Member Announcement

We would like to share with you an update on the Executive Leadership position at the German-Australian Chamber of Industry and Commerce.

Alexandra Voss has decided to accept a position with the Association of German Chambers of Industry and Commerce (DIHK) and will relocate to Berlin early 2020. We would like to thank Alexandra for her contribution and accomplishments during her time with the German-Australian Chamber.

Gert Rabbow, Director Asia Pacific, DIHK, will assume the role of interim Executive Director.

We are working closely together with the DIHK to ensure a smooth transition and the search for a permanent successor has been launched.

Should you have any questions regarding this announcement, please do not hesitate to contact us.

Best regards,

German-Australian Chamber of Industry and Commerce
info@germany.org.au

UPCOMING EVENTS

Events range from workshops & seminars to roundtable discussions, receptions, to large-scale conferences. Our speakers include top-level industry experts, leading government representatives and inspiring thought leaders.

11 Feb  New Year’s Reception, Sydney
27 Feb  Business Lunch with Paul Bloxham, HSBC’s Chief Economist, Sydney
5 Mar   International Women’s Day High Tea, Melbourne
11 Mar  International Women’s Day High Tea, Sydney
12 Mar  Lunch Forum: Economic Outlook with Paul Bloxham, Melbourne
18 Mar  Workshop: Learn to negotiate with confidence and improve your bottom line, Sydney
25 Mar  Workshop: How to win government business and leverage opportunities, Melbourne

We thank all of our Premium Partners for their support.
The natural choice for German businesses in Australia since 1941
Governmental Affairs Update on Trade and Investment

The negotiations for the Australia–EU Free Trade Agreement are further on track with the German–Australian Chamber actively engaging to raise member issues.

The German–Australian Chamber is a key stakeholder in the negotiations for the Australia–EU Free Trade Agreement (FTA). Just a few days after the fifth negotiation round in Canberra the Chamber’s Canberra Delegation 2019 took place. As outlined in the separate report about the delegation, we had an exclusive roundtable discussion with the Australian Chief Negotiator for the FTA, Alison Burrows, and the Shadow Trade Minister Madeleine King MP. The participating members were able to raise issues affecting them. A wide range of issues was raised by the member companies as well as the German–Australian Chamber team on behalf of members that could not participate. Examples are the limitations on intra-company transfers affecting skills transfers, the current tariffs affecting German exports into Australia, the Luxury Car Tax, packaging and labelling regulations and the low fuel quality standards in Australia.

Alison Burrows and Madeleine King responded to the issues raised and provided a very comprehensive update about the current situation of the negotiations and the position of the Labor opposition. It was great to hear that several important Chapters have progressed well such as the Chapter for Small to Medium-Sized Enterprises (SME), a very important Chapter to make it easier for SME to benefit from the FTA once it is negotiated. There have also been market access offers from both sides and there is a clear agenda in place for the next negotiation round in February in Canberra.

We also discussed the issue of timing, both in terms of how important the FTA would be in removing tariff and non-tariff trade barriers as well as the German–Australian Chamber’s involvement in 2020 with at least one Canberra Delegation and an Australian industry delegation to the Asia–Pacific Conference of German Business (APK) in Tokyo, Japan in October.

Please get in touch if you want to discuss our work in this area or if you encounter a trade barrier that the Chamber could address.

Written by Dr Michael Zettinig,
German-Australian Chamber
Email: michael.zettinig@germany.org.au
Phone: (02) 8296 0448

First Australian-German Energy Symposium

International Cooperation sets up the foundation for economic opportunities of the 'Energiewende' of both countries.

On 18 and 19 September, more than 200 invited senior members of the government, policy, industry, research and community sectors, discussed the challenges and economic opportunities of the 'Energiewende' (energy transition).

The Energy Symposium was hosted by the Australian Department of the Environment and Energy (DoEE), the German Federal Ministry for Economic Affairs and Energy (BMWi), the Australian Department of Foreign Affairs and Trade (DFAT) and the German Federal Ministry of Education and Research (BMBF).

The Australian–German Energy Transition Hub presented its key results of the bilateral project START, directed by the Potsdam-Institute for Climate Impact Research.

Germany and Australia have complementary roles and opportunities in the 'Energiewende' and the bilateral cooperation and partnership is promising. In the future, Germany is planning to import non-emitting energy sources, such as green hydrogen for sectors that cannot directly be electrified. Australia has the chance to become a worldwide Energy-Super-Power in the global 'Energiewende', if it uses its unlimited potential of wind and solar energy as hydrogen-based energy sources for export.

German companies are global leaders in Power-to-X Technologies and already collaborate on Australian pilot projects. For instance, Siemens is building the worldwide largest renewable electrolyser in South Australia.

To continue the mutual understanding of current challenges and opportunities of power systems, the German Federal Ministry for Economic Affairs and Energy (BMWi) is funding a bilateral thought leader exchange in March 2020.

Written by Mareile Teegen,
German-Australian Chamber
The 2019 German–Australian Chamber Canberra delegation was a huge success. Over 20 delegates from the AHK network joined Dr Michael Zettinig and Kerrie Thornton from the Chamber team intending to raise the profile of the Chamber in supporting the bilateral relationship between Australia and Germany as well as continuing and deepening our engagement with decision-makers in Canberra.

Canberra turned on immaculate warm spring weather, not a cloud in the sky for our arrival on Monday 21 October at the Kurrajong Hotel.

Our first appointment was a casual dinner with the Vice-Chancellor of the Australian National University, member of the Australia–Germany Advisory Group and Nobel Laureate, Professor Brian Schmidt and his Deputy Vice-Chancellor (Research and Innovation) Professor Keith Nugent. Over two hours of discussion about ANU’s research priorities and future strategy and how it can engage more with industry ensued. We are grateful to Professors Schmidt and Nugent for their time and their ongoing commitment to partnering with German research institutes and industry. This dinner opened up many future potential collaborations between ANU and the Chamber members present.

