

CHINA IN TOUCH



An ACBC Northern Territory Newsletter

October 10 2018, Issue 238

NT secretariat (08) 89270061, GPO BOX 2769, Darwin NT 0801

NT President's observations

The nature of Chinese investment in overseas markets has changed with the Belt and Road Initiative, but unfortunately the change in peoples thinking has not always kept up. This has been thrown into sharp relief in the ongoing debates in Australia around several large scale projects which involve Chinese investors. These include ongoing references to the lease of the Port of Darwin to Landbridge Group, the future of winning bids for gas pipelines, the outright rejection of some land purchases by Chinese interests and the banning of some Chinese companies from bidding on Australian contracts.

The reasons often cited are that the companies are de-facto State Owned Enterprises (SOEs) ; that they or their management have close links to the Communist Party; that, by implication, their size means there must be corruption involved in their success

These are all handy excuses for xenophobes but they reflect a fundamental misunderstanding of modern Chinese companies and investments.

China is home to 819 billionaires compared with 585 in the United States yet the judgements we pass on Chinese billionaires are not the same as those we pass on Mark Zuckerberg, Bill Gates, Warren Buffet or Steve Jobs. The rise of billionaires based on private business success in the US is applauded, but in China there is an assumption that the rise in most, or if not all 819 cases must be due to corruption. Proof is not required as innuendo is sufficient.

The role of State Owned Enterprises is being wound back with forced consolidations taking place. The SOEs do not have a good record of business or investment success. The current Chinese government recognizes that the market can more effectively allocate resources and capital. They have opened the way for these large scale non-SOE companies to invest locally and globally in competition to the SOEs. The idea that every large company is an SOE or a de-facto SOE fails to recognize the economic changes that have transformed the Chinese economy. China is home to thousands of very large companies. Its a nonsense to claim they are all creatures of the State.

These large companies inevitably have some military contracts which means military connections and so the allegation is that they are closely tied to the People Liberation Army. Many companies aspire to be involved in aspects of the military supply and logistics train. The military and defense are prime customers eagerly sought by many businesses in China and in the NT. The NT Chamber of Commerce runs specific training courses for businesses who want to supply the military, including current workshops on the required cyber security measures. The supply of trucks, or belts, or food to the military does not make the company a confidant of the military or subject to the direction of the military.

The final desperate push to discredit these Chinese companies is to allege that the company directors are members of the CCCP or sit on powerful Government committees and have an intimate relationship with the Communist Party. Its true that many do, and many more aspire to these positions.

The previous CEO of Dow Chemical -Darwin High School graduate - Andrew Liveris, is noted and admired for his close advisory role to President Obama and for his work with President Trump. The Australian Government had no hesitation in calling on Liveris for assistance in the first months of the Trump Presidency and in assisting with the Prime Ministers visit to Washington. In many countries retired politicians are actively courted as members of boards, if not for their management skills, then for their political connections. Its foolish to expect that Chinese companies and business would be any different but, just like Andrew Liveris, it does not mean they are servants of Government.

If we are to benefit from the genuine business and investment coming out of China then we need to ensure that our thinking is current and not distorted by outdated perceptions. This is an increasing challenge in an environment where media reporting is not well balanced.

Congratulations to all nominees for the ACBC Executive committee all of whom have been elected.

Daryl Guppy,
President, NT Branch,
Newsletter editor

JOIN ACBC MEMBERS AND BUSINESS LEADERS ON OCTOBER 24



Date	Wednesday 24 October 2018
Time	12.00 pm – 2.00 pm (light lunch provided)
Event	Opportunities for the NT with the arrival of Donghai Airlines
Format	Panel Discussion with questions
Location	North Australian Development Office, Department of Trade, Business and Innovation, 76 The Esplanade, Darwin
Cost	ACBC Members - \$5, non-Members - \$10

Direct flights from Darwin to China open up many opportunities for NT businesses. Join a high level panel as we explore opportunities in tourism, freight and more.

[CLICK HERE TO BOOK NOW ON EVENT BRITE](#)

CHINA NETWORKING AFTERNOON

Over 30 guests attended a China Networking afternoon held at the Darwin Trailer Boat Club on Thursday 27th September. This was an excellent networking event held at the Trailer Boat Club. More than 30 members and guests attended. The event included a series of short presentations and updates in the way China business engagement has developed, particularly since the introduction of direct flights.

