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CABINET DECISION

NO. 422

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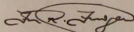
Submission No.: 367

Title: PROPOSED VISIT TO SOUTH EAST ASIA

Cabinet approved a Government visit to South East Asia, the party to consist of -

Minister for Industrial Development  
Treasurer  
Secretary for Industrial Development  
Director of Trade Promotion  
An appropriate officer from the  
Division of Primary Industry  
Government Back-bench Member  
Opposition Back-bench Member  
One Assistant

Cabinet approved that travel for the party be first class.



(M.R. FINGER),  
Secretary to Cabinet.

6.9.78

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FOR CABINET

SUBMISSION NO. 367

Title:	PROPOSED VISIT TO SOUTH EAST ASIA
Cabinet Member:	MINISTER FOR INDUSTRIAL DEVELOPMENT
Purpose:	To obtain Cabinet approval for a visit by the Minister for Industrial Development, the Treasurer and appropriate departmental officers to a number of Asian countries in November, 1978, as a follow-up to the Trade Mission earlier in the year.
Relation to existing policy:	Meets the policy relating to expansion of industry within the Territory, particularly by promotion of export sales.
Timing/ legislative priority:	Early approval is required to allow detailed planning and preparation to proceed.
Announcement of decision, tabling, etc.:	Announcement can be made of the intention to carry out the visit, once approval is given, either by press release or statement in the Legislative Assembly.
Action required before announcement:	-
Staffing implications, numbers and costs, etc.:	There will be no effect on staff numbers and existing budgetary provisions allow for the costs involved.
Total cost:	Fares \$10,000 Expenses \$5,500 maximum for five people, proportionately greater for six.

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Comment by  
Director of  
Finance:

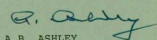
PROPOSED VISIT TO SOUTH EAST ASIA

The submission states that funding has been provided in the budget at least for fares and expenses. Paragraph 8 refers to a need for brochures and other materials. I assume these are also provided for in the budget.

If full benefit is to be obtained from the visit of the N.T. Trade Mission earlier in the year, a follow up at this level should be supported.

Approved/Not Approved

Signed:



Date:

A.B. ASHLEY  
UNDER TREASURER

31 August, 1978

Comment by  
Public Service  
Commissioner:

Approved/Not Approved

Signed:

Date:

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PROPOSED VISIT TO SOUTH EAST ASIA

Comment by  
Director of  
Finance:

which were by the Director of Finance and South-East  
Asia and significant export opportunities in many  
high-level Government contact in appropriate  
Department of Industrial Development.  
Department of Industrial Development.  
Department of Industrial Development.

Approved/Not Approved

Signed:

Date:

Comment by  
Public Service  
Commissioner:

No objection, presumed costs will be met from existing  
allocations to Department of Industrial Development  
and/or Treasury.  
Details of Public Service Travel, however, should be  
referred to Overseas Visits Committee for endorsement.

Approved/Not Approved

*G. Gaskill*

G. GASKILL  
FOR Public Service Commissioner  
30 August 1978

Signed:

Date:

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1. The publicity generated by the Northern Territory Trade Mission which went to the Middle East and South-East Asia earlier this year and the verification by the Mission of definite and significant export opportunities in many of the countries visited make it imperative that we establish high-level Government contact in appropriate areas and follow-up with continuing promotion work within the Department of Industrial Development.

2. I therefore propose a visit to a number of Asian countries in the latter half of November. I suggest that the party should consist of :-

- . The Minister for Industrial Development
- . The Treasurer
- . The Secretary for Industrial Development
- . The Director of Trade Promotion (who hopefully will have been appointed and have taken up office)
- . An appropriate officer from the Division of Primary Industry.

(Cabinet may also like to consider whether the Opposition should be invited to send a delegate. Their presence could indicate a degree of unity in our efforts towards trade promotion, assuring potential importers of N.T. goods of continuity in approach at this end. However, my own feeling is that we should not involve the Opposition at this stage.)