The next morning started bright and early for all as breakfast was served at 7.30 am in Dame Enid Lyons (Australia’s first female member of the House of Representatives) Alcove at Parliament House. Special guests included H.E. Dr Thomas Fritschen, German Ambassador to Australia and The Hon Senator Matthias Cormann, Australian Minister for Finance and Special Minister of State. We also had the pleasure of hosting the Hon Angus Taylor MP, Minister for Energy and Emissions Reduction, who discussed issues with all of our delegates extensively and the Hon Paul Fletcher MP, Minister for Communications, Cyber Safety and the Arts, and the Hon Steve Irons MP, Assistant Minister for Vocational Education, Training and Apprenticeships.

Many other MPs and Senators including Independent Member for Warringah, Zali Steggall and The Hon Senator Eric Abetz also attended and engaged with our delegates.

From Parliament House, we made our way to the Australian Strategic Policy Institute (ASPI), a new addition to the Canberra delegation program.

ASPI was not only willing but enthusiastic about briefing such a high-level German-Australian business delegation. ASPI’s Director, Defence and Strategy, Michael Shoebridge who previously headed the Defence, Intelligence and Research Coordination Division in the Prime Minister’s Department, spoke at length and in-depth about defence, communications, cybersecurity, the digital economy and Industry 4.0. ASPI brought in an expert from the US military with experience in Germany which made for an even more illuminating discussion about geopolitics and particularly the impact of the new competition between the US, China and Russia on the rest of the world’s economy.

From ASPI the delegation took a short stroll in the Canberra sunshine to the National Press Club where over 100 people from business and education gathered for a delicious lunch and to hear the Chairman of the German-Australian Chamber, Jeff Connolly, speak at length and in-depth about defence, intelligence and future strategy and how it can engage more with industry.

Jeff’s address was broadcast on Friday 25 October 2019.

The next hour was spent with Government Ministers and advisers including Education Minister, the Hon Dan Tehan MP and Assistant Minister for Vocational Education and Training, the Hon Steve Irons MP, who had also given his time generously to our delegation at breakfast. The delegation was also joined by senior advisers to Senator the Hon Michaelia Cash, Minister for Employment, Skills, Small and Family Business.

Though all very tired by this time we were lucky to have a final hour of very lively discussion with Shadow Ministers and their senior advisers including Madeleine King, Shadow Minister for Trade, the Hon Brendan O’Connor MP, Shadow Minister for Employment, Industry and Science and the Chief of Staff to the Hon Mark Butler MP, Shadow Minister for Climate Change and Energy.

There is much to be done now by Chamber staff to follow up on the many discussions that were held in the packed 24 hour Canberra delegation program.

The Chamber would like to thank all our delegates who not only came along but who participated in such a lively and engaging way that ensured a worthwhile event for everyone involved.

Written by Kerrie Thornton,
German-Australian Chamber
EVENTS/ PROJECTS | German-Australian Chamber

In cooperation with the French-Australian Chamber of Commerce & Industry (FACCI), our Queensland Chapter hosted an Aerospace, Defence & Aviation industry event dedicated to the present and future involvement of European Defence Primes in Queensland. The event took place at Thales premises, provider of systems, products and services in both commercial and defence areas, on Wednesday 30 October 2019.

The recent success of Rheinmetall Defence in its bid for LAND 400 Phase 2 project demonstrates a great success for the European Defence Prime, as well as a for local jobs in the defence industry. Phase 2 of the LAND 400 project is managing the acquisition of combat reconnaissance vehicles and additional modules. According to the Department of State Development, the LAND 400 project is considered the biggest and most expensive acquisition project in the history of the Australian Army. Rheinmetall’s success is further cementing the long-lasting relationship established by Airbus and Thales Australia, resulting in several key defence capabilities which led to the development of a sustained skilled local Queensland workforce.

This event was designed to discuss how strong the current relationship between QLD and European Defence Primes is and what the plans are to further develop this relationship in the future. As panellists, we welcomed Gary Stewart, Managing Director at Rheinmetall Defence Australia, Andrew Mathewson, Managing Director Airbus Australia Pacific and Airbus Head of Country Australia & New Zealand, Paul Feighan, Director, Protected Vehicles at Thales Australia, and Mark Scott, Managing Director of Systra Scott Lister. QLD Chapter Vice-Chair and GACIC Board Director Tea Dietterich moderated the panel, which provided insight about opportunities for local businesses, products and services, and how to enter the supply chain. In the discussion, Gary Stewart advised on details and the process of the LAND 400 Phase 2. He talked about the reasons to choose Queensland and next steps of the ramp-up. Andrew Mathewson explained how the relationship between Airbus and the state evolved and what impact Airbus had on Queensland’s infrastructure and employment.

During the conversation, Gary Stewart described Rheinmetall’s intention to develop a long-term Australian footprint. He explained how the local government and businesses can help in securing this long-term footprint. Andrew Mathewson outlined Airbus’ different stage of maturity. Several Airbus key capabilities, like the rotary-wing, are either soon subject to mid-life upgrade or under threat of replacement. Mathewson went on to explain how Airbus sees its evolution in the coming years, and which platforms and products can support this continued journey.

The engaged audience followed with numerous questions before the networking part of the evening started. Surrounded by armoured vehicles, audience and industry experts sampled wood-fired pizza, German sausages as well as French pastries and a variety of drinks to foster relationships or create new collaborations. Watch this space for future events in Queensland.

