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# AmChat

THE OFFICIAL NEWSLETTER OF THE AMERICAN CHAMBER OF COMMERCE SA | JULY 2007

## AUSTRALIA-UNITED STATES TRADE

On 13 June, Hon Warren Truss MP, Minister for Trade, released the 2007 Trade Statement. It outlined a successful year for Australia's trade, with indicators of strong performance for exports in 2007. He particularly referred to the Australia-United States Free Trade Agreement, "which came into force on 1 January 2005. While the full benefits will be realised over the years ahead, there are already positive trends emerging. In 2006, the second year of trade under AUSFTA, two-way merchandise trade grew by over 12 per cent. Australian merchandise exports to the United States grew by 8.7 per cent, after falling since 2001.

Australia's exports of manufactures grew 9.3 per cent in 2006. These gains are being assisted by the progressive removal of virtually all tariffs, including the removal by 2008 of 75 per cent of US agricultural tariffs. More than 80 per cent of tariffs on Australian goods entering the US market were bound at zero on the first day the Agreement entered into force. AUSFTA has strengthened an already robust services and investment relationship. Australia's services exports to the United States increased by 10.8 per cent in 2006.

AUSFTA has also provided access for Australian businesses to the \$200 billion US Federal Government procurement market and allowed the Government to begin work to improve access for Australian

professionals to the US market through mutual recognition of qualifications and licensing requirements. It has provided a framework for further integration of the Australian and US financial services sectors. Separately, the Australia-only

E-3 visa for professionals and their families wishing to live and work in the United States was introduced in September 2005. Since then, more than 3,600 skilled Australians and their spouses have used this visa."

*Trade Statement 2007, page 63*

<http://www.dfat.gov.au/trade/trade2007/trade2007.pdf>

## INTERNODE BOOSTS US CAPACITY

In December 2006 Internode boosted its network capacity to the US by 40 per cent, using a fully redundant route via Asia provided by Australia-Japan Cable (AJC).

Managing Director Simon Hackett said "The beauty of the AJC link to the US is that it increases our capacity by 40 per cent - with the ability to more than double it as required - and provides us with route redundancy, via Japan, so our US links become disaster-proof - able to keep working even if an entire cable system fails. It also creates new business opportunities for Internode."

## inside



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# news

## BANKSA WELCOME SCOTT NICHOLLS TO THE TEAM

The state's largest financial institution, BankSA, has expanded its Private Bank team appointing a dedicated Financial Planner. Newly appointed BankSA Private Bank Senior Financial Planner Scott Nicholls is a Certified Financial Planner with excellent technical skills and a strong commitment to delivering the best possible outcome for his customers.

BankSA General Manager Commercial and Regional Business Banking, Mr Lindsay Hick said Mr Nicholls would provide additional specialised services for Private Bank customers.

Scott Nicholls is a Certified Financial Planner, member of the Financial Planning Association and he has a Bachelor of Economics and a Graduate Diploma in Financial Planning. He has previously worked for Kinsmen Securities, as a Senior Adviser for ANZ Private Bank and an Adviser for Prescott Consultants.

BankSA Private Bank was launched in July 2005 to better cater for the under serviced and steadily growing market of wealthy South Australians. The VIP banking service offers members exclusive investment opportunities, Australia's most prestigious credit card and a dedicated expert to manage all their banking needs.

Scott welcomes you to contact him on 8424 4303, mobile 0429 694 488, nichollss@banksa.com.au



## TEA TREE GULLY MAYORAL CHARITY BALL - PROUDLY SUPPORTING THE QUEEN ELIZABETH HOSPITAL RESEARCH FOUNDATION

City of Tea Tree Gully Mayor Miriam Smith warmly invites you and your colleagues to step out and shine at this year's Mayoral Charity Ball. Themed 'Stars and Suits', guests will sparkle in Sfera's Park Suites and Convention Centre's new Starlight Grand Ballroom at Modbury

This biennial event, hosted by Mayor Smith, will take place on Friday, 31 August from 7.00pm.

