

INDO-AUSTRALIAN

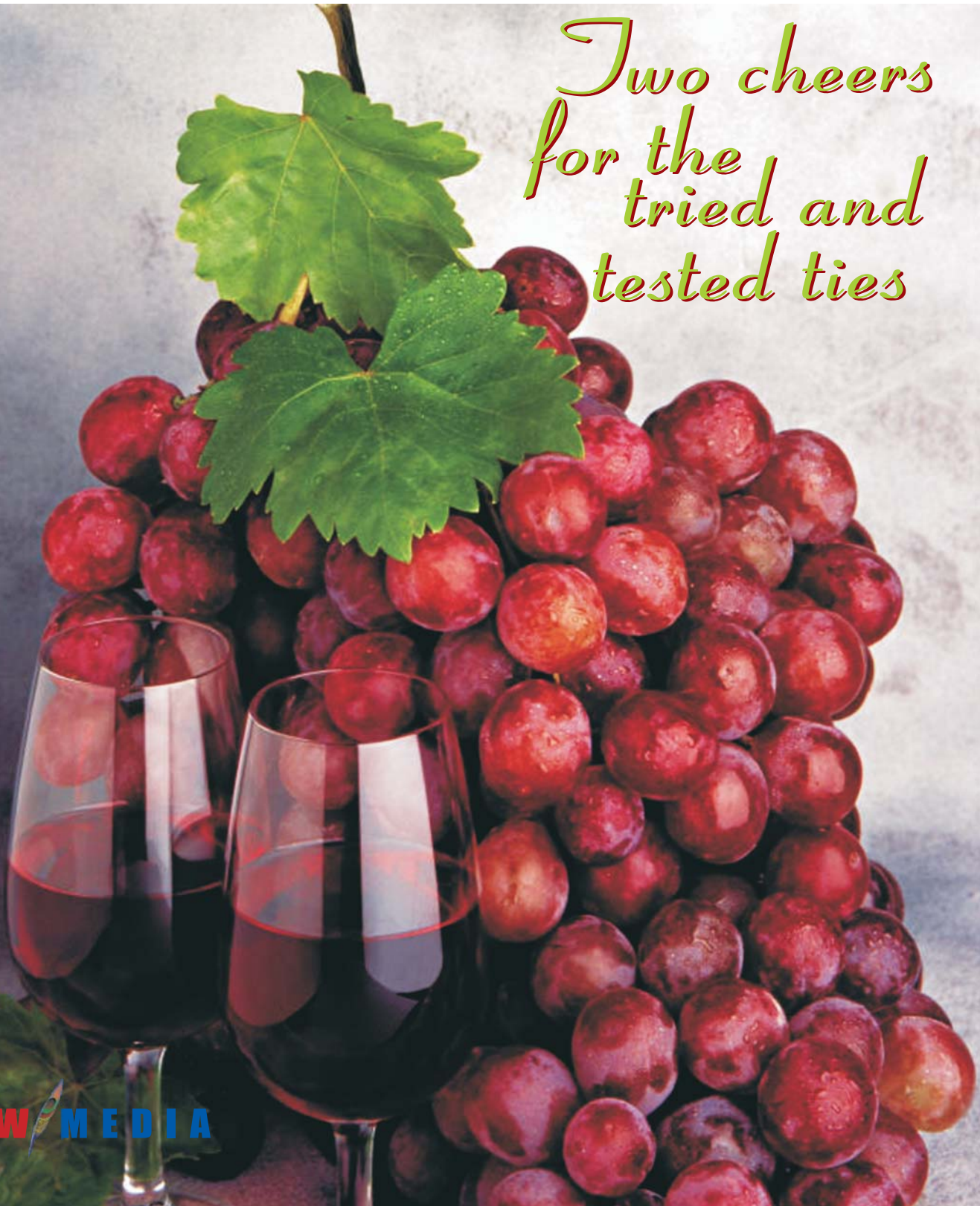
B U S I N E S S

The Business Magazine for Indo Australian Region

Nov-Dec 2004 Vol.1 Issue 6

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Issue n This

Face-to-Face

'Flock to Adelaide'
- Call to Skilled Migrants
- Hon. Mike Rann



06

09



Sydney has a Special Charm
- Hon. Bob Carr

Exclusive

Interface

Karnataka Ready for a Springboard Jump
- K. Shankaralinge Gowda



10

14



And the Wine Maker Narrates...
- David Hickinbotham

High-Spirits

Media

Energy Publications: A True Guide to Australian Energy Resource
- Shaun Smith



26

28



IMME 2004, A Remarkable Global Event of the Year
- Michael Moignard

Event

Sports

Triple 'A' For Albion
- Byword For Cricket Safety
- Ross Barrat



42

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**Dear Readers,**

Greetings. It is indeed a rare honour for a magazine to receive letters of appreciation from readers as distinguished as the premiers of two Australian provinces. We feel elated at receiving two separate letters from Hon. Mike Rann, Premier of South Australia and Hon. Bob Carr, Premier of New South Wales. And as an icing to the cake, comes a pat from Mr. Raymond Garrand, Chief Executive of the Department of Trade and Economic Development (South Australia). We earnestly thank all three of them. We at New Media are truly inspired and as publishers of Indo-Australian Business, rededicate ourselves to the task of building an everlasting bond between India and Australia. It is the festive season and the best time of the year to raise our glasses in toast to the tried and tested ties between India and Australia and say cheers. It is on that note of high spirit; we take you on a refreshing drive to the Sirromet Winery at Mount Cotton with Shaun O'Dowd. David Hickinbotham, Director of ARH Australian Wine Company, makers of the famous Paringa wines, talks about the topic he knows best, namely wine-making. To make the matters heady, we have a feature on the wines of South Burnett in Queensland. When the wine is flowing, can the food be far behind? We have a detailed article on the Australian cuisine and the diverse delicacies that the growing food industry of that country offers to discerning gourmets. Deviating from the beaten track of business reporting, we offer interviews with two noted Australian writers - Kate Grenville and Peter Goldsworthy, who were in this country recently for the launch of their novels by Penguin India. While Grenville admires Arundhati Roy, Goldsworthy fondly remembers R.K. Narayan's *Malgudi Days*. On matters more serious, Anthony Donnellan and Phillip Martin, investment managers from Invest Australia talk about opportunities existing in the field of oil and gas exploration in Australia. We also carry an interview with Shaun Smith, Director, Energy Publications, Oil & Gas Australia, which is a comprehensive guide to energy resources. Pratap Arora, an agribusiness consultant representing Victoria Chemicals, talks about his company's Drying Oil which has found a huge market in India. Then we feature Deep Scenes, manufacturer of the Titan range of equipment used for exploration of life underwater, which is looking for an Indian partner. We carry a feature on International Mining & Machinery Exhibition (IMME) 2004 held in Kolkata, where Michael Moignard, Senior Trade Commissioner (South Asia) at Australian Trade Commission talked about globalization of the mining industry. South Australia Premier Mike Rann invites skilled migrants to Adelaide, which also provides the best learning environment. We carry a report on the brand marketing strategy called Study Adelaide. On education, we also have a write-up on RMIT University of Melbourne, which has as many as 8,000 foreign students. Australia, the world's number one in cricket also offers the best of sports gear. Ross Barrat, GM, Sales & Marketing of Albion C & D, manufacturer of cricket helmets, talks about the popularity of the company's products and its plans for India. On tourism, we have Sydney and Queensland to offer. One area which is highly developed in Australia is the IT sector. Australian Computer Society Chairman Kumar R. Parakala talks about ACS and its links with global groups. Nearer home, K. Shankaralinge Gowda, Secretary, IT, Karnataka tells us about a program to prepare the youth for the BPO sector. Overall, the current issue is a delightful mix of diverse topics.

We extend a warm welcome to the AUSTRADE Managing Director, Mr. Peter O'Byrne to India.

Wish you Happy Reading

A handwritten signature in blue ink, appearing to read 'Satya Swaroop', with a long horizontal flourish extending to the right.

Satya Swaroop

Managing Editor

satya@newmediacomm.biz

Bold new brand for the Gold Coast

The Gold Coast is reinventing itself through a \$2.6-million campaign, which was unveiled in early November. Featuring a series of highly stylised illustrations, smart animation and a swinging upbeat soundtrack, *"Beyond the Sea"*, the campaign showcases the vibrant lifestyle of the Gold Coast, including fun, sophisticated experiences at the beaches, spas, golf courses, rainforest, and more. The "Very GC, Very Gold Coast" brand provides a more updated image of the region, which boasts exclusive resorts like Palazzo Versace, as well as stylish shopping and dining facilities and award-winning restaurants. Gold Coast Tourism will reveal components of the campaign over the next four months, and will launch it fully by March 2005.

Baby dolphins make a splash at Tangalooma

Two dolphin calves have been added to the growing family of wild bottlenose dolphins at Moreton Island's Tangalooma Wild Dolphin Resort. Born to Shadow and Tinker bell, both favourites at the resort, the babies have made regular appearances at Tangalooma's nightly dolphin feeding programme, much to the delight of resort guests.

The Tangalooma Wild Dolphin Resort has been hand feeding wild bottlenose dolphin since 1992 under a permit issued by the Environmental Protection Agency. Since the inception of the programme, overnight guests to the resort have the chance to hand-feed these wild dolphins in their natural environment -- an experience that cannot be replicated in any marine park.

A well-packaged deal from Queensland

Queensland has always been an attraction for tourists. It is offering a packaged deal for them in this season, along with a new brand image revamped with the Gold Coast tourism's introduction of the "Very GC, Very Gold Coast" brand attractions in Tangalooma and the biggest hot air ballooning in Cairns. Here is a lifetime experience stored for you. So, come and explore...

Now, with the birth of the two dolphin calves, overnight guests can have the opportunity to see the development of the babies while gaining an insight into the relationship between the mother and the calves.

Tangalooma offers a wide range of other activities, including pelican feeding, snorkeling, quad biking, sand tobogganing and more.

World's biggest hot air balloon in Cairns

Hot Air launched the world's biggest hot air balloon this month, flying daily, with sunrise balloon tours departing from Cairns to the seaside town of Port Douglas.

The new spectacular hot air balloon is as large as a 12-storey building and can take groups of 20 at a time. It will join Hot Air's current fleet of ballooning itineraries for





Mike Rann

'Flock to Adelaide' Call to Skilled Migrants

The various provinces in Australia have huge potential for doing business with India. Recognizing this fact, there were a series of visits by Australian delegations to India this year. These included the visits of the Premiers of Queensland, South Australia and New South Wales. In the previous issue we had carried an interview with the Queensland Premier, and in this issue we have the interviews with the South Australian Premier, Hon. **Mike Rann**, and the NSW Premier, Hon. **Bob Carr**.

In the following interview, Hon. Mike Rann shares his thoughts with *Rojita Padhy* about India in general, the purpose of his visit, the potential areas of collaboration, and the advantages of South Australia.

This is my first visit to India and my connection to this country goes back to my study days when I had learnt about the Indian history and politics. However, I never had an opportunity to come to India. Therefore, I have decided to visit India every year. India and Australia have been great friends for many years and allies for a long time. To explain Indo-Australian relations in a few words, I can say, both are great friends in peace and great rivals in cricket and both have mutual respect as the friends of cricket.

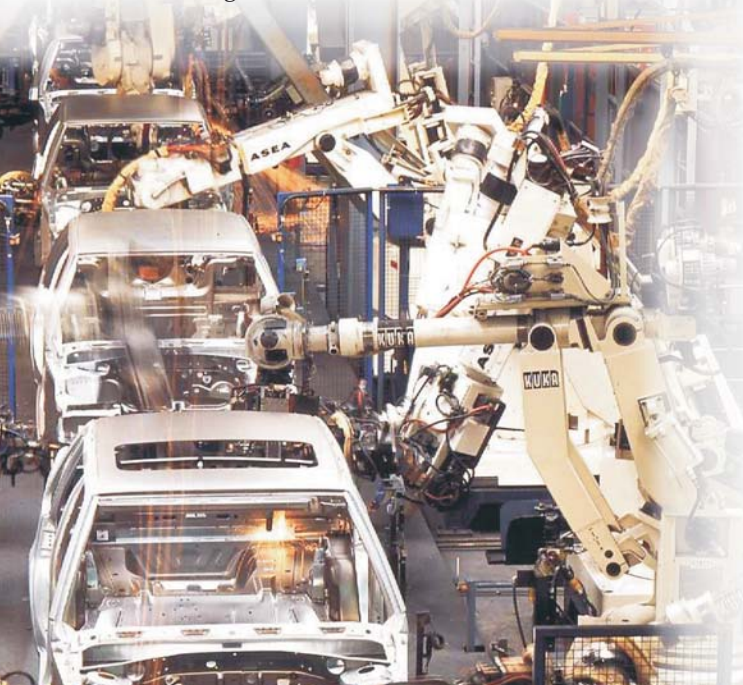
Australia's economy is booming, and we know that India is waking up as an economic giant. This is a consultative effort by leaders in Australia to engage with India through mutual benefits. We have many Indian migrants in Australia and across the nations.

However, Sydney is fully populated with immigrants and the NSW Premier says they cannot take more; so I welcome you to South Australia. We are a state, which in land area is three times the size of Germany, twice the size of Spain and one and a half times the size of Texas, but have only one and half million people.

In Adelaide, we have the Defense Electronic Center of Australia. We have been getting 30% of the defense contracts mainly in the areas of manufacturing submarines and aerospace equipment. We are also the wine center of Australia. We export more wines to France, Italy and the US. We have beaten France in selling wines. We are also looking at the Indian wine market to introduce our wines. We export one million bottles of wine a day in Adelaide. We are also very strong in agriculture -- pulses and wheat and grains. We are also the largest manufacturers of cars in Australia, which is about 50% of the total production. So I intend to put South Australia in the radar of Indian business.

We just had some good news when the national economic report came out; SA is going to get a record number of people in jobs in history and it has the lowest rate of unemployment in nearly 30 years. My government has been given the AAA credit rating. KPMG has done a survey of 98 cities around the world and in the survey Adelaide came first in the Asia Pacific region and Australia as a place to invest in. It came also third in the world for cost effective business competitiveness in areas such as plastics manufacture, automotive manufacture, multimedia, web design, software development, food processing and many other areas. Therefore, I think we are here to introduce South Australia to the business leaders in India.

Also, we are here to do some other things. We have three excellent universities, and we are known as the education capital of Australia: The University of Adelaide, Flinders University and the University of



South Australia. Adelaide and Flinders are very strong in mainstream, environmental sciences and law and the University of South Australia is strong in IT and engineering. We have come here in India to encourage students to study in our schools and colleges. Two proud fathers, who are business leaders here, came up to me during a party in India and said his sons had studied in the high schools in Adelaide. The thing that they were happy about was world-class education and very safe, welcoming and multi-cultural community. The other thing that is unusual is that, whereas Sydney is full with people, we lack in population. That is why we are crying out for people, migrants who are more skilled, more business-minded and are professionals.

Millions of people try to get into Australia every year, but not all of them can enter because of the federal government's regulations. There is something called the Point System. You have to get certain points to achieve that stage to get into Australia. The Federal government, recognizing that there are some areas in Australia that are full but some are left with less population, has changed the rules for business migrants. Therefore, if you choose Adelaide for migration, then you achieve 120 points. Hence, it is better to choose Adelaide, which is under-populated with a strong economy. I am here to conduct three migration-related seminars in Chennai, Bangalore and Mumbai. The response has been very nice. Also, we have introduced our wine here. We are No. 1 in the UK and the US and we have come here to India to become No.1 in wine selling.