3. Because of commitments in the early part of November and the Assembly session which is to commence on Tuesday,

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28 I propose that the itinerary should be fitted into the period from Sunday, 12 to Sunday 26 November. There is no reason, however, why the Secretary for Industrial Development and his officers should not continue for a few days in other areas or follow-up negotiations instigated by the visit.

4. The itinerary I propose takes in the following countries :-

Singapore

Malaysia

Sabah

Brunei

Hong Kong

Because of the time factor, I suggest that a visit to Indonesia and the Phillipines should be deferred for the time being. Likewise, the Middle East countries, without in any way overlooking their potential significance, warrant a tour at a later stage. I would propose that high-level Government contact with those countries be deferred until a suitable time in 1979.

5. As I see it, the purposes of the tour now proposed are to :-

- . establish government to government contact in areas shown to have early export market potential for the Northern Territory (e.g. Singapore - mung beans, rice, peanuts and stock feed meal; Malaysia - buffalo meat and mung beans; Sabah - slaughter cattle;

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- Brunei - vegetables and slaughter  
cattle; Hong Kong - live cattle, stock  
feed meal, chilled beef and mung beans);
- . provide a closer understanding for  
Ministers and officers alike, of the  
countries, their people and their policies  
toward Trade matters;
  - . establish liaison arrangements for the  
Government officers who are involved in  
Trade Promotion activities;
  - . follow-up contacts and negotiations  
initiated by the Trade Mission which  
require Government assistance or support;
  - . further disseminate information on the  
Northern Territory and its industrial  
potential and the supporting role to be  
played by the N.T. Government.
  - . generally, to examine and follow-up  
trade and business prospects which would  
be advantageous for the N.T.
6. In the longer term, our aim is to provide a service  
to industry which will encourage and support businesses  
able and willing to take advantage of export opportunities  
of all kinds. With primary products we will need to  
ensure a co-ordinated and planned approach to production,  
handling and marketing. Without that approach there is  
little prospect of achieving large scale export development

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involving marketing of primary products from numbers of individuals.

7. (We are looking as a separate exercise at the requirements, such as financial support and orderly marketing, for the expansion in the Territory of agricultural industries capable of producing for markets within Australia and overseas.)

8. It is essential that the matter of the proposed trade tour be considered by Cabinet as soon as possible, since there is a great deal of preparatory work to be done. I have already instigated the preparation of statistical information and background material on appropriate agricultural products. We will also need an up-to-date brochure and other appropriate hand-out material.

9. In addition, we must contact the Department of Foreign Affairs, Department of Overseas Trade and the individual Trade Commissioners in the various countries.

10. Detailed planning will follow but in the meantime the approval of Cabinet is recommended for a visit to South East Asia on the basis suggested above, along the lines of the attached draft itinerary. I must add that we already have a number of business and Government contacts in each of these countries, which will ensure that those going on the proposed tour would be able to spend their time profitably in the interests of export development.



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SUGGESTED ITINERARY FOR MINISTERIAL VISIT TO SOUTH EAST ASIA

November 12	Sunday	Fly to Sydney		
13	Monday	Fly to Singapore	QF1	ETD 1630 ETA 2045
14	Tuesday	in Singapore		
15	Wednesday	in Singapore		
16	Thursday	Fly to Kuala Lumpur	SQ104	ETD 0815 ETA 0900
17	Friday	in Kuala Lumpur		
18	Saturday	to Kota Kinabalu	MH61A	ETD 0700 ETA 0945
19	Sunday	in Sabah		
20	Monday	Fly to Brunei	MH522	ETD 1925 ETA 1950
21	Tuesday	in Brunei		
22	Wednesday	Fly to Hong Kong	CX990	ETD 1155 ETA 1445
23	Thursday	in Hong Kong		
24	Friday	in Hong Kong		
25	Saturday	Fly to Sydney	QF28	ETD 2030
26	Sunday	Arrive Sydney		ETA 0700
26	Sunday	Fly to Darwin via Adelaide		

APPROXIMATE FARE - \$2,000

*Rm Stale*  
*31/8/78*

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