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Co-operation at its Best

Opportunity: West Bengal
Seeks Deep Mining Tech

Interview: Use Brand Bollywood
to Promote India - Shabbir Wahid

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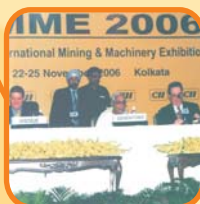
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Dear Reader,

Greetings. You are well aware of the phenomenal growth in Indo-Australian bilateral trade in recent years. What is heartening is the fact that the two countries have diversified their transactions from commodities trading, comprising mainly imports by India from Australia, to two-way investments in various industries, especially the knowledge sector. There is one area that could further boost Indo-Australian trade by leaps and bounds. It is infrastructure. India's inadequate infrastructure, technology deficiency in areas such as mining gives immense opportunity to Australian companies to invest as well as offer advanced technology. Australia is a world leader in mining and mineral exploration industries and India knows it would greatly benefit from that country's capabilities in these key areas of the economy. The cover story of the current issue of Indo-Australian Business delves deep into the factors such as advanced technologies and highly trained manpower that make Australia a global mining giant. The International Mining and Machinery Exhibition (IMME) is a prestigious annual event held in Kolkata. This year, the event attracted a large number of foreign delegates, dominated mainly by a 40-member Australian mining mission. The event was inaugurated by West Bengal's forward-looking Chief Minister Buddhadeb Bhattacharjee and attended by Australian Minister for Industry, Tourism and Resources Ian Macfarlane. We carry a report that highlights West Bengal's desire to seek Australian technology support for the state's deep mining efforts. Another area in which Australia is far ahead is energy and the issue brings to the fore its standing as a reliable global energy supplier. Research and development (R&D), encompassing various fields is an activity that Australia fosters on a large scale, due to the availability of a huge talented and highly qualified scientists as well as the supportive institutional infrastructure. The current issue carries a report on the great strides that Australia has made in the fields of bio and nano technologies. Shabbir Wahid, former Consul General of Australia, has seen Indo-Australian bilateral trade grow at a phenomenal pace. He has been associated with a number of projects promoting joint ventures between the two countries. He was in Mumbai recently promoting Safer Concepts, a company that has developed child-resistant and tamper-proof packaging. The current issue of Indo-Australian Business carries an interview with Wahid, who touches wide-ranging issues, including Brand Bollywood and Indian agriculture, both of which, could be used for India's great advantage. Ms Diana Asmar, former Mayor of the Australian city of Darebin, was also in Mumbai along with Wahid to promote Safer Concepts. Diana, who has been wooing Bollywood to come to picturesque Darebin for location shooting, talks to Indo-Australian Business. We carry a brief interview. While offering all these besides our regular features, such as news, we wish our readers a happy and prosperous new year.

Wish you happy reading,

Satya Swaroop

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INDO-AUSTRALIAN BUSINESS Excellence Awards



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Advanced technologies & Skilled Professionals Make Australia ...

A World Leader in Mining

By Veerendra Bhargava



Australia is a world leader in the global minerals industry thanks to the country's abundant and diverse minerals resources, its skilled mining industry professionals and advanced extractive and processing technologies.

Australia also boasts a transparent and predictable legislative framework that provides a high level of certainty to existing and potential investors and helps facilitate investment through all stages of minerals development.

Increasing numbers of foreign investors are targeting Australia's minerals sector, keen to invest in iron ore, nickel, copper, zinc, bauxite, manganese, gold and other minerals projects.

Mining and minerals activity currently comprises around 8 per cent of the Australian economy and earns nearly one-third of our export revenue. The sector is experiencing a period of considerable expansion, driven primarily by huge demand for raw materials from China and India.

This heightened level of activity has helped drive even further research and development into more efficient surveying and exploration techniques and mineral processing technologies.

Although Australia is a world leader in resources with a long history of discovery, the continent remains significantly under-explored. Since 1990, more than a dozen new world-class mineral deposits have been discovered. Significant discoveries are still being made in

areas mined for more than 100 years.

Online access to pre-competitive geoscientific data makes Australia one of the easiest and most cost effective locations in which to undertake exploration activities, ensuring Australia remains the prime destination for global minerals investment.

Australia produced 53.0 million tonnes (Mt) of bauxite and 16.5 Mt of alumina and 1.9 Mt of aluminium in 2003. This represented 40 percent of the western world's production output. Australia has emerged also the world's major alumina producer. In 2003 it accounted for 36 percent of Western output of 46.3Mt. The most significant deposits of bauxite in Australia are located at Weipa in northern Queensland, at Gove on the Gove Peninsula in Northern Territory, and in the Darling Range and Mitchell Plateau areas of Western Australia. Deposits at Mitchell Plateau and Cape Bougainville in the north of Western Australia are uneconomic to develop but are important as future resources. All of Australia's bauxite deposits are hosted by aluminium rich laterites, with Gibbsite being the main ore bearing aluminium mineral. The Australian aluminium and bauxite industry consists of five bauxite mines, six alumina refineries, six primary aluminium smelters, twelve extrusion mills and four rolled product mills.

The four main producers in Australia are:

Alcoa World Alumina & Chemicals (AWAC) operates the Huntley mine, one of the largest in the world. AWAC is owned by Alcoa Inc. 60 percent and WMC 40 percent and operates as Alcoa of Australia. Huntley is situated in

Western Australia 80km south of Perth. Has indicated reserves of 700 Mt. The mine has a capacity to produce 18Mt per year. Alcoa also operates the Willowdale Mine situated 130km south of Perth in Western Australia. In 2003, the refineries produced approximately 7.9 Mt of alumina and the smelters a record 545,000 t of aluminium.

Worsley - The Worsley smelting and refining complex sources ore from the nearby Mount Saddleback mine south of Perth with estimated reserves of 400 Mt. Worsley is owned by Billiton 86 percent and Japanese Kobe 10 percent.

In 2000 Alcan acquired the remaining 70 percent of the Gove bauxite deposit and refinery situated in northern Territories. Additional ore is being sourced from the nearby Rocky Bay deposit, which will extend the life of mine to 2030. In late 2003, Alcan Gove Pty Ltd completed an Environmental Impact Statement (EIS) for its proposed A\$1.5 billion expansion of the Gove alumina refinery in the Northern Territory. The expansion would increase alumina production capacity from 2 Mt/y to around 3.5 Mt/y and convert all of Alcan Gove's bauxite output into alumina.

In 2003 expansion of the Weipa bauxite mine in Queensland commenced, with intentions to increase production capacity to 16.5 Mt/y, mostly to supply the new Comalco alumina refinery. Construction of the US\$750 million facility at Gladstone, Qld, is on schedule and initial shipments from the 1.4 Mt/y plant are expected in 2005. In June 2003, Norsk Hydro signed a longterm supply agreement with Comalco to buy 500,000 t/y of alumina for more than 20 years to feed its aluminium smelters in Australia and elsewhere.

Mt Owen Owen Coal Mine, NSW is located in the Upper Hunter Valley of New South Wales, 20km north of the township of Singleton. Comprising one of the deepest coal open pits in Australia, the mine is wholly owned by the Swiss-based minerals producer and commodity trader, Xstrata, with Thiess Contractors as the mine operator. Following expansions carried out during 2001 and 2002, the mine has a capacity of 7.7Mt/y of thermal and semi-soft coking coal. Actual production in 2004

was 5.84Mt, compared with 4.79Mt in 2003 and 4.82Mt in 2002.

This increase reflects the amalgamation of the company's adjoining Ravensworth and Glendell coal properties into an expanded Mt Owen complex, a process that began in 2003. At the end of 2004, Xstrata received regulatory permission to upgrade the complex's infrastructure so as to increase its capacity from 9Mt/yr to 15Mt/yr of export coal, access all of the reserves on the property and extend the project's life by ten years. As part of this, Ravensworth East has already been re-engineered as an export-coal producer, with an expansion now scheduled for the coal-processing facilities at Mt Owen.

Geology & Reserves

Mount Owen is mined by opencut methods. It is characterised by the presence of up to nine mineable seams that can reach dip angles of 45° close to faults. The



majority of coal to be mined dips at 10° or more. Seams range in thickness from 500mm to 10m, with thicker seams found where the strata are folded.

At the end of 2004, marketable reserves totalled 114.5Mt of coal within a 450Mt in-situ resource, including Mt Owen, Glendell and Ravensworth East.

Open Pit Mining

Thiess Contractors operates Mount Owen as a shovel-and-truck open pit, relying on hydraulic excavators for



both overburden stripping and coal production. The dipping structure of the deposit means that the pit is laid out with benches spaced at 5m vertical intervals.

The company has two Liebherr R996 backhoe excavators and one R994 on site, the R996s being fitted with 33m³-capacity buckets. Thiess has recently augmented its overburden fleet of Caterpillar 793B and 793C, 218t-capacity trucks, with six Liebherr T-262 electric-drive haulers, while using Cat 789Bs for coal haulage. The R996s can accurately four-pass load the haulers through the use of real-time data transmitted from sensors mounted on the truck bodies to an Advanced Systems Integration monitoring unit on the shovel. Their typical handling capability in overburden is around 1,800m³/h,



the average output of 4.8Mt/y of run-of-mine coal requiring the removal of some 22Mm³ of overburden and interburden.

Coal Preparation

Thiess Contractors also took responsibility for the design, construction and commissioning of the coal preparation plant, guaranteeing a maximum cost of AU\$114.6 million for this aspect of the project. The actual cost was well within this limit. The plant was designed on a modular basis to produce 3.6Mt/yr of saleable coal containing 9.0 percent to 14 percent ash and achieving an average yield of 77.5 percent. Following upgrades, the plant currently has a capacity of 7.7Mt/y of saleable coal.

A number of technical innovations have been incorporated into the design of the mine, including the use of a 700t-capacity dual-chamber hopper in the run-of-mine dump station (to give the maximum capacity at minimum height), and low-speed Abon coal sizing technology rather than traditional rotary breaker technology. The benefit of this is to minimise the creation of fine coal during crushing, while removing the need for a separate screening operation.

A 2,000t-capacity surge bin feeds the twin-module washing plant, which uses dense medium cyclones and spirals to produce semi-soft coking, low-ash thermal and mid-ash thermal coal products. 1,000t/h of feed gives 740t/h of products, with rejects being handled through a fully automated bin into haulers for disposal in the waste dumps.