As you mentioned about SA wine, how do you propose to promote it in India?

We have just been having a series of wine testing seminars here. Any nation that wants to attract tourists to visit it should have excellent standard wines in their international hotels, whether it is in Mumbai, Rajasthan, Delhi or any other place. So, the people who came to attend functions here were hoteliers, restaurateurs and wholesalers. Because, not only the

Indian people but also the millions of visitors who visit India love to have wine. However, it is quite clear that the taste in India is changing. We are trying to introduce Australian wines in India. We also have been successful in changing the taste of the people of Japan. They were not wine drinkers 20 years ago. Now they are. Also the Korean people; they too have become more sophisticated wine drinkers. Wines and sophistication go hand in hand. Therefore, the best way is to taste. We intend to create taste among the Indians for our wine as we did in the UK and France.

What cultural similarities -- or differences -- do you see between India and SA?

Australia is a multi-cultural country with the maximum migrant population in the world. We celebrate people's different religions. I am a migrant and I came to Australia at the age of 24. People asked me at the migration Seminar how do they know that migrants could do well. But I feel that I have done pretty well and I am the premier now. One of my predecessors was born in South Africa and his predecessor was born in Fiji. Therefore, if migrants have energy, spirit, talent and commitment, then there is nothing that can stop them. Australia, particularly South Australia, is a land of opportunities.

India and Australia have been allies in wartime and in peacetime. We have had a colonial British heritage. Both countries believe in freedom and family values. We have seen examples like Bangalore, which has transformed itself with commitment to IT. The one big difference of course is in population. I have met the chief ministers of states that are much smaller in land area but have a large population base. The thing that impressed me was Mumbai's energy, its dynamism. One of the things that we are going to do in this trip is to introduce our film industry to yours in a seminar. Ours is the birthplace of the Australian film industry. We produce many feature films. One of our pictures has received the US Academy award. We have also expertise in post-production facilities, sound effect,





special effects and animation. A number of Indian producers are planning to come down to shoot films in South Australia. Among joint collaborations, Last Samurai, Harry Potter, Lord of the Rings and James Bond are examples of the movies shot in SA. Therefore, we are trying to bring people together.

You have announced that you will be coming to India every year...

Yes, I have made a public announcement and I am coming to India twice next year. My partner is an actress and she and I are coming to Rajasthan for shooting in December next year.

Potential areas of India and South Australia for collaborations...

I had a good meeting with the Chief Secretary of State in Mumbai, because the Chief Minister has not yet been decided. I also met the CMs of Tamil Nadu and Karnataka. But here in Mumbai there was a very good presentation by the state government on water technology in which we have world-class expertise. We are the dry state and the driest continent in the world. At the same time, we are very fertile; we export the water management technology to the Middle East countries, and this could be a good way for both of us to collaborate in sectors like water recycling, water cleanliness and waste disposal. The other areas could be in agriculture. We have three excellent centers on agricultural science and plant genomic. We have WAIITE, which is a Triple A rated institute, along the center in London. These were being discussed with the secretary. Wine and education are two fields where we both could collaborate. IT, investment in minerals and biotechnology also could be the potential areas of collaboration.

Do you also plan to sign any MoU during this visit?

Not at this moment. This is just a preliminary visit for us. MoUs may sound good but do not mean that much

always. I am here to introduce our business people to business people here and this has nothing to do with the government.

We have been sending our trade delegations to visit a number of places in India. A delegation has come from the Adelaide Chamber of Commerce to meet the Indo-Australian Chamber of Commerce. Chennai, Bangalore and Mumbai are going to be in high priority. I am going to put India on the radar of companies in Australia and put South Australia on the radar of companies in India.

Any Message?

Just that we look forward to welcoming your children to study in our universities and schools. We look forward to welcoming skilled migrants as new citizens of our country. We also look forward to more and more Indians as tourists to visit our state. We have glorious beaches and a varied land structure. We do not see many Indian tourists so we expect them to come here. Engineers, professors and doctors from India are most welcome. In addition, SA is the home of Donald Bradman, the great cricketer. His test average was 99.94, Greg Chappell, Ion Chappell all have helped me in coming here. We are rivals in the cricket field, but we need to embrace each other in business as Australians.





Hon. Bob Carr

Sydney

has a special charm

During his recent visit to India, the Premier of New South Wales, Hon. Bob Carr, shared his views on various topics like Indo-Australian economic relations, the purpose of his visit, and advantage NSW, in an exclusive interview with Satya Swaroop. Excerpts.

We had a successful visit to India. The recent trend has helped in transforming India as an economic power. Australia could also be a part of this process. Right now, we are the eighth investor in India. And Australia is the third destination for the Indian students studying abroad. But we think India still has to do a lot about its infrastructure, water, land and tourism management. Co-operation in television, film production and education are also essential. We would be extremely happy to help India wherever they require. NSW is supporting India to prepare for the Commonwealth Games 2010. We want to share our experience in smoothly conducting the Olympics with the Indians. As you are aware, the Australian Olympics of 2000 has been one of the best so far. Security, ticket sales, hospitality, infrastructure and organizing the city, all these have to be monitored properly and we would love to share that detail.

I would also like to share the potential sectors of NSW where India and our state could collaborate. This

includes ICT, infrastructure, water and land management, tourism and education. I promoted the courses given by the NSW universities in India this time during the visit as well. While discussing about the advantages of NSW, I must mention about Sydney, which is considered as the financial capital of Australia. Sydney has 70% of financial services, banking and regional headquarters. It is the place to do business. We welcome Indian businessmen to come to Sydney for the CeBIT conference in May and in future for furthering business. We are celebrating the IT development and India promotion activities in June. In late August, the Forbes conference is to be held in Opera House. These are the three opportunities for the Indian businessmen to experience Sydney. More specifically, we are launching a major promotional campaign for the Indian tourists, which will lead up to the ICC super series in Cricket Test match next year. Therefore, these are the four big events happening.

In reply to a question on the growing interest of Australia in India, with reference to the visits of the premiers of different Australian states this year, he said, "India is the flavour of the month. All business people are conscious about India's economic transformation. And they all want to do business with India".

Clearly mentioning that the purpose of his visit is to promote NSW opportunities in India, he asked the Indian business community to think about Australia and when thinking about Australia, to start with Sydney.





Karnataka Ready For A Springboard Jump

K. Shankaralinge Gowda, Secretary, Information Technology, Science & Technology, Government of Karnataka, has behind him an illustrious experience of working in government departments and organisations. In an exclusive interview with **G. Biju Krishnan**, he talks about the state that exemplifies progress in IT and has set the pace to grab IT investment. He also speaks about the newly introduced B-SAT programme for the BPO-inclined youth, and much more.

Karnataka was the first Indian State to announce a well-focused IT policy, way back in 1997, and followed it up with the Millennium IT Policy, with the avowed objective of maintaining the pre-eminent position of Bangalore in the field. Now what investment incentives are being given to entrepreneurs, both existing and prospective, to help attain this objective?

The IT capital of India is by itself the investment incentive, which the entrepreneurs give to themselves. From the government side, we have pulled out all the plugs and welcome with open arms IT investment into the state.

Today Bangalore is among the world's most sought-after IT cities. There is tremendous pressure on the city's infrastructure from the fast growing BPO industry. What is specific on the government agenda for this city in the near future?

We realise that Bangalore needs to pull up on the infrastructure front. The city stakeholders have plans for the next 20 years. We are geared up to meet the infrastructure needs for the fastest growing city of Asia. The topmost priority is of course maintenance and upkeep of arterial roads, power, connectivity and public transportation.

One of the problems highlighted at a recent NASSCOM summit in Bangalore was the likely shortage of IT professionals to meet the growing demand from the BPO industry. What steps are you taking to create a low-end cadre in terms of education and training to retain the supremacy of Bangalore as No.1 BPO destination in the world?

We have begun with B-SAT programme involving BPO

skills assessment test of the employable youth, wherein those with aptitude for BPO jobs would be trained at a subsidised cost. This programme would be implemented in association with HR experts from the BPO field.

Bangalore is also very lucky to have companies like Infosys and Wipro, which have a social conscience and are ready to fund government programmes meant for public good. Have you thought about schemes involving large private capital investments in public projects like school, colleges and IT training institutes?

I would say that Bangalore is lucky to have a strong academic base with a number of privately owned schools and colleges. In fact, this has been the strongest contributory factor for the growth and development of knowledge-based industry in the state. We would definitely welcome companies taking up CSR in ameliorating the living conditions of the deprived sections.

The economic policies of the Union Government, with Dr. Manmohan Singh as Prime Minister and Mr. P. Chidambaram as Finance Minister, is making every effort to give reforms a human face, which is also one of the objectives of your Millennium IT Policy. How do you plan to dovetail your programme with those of the Centre?

The economic reforms in India have come with a human face aiming at liberalisation, competition, more purchasing power, low price, affordability by the consumer and the overall development of society. These objectives were kept in mind while designing the Millennium IT Policy and the results of such a policy are there for every one to see, especially in Karnataka.



The added feature of the IT policy is to work towards a smart governance for transparency and accountability by the government functionaries and improving the delivery mechanism for the citizens which has been hailed by one and all.

How far are your efforts successful in promoting IT business with non-English speaking countries, both in the east and the west, such as the Latin American countries with immense potential for growth in the IT sector?

We have not been very successful in the past in promoting IT business with non-English speaking countries in spite of our best efforts. This is obviously due to the fact that we have language barriers. We are doing business with the US and Europe primarily because of the common factor of the English language. Off late, however, efforts are being made in promoting IT business with Germany, Italy, France and Brazil (Sao Paulo).

What fresh incentives are you proposing to offer in order to attract more and more NRI and foreign IT companies to set up business in Karnataka?

We propose to replicate the IT developments made in Bangalore in other cities such as Mysore, Mangalore,

Hubli, Dharwad, Gulbarga and Belgaum. These secondary cities need to catch up with the IT development, and to attain this whatever is necessary from the government shall be done. Our aim would be to see similar IT development taking place in the secondary cities in the next five years.

Karnataka is also in the forefront in using IT in promoting primary education, basic health facilitates and women's empowerment. Could you give us details of what you have achieved in these fields?

The Millennium IT Policy of the state government aims at taking IT to the 'Common Man', utilising IT tools in eradicating poverty, providing employment and empowering women. The government has introduced self-help groups for the women, called the Mahithi Sindhu Programme, especially in schools in the rural areas, wherein computer labs are set up. Also, Yuva.com centres have been set up in all the assembly constituencies, under which over 1.5 lakh educated youth are given computer training at a subsidised cost. There is a separate Department of e-Governance for computerisation of government services in various departments to improve the state's delivery mechanism and reflect a picture of smart governance.



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ACS: Building Bridges With Global IT Groups



Kumar R. Parakala

The Australian Computer Society (ACS) is Australia's prestigious association of professionals from the Information & Communication Technology (ICT). Founded in 1966 with the mission of advancing professional excellence in the IT sector, the Society's main objective is to promote the development of Australian ICT resources. With more than 16,000 professionals as its members, ACS is the world's largest computer society. Besides providing an active platform for its members it enables them to participate in the activities of global bodies. ACS has entered into reciprocal agreements with a number of overseas computer societies including the Computer Society of India and Infosys Technologies (India). In an interview with **Indo-Australian Business**, ACS Chairman **Kumar R. Parakala** speaks about the Society's operations and the potential of the ICT sector in Australia. Excerpts:

Tell us something about Australian Computer Society and its operations?

ACS is the peak body of IT professionals in Australia. ACS has the largest ICT professional membership in the world after Singapore with 15,000 members. We have the highest per capita professional members in the world. We follow strict membership standards and as result, we are highly regarded by employers and their staff as a professional benchmark.

What was the purpose of your visit to India this time?

I visited India with the Premier of NSW to build relationships with the Indian ICT industry and professional bodies, particularly NASSCOM, CSI and global ICT companies of Indian origin.

Discuss Australia's IT capabilities.

Australia is a leader in the skills relating to IT Project Management, Risk Management, IT Governance, Business Analysis and effective use of IT for delivery of business outcomes. I would like India and Australia to collaborate in these areas.

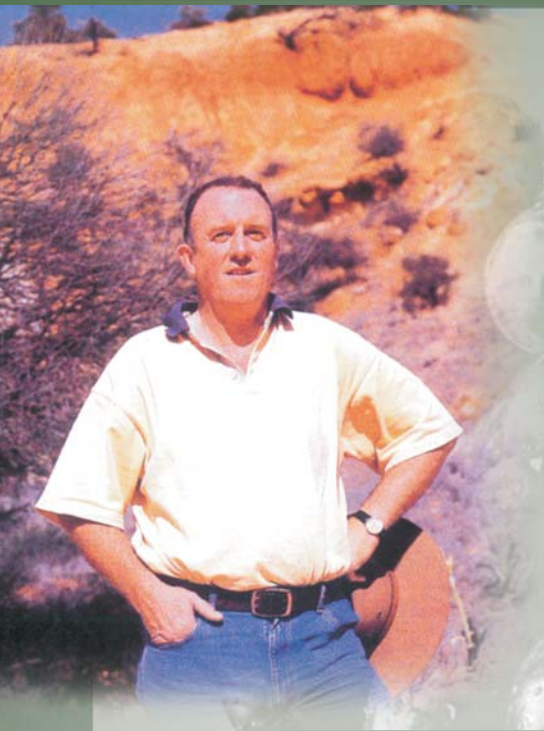
Could you name a few of the most prominent events organised by ACS?

ACS will be running the SEARCC 2005 conference in September 2005. SEARCC stands for South East Asian Regional Computer Confederation and has 12 countries as its members including India. We provide accreditation of IT programs in Australian Universities. We assess and



certify the skills of ICT professionals in Australia and those who are interested in migrating to Australia. We are the most influential lobby group in the ICT industry with 75 per cent of media coverage compared to similar professional bodies. We organise regular seminars and forums with global ICT leaders. We organised a forum with Sameer Bhatia of the Hotmail fame last week.

◆◆



And the Wine Maker Narrates...

ARH Australian Wine Company Pty Ltd, the makers of the famous Paringa wines is considered one of the biggest producers of wines in South Australia. Below is a piece of personal note shared by its Director, **David Hickinbotham** with **Indo-Australian Business**.

Perhaps you would allow me to mention some history. My family has been involved in the Australian wine industry for over 60 years. In 1936, my grandfather, Alan Robb Hickinbotham, was responsible for establishing the Oenology winemaking course at Roseworthy Agricultural College, South Australia.

In 1972, my father and I established a vineyard thirty kilometers south Of Adelaide, in the foothills of Clarendon. Wine from the 1976 vintage won acclaim at the Australian National Wine Shows with four gold and one silver. The wine was bottled at 14.5 baume, 15% alcohol volume. We did not have sufficient funds to put the wine into oak. As an oddity, it predated the unwooded Chardonnays by nearly twenty years.

At Clarendon, we have eighty hectares (200 acres) planted with red varieties - Cabernet Sauvignon, Shiraz, Merlot and Pinot Noir, Cabernet Franc and Grenache. The white varieties are Chardonnay, Sauvignon Blanc and Semillon.

In 1997, **Shiraz grapes** from the Clarendon vineyard were selected for Grange Hermitage. With further plantings this year, we will produce approximately 1,000 tonnes when vines fully developed. We understand the 2003 Shiraz, Cabernet and Chardonnay are particularly well regarded. In 1995, our family

purchased 716 hectares (1,760 acres) in the Riverland. The Paringa vineyard is located near Renmark on the River Murray. At **Paringa**, to date, some 350 hectares (approximately 900 acres) have been planted, comprising **Cabernet Sauvignon, Shiraz, Merlot, Colombard, Chardonnay and Ruby Cabernet**.

