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# Submission to the Foreign Affairs White Paper

22 March, 2017



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Chamber of Commerce  
and Industry

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## Summary of recommendations

1. Build Australia's strategic and policy interests in both the Asia – Pacific and the Indian Ocean Rim.
2. Reprioritise the WTO and support reform of its internal architecture and its ability to deliver meaningful trade liberalisation by removing the requirement for a “single undertaking” in comprehensive trade liberalisation efforts.
3. Adopt a clear and consistent approach to foreign investment and that the FIRB scrutiny thresholds should be rationalised and applied at a most-favoured-nation (MFN) level for all investors.
4. Implement Joint Standing committee On Treaties (JSCOT) recommendations 1 and 2 – to involve business and civil society representatives more closely in trade negotiations and assess independently the impact of trade agreements.
5. Endorse the Australian Made, Australian Grown logo as the common brand for Australian international promotion and re-direct investment away from the current range of alternates across its agencies.
6. Promote the harmonisation of privacy and data policy between countries, providing certainty and stability for business and reducing barriers for start-ups and innovators. Policymakers must continue to prioritise reducing international barriers to cross-border data transfer and to engage with business and industry leaders as key stakeholders in the development of cyber policy.
7. Remove Cabotage restrictions for coastal shipping and airlines unless the benefits of the restrictions to the community as a whole outweigh the costs and the objectives of government policy can only be achieved by restricting competition.
8. Work with neighbouring countries to develop their economies, and ours, in ways that are energy efficient and environmentally responsible.
9. Continue to engage with the international community to achieve environmentally effective and efficient climate change policies that minimise costs and distribute the international burden of mitigation equitably without compromising Australia's international competitiveness.
10. Government partner with the private sector in advocating for “free trade” and should invest \$5 million in the development of an Australian Centre for International Trade in recognition of the public benefits that will derive from such a centre.
11. Encourage improvements in the legal systems of developing countries around the world to support our overseas trade and investment interests.



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# 1 Executive Summary

Australia has enjoyed a largely peaceful and overwhelmingly prosperous history over the past 70 years. Our position as a key ally, interlocutor and/or trade and investment partner to some of the world's largest economies has been reinforced by our capacity to contribute to global initiatives and influence global decisions economically, diplomatically and militarily. But this position will be challenged into the future. Other nations are growing rapidly and will overtake us in global economic rankings over the coming decades, unless policies are adopted in Australia to boost the international competitiveness of our economy.

Australia needs to ensure that we are on a trajectory to regain and cement our position as a leading global economy. Failure to do so creates the risk that we will become less influential in global forums such as the UN, WTO and G20. This will mean that other nations will have greater opportunity than us to shape the global environment within which we and our economic lifelines – international flows of goods and services, capital and people – operate.

Our economy does not operate in isolation but the terms upon which we choose to deal with the world, international trade, welcoming investors and visitors and our efforts to assist others in our region to develop are still within our control. Our submission puts the case to our political leaders, decision makers and policy advisers that we cannot continue to undermine our competitiveness and ignore our decline in global economic rankings and the potential impact that will have on our ability to influence the global environment.

Australia's position in the world is the product of our history, our reputation as a strong and capable ally and trading partner and the position of our economy among the top 20 nations in the world. The Australian Chamber has identified policies - our *Top 10 in 10* and, more comprehensively, *Getting on with Business* - that need to be implemented to reverse our slide.

The Australian Chamber supports measures to further liberalise markets at home and overseas and we ask for greater involvement for business in the negotiation of trade treaties. Australia has engaged effectively in the Asia Pacific but there remains a vast and largely untapped opportunity within our region, the Indian Ocean Rim. Australia has an opportunity to increase its trade and influence with these nations, and in doing so, develop a balance in our focus on the region.

The Australian Chamber outlines opportunities for Australia to strengthen its brand and its trade and foreign relations capacity. We call on the Australian Government to support the establishment of the Australian Centre for International Trade, centre linking business to research and education institutions in the field of international trade. The Centre will advance Australian interests in international trade and to foster national and international debate on international trade. We encourage the Government to adopt a single national brand, Australian Made Australian Grown, to promote Australian product and services at home and abroad.

We finally call for a strategic approach to aid and climate mitigation that achieves outcomes for recipient countries while firmly acting in Australia's national interest and protecting our international competitiveness.



## 2 AUSTRALIA'S FOREIGN POLICY NEEDS TO BE GROUNDED IN A CLEAR-EYED ASSESSMENT OF OUR NATIONAL INTERESTS.

→ *How should we define Australia's national interests in a changing world? How should our values underpin Australia's foreign policy? What should we do differently? How can we do better?*

The Australian Chamber is Australia's largest and most representative business organisation. We are the unique Australian member, or employer representative, to several international bodies including the International Chamber of Commerce (ICC); the Business and Industry Advisory Committee to the OECD (BIAC); the International Labour Organisation (ILO); the International Organisation of Employers (IOE); the Confederation of Asia Pacific Chambers of Commerce and Industry (CACCI) and the Confederation of Asia Pacific Employers (CAPE).

We express a view of Australia's "national interest" which reflects the interest of the Australian business community in a strong, growing, globally competitive national economy integrated closely with the global economy. We support the principles of open economies and free markets facilitated by an international economic and security environment which encourages the freest practical movement of goods, services and people.

Without effort to improve its international economic competitiveness Australia risks being driven down the pecking order of global economies as other countries grow and develop.

As the recent report from PwC *The World in 2050*<sup>1</sup> demonstrates, the economies of China and India will dwarf those of the 'Western' countries by 2050 (GDP in PPP terms). Further, global economic influence is projected to change between 2014 and 2050 to reflect the growth of emerging economies such as India, Indonesia, Mexico and Nigeria. Pakistan, Egypt and the Philippines are predicted to be among the world's 20 largest economies by 2050.

Australia is predicted to move from the current ranking of 19<sup>th</sup> to 28<sup>th</sup>.

Should this occur, Australia's influence and claim on a "middle power" role, and our eligibility to be part of globally influential structures like the G20 will be challenged.

We hope this Foreign Affairs White Paper process encourages a considered national discussion about the future we want for our nation and the scale of our economy. If we want to maintain a strong economy relative to the increasing number of countries able to out-compete us, in order to underpin the domestic living standards and global influence Australians have come to expect, we will need to look at how we can keep pace with these economies. That includes sensible consideration of the potential for a significantly increased domestic population and the social and economic infrastructure required to sustain that.