Unique Process

A unique cantilevered stacker supplies dewatered coal products to a 300,000t stockpile. From this, coal is loaded into unit trains at a rate of 4,000t/h using a specially designed, automated batch weighing system that gives an accuracy of 0.05 percent per wagon. A 7km rail spur line connects the mine with the main Freight Corp line west of Camberwell to transport products to the port of Newcastle

BURTON COAL MINE, QUEENSLAND, AUSTRALIA

Burton Coal Mine, Queensland, is located in Queensland's Bowen Basin, 150km south west of the coastal town of Mackay. It produced its first coal in November 1996. An open-pit operation, Burton has a production capacity of around 4.5Mt/y, with 80% of its output being high-quality coking coal for the export market.

The mine was developed as a joint venture between Portman Mining (95 percent) and Thiess Contractors (5 percent). In mid-1999, Germany's RAG Coal International bought Portman's holding for a total of AU\$200 million, of which AU\$163 million was cash, so increasing its interest in the Australian coal industry. In 2004, RAG sold its holding in Burton to the US-based coal company, Peabody Energy Corp., together with its North Goonyella underground mine, also in Queensland, and its Twentymile mine in Colorado, USA, for a total of \$421 million.

Geology & Reserves

Burton's resources are hosted in the Permian Rangal Coal Measures. The main Leichhardt and Vermont coal seams coalesce over much of the area to form the 11m-thick Burton seam, while the Burton Rider seam is developed immediately above this in its central part. The coal measures dip at 832° towards the east.

Mineable reserves are 54.6Mt to a depth of 80m and 65.8Mt to a depth of 100m. The deposit contains both opencut and underground coal resources. Opencut coal resources in the Burton seam occur along a 16km strike length and are adequate to support a 12-year mine life, with at least the same again in underground resources.

Coal Quality

Burton produces a high-quality coking coal with the lowest sulphur content for any Australian hard coking coal. It also has one of the lowest ash contents. The mine can

also provide a semi-soft product for use as either a coking blend component or for pulverised coal injection.

Burton thermal coal is a low-sulphur, low-nitrogen, high-energy product with high ash fusion temperatures and can be easily pulverised.

Mining follows conventional opencut practice, with waste being stripped from 5m-high advancing benches along a 1,000m-long pit face. Bench advances range from 100-200m, each being stripped sequentially from the surface to the top of the coal seam.

Thiess provides all the mining services to Burton. The company uses a Liebherr R996 hydraulic excavator fitted with a 30m³ bucket as its main production shovel, loading 218t-capacity Caterpillar 789 haul trucks.

All run-of-mine coal is cleaned before transport by rail to Dalrymple Bay for export. Raw coal is crushed to 50mm, with prime hard coking coal



recovered using dense medium cyclones. Middlings from this circuit are re-treated to produce thermal coal. Variable amounts of coking coal product can be diverted into the thermal coal to enhance it, if needed.

Fine raw coal is handled in spirals and Jameson flotation cells to produce further prime hard coking coal. The products are dewatered in centrifuges and a belt filter before being recombined into the coking and thermal products.

Exports

The clean coal is loaded from product bins at the washery into 180t-capacity, triple-trailer road trains, and hauled 35km along a specially constructed haulroad to the Mallawa siding on Queensland Railways. The system has the capacity to haul some 8,000t/d. An automated loading system on the coal preparation plant loading bins allows remote operation of the loading gates by the vehicle operator.

At Mallawa, the coal is side-dumped from the trucks adjacent to the respective stockpiles, so as to minimise the requirement for bulldozing. A Caterpillar D11N bulldozer fitted with a coal blade is used to push the dumped coal up on to the stockpiles. After reclaim, the coal is rail hauled 170km in 7,500t-capacity trains to the port at Dalrymple Bay. The Dalrymple Bay facility has a current nominal capacity of 33Mt/y, having recently been expanded. ■



Indo-Australian Mining Co-operation at its Best

The annual International Mining & Machinery Exhibition event, IMME, is India's major mining event, organised by the Confederation of Indian Industry (CII) with the support of the Ministry of Mines, Ministry of Coal and Coal India Limited. It also includes an international mining conference, the India Mining Summit, IMS.

At IMME 2006, held in Kolkata from 22 to 25 November, 2006, Australia put up a big show, what with the status of "Partner Country." Australia's Minister for Industry, Tourism and Resources Ian Macfarlane and John Mickel, MP from Queensland, along with a 40-member strong delegation participated in the event.

Macfarlane was accompanied by Australia's High Commissioner to India John McCarthy and a team of aides. The Minister had held meetings in Kolkata with Buddhadeb Bhattacharjee, Chief Minister of West Bengal, and Partha S. Bhattacharyya, Chairman, Coal India Limited.

Macfarlane was Guest of Honour and a main speaker at the IMME 2006 and jointly inaugurated the Australian Pavilion with Chief Minister Bhattacharjee.

Over 40 Australian organisations were represented at the exhibition in the Australian Pavilion covering over 450 sq mt the booths decked up in the "Brand Australia" signage. Over a hundred Australian Government and organisation representatives formed the Australian contingent.

Austrade coordinated the Australian participation, with very strong support from the Queensland and Western Australia Government agencies and organisations, and with participating companies from other states of Australia as well, including New South Wales, South Australia and Victoria.

There were several events in conjunction with

IMME 2006. Preceding it was the Australian Coal & Mining Mission, with business networking sessions in New Delhi and Kolkata, and with site visits to Aditya Birla (Essel Mining) and SAIL iron ore mines in the Barbil area, and to Bengal Emta Coal Mine near Asansol and Shri Ramrupai Balaji Coal Washery at Durgapur.

During IMME, there was the Australian Mining Education Mission with a seminar in Kolkata and site visits to ISM Dhanbad, IIT Kharagpur and BESU, Howrah. On 22nd November the Australian investment Seminar was held in Kolkata with the participation of Minister Macfarlane, Invest Australia and the Queensland and Western Australia governments. An Australian Function was held at the Oberoi Grand, Kolkata on 23rd November.

At the Australian Pavilion at IMME were represented organisations in Mining Technology, Equipment & Services, Mining Education and Government Departments. The Pavilion, being the largest foreign presence at IMME, attracted considerable attention and saw a steady flow of business visitors.

At the IMS, Australia was strongly represented. The keynote speech was delivered by Alan Broome,



Chairman Austmine. Other speakers included Mike Moignard, Senior Trade Commissioner, Austrade, and representatives from Queensland and Western Australia.

The IMME 2006 was a striking example of Indo-Australian cooperation, and such joint efforts in the mining, resources and energy sector are slated to be

strong drivers in enhancing bilateral relationships between the two countries.

Many delegates took some time out to experience Kolkata's famous offerings the Victoria Memorial Hall, the Maidan, Marble Palace, Mother Teresa's Mission and Bengali cuisine and sweets. ■

Innovative Australian Mining Technologies on Display

Indian companies were exposed to first-hand insight into cutting edge Australian mining technology and services designed to improve global productivity at the 8th International Mining and Machinery Exhibition (IMME 06) held in Kolkata recently.

Indian companies had the opportunity to directly meet Australian suppliers and get first-hand information on innovative Australian mining equipment, technology and services, at the exhibition.

Australia's Senior Trade Commissioner to India, Mike Moignard said, "Though our participation in IMME 06, Indian companies will get to see the whole gamut of world-class Australian mining capability for the first time. From mining products, technology and services to investment and education, they will get the complete picture and learn how Australian mining capability can enhance their productivity".

Australia is considered a world leader in mining capability. Global exports of Australian mining equipment, technology and services are estimated at a conservative Rs.69.2 billion (AUD\$2b) per annum*.

From dust collectors to mining software Australian

engineering and innovation has produced some of the world's best equipment and technology. As experts in adapting mining technologies to suit harsh weather conditions, topography and requirements, Australian manufacturers have designed high quality equipment for manufacture in-market to remain cost effective.

By developing cutting edge extraction and processing technologies, the Australian mining industry has ensured that many marginal projects have now become viable and profitable worldwide.

Australian companies have developed engineering and technologies covering all aspects of mining infrastructure. From installations at the ore body, through processing and beneficiation plants to transport facilities, rail, roads and ship loading, Australian companies have across-the-board experience in practically all mineral commodities, in remote areas and in harsh conditions.

With a wealth of qualified personnel both in-house and as joint venture partners, supported by a highly skilled workforce, Australian-initiated projects have gained a reputation for successful commissioning and completion on time, within budget. ■

Mining Education Seminar at IMME 2006 Catching them Young

Prospective students had the opportunity to learn first hand about career options and learning opportunities in the mining sector, when six of Australia's top ranking universities and educational institutions in the field present at the Australia Mining Education Seminar held recently.

From innovative new technologies to world-class research and development capability, Australia's educational institutions offer advanced learning opportunities that meet international standards. Today will be the first time that representatives from University of New South Wales, University of Ballarat, Challenger

TAFE and Education City come together in one place to showcase their curriculum.

On offer are a range of under graduate and post graduate studies, diplomas and certificates in mining engineering, mineral engineering, applied geology, applied geophysics, mining machinery engineering and environmental sciences. Short-term executive programs and training modules have also been designed specifically for the corporate sector, with delivery options available both in India or Australia.

The seminar was hosted by the Australian Government's lead trade promotion agency, the Australian Trade Commission, in conjunction with Australian Education International (AEI). The seminar was one of several activities that took place around Australia's participation at the International Mining and Machinery Exhibition (IMME 2006), held in Kolkata from 22 to 25 November. ■

Natural gas exploration & mining

Australia seeks Indian firms' participation

Australia's Industry Minister Ian Macfarlane has invited Indian companies to take part in exploration of natural gas in his country.

Macfarlane, who was in New Delhi recently, said he had discussed with Petroleum Minister Murli Deora the areas of cooperation in the energy sector and had proposed an MoU between the two countries.

Expressing Australia's inability to supply LNG to India in the short term, Macfarlane said, "LNG market is tight over the next couple of years. We expect the situation to ease once new capacities come into production by 2011-12," and added that his country was keen to attract Indian companies in gas exploration.

India's Petronet LNG Ltd is negotiating a deal to import at least 2.5 million tonnes of liquefied natural gas from Australia.

Deora said India had sought more LNG but Australia had expressed its inability to supply additional volumes in the short term.

Australia, which is also the world's leading producer of minerals such as coal and iron ore, would also encourage Indian investments in mining and would strengthen its presence in the minerals exploration industry here.

