recalls the idea for his business started in 2003, when he helped develop a PowerPoint presentation for a friend on the '*pathophysiology of the gastrointestinal tract*'.

Not the most glamorous of beginnings, but one that has set Lee and his company on a path to export success. "In 2007, we were able to secure McDonald's (Asia Pacific, Middle East & Africa) as a client," says Featherby.

"We developed this relationship and started providing services to its offices in Singapore. Through word of mouth inside McDonalds, this spread to China, the US and the UK. We've even done the Crew Induction Video for McDonalds in China, in Chinese."

It's all in the presentation

In five years, PowerfulPoints has grown from four people to 18, and has added training to its portfolio of services. Exports now make up around 15 per cent of total revenue, and Featherby says the plan is to expand.

With a growing presence in China, Featherby decided to establish a wholly-owned foreign enterprise there in March 2015, allowing PowerfulPoints to take advantage of new opportunities.

"The biggest challenges we've found is finding the right person to talk to in an organisation, and then having enough time to spend overseas to develop the relationships and networks needed to expand." During a visit to China earlier this year, Featherby was introduced to a large PR company and was invited to quote for a job for a major financial service provider – and then won the contract.

Financial support for business growth

Featherby explains that one of the key challenges in his industry is long payment terms. "You get paid but it takes time, usually about 60 days after the end of the project. This means we have to fund the project for up to 4 months. That's a real challenge when you're a small business."

Exploring potential financing solutions, Featherby was referred to Efic by a couple of business colleagues. "Working capital is going to be one of the key challenges for building our export business. Finding a quick and easy solution was fantastic," says Featherby.

PowerfulPoints used Efic's Small Business Export Loan to provide it with the cashflow boost it needed to secure the large contract in China. "What I really liked about Efic's Small Business Export Loan was being able to borrow the funds over 12 months, even though the project was only four months. Having that flexibility is a real asset," says Featherby.

And what do the next few years hold for PowerfulPoints?

Featherby says the focus is on expansion, "our plan is to have offices in Singapore, Shanghai, Seoul, Tokyo and Melbourne by 2020."

Do you export to China?

Efic's Small Business Export Loan provides small businesses with unsecured funds in as little as nine business days. Tailored for businesses with annual revenue of \$250,000-\$10 million, this loan can provide a cashflow boost of up to \$250,000. To find out how this and Efic's other products could help your business achieve export success in China, email Efic, phone them on 1800 093 724 or visit the website.

From EFIC

NT ACBC Branch Meeting Dates

Meeting venue is kindly provided by Deloitte NT.

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:

Dates	Time
21-Mar	8-9 AM
2-May	8-9 AM
13-Jun	8-9 AM
25-Jul	8-9 AM
5-Sep	8-9 AM
17-Oct	8-9 AM
28-Nov	8-9 AM

2017-2018 NT ACBC Executive

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Martin Kelly – Finlaysons Martin.Kelly@finlaysons.com.au

Ex-Officio members

Wayne Fan – Department of Business

Cecila Brennan - Dept. of Foreign Affairs and Trade

Austrade - Martin Ferreyra

NT Tourism – Daryl Hudson

Lisa O'Donoghue – South Australia Liaison

PROPOSED NT BRANCH CHINA BUSINESS BRIEFINGS 2018

The Business Briefings will start again in 2018 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.

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

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.

ACBC NT WELCOMES NEW AND CONTINUING MEMBERS

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

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

Xi stresses high quality development in rural areas

President Xi Jinping has emphasised the nation's rural vitalisation strategy as the leading agenda for government work relating to agriculture and rural areas, state media outlet Xinhua reports, as he spoke with representatives from China's Shandong province at the National People's Congress in Beijing.

In his address, Xi urged local governments to introduce policies that increase incomes of rural residents, reducing poverty in these areas. Included in the list of goals were the ensuring of national food security and the establishment of a modern rural industry system.

The Chinese president also stressed the importance to the strategy of ecological vitalisation and green development in rural areas, referencing the government's three-year plan and 'toilet revolution', which will modernise nationwide sanitation.

WeChat reaches landmark 1 billion user accounts

Pony Ma, chief executive of Tencent, the Chinese tech giant which owns WeChat, told reporters yesterday that the app had reached 1 billion user accounts worldwide in February. The Financial Times report from the National People's Congress in Beijing, to which Ma is acting as one of the 5,000 delegates.

A spokesperson for Tencent later clarified that Ma had in mind "user accounts" when he said "users". Market research firm eMarketer estimates that WeChat has in fact 494.3 million individual users in China as of 2017. Tencent, also China's most valuable listed company, reported in September that WeChat user accounts had grown 15.8% annually.

With more Chinese migrants using the app abroad to keep in touch with friends and family back home, overseas growth has been impactful despite limited popularity among Westerners. According to Matthew Brennan, founder of WeChat-focused consultancy ChinaChannel "much of the growth in [accounts] is likely to have come from overseas, in south-east Asia, Europe, and the US."

China slashing coal power capacity at rapid rate

China decommissioned or suspended 65 gigawatts (GW) of coal-fired power stations in 2017, even more than the government's target of 50 GW, according to a State Council announcement reported by Reuters.

China, the world's biggest coal power generator, is attempting to transition away from the fuel source in a bid to reduce air pollution levels and carbon emissions, as well as promote emerging clean energy industries. The country is also attempting to upgrade its coal sector by replacing outdated facilities with more efficient, modern power stations.

The government has set a target of reducing its coal-fired power capacity by 109 GW by the end of the decade and keep its total installed capacity below 1,100 GW.

China's coal consumption rose for the first time since 2013 last year, by 0.4%, fueled by a 6% increase in total power demand. Most of this extra demand was met by other sources, with coal's percentage of Chinese energy production falling 1.6 percentage points to 60.4%.

More than 260,000 companies to begin paying China's new environment tax in April

More than 260,000 organizations will begin paying a new tax on various forms of environmental pollution in April, as China pushes forward its "high-quality development" agenda, the People's Daily reports.

The Environment Protection Tax Law came into effect on Jan 1. Under the new law, enterprises and public organizations must pay fees based on the amount of pollution they produce, including solid waste, air and water pollutants, and even noise pollution.

The government has offered training to 70% of the companies affected by the new tax in a bid to make the introduction of the scheme as smooth as possible.

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

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 acbcnt@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 acbcnt@acbc.com.au . 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	

LOCATION DETAILS

Mobile phone

Street address

City

State **Northern Territory**

Post code

Postal address

Please cross out if you do not want your contact details to be given to third parties who issue event invitations to ACBC members

I agree to be included in all associated ACBC and appropriate third party event notifications

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
Student member (non-voting)	88.00