Hosted by ACBC NT Branch and Treeti Business Consulting, local business professionals and operators heard from key stakeholders operating in this space, including ACBC NT President Daryl Guppy, Director InvestNT, Office of International Engagement, Trade and Investment, NTG - Chris Mouat, Tourism NT Director of International Marketing Operations – Rachel Telford, Sales and Marketing Manager Darwin Chinese Tours – Jane Liu, Darwin International Airport Director Commercial – Shane De Wit and Sales and Marketing Manager of Darwin Trailer Boat Club – Simona Paganetto.



Topics included an update on the recent visit to Shenzhen by NTG and operators, results from the visitor survey conducted with Donghai airline passengers, challenges for local operators and recent activity in the market place by NT Airports. Some great networking was observed with a number of guests making positive connections and scheduling follow ups with each other. Thanks to DTBC, ACBC NT and all speakers and guests for their support. The status and development of airport links and tourism links into southern China were discussed and updated. The general conclusion was positive, although there were some areas noted where there was room for improvement. The event was organised by TreeTi Business Consulting and hosted by the Trailer Boat Club. Guests were given a good introduction to how the ASBAS Digital Solution program can assist with Wechat connectivity.

From Megan Holzfeind

11 YEARS OF NEWSLETTERS

The first edition of the ACBC NT fortnightly newsletter was published 10 years ago on 10 October 2007. 238 editions later brings us to this issue which has been compiled and sent from Zhangjiajie.

Newsletters are compiled and edited in airport lounges, hotel rooms and our Darwin office. Newsletters have been assembled and sent to our office for emailing from Beijing, Shanghai, Hangzhou, Wuhan, Chengdu, Guangzhou, Shenzhen, Xi'an, Dalian, Urumqi, Xishuangbana, Kunming, Guizhou, Nanning, Singapore, and of course, Darwin. This may result in an unexciting design and layout, but ease of compilation goes a long way towards ensuring regular on-time deadline production.

Every two weeks members are e-mailed a copy of the newsletter. Proofing, mail out and database co-ordination is handled by Anna Zhou using server space and mail out services donated by Guppytraders.com.

BRANCH PRESIDENT REPORT 2017 - 2018

The Northern Territory is a small jurisdiction so we must reach out to China to get the NT noticed in the Chinese business and investment community. In 2018 this outreach was achieved by organizing a 2 day One Belt One Road conference. It was designed to more fully explain the sophistication of this policy to Government and business. The conference featured Chinese experts and a high level Chinese delegation led by CCPIT. The conference helped restore business and investment momentum to NT engagement with China and built on the start of the first direct flights between Darwin and China.

ACBC NT provided ongoing support for the tourism community to understand and manage the impact of Chinese tourists arriving on direct flights. ACBC NT signed an MOU with CCPIT Guangzhou which provides a foundation for further targeted engagement from the NT.

NT and business engagement has been broadened with the ACBC NT President speaking at Silk Road Chamber of International Commerce, CCPIT, ASEAN and CCOIC trade, investment and policy forums in China. This helps position the NT and provides essential background for better business and investment decisions.

ACBC NT continues to provide up-to-date China analysis to members with the fortnightly newsletter.

ACBC MEMBER EVENTS 2018

Networking evening co-hosted by ACBC branch and Confucius institute
Silk road briefing, CPA Australia, business leaders lunch
Member and guests banquet and networking
Chinese investment in central Australia forum
Board room lunch briefing with Shinewing
Doing business and investing in China
Australia China Friendship Society ACBC dinner
Combined ACBC and ACFS delegation to Shenzhen
Welcome China lunch
Engaging with China and China tourists
One Belt One Road 2 day conference
Reaching South Shenzhen delegation with Chief Minister
Professor Wang Yiwei, Renmin university "One belt one road initiative" lecture
China networking afternoon
Developing opportunities in Shenzhen with Donghai