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<sup>1</sup> <http://www.pwc.com/gx/en/issues/economy/the-world-in-2050.html>





## **Getting on with Business - Business Policy Priorities for the 2016 Federal Election and beyond**

With decades of uninterrupted growth, Australia's national income per capita until recently increased much more quickly than most other major world economies. However, much of our current prosperity is the result of past reforms and once-in-a-lifetime boom in commodity prices.

But the economy is in transition following the mining boom and faces real challenges.

While some of Australia's economic difficulties are driven by international forces and an ageing population, growth is impeded by poor public policy and successive governments acting as roadblocks to reform. Australia is an increasingly uncompetitive place to do business.

Other countries are embracing policies that are making their economies more competitive, and Australia is falling behind. Over the past decade Australia has fallen from 10th to 22nd on the Global Competitiveness Index, with our biggest weaknesses being innovation, tax and workplace relations.

This is unacceptable.

It is critical we do not consign future generations to poor prosperity and reduced living standards.

Over the next 10 years, Australia's income growth is projected to be less than half what we have come to expect, meaning lower profits, smaller pay rises and much weaker government revenue. If we do not address this now it will mean less investment, fewer jobs and missed opportunities.

The Federal Government must have a clear plan to ensure the nation's prosperity as we move past the mining boom. The Australian Chamber, in *Top 10 in 10: Ten steps towards a more competitive Australia*, recommends ten policy steps to lift Australia into the top ten most competitive countries within ten years.

These ten steps include encouraging more employers to offer young people apprenticeships, building the infrastructure we need in a less ad hoc and partisan way, giving managers and workers the flexibility to put in place workplace arrangements that suit their needs, containing government spending as a share of the economy and supporting investment through reducing the company tax rate and increased trade investment.

These commitments are real and practical, and need to be actioned by the Government formed following the federal election in 2016 with the support of the Parliament elected at the same time.

These steps, however, are just the beginning.

The Australian Chamber's detailed policy manifesto, *Getting on with Business* expands on the "Top 10 in 10" by placing the issues within the context of a broader policy agenda

These focus in detail on the policy settings for:

- Harnessing the strength of our workforce through employment, education and better workplace regulation
- Practical and consistent Workplace Health and Safety measures
- Tax reform that provides incentives for growth
- Responsible budget management
- Better infrastructure planning
- Reducing red tape
- Strengthening our engagement in global markets
- Addressing climate change
- Enhancing tourism and our visitor economy

By adopting these measures, the Federal Government can help create a more competitive Australia.



### 3 AUSTRALIA HAS DIVERSE INTERESTS THAT SPAN THE GLOBE.

→ Which countries will matter most to Australia over the next 10 years? Why and in what ways? How should we deepen and diversify key relationships?

→ Which global trends, such as developments in technology, environmental degradation and the role of non-state actors, are likely to affect Australia's security and prosperity? How should Australia respond?

The world is constantly changing in terms of technology, economic performance, political stability and areas suffering from hardship. Our greatest country of interest needs to be Australia and ensuring that our performance against these measures is as good as it can be. We should not be diverted in this effort as we wait for others to take some action.

However, we should be encouraging others to also seek to achieve their potential. Those closest to us and those with the capacity to impact our strategic and economic choices should be our priority. That is, Indonesia, and the Indian Ocean Rim economies, together with our continuing strong engagement across the Asian region and the Pacific.

The Indian Ocean Rim region spanning from Australia, through SE Asia, India, the Middle East and Africa, is home to around 2.3 billion people. These nations vary in their capability and level of development from advanced to least developed, but they are all looking to advance and develop. Their peoples are keen to achieve food security and education, create industries and realise their potential.

These aspirations are not dissimilar to those of Asia following World War II and subsequent regional conflicts and other crises. Our emphasis of the past 75 years of peace and stability in the Asia-Pacific needs now to be matched with policy and strategic equivalence for the Indian Ocean region. The Asia-Pacific region has been supported by the development of institutional frameworks such as APEC and the East Asia Forum which, in turn, have supported development and free trade initiatives in that region. The Indian Ocean region should now receive the same emphasis.

The 2013 Senate Foreign Affairs, Defence and Trade References Committee Inquiry into The importance of the Indian Ocean rim for Australia's foreign, trade and defence policy, observed that *In the committee's view, the rise of Asia over the coming decades and the growth and development of the nations of the Indian Ocean rim will profoundly influence Australia's future. Australia needs to do more to engage with the Indian Ocean rim and in this context promote the nation's interests—security, economic and research.*<sup>2</sup>

This should not be done at the expense or neglect of historic relationships with major powers and markets in the northern hemisphere but should reflect our embrace of diversity and building up

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<sup>2</sup>

[http://www.apc.gov.au/Parliamentary\\_Business/Committees/Senate/Foreign\\_Affairs\\_Defence\\_and\\_Trade/Completed\\_inquiries/2010-13/indianocean/report/index](http://www.apc.gov.au/Parliamentary_Business/Committees/Senate/Foreign_Affairs_Defence_and_Trade/Completed_inquiries/2010-13/indianocean/report/index)



alternate markets and spheres of influence as additions, and potential alternates to, our traditional countries of interest.

#### **Recommendation 1:**

**Build Australia's strategic and policy interests in both the Asia – Pacific and the Indian Ocean Rim.**

## **4 AUSTRALIA IS AN INFLUENTIAL PLAYER IN REGIONAL AND INTERNATIONAL ORGANISATIONS.**

→ *Which regional and global organisations matter most to us? How should we support and shape them? How can we maximise our influence?*

### **4.1 Institutions**

The most critical global institutions should remain our focus. That is, the UN, the WTO, the World Bank, and the International Monetary Fund (IMF) and the OECD. They are however under pressure with changing engagement and support from other nations from time to time.

The WTO is the only institutional framework supporting global free trade and holding the ability to apply disciplinary actions to nations that disregard their commitments. It is also the only body, through which disciplines can be applied to commitments on national trade distorting measures such as subsidies.

As the WTO has grown as a body, its internal infrastructure and requirements for a “single undertaking” has also become its Achilles heel. The ability to gather a complete consensus on trade liberalisation has become almost impossible and so the future pathway needs to be based upon critical mass of nations representing the majority of global trade in plurilateral agreements in order to move forward, but they this need not be at the exclusion of other WTO nations “catching up” at a later time.

Australia should engage within our region through longstanding bodies such as APEC but also newer ones such as the Asian Infrastructure Investment Bank and the One Belt, One Road initiative. These newer initiatives can be a force for good and assist with regional development and stability. They should be encouraged to augment the existing efforts of the World Bank, IMF and Asian Development Bank and not duplicate the same efforts. Australian involvement will assist to ensure that each of these groups and their activities can be complementary and advance our national interests.



