

## Editorial Comment

### • *Politicians in no hurry to return to Canberra*

After what was admittedly a hectic closing four months of 2001, the re-elected Howard Government seems reluctant to make an early start on its third-term agenda, despite the emergence of a number of substantive issues facing Australia's automotive industries.

One of the first tasks the new Industry Department Secretary, Mark Patterson, will have to deal with, is the call by Mitsubishi for \$140m in additional assistance. Then there is the even bigger ask from Toyota for \$300m plus for extra investment. New Industry Minister, Ian Macfarlane, will also be tested in responding to such requests given his background as a former president of the Queensland Grain-growers Association, and its general dislike for the payment of manufacturing subsidies. The US House of Representatives finally gave President Bush (via a 215 to 214 vote) 'fast track' authority to begin negotiating trade deals without parallel reference back to Congress, thus refreshing hopes for the early striking of a 'free trade' deal with Australia.

Now scheduled to meet for the first time on 12 February 2002, the 40th Federal Parliament will come together some three months after the 10 November election, and 138 days since the Parliament last met. From 21 March there will be a recess of seven weeks before the 2002/03 Budget is brought down on 14 May. At this point, there will have been only 14 sitting days in 2002.

Parliamentarians have also penciled-in a seven-week Winter break from 27 June and, of course, will not be sitting on Melbourne Cup Day. For those times Parliament is meeting over 2002, the sitting program will reflect the now familiar two-weeks on/two weeks off approach developed in recent years, so any visits to Canberra will have to be meticulously timed!

*Disclaimer - Before relying on the information contained in this newsletter, users should independently verify its currency, completeness and relevance for their purposes, and should obtain any proper professional advice. In particular, users should seek more detailed independent professional advice before making any investment or business decisions.*

# The Australian Automotive Industry Advisor

## New TCF 'Trade Management' team appointed

TCF Services is pleased to announce the expansion of its services to clients through the appointment of a new team offering a full range of Import, Customs & Trade Consulting services. Paul Angel, formerly Regional Director for Trade Management Services (a division of UPS), and Greg McKillop, formerly Senior Consultant for Trade Management Services, have joined the TCF Group to form **TCF Trade Management Pty Ltd**.

The decision to establish a trade advisory group reflects developments in the global trading environment, and the reality that - despite the influence of the World Trade Organisation - commercial relationships between countries in many industries are becoming more complex. This reflects the growth of preferential trading groups and bilateral trade deals, most of which contain derivative 'rules of origin' and 'content' formula's outside those generally accepted as the norm. As both Paul & Greg are licensed Customs Brokers, they bring a new and extensive experience base to TCF Services clients covering export and import activity across a broad range of industries.

## Feature Article: Response to new international trade environment

Export/Import processing and Customs administration will take a major leap forward over the next few years as Government pushes for further efficiencies through the adoption of new trade management tools such as: the Customs Accredited Client Program; Customs Cargo Management Re-engineering; Project By-Law apparatus; and new TRADEX & Duty Drawback regimes.

TCF Trade Management's brief will therefore span all of these programs, as well as more traditional Customs issues such as: Tariff Classification & Binding Rulings; Tariff Concession Applications; Customs Valuation; Country of Origin and Preference eligibility; International Trade Agreements; NZ Customs & GST; and trade complaints and appeals.

TCF Trade Management Pty Ltd will have one principal goal in its service delivery to clients - and that is to bring together the most optimum form of cargo management and Customs processing that delivers goods to their destinations in the most efficient and timely manner, and at the least possible cost. To enable this outcome, our trade advisory group will focus on the coherency of each clients' supply chain, so that the most efficient and effective export/import and Customs processes can be applied.

In today's environment of self-assessment, TCF Trade Management will further strive to ensure client systems are compliant with all Customs and related laws and regulations. As part of this approach, advice will also be provided by our team to ensure clients are strategically managing all relevant legal avenues in relation to the assessment of duty and payment of import charges and related taxes.

## Strategic Partnering Approach

TCF Services increasingly looks to position itself as a strategic partner with clients in the Automotive and related components and engineering services areas. The creation of a trade advisory group enables us to take a fresh look at how clients can improve the effectiveness of their relationship with Government, and how as a user of Government services, each client's business model can be subsequently improved and focused on higher 'bottom line' returns. Paul and Greg are currently working out of the Sydney office, however, are putting together an early schedule of client visits in Melbourne and other States. **Do you have an urgent need for early consultation on Customs or trade management issues?** If so, please contact any member of the TCF Services team on the numbers below.

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