The 1998 harvest was 700 tonnes, 1999 - 3,000 tonnes, 2000 - 4,500 tonnes, 2001 - 4,200 tonnes, 2002 - 4,300 tonnes, 2003 - 4,200 tonnes, 2004 - 5,000 tonnes, growing to 8,000 tonnes from current plantings, when vines fully developed. At that point, we have a further 330 hectares (800 acres) available to plant.

For some three years, we have been working at growing grapes on the Finnis River, some thirty minutes south of Adelaide. The Finnis is the second largest flowing river in South Australia, and flows into the Lake Alexandrina river system, the bottom party of the River Murray system.

We were attracted to the good loam soils and large trees, similar to Clarendon, whilst rainfall is 21" versus 32" at Clarendon. The Finnis is still flowing (fed by natural springs) well into our summer. Late in the afternoon, a south-southwest breeze comes in which is a cooling maritime influence. The land is well protected, and flows to the river.

We are interested in establishing a first-rate vineyard on the Finnis River and have looked at soil pH, salt and other constituents. The anticipated tonnage for 36 hectares (90) acres would be approximately 400 tonnes. 162 hectares (400 acres) would yield 2,000 tonnes.

Long term, we have a potential output of:

Clarendon	Paringa	Finniss
200 acres	900 acres	400 acres
1,000 tonnes	8,000 tonnes	2,000 tonnes

We could further develop Paringa with an additional 330 hectares (800 acres).

We are of the view that in any shakeout the wineries already have worked out what growers they will drop off. Whilst we have secure contracts and rights to make a certain percentage into wine in our own name (Paringa Vineyard in the first year made Lindeman Bin 50 and Bin 65 for export) it seems it would be wise to have our own wine making and distribution system.

The final part to a three-part equation is Boar's Rock Winery, established 1998 vintage by Mike Farmilo (ex-Southcorp, twenty years) and Rob Hunt (Agriculture and Adelaide Bottling Company).

We understand their business currently crushes 6,000 tonnes, which will increase to 12,000 tonnes and will primarily offer:

- Crushing facility for growers who have on sold juice to one of the four large wineries. Boar's Rock are providing additional capacity to the wine industry.
- Winemaking on a small, boutique scale for people like ourselves.
- Barrel store and wine handling.

We had 13 tonnes (approximately 900 cases) of Cabernet from the 1998 vintage made into wine by Boar's Rock. At that time, Rob Hunt and Mike Farmilo were knocking on

doors, so our early support has been appreciated. From the 2001 vintage, we had over 500 tonnes crushed at Boar's Rock, and the 2003 vintage was 1,100 tonnes. 2004 vintage we will crush 1,500 tonnes. The response in the United States to our 2001 Vintage Paringa Merlot, Cabernet Sauvignon and Shiraz has been overwhelming. 2002 was a repeat of 2001 vintage. In 5 months last year we shipped 85,000 dozen.

As well, we have connections with Roman Bratasuik and his Clarendon Hills label. We supply approximately one-quarter of the grapes that go into the Clarendon Hills labels. Roman has used the name Hickinbotham Vineyard to designate wine from our vineyard. The recent Parker scores for the Clarendon Hills 2001 and 2002 vintage wines have been very good.



WINERIES IN QUEENSLAND

Known for its golden beaches that stretch for miles, its emerald rainforests and a reef that dazzles like diamonds, Queensland's burgeoning wine trail remains one of the state's best kept jewels.

This industry is slowly but surely gaining local and international recognition, with overseas exports increasing, particularly to international markets seeking premium quality boutique wines.

Queensland wines are very distinctive. They are lighter, crisper and fruitier specifically created to suit Queensland foods and its relaxed outdoor lifestyle. It is these special qualities that are attracting wide attention and have led to a recent upsurge of Queensland winemakers entering both local and national shows and winning awards.

The wineries in the Coastal belts of Queensland

Gold Coast

The Gold Coast hinterland, situated half an hour from the Gold Coast and an hour from Brisbane, is a spectacular wine region featuring boutique wineries and vineyards.

It encompasses the cooler climates of Mount Tamborine and Springbrook, through to the milder climates of Albert River and Canungra Valley and boasts an array of grape varieties. These range from Verdelho, Chambourcin and Semillon, through to Merlot, Cabernet Franc, Shiraz and Chardonnay.

Many of the cellar doors offer superb restaurants, cheese tasting, gourmet picnics and winery and vineyard tours.

One of the region's better-known wineries is Albert River Wines, which has won over 30 national and international medals in less than five years.

Located alongside the Tamborine House homestead, the winery is housed in an old colonial-style building formerly known as the Auchenflower House.



The Bladin family, which owns and operates the winery, purchased the building from Brisbane, relocated it in the village of Tamborine, and restored it to its former glory.

Besides its award-winning wines, Albert River Wines is also popular as a venue for weddings and other special functions.

Wineries in Sunshine Coast

The Sunshine Coast, an hour's drive from Brisbane, is a geographically stunning wine region where you can enjoy a glass of wine on a verandah overlooking the vineyard, in a cellar door, in a cottage or even by the harbour.

All are boutique vineyards where grapes are handpicked and hand-pruned to produce premium award-winning wines.

One of the most unique cellar doors is The Little Morgue Winery.

Attracted to the fast growing wine industry in Queensland and particularly the Sunshine Coast, Hannah and Michael Van der Merwe moved to the region in 2001. While looking for an interesting location for a new winery, they stumbled upon a much-neglected funeral parlour that was up for sale.

Within a year, the Van der Merwes transformed the morgue into a unique and attractive cellar door, complete with an outdoor dining area with a fountain and gardens.

The building style is Gothic, with wrought iron throughout and stained glass windows. The cellar door, originally the chapel, has high vaulted ceilings and a viewing platform into the winery operations below, while the lower level where bodies used to be stored prior to the funeral services is now a cellar with a constant temperature of 18 degrees.

Even the wines reflect the quirky background of this cellar door, with names such as Dead Dry, Slightly Chilled and Rest in Peace.





The wines of South Burnett

Situated in the breathtakingly beautiful countryside of the South Burnett is one of Queensland's leading wine regions. Located two-and-a-half hours north west of Brisbane and one-and-a-half hours from the Sunshine Coast, the South Burnett features some of the largest vineyards and wineries in the state, as well as smaller boutique cellar doors and distilleries. In the early 1900s, the settlers in the South Burnett planted grape vines and some produced their own wine. Household vines in excess of 80 years old still remain in the region. It was only in the early 1990s that larger plantings began with Cranes Wines planting the first vines in 1992.

Today, over 30 per cent of Queensland's wine, grape vines are planted in the South Burnett, with the region featuring heavily in the medal count at state, national and international wine shows.

Captain's Paddock

Captain's Paddock Vineyard was established in 1995. Ten acres of Shiraz, chardonnay and merlot vines were planted in deep, red, volcanic soil, overlooking stunning views of the Boobie Valley.

Captain's Paddock is named after the resident horse 'Captain Jack', affectionately known as 'Captain'. Captain is over 30 years old and still alive and well, roaming the vineyard at will. The latest addition is 'Merlot', a red kelpie.

Peter Eaton and Maryanne Pidcock purchased the property from its owners in April 2002 and have continued to offer a unique hospitality experience.

All of Captain's Paddock's wines are from grape grown in the estate vineyard, which has 5 acres of Chardonnay, 4.5 acres of Shiraz and 0.5 acres of Merlot grapes. Currently six wines are offered for tastings in the cellar door at no cost, along with complimentary bread, oil and dukkah.

Clovely Estate

Clovely Estate was formed in 1998, following extensive research into the South Burnett's potential for grape production and a recognized opportunity for Queensland wine industry growth.

Clovely Estate is Queensland's largest vineyard. It sources all of its grapes from the 175- hectare

vineyard, located in the centre of the South Burnett and produces wines for both domestic and export markets.

Besides a cellar door, Clovely Estate runs a Bed & Breakfast retreat on the vineyard. Nestled amongst 450 acres of vines, this beautiful estate gives visitors the opportunity to sample award-winning wines as well as relax in the comfort of old world charm.

The Bed & Breakfast is a fully restored cottage that accommodates up to 10 guests and is set amongst the vineyard and rose gardens.

Crane Wines is a cellar door, boutique winery and vineyards located 10km from Kingaroy within the South Burnett region of South East Queensland. With warm days and cool nights, the climate is similar to the Hunter Valley region of NSW.

Crane Wines

Family-owned and operated by John and Sue Crane, Crane Wines was the first vineyard established in the Burnett. The first vines were planted in 1992, the first commercial vintage completed in 1995 and the cellar door opened to the public in 1996.

Covering an area of around 4 hectares, the varieties planted include Shiraz, Cabernet Sauvignon, Pinot Noir, Merlot, Chambourcin, Semillon, Chardonnay and Sauvignon Blanc.

Crane Wines offers one of the largest ranges of wines in the Burnett, many of which are medal and trophy winners, including reds and whites in sweet, dry, fortified and sparkling styles.

Its underground cellar with rustic slab doors and the grand old homestead are all surrounded by beautiful gardens, while the tasting room building is the old detached kitchen from Sue's grandmother's Queenslander-style home.

Visitors are welcome inside to taste and purchase wines, and can relax on the porch with a gourmet cheese platter and their choice of wine, while taking in the spectacular views.

By Alison Shaw



A VISIT TO THE WINERIES IN SIRROMET

To Commandeer a vehicle, we head southeast and are soon driving through thick bush and pleasant five-acre pots near the edge of Moreton Bay. Our destination: **the Sirromet Winery at Mount Cotton.** The winery is testament to the work of its owner, direct marketing guru Terry Morris. Sirromet is only a few years old but already its wines are making connoisseurs take notice. The winery combines

Sirromay), but the big secret, as revealed by our guide, is that the name is taken from the owner's initials and last name - T. E. Morris - spelt backwards. Lurleen's Restaurant is named after his wife. The wine is pure Queensland. Most of Sirromet's grapes are grown in two of Queensland's most productive wine areas - the Granite Belt and the South Burnett - with chambourcin grapes grown at Mount Cotton itself.

We head off for the cellar door and are offered samples of about 10 out of Sirromet's 22 wines. We are told there is a spittoon behind us but we take little advantage of it and are slightly wobbly by the end of the taste testing. So we buy up big and with our handy designated driver behind the wheel of our car, we reminisce on our big day out as we head back into Brisbane.

A story by Shaun O'Dowd, Queensland



wining with dining and we are suitably impressed when we walk into the imposing stone and timber building, perched on a hill, and take our seats in Lurleen's Restaurant.

There is a view of rolling pastures with a glimpse of Moreton Bay and North Stradbroke Island. I'm tempted by the roasted green lentil and tomato garbure (a thick winter soup) with a smoked lamb merguez sausage but the *piece d'resistance* is the seared market fish (this being barramundi) on crispy pancetta wafers, braised tomato fondue and North African saffron sabayon. The entrée is washed down with Sirromet's sparkling 1996 vintage pinot chardonnay and the main meal with the fruity Teewah (named after a beach near Noosa) - a blend of shiraz, Semillon, sauvignon blanc and cab sav. After lunch, I feel gastronomically complete. The word Sirromet might have French connotations (it's pronounced



Australian Meal: A Delight Awaiting

From the tropical fruits grown in Queensland to delicious dairy products of Tarago River, Pine mushrooms from the Blue Mountains to chicken and chicken liver from the Barossa Valley, it is Australia, the land that not just belongs to people from different cultures but is also the delight of any food lover. New South Wales, the state of juicy mangoes and sweet strawberries, Victoria, Queensland and South Australia with their famous cheese, yoghurt production, peanuts, macadamia nuts, vegetables, soy products and dairy food are wonders in their own right. Tasmania offers coastal food and the Northern Territory, with treasures of fruits, such as, dragon fruit, jackfruit, Kakadu plums, Yamba prawns and a lot more, completes the plate in front of you.

Rojita Padhy brings to you the Gourmet's paradise, Australia.

Just like its culture, the Australian cuisine encompasses a diverse range, quality, and innovation in comparison to any other country in the world. The culinary art of Australia only luxuriated in the 1990s. The cities saw a bunch of new restaurants within the genre 'Modern Australia' cuisine, with inventive chefs at their helm. There are two reasons that made it possible: the wealth of superlative Australian produce, including native food, and the plethora of international cuisine brought to Australia by its immigrants from all over the world. Famous for its fresh ingredients like seafood, local fruits, beef and lamb, as well as its world-class cheeses, Australia could be divided into regions that are known for particular produce such as King Island cream, Sydney rock oysters, Bowen mango, Coffin Bay scallops, Tasmanian salmon, and Illabo milk-fed lamb. Each state has its acknowledged specialties, which travelers should take advantage of.

The unforgettable native cuisine called 'bush tucker', involves traditional diets such as flour and water cooked in the campfire coals to make bread called damper, billy tea, and local animals' meat. To summarize the varieties of food

in Australia, it is then necessary to categorize them into modern Australian food, bush tucker, Asian food, and Australian's favourite.

But the modern Australian food is a mixture of cuisines around the world. The local seafood, lamb roast, kangaroo meat, wickety grubs and other staple aboriginal foods, Irish stew, meat and four vegs, bangers and mash of the early migrants have now been complemented with lasagna, kebabs, mousaka, sweet and sour pork, dim sums, hot curries, bouillabaisse,



venison, Creole carri poule, ghoulash, lahkasa, frankfurter dishes and many more. In addition, the advent of tourism has created a whole new range of modern day foods skillfully prepared with the abundant supply of local and imported ingredients. World-class Australian wines have also added to the enjoyment of this rich Australian cuisine, enjoyed by all Australians and visitors to the country.

And keeping intact the aboriginal culture, the food variety includes the natural food resources. Bushfoods include deliciously tangy fruits from the rainforests, aromatic herbs from our woodlands, zingy pepperleaf and delicate snowberries from the southern highlands, spicy bush tomatoes from the desert, and lean rich game meats from kangaroo and emus.

But with the modern world influencing everything, can the food industry keep itself away? Hence, Australians have Asian flavours such as lemon grass, coriander, chili, and cardamom, which could be blended, into many European dishes.

However, if you are looking for a tasty, delicious Australian meal, then here are some favourites of the Australians.

The favourites:

The foods that are typical Australian and unique and have won the loyalty of most Australians are Vegemite, Lamingtons, and Arnott's Biscuits.

Vegemite

In 1922, a young Australian by the name of Fred Walker



with ingredients such as celery, onions, and salt to make a thick dark paste. In 1923, a trade name competition was held to find a name for this new product and Vegemite was chosen. Throughout World War II, soldiers, sailors, and civilians were all given Vegemite in their rations and it became so popular that it even fell into short supply. Fred Walker and Company Pty. Ltd. became Kraft Foods Limited in 1950 and it celebrated its 60th anniversary in October 1983.

When in Australia, you must try this healthy and delicious bread spread. It is one of the richest sources of Vitamin B and a great cure for mouth ulcers!

Lamingtons

Lamingtons are small squares of sponge cake that are covered with chocolate icing and sprinkled with desiccated coconut. Originally the slang for the homburg hat, which was worn by Baron Lamington, Governor of Queensland in the late 1800s to early 1900s, these cakes were named after him.



In the early days, Lamingtons were made with a white sponge cake with a center of strawberry or raspberry jam. However, Lamingtons are mostly made without jam or with just fresh whipped cream instead.