"We welcome Indian companies investing in Australia's mining sector. On the other hand, our companies have expertise in this sector and they can work in India," Macfarlane said

In Kolkata, the minister said he had had "fruitful" discussions with the chairmen of all the three public sector coal companies, namely, Coal India, Bharat Coking Coal Limited (BCCL) and the Eastern Coalfields Limited (ECL).

Extending the formal offer to a number of major Indian players in mining, Macfarlane said he had offered the public sector units the latest mining and safety equipment besides the state-of-the-art mining technology for greater excavation.

This could be done only through joint ventures with both Indian and Australian companies holding equity participations, he said.

This apart, the Australian Minister said during his five-day visit to the country he had held several rounds of discussions with a number of major private and public sector steel making units, including Bhusan Steel, Tata Steel and Vizag Steel, to discuss the possibility of their acquisition of some coal mines in Queensland in Southern Australia.

Macfarlane, however, refused to disclose the "final outcome" of his meetings with the leaders of Indian mining and iron and steel industries, but said he was very optimistic since a number of medium



sized Indian companies like Gujarat NRE had already come and invested about 60 million Australian dollars in acquiring two mines and importing its reserves back to India.

Referring to the possibilities of forming joint venture agreements with more Indian companies in several other sectors, Macfarlane said keeping in view the huge potential of increasing the bilateral trade volume between the two countries both governments had stressed the need for more such agreements in the spheres of education, tourism, information technology, manufacturing and service.

Earlier, speaking at a seminar on "Investment opportunities in Australian mineral resources", Macfarlane gave a detailed account of his country's huge reserves of various minerals, including high quality coal, iron ore, manganese and uranium, besides oil and natural gas.

Macfarlane said the Australian government had recently invested nearly one billion dollars for further excavation of oil and natural gas and for betterment of infrastructure facilities in several mining sectors. He also underscored the country's great potential in exporting uncut diamond not only to India but to several other countries.

Western Australia's Minister Simon Johnson, who was also present on the occasion, said his state would be in a position to supply the latest mining technology and safety equipment to the Indian mining industry for greater excavation in both open cast and underground mines. ■

W. Bengal seeks Australian tech support for deep mining



Australian Minister of Industry, Tourism & Resources Ian Macfarlane lighting a lamp along with West Bengal Chief Minister Buddhadeb Bhattacharjee in Kolkata.

from Australia for mining deep coal seams. He was in Kolkata recently along with a 40-member Australian delegation to attend the International Mining and Machinery Exhibition (IMME).

Talking to reporters, Macfarlane said that talks had already been held with the Coal India for partnership in underground mining. Australia was the world's largest exporter of black coal and second in coking coal, and Indian companies had already started taking advantage of the country's huge mineral reserves, he added.

On his part, Bhattacharjee urged the Central Government to come out with a clear policy on iron ore since states were exporting the mineral without a thought for the

Australian Minister for Industry Tourism and Resources Ian Macfarlane has said that West Bengal Chief Minister Buddhadeb Bhattacharjee had sought technology support

domestic steel industry's future. He made this appeal, taking advantage of the Planning Commission Member Anwarul Hoda's presence at the exhibition, which was billed as the Southeast Asia's biggest mining show.

Inaugurating the exhibition, Bhattacharjee said the argument that earnings from iron ore exports compensated for oil import bill was not acceptable and the Planning Commission should formulate a policy on this issue.

Sharing the chief minister's concern, Hoda told reporters later that in an era of economic reforms, licences for iron ore mining were among the few that remained when the regime of licences had ended.

He said that instead of going for quantitative restrictions on iron ore exports, the way forward was to impose an export duty on iron ore and pitch it "at the level that satisfied the domestic steel industry."

Hoda, however, stressed on the need for tackling the issue through export duties rather than an outright ban on exports.

Besides the Australian delegation, the exhibition drew a 11 member German team under the aegis of VDMA (the German Engineering Federation).



A Two-In-One Osborne Copper-Gold Mine



The Osborne copper-gold mine is located 195km south east of Mount Isa in Queensland, Australia. The mine is wholly owned by Placer Dome Inc and is run as a fly-in, fly-out operation for its 265 staff. Production in 2004 was 39,646t of copper and 41,360oz of gold. Production began in August 1995, open-pit mining finished in February 1996 and was replaced by output from the underground section in April 1996. An underground crushing and hoisting system was commissioned in mid-1998.

GEOLOGY AND RESERVES

Osborne is based on an ironstone-hosted, replacement-type copper-gold deposit. It has a complex polyphase deformation history with evidence of early compression followed by multi-stage metamorphism. The main orebody (the 2N ore zone) lies immediately beneath a mesozoic formation. A second orebody (1S ore zone) runs parallel to the 2N zone but only reaches mineable widths at its southern end. Both of these zones extend below 600m from surface. A third zone (the 3E ore zone) to the east forms a high grade pod about 200m below surface.

Chalcopyrite is the primary copper mineral, occurring as very coarse grains associated with replacement and brecciation textures which are common in the zones of massive silicification. The contained gold: silver ratio is in the order of 1:1.5 with native gold and silver being relatively rare.

As of the end of 2004, proven and probable ore reserves totalled 7.76Mt grading 1.99% copper and 0.8g/t gold, containing 154,190t of copper and 206,000oz of gold. In addition, measured and indicated resources of 4.74Mt contained a further 141,945t of copper and 189,000oz of gold.

MINING

Access to the underground mine is via a decline with a

portal located in the wall of the open pit, 80m below surface. Open-panel stoping accounts for recovery of around 90% of the in-situ ore, with 89mm-diameter blast holes, 20m long, being drilled to break the ore. Uphole bench stoping is used at depth. No fill is used to replace the mined ore. Development drilling is carried out using two Tamrock 8205D electro-drilling jumbos, while broken ore handling employs four 6m³-capacity Elphinstone 2800 LHDs and four 36t-capacity Caterpillar 769C haul trucks.

The primary jaw crusher is located underground. The shaft hoisting system has a capacity of 2.3Mt/y and uses a large single skip running from the underground crusher station to surface.

ORE PROCESSING

Osborne's concentrator uses both gravity separation and flotation to recover gold and copper concentrates respectively. The original flowsheet design included a carbon-in-pulp gold recovery circuit, intended to recover around 50 percent of the gold as doré from a pyrite flotation concentrate. However, this system was abandoned after it was discovered that 60-70% of the contained gold reports to the copper concentrate, and a new gravity circuit, designed around a Knelson concentrator, was installed in its place. As well as recovering free gold, this allowed the concentrator throughput to be increased from 1.0Mt/y to a nominal 1.2Mt/y, although this has been exceeded since. Mill throughput in 2001 was 1.49Mt, equivalent to 4,074t/d.

After further crushing in a small gyratory crusher and grinding in a rod mill and ball-mill circuit, free gold and copper concentrates are recovered by gravity and flotation. Pyrite is also recovered since this contains some of the gold. Saleable products are a copper-gold concentrate containing 28 percent copper and 5.0g/t gold, and gold doré. Recent recoveries have been 96% for copper and over 79 percent for gold. ■

Essel iron ore earns global reputation



Established in 1950, Essel Mining & Industries Ltd. is today one of India's largest iron ore mining companies in the non-captive private sector and the largest producer of noble ferro alloys like molybdenum, vanadium, tungsten and titanium. Both divisions are ISO 9001 and ISO 14001 quality- and environment-certified along with the OHSAS 18001 health and safety certification. Today, Essel iron ore is well accepted both nationally and internationally.

Essel believes that training, technology, value addition and community service are necessary to provide a firm launching pad for growth in value for all stakeholders. The mining division of Essel Mining & Industries Ltd. was set up in the year 1970. It has operations around Barbil in the Keonjhar and Sundergarh districts of Orissa. The mines are well-connected by both road and rail to Haldia / Paradeep / Visakhapatnam ports. Essel Mines owns over 125 million tonnes of the best quality iron ore reserves, sufficient for mining over the next 25 years at the present mining rate. The division has the best quality iron ore deposits in the country with Fe content in the range of

63-65 per cent.

The major products include iron ore lump used as feed material for the crusher plant, calibrated lump ore for steel making in pig iron and sponge iron plants, and iron ore fines exported as pellets and sinters. Essel Mines is one of the largest players in the non-captive private segment in India, with an annual mining capacity of over 5 million tonnes. Mining operations are manual and mechanised, adopting the latest technology and equipment, namely, hydraulic drifter, in-pit crusher and cone crusher. Flexibility in operations enables the division to produce iron ore in a specified size range with the desired Fe content to suit customer requirements.

Essel Mines has the best quality deposits in the country in terms of bulk density and iron content and holds a leading position in the Indian mining industry for its superior technology in mining techniques, equipment and scale of operations. Almost 59 per cent of India's total reserves of 10,052 mt (Hematite type) lie in the mine belt where Essel mines are situated. ■

**To ensure supplies to power,
steel & cement plants**

**India opens
coal sector to
private firms**

The Indian government has given a green signal to private firms to enter the coal mining sector in a big way. The move is expected to end the inadequacy of domestically-mined coal, which is partially responsible for the country's power supply shortfall. Thermal power plants in India have so far been starving from lack of adequate coal supplies for meeting the ever-increasing demand for power. This pressing situation had compelled them to make drastic cuts in power generation.

The government's strategy to allow coal mining by standalone companies that have tie-ups with steel, cement and power companies for coal supplies will become operational shortly.

Australia - A Reliable Global Energy Supplier



Australia's petroleum sector is entrepreneurial, innovative, and highly successful, resulting in large investments in Australia by global petroleum companies. The success in this sector is supported by high quality geo-scientific databases and information systems; a strong legal framework; mining and petroleum tenement systems; and a dynamic investment environment, which is conducive to exploration and development. Significantly, Australia has extensive areas of potential petroleum-bearing sedimentary basins with the prospect of further oil and condensate rich gas discoveries to be made.

Largest Exporter of Coal

Australia is currently the world's largest exporter of black coal, ranking first in steaming coal and second in coking coal. With extensive coal reserves concentrated along the nation's eastern seaboard, Australia is in an excellent position to continue to meet the increasing worldwide demand for coal. There are a number of investment opportunities in both coal mining and downstream value adding to both black and brown coal. The country's industry and research bodies are world leaders in the

development and implementation of clean coal technologies.