ACBC PRESIDENT ACTIVITY 2018

Speak at Singapore Regional Business Federation Maritime Silk Road conference,
Speak at the Silk Road Chambers of International Commerce Round Table meeting, Xi'an
Speak at Silk Road Chambers of International Commerce forum, Beijing
Represent ACBC NT at meetings with Chinese Ambassador in Darwin
Represent ACBC NT at opening of Confucius Institute classroom
Meet with Anthony Cheng, NT Trade Commissioner, Singapore, in Singapore.
Represent ACBC at ACFS New Year function
Arrange China Business workshop with Ms Chen. Thanks to DBTI for venue and lunch support
Attend ACBC board meetings in Adelaide, Melbourne, Sydney and participate via dial-in at all other board meetings.
Deliver OBOR Agriculture presentation for SA ACBC
Assist ShineWing Australia to deliver boardroom lunch report in Darwin.
Attend monthly national secretariat and CRM meetings
Visit CCTV and China Daily to secure media coverage for the July OBOR conference.
Delivered Welcome China lunch event for briefing NT business
Accompanied ACFS delegation to Shenzhen on first Darwin-Shenzhen flight
Meet with Donghai Airlines in Shenzhen
Meetings with CCPIT and Foreign Affairs Office, Shenzhen
Attend Canberra Networking day and met with Minister Ciobo, CCPIT and the Chinese embassy re OBOR conference.
Spoke at conference in Hainan and delivered keynote OBOR conference
Spoke at China Ready panel event organised by Luke Gosling.
Met with Chief Minister in formal briefing along with the IBC.
Met with Francis Adamson, PM's China Advisor and former Australian Ambassador to China
Met with 70 consular officials
Attend national Board meeting in Darwin.
Invited to meet with SRCIC in October and deliver keynote speech
Participate in Reaching South conference, Shenzhen
Sign MOU with Shenzhen CCPIT
Represent ACBC at meetings in Beijing and Rizhao. Provide Shenzhen delegates with pre-departure briefing

Attend Confucius Institute OBOR lecture event
Assist with organisation of ACBC November meeting in Shanghai
Develop national reports as a member of the Thought Leadership Committee
Represent ACBC at Silk Road Chamber of International Commerce meetings and forums.

2019 PLANNING

Work with NT Government to host a trade and investment expo in Darwin in cooperation with Shenzhen CCPIT
Participate in CCPIT Shenzhen trade expo in Shenzhen
Continue participation in Chinese trade and investment forums to identify opportunities for members
Delegation participation in a regional Chinese BRI expo.

ONE BELT ONE ROAD CONFERENCE, DARWIN

This two day conference featured specialist speakers and delegates from China. This provided a more sophisticated analysis of the One Belt One Road, or Belt and Road Initiative. The conference was simultaneous translation. The conference provided a firm foundation for further Northern Territory engagement with China. This included a visit to Beijing, Rizhao and Shenzhen by the Chief Minister 5 weeks after the conference.

Conference speakers included Chief Minister of the Northern Territory, Hon. Michael Gunner, China Ambassador HE Cheng Jingye, Vice-Minister, Yin Zonghua, Vice Chairman, China Council for Promotion of International Trade and China Chamber of International Commerce, Mr. Li Zhonghang, Secretary-General of the Silk Road International Chamber of Commerce, Liu Andong, President of Sinosteel Group Corporation Limited, Yang Qing Qing, Director Research Cooperation, Chaoyang Institute for Financial Studies, Renmin University Beijing; Geoff Raby (Former Australian ambassador to China 2007-11), Hon. John Brumby (ACBC Chairman, former Premier of Victoria)

The aim of BRI is to construct a unified large market and make full use of both international and domestic markets, through cultural exchange and integration, to enhance mutual understanding and trust of member nations, ending up in an innovative pattern with capital inflows, talent pool, and technology database.

This is achieved by

- Improving intergovernmental communication to better align high-level government policies like economic development strategies and plans for regional cooperation.
- Strengthening the coordination of infrastructure plans to better connect hard infrastructure networks like transportation systems and power grids.
- Encouraging the development of soft infrastructure such as the signing of trade deals, aligning of regulatory standards, and improving financial integration.
- Bolstering people-to-people connections by cultivating student, expert, and cultural exchanges and tourism.

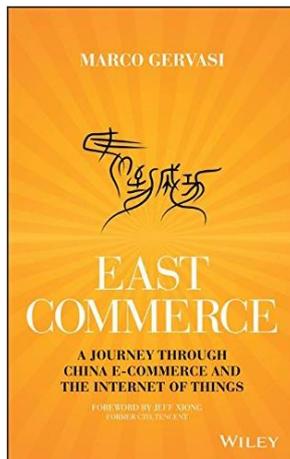
The One Belt One Road in Australia 2018 conference main messages were;

1. OBOR offers many opportunities for business and investment
2. OBOR is much more than infrastructure. Changes in e-commerce standards, tourism preferences and service delivery provide opportunities for the NT to become more engaged.
3. OBOR is actively seeking cooperation projects which involve innovation and research.
4. NT needs to be careful not to be left behind as OBOR develops. There is a danger that the ChAFTA protocols may be relegated to second place and that leaves the NT at a disadvantage
5. OBOR brings increased competition in our agricultural markets as other OBOR countries strive to meet OBOR standards
6. Investment and business proposals have a greater chance of success if they are framed within an OBOR framework.
7. The Donghai direct flight connection improve investment prospects because its more convenient to visit the NT.