The Queensland Chapter will kick off 2020 with a reception on 18 February at the QLD Museum.

Written by Tea Dietterich & Michaela John, Queensland Chapter

European Defence Primes in QLD

QLD Chapter | Aerospace, Defence & Aviation event
Cruise with the Europeans 2019

As per every year, the Cruise with the Europeans is the social highlight for many. Running now for nearly 20 years, it’s an institution that should not be missed. With nearly 650 participants across sixteen European Chambers, the Cruise is sold out every year and allows lots of opportunities to mingle, network, meet new business contacts or make new friends.

This year, we were blessed with wonderful weather, a warm evening breeze, and even a quite stunning sunset. While lots of people enjoyed the beautiful weather outside, many were drawn to the Skydeck where The Lufthansa Group, our established Principal Partner of the Cruise for as long as the event exists, had again set up a competition. By being the fastest in completing a cube puzzle game, participants could win two Economy Class tickets from Asia to Europe. Many eager guests tried their luck but only one could go home with the prize: Diana Chirilas – congratulations!

After two hours on Sydney Harbour, the vessel returned to Darling Harbour and participants were able to continue the evening with the after-party at the All Hands Brewing House with special Happy Hour prices for our guests till 10 pm, courtesy of the venue.

We thank the Lufthansa Group for their continuous support of the Cruise with the Europeans each year and are looking forward to another successful Cruise in 2020. Sign up early next year to not miss out!

Written by Eva Kosinski,
German-Australian Chamber

French-German Aussie Drinks

On 31 October, the German-Australian Chamber of Industry and Commerce joined forces with Xavier Heyman and Karine Pham, the founders of the French-Aussie Drinks networking function. Members and friends were invited to join the extended version of the French-Aussie Drinks, the French-German Aussie Drinks networking function. Originally established to bring the French and Australian business community closer together, their intention to grow the community led to this fabulous multi-cultural networking event. With 300 participants attending at the Sofitel Sydney Wentworth, it was clear that this initiative was a success. With great pleasure the Consuls-Generals, Anne Boillon from France and Peter Silberberg from Germany, were welcomed as special guests for the evening. For all interested, the French-Aussie Drinks now have been extended to a permanent European-Aussie Drinks-version, inviting the entire European business community to join this happening every last Thursday of the month at the Sofitel Wentworth.

Written by Eva Kosinski,
German-Australian Chamber
The Ambassador’s Gala Dinner

At around 6.30 pm the first guests arrived. An opportunity was given to take pictures in their black-tie wardrobe in front of the media wall displaying our sponsors for the evening: Principal Partner HSBC Australia as well as Supporting Partner SAP Australia. At 7 pm then the dinner commenced with a Welcome to Country delivered by Uncle Allen Madden. The Gadigal Elder from the Eora nation and cultural representative for the Metropolitan Local Aboriginal Land Council warmly welcomed our members and friends before our MC Karen Middleton, Chief Political Correspondent at The Saturday Paper took the stage. Through a little anecdote, Karen shared her connection to Germany with us and then delivered a bit of an outlook of what could be expected in the evening.

Ron Koehler, Vice President of the German-Australian Chamber of Industry and Commerce (AHK) welcomed all guests on behalf of the Chamber and especially welcomed the new German Ambassador H.E. Dr Thomas Fitschen to Australia and the German-Australian community. He thanked Principal Partner HSBC for their great and continuous support as well as Supporting Partner SAP. Ron then touched upon the great importance of the German-Australian relationship and the Chamber’s commitment to foster this relationship and develop mutually beneficial opportunities. Recent examples were AHK’s delegation to Germany in cooperation with the European Australian Business Council (EABC) and the continuous involvement of the Chamber in the Australia-EU Free Trade Agreement.

After the entrée, Karen introduced the main sponsor of the night: HSBC Australia. With a short video, HSBC presented themselves before Acting CEO Noel McNamara was invited to address our guests. Noel elaborated on the great and lasting relationship and cooperation between the

The Ambassador’s Gala Dinner, proudly supported by HSBC Australia, provided not only a great opportunity to meet the new Ambassador of the Federal Republic of Germany to Australia H.E. Dr Thomas Fitschen, but also allowed our 160 participants to make valuable connections within the German-Australian community as well as the NSW government.
Chamber and HSBC before he introduced the Ambassador and invited him to stage.

H.E. Dr Thomas Fitschen mentioned the many initiatives to deepen the bilateral relationship further that he already could observe since his recent arrival. An example is the Australia Germany Joint Economic Committee that had its first meeting with German Federal Minister Peter Altmaier and Australian Minister Mathias Cormann in June in Berlin with the German-Australian Chamber Delegation to Germany. Among the many other bilateral projects, the Ambassador also highlighted the bilateral Energy Working Group and the recent Energy Dialogue in Melbourne that was organised in collaboration with the German-Australian Chamber. He further welcomed the close collaboration in science and research and the establishment of the new Industry Research Committee by the Chamber that will further enhance collaboration.

With the service of the main course, Karen asked the last speaker of the night NSW Minister for Finance and Small Business the Hon. Damien Tudehope MLC on stage. Minister Tudehope, on this occasion representing the Premier Gladys Berejiklian, added to the previous addresses and especially focused on the excellent state of the New South Wales – Germany relationship. This was emphasised by the first visit of a New South Wales Premier to Germany in over 16 years when Premier Gladys Berejiklian visited Munich and Berlin. There, she signed some Memoranda of Understanding for major projects in New South Wales with German companies. Minister Tudehope also spoke about his optimism about a further deepening of the relationship and thanked the German-Australian Chamber for its role and engagement in the New South Wales – Germany relationship.