Renewable Energy

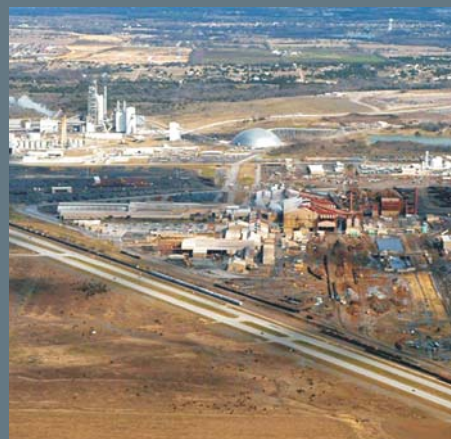
Australia has strengths in a range of renewable resources, including wind energy, photovoltaics, solar hot water, waste-to-energy conversion, and hydro systems. These strengths are improved by an intensive and innovative research and development base, which strives to excel in the next generation of renewable energy technologies. Thin-film solar cells, wind mapping programs and bio-energy are just some of the technologies being developed by Australian researchers.

Energy Infrastructure

There are considerable opportunities for investment in Australia's energy infrastructure. By 2020, some A\$37 billion will need to be invested to meet Australia's new power requirements. It is estimated that some A\$5 billion will need to be invested by 2012 in power generation alone. ■

Law ministry officials confirmed that those mining companies who have supply contracts with authorized users - namely steel, cement and power companies - can have mining rights to those coal blocks that are reserved for confined users, even without amending the Coal Mines (Nationalization) Act, 1973.

The move is likely to give further push to coal production and will play a pivotal role in meeting the country's future demand to a large extent. Estimates by the Planning Commission reveal that the demand-supply gap of coal would still stand at 60 million tonnes by 2011-2012. A recent report on the Indian coal industry: Opportunities for Growth (2006), examines the prospects and opportunities for the private sector to get captive mines post deregulations and reforms in Indian coal sector. ■





Growing Global Investment in Australian environmental solutions

Australia-based companies are applying high technology solutions to a range of environmental conditions, providing opportunities for global investors to take new products and processes to the international market.

These include innovative solutions relating to the impact of climate change, disease, ecosystem and biodiversity destruction, land and waterway degradation, pollution, solid waste management and recycling, environmental sensors and monitoring technologies, as well as a range of associated services.

Every year an estimated A\$1 trillion is spent around the world on environmental technology and services. In 1999-2000 Australia's domestic environmental technology sector was estimated to be worth A\$16.7 billion and currently accounts for exports worth about A\$300 million annually. There is considerable room for expansion. In 2004-05, Australia's total exports of environmental merchandise (ie products) was estimated at A\$1.9 billion.

As well as opportunities to supply emerging Asian markets that are expected to witness a dramatic increase in demand for environmental expertise, Australia's mining and manufacturing industries are also major consumers of environmental products and services.

In 2000-01 total expenditure by the manufacturing industry on environmental protection was A\$1.2 billion.

This consisted of capital expenditure of A\$438 million and current expenditure of A\$668 million (including solid waste management (A\$284 million), liquid waste management (A\$183 million), air emissions (A\$34 million), and other environmental protection (A\$33 million).

In the same period total expenditure by the mining industry on environmental protection was A\$391 million. This included mine site rehabilitation (A\$98 million), solid waste management (A\$54 million), liquid waste management (A\$25 million) and air emissions (A\$40 million).

In 2001-02, these industries consumed A\$284 million in environmental products and A\$500 million in environmental services.

International companies that have chosen Australia as a source of expertise for environmental technologies are leaders in their fields, including Bilfinger Berger, Dow Corning, Genecor International, Halma Group, Maunsell, Metso, Toshiba, Shimuzu Corporation and Suez Lyonnaise des Eaux Degremont.

Australia's Environment Industry Action Agenda sets a target for the environmental technology industry of more than A\$40 billion in annual sales and A\$4.2 billion in exports by 2011. ■

Australia has one of the largest and most highly developed marketplaces for financial services in the Asia-Pacific region. In the 2003-4 financial year, total turnover in Australia's financial markets exceeded A\$68,900 billion, an increase of 22.5 per cent on the previous year.

Australia's stock market is the largest and most liquid in the Asia-Pacific region (ex-Japan). The floating stocks of Australia's stock market capitalization is double that of Hong Kong and nearly equivalent to that of Korea and Taiwan combined. The depth, liquidity and sophistication of Australia's markets underpin Australia's attractiveness as a global financial services centre.

pool is the largest in Asia and the fourth largest in the world. Funds under management in Australia reached A\$839 (US\$648) billion in the March quarter of 2005 and are projected to reach A\$2.5 trillion by 2015, according to ASSIRT Research.

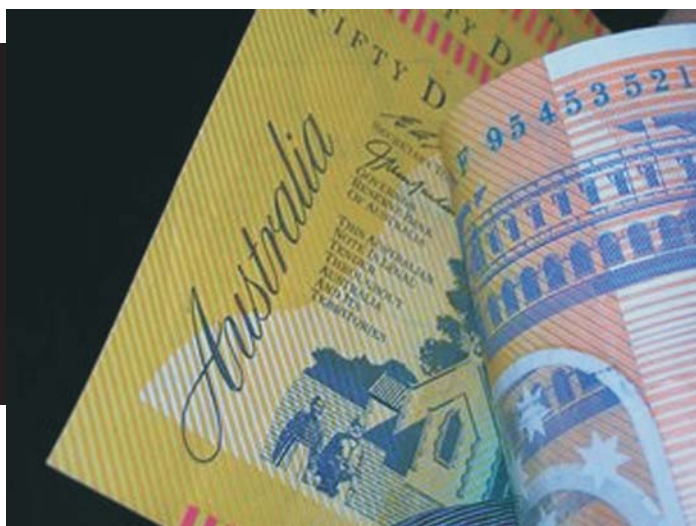
The pool's growth offers international financial groups substantial business opportunities, while its size, together with the strength of the local economy, offers a hedge against global volatility. Overseas companies manage 45 per cent of Australia's total investment funds (A\$406 billion) either directly or in joint ventures with local companies.

A fast-growing financial services market

Funds Management

Australia's status as the Asia-Pacific centre for funds management, with growth opportunities in areas such as private banking and advantages as a site for back and middle-office processing, have attracted global financial institutions since the mid-1990s.

As a result of a forward-thinking compulsory employer-funded pension scheme, Australia's investment fund asset



Open Economy

Australia's open economy and sophisticated financial services sector have provided the impetus for the expansion of Australia's foreign exchange market activity over the past decade. Between April 1995 and April 2004, Australia was the fastest growing foreign exchange processing centre in the Asia-Pacific, with a 103 per cent increase in turnover. The daily average value of turnover in all currencies is US\$81 billion. A sophisticated base of international investors, intermediaries, investment banks, fund managers and ancillary service providers forms a deep market with an appetite for specialist products such as hedge funds and mortgage-backed securities. Global heavyweights such as Citigroup, Deutsche Bank and Morgan Stanley have based major Asia-Pacific foreign exchange processing hubs and back-office functions in Australia. ■



**A Second Green Revolution
Is vital to empower rural masses**

Use Brand Bollywood to Promote Indian Products



Shabbir Wahid, former Consul General of Australia, has seen Indo-Australian bilateral trade grow at phenomenal pace. He has been associated with a number of projects promoting joint ventures between the two countries. In was in Mumbai recently promoting Safer Concepts, a company that has developed child-resistant and tamper-proof packaging. Wahid believes that this packaging prevents small children from being victims of drug poisoning. In an interview with **Dev Varam**, Wahid talked about the power of Bollywood and the need for making use of it as a brand to promote Indian products. He has also called for a second green revolution to empower the rural masses so that they could match their urban counterparts in their purchasing power.



Could you tell us about the overall scenario of Indo-Australian bilateral trade? It has been growing by leaps and bounds. How do you look at it - the present state and its future prospects?

I would say that the current trend in the development of Indo-Australian business is very good. I believe that in the short-term, medium-term and long-term, the prospects for the growth of this business are extremely good. What I see happening in the trade is that we have moved along the track very well since we started off with commodities being the primary medium of trade between the two countries.

And trading in commodities is still continuing...

Yes, trading in commodities is still a very strong base. And from that base Indo-Australian trade has expanded to encompass the knowledge industries. I am beginning to see a greater involvement from the services trade, a lot more involvement from services in technology. I guess that is evidenced by the delegation that we have here

today that is trying to sell this concept of tamper-proof, childproof pharmaceutical packaging. Also what Australia is beginning to appreciate is the partnership with India, in being able to put Australian products around the globe. Likewise, I believe, India is also looking at the strengths of Australia and in trying to synergise those strengths for the benefit of its industries in reaching out to the western world. This is again evidenced by the fact that you have got a lot of Indian IT companies that have been developing bases outside India. Also what has been phenomenal in the last couple of years is the investment of the Indian companies in Australia.

There is a two-way traffic now in investment...

Exactly. I think that we are moving away from the very base that is commodity trade into the knowledge industries, which is promoting two-way investment. Education is yet another major export. And we continue to receive a lot of students from India.

And what else...

Of course, there is the glamour of Bollywood. And I really believe that India is not making proper use of the Brand Bollywood, because it is such a strong brand for India. Sure, the brand is now being accepted internationally, it is being recognized as very Indian.

With all its follies...

Yes with all its follies.

Which adds to the excitement...

Yes, the follies are part of the Brand Bollywood. And actually they strengthen the Brand. I think by using the Brand Bollywood, the acceptance of Indian products, the acceptance of anything Indian can be presented all around the world.

In an exotic manner...

Absolutely. When you see the audiences that the Bollywood films are reaching out to you know they can be a great vehicles for advertising Indian products all over the world. I believe currently that is not being done sufficiently by the Bollywood industry.

About the future...

Talking about the future, I believe that the biggest agenda that is currently the cause of conversation in Victoria, that's the state I belong to, is the Delhi 2010 Common Wealth Games. The India segment of the closing ceremony in the 2006 Common Wealth Games in Melbourne, where I come from, was spectacular. That has left a very indelible mark on the Victorians. They are already talking about the Delhi 2010. Therefore, building on that kind of interest, building on that kind of passion, a lot of other things can follow. Really, I see a great future. At the last AIBC luncheon in Sydney, we had the Australian Prime Minister John Howard addressing the group, we similarly had foreign minister Alexandra Dana addressing the group in Adelaide. So, I can just see it happening. The growth in trade has been quite spectacular. But I am yet to see the best of that happening.