## **Recommendation 2:**

**Reprioritise the WTO and support reform of its internal architecture and its ability to deliver meaningful trade liberalisation by removing the requirement for a “single undertaking” in comprehensive trade liberalisation efforts.**

### **4.2 Official Development Assistance (ODA)**

The Australian Chamber supports an Aid for Trade approach, where aid investments improve trade facilitation and market access for Australian products and services. Economic development is the principal means for alleviating poverty.

Australia had previously committed under the Millennium Development Goals to provide 0.5% of gross national income (GNI) in ODA. While this is a worthy goal, Australia needs to retain a prudent approach to reaching it because of our continuous budget deficits over the past decade.

Australia has continued to make commitments for climate change financing in the recent international climate change negotiations. All forms of international investment in both climate change and aid should be considered in a combined package to reach our aspiration of 0.5% of GNI in aid funding.

Aid funding commitments, inclusive of climate change, should be maintained at \$3.8 billion as at the 2016-17 Budget, with 20% being deployed as Aid for Trade. Beyond that, Australia should not increase its rate of international aid funding until the Budget provides a stable and ongoing surplus.

## **5 AUSTRALIA NEEDS TO BE AMBITIOUS IN GRASPING ECONOMIC OPPORTUNITIES.**

→ *What steps should be taken to maximise our trade and investment and expand commercial opportunities for Australian business? How can we ensure Australia is positioned to take advantage of opportunities in the global economy? What are the key risks to Australia's future prosperity and how should we respond?*

### **5.1 Supporting Australian Business in Global Supply Chains**

“If soldiers are not to cross international boundaries, goods must do so. Unless the shackles can be dropped from trade, bombs will be dropped from the sky.”<sup>3</sup>

Global trade is increasingly being dominated by “global supply chains”. That is, products are “made in the world” rather than a single country and services are delivered through cross border supply and the internet. Australia is a long way from major markets and those we regard as in our neighbourhood are also being targeted by other competitors. Australia cannot rely on reputation alone as our key competitive characteristic. We must continue striving to reduce costs and increase innovation in order to maintain and grow our globally competitive position.

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<sup>3</sup> “Economic Union and Enduring Peace”, Otto T. Mallery



The Treasury has recently established a Trade Policy Unit. The Australian Chamber looks forward to working with the unit and other key agencies in government particularly DFAT and Austrade, to ensure that Government trade and investment policies are made in full consultation with Australian business and take into account the impacts of those policies on Australian businesses and the economy.

The Export Market Development Grants (EMDG) scheme, administered by Austrade, supports export promotion expenses of eligible enterprises in order to boost exports of Australian produced goods and services. The 2015 review of the EMDG found that it is an effective and beneficial scheme. For every \$1 invested, \$7 was returned to Australia. Unfortunately, funding levels have not reflected this relatively high return.

In recent years the EMDG scheme was eroded to \$125 million and partially restored to \$137 million in the 2015-16 Budget, which is projected to be maintained over the forward estimates. Given the high return on the investment of public funds, funding for the EMDG scheme should be restored to \$200 million annually.

TradeStart has become an essential frontline delivery program that helps SMEs become export-ready. Despite the potential contribution to economic growth, funding cuts to TradeStart have limited the ability to deliver services to emerging exporters and have seriously diluted the ability to grow our SME export community. The Australian Chamber recommends that the Government consider restoring the \$5 million annual budget to the program.

## **5.2 Increasing Australia's Competitiveness**

Over the past 30 years or so, fundamental change occurred in the Australian economy as many sectors were exposed to international competition and a flexible exchange rate. These fundamental reforms led to significant structural adjustment in the Australian economy at the time, and they continue to drive structural change today. Exposure to dramatic economy-shaping forces outside the control of the Government means that our economy must also continue to react to these same forces.

If we are to maintain our global competitiveness, we need to reduce costs within the Australian economy – taxes, employment laws and investment regimes all need to be at globally competitive levels. Federal, State or Territory governments control, or influence heavily, all of these costs through their policy decisions. For example, recent domestic policy decisions at State level have resulted in higher energy supply prices and threats to delivery system reliability. We need to regain our competitive advantage in energy in order to continue to provide value added goods and services to the world at competitive prices.

We welcome the Federal Government's commitment to remove all tariffs (over time) in Preferential Trade Agreements (PTAs) negotiated to date. The Australian Chamber encourages the Government to reduce and eventually eliminate all remaining tariffs. In doing so, the Australian Government must take into account both the benefits to the economy of lower costs for firms and their employees, and stronger competitive pressures for innovation and productivity growth; and



the impact on businesses and industries already under significant competitive stress. In particular, the specific commitments made to the automotive industry to cover its transition should be honoured.

The 2010 Productivity Commission review on Australian Bilateral and Regional Trade Agreements identified that the gains from unilateral reforms would boost Australia's GDP by over 0.5%.

Unilateral trade and investment reform will also create saving opportunities by reducing the cost of international trade negotiations by DFAT.

**Table 1 Simulated aggregate effects of reducing tariffs to zero**

Simulation	GDP-Australia	Share of potential world gain
	Per cent change	Per cent
T1. Australia-small country*	0.05	5.7
T2. Australia-large country	0.12	12.4
<b>T3. Australia unilateral</b>	<b>0.56</b>	<b>59.5</b>
T4. Stylised APEC	0.86	91.7
T5. World	0.94	100

\*Simulations are representations of the effects of the removal of barriers to trade. T1 Represents zero tariffs on all trade between Australia and a small country, T2 on trade between Australia and a large country. T3 simulates unilateral liberalisation as the removal of tariffs on all imports into Australia. T4 simulates zero tariffs on imports into all APEC countries and T5 simulates zero tariffs worldwide.

Source: Simulation results.

<http://www.pc.gov.au/inquiries/completed/trade-agreements>

Australia has created a multi-tiered range of thresholds for scrutiny of foreign investments by the Foreign Investment Review Board (FIRB) as a result of various PTA negotiation outcomes. The Australian Chamber contends that there is no obvious reason for such discrimination based on country of origin. However, we do acknowledge the Government's prerogative to consider national security and competition issues which should be dealt with in separate processes that involve relevant authorities.

The Australian Chamber recommends that the Government adopt a clear and consistent approach to foreign investment and that the FIRB scrutiny thresholds should be rationalised and applied at a most-favoured-nation (MFN) level for all investors.