MC Karen Middleton then thanked the Minister and announced the opening of the cocktail bar and reminded participants to submit their names for the HSBC prize draw. Guests then got a little taste of what was yet to come when Superstitious, a 9-piece band, started to play their dinner act. Then it was time to draw the winner for the two tickets to the 2019 Australian Open Golf, generously sponsored by HSBC Australia. Johannes Zimmermann, Senior Relationship Manager and Head of European Desk at HSBC Australia, together with Karen Middleton drew the winner. Alicia Haesslein, a Melbourne-based lawyer at Hall & Wilcox, was the lucky one to take the prize home. This also marked the end of the formalities for the evening and the stage was opened for Superstitious. With their huge repertoire, the band managed to draw people on the dance floor within minutes and the guests enjoyed the rest of the night dancing and mingling.

By the end of the night, everyone went home with a smile on their face and the knowledge to have spent a great night out with interesting speeches about the German-Australian relationship from the Ambassador and the NSW government as well as a fun night out meeting new connections and enjoying the company of already known friends.

The German-Australian Chamber would like to thank Principal Partner HSBC Australia for their great support and commitment to the Chamber as well as SAP Australia for their continuous involvement in our events.

We hope that all guests enjoyed the night and we hope to see you all at one of our upcoming events soon again!

Written by Eva Kosinski, German-Australian Chamber
Breakfast Forum: Current Energy Policy Challenges for Australia and Germany

In cooperation with the Konrad-Adenauer-Stiftung and supported by our member Bird & Bird, the German-Australian Chamber of Industry and Commerce organised for the second time a Breakfast Forum on the topic of energy. This year, the focus lied on Current Energy Policy Challenges for Australia and Germany. With 60 guests in attendance, the event was sold out and confirmed that Energy Policy is certainly a topic that generates lots of interest in the German-Australian business community.

With a high-level panel, including overseas visitors from Germany, the panel debated and compared energy policy in both countries. A particular vivid discussion established around what can be learned from Germany’s Energiewende and how this can be applied in Australia, considering key learning points. Energy efficiency in both countries and the challenges were also discussed among the participants. The subsequent Q&A session allowed guests to dive into the conversation and clarify certain discussion points made by the panellist.

With a variety of industry backgrounds in the audience, diverse points of views were shared and added to the success of this very interesting topical event. We would like to thank the Konrad-Adenauer-Stiftung for cooperating with the German-Australian Chamber on this Breakfast Forum. Further, we would like to thank our member Bird & Bird, who again has supported and contributed to an interesting Energy-discussion.

Written by Eva Kosinski, German-Australian Chamber

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OPEN DAYS
Saturday 21st March 2020
10:00am – 12:30pm
Wednesday 27th May 2020
9:30am – 11:30am

Deutsche Schule Melbourne
96 Barkly Street, North Fitzroy, Victoria 3068
E-mail: info@dsm.org.au Phone: 03 9489 9364
www.dsm.org.au
Delegation to BHP’s Olympic Dam Mine in SA

The Competence Centre for Mining & Resources (CCMR) at the German Australian Chamber, in collaboration with AHK’s Events team, organised a delegation to BHP’s Olympic Dam mine in South Australia. 16 delegates signed up for two exciting days in Adelaide and Olympic Dam.

On 24th October, the delegation checked into Adelaide’s Mayfair hotel and met for a welcome reception at the exclusive Hennessy rooftop bar, offering a stunning view of the city of Adelaide. The reception was followed by an official dinner at Jolleys Boathouse, beautifully located at River Torrens.

Juergen Wallstabe, Manager CCMR at AHK, welcomed the delegates, reiterating the objectives and the program, before Leonie Muldoon, Chief Executive of the Department for Trade, Tourism and Investment of South Australia, provided participants with an economic overview and stressed the importance of the resources industry for South Australia.

Following the first course, Andre Kluge, Managing Director of Schaeffler Australia, presented innovations for the mining sector and pointed out that Industry 4.0 technologies are crucial for the future success of the resources industry. Finally, the evening’s special guest Laura Tyler, BHP’s Chief of Geoscience and Asset President for Olympic Dam, gave detailed insights into BHP’s operations and the challenges and opportunities for the future of Australia’s mining sector in general.

Early the following morning, the mine site visit commenced with a 1.5-hour flight to Olympic Dam Airport, located 560 kilometres north of Adelaide.

Olympic Dam is one of the world’s most significant deposits of copper, gold, silver and uranium and is being actively mined since 1998. Australia’s largest underground mine is made up of more than 450 kilometres of underground roads and tunnels. Ore mined underground is hauled by an automated train system to crushing, storage and ore hoisting facilities.

After a short bus ride to the visitor centre and coffee for the delegates, several BHP managers presented on the Olympic Dam operations, giving insights into the underground and surface operations, training facilities and BHP’s social license to operate. The delegates had ample time to ask detailed questions and engaged in discussions with BHP’s experts. The presentation was followed by a short networking break where delegates could have face-to-face conversations with operations managers from BHP.

Then, it was time to get changed for the underground tour. Following strict Occupational Health & Safety rules, the participants were equipped with orange overalls, gumboots, gloves and safety glasses. An emergency breathing machine, attached to a heavy leather belt, and a helmet with an LED headlamp, completed the stylish outfit.

The delegates boarded three heavy-duty vehicles, and BHP experts took the group on a trip more than 400 metres underground. First stop was the recently opened “School of Rock”, where new BHP employees undergo an intensive course to get prepared for a variety of specialized jobs underground. A couple of students gave an insight into their experience at the School of Rock. The group then went to the extensive underground repair and maintenance area. The workshop was brightly illuminated and equipped with high tech tools – impressive to experience what is possible 400 metres underground.