During his visit to India in March 2006, Australian Prime Minister John Howard repeatedly talked about the purchasing power of the 300-million strong middle class in this country, which is craving for consumer products. Australian retailers have been slow in exploiting this area of opportunities, which is vast and expanding.

True. I certainly support the fact that Australians have not taken advantage of the kind of opportunities that they see happening in India. There are a number of reasons for that. Much of it also relates to the climate of the present infrastructure in India. It is a well-known fact and everybody is talking about the lack of infrastructure in India. It is improving, however. I also believe that the lack of infrastructure itself presents an opportunity to Australian companies, particularly in cold storage chains, in harvesting methods, food processing, etc. Also, the other strength that Australia has got is in its farm extension services, which is basically advising the farmers on the agronomy, when to plant, how much to plant and what to plant. Australia does exceptionally well in these areas. Cooperation in farm extension services too will happen.

What I see in India is that while consumerism is increasing, most of this demand is being generated in urban areas. But there really hasn't been another revolution that makes use of the 60 percent of the people that lives in rural areas of India. What India needs is a second green revolution that will empower the growers and farmers. In order that to happen, again there is a lot of work is to be done on the farm front. The small holdings need to be consolidated; perhaps there is the need for expanding cooperative farming, which is not very difficult to do in terms of the Indian context.

But the attitude has to be changed because the Indian farmers are very dearly attached to their lands.

Yes, they got to be educated and told there is strength in unity. And smaller land-holdings have got to be consolidated into larger holdings. You have got models. You have got Amul, which is such a successful model. The sugarcane growers' cooperatives in Maharashtra, I have had the opportunity to work with, they are all doing well. On the Agricultural side there is a lot of work to be done.

That is where Australia has a lot to offer...

We are happy to work with companies like the Tatas and Mahindras, which are already doing some sort of farm extension services.

On the energy sector, Australia is very strong. India imports coal in large quantities...

In the energy sector, coal is one of the staple exports of Australia coming into India. As long as the demand for

steel in India continues, more and more coking coal coming to India. This is an ongoing business. But Australia is also looking at other alternative energy exports, in a joint venture form. We are looking at bio-fuels, we are also looking at gassification of brown coal. Also, one of the companies in Pune is doing well in wind energy. It is doing extremely well in Australia. It is supplying wind-farming equipment to Australia. Even in that area a lot of synergy is happening which can only increase in the years to come.

In the pharma sector, any thing that Australia can do in terms of technology, pharma machinery, or packaging industry?

I have been encouraged by the response that I have received from visiting large pharmaceutical companies and pharma packaging industries. We spent a lot of time with the Indian Institute of Packaging, explaining about our product to them. What this product delivers is a socially responsible packaging. What we are endeavouring to do is to prevent incidents of drug poisoning among children. Where it is avoidable. What this package offers is exactly that. It is a single product concept. This company is a single product company. It has been developed after various community consultations. We have worked with a lot of children and we have made sure that they have not been able to operate the product.

Have you tried it with an Indian child, the most mischievous of all children?

Yes. We have family friends of Indian origin. And also know that male children, who are more adventures than the female children. We have had a 100 percent strike rate.

In fact, an Indian female child will actually protect it from a male child.

True the females are the protectors always. ■

India & Australia can both be winners in technology



Diana Asmar

Ms Diana Asmar, former Mayor of the Australian city of Darebin, was in Mumbai recently to promote Safer Concepts, the company that manufactures child-resistant, tamper-proof packaging. Diana, who has been wooing Bollywood to come to picturesque Darebin for location shooting, talked to Dev Varam briefly.

What brings you to Mumbai again?

You see, in cricket there is one thing either Australia or India that will win. In technology it is different. We both can be winners. We have the challenge of new initiatives and new strategies to stay on top as leaders. Today we have come together with safer concepts. We have introduced a new technology that is child resistant and tamper proof. The concept is a strategic one. The design has been innovated. It has got a pharm-lock. We hope that with this new concept we can both emerge as winners.

You are aware that India is an emerging giant in the pharmaceuticals industry. What prospects do you visualize for this company in terms of collaboration?

Well, I envision that Australia and India can work together for the development of pharmaceutical industry in India. Australia can assist India in strengthening its position as the hub of pharmaceutical production.

India is also looking at the pharmaceutical machinery sector. The Australian pharma machinery sector could help its Indian counterpart by way of technology transfer.

Yes, I am sure we can discuss this issue and take it further.

What is your itinerary in India?

I have been to Hyderabad, Delhi and Mumbai now. In Hyderabad we met with various pharmaceutical companies. We also met with the packaging industry association and discussed the concept of the two countries coming together. We have been invited by the association to participate in an Expo coming up in December.

As always, I look forward to coming to India, whether it is business, leisure or Bollywood. I'll be coming back to India. ■

Protecting kids from dangerous drugs

A Unique Australian Safety Packaging Concept

Safer Concepts is a privately owned company whose vision is to introduce PharmaLoc®, a new tamperproof and child-resistant packaging that is both simple but effective in its design and functionality. PharmaLoc® has universal applications also within other industries that have incidence of child death and injury.

Furthermore, PharmaLoc® was designed to meet and exceed any and all future market requirements and to future-proof against competitors. The design is superior to all forms of current packaging and comprehensively meets and exceeds the amendments made to the Therapeutic Goods Act that requires all Schedule 1 & 2 Pharmaceuticals to be encased in child-resistant packaging by 2007.

"The initial concept was borne through the direct professional involvement with children during my tenure as a primary school teacher. Having prior sales and marketing experience coupled with a true understanding of the fine motor skills of pre-school and early primary-aged children, I recognized the need for tamperproof and child-resistant packaging for the prevention of injury or death of children at a pre-school and early primary school age," said Nick Katsis, Director- Safer Concepts

"As a result, our main focus and ultimate aim, is to source an innovative company that is genuinely interested in the safety of our children and has the foresight to acknowledge the merit in the application of this innovation, embrace and comprehensively implement the patented design into the marketplace through a licensing agreement or as part of a joint venture," he said. Katsis said that Safer Concepts had a desire to serve the vast community in a philanthropic capacity by donating funds to select charitable organizations whose emphasis is the well being of children within our society and abroad.

Key Product Strengths

- PharmaLoc® requires the use of two hands and five fingers to operate.
- Sturdy environmentally friendly plastic construction that is extremely robust and has indefinite shelf life.
- Variable mechanism cycle life dependent on product and manufacturer requirements.
- Four-point locking mechanism for added safety and

child-resistance.

- Double-locking mechanism for added convenience.
- Reversible single and double entry design that also allows for left and right handed operation.
- PharmaLoc® exceeds the abilities, fine motor skills and dexterity of use by early primary aged child.
- PharmaLoc® meets and exceeds stringent governmental requirements as per current amendments to the Therapeutic Goods Act.
- PharmaLoc® has been designed to prevent access by infants and early primary aged children aged from 0-84mths and significantly delay entry by children aged 85 months and above.

Goals & Objectives

To provide an extremely tamperproof and safe child-resistant packaging for application within the pharmaceutical and complementary medicine that utilizes our unique patented operating system.

To reduce the incidents of injury and death sustained through the accidental ingestion of pharmaceutical and complementary medicines.

To generate public awareness through ongoing campaigns that educate the public to PharmaLoc® and its patented design being synonymous with safety when compared to current inferior packaging.

To highlight to appropriate bodies of the current inadequacies of current packaging and the necessity to implement the tamperproof and child-resistant packaging in order to reduce incidents and risk of injury and death to lives.

To seek and gain endorsements from organisations such as Kidsafe, MUARC, Royal Children's Hospital, ACCC and Standards Australia.

To seek and gain the support and backing of the Insurance Industry with a view to amending current policy schedules to ensure compulsory adherence to new safety requirements by policy holders.

To allow for company entrance and growth within the



Nick Katsis

\$22billion global pharmaceutical packaging sector and the subsequent \$4billion specialty pharmaceutical packaging sector.

Problems

Current problems exist within the pharmaceutical and complementary medicine industries relating to packaging that allows for ease of access and use by infants and early primary aged children. This creates numerous incidences of death and a very high incidence of injury that costs approx. \$100-400million+ to healthcare system.

Opportunities:

The market is primed for the introduction of tamperproof and child-resistant packaging within the specified industries due to the extensive focus by the media as a result of accidental child death and injury. Furthermore, it has now become mandatory as a result of amendments made to the Therapeutic Goods Act that requires all Schedule 1 & 2 pharmaceuticals to be encased in child-resistant packaging by 2007.

Safer Concepts had the vision and foresight for the need of Tamper-proof and child-resistant packaging and invested extensive funds into patenting rights and Research and Development to ensure it offered the marketplace a superior product that encompasses all amendments and requirements of the Therapeutic Goods Act.

Competition

Current manufacturing

- Currently, there is no corporation that produces an effective tamperproof and child-resistant package that is similar to PharmaLoc®.
- Main competition and opposition will come from the cardboard manufacturing industry.
- Screw-cap bottles are direct competition but are an inferior and outdated product with limited uses.

Competitive Advantage

- Safer Concepts is well placed to take advantage of the amendments to the Therapeutic Goods Act as it commenced development of PharmaLoc® prior to all known competitors.
- Safer Concepts will subsequently be the first company to license PharmaLoc® into marketplace to meet stringent amendments made to the Therapeutic Goods Act requiring all Schedule 1 & 2 Pharmaceuticals are encased within child-Resistant
- Superior locking and unlocking mechanism and ease of Operation.

Available Options

Screw Cap Bottles

Strengths: Child resistant, recyclable, durable, robust, maintenance free.

Weaknesses: Inferior operation, manufacturing costs, inconvenient to stack on pharmacy and supermarket shelving, industry recognised faulty locking mechanism and operation.

Cardboard Boxes

Strengths: Recyclable, cheap, ease of operation, printable surface.

Weaknesses: Non child-resistant, inferior to plastic, crushable, chewable, non-waterproof.

Poisonings Statistics

Injury and death rates:

- Poisonings are the second leading cause of injury admissions to hospitals for children 0-4.
- Each year around 500 hundred children under 5 are admitted to hospital overnight or longer for a poisoning.
- Poisonings account for 13 percent of injury hospitalisations overnight or longer for children 0-4. this figure increases to 16 percent if day admissions are included.
- Although the average hospital stay for a child who has been poisoned is 1.3 days, some of these injuries result in lifelong consequences.