Arnott's Biscuits

Arnott's is a name synonymous with quality biscuits and biscuit making. A small retail bakery started in 1865, Arnott's Biscuits Ltd. today employs thousands of people and supplies biscuits to more than 40 countries around the globe. Millions of Australians have grown up on Arnott's biscuits; and for them, Arnott's is more than a biscuit company, it is a piece of Australia's history and forms part of the Australian culture.

decided to try to make a special "yeast extract" that would be as delicious as it was nourishing. A chief scientist in Fred's company, Dr. Cyril Callister, invented the first yeast extract spread. Brewer's yeast from Carlton & United Breweries were used and blended

An overview of Australian food Industry

In 2002-03, total consumer expenditure on food increased to over \$80 billion, accounting for around 46% of total Australian retail spending in that year. In 2002-03, the value of Australian farm and fisheries production fell by 21% to \$27.9 billion and the value of food exports by 16% to \$22.3 billion. These falls reflected the drop in agricultural production and export volumes caused by drought and a stronger Australian exchange rate. Food exports made up 19% of total Australian merchandise exports in 2002-03. Although the value of food imports increased by 10% to \$5.9 billion in that year, Australia continued to be a significant net exporter of food, with a surplus of \$16.4 billion between the value of food exports and the value of food imports.

Hence, what are you waiting for! Next time you visit Australia, do not forget to taste the mouth watering Australian cuisine. You never know, you might land up selecting an Australian dish from the menu card next time you visit your favourite restaurant in India!



Victoria Chemicals Makes Its Mark

Pratap Arora, who is an agribusiness and agrifood consultant, represents the Australian food-processing firm, Victorian Chemicals Co. in India. In an interview with **Indo-Australian Business**, he talks about the recent launch of their product, Victoria Drying Oil, in Andhra Pradesh, the prospective market for Australian food processing units in India, and the company's recent collaborations. Excerpts:



Victorian Chemicals operations in India...

Victorian Chemical Co. revolutionized the grape drying/raisin making industry in India by introducing the "Dipping & Rack Drying" process to the Maharashtra State Grape Growers Association in 1991. Ever since then, the company has been closely associated with the MSGGA and the Karnataka Grape Growers Association (KGGA). Over the last 12 years, our main product has been Victoria Fruit Drying Oil, which we sell to the grape drying/ raisin making industry. Currently, 95% of the total grape drying/raisin making in Maharashtra and Karnataka is by the "Dipping & Rack Drying" process and the growers use Victoria Fruit Drying Oil, which they call "Dipping Oil". The grape drying/raisin making industry has grown from 5,000 million tonnes in 1991 to 50,000 million tonnes in 2003.

Victorian Chemicals portfolio...

Victorian Chemical Co. was established in 1933 and is a leading manufacturer of agricultural & industrial oleochemicals and is based in Australia. In 1983, the Killick family purchased the company. Victorian Chemical Co. has been associated with the dried fruit industry in Australia since 1938.

Role as the country manager of Victorian Chemicals Co...

I represent Victorian Chemical Co. in India and I have been acting as its Country Manager since 1994. Besides selling "Dipping Oil" to the grape growers, my role has been mainly to help develop markets for its products on various crops.

Victorian Chemical Co. has also specialised in

agricultural spray adjuvants and is market leader in the area of wetting agents, spreaders, stickers, etc. Its spray adjuvants are endorsed by the agrochemical multinationals like Syngenta, BASF and Bayer CropScience.

VCC has introduced a new product, Victoria Drying Oil, in Andhra Pradesh. This product is a post-harvest aid, which reduces the natural drying time of red chillies and paprika and imparts better colour, appearance and texture to the dried produce. This product is 100% biodegradable, non-toxic and environmentally friendly. The additives are approved by the US FDA. During 2001 and 2002, the company, in joint collaboration with the Indian Spices Board, did evaluation work and wide-scale demonstration trials of Victoria Drying Oil in the chilli-growing regions of Guntur, Warangal, Prakasam and Khammam districts of Andhra Pradesh. This was undertaken under the UNDP programme. Several leading NGOs of Andhra Pradesh, namely, ASSIST, MARI, SEVA and EFFORT, also participated in this programme. Our company will also be launching a new product -- Trump Spray Oil -- focused on the grape and citrus growers in India.

Any more information?

There is a tremendous scope for organic agricultural inputs, and Australia can take the lead in supplying these to India, as they have many agro-climatic zones and crops similar to India. I am also associated with a few other Australian companies who want to market organic agricultural inputs, such as liquid seaweed, liquid silica, micro lime and calcium and fish emulsion, for horticultural and plantation crops.

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Deep Scenes Scouting for Indian Partner

Deep Scenes Ltd. of Australia is the manufacturer of the "Titan" range of products that are used in exploring underwater life for both research and recreation. These products include the unique Remotely Operated Underwater Video System (ROV), Titan Commodore (the personal ROV), Titan Hunter and Titan Surveyor. **Ted Kneebone**, MD of Deep Scenes Ltd., who visited India recently, spoke to Indo-Australian Business about a number of interesting aspects of his company's products and its expansion plans. He was accompanied by Michael Falvey of Norton Resources (Delhi-based company), who is assisting Deep Scenes in its financial aspects. Says Mr. Kneebone:

"This is my first visit to India and the purpose is to establish a manufacturing base for our products in this country. The product is called Remotely Operated Vehicle. This is a camera with an instrument, which captures pictures under water. This instrument provides real time pictures of the sea life and is a low cost underwater video equipment. It is the smallest and most efficient system in the world and is reliable and well priced compared with the price in the '60s or '70s when it used to be very expensive. Our products are popular because of their compatibility and consumer durability. The quality of products, cost effective environment and cheap labour are the reasons why we are interested in establishing a manufacturing base in India. Companies like EXON CDs, MAXENTALIT are trained to use our equipment.

"We are looking for an Indian representative who would also invest in our company and be a board member; who has good business skills and maximum professionalism. The Director could be an investor in the public company, can be a stakeholder of 15%. Right now, there are 62 board members and I hold 50% share in the company.

"Our Products are used in fisheries, for Police and underwater operations and environmental studies. Australia has a small market for our products and this has been used during Sydney Olympics for underwater sports.

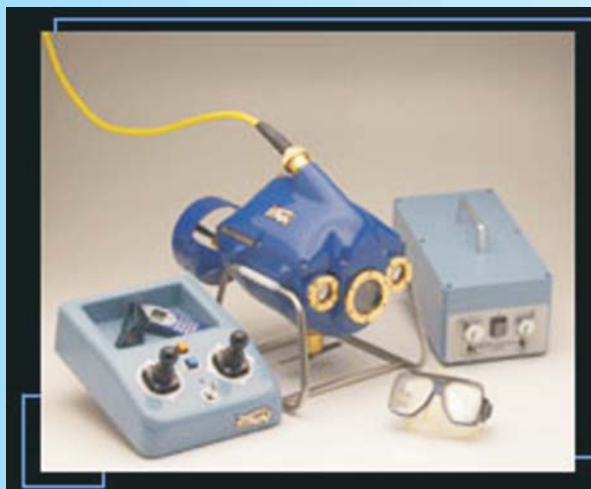
US Operations: "We are 12 months old in the US market. We have an agent named Ocean Systems Inc. available in www.splashcam.com. It was a trial marketing and we got very good response.

Future plans: "We have plans to launch the new products produced in India during the Miami International Boat Shows in Mid Feb 2005. The target set is to produce 2,000 units per annum, that means 200 per month and the retail value would be US\$1

million in the second year. The products are right now marketed in Russia, France and Turkey. India and Australia have a lot in common including the legal system. My friend here from Norton Resources is advising me on the accounts part.

Conclusion: "We are the receivers of the COMET. It is a Grade achieved by Deep Scenes Limited."

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EXPLORING OIL & GAS IN AUSTRALIA:

Invest Australia, as a government agency, has been facilitating flow of Foreign Direct Investment since its inception. Invest Australia's CEO Garry Draffin had during his last visit to India spoken about the potential sectors identified for strengthening ties between India and Australia. Apart from IT and mines, the less talked about areas in which Australia could extend its know-how is the energy sector. Recently in India to promote investment in this sector, Investment Managers **Phillip Martin** (Energy and Infrastructure) and **Anthony Donnellan** (Indian sub-continent and Middle East) spoke to **Veerendra Bhargava**. Martin and Donnellan discuss the oil and gas sector as well as the conventional and non-conventional energy resources of Australia and the investment potential they offer.

Purpose of the visit:

Anthony Donnellan

The purpose this time is for energy. We have been traveling through India since last two weeks. We started with Kolkata, then we went to Delhi and now we are in Mumbai. Yesterday we were in Pune. Focus has been energy, coal, technology etc. We are meeting the existing and new clients, conducting a new series of seminars, speaking with other players in the industry in public and private sectors.

How has been the response so far?

It has been very positive. We had great meetings and we saw a lot of interest among the people here for Australia in taking calls and the off takers of that product to India. So, we found an interest in developing long-term strategic relations to Australia in India on those matters. The response here has been very positive. We anticipate that the relation will go further in the future.

You are from energy and natural resources division, what made invest Australia to venture into Indian market?

Phillip Martin

The main reason we are here is in response to the visits we had by the Indian companies and recognizing the market growth. There is a huge opportunity for India and Australia in trade and investment in not only energy but also technology power generation. We also spoke to a number of companies out side the energy sector. Manufacturing chemicals industries has a lot of interest in Australia as a new source for resources.

What kind of companies are you looking for? Conventional or Non-conventional

Phillip Martin

It covers both, government and private companies, to medium and large size companies. We cannot name them right now but.

Anthony Donnellan

We see what their interest is a mixture of Energy in steel production and coal, renewable energy in world thermal power. So, we have been across the entire gamut of energy. We have already signed a MoU between BHP and SAIL. Also, some of the Indian companies in Australia are continuing to grow. You got the OSWAL Group with the worlds largest Ammonia plant at the Bio-Peninsula, the Birla Group with its Copper Mining in Western Australia. Sterelite in Tasmania is on the resources side. On the other side, we also have the major Indian ICT Companies in Australia like Polaris, Satyam, Infosys, Wipro and TCS. So we are also working with them, to help them in Australia and to expand their operations there. Philip's focus this time is on energy but Invest Australia works on any productive investment that is coming to Australia.

What will be the nature of the partnership like and what kind of equity structure you have thought of.

Anthony Donnellan

It does not have a typical path. It could be in the form of a Green Field Operation, it could be a Joint Venture Strategic Alliance. Invest Australia does not get involved in mergers and acquisitions but the market entry of the different companies into Australia can take a phone, each one of them is quite productive. A subsidized base can develop into a fully-fledged office and may then progress to research and development and then it may become the head quarter after that. Invest Australia stays with the investor through those steps. We have a main aim not only to attract newfound direct investment to Australia but also to work with existing companies to help them expand their operations. So invest Australia could offer a total list of services to assist these companies from their initial investments in Australia to expanding their investment.

Phillip Martin

In addition, the other thing to remember that Invest

Australia is a part of the Government of Australia and Department of the Industry of Resources, all of our services and support is free. We do not charge at all.

Anthony Donnellan

Australian companies are very receptive to be partners of the Indian companies. They know the reputations of these Indian companies are very high. The Australian trade commission recently held a seminar across Australia named "Riding the Elephant" that was to encourage the investment the other way that is for Australian companies to export to India. That was extremely well received.

What was the number of the company participation?

The number of companies who formally registered was 790 total. So that is an indication to what Australian companies were thinking of India now.

Phillip Martin

Over the next six months, we plan to have two more of the mission to Australia with different focus and different industry. The next one could IT and shared services. Our CEO Garry Draffin will host a number of high-level functions next year.

Which are the thrust areas you are looking at apart from Energy and IT?

Anthony Donnellan

As I said earlier, Invest Australia's services investment promote productive barriers. So, we are working with the Indian companies across all the new areas. However, the areas that we envisage has some complementarity and potential for investment like biotechnology, health, automotive, pharmaceuticals, agriculture, and agro-business. The second and third categories I had mentioned were Tropical Disease Research in the health sector is very strong in Australia and it could be give a common platform for both the countries to invest in each others technologies, processes and foods. Last one is agro-business and complimentary food in terms of some practices of Indians like organic food could be seen looking for a place in Australia. All the areas have investment and trade aspect to it. These above I would like to highlight where Invest Australia is interested.

Is there going to be a particular number of Indian

employers in the JV, to come down to Australia?

This would be ultimately decided by the department of Migration. Invest Australia is not involved in this. There is certainly a number for Indian people coming to Australia, but the two parties should resolve this.

Phillip Martin

I just think that the interest as we saw in India was tremendous. I was excited. The people have been extremely generous. So, it has not just been business, it also has been establishing friendship. And I believe that will generate longer-term business.

Are you looking for power generation or distribution and transmission as well?

Both we are looking at. There is a lot of technology on coal power generation is coming up in Australia. These technologies are important for the countries that are trying to reduce their cost from power supply. Australia is an expert in identifying, implementing and commercializing these new technologies. And many of these organisations will be looking for International companies to implement these in their own countries.

How India can be benefited out of these in technologies, as in India the distribution loss is around 40 to 50 per cent. So, is there any technology through which we can reduce the distribution loss of electricity?

The distribution loss in Australia is one of the concerns now. There are number of technologies which are implemented in Australia. These could be transferred to India.

Are you also looking for Atomic Energy generation?

Anthony Donnellan

No, Australia is probably never going to do nuclear related activities. We have coal, renewable energy, Gas, so there is no need for us to Atomic energy source.

Phillip Martin

Australian govt is committed to renewable energy source. We have scheme called Mandatory Renewable Energy Target, which supports implementation of the all range of technology related to Wind, Solar, Bio-Organic.



Energy Publications: A True Guide to Australian Energy Resources



Shaun Smith

The huge gas reserves identified in Australia have resulted in an inward investment of over \$A30 billion in offshore and onshore exploration and production of natural gas and LNG pipelines and petrochemical projects. There is also a national network of pipelines linking major capital cities with the vast offshore gas reserves in the north, south and west of the country. To add to this, a high level of gas transmission pipeline development is taking place in Australia now. **Shaun Smith**, Director, Energy Publications, Australia, in an interview with **Rojita Padhy**, speaks about his leading journal, **Oil and Gas Australia**, the opportunities in the oil and gas sector in his country, and his journey so far.

For more than 21 years, Energy Publications has been in the forefront of resource journal publishing in the Asia Pacific. Apart from its internationally renowned magazines, **Oil & Gas Australia** and **PNG Resources**, Energy Publications has also achieved significant success in producing unique products such as the Western Australian Petroleum Services Index (WAPSI), the Glossary of Petroleum Industry Terms, as well as a wide range of brochures and other public relations materials.

Mr. Smith continues...

Brief idea about Energy Publications:

Twenty-five years ago, I worked in London as a publisher with a leading magazine in the North Sea named "Offshore Engineer". It is published by the Institute of Civil Engineers in London. And part of my responsibility was to visit the engineering Institute of Australia. I came to Australia three times with the institute and I loved the place. As there was no oil and gas magazine or any oil and gas exhibition in Australia, I thought to migrate and start up something on this topic. So in 1981 I launched the title "**Oil and Gas Australia**" and I launched "**The Australasian Oil and Gas Exhibition**", the former in October and the exhibition in November 1981. Since then, the magazine is running. We have expanded our business to New Zealand and Papua New Guinea. We run the Oil and Gas Exhibition in Western Australia, Victoria and Northern Territory, in New Zealand and Papua New Guinea. That is a sketch about our business and what we do. But as far as the publication is concerned, we also publish magazines Oil and Gas Australia, mostly associated with this sector. We also publish the National directory on Oil and Gas sector for the companies of Australia and Western Australia.