Private investment in critical infrastructure is supported. In some cases, it can raise issues of national security, for example as has been argued in relation to Ausgrid and the Port of Darwin. The Australian Chamber notes that public concern on this issue has led to the creation of the Attorney-General's Critical Infrastructure Centre to both assess national security concerns and provide investors with certainty and clarity. It is important that policymaking is based on fact, not



perceptions; and takes full account of the risks to both national security and Australia's attractiveness as a destination for foreign investment, which can drive growth and innovation.

### **Recommendation 3:**

**Adopt a clear and consistent approach to foreign investment and that the FIRB scrutiny thresholds should be rationalised and applied at a most-favoured-nation (MFN) level for all investors.**

## **5.3 Pursuing “Free Trade”**

While our preference is for trade liberalisation to be undertaken at the global level, - firstly unilateral efforts where Australia can determine our own terms of trade without reference to any other nation and secondly within the WTO for global effectiveness, - we recognise that progress can be slow.

While recognising these are third best approaches, we support efforts to realise shorter term market access and removal of barriers in important markets through bilateral and regional trade agreements. These though must be recognised as having limitations – sometimes severe - and can create new barriers through the preferential terms established within each new agreement which adds to the “noodle bowl” of complexity that is developing as a result of the now more than 450 such agreements around the world.

Trade agreements should seek to harmonise trade and be stepping stones, not stumbling blocks on the pathway to global agreements. This will provide certainty and improve ease of business when exporting to several international markets. Further this would benefit the Government by streamlining official negotiations and implementation processes.

Trade agreements must be accompanied by independent economic analysis and be negotiated in close partnership with the business community and other stakeholders – a good current example of this is the Business Partnership Group aligned to the Indonesia–Australia Comprehensive Economic Partnership Agreement.



The 2016 Inquiry by the Joint Standing Committee on Treaties (JSCOT) into the TPP recommended that:

Recommendation 1

The Committee recommends that the Australian Government consider changing its approach to free trade agreement negotiations to permit security cleared representatives from business and civil society to see the Australian Government positions being put as part of those negotiations.

Recommendation 2

The Committee recommends that the Australian Government consider implementing a process through which independent modelling and analysis of a proposed trade agreement is undertaken by the Productivity Commission, or equivalent organisation, and provided to the Committee alongside the National Interest Assessment (NIA) to improve assessment of the agreement.

**Recommendation 4:**

**Implement Joint Standing committee On Treaties (JSCOT) recommendations 1 and 2 – to involve business and civil society representatives more closely in trade negotiations and assess independently the impact of trade agreements.**

## **5.4 Better, clearer and aligned trade strategies**

Since 1901, Australia has signed 2,847<sup>4</sup> international treaties, which have then entered into force. Of these, 1,800 are still current and in force. The Australian Chamber of Commerce and Industry (ACCI) supports the negotiation of treaties that aim to enhance the Australian economy and encourage prosperity both domestically and for our trading partners.

We particularly support treaties that accelerate regional and global trade liberalisation, with the view that aggregate treaties will ultimately serve as building blocks towards an improved multilateral trading system, lifting economic and social conditions both domestically and globally.

We consequently expect the domestic development of practical regulatory and policy measures that improve the negotiation and monitoring of such treaties, in order to better achieve – in real rather than estimated terms – their desired economic outcomes.

We acknowledge the achievements of the Department of Foreign Affairs and Trade (DFAT) over many years in negotiating trade and investment treaties and agreements on behalf of the Australian government. There is no doubting the professionalism, expertise and effort of DFAT staff, and partner departments and agencies, in carrying out this often challenging and extended task.

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<sup>4</sup> DFAT Australian Treaties Database at <http://www.info.dfat.gov.au/info/treaties/treaties.nsf/WebView4?OpenForm&Seq=8>



We encourage recognition of the fact that, as a private sector economy, the ultimate test of such treaties and agreements is the extent to which they make it easier to do business in Australia, and make it easier for Australian enterprises to do business in and with the treaty and agreement partner countries.

The general post-operative experiences of Australian business with regard to Australia's ambitious trade treaties to date has, due to presently limited domestic consultation processes during trade negotiations, sometimes fallen short of those ambitions. Australian trade treaties often contain misunderstood provisions that are only available for consideration by business and broader civil society after the agreed treaty text is concluded. This lack of treaty text transparency can invite politicisation of particular provisions of treaty negotiations, frustrating the objectives of negotiators on all sides.

We also note the risk of business having difficulties understanding regulatory divergence between multiple Australian trade agreements, including minor but avoidable administrative barriers for traders that arise after the concluded treaty text is released and available for industry scrutiny.

Such stumbling blocks ultimately add to red-tape and are overcome by business only through time-consuming workarounds, making affected trade treaties less desirable to use.

Any negotiated treaty that aims to deliver economic and social benefit to Australia must have at its base the strong support of a broad cross-section of Australian civil society, including as a priority the views of independent economic research bodies having access to the draft treaty text.

A stronger supporting foundation for such treaties will be better achieved through processes of Government disclosure of the draft treaty text with pre-registered representative bodies, bound by confidentiality agreements, from all sectors of society. We envision such a system would be similar to the United States' accredited advisory committee arrangements, which have been managed by the Office of the United States Trade Representative since 1974.<sup>5</sup>

Draft concessions would be assessed and monitored in real-time by the Productivity Commission at arm's length from negotiators, for optimal negotiation stances. The Productivity Commission's role would also extend to monitoring all trade agreements after entry into force, in order to ensure slated Australian economic interests are being achieved in real terms.

The Department of Foreign Affairs and Trade (DFAT) has acknowledged expertise in leading trade and investment negotiations on behalf of the Australian Government. We suggest that it makes sense, and reflects sound governance principles, for the National Interest Analysis and the Regulatory Impact Statement for each treaty or agreement negotiated by DFAT to be undertaken by an independent body at arms-length to the negotiations, such as the Productivity Commission. This would provide business and the broader community with the confidence of an independent analysis, which could identify optimal, likely, and minimum outcomes.

An appropriately tailored system of consultation during the development of an Australian treaty, followed by proper independent monitoring, serves to enhance the democratic legitimacy of the

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<sup>5</sup> USTR Office of Intergovernmental Affairs & Engagement (IAPE) < <https://ustr.gov/about-us/advisory-committees> >.



ratification of the resulting treaty text, and accordingly will better tailor the treaty for the Australian (and wider) interests it is meant to serve.

This enhanced legitimacy will remain attached to the treaty long after entry into force, extending to the transposition of the terms of the treaty in Australian legislation, regulation and policy that implements Australia's obligations under the given treaty. With the implementation of the proposed consultation system and ongoing monitoring, Australian treaties negotiated to create improved economic outcomes will be more likely to be supported by Australian industry and civil society, and therefore more likely to achieve their stated objectives. At a time of rising popular challenge to globalisation and the principles of free trade and investment, this would be an important outcome.