Causes:

- The most common agent of poisoning amongst preschoolers admitted to hospital in Australia was the group of aromatic analgesics including paracetamol.
- In terms of health burden, the more important agents were anticoagulant medications, tranquillisers, barbiturates and antipsychotic and neuroepileptic medications.
- Paracetamol is among the substances most frequently listed in telephone enquiries or attendances for suspected overdoses in infants, this is probably attributed to the fact that it is one of the most frequently used medicines for infants in the home.

Where and when:

- The hospitalisation rate of preschoolers from medicinal poisoning was higher in rural and remote areas than in suburban areas.
- Around three-quarters of poisonings occur within the home. ■



The capacity to innovate and adapt is one of the Australia's strongest qualities and has made the Australian market for Information and Communication Technology (ICT) a sophisticated, internationally recognized place to invest.

Australia has a world-class ICT sector that has provided substantial investment returns for foreign investors. Information on the ICT sector's key areas of strength and the considerable advantages that have put Australia in front of the pack for developing emerging technologies is included here.

Australia has made considerable investment in communications infrastructure, research and development facilities, and advanced skills and training. This is all reflected in the ICT market's strong growth in recent years.

Always an early developer and adopter of innovative solutions, Australia is a nation of sophisticated ICT users who eagerly embrace new technology and a market that is extensively used by leading international companies as a test bed for new applications.

Sophisticated Market

Australia is a market supported by a strong research community and network of advanced laboratories. Worldwide collaboration and innovative solutions

contributes to Australia's strong international research reputation.

Research and Development

As Australia offers some of the most competitive prices for IT skills and research among industrial nations, it has become a leading centre for IT support facilities catering to clients across the Asia Pacific and the world. A large ICT market in its own right, international companies include Australia in their global business strategies as both an excellent opportunity for new sales and to site regional headquarters serving Asia Pacific markets.

Global Business

Australia's innovative software applications in cutting edge fields including Electronic Entertainment, e-security, intelligent transport systems, photonics and wireless communications offer golden opportunities for investment in Australian ICT.

The Australian government has demonstrated that it is responsive and open to the development of the ICT industry, and is encouraging foreign direct investment as well as export market expansion.

For investment in advanced technology in an open, competitive and dynamic business environment, look no further than Australia - the future is here. ■

Anshin Software

On Expansion Spree



Anshin Software, based in Silicon Valley of California, is an end-to-end e-business software development company, which operates an offshore development centre in Kolkata. Besides, having specialized in design and implementation of software solutions for automating capital market's back-office operations and delivering large-scale, web-generation enterprise reporting systems, the company has also been delivering custom designed software solutions using new generation Java and Net technologies.

Anshin Software's Chief Executive Officer Arnab Debnath, who was in Kolkata recently, spoke to Indo-US Business about the company's future plans, present structure and some other related issues. Arnab is a software engineer from IIT Kharagpur and his last assignment was with Intel before he floated his own company. Excerpts.

When did you start this venture and what is your future plan?

The company was floated in 1998 but the business activity started in the subsequent year. We started with a project office in New York. The first development facility in Kolkata was started in the middle of 2001. Currently, we have around 200 professionals working as software developers in Kolkata. But we intend to increase the headcount of professionals as we go on expanding our business.

Will you set up a new facility in Kolkata?

Yes, we will set up a KPO (Knowledge Process Outsourcing) facility of our own in Kolkata. We are now operating from a rented space. After it comes up, we plan to shift to the new facility. We have been allotted half an acre of land from the West Bengal IT department. The construction is expected to begin early this year.

What about your present client base and how do you intend to strengthen and expand it?

Currently we have five clients with us for whom we are working. They are all top-tier companies from the US, Japan, Hong Kong and Singapore like Toshiba, Hitachi, Goldman Sachs, etc. Our motto is to create a positioning with the existing clients and then go for attracting new ones. We will take up some aggressive business development initiative very soon. First, we will try to foray into the European market. It is a big market. We are also very keen to develop our domestic client base in India and Asia. We will try to do some marketing and sales activity here. Already we are in talks with a few domestic companies. This apart, we will focus on the US and Japanese markets for business development.

Can you elaborate on your company's latest innovations?

We have recently devised a product called 'reporting solution'. The software has been developed in our Kolkata unit. We have just started the sales and promotional activity for the product. It will be very useful for companies both domestic and overseas. I

am very bullish about it and I hope it would generate good business for us.

What was the company's export figure in the last financial year?

We don't go by the financial year. In the calendar year 2006, our export figure, in a provisional estimate, was to the tune of US\$6 million. But we have a registered a growth rate of 25 to 30 percent. This could again rise significantly as we plan to target the domestic market for capital market solutions and enter a new vertical like telecom to offer web-enabled, flexible and scalable solutions.

What are you doing for brand promotion?

We have started doing it of late. In the last Infocom event

held in Kolkata, we participated as one of the sponsors. We are also sponsoring a few events of information technology and we intend to do it more regularly in future.

Recently a trade union termed as West Bengal IT Employees Association for the IT sector has been formed in the state with the support of CITU? What is your view on this development?

This is indeed a negative development. I don't believe in unionism. Unions only create disruption. I don't feel that any software development company exploits their employees. There might be some small BPO companies who do not pay their employees what they deserve. I think that the union can raise that issue. Otherwise, union, in my opinion, is very counterproductive. ■

Australian bank to 300 jobs to India

Australian bank Westpac has said it was contemplating moving 300 jobs to India and denied it was offshoring call centres to Bangalore.

Westpac may move 300 positions from its personal loans division to India but is still reviewing a number of issues, bank's spokesman David Lording said recently. He denied reports that the company was going to move 500 call centre jobs to Bangalore. "We have no call centres in India and we have no plans to move call centres offshore," he said.

Meanwhile, ANZ has threatened to take legal action against

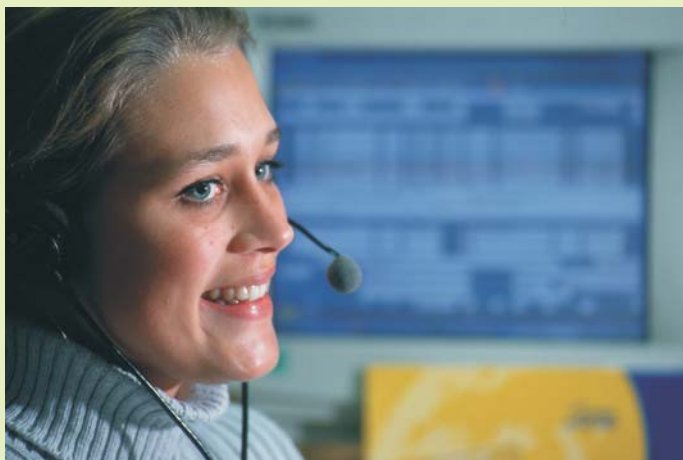
a newspaper over claims that the bank operates a call centre in India for Australian customers and asserted its offshoring operations were aimed at tapping into the Indian talent pool of highly qualified IT professionals rather than saving labour costs.

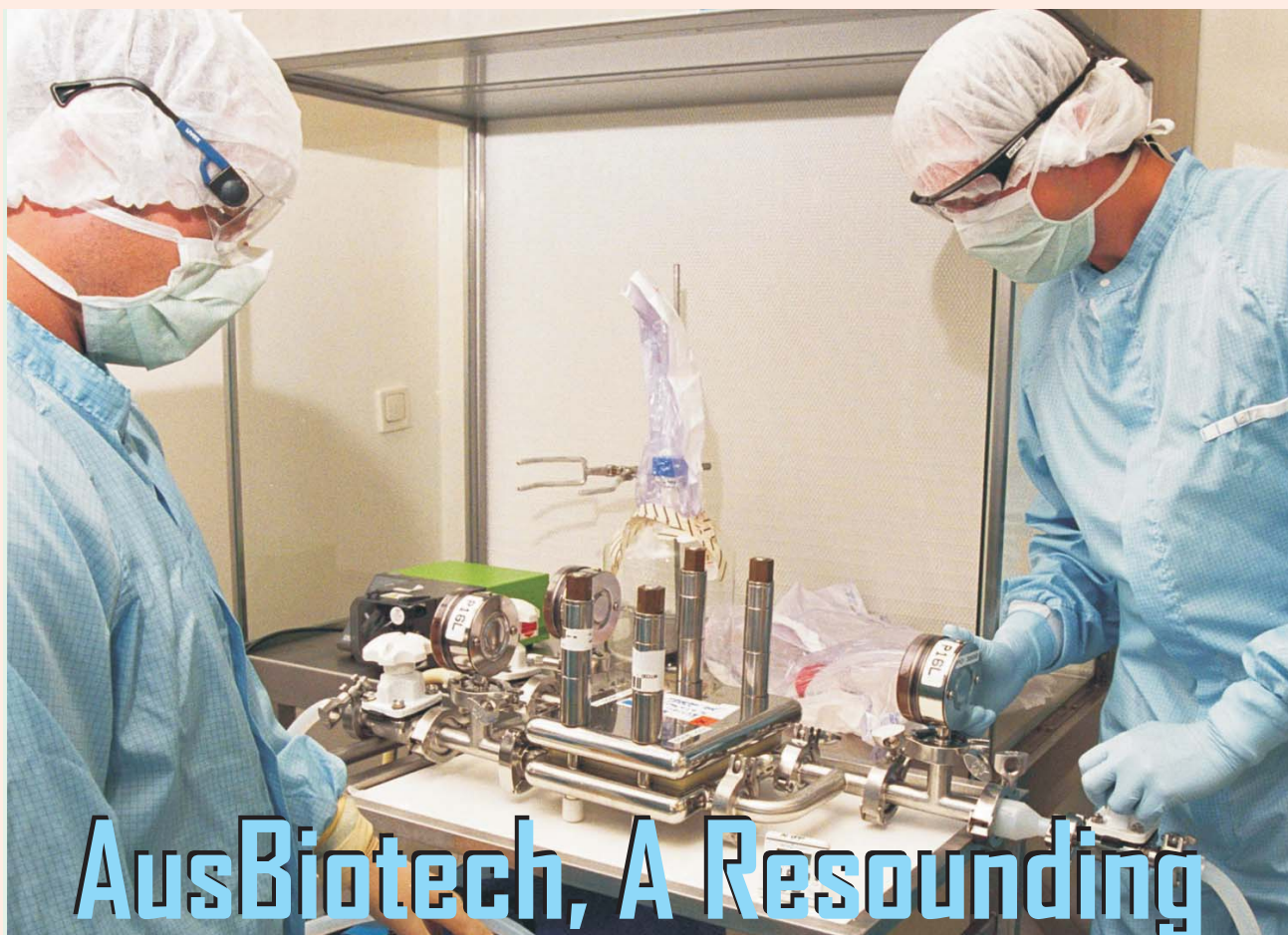
The bank said all Australian customer records were held securely onshore and would remain so. "ANZ is pursuing the matter through legal channels," it said in statement.