Why a special publication on Energy?

I found the need of publication on energy in Australia,



because the energy sector has become very important and is open for about 18 months to two years ago in Australia. The main export earlier was iron ore and that has now changed to oil and gas. The single largest export from Australia and almost 100 per cent export from Western Australia come from the oil and gas sector.

Details about the energy sectors in Australia, especially in Western Australia:

We have two energy sectors in Western Australia, that is, oil and gas. We do not have a thermal industry and the small wind power sector is more of a test rather than a proper industry. They are called wind power firms and they are quite famous in the south west of Western Australia, which has a lot of wind, in places like Albeny. But these are more of tests. So the main energy source of Western Australia is gas, and that comes from the northwest pipeline. This pipeline goes upto Perth. For domestic purposes, we have gas, which works as a supplement to solar power, but still gas is the main power.

Assessment of the Indian energy sector.

Though I do not have much idea about the Indian energy sector, we have invited the Indian company (ONGC) to the exhibition and conference that we plan to hold in February of 2005. It is now the largest O&G exhibition in the southern hemisphere. When it was launched in 1975, there was no O&G exhibition anywhere else like the Philippines, Australia, Malaysia or Indonesia. Now all these regions have their own exhibitions. So there is no need to go to places like Singapore to attend an event like that. Our company has grown as a dedicated oil and gas exhibition organizer, whereas Singapore has changed its direction to keep a same size as an exhibition. The content is different for them now. We have invited the Chairman of ONGC to come down to Australia to give a keynote address.

Areas where Australia and India can collaborate in

the O&G sector...

The national oil company (ONGC) in India is already looking at taking up a region in Western Australia. Since my visit to India, I was reading in The Times of India newspaper that the Reliance Group has put Australia among the top four countries for investment. I think India has a future in Australia. In terms of the product and service side, look at LARSON AND TOUBRO's petroleum division. They are already working with the West Australian companies and any company in India who has got a product like this should be looking at Australia. Most of the companies who are in Australia have been selling as agents the products and services of overseas companies, so the interested Indian companies can set up their business in Australia. To further our venture in this area, I would be coming back to India to attend the Oil and Gas Exhibition in February, which we are doing here in



India. We also expect many Indian companies to come and participate in the exhibition and see how is the Australian oil and gas sector.

Any message ...

I would like to convey this message that, if there are companies that have interest specifically in the oil and gas industry in Australia, then I would be happy to share information and do research for them free of cost. I will give them the background, too.

◆◆◆



Michael Moignard

IMME 2004, A Remarkable Global Event of the Year

The International Mining & Machinery Exhibition, 2004 (IMME), held in Kolkata on 25th of November was a success in terms of participation from the Australian companies. One of the eminent speaker, was the senior trade commissioner South Asia, Australian trade commission, and Australian government, Michael Moignard, who spoke on "GLOBALISATION OF MINING INDUSTRY". Excerpts:

Moignard began by addressing the gathering at India's major triennial mining event in the historic city of Kolkata, and shared his experiences in the resources sector in various parts of the world including Australia, the Americas, South East Asia and South Asia.

On Globalisation: Meaning And Nuances...

Globalisation in its literal sense is a social change, an increase in connections among societies and their elements due to, among others, the explosive evolution of transport and communication technologies. The term is applied to many social, cultural, commercial and economic activities. The main economic argument supporting globalisation is the theory of comparative advantage, suggesting that free trade leads to more efficient allocation of resources, with all those involved in the trade benefiting. Others consider the negative aspects of globalisation such as avoidance of legal and moral standards by moving manufacturing or mining practices overseas. I would make the case that globalisation, when properly managed helps to drive economic growth, reduce poverty and improve global equity.

On Foreign Direct Investment in the context of developing countries...

Accessing foreign savings helps economies grow faster and in the case of developing economies this additional investment can be crucial in helping them catch up with developed economies income levels. Thus, Foreign Direct Investment becomes a necessity for sustained or increasing rates of development. There is a realisation among Indian economists and industrialists that it is imperative to substantially increase the FDI inflows to India. Policy correctives for this should be a priority. Thus, increasing levels of FDI flows globally are essential if developing and transitional nations are

to move towards increasing economic growth, prosperity and poverty reduction.

On Multinational Corporations...

Multinational Corporations (MNCs) have an important role to play if globalisation is to benefit humanity. These companies are an important vehicle of delivery for FDI and technology flows. The aspect of Corporate Social Responsibility becomes important while discussing the role of MNCs particularly with respect to Mining. In situations where a MNC undertakes work in developing countries for exploration and subsequent extraction of minerals, the legal systems may be weak, and environmental norms may be obsolete or inadequate. In such situations, it is very important for the developing country to strengthen its systems for clearances and, above all, to check the credentials and past performance of the MNC in relation to Corporate Social Responsibility performance in general, and to its environmental record of accomplishment in particular. In fact, the Mining industry represents a good case study of the challenges facing those who would like to develop ISO Corporate Social Responsibility Standards.

On Freeing Up Trade & The WTO...

Freeing up trade implies the removal or reduction of barriers to trade between nations. These include tariff barriers or import duties, non tariff barriers such as quotas and/ or bans, technical barriers to trade as well as subsidies on certain home industries and on exports, which result in unfair competition for fairly traded products. Free trade leads to greater cross border investments, maximisation of comparative advantages and greater economic growth.

He concluded this section by quoting some salient comments from the Australian Minister for Trade, the Honourable Mark Vaile:

"The WTO in fact plays a significant positive role in assisting all countries - developing and developed alike - to make the most of the opportunities globalisation presents.

Worldwide commitments to lower barriers to market access and remove distortions in international trade - particularly in agricultural products - enable developing economies to grow, generate wealth and become more robust. Negotiations to discipline trade and open opportunities in new areas, like services, help developing economies diversify and become more dynamic and flexible in responding to change. International trading rules and a binding dispute settlement system provide developing countries with protection and a level playing field - I note the recent success by Brazil against US cotton subsidies as a case in point. But the WTO can only deliver these benefits if its work program remains focused and achievable."

On Environmental Aspects ...

In the non-renewable mining industry, the mining activity is inherently unsustainable, and any company, no matter how responsibly managed, is unethical. Such an extreme view is incompatible with global development. However, the issues need to be addressed by socially responsible companies. It is important to realise that in recent years, governments of most developing countries are tightening up environmental and social norms and obtaining robust undertakings from Multinational Corporations before granting permissions for Mining operations. As globalised economies grow faster than inward looking economies, they can move more quickly to higher income levels where they can employ and enjoy better environmental outcomes.

On The Global Mining Initiative...

The Global Mining Initiative began in 1988, after several Mining Multinational Corporations recognised the changes taking place in stakeholder expectations. It was no longer adequate to be profitable and comply with financial laws. Companies needed to address a broader spectrum of performance measures. The GMI's first major effort was to set up a quantitative study of the industry's role in sustainable development. Out of the GMI was formed the International Council for Mining and Metals, with the aim of enhancing the industry's contribution to sustainable development.

On The Australian Experience...

Australia's Mining sector is one of our most successful export industries. It employs over 78,000 people directly, and more than 250,000 indirectly. It accounts for 40 per cent of our country's total exports, valued at A\$ 55 billion in 2002-03. The most visible feature of mining in Australia concerns mineral extraction and

processing. The Australian continent comprises some of the most ancient geological formations anywhere on earth - a fact that has allowed the mining industry to pursue an astounding range of development opportunities to win bounty from these timeless soils and rocks. The extent of Australia's mineral wealth seems almost endless - from diamonds to oil, opals to iron ore. Thus, as is well known, Australia is home to some of the world's biggest mining industries.

Australia is the world's largest producer of bauxite, alumina, lead and mineral sands and one of the largest exporter of black coal, bauxite, alumina, mineral sands and diamonds. In addition, Australia is a major exporter of iron ore, aluminium, lead, zinc, copper, gold, uranium, silver and other commercially valuable minerals. Such large mining operations have given sustenance to very large resource development and contact mining companies, who are operating worldwide. What is less apparent, particularly to those outside the mining and geology community, is the very considerable, state-of-art, world beating Australian capability in Mining Technology and Services. However, the recognition has been growing. Australia's Mining Technology and Services Sector covers a wide spectrum of products and services, from software development to truck despatch systems, from exploration to extraction technologies, from general consultancy to contract mining, from environmental solutions to occupational health and safety, from mineral beneficiation to niche equipments, from education and training to laboratory and research services. This sector, with revenue of A\$ 3.1 billion in 2000-01 of which A\$ 611 million was exported, is slated to earn A\$ 5.6 billion in 2005-06, of which A\$ 1.9 billion would be exported.

The mining industry is a world leader in the move to e-Business, and the top mining houses are moving quickly to procuring mining products and services exclusively through this channel. The move is accelerating. E.g., Rio Tinto has recently issued an edict to all its suppliers that it will only procure through Quadrem, the eMarket Place for the global mining supply industry (www.quadrem.com) for both buyers & sellers. In Australia, BHP Billiton has done likewise in relation to its iron ore mines; WMC, to its top 30 suppliers; Anglo Coal in Queensland the same, and Comalco will soon be following with a similar policy. The move to exclusive e-Business procurement worldwide is accelerating, not reducing.

Australian firms are making a positive response to becoming e-enabled. One of the recommendations of the Australian Government's Mining Technology Services Action Agenda - to achieve the target of A\$6 billion of exports of mining expertise & technology by 2010 - is to assist firms to "Embrace e-Business for

Growth".

The Australian mining technology and services industry is recognized as a world leader, and to maintain their current leading edge in technology and innovation, it is essential that they respond to the globalisation challenge in all its manifestations including e-Business. I can tell you from my own observation they are readily responding to these challenges.

Here are a few examples by way of global operations of Australian companies in both resources and Mining Technology & Services.

Australian Global Miners: Australian Multinational Companies such as BHP Billiton, Thiess and Roche Mining are engaged in global activities. BHP Billiton is involved in exploration, mining and metallurgical projects worldwide, apart from minerals trading activities. Thiess has successful contract mining operations in Australia, Indonesia and South America, and is committed to start operations in India, bringing in much needed investment to reduce the shortfall in coal production. Roche Mining is also looking at mining and allied opportunities in India.

Australia's Global Exports of Mining Technology and Services: As an example of the Australian capabilities in the Mining Technology and Services Sector, it is interesting to note that at least 60 per cent of the world's mines are now operating with Australian made and designed software, which take care of mine planning, operation, environmental and other issues.

The Surpac Minex Group Experience: This world leader in Mining Software has taken advantage of India's comparative advantage in IT Services by setting up a software development and support centre in India, which works closely in many countries with its Australian headquarters.

The Western Australian Experience: Western Australia has large resources of iron ore. Japan has none. Steel is a vital ingredient for economic growth, and in the 1960s, Japan needed to build its economy around steel based industries. Iron ore mines were developed in Western Australia to meet Japan's demand. This classic example shows how trade allowed two countries to benefit-Australia from natural resources, and Japan to build its economy. A similar history is being repeated today, with China's huge imports of iron ore and India's substantial imports of coking coal from Australia- both these nations are in a phase of very high economic growth.

The China Australia Experience: Most distinguished business commentators are greatly impressed by China's amazing growth rates in recent years and its ability to develop market institutions. China has been

ravenously consuming Australian resource exports to fuel its industrialisation. According to UBS Warburg, China is expected to be Australia's number one export destination by 2012, overtaking Japan. Also significant is the fact that China has major investments in Mining and Energy projects in Australia. It would be important to watch major resource projects like the LNG project in Western Australia- a deal estimated to be worth A\$ 25 billion-which represents Australia's largest export contract in its history in terms of export revenue. It also involves the Chinese partner, CNOOC, taking a significant equity stake in the North West Shelf, highlighting the tendency of large Chinese businesses investing to secure offshore resources.

The India Australia Experience: Though following behind the China experience, Australia's interest with the Indian Mining and Resources Sector is showing substantial interest in recent years. On the one hand, Australia is a major supplier of coking coal to India to fuel its steel industry, a major economic engine. On another hand, Australian Resource and Contract Mining majors are actively looking at India for resource development and contract mining. On a third, area, Indian Multinationals and resource majors are making or considering major resource investments in Australia. There have been major investments by the Aditya Birla Group and by Sterlite Industries. Major companies such as Tata Steel and Coal India Limited are looking at investments in Australia.

All the above are examples of the Australian experience in globalisation, vis-à-vis the Mining and Resources Sector and an example of a healthy, vibrant industry.

Conclusion

In summary it can be said that he opined submitted that globalisation, the role of multinationals and FDI inflows are inevitable in today's global village. Trade liberalisation is and will continue to be moderated and guided by the WTO. Developing countries need to update environmental laws and regulations and ensure Multinational Corporations fulfil their environmental responsibilities. MNCs naturally should practise Corporate Social Responsibility to the highest standards and he expressed his believe in their vested interests to do so. He also opined that these norms should be conformed to globally. The future of globalisation can be a win-win situation for all parties if these programs are implemented, and companies and Governments work together to ensure the positive results of globalisation are available to all. The Australian mining industry and its associated mining technologies and services companies are well positioned to support these objectives, he concluded.

Thank you.



Australian Mining Initiative at IMME 2004

The Australian Mining Technology and Services Sector has been making an impact worldwide. This sector has shown its commitment to the emerging mining industry in India, by way of a substantial initiative at the 7th International Mining & Machinery Exhibition IMME at Kolkata, India, in November 2004. The triennial international exhibition (IMME), held together with the India Mining Summit (IMS), an international conference, is the major mining show in India, organised by the Confederation of Indian Industry in association with the Ministry of Coal & Mines, Government of India, and Coal India Limited. At the event, held between 24th & 27th November, at the edge of the sprawling Maidan in downtown Kolkata, Australia had a major presence. There were 10 Australian booths occupying around 150 sq.m., 35 Australian companies and organisations were represented at the booths, and over 35 Australian delegates present in person. In addition, there were three Australian speakers at the IMS. The Australian side had been put together and coordinated by Austrade, and was made possible with the support from the Governments of New South Wales, Queensland, Western Australian Trade Office-India and from contract mining major Thiess. The following were the companies that were represented at their



One Australia: Mr. Richard Swann, Thiess, Mr. Paresh Shah, WATO, Mr. Stan Sielaff, Queensland and Mr. Michael Moignard, Austrade, at the Australian Function in Kolkata.



Helping Australians do business around the world: The busy Austrade booth at IMME 2004.

booths: Mine Site (Mine Communications), Mincorp (Washeries), Modular Mining (Truck Despatch Systems), Orica (Explosives), and Surpac Minex (Mining Software). The Australian speakers at the IMS included: Mr. Michael Moignard, Senior Trade Commissioner, Austrade, spoke on "Globalisation of the Mining Industry", Mr. Stewart Bell, Director, SIMTARS, Queensland, spoke on "Environmental Issues and Mine Safety", and Mr. Richard Swann, Executive Manager Project Development, Thiess Pty Ltd, spoke on "Private Sector Participation



United we stand: Australian delegates at IMME 2004, Kolkata.

in Mining“.