To book a table or for further enquiries about the Mayoral Charity Ball, please telephone, Rita Emanuele, The Queen Elizabeth Hospital Research Foundation on 8244 1100 or email rita@tqehrf.com.au

City of Tea Tree Gully proudly supporting the South Australian Medical Research Trust for research into prostate cancer at The Queen Elizabeth Hospital.



# photos

## INTERNODE LUNCHEON – 11TH MAY



Lindsay Hick, BankSA / Doug Chapman, The Marina, Hindmarsh / Paul Flynn, Can Do 4 Kids



Jane Lathlean, Botanic Gardens Restaurant / Rosemary Tanner, UniSA / John Rice, UniSA



Ian Brand, Hills Industries / Dylan Street, Internode / Steve Bowes, Capricorn Soc Ltd



Maty Hagidimitriou, Acure / Steve Houghton, Chellmont / Laura Brooke-Smith, Acure



Don Eime, WDM Design & Advertising / Lee-anne Sparkes, Inprint / Dean De Cesare, Lane Print



Lachlan Colquhoun, Adelaide Review / Aria Colton, Spicy Brains Group

*"Let every nation know, whether it wishes us well or ill, we shall pay any price, bear any burden, meet any hardship, support any friend, oppose any foe, to assure the survival and success of liberty."*

JOHN FITZGERALD KENNEDY

# speaker profiles

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## DR DENNIS JAFFE - SA THINKER IN RESIDENCE

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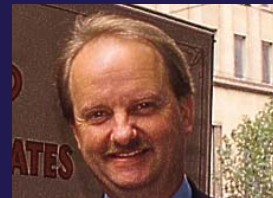
A world recognised leader in the field of family business and Professor at the Saybrook Graduate School in San Francisco, Dennis has helped families all over the world manage the personal and organisational issues that lead to successful and fulfilling transfer of businesses, wealth, values, commitments and legacies between generations. He is the author of "Working With the Ones You Love: Building a Successful Family Business".



## ALISTER HAIGH - CHIEF EXECUTIVE OFFICER, HAIGH'S CHOCOLATES

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Alister is a fourth generation Australian whose family chocolate business was established in 1915. Over 30 years he has worked his way through every department within the company to reach his current position of Chief Executive Officer. Before settling down in his role at Haigh's factory, Alister worked as a jackeroo north of Adelaide for a couple of years and also on a horse stud in New Zealand.



## PAUL MABARRACK - ORGANISATIONAL PSYCHOLOGIST

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Paul has recently completed a stint managing his family business, Mabarrack Furniture, and is now working as an organisational psychologist. Edward Mabarrack established the company in 1952 and his family still own and operate the trusted and respected name in South Australia. Paul has also held senior executive positions with other large companies, including Myer and BI-LO, both small family companies which grew into very large companies.



# speaker profiles

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## J RAYMOND MICHELL AM

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In 1950 Ray Michell (fourth generation) began working at the Michell family group of companies, a well known South Australian family business specialising in wool, leather and agriculture. He was a Director for about 40 years and Chairman for some 8 years, having progressed through the business from wool buyer to chairman - now retired! In 2004 he was awarded an 'AM' for service to the community, principally for his efforts in promoting an understanding of the dynamics of Family Business in Australia.



## CHERYLEE HARRIS

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One of Adelaide's most popular media and business figures, Cherylee Harris joined Channel 7 in 1993 as a presenter – and later co-host - on AM Adelaide, after a successful career in the modelling and fashion industry.

With qualifications in sales, marketing and business development, Cherylee has held positions with PriceWaterhouseCoopers, Gerard Industries, and the ACHA Hospital Group. Today she is a Media Advisor, Business Development Consultant and Professional Event Host.



