



Speech by

**Hon. J. ELDER**

**MEMBER FOR CAPALABA**

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Hansard 19 August 1999

**MINISTERIAL STATEMENT**

**Report on Trade Mission to South Africa**

**Hon. J. P. ELDER** (Capalaba—ALP) (Deputy Premier and Minister for State Development and Minister for Trade) (9.48 a.m.), by leave: I table a report concerning a trade investment mission that I led to South Africa from 9 to 16 August. That was a trade mission radically different from any other in which the Government has been involved. The main difference between this and other missions was the use of Deloitte Touche, one of the big five international accounting firms and the biggest accounting firm in South Africa.

Deloitte Touche made available its client list to the Government, which was a tremendous advantage in that it gave us access to key private sector participants in the economy. In my experience, it would have taken us several visits to South Africa to obtain such contacts. Involving Deloitte Touche meant that we were able to cut short that process. There has been some criticism of the involvement of Deloitte Touche in this trip, but I will make this point quite clear: through using Deloitte Touche, the Government and the people of Queensland benefited substantially.

Some of the more exciting prospects from the trip include several listed South African companies which are investigating setting up local subsidiaries in industries such as health diagnostics, aviation, telecommunication services and food processing. There are also a number of smaller but still high-growth companies, particularly in IT and light manufacturing, which are also particularly interested in investigating Queensland as a site for their extended operations. In all, there are about 30 good prospects that the officers of my department will follow up.

In addition to the Deloitte Touche presentations, I also held discussions with the South African Farmers Union, the major peak body for primary producers in South Africa, which is investigating joint venture opportunities with Queensland companies. Both officers of my department and I are personally involved in the negotiations that we are having with the 100 South African primary producers coming to Queensland later this year to look at joint venture opportunities.

In the wake of Queensland exports being affected by the downturn in Asian markets, this Government is quite consciously pursuing strategies of trade diversification. We are involved in looking at a number of growing markets around the world. I have already reported to the House on my trip to Abu Dhabi earlier this year which laid down the foundations for greater trade between the two respective areas. I believe that this action again demonstrates that this is a proactive Government which is prepared to identify new markets for Queensland business and work with them to increase our exports and, ultimately, create more jobs. I table that report for the information of the House.

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