There is room for improvement to better align trade negotiations with Austrade's priorities so that once the negotiations are done there are immediate benefits to be had for industry. There sometimes appears to be confusion in the international market for local businesses trying to navigate competing and conflicting agency priorities. For example, Austrade is only now formulating a screen strategy for China, but CHAFTA has been in force for two years. We encourage close engagement between DFAT negotiators and Austrade in these negotiations so that text is agreed that can provide real, immediate benefits for industry.

This specific example highlights the opportunities for greater coordination of efforts by Austrade and DFAT with other relevant government agencies (eg Ausfilm, Screen Australia and the state and territory screen agencies) to produce a whole of Government approach to international market access for our screen industry. Similar opportunities exist in many sectors to better coordinate our approach to international markets as "team Australia".

## 5.5 "Brand Australia"

At present the Government is making investments in a fragmented approach to "Brand Australia". We support the Government's attempts to streamline these initiatives which will also reduce costs to the budget. There is a clear role for the Australian Government in coordinating jurisdictional and industry promotion efforts and developing an underpinning set of messages that can be used by all stakeholders.

Australian Chamber is a founding member of the Australian Made Campaign and we support the use of this initiative and its registered and trademarked logo the Australian Made, Australian Grown (AMAG) logo in support of identification of "Australian" products. We recommend that the Government endorse this campaign as THE brand Australia symbol, to promote Australian products at home and abroad. We encourage the Government to redirect its current investment in brand development and focus on a partnership with the AMAG logo initiative.

We note the domestic discussions on "Country of Origin Labelling" and support the use of the AMAG symbol in this initiative.

### Recommendation 5 :



**Endorse the Australian Made, Australian Grown logo as the common brand for Australian international promotion and re-direct investment away from the current range of alternates across its agencies.**

## **5.6 Tourism Australia**

Last financial year the tourism sector contributed \$53 billion to the Australian economy, up 7.4 per cent from the previous year<sup>6</sup>. And it has enormous potential for future growth – if we get the policy settings right in this highly competitive international market.

A key way to cut through the competition is to ensure that Tourism Australia, which is a world leader in marketing Australia, is adequately funded and continues to work closely with, and remain independent of, DFAT. This includes working with DFAT outposts to promote Australia to other countries as a desirable holiday destination and DFAT and Tourism Australia working collaboratively on DFAT promotional materials.

In recognition of the significant and growing importance of the sector, the Australian Chamber has established an advocacy initiative – Australian Chamber – Tourism – within our member network to enhance the competitiveness of the sector and make it easier to do business in it.

## **5.7 Intellectual Property**

As advanced economies continue to seek out higher value jobs and industry development, increasingly IP protection needs to be considered.

Creators and owners of IP and content, derive great value in high levels of IP protection which supports long-term production industry, jobs and growth, particularly related to exports and in country market operations. IP is not always respected in many of our target markets and so our efforts in supporting rules based trade needs to include support for IP standards that are at least equivalent to Australia's.

An example is the medtech and pharma industry which has been recognised by government as one of six industries of competitive strength and strategic priority to Australia. Government has set up a bespoke Industry Growth Centre (called MTPConnect) to boost innovation, productivity, investment and competitiveness in the industry with a view to drive the sector to new heights in global markets. The Industry Growth Centre initiative is a key pillar of Australia's current industry policy and we would, therefore, maintain that Australia's foreign and trade policy, where relevant and appropriate, should support high value industries and their reliance on IP.

Cultural promotion is important, given that a country's unique brand and attributes can provide a competitive advantage in a global marketplace where access to content from any location is available via the internet. Government has a role to support and promote Australian culture and content in key overseas markets to support business opportunities, and national influence, in those markets.

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<sup>6</sup> Tourism Research Council, 'Tourism satellite account 2015-16'



## 5.8 Digital Economy and Cybersecurity

In the age of the digitalised global economy, the free flow of data across borders is immensely important to economic development – in fact, the trade of information now has a greater impact on world GDP growth than trade in goods.<sup>7</sup>

The cross-border flow of information provides the foundation for modern business practices for start-ups, SMEs and businesses of all sizes. Business leaders are almost universally supportive of law and policy allowing the freer flow of information across borders, and are keen to offer their vital and unique input into cyber policy development.<sup>8</sup> For Australia's continued economic security and stability, policymakers must continue to prioritise reducing international barriers to cross-border data transfer and to engage with business and industry leaders as key stakeholders in the development of cyber policy.

Along with these clear benefits, the free flow of information across borders has security implications for sovereignty and for privacy. A significant concern for some businesses is the unauthorised access of sensitive information stored on internationally located cloud based networks.

Though many foreign governments only access private data for national security and law enforcement purposes, others may seek to access or interfere with data stored by Australian businesses, particularly confidential business information and intellectual property.<sup>9</sup> Australia must continue to promote an international norm against state sponsored and nefarious theft of IP and confidential business information for economic gain.

Finally, business leaders are concerned that conflicting sets of regulation create an unwieldy administrative burden that is especially damaging for SMEs.<sup>10</sup> Australia must promote the harmonisation of privacy and data policy between countries, providing certainty and stability for business and reducing barriers for start-ups and innovators.

### Recommendation 6:

**Promote the harmonisation of privacy and data policy between countries, providing certainty and stability for business and reducing barriers for start-ups and innovators. Policymakers must continue to prioritise reducing international barriers to cross-border data transfer and to engage with business and industry leaders as key stakeholders in the development of cyber policy.**

## 5.9 Cabotage

<sup>7</sup> McKinsey Global Institute, [Digital Globalisation: The New Era of Global Flows](#)

<sup>8</sup> Australian Strategic Policy Institute, [Cyber Norms & the Australian Private Sector](#)

<sup>9</sup> Australian Strategic Policy Institute, [Cyber Norms & the Australian Private Sector](#)

<sup>10</sup> International Chamber of Commerce, [Trade in the Digital Economy: A Primer on Global Data Flows for Policymakers](#)



The Australian Chamber supports recommendation 5 of the Harper Review which states that Cabotage restrictions for coastal shipping and airlines should be removed unless the benefits of the restrictions to the community as a whole outweigh the costs, and the objectives of government policy can only be achieved by restricting competition. Such assessments should be undertaken in a transparent way so the community can see how the decisions are made. The Chamber recommends the Government revisit reforms that will increase our competitiveness and create new business opportunities, jobs and growth.