Back on the surface, the delegation went on a bus tour through the surface facilities. BHP operates a fully integrated metallurgical complex with a grinding and concentrating circuit, a hydrometallurgical plant incorporating solvent extraction circuits for copper and uranium, a copper smelter, a copper refinery and a recovery circuit for precious metals.

After a final group photo in front of the massive ore grinding mills the group was brought back to the change rooms and – after getting back into normal clothes – took a short bus ride to the town of Roxby Downs, where BHP employees and their families live. The delegates went to the local kindergarten and got a good impression of the amenities that are provided to local BHP employees.

A short snack break was followed by the flight back to Adelaide at 6:00 pm. Those who weren’t too tired from the long day and took a little nap during the flight could enjoy fantastic views of the South Australian outback from 6,500 metres above the ground.

The German-Australian Chamber of Industry & Commerce would like to thank BHP, especially Laura Tyler and Kirsty Cayzer from the organisation team for hosting the delegation trip to Olympic Dam. We extend our thanks to Schaeffler Australia for graciously hosting the welcome reception and dinner and for their continued support. A special thanks to all participants and guests who made this delegation highly successful.

Written by Juergen Wallstabe, German-Australian Chamber

www.germany.org.au
The August industry forum of the Queensland Chapter focused on Medical Technologies. Over 70 people attended this evening event to share their expertise and insight on challenges and opportunities in the rapidly changing Medtech industry.

After the opening of Hon Cameron Dick MP, Queensland Minister for State Development, Manufacturing, Infrastructure and Planning, Prof. Michael Schuetz took the stage. The practising orthopaedic surgeon and research leader in the field of trauma care and orthopaedic trauma research co-moderated the forum with Clare Blain, CEO of Life Sciences Queensland. Together they led through the evening with high-profile presentations.

The start made Clare Blain with a comprehensive overview of the Medtech industry in Queensland and Australia. Prof. Roebi Frigg (Chairman of 41Medical) gave detailed insight into the challenges and opportunities for the future of the Medtech industry. The final speech from Thomas Samyn (Director Product Management Implant Systems of KLS Martin) provided a glance into the future of Medtech in 2030 with particular regard to AI and Smart Devices. A lively panel discussion with distinguished participants in the medical field concluded the programme.

The event highlighted the challenges of the new European Medical Device Regulation (MDR), which will come into effect 2020. Many Medtech companies, locally as well as overseas, are not prepared to meet the new regulations in time due to the number of costly processes. On the other hand, opportunities have been identified by joining forces across borders, to support each other in research and development.

We wish to express our heartfelt thanks to Prof Michael Schuetz for his initiative and invaluable engagement. We extend our thanks to the Queensland Government and their continued support. A special thanks to all members, participants and guests who made this event highly successful.

Written by Michaela John, Queensland Chapter, German-Australian Chamber

End of Year Reception at Hall & Wilcox

We were very pleased to welcome more than 70 guests to our last event in 2019. Together with our Premium Partner Hall & Wilcox, we invited members and friends of the German Chamber to join us in celebrating the achievements of 2019.

Dr Michael Zettinig, Director Events & Governmental Affairs gave a glimpse of what 2020 will bring, both for events and partnerships. Oliver Jankowsky, Partner and Head of International, welcomed the guests on behalf of Hall & Wilcox, giving an overview of the services the law practice offers.

Accompanied by beautiful piano music, provided by Joe Burke, the evening was a great opportunity to catch up with new and existing members, drive new business and hear about our member’s company developments over the past year whilst enjoying delicious drinks and canapes in a relaxed atmosphere. To add a bit of sparkle to the celebration, our member Thomas Sabo donated a beautiful unisex watch as a door prize which was won by David Watt from Mia Consulting.

We at the German Chamber hope that everyone enjoyed the evening, and would like to thank everyone in attendance. And of course, a big thank-you to Oliver Jankowsky and Alicia Haesslein for hosting the End of Year Reception at the Hall & Wilcox office in Melbourne.

We look forward to welcoming you to one of our upcoming events in 2020. There are many exciting functions on the horizon, as we continuously strive for excellence in the services and opportunities that we offer to our member companies.

Among many other events, next year we will be celebrating the 30th anniversary of the German Reunification, and, without giving too much away, we can already reveal that we will be hosting a Gala Dinner in Melbourne to mark the occasion.

Written by Ulrike Andresen-Nikolai, German-Australian Chamber
Companies Need to Develop Faster

Our workshop, held on November 22 at Bottega Restaurant in Melbourne, focused on the approach to organisational structures in an ever-changing and challenging the globalised business world. We heard the fantastic story of foryouandyourcustomers in their quest to perfection.

Jonathan Moeller, founder of foryouandyourcustomers, hosted the workshop and presented his approach of running an organisation with a global presence. With the employees’ opportunity to develop themselves as the reason for their existence, foryouandyourcustomers identified the importance of a flat and very open organisational structure. Jonathan explained how he believes that the traditional, more hierarchical and power-driven structures are outdated in today's fast-changing business environment.

Over the years, Jonathan founded a number of successful organisations. Together with his founding partner, he endeavoured to create ‘the perfect company’ offering employees a place to continuously improve themselves and drive their ideas ahead, all the while servicing clients from a multitude of backgrounds.

Over a great lunch at Bottega Restaurant, Jonathan encouraged a lively discussion and answered questions regarding the effectiveness of his organisational structure in real-life situations, including crucial factors, such as compliance and organisational strategy. The discussion around this very much non-traditional management approach was insightful and highlighted that, whilst successful, there are still challenges to be faced and problems to be solved in the quest to running the ‘perfect company’. A few key points from the discussion affecting the structure and hierarchical rigidity are the level of compliance requirements of the industry in which the organisation operates, the size of the organisation, as well as the overall purpose and vision of the company.