The bank has a policy, in place since last year, that all call centres for Australian customers will stay in the country, ANZ chief executive John McFarlane said.

The spokesman said the bank had a technology centre in Bangalore, which operated under the same privacy standards as the bank's Australian operation.

ANZ's IT staff was equally split between India, Australia and New Zealand as it wanted to tap into the Indian talent pool of highly qualified IT professionals rather than save on labour costs. ■





AusBiotech, A Resounding Success

The fifth annual AusBiotech national biotechnology conference and Business Partnering & Investment Forum was an outstanding success.

The AusBiotech 2006 National Biotechnology Conference and Business Partnering & Investment Forum was held from 19 to 22 November, 2006 highlighting the skills and competitiveness of the biotechnology sector in the Asia Pacific region. The conference was held at the Sydney Convention and Exhibition Centre, and attracted more than 1200 delegates, including 300 plus international visitors from across the globe. The conference theme this year was Bridging Innovation and Investment.

The conference was the biggest meeting of the biotechnology industry in Australia. International visitors were drawn from more than 20 countries, with delegates from the USA and the UK rivalling that of the New Zealand contingent. China, Korea and Canada also sent sizable delegations.

The Bio Industry Exhibition was the largest ever with 90 exhibitors taking up 140 booths. The speaker program was action packed with 108 invited speakers including 38 internationals addressing four concurrent sessions running three times daily, following the early morning keynote address.

AusBiotech is the largest biotechnology focused showcase in Australia. Attendees from all areas encompassed by biotechnology including investors, companies, industry organisations, governments, institutes, manufacturers and entrepreneurs.

Invest Australia's biotechnology inward investment specialists were present at the AusBiotech conference to assist those having investment enquiries.

Representatives from five of the world's largest biotech companies including Genentech and Amgen came to listen and talk to Australian companies. Also in attendance were representatives from national and international venture capital and investment companies.

The big pharmas were in attendance with 8 of the top 10 big pharmas either presenting or sponsoring conference activities.

Running in parallel to the concurrent session was the very dynamic Business Partnering & Investment Forum. Each session was fully booked with up to five companies presenting their company profile with an eye to partnering or obtaining investment. The profiles of the 25 participating companies were logged on the conference website prior to the conference and included participants from Australia, USA, NZ, UK and Austria.

The new Business Matching Program using the bio-partnering software was a huge success with over 100 companies registering for participation prior to the conference and over 100 scheduled meetings taking place over the three day event. Many more informal

meetings were organised between interested parties responding to "messages of interest" posted on the Business Matching message board.

The six finalists of the AusBiotech Student Excellence awards were warmly applauded by the 600 guests who gathered for the Conference Dinner and award presentation.

There were many other highlights at the conference including the premier screening of the film "The Winners Guide to the Nobel Prize." Those fortunate enough to attend the screening were able to relive the story of how two unassuming Australian scientists, Dr Barry Marshall and Dr Robin Warren, became Nobel Laureates in pursuit of their goal to identify the causative agent for stomach ulcers and thereby radically alter the way the medical profession dealt with the disease. ■

Invest Australia Open for Business in New Delhi

Leading Indian and Indian-based Australian companies attended the official opening of Invest Australia's Indian presence in New Delhi recently.

Australian Industry Minister Ian Macfarlane and Invest Australia's CEO, Barry Jones officially opened the Invest Australia Indian presence during an inauguration reception at the Australian High Commissioner's residence in New Delhi on 21 November 2006.

Invest Australia has been active in the Indian market for three years and this inauguration officially launches Invest Australia's Indian offices in Mumbai and New Delhi.

With its recent expansion, Invest Australia is now better equipped to increase its efforts to work with Indian companies at a local level and to attract further foreign direct investment from India.

Over the last four years Indian investment into Australia has increased by 158 per cent clearly signalling that interest in Australia as an investment destination is rapidly increasing.



This rapid increase is not just a result of India's burgeoning demand for Australia's resources to keep up with its economic growth and development. Australia is already generating interest from a wide range of Indian companies which recognise Australia's capability to value-add, especially in the advanced manufacturing and ICT supply chain, an important complementary market.

Indian companies are showing interest in Australia's automotive assembly and components, biotechnology industry, clean energy technologies, mining technology and services, mineral exploration and downstream minerals processing.

Both offices in India are staffed by experienced Indian nationals who work in close cooperation with Austrade and the Department of Foreign Affairs and Trade. ■

Australia - the least taxed OECD nation

Australia is the eighth lowest taxing country in the 30-member OECD according to the 2006 edition of OECD Revenue Statistics. Australia's total tax revenue was 31.2 per cent of GDP compared to an OECD average of 35.9 per cent in 2004-05. OECD Revenue Statistics report the combined accrual revenue collections at federal, state and local government levels.

OECD statistics show that the government spending to GDP ratio in Australia has dropped from 38.2 per cent in 1995 to 35.1 per cent in 2004.

Australia's total wage and salary tax take as a proportion of GDP is low compared with other OECD countries. Australia's direct taxation on individuals and payroll is the fourth lowest of the 30 members of the OECD taking into account personal income taxes, payroll taxes and social security contributions. Australia and New Zealand



are the only two countries in the OECD that do not impose taxes in the form of social security contributions, which now have become the largest single source of tax revenue in OECD countries, larger than total personal income taxes. ■

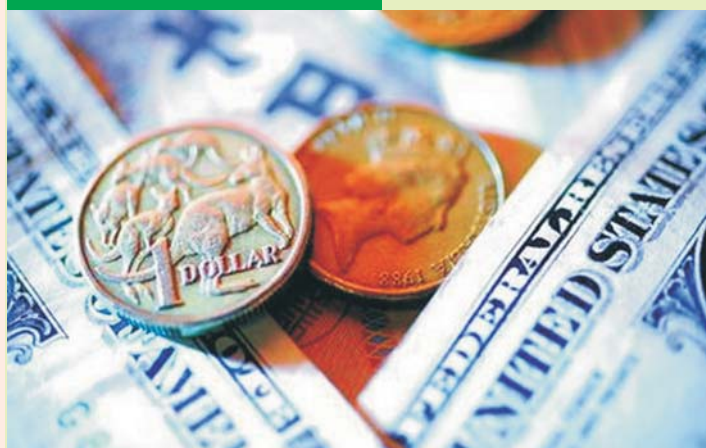
OECD forecasts stronger Australian economy

The OECD's latest Economic Outlook has presented a positive outlook for the Australian economy, with economic growth over the next two years expected to accelerate.

The OECD has forecast Australia's real GDP to grow by 2.6 per cent in 2006, before picking up to 3.0 per cent in 2007 and 3.4 per cent in 2008. The forecasts incorporate some rebalancing of growth with increasing export volumes offsetting an expected easing in domestic demand. In line with strengthening exports and strong foreign demand, the OECD expects the current account deficit to narrow.

The OECD expects Australia's strong labour market performance to continue, with the unemployment rate forecast to remain well below the OECD average. Reflecting the impact of high energy prices and fruit prices, the OECD predicts that inflation will peak in 2006, before easing in 2007 to average around 2.8 per cent, within the Reserve Bank's inflation band.

In the OECD's recent Economic Survey of the Australian Economy the OECD noted that Australia's 'recent macroeconomic performance continues to be impressive' and that 'living standards have steadily improved since the beginning of the 1990s and now surpass all G7 countries except the United States'. ■



Desalination plant to meet Perth's future water needs

Perth, in Western Australia, has become the first Australian city to embrace large-scale seawater desalination to meet its future water needs, with up to 17 percent of Perth's drinking water to be provided by the plant once fully commissioned in



April, 2007.

The A\$387 million plant has been built by a joint venture between the Australian construction company Multiplex and the French water specialist Degremont, who will provide ongoing operation services. The plant will purchase its energy from the Emu Downs wind farm and "is the largest facility of its kind to be powered by renewable energy".

The location of the plant has required strict environmental controls over brine discharge into the sensitive Cockburn Sound. "The Water Corporation has responded by setting up the most intensive marine monitoring program of any desalination plant in the world to gauge the impact on the Sound," said Western Australian Premier Allan Carpenter.

A second desalination plant is now under consideration, should the plans to extract additional water from the Yarragadee aquifer fail to gain environmental approval. ■

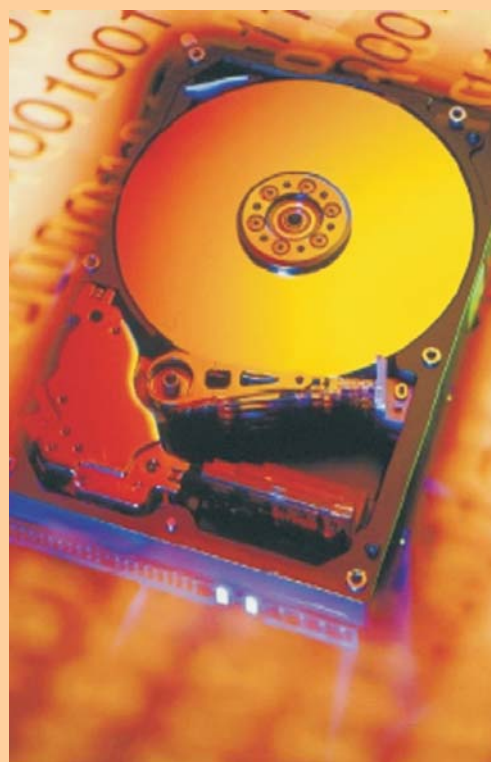
QED breakthrough in 'spintronics'

The Quantum Electronic Devices (QED) Group of the University of New South Wales has found ways to manipulate the magnetic spin of holes in semiconductors, which has won them the Australasian Science Prize for 2006 and is a breakthrough for 'spintronics' which could lead to super-fast, low-powered transistors and powerful quantum computers.

