

# AUSCHAM NEWS

MAY 2008

**Auscham News: Information about the activities of the Chilean Australian Chamber of Commerce during 2007.**

## Words from the Chairman

We would like to present in this Newsletter for the first time, a line-up of events and actions taken throughout the period 2007-2008, as a new effort from our Chamber in order to keep relations with our members growing steadily and interestingly.

First, we are glad to communicate to you that The Chile Australia Chamber of Commerce (AUSCHAM), is growing quickly, not only in members but also in representativeness before the governmental authorities and Australian representatives in Chile.



Alejandro Palma, President of Auscham

Additionally the quality and number of its events has increased considerably as you will see in the following recollection of the last period. Therefore, it is our hope that you will grow with us and find in us an interesting channel to present your concerns and interests in relation to the Chile Australia Business relationship and the community.

We will put forward our best efforts to excell during next year. The main goals for period 2008-2009 are a possible Commercial Mission related to the FTA, a Membership Directory presented in a PDF file, events and seminars as interesting as the ones of the last period and better contacts throughout Chile and Australia, together with the increase of members, that we expect will help you.

We ask for your help and support with the Chamber events and most of all, send us all your concerns, and ideas that you feel might improve our task.

We are here to serve our members and their businesses!

Alejandro Palma  
Chairman  
AUSCHAM  
Chile Australia Chamber of Commerce.

**Oficialmente agradecemos a los Auspiciadores oficiales de la Cámara durante 2007-2008.**



## **New General Manager appointed.**

As of May 10, 2007, Mr. Graham A. Wigg was appointed as the new General Manager by the Board of Directors of the Chamber. Mr. Wigg's appointment was unanimously approved by the board to replace the old system of management which was resulting as inefficient due to the work load of the Chamber.

Mr. Wigg is an Australian citizen who has been living in Chile for over 17 years, is also a Director of the Chamber, and he is reported to have successfully carried out his duties helping on the day to day affairs of the Chamber, such as Event organisation and fund-raising.

Mr. Wigg joined the Chamber as a General Manager with more than fifteen years of involvement in Chambers of Commerce in Australia, having been President and vice-President over more than a decade before moving permanently to Chile.

His enthusiastic support is offered to fellow Directors and both new and existing members to assist them with their endeavours with trade between Chile and Australia. *Auscham News.*

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## **Web page is the door to Auscham's activities**

With the expert help of Ms Sarah Coxon, an Australian lawyer now living here in Chile, and supporter of the Chamber activities in general, Graham Wigg, General Manager of Auscham, presented the new Web Page to the Board of Directors, leading the way to a professional technology-backed entry for potential membership enquiries from interested companies.

What better way to check on the activities, history, short and long-term goals, members and for that matter, a myriad of information about Auscham?

The site, [www.auscham.cl](http://www.auscham.cl) leaves nothing to be desired and is just the calling-card that the Chamber needs to introduce it to the world. *Auscham News*

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## **Ex Chamber President thanked for service to Australia**

Just prior to his return to Australia in October 2007, former President of Auscham, a Chilean-born Australian national, Mr. Juan Carlos Kovacic, at a meeting of the Australian Business Club, received a special letter on behalf of the Australian Government for services to Australia.



*Award to Juan Carlos Kovacic.*

The Australian Ambassador, Mr. Crispin Conroy assisted by the Regional Trade Commissioner to Australia, Mr. Nigel Warren, following a moving speech from the Ambassador, together handed the award to Kovacic, amid warm applause from the fifty or so invitees to the Club meeting.

The Australian Business Club is held six times a year approximately, and is organized by Austrade, the official trade group of Australia. The ABC, as it is known, has become part of the professional scene for Chileans and Australians alike, and is financed, for its second consecutive year, by Sponsors BHP Billiton, Caladonian International and Auscham.

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## **Election of Directors of the Chamber**

On the 27th of June 2007, in one of the meeting rooms of the Gabriela Mistral University, members of the Chilean Australian Chamber of Commerce gave their vote of confidence in the Chamber Directors.

Graham Wigg, General Manager of the Chamber since May 2007 offered his resignation as Director, which was unanimously refused by those present.

On the other hand, Mafalda Perez who had held the position of Chamber Secretary, announced her resignation as Director for work reasons. She was replaced by Juan Pablo Schaeffer who received more votes than his alternative postulant, Cristián Barros.

The Chamber Directory was formed by Alejandro Palma, Magdalena Merbilhaa, Gonzalo Téllez, Graham Wigg, Juan Francisco Mackenna, Roberto Abeliuk, Juan Carlos Kovacic, ex President of the Chamber, and Juan Pablo Schaeffer.

At a later date, Juan Carlos Kovacic resigned from the position of Director of the Chamber as he was about to transfer to Australia for work reasons. *Auscham News*.

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### Support for studies in Australia

With a very generous donation of two return tickets, Santiago – Sydney, Qantas Airlines showed their commitment with the Chilean Australian Chamber of Commerce, early in 2007.



Alejandro Palma, president of the Chamber informed fellow Directors that these tickets were to be donated as prizes for an essay contest, “The Auscham Scholarship”.