After Jonathan closed the presentation and Q&A session with some case studies of foryouandyourcustomers’ work, the attendees enjoyed a coffee in a relaxed environment and had the opportunity to make new contacts and re-connect to existing ones.

We hope that this informative workshop has given our attendees some creative ideas for their organisations. We thank Jonathan and the team from foryouandyourcustomers, and of course the attendees for taking time out of their busy schedules to attend our workshop.

Written by Mathias Suter, German-Australian Chamber

Research-Industry Advisory Committee

The inaugural meeting of the Chamber’s Industry-Research Advisory Committee took place on 31 October, kindly hosted by UNSW Sydney.

Exclusively for Chamber members, the committee is similar to the Chamber’s existing policy advisory committee which has active engagement on trade and industry policy issues. The new committee aims to increase collaboration with the higher education and research sector and provide an important ongoing communication tool for the Chamber on all matters related to science, research and education.

Committee members were welcomed to UNSW by the UNSW Dean of Engineering, Professor Mark Hoffman who has been on the German University Excellence Initiative committee for many years. He expressed his warm support for the committee to meet at UNSW and his support for the committee’s goals to increase collaboration between industry and tertiary education.

After an extensive roundtable discussion, the committee agreed to focus on some key priority issues that will make a difference in this space including:

- Highlighting the tax and funding pathway incentives that already exist in Australia to encourage investment in research and development and collaboration between industry and education.
- Highlighting not only the problems which currently exist in communication between the two sectors but offering solutions and thereby increasing the level of collaboration.
- The committee also heard presentations from Andre Kluge, Managing Director of Schaeffler (about R and D at Schaeffler) and Anna Gurevich from UNSW Business School about Work Integrated Learning. The committee will play an important role in facilitating more collaboration in work placements for students and lifelong learning opportunities for employees of companies.
- The Committee’s first initiative will be a roadmap to provide industry and education/research institutions with the tools and information they need to better communicate and therefore increase their level of collaboration.

Written by Kerrie Thornton, German-Australian Chamber

THANKS to the following founding members of the committee for their interest and time in joining the committee:

SAP
Schaeffler
Eppendorf
Lakeba Group
Bayer
ECOVIS Clark Jacobs
Martin Luther Homes
Octalon Negotiation
Tenant CS
Zeiss
The Association of German Engineers
The Goethe Institute
Munich Mining & Industry Consulting
Queensland University of Technology
Sydney University Nano Institute
The University of Melbourne
Monash University
The University of Queensland
ANSTO
UNSW Sydney
QLD Department of Environment and Science
German Consulate General Sydney
RECYCLE

Working for a Sustainable Future in an Ever-Changing World

REMONDIS explains why sustainable innovation is critical if Australia is to overcome recent national and international challenges in the waste and resource recovery sector.

When all other sustainability efforts have been exhausted, our society is left with waste. Enter the waste and resource recovery industry, which plays a crucial and increasingly important role in the recovery of resources and the disposal and treatment of non-recyclable waste.

With a stable economy supported by strong population growth, Australia is ideally suited for investment in resource recovery and sustainable practices. However, Australia is not without its challenges, with operations rocked by unprecedented changes in legislation as well as international bans on the import of recyclable waste streams.

The Stats

Australia generates almost 54 million tonnes of waste each year (excluding ash) – or about 2.2 tonnes per person. Approximately 62% is currently recycled and returned to the productive economy.

As Australia’s population increases, so will these figures. And while landfill is here to stay for the foreseeable future, there is greater focus on diversion of waste to recycling, composting and other higher-order uses. The circular economy has been a focal point of the waste management agenda in Europe for many years. In Australia, this agenda is emerging more rapidly than ever and innovation has a role to play in its future.

The benefits of recycling are well documented. Recycling conserves natural resources, saves water and energy, reduces greenhouse gas emissions, preserves landfill void space and creates a cleaner and healthier environment for all.

Through innovative technologies and processing systems, recycling not only delivers environmental benefits but can also lower costs for service providers and customers alike.

Sustainability in Logistics

When REMONDIS first arrived in Australia from Germany in the 1980s, it was able to draw upon its European experience to deliver innovative solutions to local councils and commercial customers. REMONDIS was also able to learn from Australia and its can-do attitude towards waste management. The unique climatic conditions and lower population densities had created different market solutions.

In fact, it was in Australia that REMONDIS first discovered the side lift truck. This was at a time when waste management companies in Europe were commonly using rear loaders. After shipping one of the trucks to Germany the vehicle was found to be more efficient and therefore more sustainable than the rear loaders being operated at the time.

REMONDIS soon became one of the first companies in Europe to widely use the side lift truck, and before long REMONDIS’ major competitors were also including the vehicles in their fleets.

Wollongong City Council, which has partnered with REMONDIS to manage the local government’s waste for the past 23 years, is an authority that has focused on sustainable innovation as part of its recycling and waste collection services.

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With REMONDIS, the council has been committed to the recycling, recovery, reuse and safe disposal of waste, helping residents to increase their recycling efforts and to reduce the amount of waste being sent to landfill.
Sustainability and Innovation in Organics Management

Meanwhile, expertise in the sustainable management of organic waste continues to build in Australia, with composting offering a much needed solution to improve the nation’s nutrient-depleted soils. Organic treatment solutions also allow Australia to improve its recycling performance while at the same time weathering fluctuations in international commodity markets and tightening export legislation. A local processing solution (composting) to two local problems (organic waste in landfill and impoverished soils).

Through various partnerships REMONDIS currently processes around 75,000 tonnes per annum of food and green organics, recovers around 200,000tpa of biosolids from over two million people around Australia and collects green organics from nearly one million Australians.