# today's wine

## DIGIORGIO FAMILY WINES

The DiGiorgio family, originally from the Abruzzo region of Italy, settled in the Limestone coast during the 1950's. Since then they have built a successful pastoral business, and are one of the largest land owners in the region. The family turned their attention to viticulture in 1989, when they pioneered the first vine plantings on their property at Lucindale. Today, the Lucindale vineyard comprises a total of 126ha, and is a truly majestic sight, set amongst old growth eucalypts and gently undulating countryside.

Visit their website: [www.digiorgio.com.au](http://www.digiorgio.com.au)

Address: Riddoch Highway, PO Box 30, Coonawarra SA 5263 Tel: 08 8736 3222

### 2005 SPARKLING PINOT NOIR CHARDONNAY

Early harvest to preserve delicate fruit characters as well as naturally soft acid and the use of traditional bottle fermentation technique, have resulted in a delicate yet complex aperitif style wine.

### 2006 LUCINDALE CHARDONNAY

The best parcels of Chardonnay from the Lucindale vineyard are reserved for this wine. A very restrained use of oak and partial use of malo-lactic fermentation, giving depth and complexity while preserving the delicate fruit aromas and subtle mineral character, which makes great chardonnay.

Drink now or leave to develop the rich nutty and honey characters. Previous vintages show the wine to age slowly and retain fruit characters even several years.

### 2003 COONAWARRA CABERNET SAUVIGNON

The soft approachable structure and ripe sweet fruit characters have been derived from a combination of Coonawarra's cool climate, the very mature vines from which the fruit was harvested and the softening effect of the traditional open top fermenters used. Time in the bottle will see even more complexity with the development of cedary and violet like characters.



# profiles

## HOOKED ON HIRE - "UNDER THE SEA" GALA DINNER AND AWARDS NIGHT



In May, the Hire and Rental Industry Association held their Gala Dinner and Awards Night at the Hyatt Regency. Staging Connections were asked to design theming for the event.

The challenge was fitting 410 guests, room decorations, three project screens, stage, backdrop, balloon bubbles to name a few into the Hyatt Ballroom.

The theme was based on the colours and movement of the ocean. Starting with an oceanic backdrop with 'moving water' light effects, they used textured linen in shades of blue and green, and tables with fishbowls filled with sand and shells, coral and starfish. Balloon bubble strands extending to the ceiling gave guests the feeling of being at the bottom of the sea.

"I congratulate Staging Connections and the Hyatt on their attitude to client satisfaction. It was refreshing to receive service from people who are proud of what they offer and go out of their way to ensure the client is happy", said client, Jackie Gomi, Conference & Exhibition Manager, HIRA.

For your next event, contact Event Stylist, Narelle Hopkins on 8159 9100 or Event Staging Manager, Jacquie Ball on 8238 2331.

# upcoming events

## WINE NETWORKING SEMINAR - HYATT REGENCY, MON 30TH JULY, 5 - 7PM

Want to hear from five incredibly interesting, opinionated and passionate professionals in the global wine industry who are in town for the 13th WineTech Conference?

### SHORT PRESENTATIONS FROM:



#### **Clark Smith - Vinnovation Inc (USA)**

"The Mysterious Interactions between a Wine and its Environment"



#### **Dan Berger - Vintage Experiences (USA)**

"Australian Wine as a Social Lubricant in Australia-US Relations?"



#### **Jane Robichaud - Tragon Corporation (USA)**

"Cracking the Consumer Code"



#### **Greg Jones - Southern Oregon University**

"Climate Change & the Consequences for the Global Wine Industry"



#### **Doug Adams - University of California Davis**

"Understanding, Appreciating & Enjoying the Health Benefits of Wine Tannins".



### BUSINESS LUNCHEON

STAMFORD PLAZA, FRI 3 AUG, 12.00 - 2.00PM

#### **Professor Robert B Reich -**

Professor of Public Policy, Goldman School of Public Policy, University of California at Berkeley



FRI 17 AUG

HON ALEXANDER DOWNER, MP  
MINISTER FOR FOREIGN AFFAIRS