To obtain “The Auscham Scholarship”, students and the general public would be given the opportunity to write on subjects such as the benefits and

implications to Australia and Chile of a Free Trade Agreement; Chile and Australia as a commercial bridge between America and Asia; future and current weaknesses of trade between Chile and Australia; and how and why the postulant felt he or she could better his or her professional status by studying in Australia.

In that way, said Palma, competitors who wanted to improve their academic qualifications could compete for the two return tickets to Australia, allowing the winners to study there.

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### Auscham gives first scholarship award – a travel scholarship to Australia

Magdalena Merbilhaa, Director in charge of the Auscham Scholarship and vice President of Auscham, announced that 10 essays had been submitted for consideration for the prizes of two return tickets Santiago to Sydney.



Subsequently, after due consideration a unanimous decision was taken to award these to students, Verónica Loewe and Martín Sánchez.

The awards that were presented at a meeting of the ex-Alumni Association in the Gabriela Mistral University on the 19<sup>th</sup> of June 2007, were enthusiastically received, and President of the Chilean Australian Chamber of Commerce, Alejandro Palma, ex-student in Australia and founding President of the Association, said he hoped to continue with this Scholarship next year. *Auscham News*.

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### Wine Technology exchange and South Hemisphere alliance: “The Five Southern Stars”

An Agro business Trade Mission organized by Austrade, the trade organisation of Australia, arranged the presence in Chile of the Honorable Mr. Rory McEwen, Minister of Primary Industries and Resources for South Australia. Chile also enjoyed the presence of Hon. Ivan Venning (MP South Australia).

The Trade Mission culminated with a Wine workshop organized by the Director in charge for Auscham, Mr. Gonzalo Téllez backed by Graham Wigg, Auscham's General Manager, in the Hotel Ritz Carlton on the 18<sup>th</sup> of July.

At this event, Andres Costa, from Tersainox, a Member of Auscham and recently installed in Australia with his stainless steel vat business, spoke enthusiastically on the ease of setting-up a new business there. Costa was followed by Ms Elena Carretero, General Manager of Vinnova S.A. (leader in wine technology research), who extolled the benefits of a wine technological alliance between Chile and Australia and later, Minister McEwen spoke of the need for the New World wine producers to get together.

The well-received workshop sponsored by Moxon, the Colchagua Wine Route, Tersainox and Vinnova leads the way to more events on wine and agriculture in the near future.



During Mr. McEwen's visit, Auscham organized a trip to Colchagua Valley.

Along with a group of entrepreneurs and government personnel he met local winery owners and industry people and invited them to enhance the relationship between our two countries in the commercial and technological side.

On the other hand, the visit of Hon. Ivan Venning (MP South Australia), set up the start of the future alliance between the Chilean Valley of Colchagua and the Australian Valley, Barossa. "This alliance, a great demonstration of goodwill, should be an example for the rest of the industry", Director Téllez said.



After that, and as part of the wine trip to Australia's programmed activities, a group of 35 Chilean wine professionals and entrepreneurs (including then Minister of Foreign Affairs, Mr. Alejandro Foxley), met authorities and local people from the industry at Barossa.

The Australian-Chilean Chamber of Commerce (ACCC), is also playing a main role in this Colchagua - Barossa relationship.

Along with the Chilean Embassy lead by the energetic Ambassador, Mr. José Luis Balmaceda, and Prochile Australia, managed by Mr. Marcelo Salas, meetings with the Australian Mayor and MP's to give incentive politics to support the initiative were held.

Finally, as proof of the advances made, on the 23<sup>rd</sup> of September 2007, Auscham again joined with Vinnova to present another successful wine seminar in the Colchagua Valley.

Vinnova brought Mr. Sakkie Pretorius, prestigious professor and director of the Australian Wine Research Institute (AWRI), which is now developing some projects in alliance with the Chilean company.

**Auscham News.**

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## Return Polo match in Santiago

Following a very successful Polo match in Australia in April 2007 organized by Auscham's Sister Chamber, the Australia-Chile Chamber of Commerce ACCC, in Sydney, on the 9<sup>th</sup> of December 2007, the official Australian Polo team of 4 players competed against the Chilean selection at the San Cristobal Polo Club, in Santiago.



More than 1.500 spectators were treated to an excitingly close game which saw the Chilean team finish ahead by only one point in Chile, while Australia won the match in Sydney.



The match was arranged by **Auscham** and the ACCC and sponsored by Pacific Hydro, Moxon Chile, Chery Motors, the Australia-Chile Chamber of Commerce ACCC and also ACCC's distinguished members Duratray and Luominco.

A sit-down lunch was enjoyed by the more than 100 guests, which included various Chilean celebrities such as former Mining Minister Karen Ponichic, and the Australian Ambassador to Chile, Mr. Crispin Conroy, along with visitors, and a major group of big mining and agribusiness entrepreneurs from Sydney and Adelaide in Australia.

Prior to this official match, the selection had the opportunity to play two friendly practise games, one in Santiago and one in the Colchagua Valley, at the Casa Silva winery. *Auscham News*.