During the current development of a National Freight and Supply Chain strategy, the Government should contemplate international access issues and how goods and tourists can more easily and cost-effectively move to and from Australia, particularly from the growing markets within Asia.

Based on the Singaporean model of maximising opportunities that are linked to major transport routes, Australia should consider international shipping access to Northern Australia linked to our abundant resources and other natural advantages. Similarly tourism will be boosted if access to Northern Australia is easier and more cost effective for the growing Asian middle class who want short stay visits and unique experiences. This is more efficient than forcing tourists to travel for almost a day to access gateway cities in Southern Australia.

This will also benefit southern Australia. Tasmania in particular requires access to competitive shipping and air services to engage with mainland Australia and valuable international markets. We need to ensure competitive services that assist to spread prosperity across all of Australia.

Finally, more cost effective shipping and air services provide an immediately available opportunity to reduce transport time and costs for goods movement between our major cities. Road and rail services can be immediately augmented.

We note the ASEAN Single Aviation Market (ASEAN-SAM), came into effect on January 1, 2015. The Open Skies policy removes restrictions on third, fourth, and fifth airspace freedoms for airlines based in ASEAN member states. The lifting of these restrictions allows ASEAN-based airlines to freely transport people and cargo to or from a foreign country and to pick up and drop off people and cargo from a second country enroute to a third. Under this policy, each member state will fully open up their international airports to other ASEAN members and eliminate restrictions on the frequency and maximum capacity of flights.

Removal of previous restrictions should encourage competition between airlines, drive down ticket prices, and open the door for principally domestic airlines to become regional players. With ASEAN's potent tourism sector and a middle class predicted to double to 500 million people by 2020, there is increasing demand for flights and tremendous potential for rapid growth in the industry.

Australia should seek access to this agreement, particularly through the negotiations of the regional Comprehensive Economic Partnership and in doing so seek reciprocal access for Australian airlines to operate freely in Asian markets and beyond.



### **Recommendation 7:**

**Remove Cabotage restrictions for coastal shipping and airlines unless the benefits of the restrictions to the community as a whole outweigh the costs and the objectives of government policy can only be achieved by restricting competition.**

## **5.10 Recognising the importance of energy security and affordability**

Australia is a major provider of energy to the world. Our exports of thermal coal, natural gas and uranium ensure that power is available to millions of people and to industries that support economic development around the world. We cannot afford to see this important role and industry undermined by our concurrent efforts to mitigate the rate, and impact, of climate change. In continuing international engagement on addressing climate change, the Government should pursue responsible action within the framework of energy security and affordability.

Historically, Australian businesses have maintained a competitive advantage by having access to affordable and secure energy. This competitive advantage is being challenged for a range of reasons, including rising costs from network investments, fuel cost rises, and the closure of baseload power generation which has provided relatively cheap power. Australia's electricity prices have risen 10 percent annually in the five years to 2013, and reserve shortfalls are predicted over the next few years in South Australia and Victoria. This will place increasing pressures on Australian business competitiveness, risking jobs and future investment.

Businesses, the employers of over nearly 90% of Australia's workforce, should not be exposed to additional expenses as a result of climate policies that move beyond internationally agreed targets, and have no material impact on mitigating the effects of climate change.

We are positioned as an advanced economy within a region of advancing countries. Many are developing nations that are expecting significant changes in their economic circumstances, accompanied by industrialisation, urbanisation and increased food and energy requirements. To underline this, approximately 1.2 billion people – 17% of the global population – did not have access to electricity in 2013. It is to be expected that these people will aspire to a higher, and rising, standard of living - as Australians have done and continue to. Australia is a global energy supplier in coal, gas and uranium. Our supplies of these resources, combined with appropriate technology offer lower (or in fact nil) emissions compared to other sources of equivalent products. We cannot afford to have policies that reduce the economic opportunities for Australia and reduce the energy supply in other nations.

Australia should work with our neighbours to develop their economies, and ours, in ways that are energy efficient and environmentally responsible. Australian business and skilled workforce can play a major role while also generating national income. Australia's advantages, economically, socially, and academically should be deployed in the global effort to mitigate against adverse climate change.



It is imperative that Australia develops a regionally supportive approach to assisting our neighbours to grow and develop in the most energy efficient and environmentally responsible way. Our skilled people and businesses can play a major role while also generating valuable national income. Australia's comparative advantages in these fields need to be exploited in the global efforts to mitigate against adverse climate change. This type of win:win action on an international scale is the path the Government should follow to play our part on the global efforts to ensure a sustainable future.

#### **Recommendation 8:**

**Work with neighbouring countries to develop their economies, and ours, in ways that are energy efficient and environmentally responsible.**

### **5.11 Climate Change**

As the world's population grows, so too does the risks of adverse climate change. Sea level changes are also changing traditional terrestrial boundaries for some nations – some to the extent that they may disappear. This may cause levels of displacement of people. Changing climate may also change the range of pests and diseases which impact on human health. Mitigating the rate and impact of climate change is in the interest of Australia and Australian business because of the major economic and social risks and opportunities it creates for Australia. Viewed on its own, reducing emissions in Australia will have little impact on global atmospheric GHG concentrations. This is why Australia needs to support economic growth and assist regional partners to develop in a way that limits adverse environmental impacts.

The Paris Agreement is a strong signal about the future direction of global climate policy, with governments agreeing to limit a global temperature rise to well below 2°C and pursue efforts to limit it to 1.5 °C. The Australian Chamber welcomed Australia's ratification of the Paris Agreement on Climate Change and the Doha Amendment to the Kyoto Protocol in November 2016.

Importantly, ratification was met in the context that "Australia's policy is to meet... international commitments on emission reduction while at the same time maintaining energy security and affordability."<sup>11</sup> Given the fundamental importance of energy security and affordability to businesses across Australia, the Australian Chamber welcomes this commitment. An integrated climate and energy policy will help Australia to meet its international obligations, maintain its global competitiveness, and give businesses access to reliable, affordable and secure energy.

The pursuit of action to address global warming should continue to be done through multilateral institutions, and recognising that climate change is an international issue requiring a global solution, and that no single country acting in isolation will succeed in significantly affecting the level of greenhouse gases in the atmosphere. Australia is a minor emitter of greenhouse gasses in the global account; however we need to be a leader in encouraging appropriate actions from the major emitting nations.