ACBC NT President
Daryl Guppy

EAST COMMERCE by Marco Gervasi

Review by Daryl Guppy



E-commerce in China is not just a business or commercial tool. It has become a model for economic development and this is one of the essential differences between the developments in China and the developments in the West. The Chinese economy has very rapidly shifted from one centered around production and export to an economy driven by the internet and technology. This is in part because there is no well developed legacy infrastructure that offers a barrier to the take up and adoption of e-commerce in economic development.

It's not just a new way of doing something old – selling via the net rather than via a shop front. It's now a driver of growth. This is the core argument of this book. The research and development budgets for companies like Huawei and Xiaomi dwarf the total national R&D budget of Australia, and many other developed countries.

China cannot adopt the US model. Serving customers across China using an Amazon-like system is simply cost prohibitive. To generate Amazon's economies of scale Chinese internet companies would need to increase functions like warehousing and logistics. On this model, a Chinese Amazon would need to employ some 20 million staff. It's simply not possible.

The model has to be adapted to Chinese conditions and has resulted in a very different approach to the internet and the logistics of delivery. In Tier 1 cities services and goods are delivered within 2 hours and within 2 days from one end of China to another. This has resulted in e-commerce taking off despite the under-developed bricks and mortar infrastructure.

Chinese e-commerce is not just about scale and a duplication of Western processes. It is based on three characteristics. It first is bottom up growth. It has created a super connected world and it's extremely social. This cannot be underestimated. The US idea of collaboration and social media - best represented by the I-phone concept - is very different from the Chinese concept - best represented by WeChat. The difference between <We> and <I> is a cultural difference in the way of thinking. Shopping is a social experience.

WeChat has 600 million users. It's a smart phone-only application. It is not just a messaging application. Amongst other things, it's an on-line store front and a mobile wallet all in one. And the more users use it to buy services, goods and products then the more it becomes a social experience.

The e-commerce space is significantly advanced because it's first and foremost designed with smart phones in mind and scaled to a market of hundreds of millions.

The development of Western e-commerce is a new way to do something old. Typically we talk of disruption. In China it's the obvious way to do something new. This is innovation and that's very different from disruption which is often just a change to existing processes to make them more efficient. The outcome remains unchanged. This is why Chinese e-commerce is not just a commercial model. It's also a new model for growth. For hundreds of millions of people the smart phone is their only tool for going on-line. The Chinese leapfrogged PCs and went directly to smart phones. It's estimated that 90% of Chinese citizens are now accessing the internet using a smart phone.

Chinese consumers shop in a unique way. They demand retailers offer a more converged experience that connects their digital and physical worlds. Services are social, local and mobile.

This is no futurist book. The author uses practical current examples to illustrate how the physical and on-line world are connected in a way that creates social business and social commerce. The world he describes is a step or two beyond the way we think of e-commerce and the way we use WhatsApp and Skype. It helped me to better understand the way my Chinese friends use their phones and WeChat as part of a much broader socially interactive network.

This does two things. First it challenges us to reevaluate the way we might approach e-commerce and e-commerce opportunities for marketing into China. Secondly, it should make us reassess the way we think about the growth of e-commerce and its potential in the Western environment.

This is a very interesting read that brings together material previously inaccessible due to the language barrier. What we see in the West with Alibaba, WeChat and Tmall is just the tip of a very large iceberg.

Review from Daryl Guppy



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
10-Oct AGM	8-9 AM
28-Nov	8-9 AM

The ACBC NT will hold the AGM on October 10 Wednesday.

- The following nominations were received for ACBC Executive committee
Gloria Chang
Justin Gill
Joseph Aladin
Daryl Guppy
Kelvin Keung
Willem Westra Van Holthe
Richard Ting
Martin Kelly

As the number of nominations is less than the number of office bearer positions, all the above are declared elected to the 2018-219 ACBC executive committee. Congratulations to all candidates.

The Executive committee will elect office bearers at the AGM.

- Office bearers are:
 1. President (National ACBC board member)
 2. 2x vice presidents (one of whom may be a second ACBC board member and the other a standby member)
 3. Treasurer.
 4. 5 plus committee members

2017-2018 NT ACBC Executive

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

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

Willem Westra Van Holthe – Primary Consulting International (**Vice President**)

willem.westra@bigpond.com

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

Wei Dong - AUSTRALIA ASIA INTERNATIONAL CONSULTANTS

will@aainternationalconsultants.com.au

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

Lisa Goodhand –Wildman Wilderness Resort lisa@chinablueprint.Com.au

Annie Zhu – SmartMate annient@qq.com

Xian Li – Dept of Resources Xian.Li@nt.gov.au

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

Ex-Officio members

Wayne Fan/ Chris Mouat – 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

AUSTRALIA ASIA INTERNATIONAL CONSULTANTS Kiang Ming Tan,
jack@aainternationalconsultants.com.au

TOP END EXPRESS Lisa Zhang lisa@topendexpress.com.au

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.