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## Free Trade Agreement

The Chilean and Australian governments are currently negotiating a Free Trade Agreement (FTA), which will bring several benefits for both economies, but mostly for Chilean importers. This agreement has been heavily supported and pursued by Auscham, since its early stages.

Australian Ambassador Crispin Conroy, Trade Commissioner Nigel Warren, MPs and their teams, along with members of Auscham trading with Australia, managed to generate sufficient support in Canberra, capital city of Australia, to initiate the negotiations to bring down trade barriers between the two countries.

Now, heading for almost one year, the discussions have exceeded the third round of negotiations, and as talks and conversations continue, an agreement is tipped for 2008.



Many events have been held to inform members of the stage of negotiations and to explain the benefits, including a meeting of the ABC with Ms Virginia Greville who heads negotiations for Australia, as a main speaker, and another held 29<sup>th</sup> November 2007 at the Gabriela Mistral University, arranged by Auscham and the Pacific Institute. *Auscham News*.

### **Hundreds attend Energy Event.**

Energy, or the lack of energy, is one of the most discussed subjects in Chile today. In anticipation to 2008 rationing measures adopted by the government, the Chamber organized an event in the Hotel Ritz Carlton which attracted well over 100 visitors to hear of new technologies and new projects in Energy, at present.

Director of Auscham, Juan Francisco Mackenna assisted by the Auscham General Manager, presented this professional event and the panelists, and called upon the Australian Ambassador, Mr. Crispin Conroy to speak on the subject.



On the first section of the Seminar called “Tendencies and Opportunities of the Electricity Market”, Mr. Renato Agurto from Synex, Mr. Juan Cembrano from Mega Red and the representative of the National Energy Commission, Mr. Jaime Bravo enthusiastically presented their views and the facts on this market, before calling for questions from the enthralled audience.

The second area covered by the seminar was “Today’s Clean Electric Projects”, and Codelco Chile, through Mr. Alvaro Vilaplana presented their clean coal thermic electricity project, followed by Mr. René Vergara representing Pactum and Societé Generale who spoke of the need for specialist financial help for energy projects, and then Mr. Andrés Escobar from HBS Energía S.A. presented his very interesting Bio-Gas project, the first one being built in Chile.

Stands were set up outside the salon to enable invitees to get to know more about the projects presented.

The Seminar was proudly sponsored by CODELCO, Hydro Chile, along with GHD, Energía Austral, Pactum and Societé Generale, and promotional support was supplied by the publications Electricidad Interamericana and Minería Chilena, and by Business News Americas. *Auscham News*.

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### Amazing Day of Golf

To the praise of, “Excellent golf game” , “One of the best days I have spent” and “What a well organized golf championship, congratulations!”- Auscham’s third annual Golf day finished a huge success.

The bright hot golf tournament organized by Magdalena Merbilhaa, and, assisted by Graham Wigg at the Lomas La Dehera Golf Club it started off at 1.00 pm and finished at around 18:30 pm, with a wine and beer cocktail.



Overall, players, sponsors and organizers were well pleased and the long list of prizes, not least a return ticket to Australia donated by Qantas Airlines, were happily distributed by Alejandro Palma and Ms Merbilhaa, along with María Luisa Labarca, General Manager, representing Qantas in Chile.





Prizes were given for “Best Approach” to Horacio Litvak, to Sven Schroeder for “Long Drive”, for “Far Drive” to Sergio Soffia, “First Gross” to Benjamin Bull, “First Net” to Tomás Schmit, and in teams, “First Gross”, Ignacio Bustos, Michael Ecclefield, Felipe Soffia and Sergio Soffia, “First Net” to Patricio Largarette, Tomás Espinoza O., Sebastián Herreros and Luis Alberto Herreros, and “Second Gross” to Alan Fraser, Gerardo Razo, Benjamin Bull and Alfred Spath, and finally, for “Second Net” to Donald Long, Leonardo Marchant, Jorge Marchant and Sergio Mangelsdorff.

The Chamber also thanked the Sponsors of the event, Orica Chile, Gas Valpo, Qantas Airlines, Austrade, Caledonian International, Downing Teal, Xstrata Copper, GHD, St James International, with special support from the Hyatt Hotel, Revista Capital, Kross Beer, Trabajando.com and KAI. *Auscham News.*

## Oficialmente agradecemos los Auspiciadores de las actividades que se realizaron durante el 2007.

**1- Wine Event 1:** Vinnova Chile - Moxon - Tersainox - Ruta del Vino.



**2. Energy Event:** Codelco - Hydro Chile S.A. - G.H.D. - Energia Austral - Pactum Ltda.



Patrocinio:

Revista Minería Chilena - Revista Electricidad Interamericana - Business News Americas.



**3. Golf Championship:** Orica Chile - Gas Valpo - Caledonian International - Xstrata Copper - Downing Teal - St James International - QANTAS, Austrade



Patrocinio:

Hyatt Santiago - Revista Capital - KAI - Kross Beer - LatinoAustralia Education - Trabajando.com.



**4. Polo Championship:** Pacific Hydro - Moxon Chile.



**“Premium” Yearly Base Sponsors of Chamber Activities:**

Qantas Airways



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