Known as a hole quantum wire, the breakthrough exploits the gaps between electrons and can carry a current without need for electrons. The holes are quantum particles that have an electrical charge and a spin. Although electron quantum wires have been studied for over a decade, hole quantum wires remain almost completely unexplored.

QED has developed unique techniques for fabricating ultra-high quality quantum wires made of super-clean gallium arsenide that use holes, instead of electrons, to carry current.

Other recent Australian quantum computing innovations include the Australian National University (ANU) breaking the record for slowing photons to 1/5000th of its original speed. ANU and the University of Queensland are also continuing Australia's tradition of eSecurity capabilities in the new area of quantum cryptography and were one of the first in the world to demonstrate the transmission of a completely secret key via bright laser beams and common optics. ■



Great strides made in bio & nano fields

Australia: A Country of Cutting-Edge Technologies

Australian biotechnology is a burgeoning success story. Skilled personnel, world-class R&D and a working environment that encourages partnerships between science and business are all generating exciting new ideas with global commercial potential.

Australia has grown into the top-ranking biotechnology location in the Asia-Pacific and is placed number five worldwide, a strength that springs from the country's deep roots in scientific, agricultural and medical research.

The country is home to a thriving network of 400 companies (up from 190 in 2001) whose core business is biotechnology. Forty-six per cent are involved in human therapeutics, 16 per cent in agricultural biotech and 15 per cent in diagnostics. Another 600 companies focus on medical devices. Excluding

products being trialled for overseas companies, Australian biotechnologists had 325 therapeutic products under development by the end of 2004.

The sector is distinguished from other markets by its flexibility, open approach and focus on partnering for both primary research and commercialization. More than 70 per cent of the 190 Australian biotechnology and other life sciences firms alliances announced during 2004 were with organizations outside the country.

Treatments for chronic obstructive pulmonary disease, the Kapanol-brand analgesic, continuous-wear contact lenses, synthetic Omega 3 fatty acids, Granulocyte Colony Stimulating Factor and a vaccine for the Human Papilloma Virus all have their roots in intellectual property developed jointly between Australian biotechnologists and international companies.

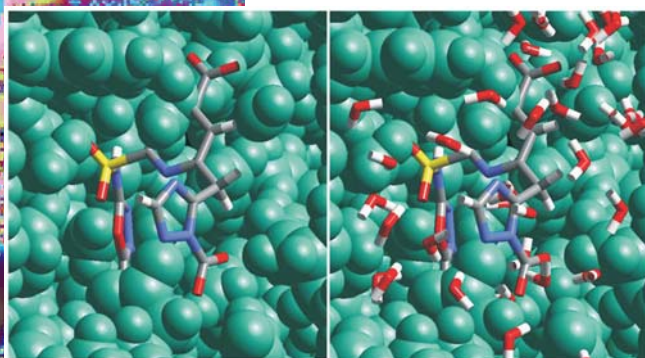
The depth and credibility of our biotechnology sector makes your biotechnology investment and partnering decision simple.

"Australia has a long tradition of excellence in molecular sciences as applied to plants, domestic animals and medicine. The potential for developing strong biotechnology efforts in these areas is considerable, and there is already a record of substantial achievement. In particular, the first anti-influenza drug (Relenza), and the new papilloma vaccine to prevent cervical cancer, both began their evolution in Australian laboratories."

NANOTECHNOLOGY

Australia has a strong tradition of discovery, innovation and commercialization in enabling technologies such as biotechnology and information technology. It is now fast building a capability in nanotechnology.

From clothing and cosmetics to quantum computing and drug delivery, nanotechnology-the science of manipulating and controlling materials billionths of a



metre wide - will increasingly affect every area of our lives.

The United States National Science Foundation forecasts that by 2011-15, global markets for nanomaterials will reach US\$240 billion per annum. Australia, with its well-resourced, multi-disciplinary research base and experience in international partnerships, is attracting worldwide attention as a destination of choice for companies, research groups and government agencies.

About 70 research groups around Australia are working on nanotechnology. There are now over 50 Australian nanotechnology companies, 30 of which have emerged over the last five years. Together government and private organisations are providing up to A\$100 million a year for nanotechnology research and commercialisation. Nanomaterials and small particles are the largest nanotechnology research and commercialisation fields.

With a practical, can-do approach to business, Australian researchers focus on identifying commercial

opportunities, bringing tangible products to market and solving real manufacturing challenges. The country's nanotechnology expertise reflects the nation's traditional industrial base, with particular strengths in nanobiotechnology, manufacturing, minerals and renewable energy.

Australia is also at the forefront globally for educating the next generation of nanotechnology researchers. South Australia's Flinders University launched the world's first undergraduate degree in nanotechnology in 2003 and a dozen institutions now teach nanotechnology. In Australian nanotechnology, great minds think small.

"Until I arrived in Australia... I had no idea how extensively they had got into the business of using dendrimers for nano-drugs," says Dr Donald Tomalia, President of Dendritic Nanotechnologies Ltd, Michigan. "I was awestruck by what they had done down here and the quality of the staff... they are so far ahead of anyone else working in the field."

Australia's De Bortoli Wines enters Indian market

Australian wine major De Bortoli Wines is making an entry into the Indian market. The brand will be distributed through Aspri Spirits, a Mumbai-based company.

"India is a growing market for wines. We would be bringing in our wines at varying price points and quality levels in this market," said Darren De Bortoli, Managing Director. The price range would start from Rs 1,000 to Rs 3,000 and the wines would be made available at hotels, restaurants etc. Attracting 100 per cent customs duty, the brand would be retailed at a premium to its existing price in the Australian market.

De Bortoli Wines is an exciting, innovative family owned wine company established in 1928. The winemaking team is overseen by third generation winemaker Darren De Bortoli and brother-in-law Steve Webber.

This dynamic pair have been responsible for many winemaking developments at De Bortoli. In the early 1980s Darren De Bortoli created the world acclaimed Noble One Botrytis Semillon. Steve Webber established the company's premium Yarra Valley winery in the early 1990s and is also responsible for overseeing the company's King Valley vineyards and Hunter Valley winery and vineyards.

The winemaking philosophy is that good wine begins in the vineyard, that the winemaker should use minimal handling and interference in the winemaking process and that wine should have a sense of regionality and be an expression of the soil in which it is grown.

De Bortoli Wines are striving to create wines that they find interesting and exciting - wines that may be a bit quirky or different but wines that above all have provenance and a sense of place.





For Attracting Indian Students to Australia...

Shivali Mehendale to promote Curtin University in India

The Western Australian Trade Office has welcomed the appointment of Ms. Shivali Mehendale as Regional Manager for Curtin University of Technology in India.

Curtin's Pro Vice-Chancellor International and Enterprise, Professor Kevin McKenna, said India had recorded the highest growth rate of students studying in Australia, with an anticipated 80,000 students by 2025.

"Shivali has been appointed to promote and drive Curtin's distinctive programs to

attract international students to Australia. Her experience in the tertiary education sector, including four and a half years at IDP Education Australia, will make her an asset to Curtin," he said.

Prior to her appointment as Regional Manager for Curtin in India, Shivali worked for Planet as Head Counsellor for two years. She will provide guidance and advice to students about the courses offered at Curtin and is available for consultation sessions prior to students' departure for Australia.

Simon Johnson, Regional Director, Western Australian Trade Office, India, commented on the appointment, "Curtin University of Technology aspires to be the first option for Indian students who wish to study and augment their careers in Australia. They benchmark themselves against international standards in all aspects. At the Western Australian Trade Office, we believe that **Ms. Shivali Mehendale's** expertise, proven track record and her focus uniquely qualify her and are confident that her expertise will enable Curtin and Western Australia to succeed in its undertaking."

About Curtin University of Technology:

Curtin University of Technology is a dynamic and innovative Australian university providing an ideal study environment for international students. Curtin has

extended its global presence through the appointment of several in-country Marketing Managers. The University offers courses across several areas, including engineering, mining, health, IT and networking, molecular biotechnology, accounting and finance.

Curtin is recognised as a leading education provider in the international market. Curtin's Business School was the first Australian business school to receive prestigious EQUIS accreditation from the European Foundation for Management Development (efmd). In addition to EQUIS accreditation, Curtin's MBA is internationally accredited with The Association of MBAs (AMBA), making the University part of an elite band of universities worldwide to have dual accreditation.



Curtin has also gained international recognition for its achievements in research and development, and staff members have received acknowledgment for their work in areas such as computing, resources and engineering, among other disciplines.

For further information, please contact:

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tanya@hanmerpr.com / sandeep@hanmerpr.com / saroja@hanmerpr.com

Jamal Qureshi

- Regional Marketing Manager for Perth

Perth Education City (PEC) has announced the appointment of Jamal Qureshi as its first South Asia Regional Marketing Manager for India. This appointment was first mooted in October 2006 following a visit to India by the Premier of WA and the Chair of the PEC Board, Prof John C Wood and is further recognition of the growing importance the education industry in WA attaches to the burgeoning Indian market.

Currently, India is WA's fourth largest export destination, with two-way trade between India and WA now worth



around \$AUD3.12 billion per annum.

Qureshi's appointment comes at an exciting time when growth of student numbers from India to Australia is very strong, increasing by 15 percent in 2006 over the previous year in WA and moving India into the top 10 student markets for WA for the first time.

Factors that are making Perth a more attractive study destination are its worldclass teaching facilities, specialist courses (in engineering, mining and medicine), good value for money relative to larger cities like Sydney and Melbourne and the low unemployment rate (3.6 percent compared with 4.9 percent nationally), which provides Indian students with ample opportunity to work part-time.

Qureshi has worked in India in promoting international education for the past four years, advising Indian students about study opportunities in the USA, UK, New Zealand and Australia. He is a commerce and marketing graduate from the University of Mumbai and Welingkar Institute of Management and Research Development respectively.

PEC Executive Director, Mike Ryan, is extremely pleased with the recent appointment. "Qureshi's main task will be to work with PEC and the industry to promote WA as a quality study destination in targeted Indian cities", he said. "He will also help build relationships with key local partners like education agents, key academics and government officials in India and inform them about the value of a WA education."

Qureshi, who visited Perth in early December to conduct meetings and workshops with WA Education industry members, is based in the Western Australian Trade Office (WATO) in Mumbai.

For further information contact - Mike Ryan, Executive Director, Perth Education City: +61 892223771, or Simon Johnson, WA Regional Trade Office Director, Mumbai: +91 2256303973



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