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<sup>11</sup> Ratification of the Paris Agreement on Climate Change and the Doha Amendment to the Kyoto Protocol, joint Media Release, 10 November 2016, accessed 6 February <http://www.environment.gov.au/minister/frydenberg/media-releases/mr20161205.html>



### Recommendation 9:

**Continue to engage with the international community to achieve environmentally effective and efficient climate change policies that minimise costs and distribute the international burden of mitigation equitably without compromising Australia's international competitiveness.**

## 5.12 Movement of natural persons

As Australia continues to develop our services sector, one of the principle delivery mechanisms is for increased movement of people – tourists, student, executives, contractors, maintenance people, etc. Our resources, agriculture and manufacturing sectors also depend, to varying degrees and at different points in the business and economic cycle, on access to temporary and permanent migrants to complement the skills and experience available in Australia. This means we must be increasingly receptive to international visitors and migrants if we are to expect that our own service providers will be able to also engage in other economies; and if we want our businesses, regardless of industry sector, to be competitive, to grow and to create more jobs for Australians.

At the same time, there are challenges in terms of applying appropriate national security and public safety measures, and taking account of the availability of local experience and skills when and where they are needed, without causing disruption to commerce and undermining domestic support for a well-planned and managed immigration program. We need to ensure that our systems of vetting people for entry to Australia for security reasons, and our processes for facilitating people from overseas to have access to our economy to meet our needs and help it grow, operate as efficiently and effectively as possible and strike the right balance between differing objectives.

View expressed by one of our members:

*I was meant to meet some Pakistani delegates here this morning and they were meant to exhibit at 2 halal food shows and one textile show, out of 25 people only six got in, their stands were paid for but empty as those that got visa were approved too late. They did put in their applications all at the same time and our Immigration dept. suddenly became "gods" again and only selected a few. The president of the Lahore Chamber said "why do we bother to engage with Australia". The delegates were a mixture of seller/buyers/and potential investors. Everyone lost!*

## 6 AUSTRALIA USES A RANGE OF ASSETS AND CAPABILITIES TO PURSUE OUR INTERNATIONAL INTERESTS.



→ *What assets will we need to advance our foreign policy interests in future years? How can we best use our people and our assets to advance Australia's economic, security and other interests and respond to external events?*

→ *How can Government work more effectively with non-government sectors, including business, universities and NGOs, to advance Australia's interests?*

## **6.1 Recognising the role of business in international negotiations and agreements**

The strong rules based trading systems in support of international trade developed firstly through the General Agreement on Tariffs and Trade and continued into the World Trade Organisation, have provided the global economy with the framework that has supported tremendous growth and development opportunities. The WTO remains the only global forum for advancing trade and investment liberalisation. The Australian Government needs to reinvigorate its efforts to push for continual improvement in this forum.

Following the successful negotiations at the 9th Ministerial in Bali and agreement to the "Bali Package" and again in the 2015 "Nairobi Package", and entry into force of the Trade Facilitation Agreement (TFA), the business community is more optimistic that the WTO is a forum through which progress can be made. However we recognise that the "single undertaking" model for the completion of the full Doha Development Round is preventing completion in the near term. We support the consideration of alternative plurilateral pathways to achieving progress for a "critical mass" of nations willing and able to prosecute trade and investment liberalisation without being held up by the veto powers of the minority.

Australian Chamber believes the Australian Government must ensure trade liberalisation remains high on the domestic and global agenda along with reducing costs to business from improved trade facilitation and continuing to reduce red tape at the border.

Australia needs to maintain the momentum developed in its leadership positions in the G20 and the Indian Ocean Rim Association (IORA) to implement the recommendations from the business community for improved trade outcomes in the WTO.

As the B20 has identified, despite Government efforts to liberalise trade through a number of means, many nations are at the same time implementing non-tariff protectionist measures that distort trade and add costs for business and consumers.

Rigorous research and robust advocacy of the case for open trading arrangements will be an essential ingredient in Australia re-invigorating its own reform momentum and helping to energise wider efforts regionally and globally. It is essential that the widely supported efforts of the Government in the field of trade liberalisation are informed and well analysed to ensure that the outcomes have the greatest potential to drive growth.

Australia has world leading industry representatives, academics and trade negotiators, but they are often disparate voices and need consolidating into a single forum to provide thought leadership that would assist to advance Australia's national interest, support our negotiators and assess in real time proposals arising in negotiations.



A centre linking business and research and educational institutions would also provide the educational development for future Australian professionals in this field, potentially along with development of similar professionals in other countries within our region. Many other countries have such institutions but Australia does not. The E15 Groups contributions to the annual WEF meetings show the benefits of having such a consolidated economic policy grouping related to trade and development.

To address this, it will be necessary to establish a new institutional focus for research and advocacy to advance Australian interests in international trade and to foster national debate on international trade.

The Australian Chamber has championed the concept development for the creation of a “centre for trade policy”. We have held stakeholder discussions in the development of a proposal and will be seeking firm commitment from the private and academic sectors. We call upon the Government to become a partner in this \$23 million initiative with investment of \$5 million over the next five years to assist to establish and develop improved capacity to understand and promote trade and investment liberalisation in Australia and globally.

#### **Recommendation 10:**

**Government partner with the private sector in advocating for “free trade” and should invest \$5 million in the development of an Australian Centre for International Trade in recognition of the public benefits that will derive from such a centre.**

## **6.2 Supporting investors through improving legal systems**

The Australian Chamber has been and remains a supporter of the case by case inclusion of ISDS provisions in Australia’s bilateral and regional trade investment agreements. Around the world there are more than 2750 bilateral investment treaties (BITs), Multilateral Investment Treaties, and Free Trade Agreements which include legal protection for foreign direct investment.

Australia has included such provisions in almost 30 agreements over the past 30 years or so. This long history has not resulted in any significant deleterious effects on the Australian economy, but has provided security for Australian investors internationally.

While dispute resolution using ISDS provisions has not been utilised by Australia investors to any great degree in the past, this is changing. Increasingly as Australian companies expand their interests globally, such provisions will be utilised more and more.