China plans to lure foreign investors with US bond sale

China could offload up to \$3 billion in US dollar bonds this month, the Wall Street Journal reports, raising funds at a time of growing uncertainty for the country's markets and economic outlook. This would mark China's second dollar-bond sale in a year – the last coming in October 2017 – and its third since 2004.

The sources said that China's finance ministry plans to begin marketing the products as early as next week, with the help of a dozen Chinese and global investment banks. The bonds will mature in five, 10 and 30 years and will be a regular issuer of sovereign debt, they added.

The selling of the US bonds will help set new interest-rate benchmarks for Chinese companies and local governments, which are a key driver of China's debt issuance, said the sources. Despite recent blows to market confidence, the Journal points out that China remains an attractive borrower to global debt investors due to its hefty forex reserves and trade surplus.

China announces \$110 billion credit injection to boost economy

China's central bank will slash the reserve requirement ratios (RRR) of some Chinese commercial banks, freeing up around RMB 750 billion (\$109.2 billion) in fresh funds for the country's banking system.

The RRRs for large commercial lenders and smaller banks currently stand at 15.5% and 13.5% respectively. Both will be cut by 100 basis points under the latest move, following on from a similar-sized cut back in April.

The cut will initially release up to RMB 1.2 trillion yuan in liquidity, with RMB 450 billion of this used to offset maturing medium-term lending facility loans.

Xu Hongcai, deputy chief economist at a Beijing think tank, told Reuters that more cuts could follow. "The trade war's impact on the economy is showing. There is room for further reductions and I expect another 1 percentage point cut by the year-end," said Xu.

Investors prove hungry for Chinese hotpot startup

Chinese restaurant chain Haidilao Hotpot raised just short of \$1 billion in its Hong Kong IPO on Tuesday, after pricing shares at the top end of its range.

Stock went on sale at HK\$17.80 a piece, bringing in \$963 million in raised funds and giving the company a valuation in the region of \$12 billion, according to sources speaking to the Financial Times.

The listing offers some positivity for Chinese stocks going public in Hong Kong, which saw a summer of disappointing debuts by hopeful companies such as Xiaomi and China Tower.

According to the company, Haidilao is the fastest-growing major Chinese cuisine brand globally, posting 36% growth in the year 2016-2017. There are 332 restaurants across China, with smaller businesses in Singapore, South Korea, Japan, and the US.

Majority of US firms in China "suffering" from trade war tariffs

Caixin reports that over 60% of US companies operating in China have felt a negative impact from the fallout of the ongoing trade war between the two countries, according to a survey conducted by the American Chamber of Commerce in China.

The businesses expect this only to intensify if the Trump administration was to go ahead with his plans of slapping 10-25% tariffs on a further \$200 billion of Chinese exports.

As it stands, with just \$50 billion of goods from both countries levied, 21.5% of the 430 companies involved in the study said they felt a "strong negative impact" from the tariffs. This figure more than doubles to 47.2% if the new package is signed in.

Of the companies surveyed, US machinery, electronics, and automotives were the industries that reported the sharpest effect of the trade war. As a result of the retaliatory Chinese tariffs, US agriculture and healthcare were among those who feel the worst off.

A parallel study released on the same day by the EU Chamber of Commerce in China pointed in a similar direction. Just over half of 193 businesses interviewed hold a negative position on the US-China disputes.

China seeks WTO support for \$7 billion sanctions on US

China has approached the World Trade Organisation requesting permission to apply sanctions worth \$7 billion a year on the United States on grounds of failure to meet the conditions of an anti-dumping ruling, Reuters reports.

The move revives a disagreement started in 2013 when the US placed anti-dumping duties on Chinese exports in sectors such as metals, minerals and electronics, costing China up to \$8 billion a year.

The petition made to the WTO cited China's own data which put the damage of the duties at \$7.043 billion annually. Beijing, in response, wishes to slap sanctions of the same value on the US, as stipulated under WTO regulations.

The issue was raised during a dispute in 2016, which China won, that accused the US of using an unfair means of calculating the dumping levels by Chinese exporters. The process, known as "zeroing", was deemed illegal by the WTO.

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	
Mobile phone	

LOCATION DETAILS

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