The event was preceded by the Austrade Coal Washery & Mining Business Mission, during the period 16th to 23rd November, 2004, which took members through New Delhi, Ranchi, Jamshedpur and Kolkata, with presentation opportunities to major customers and government organisations, and which fitted in two elaborate business matching functions at New Delhi and Kolkata. The following details of the IMME and IMS 2004 events reflect their extent and status:

The IMME exhibition was spread over 25,000 sq.m., with 8,000 sq.m. built-up exhibition area, and 3,000 sq.m. open display space. There were over 200 exhibitors from 16 countries. There were Country Pavilions from Australia, Canada, Germany, Poland, Russia, South Africa (partner country) and U.K. At least 10 countries had delegations with a total of over 200 members. The IMS had six technical sessions, speakers from 8 countries, and over 300 delegates.

The immediate outcomes of the event was impressive with around 6,200 business visitors, 20,000 general visitors, over 950 trade enquiries were generated, and

over A\$ 21 million (Rs. 75 crores) worth of orders booked at the exhibition, including over A\$ 1.2 million (Rs. 4.2 crores) for Australia. These, together with the future business prospects provided good value to the participants.

Among the Australian Mission members and delegates, the spirit of 'One Australia' was all pervasive, with much camaraderie and bonhomie all the way. Delegates, most of whom stayed in the century old heritage property, while The Oberoi Grand, near the event venue, were able to

take in downtown Kolkata with its colonial style buildings, such as the New Market, The imposing Indian Museum and the spectacular Victoria Memorial. A lucky few got to see a day of the India-South Africa cricket test match at the famous Eden Gardens stadium with its unique atmosphere

To conclude, it was generally felt by Australian participants and delegates that the Mission and



United we stand: Australian delegates at IMME 2004, Kolkata.

Exhibition were a worthwhile and enjoyable experience, and that Australia should have an even more prominent presence in similar events to come.





Education Adelaide And Its Endeavours

The achievements of Education Adelaide for the year 2004 have been remarkable and the launch of the brand Study Adelaide was like an icing on the cake. Here are some highlights of this year.

The year started with the announcement of Education Adelaide's marketing strategy for 2004 and beyond.

Study Adelaide brand

Further Education Minister Stephanie Key launched our "Study Adelaide: Australia is best learning environment" brand in July, urging all education providers to adopt it when marketing to overseas students. The Minister said South Australia was the first State in Australia to use an "umbrella" study destination brand for the consistent marketing of institutions across the education sector.

Market research

Education Adelaide conducted the largest market research study of its type in Australia to identify perceptions on Adelaide as an education destination, as well as community perceptions regarding our industry. The data was used as the basis for developing Education Adelaide's long-term strategic plan for 2005 and beyond.

Link Program

Funded by Education Adelaide and run through the Multicultural Communities Council, the Link Program of weekend social activities for new international students achieved a strong level of participation. It will return in 2005.

Study Adelaide website

Our public portal website was launched in early 2004 and revamped late in the year to reflect the new brand identity. The site is now much easier for students to use www.studyadelaide.com

Welcome and farewell

Lord Mayor the Right Honourable Michael Harbison officially welcomed about 600 new international students to our city at a reception in the Adelaide Town Hall on March 19. The reception is an annual event arranged by Education Adelaide. This popular event will return in 2005. Another popular event set to return next year is the Governor's Farewell Party in the grounds of Government House. About 600 students attended this event in October.

Education writers' tour

Education Adelaide hosted six education writers from key target markets on a tour of our city and education facilities in March. The tour was extremely successful, generating editorial in major daily newspapers the equivalent of more than \$2 million in advertising. Another tour is being planned for March next year.

Accommodation seminar

Also, in March, Education Adelaide hosted a seminar on student accommodation that drew together representatives from State and Local Governments, private residential developers, international students and education institutions. As a result of this seminar, Education Adelaide has undertaken market research to improve our understanding of student accommodation needs. The findings from this research will be released at the end of this year.

Welcome Packs

Education Adelaide developed a generic 'Welcome Pack' that is now used by more than 20 institutions to provide a range of introductory information to new international students. There are 6,500 Welcome Packs being produced for Semester 1 next year. The packs have proved a real hit with students, with many seen using the distinctive red backpack.

Delegation to India

An education delegation to India led by Further Education Minister Stephanie Key in late August attracted a great deal of interest. The delegation was not only trying to raise Adelaide's profile as a study destination, but wanted to strengthen SA's growing links with India's higher education sector in exchange of skills and expertise. Minister Key and senior representatives of our three universities and TAFE South Australia visited New Delhi, Mumbai, Hyderabad and Bangalore. The visit was supported by Australian Education International India and Education Adelaide.

Part-time employment

Identified by our market research as an issue of concern for international students, Education Adelaide consulted with stakeholders and peak business bodies in developing an appropriate strategy. A major part of this strategy is the production of a booklet that outlines

students' rights and entitlements when seeking part-time work. A great deal of effort has been put into raising awareness of the working rights of international students among employers.

Strategic plan

The Education Adelaide Board has signed off on the strategic plan for 2005-2008. The plan is based on the vision of achieving recognition for Adelaide internationally as Australia's best learning environment. The mission is "to facilitate doubling South Australia's share of the national education export market by promoting Adelaide internationally as a clearly differentiated and preferred education destination to the benefit of the State's education providers, the local economy and City of Adelaide". The three main goals of the plan are:

1. Increase significantly the recognition of Adelaide as Australia's best learning environment in key markets.
2. Ensure that international students feel welcome, valued and return home enriched, valued and return home enriched by their experience.
3. Be the preferred provider of international education and training market intelligence for the SA education industry.

Education Adelaide helping the students in managing their part-time jobs

a) A Booklet on students' rights and entitlements when seeking part-time work.

The project arises from the agency's consultation with the three universities and TAFE, as well as peak business organisations, on developing initiatives to help raise awareness among employers of international students as a part-time workforce and to encourage students to seek employment that meet award conditions. The rights and entitlements booklet is being produced in consultation with the student association employment officers from the universities. Once written and designed, peak business bodies will be asked to endorse the document. Education Adelaide is also pursuing a proposal from the Australian Retailers Association (SA) to provide retail training for students. According to the Association, there are 4,000 part-time retail jobs available in Adelaide on weekdays for suitably qualified applicants. Another initiative that Education Adelaide is investigating is creating a Good Employer Award that is based on nominations from international students. Such an award would not only raise the profile of international students as part-

time workers, but also provide businesses with valuable publicity. In conjunction with this work, Education Adelaide is circulating information on the education export industry to peak business bodies for distribution to their members.

Accommodation research continues

Education Adelaide's market research on student accommodation is an on-going process. The first stage, involving focus groups across all education sectors, has been completed. The second stage, involving 350 face-to-face interviews with tertiary students, will soon be underway. The research, a key outcome of the seminar run by Education Adelaide earlier this year, is designed to improve certainty concerning what students look for in cost, quality and location of accommodation. The third stage of the project will involve the Centre for Economic Studies preparing a long-range demand forecast.

Another writers' tour

Following the success of Education Adelaide's inaugural Education Writers' Tour of Adelaide in March this year, we are planning a second tour for Feb 28 - March 4 2005. We again intend to invite key education writers from six countries, specifically

- Germany • PR China • Japan • India • Korea • Indonesia

The tour will include an introductory overview to Adelaide, site visits to our three universities, TAFE, government and private schools, as well as private VET. A day will also be allocated for a recreational tour, possibly to Kangaroo Island. The previous tour produced editorial coverage on Adelaide in all six countries worth more than \$2 million in equivalent advertising space.

Diversity project

Education Adelaide is participating in a diversity project, run through VivaSA, designed to develop a South Australian model to make our community more accepting of diversity in all its forms.

This project falls within Education Adelaide's objective to make the local community more welcoming and supportive for international students.

Membership

Nineteen CRICOS-registered institutions are now members of Education Adelaide.



RMIT:

COME AND EXPLORE THE DIFFERENCE

A theoretical knowledge base with a practical approach towards study, provides a beautiful blend to the education. The kind of educational background required for today's knowledge based society is to have a research oriented course structure and that's where there is need of a curriculum that provides scope to excel in research in different courses. RMIT University in Melbourne, Australia provides excellence in education and innovation in learning experiences. Expert teachers, a wide range of facilities and the latest technologies assist students to reach their potential. From diploma to research doctoral studies, RMIT's programs link theory with practice. Work placement and research in industry linked projects are part of the RMIT experience. Research and development at RMIT focuses on solving problems and providing innovation to the community, industry and expertise partners both locally and internationally. RMIT has over 56,000 students studying in Australia of which over 8,000 are international students. Established in 1887, RMIT is recognised as a leading Australian University offering internationally acclaimed qualifications. Speciality of the RMIT studies include, applied science, art, design and communication, business, constructed environment, education, language and community services, engineering, life sciences, etc.

So, what Ankur Gandhi an Indian student studying in RMIT has to say. "I am doing a Bachelor in computer science at RMIT. People in India like Australia experience a good climate and it is a nice place to live in. It's also cheaper to study here than it is in the US and in Europe." The increasing number of Indian students to Australia and especially to RMIT is an interesting fact that needs to be analysed. The scholarships and prizes offered in the university to the international students reflects RMIT's commitment towards excellence. The best thing about the teaching method at RMIT is that theory always follows with practice.

RMIT research programs include RMIT Master and Doctorate research programs for students who want to pursue their own theories and ideas at a high conceptual level and add to existing knowledge.

Above all is the beautiful sophisticated climate and multicultural city of 3.5 million people, Melbourne, which has become a hometown for students over 100 countries. The living cost for a single student range from just A\$12,000 to A\$ 16,000 per year depending on lifestyle.

If you are getting ready and packing up your bags to experience your Australian studies, then come to IAEC (Indo-Australian Education Centre), Mumbai or For further information, contact: iaec_gec@yahoo.com





Academic and Geographic advantage of Griffith University

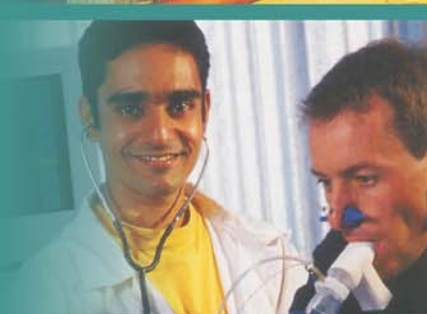
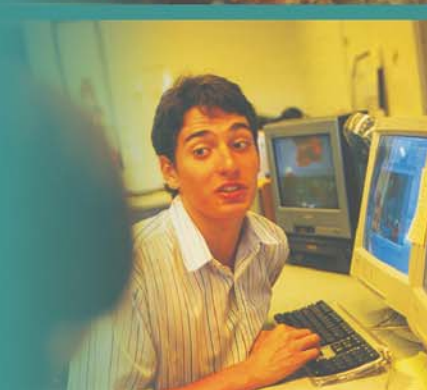


Students from all over the world travel to this place not just for studies but also to gain experience of a lifetime. This makes over 4000 students from more than 80 nations to come to Queensland and pursue their education in the Griffith University. The University hosts one of Australia's largest populations of international students. Lets know more about this internationally popular

University. Since 1971, the university stands in the heart of Queensland. With the student population reaching to 29,000, the university has 5 campuses, 30 research centers, 66 research programmes, 300 Undergraduate and 468 Postgraduate programs. Some of the study areas include, Arts and Communication, Business and Commerce, Education, Engineering and IT, Health, Law and Criminology, Music, Science, Environment related studies. But the specialized areas of Griffith are as diverse as environmental science, international business, modern Asian studies and Internet marketing. All the five campuses of Griffith are well- equipped with the most advanced facilities in Australia with super computers, latest multimedia facilities to state-of-the-art research laboratories.

The specialized research areas include molecular biology, psychology and media policy studies promising highest quality teaching informed by leading edge research. The scholarships provided in the research programmes include International Postgraduate Research Scholarships Scheme (IPRS) and Griffith University Postgraduate Research Scholarships (GUPRS) both for overseas applicants based on academic merit. Excellent study facilities, affordable course structures, safety and security, special program for international students makes Griffith the right place for the Indian students to pursue studies. Hence, explore the pathway to a good international study career.

For more information on this, contact: Iaec_gec@yahoo.com



The Author's Tale ...



When **Kate Grenville**, the Australian writer, came to India this November with two other authors on the occasion of the release of their novels in India by Penguin India Publications, we got a chance to extract some interesting aspects of her style of working and her personality. These include her love for Arundhati Roy's writing style, her deep understanding and appreciation of Australian literature and culture, and their similarity in some respects with those of India. The most fascinating part was the narration of her European origin and her ancestors' arrival in Australia, which also depict a similar story for some of the Australians. She spoke to **Rojita Padhy**:

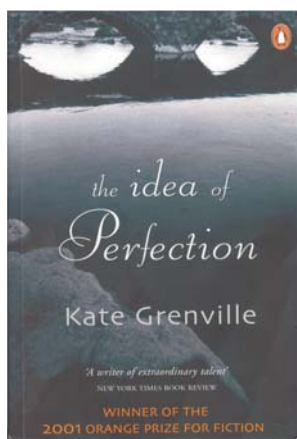
Mumbai revisited:

A long time ago, I used to work in documentary films. Bombay (now Mumbai) was one of the places where we had come to shoot a movie. We were making films for Australian schools about Indian families as part of the series called **"Our Asian Neighbours"** to remind Australians of the fact that we are part of Asia and not Europe. So we made a series of films about Indian families. Here in Mumbai we shot a film about a small girl - her name was Jayeti Shetty. Her family worked way out in some industrial colony. Her father was a factory worker. They were living in a self-contented village established by the factory. She was a very intelligent girl. That is what I was doing here in Mumbai...

My Visit this time...

My visit has been very busy. We have spoken to many university classrooms that study Australian literature. We have also spoken to schoolchildren about the Australian literature. We have given many interviews to various print media. We have done readings in bookshops. Therefore, we have been very busy. We believe that Australians read many books by Indian writers who write in English. My personal favourite is Arundhati Roy. I know her novel is a little controversial here, but she is a wonderful writer. Vikram Seth and V.S.

Naipaul's works also I like to read. What I was hoping was that the tide needs to be turned to the other part also and the Indian readers will find that Australian writing has something to offer to them.



Have you spoken to the Universities to include your novels in the course curriculum?

I think that is a very good idea. There is always the problem of supplying the texts. Our books are published in India by Penguin India Publications, so they are cheaper here and not as expensive as the imported books. So it will be wonderful if those departments include our books. This is just the beginning and we are not expecting miracles.

Areas in writing that fascinate me the most...

I am very interested in human relationship and the politics between people. All my books are about people struggling to find a way to get on together. This is one of the puzzling things in life. So the book that I have written, and for which I am in India now, talks about "two people who are not comfortable with each other; they think they are not good, they are lacking in self esteem; in the course of the book they learn to forgive themselves for their perceived imperfections and to forgive each other." Therefore, they come back together. I believe that beyond the

person, there is a larger theme, which is about the importance of recognising and not pretending to be perfect. That goes for societies as well. We have problems in the society; it is better to say, 'Look, we have these problems in our society, let's face it. Let's acknowledge that; incorporate it to get knowledge about us and go on.' In Australia, for example, we have a history, which has many bad experiences. It is full of dark areas. But, like the characters in my book, I think Australians have to accept the past; we have done those things and we have to accept our history as it was and go on.

What I feel about the Indian literature...

Indian literature is very rich and complex. Not like Australian literature; we are just learning. For a start, you all speak at least three to four languages. So, even if you are writing in English, other languages like your mother tongue, national tongue and the international language influence it. I know many people can speak more than one Indian language and they speak in

English and Hindi. So, that means even if you are writing in English, it is English enriched by the ideas of other languages. That is one of the reasons why I like Arundhati Roy's style of writing. She uses English in a very rich way. The other thing is that we share a little bit of history with each other, as the British colonized us both. We have to break free from the colonial past. Australia is no more a British colony; it has transformed mostly to non-British citizens who have no connection with British. So, it is improving every day. We have some problems in breaking free of the colonized culture that still exists, which says, "We are best and you have to obey us." One of the best things about Indian writing is "We are not British, we are Indians, we are going to take all your big prizes."