We note there are many scholarly considerations of this issue but draw to the attention of the Inquiry the report of the United Nations Conference on Trade and Development, Investor–State Dispute Settlement and Impact on Investment Rulemaking 2007

([http://unctad.org/en/docs/iteiia20073\\_en.pdf](http://unctad.org/en/docs/iteiia20073_en.pdf)), which includes the following excerpts:



*“...the experience with the investor–State dispute settlement of a number of countries (mostly in the Asia-Pacific region) appears to have influenced the development of new international investment agreements (IIAs) by those countries.*

*“...having more capable and informed government officials who fully understood the content and implications of IIAs, is not only in the interest of host countries but also in the best interest of foreign investors and home countries. Better-prepared officials are likely to increase the quality of domestic administration and domestic rulemaking and thereby reduce the need for foreign investors to invoke ISDS procedures to defend their interests.”*

*“...intensification of ISDS has two positive aspects for developing countries.*

*The first of these is the growing legal sophistication of investment dispute resolution. This serves the interests of all the parties involved – investors, developed countries and developing countries. However, since most developing countries lack the economic and political power of developed countries, they should be particularly interested in pursuing the further legalization of the international investment system. They benefit from further strengthening of the rule of law at the international level.*

*The second aspect is the possibility that increased ISDS may motivate host countries to improve domestic administrative practices and laws in order to avoid future disputes.”*

Capital is liquid and will seek out the highest return for the corresponding risk. Investors in global markets must be able to pursue appropriate investments and then expect that they can enjoy the returns from these investments without the risk of expropriation of their property or profits by the host nation Government. ISDS provisions are an essential confidence and capacity building measure to facilitate global trade and investment.

#### **Recommendation 11:**

**Encourage improvements in the legal systems of developing countries around the world to support our overseas trade and investment interests.**



## 7 About the Australian Chamber

The Australian Chamber of Commerce and Industry is the largest and most representative business advocacy network in Australia. We speak on behalf of Australian business at home and abroad.

Our membership comprises all state and territory chambers of commerce and dozens of national industry associations. Individual businesses are also able to be members of our Business Leaders Council.

We represent more than 300,000 businesses of all sizes, across all industries and all parts of the country, employing over 4 million Australian workers.

The Australian Chamber strives to make Australia a great place to do business in order to improve everyone's standard of living.

We seek to create an environment in which businesspeople, employees and independent contractors can achieve their potential as part of a dynamic private sector. We encourage entrepreneurship and innovation to achieve prosperity, economic growth and jobs.

We focus on issues that impact on business, including economics, trade, workplace relations, work health and safety, and employment, education and training.

We advocate for Australian business in public debate and to policy decision-makers, including ministers, shadow ministers, other members of parliament, ministerial policy advisors, public servants, regulators and other national agencies. We represent Australian business in international forums.

We represent the broad interests of the private sector rather than individual clients or a narrow sectional interest.



## Australian Chamber Members

**AUSTRALIAN CHAMBER MEMBERS:** BUSINESS SA CANBERRA BUSINESS CHAMBER CHAMBER OF COMMERCE  
NORTHERN TERRITORY CHAMBER OF COMMERCE & INDUSTRY QUEENSLAND CHAMBER OF COMMERCE &  
INDUSTRY WESTERN AUSTRALIA NEW SOUTH WALES BUSINESS CHAMBER TASMANIAN CHAMBER OF  
COMMERCE & INDUSTRY VICTORIAN CHAMBER OF COMMERCE & INDUSTRY **MEMBER NATIONAL INDUSTRY**  
**ASSOCIATIONS:** ACCORD – HYGIENE, COSMETIC & SPECIALTY PRODUCTS INDUSTRY AGED AND COMMUNITY  
SERVICES AUSTRALIA ARAB CHAMBER OF COMMERCE AND INDUSTRY AUSTRALIA AIR CONDITIONING &  
MECHANICAL CONTRACTORS' ASSOCIATION ASSOCIATION OF FINANCIAL ADVISERS ASSOCIATION OF  
INDEPENDENT SCHOOLS OF NSW AUSTRALIAN SUBSCRIPTION TELEVISION AND RADIO ASSOCIATION  
AUSTRALIAN BEVERAGES COUNCIL LIMITED AUSTRALIAN DENTAL ASSOCIATION AUSTRALIAN DENTAL  
INDUSTRY ASSOCIATION AUSTRALIAN FEDERATION OF EMPLOYERS & INDUSTRIES AUSTRALIAN FEDERATION  
OF TRAVEL AGENTS AUSTRALIAN HOTELS ASSOCIATION AUSTRALIAN INTERNATIONAL AIRLINES  
OPERATIONS GROUP AUSTRALIAN MADE CAMPAIGN LIMITED AUSTRALIAN MINES & METALS ASSOCIATION  
AUSTRALIAN PAINT MANUFACTURERS' FEDERATION AUSTRALIAN RECORDING INDUSTRY ASSOCIATION  
AUSTRALIAN RETAILERS' ASSOCIATION AUSTRALIAN SELF MEDICATION INDUSTRY AUSTRALIAN STEEL  
INSTITUTE AUSTRALIAN TOURISM INDUSTRY COUNCIL AUSTRALIAN VETERINARY ASSOCIATION BUS  
INDUSTRY CONFEDERATION BUSINESS COUNCIL OF CO-OPERATIVES AND MUTUALS CARAVAN INDUSTRY  
ASSOCIATION OF AUSTRALIA CEMENT CONCRETE AND AGGREGATES AUSTRALIA CHIROPRACTORS'  
ASSOCIATION OF AUSTRALIA CONSULT AUSTRALIA CUSTOMER OWNED BANKING ASSOCIATION CRUISE LINES  
INTERNATIONAL ASSOCIATION DIRECT SELLING ASSOCIATION OF AUSTRALIA EXHIBITION AND EVENT  
ASSOCIATION OF AUSTRALASIA FITNESS AUSTRALIA HOUSING INDUSTRY ASSOCIATION HIRE AND RENTAL  
INDUSTRY ASSOCIATION LTD LARGE FORMAT RETAIL ASSOCIATION LIVE PERFORMANCE AUSTRALIA MASTER  
BUILDERS AUSTRALIA MASTER PLUMBERS' & MECHANICAL SERVICES ASSOCIATION OF AUSTRALIA MEDICAL  
TECHNOLOGY ASSOCIATION OF AUSTRALIA MEDICINES AUSTRALIA NATIONAL DISABILITY SERVICES  
NATIONAL ELECTRICAL & COMMUNICATIONS ASSOCIATION NATIONAL EMPLOYMENT SERVICES ASSOCIATION  
NATIONAL FIRE INDUSTRY ASSOCIATION NATIONAL RETAIL ASSOCIATION NATIONAL ROAD AND MOTORISTS'  
ASSOCIATION NSW TAXI COUNCIL NATIONAL ONLINE RETAIL ASSOCIATION OIL INDUSTRY INDUSTRIAL  
ASSOCIATION OUTDOOR MEDIA ASSOCIATION PHARMACY GUILD OF AUSTRALIA PHONOGRAPHIC  
PERFORMANCE COMPANY OF AUSTRALIA PLASTICS & CHEMICALS INDUSTRIES ASSOCIATION PRINTING  
INDUSTRIES ASSOCIATION OF AUSTRALIA RESTAURANT & CATERING AUSTRALIA RECRUITMENT &  
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