Innovation has been a key element of REMONDIS’ relationship with Port Macquarie-Hastings Council in NSW. Together, Council and REMONDIS partnered to establish Australia’s first tunnel Organic Resource Recovery Facility (ORRF).

Since unveiling the facility in 2001, the specialised enclosed tunnel technology has provided the blueprint for other ORRFs around the country. At the facility organic material is shredded and processed in climate-controlled tunnels to produce nutrient-rich compost and soil amendment products.

The solar power system, which produces an estimated 67,500kWh annually, is helping to reduce operating costs and carbon emissions by more than 60 tonnes per annum.

More recently, REMONDIS designed, built and in July 2018 opened a new state-of-the-art ORRF in Lake Macquarie, NSW. The facility received funding as part of the NSW Waste Less Recycle More grants program, has been awarded a multitude of accolades and is recognised as the leading organics processing facility in Australia.

The facility is the first food and garden organics recovery facility in the Hunter region of NSW and the nation’s first hybrid tunnel and mobile aerated floor solution.

REMONDIS sells its compost to the agricultural sector, to landscape suppliers and directly to residents. New products are also being continually researched and developed for other environmental applications, including erosion control and stormwater treatment.

Management of organic materials will continue to be an innovation challenge and opportunity for waste management companies. Diverting more waste from landfill is the end goal, but it must be performed in a sustainable, economically rational, safe and environmentally sensitive way.

Sustainable Treatment of Non-recyclable Waste

While many international markets have suffered financial stress during the past decade, Australia has largely maintained a strong economy. At the same time many Australian government authorities have established municipal waste reduction targets and are using landfill taxes to drive compliance and high recycling rates. Despite Australia’s best efforts, it has yet to achieve a completely circular economy. Australia’s reliance on landfill is obvious, but there are more sustainable solutions that have been operating in Europe, the USA and Asia for decades.

REMONDIS is currently investigating energy from waste technology solutions for the Australian market. These facilities are efficient, provide a clean source of base load power, have sophisticated gas treatment systems to ensure air quality is not compromised and comply with strict licensing and environmental standards.

Energy from waste facilities produce a valuable source of energy from non-recyclable waste. This waste is currently sent to landfill where it generates methane and leachate as it decomposes. These environmental outputs must be managed for decades even after landfills are closed, costing local governments and their rate payers millions of dollars annually. REMONDIS strongly believes that proven, safe and environmentally sustainable energy from waste technologies must be implemented in the Australian market to achieve a truly circular economy.

To promote sustainable outcomes in the waste and resource recovery sector requires holistic and innovative approaches. Processing contracts need to capture sufficient volumes, be long enough to guarantee a return on infrastructure investment, utilise sophisticated and proven technologies and must be underpinned by strong commercial partnerships. They must also be flexible, and the risks of providing the service shared by the parties equitably given the dynamic nature of the industry.

Written by REMONDIS
Hydrogen: Has Its Time Come?

As the joint PhD partnership between RWTH Aachen University and the University of Melbourne gets underway, hydrogen is taking centre stage.

In Australia, State and Federal governments have endorsed the National Hydrogen Strategy of Australia’s Chief Scientist, Dr Alan Finkel. Funding has been pledged by Australia’s green bank and its renewable energy research agency. Industry, researchers and government are already hard at work.

Unsurprisingly, Germany is also forging ahead. Its mighty industrial and research sectors are already demonstrating innovative forms of hydrogen generation, transport and use, and Germany is due to release its own Hydrogen Strategy (at time of going to print).

This interest and investment in hydrogen is based on fundamental chemistry. The reaction of hydrogen with air releases energy without producing carbon dioxide or any other greenhouse gases.

So why aren’t we already using it to fully replace fossil fuels?

One of the main challenges is that we would have to create a new, hydrogen-specific infrastructure, delivering hydrogen from different sources via pipe networks and trucks to different points of use. And its scale has to match the massive infrastructure that currently delivers fossil fuels. Hydrogen’s low density also makes it’s bulk transportation relatively difficult.

The main hurdle, however, is making the hydrogen clean and affordable.

If made directly by ‘gasifying’ coal or ‘reforming’ natural gas, hydrogen is more affordable but not that clean, unless we also use ‘carbon capture and storage’.

If hydrogen is made from nuclear or renewable electricity, typically by splitting water into hydrogen and oxygen gas, it can be clean but isn’t usually affordable.

These challenges have led many to quip that ‘hydrogen is the fuel of the future, and always will be’.

However, large-scale renewable electricity from wind and solar is now starting to reach prices that make renewable-powered hydrogen production plausibly economic.

To study the economics of renewable hydrogen production, we have used a concept called the Levelised Cost of Hydrogen (LCOH). In the present case, the LCOH is the lowest price that someone must pay to justify investment in hydrogen produced from large-scale wind or solar farm.

Our simple analysis finds that unsubsidised, state-of-the-art, renewable hydrogen would be 15 to 30 per cent more expensive than current gasoline or diesel fuel (at the bowser and minus taxes). But if we factor in current renewable energy subsidies, the LCOH falls to about parity with gasoline and diesel.

Importantly, if renewables continue their march towards lower and lower capital equipment costs, then renewable hydrogen could even be cheaper than current gasoline and diesel, again without subsidy. This could occur in the next 10 years or so.
This isn’t to say that other technologies, particularly the electrification of transport, won’t have an important role to play. However, full electrification of all vehicles is very unlikely, particularly for heavy-duty road transport, sea and air vehicles, suggesting that we may need hydrogen too.

The type of technology that renewably-sourced hydrogen would need is big and state-of-the-art, but not necessarily first-of-a-kind. Big wind and solar plants produce cheaper renewable electricity than smaller wind and solar plants. Similarly, big electrolysers - the devices that split the water into hydrogen and oxygen - make cheaper hydrogen.