Somewhere there lie some similarities among Indian and Australian authors...

There is such variety. It seems to me that Salman Rushdie's work could be slightly similar to some of our Tim Winton's works. It could be felt while going through the stories embroidered together. I would love to say this that Arundhati Roy has influenced my writings, because she also takes the personal relationship between people and uses it to explore much bigger subjects. Her book is about a very strange family and there are much larger subjects to it. When I read her book, I was so excited. I realised that you can push the boundaries of English further. Using the language in outrageous ways is something I have liked about her writing.

Message to the Indian readers:

Almost certainly, the Indian reader does not know anything about Australian writings; the only thing they know is Cricket, the Kangaroos and the Great Barrier Reef. We have more similarities, though you cannot make out at first glance, and although we seem very strange and foreign, just give it a thought. People in India might find my writings excite them, as I find your writing excites us. Breaking boundaries by meeting people would be a great idea to bring the two countries together. Australia has been for 180 of years of European history. We have been a very excluding country. For many years, we had made it very difficult for the non-Europeans to come to Australia. That is part of the shameful past that we have to acknowledge and change. We are changing now. It has become a multicultural face now. It is no longer solely European...



My family history goes back to the European settlement and for five generations we are settled in Australia. My ancestors were from London. They were very poor people. My ancestor stole some timber. He was a boatman. Instead of taking it to the shelter, he took it to somewhere else and was caught by the police. He was sent to Australia on lifetime imprisonment. But he was pardoned and sent back after six years. He bought a piece of land. Started farming and trading and made a lot of money, which unfortunately his children lost. His story was typical of the certain kind of European Australian. I am personally glad that he stole that timber and was transported. But when I was growing up in Australia, which was in the 50's and 60's, it was a very narrow and intolerant culture, with quite a racist society. That was one of the reasons why many Australians left the country. When we grew up, we could not wait to get out of Australia, because it was not the country we wanted to live in. I went to Europe for seven years. When I came back, a transformation had taken place in the country. It had become a place where we would love to live. I suddenly wanted to throw myself to help in to create a much more tolerant Australia. Europeans brought that culture with them and they built it on their own. Of course, it was the century of the British Empire. **"The octopus of the British Empire had its tentacles all over the world". Australia was one of the places.** So it has imposed its culture. It took us 150 years to start anew. We do not mind it and that is our past. However, we also want pomfret and others as well as the Octopus!

Malgudi Days' Finds a Place in Minlton



Peter Goldsworthy, the author of “Three Dog Night” and a doctor by profession, takes inspiration from his daily encounters with variety of people. While treating the patients, he also gets ideas to write new stories and it gives him a different perspective. In this interview (excerpts) below, he talks about the purpose of his visit to India, about his novel and his love for the stories of R. K. Narayan in his “Malgudi Days”.

How has been your visit so far?

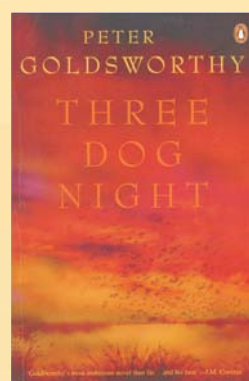
Wonderful. We have met many Indian writers and done many interviews. That is important to us. We have also spoken to school and university children and given them our books. It's my first visit to India and (we have a) mythical view about this country; we have come her to put some flesh and bones to that thinking.

What is the purpose of your visit to India?

Penguin India has published three novels of the Australian novelists, Tim, Kate and me. We are here to promote our novels and to talk about our writings here.

Please tell us about “Three Dog Night”.

It is about the eternal love triangle. Two men and a woman. The title “Three Dog Night” is an Aboriginal expression. In the deserts of the Center of Australia, in cold nights you need three dogs to keep warm. This novel ends up in the desert only, among the Aboriginal people. So it is about three human beings trying to keep each other warm in their usual ways. So, I called it “Three Dog Night”.



How do you establish a balance between writing and practising?

It is an interesting question. Writings require silence and I cannot do it the whole day. You need human contact. You also get stories while treating people. I also come across many human problems and I solve them. This gives me a different perspective.

Has your profession inspired you to write something?

Often. This novel, “Three Dog Night” has three doctors. You can only firmly write about the things that you know. You take things from the world you know. That is what you put into characters.

Your writings are only fictional...

Yes, but I also have written poetry and many short stories. I have also written two operas and a couple of films. But writing novels is my specialized area.

How long you have been in India now and have you observed anything that you think could be a story for your next novel?

I am in India since a week. Oh, certainly. It is a fascinating country. There is so much new to know in this country. I have read Indian writers since I was 12 or 13 years old. So, I had a mental image and picture of the country in my mind. That is very accurate. I am taking many newspaper clippings with me. We are similar but the emphasis and presentation style are different. I had never heard of a

phrase called “EVE TEASING”. It is never heard in any part of the world except India. I got to know that this implies sexual harassment. I have learnt many words like “A LAKH” for a hundred thousand. We don't have this. We should use these words in Australian language. We need new words for our dictionary. Lots of things I have been listening about India and I am going to think about the Indian stories definitely.

What has been your experience in Delhi and Kolkata?

I preferred Mumbai the most because of the sea view. It is more like Sydney. For Australians the sea is very important. Kolkata was very confronting in many ways. We met some fine writers there. It was good to see the river Ganga there. Delhi has a very different character. All the cities are so different. Mumbai is like any city in Australia and more like Sydney. I come from Adelaide but. I would like to go to Chennai too. And I would like to read the writers' work there -- R.K.Narayan, whose novels I have been studying since childhood.

Some thoughts about Australian literature...

It is similar to India. After the renaissance period, there has been a great explosion in this field. The novelists and poets are better writers in Australia and writers write celebrity profiles. That is same here as well. One of the writers is translating my novel into Hindi and one into Bengali as well. The Hindi novel will be under a different publisher. No Australian novelist's work has been translated into Hindi todate. So I would be the first Australian (to have that privilege).

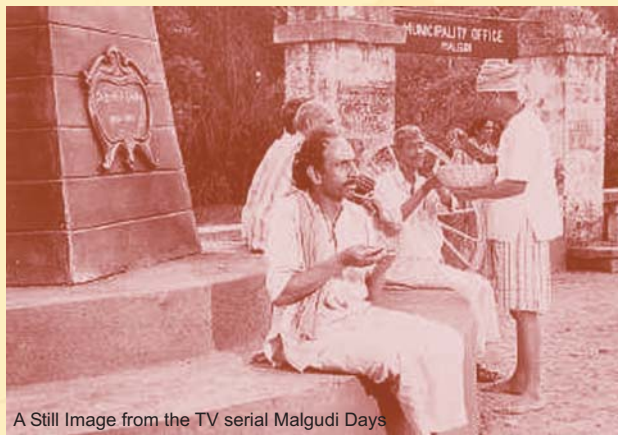
Did you get a chance to be exposed to Indian literature? Which Indian writer do you appreciate most?

I like the works of R.K Narayan. When I was a boy, I used to read his stories. I belong to a small village near Adelaide. I was fascinated by his **Malgudi Days**. I used to compare my village with Malgudi. I have read Rudyard Kipling also. His childhood was spent in India. Among the modern writers, V.S Naipaul is one whom I have read. But he is more American than Indian now. People like Salman Rushdi, Mistry, Amit Chowdhury and Siddharth. We visited Tagore's Shanti Niketan and the Tagore Institute to give a talk. We also read a book “The Other Side of the Silence”, a book on partition of India and Pakistan.

What kind of writing fascinates you?

What fascinates you first is the exotic feeling. If an Indian reads my book, it should also appeal to him. So it must come from your heart. All places are somehow the same; it is universal. Our stories are the same.

What similarities could you establish between “Malgudi Days” and your village where you spent your childhood?



A Still Image from the TV serial Malgudi Days

I lived in a little country town called **Minlinton** when I was a boy. But the other small towns in the whole world are the same. The jealousy, the human behaviour, the interaction with a variety of people are everywhere the same. Although the stories are unfamiliar at the surface, they are familiar underneath. Places and events are familiar.

What expectations do you have from India?

Sell a million copies and come back every year with a new book. Jokes apart, I am really looking forward to be translated into various vernaculars in India. It is very exciting. You never know what happens when you are translated into another language, because sometimes the translation makes the work better and sometimes it ruins the heart of the matter. So, I am going to be very sincere. There is a poet who wants to translate my poems into Hindi and I am hoping for the best.

How is the demand for Indian writers in Australia?

The demand for Indian writers is huge -- for writers like Rushdi, Arundhati Roy and Mistry. The Hindi writers must define their markets in the US and the UK first, then they can think of Australia, as the market there is smaller. I think Arundhati Roy's novels must have been sold more in Australia than in India. “The God of Small Things” for instance. So, **every year we have an Indian writer who is the best seller in Australia.**

Increase in interaction between both the countries' literary world can help in understanding each other's culture and art better. We realise that we feel the same thing, tell the same stories, and besides the cricket connection, as the year goes by and India becomes a stronger economy, the bond between India and Australia is going to grow. I think a lot more Indians will migrate to live in Australia too.

Any message Indian book lovers...

Yes, buy “Three Dog Night”, you will love it. If you are interested in knowing the Aboriginal culture and Australia.



Triple 'A' for Albion – Byword for Cricket Safety



The favourite headwear of any cricketer, the delight of a sportsman and a safety major on the ground; many questions with one answer: Albion C&D. This internationally acclaimed company achieved its reputation through design and technology in cricket helmets. The official supplier of cricket headwear to the Cricket Board of Australia, Bangladesh Cricket Board and the preferred supplier to the United Cricket Board of South Africa, Albion C&D has presence all over. The technical expertise and attention to detail and quality have made it the largest producer of a range of cricket headwears. **Ross Barrat**, General Manager, Sales and Marketing, Albion Sports, in an interaction with **Shruti Sinha**, discusses the popularity of their caps and headwears and their expansion plans in India. Excerpts:

What are your different product categories?

Albion sports categories of products are of two sections. One is the traditional cap where there is **Baggy green**, the Australian Test Cap and other international style caps which are worn by many Indian players. Rahul Dravid's cap is made by Albion. The other part of the business is related to providing protection from injury -- and from the sun. One of our iconic products internationally is the **Chapple hat**. A lot of research and development has gone in to evolving our headwear. In producing cricket helmet we have lead the world for the pass 25 years.

What is the purpose of your visit to India? Is it a coincidence that it takes place with the Test series being held here?

I should say that it is in fact very deliberate. As we are in the cricketing industry, what better endorsement of a product can be had than when its launch coincides with the very game it is meant for? And here we have two great cricketing nations that have been playing cricket since long. So it amounts to being a natural endorsement. It will help us in sending a strong message to find a future partner for our product here in India.

I should also take this moment to thank Austrade that has been very helpful; they have been encouraging everyone who is looking to do business in India. They align themselves with credible organizations, and made our journey a lot easy.



Could you explain the concept of 'making cricket a safer sport'? Which are the points of risk and how do you think of offsetting them?

To make cricket "grow", we have to make it safe and for that we need consistency in the product. What I mean to say is that the products that we manufacture should have consistency. That is the purpose behind safe cricket. You play to play safely, without getting any damage. This is the reason why we have survived in the world for the past 25 years. This is what we induce in our product. It is to prevent damage to the brain from the ball. At the same time, we have looked into different manufacturing techniques. We have looked long and hard into what material to be used. Therefore, our message and motto is not to compromise on the safety of the players. We have been manufacturing here for ten years now and we lay emphasis on passing our products through the highest quality standard.

Can you tell us about your operations in India?

We have allied ourselves with a company based in New Delhi for the last few years. There also we believe in good, strong ethics and morals. **And the spirit in the game of cricket can be translated well into the spirit of**

the business also. In this place, we have invested a lot of money to get it to a certain standard; we have invested a lot of money to have people come over to inspect our plant. By our involvement in R&D and in trying out new engineers, I believe that we are investing back into the very market that we want to be part of.

Steve Waugh adorns the same cap manufactured by your company. What is it that makes your cap so special?



We have been manufacturing cap under the name of Albion for 30 years now, but we have been manufacturing for other people as well with whom we have had contracts. Steve Waugh yes, but almost all Australian players have grown up in our caps. Adam Gilchrist, for instance. We also made his Test cap when he went to play the Test matches. So what makes our cap so special is the fact that they are made with hand with a lot of expertise; so they are really

cherished. The people who are employed in that division are amongst the most senior cap makers. Some have been there for 23 years and some for 19 years. You can't just pick up and make a cricket cap. It has behind it a tradition of genius. It is passed on as a legacy, as a wonderful tradition of cricket. It's a tradition that I



hope lives on. By striking a cricket cap, you give your club an instant tradition, a sense of belonging and linking with the past. That is what the **Baggy Green** really represents: It links the special club of 389 members of cricketers around the world. They realise that Albion has engrafted a fine tradition. Whether you are playing for the Mumbai side in less than ten categories or for the national side, that link gives you a sense of belonging. You see it offers some kind of a 'spiritual connectivity'. Look at Rahul Dravid's cap. The guy was offered a new cap in Sydney. So you can see the attachment and link. What people like or go for is the **safety factor**, combined with comfort. People just gravitate towards it. We have worked hard in providing this. Albion has been tried and tested and we have established ourselves as a brand that has surpassed time and is part of the evolution; people like it and feel comfortable in it. They have grown up with Albion.



Your JV with The Marylebone Cricket Club at Lords and your association with it...

This was fantastic. The JV was something that we worked on for long and hard for a few years. The Marylebone Cricket Club at Lords is rated high throughout the globe; it is like the guardian of cricket laws and is steeped in tradition, and you have a lovely club in Mumbai, the CCI -- the Cricket Club of India. During the last 279 years, The Marylebone Cricket Club is seen representing the integrity and ethics of the game within the tradition of the safety aspect. A main part of the JV is the Albion sales team, which distributes our product not only in the UK but also in Europe. You see that Albion had displayed its products in Finland at the European Cricket Community launch last year. So, to have the MCC as an endorser for your product is just a reflection of what sort of a company Albion is. It's the best company you can really get.

Are your products available for the ace level cricketers only or is it for the common people also?

Part of the Albion culture is to share the safety concept with the larger cricketing community and try to tap all social and economic areas. From the start, we have the four stars of helmets -- from the entry level of the game to athletes -- and we have spent about A\$200 million on R&D.

What does it feel to be the recipient of the Export Market Development Grant Certificate?

It is definitely a matter of great honour for Albion and we are very grateful to the Australian Government for assisting us in this venture.

Do you plan to extend your operations in India?

We are obviously here to extend our operations. We are here to nominate, to appoint a business partner here, who would help us expand and share the Albion brand, to enable further success to Albion (products) in India and the rest of the region. We are talking to Bangladesh and with other countries around. So, whoever is appointed to share in our success will hold that umbrella to target. As far as manufacturing goes, obviously because of the volume, we are looking at increasing our capacity here. We have been working really hard to talk and establish relations with our current manufacturer and supplier. We've invested a lot of time and resources and intellectual

property and the share that we have got with our partner in New Delhi speaks for itself.

What are the parameters you are looking at from the point of distribution?

What is the perfect plan that could marry with our project decisions? Sometimes, the wonderful entrepreneurs in the world do not make good business people. We need someone as a network in distribution. We need a corporate structure. We need someone who is active to cover the regions in India and potentially the countries surrounding it. We are looking at people like us who have high business modes. Also, a lot of support from the manufacturing sector is required. A good strong financial track record is essential, including a few other key areas.

When you are designing the headwears, what aspect do you keep in mind? You have designed caps for Rahul Dravid; if it were for Tendulkar, would you be focusing on something special?

If you keep in mind the safety problem, then it is yes. Sometimes you have to design separately for each individual. But in the helmet department, there cannot be everything for every one. Anyways, we are designing a safety device. However, we take advice from the board and we ask for feedbacks, and suggestions, which are very essential. Sometimes they do not fit into the parameters of actual industry designs and engineering. So we are trying to cope with industry needs.

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Australia India Business Council



AUSTRALIA-INDIA FOCUS

Biotechnology Memorandum of Understanding ~ Australia – India

Australia and India's two peak biotechnology industry bodies-AusBiotech and the Association of Biotechnology Led Enterprises (ABLE) respectively - formalised institutional linkages through the signing of a Memorandum of Understanding (MoU) on 12 October 2004. The MoU will open further biotechnology partnering and collaborative opportunities between India and Australia.

A recent visit to India by Mr John Grace, an AusBiotech Corporate Member, revealed a strong, growing biotechnology industry, which offered significant opportunities for Australian biotechnology companies wishing to form partnerships in India. Mr Grace's visit was initiated and funded by the Australia-India Council (AIC).

The AIC's key objective is to strengthen bilateral relations with India in a raft of areas including the arts, health, sport, law, and science and technology, and it is in the latter sector that this MoU represents a positive outcome for the AIC and for Australia-India relations.

Dr Tony Coulepis, Executive Director of AusBiotech, said "We are delighted to strengthen such an important relationship with one of the most rapidly developing and important markets for biotechnology in the future. India is emerging as the new destination for building a globally competitive biotech industry. The MoU will assist Australian biotech companies access a new and growing market, which is anticipated to reach 50% in size of the USA within the next 20 years".

Combining India's development and market potential across several biotechnology sectors with the Australian industry's capacity in new discoveries, should result in commercial benefit to companies in both nations. "India and Australia are joined by history, language and have an equally strong interest in cricket. These associations are strong drivers in facilitating commercial interactions," said Dr. Coulepis.

The progress made through the MoU will be reinforced in November at the AusBiotech 2004 National Conference, with the attendance of a significant

business delegation from India.

Australia-India Council Grant Funding ~Australian Visit by Nabateena Dev Sen

Eminent Indian poet and literary theorist, Ms Nabateena Dev Sen, will be travelling to Australia between 3 to 15 November 2004 at the invitation of the Institute of Post-colonial Studies (IPS) in Melbourne. Professor Dev Sen is a leading member of the Calcutta and West Bengal literary and intellectual community, and one of the most influential writers in the Bengali language in India today. While in Australia, Professor Dev Sen will attend a reception in her honour, provide a public lecture at IPS, and attend speaking engagements at the University of Sydney and Macquarie University. She will also give a public reading of her work and attend IPS working groups.

Ms Dev Sen was born in 1928 in Calcutta into a family of well-known poets. She has published widely, both in Bengal and English. Until recently, she was Professor of Comparative Literature at Jadavpur University in Calcutta, and also founded the Indian National Comparative Literature Association. She was honoured with the *Sahitya Akademi Award* from India's National Academy of Letters and with one of India's highest civilian honours, the *Padmashree*. She was formally married to Nobel Laureate, Amartya Sen, with whom she has two daughters.

Her visit to Australia was made possible by a funding grant provided by the Australia-India Council (AIC), and through additional support from *Bangla Sahita Sansad* (a Melbourne-based Bengali literary group).

18th IDP Australian International Education Conference

The 18th IDP Australian International Education Conference at the Sydney Convention Centre was a major success, breaking all attendance records with 1,235 delegates from 43 countries. Over 200 expert speakers offered their insights into this conference's theme, International Education: The Path to Cultural Understanding and Development, with a particular focus on the Middle East and Gulf region. Local and

international delegates heard industry leaders in over 70 seminars discuss quality and access to education, the divide between local and foreign students, as well as the soaring costs of studying in Australia. At Wednesday's Opening Plenary, Sir John Daniel, Director of the Commonwealth of Learning, and Lyutha Al Mughairy, of the United Nations, reminded delegates of unequal access to education in the developing world. "Should we not be asking why one in three children in the developing world is deprived of basic education?" asked Ms Al Mughairy.

The Conference Dinner was held at Hordern Pavilion, Fox Studios, with a colourful Bollywood theme. The space was decorated to a bright Indian-theme and included a lively 30-minute performance by Indian dancers. The evening was a chance for staff to relax with clients. The 2005 Conference will be held on Queensland's Gold Coast in conjunction with AEI.

Foreign Direct Investment Limit in Domestic Aviation Rises

The Congress-led United Progressive Alliance Cabinet decided on 20 October to raise the limit for foreign direct investment (FDI) in domestic airlines from 40 to 49 %. By raising the FDI cap, the domestic scheduled and non-scheduled airlines will have greater opportunity to receive more equity from foreign investors. Also, foreign investments in domestic airlines will no longer have to be cleared by the Foreign Investment Promotion Board. However, foreign airline companies are still barred from holding any equity in Indian private airline companies.

Dual Citizenship - Registration as Overseas Indian Citizens

Under the provisions of the Citizenship (Amendment) Act, 2003 (No.6 of 2004) and the Citizenship (Second Amendment)

Rules 2004, the Consulate General of India, Sydney and the High Commission of India, Canberra will start accepting applications from November 1, 2004 for registration as Overseas Citizen of India from Persons of Indian Origin holding Australian passports. Details of the scheme have been posted on the websites of the Consulate General of India, Sydney at www.indianconsulatesydney.org and the High Commission of India, Canberra at www.hcindia-au.org

Upcoming Events of Interest—Australia

- Australia India Chamber Commerce & Australia India Business Council Cruise - Yarra and Port Phillip Bay,

Friday 12 November, Email Harish Rao harishrao@aicc.com.au

- AIBC hosts Sabeer Bhatia, founder of Hotmail, November 10 2004, Sydney

Email Glen Robinson glen.robinson@aseanfocus.com

- India Update Seminar 2004, University of Canberra and Monash Asialink Institute. Supported by the AIBC. Email: Auriol.Weigold@canberra.edu.au

Upcoming Events of Interest—India

- The Premier of NSW, Hon. Bob Carr, lead a trade visit to India from 1-5 November 2004. The Premier's program included several events in New Delhi and Mumbai, in which delegates from companies that have an interest in India could consider participation. Those included events organised by National Association of Software and Service Companies (NASSCOM), Federation of Indian Chambers of Commerce and Industry (FICCI) and Confederation of Indian Industry (CII), and a reception in Mumbai hosted by the Premier in conjunction with the Australian Consulate General (Mumbai).

- For further details in India, please refer to the website of the Indian Consulate General (Sydney) www.indianconsulatesydney.org/Programme_of_Events_India.pdf; and the High Commission of India (Canberra) www.highcommissionofindiaaustralia.org/Impevents_pg.htm

Australia India Focus

The Australia-India Focus newsletter is produced bi-monthly by the Australia-India Council and the Australia India Business Council.

Australia-India Focus aims to inform our readers on the range of cultural and business activities occurring between Australia and India.

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Energy News

Australia number one

AUSTRALIA has been ranked number one in the world by oil and gas investors in a new international survey.

AT Kearney's Confidence Index found that Australia was the most attractive location in the world for international oil and gas investment in 2004, while the country has dramatically improved its standing in the overall rating, jumping from 19th to the seventh. The Index reflects a survey of executives from the world's largest companies, conducted by global management consulting firm A.T. Kearney. A.T. Kearney's Asia Pacific managing director, Art Bert, said Australia's natural resource industry remains one of the most attractive in the world with Australia also taking second place among primary sector investors. "The Index is a leading indicator of where the world's foreign direct investment spend is likely to go over the next 12 to 24 months, so this augurs well for Australia," said Mr. Bert. The indication for Australia is that foreign dollars over the next year is likely to be directed at the primary industries, natural resources and financial institution sectors." Australia was also ranked fourth by bankers. ■

Blacktip Gas Project gains further momentum

THE proposed Blacktip Gas Project has gained a key milestone with the recent signing of a gas sales agreement to supply Alcan's planned Gove alumina plant expansion in the Northern Territory.

The agreement signed by Blacktip operator Woodside and its JV partner ENI finalised a deal to supply Alcan with 44 petajoules of gas a year for up to 20 years. The gas sales agreement is conditional on the Blacktip Gas Project receiving all joint venture and government approvals by mid-2005 and pipeline arrangements also being concluded. Woodside's Gas and Commercial Business Unit director, David Maxwell, said signing of the gas sales agreement with Alcan was an important step in establishing a new gas development for the Northern Territory. "The contract makes possible the development of the Blacktip gas field which was discovered just three years ago and Woodside and Eni were very pleased to sign the gas sales agreement with Alcan as the foundation customer," he said. "The Blacktip Gas Project lays down important infrastructure that has the capacity to process additional gas from the area and has potential to develop into a regional gas gathering hub." The Blacktip Gas Project includes development of the Blacktip gas field in the Joseph Bonaparte Gulf; about 250 km southwest of Darwin in exploration permit WA-279-P. The project involves the installation of a remotely operated wellhead platform and a 110 km subsea pipeline to an onshore gas plant near Wadeye in the Northern Territory. Under the development plan, the sales gas will be transported from Wadeye by the proposed 940 km Trans-Territory Pipeline to Gove. Alcan operates the pipeline project. NT Business Minister, Paul Henderson, said the Blacktip Gas Project could lead to the creation of up to 130 onshore and 250 offshore jobs while the construction of the 940 km Trans-Territory Pipeline could create up to 900 jobs. A final investment decision on the project is expected to be made in the second quarter of 2005, subject to necessary approvals. ■

PNG project re-named

THE innovative project to pipe gas from Papua New Guinea to Australia has reverted to its original name.

The PNG Gas Project changed its title to The Highlands Gas Project after Chevron Texaco pulled out of the joint venture following its decision to sell its PNG assets to Oil Search Ltd. However, at a recent function in the PNC capital of Port Moresby, PNG's Minister for Petroleum, Sir Moi Avei, announced that the multi-billion-dollar proposal will now be known again as the PNG Gas Project. Oil Search's managing director, Peter Botten, said the decision to change back to the original title reflected the important implications the project has for all of Papua New Guinea, including specific stakeholder groups such as landowners, provincial and national Governments. "As a PNG company, Oil Search is delighted that the project sponsors have sought to reflect the nationwide significance of the project to PNG by adopting this new name," he said. ■

New trade agreement a boost for Chinese LNG sales

THE Gorgon and North West Shelf Venture's hopes of significant LNG sales agreement with China has been boosted with the signing of a new trade agreement.

The Western Australian Government recently signed a Memorandum of Understanding (MOU) on the supply of resource products for the municipality of Tianjin. Tianjin, one of China's largest cities and the nearest port to Beijing, is looking to secure long-term supplies of LNG and it sees Western Australia as a favourable supply source. Meanwhile, China National Offshore Oil Corporation (CNOOC) has reached co-operative outlines with local governments to build three LNG receiving terminals in Northeast China's Liaoning Province, East China's Jiangsu Province and Shantou in South China's Guangdong Province. CNOOC is now looking to build LNG receiving terminals Yingkou, Binhai and Shantou, which will require upwards of nine million tonnes of LNG per annum. CNOOC subsidiary CNOOC Ltd and the Gorgon Venture Participants signed an agreement in October 2003, which is expected to lead to one of the biggest LNG deals in the industry's history. Subject to the completion of formal contracts, which are tipped to be finalised by year end, CNOOC Limited has agreed to purchase a substantial equity stake in the Gorgon Development, and its parent, CNOOC will arrange to purchase foundation volumes of LNG from Gorgon for use in China. CNOOC will also assist Gorgon to secure markets in China for a further designated amount of LNG. ■

Source: Energy publications, Australia.

Australia - Making News

The **Annual National Biotechnology Conference** of Australia, 'AusBiotech 2004 Going Global', registered an overwhelming success in gaining international interest and raising the awareness of Australia's Biotechnology industry and its advantages. The 'Going Global' theme of the event reflected the industry's new-found maturity and reaffirmed the importance of successfully coordinating all states and territories together to provide the clear global message of "one industry, 'one destination and many Australian business advantages.'

Held in Brisbane from 7 to 10 November, the event was attended by a wide range of delegates, including a number of high-level representatives from Japan, Europe and North America.

Minister Macfarlane commented that the attendees were a good mix of investors and researchers and emphasised the importance and benefits of a coordinated national approach. Invest Australia, in collaboration with Biotechnology Australia, played a key role in coordinating the consolidated Australian Government pavilion, which included exhibitors from Invest Australia, Biotechnology Australia, AusIndustry, Austrade, Department of Agriculture, Forestry and Fisheries and the Department of Environment and Heritage.

Reuters reports that the **COMMONWEALTH Bank of Australia** will pay an estimated A\$20m (\$15.5m) for an 11% equity stake in China's Jinan City Commercial Bank, marking the first Australian investment in China's banking sector. Jinan is one of the 112 city commercial banks, which have been encouraged by the government to seek foreign investors as the sector opens up to greater competition under World Trade Organization commitments.

Australia is the current focus of the travel major, **Globe Forex and Travels Ltd.** This Kolkata-based company is looking at Australia to leverage its strengths and expertise in a big way in the days to come. The managing director, Sanjoy Seth's son, Siddharth Seth is doing a post-graduate course in tourism at TAFE University in Australia. "The curriculum of the course is very intensive and he would probably be the only one undergoing such a course in Australia," says Sanjoy Seth.

What the travel major is eyeing is the market for

backpackers and adventure tourism in the continent-country. Globe travels is now planning to do the spadework for the project by the year-end.

The **International Monetary Fund (IMF)** has released a glowing assessment of the Australian economy. In its annual assessment released on 9 November 2004, the IMF Executive Board commended Australia for its "strong performance, with six years of budget surpluses, falling public debt, low inflation, high and rising productivity, and a long period of uninterrupted growth that has underpinned a dynamic job market."

The IMF believes that the outlook for Australia's economy will remain favourable, noting, "Australia continues to reap the benefits of sustained implementation of appropriate macroeconomic policies and structural reforms."

Reflecting the IMF's assessment, Australia has recorded its thirteenth year of economic expansion, an achievement matched by few other industrialised economies in the world. Real GDP rose by 3.6% in 2003-04, with inflation staying comfortably within the Reserve Bank of Australia's (RBA) target range of 2-3%. The Australian economy is expected to continue to record solid economic growth

and low inflation in 2004-05, against a backdrop of strong world expansion.

Key data in this month's update include the following:

- **Australia's unemployment rate** fell further to 5.3% in October, a level not seen since the late 1970s;
- The **Australian dollar** continued to rise over the past month - up by 4.6% against the US dollar (between 12 October and 12 November 2004); and
- Australia is now ranked as the **ninth least-corrupt country** in the world (out of 146 countries), according to the latest survey released on 20 October 2004 by Transparency International, the leading non-governmental organisation fighting corruption worldwide. Australia's latest ranking is well above many major developed countries including UK (11), Canada (12), Germany (15), USA (17), France (22), Japan (24) and Italy (42). The top three least-corrupt countries in the world are Finland, New Zealand and Denmark.



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