Pleasingly, large-scale renewable plants are already in the market and becoming common. Some big electrolysers, including some as large as medium-sized power stations, have existed for decades. They are reliable and highly efficient.

Like the energy system more broadly, there are also many ways to skin the hydrogen cat. We don’t have to always use pure hydrogen. For example, if the engineering and the economics work, hydrogen can be made into liquid fuels, such as dimethyl ether (DME), methanol, synthetic hydrocarbons and ammonia, all of which are more transportable.

Also, oil refineries are already big hydrogen consumers, and methanol is already produced at commodity scale and blended with gasoline in many markets globally.

So, provided that we can get the raw costs of clean hydrogen production down, the other barriers to realising the Hydrogen Economy may also be surmounted. And since the cost of hydrogen production via electrolysis is primarily dependent on the cost of renewable electricity, recent history suggests that the cost of renewable hydrogen will continue to trend strongly in the right direction.

Written by Professor Michael Brear, Director of the Melbourne Energy Institute and academic lead of the RWTH Aachen-University of Melbourne (RUM)

A version of this article was first published in the University of Melbourne’s flagship publication Pursuit.

ABOUT THE AUTHOR
Professor Michael Brear is the Director of the Melbourne Energy Institute and academic lead of the RWTH Aachen-University of Melbourne (RUM) joint PhD group, a program developed to grow research collaboration between Melbourne and Aachen academics and attract talented graduate researchers to work on international energy-related research projects.

In the first cohort, up to 10 joint PhD candidates will be trained by collaborative research teams in the broad theme of ‘Energy’. The successful candidates will spend at least a year at each institution over the course of their candidature and be eligible to graduate with a jointly awarded PhD recognised by each University.

For more information visit: https://rum.research.unimelb.edu.au/
The next time you unwrap a parcel, observe how many layers of packaging material you need to tear through to finally get your item.

It is estimated that up to seven types of packaging material go into a single parcel: tape, cardboard boxes, styrofoam padding, and bubble wrap are some common examples that protect goods during transport.

Before a parcel arrives safely at the consumer's door, it has already left a trail of environmental destruction in its wake. And all too often, this excess packaging ends up in the bin.

Packaging itself takes up almost a third of all plastics production, but only 14 percent of it will be recycled, according to a joint report by the World Economic Forum and Ellen MacArthur Foundation.

And this plastic waste problem is escalating with the rise of e-commerce, which is expanding at an average rate of 20 percent a year worldwide. Global retail e-commerce sales were valued at US$2.29 trillion (£2.01 trillion) in 2017.

The amount of plastic used is a critical issue. In just over 60 years, mass production of plastics has reached 8.3 billion metric tonnes, or the weight of one billion elephants.

According to some reports, an estimated eight million metric tonnes of plastic enter the oceans each year. In fact, there is a pile of plastic trash floating in the ocean between Hawaii and California today that is three times the size of France.

The Great Pacific garbage patch, as it is called, is so large that some environmentalists have even called for the United Nations to classify it as a country.

If current plastic production and waste management trends continue, it is projected that there will be 12 billion metric tonnes of plastic covering the globe by 2050, turning parts of the world into a sprawling dump.

Sustainable Alternatives

The environmental situation is critical and needs to be addressed urgently. On this front, businesses and logistics companies have a big role to play. The good news is that the movement to go green is accelerating, with many of the biggest players in the industry opting for more eco-friendly options.

Take computer hardware giant Dell as an example. The company pioneered the use of more sustainable packaging solutions, reducing their carbon footprint and improving their reputation for environmental responsibility.
If current plastic production and waste management trends continue, it is projected that there will be 12 billion metric tons of plastic covering the globe by 2050.

of bamboo packaging to protect some of its products during transport. Bamboo is an easily renewable and incredibly durable source with strength qualities equivalent to that of steel.

In fact, as part of its Global Green Packaging Strategy launched in 2008, Dell has committed to testing for renewable packaging materials to help drive cost and environmental savings. Apart from bamboo, it also tests materials such as pulp from sugar cane and mushrooms to create a bio-based, biodegradable product that resembles styrofoam.

Swedish furniture giant IKEA is going one step further to stop using plastics altogether. The company is phasing out all single-use plastic products from its stores and restaurants, and is aiming for all its plastic products to be made using recycled material by 2020. “Simply working towards being less bad will not get us where we need to be. We need transformational change, which means challenging old ways and embracing the new, being bold, innovative and committed to action,” said IKEA in its Sustainability Strategy for 2020 report.

Sensing the gradual but inevitable shift in attitudes, more companies are looking to create new and more sustainable forms of packaging of their own.

British firm Woolcool has developed a sustainable insulated packaging option from a natural source — sheep’s wool. This packaging can maintain products in chilled, frozen and room temperatures, and can be reused up to four times. Woolcool estimates it has prevented 75 Olympic-sized swimming pools worth of polystyrene from being dumped into landfills in the past year.

In China, the world’s largest logistics market, where more than 40 billion parcels were shipped in 2017 alone, companies are focusing on research and development to reduce the massive environment damage from packaging waste.

Chinese startup Huidu Huanbao, for example, is developing a ZerOBox — a green recyclable packaging box which can be reused up to 14 times. The resources used are minimal: no tape or glue is required to seal the box, which is also waterproof, heat-resistant, and shockproof.

Meanwhile, e-commerce giant Alibaba’s logistics arm, Cainiao, is involving customers in its environmental efforts. Its new recycling program encourages customers to leave unwanted packaging boxes at specific collection points, which will be picked up by the company for reuse or recycle.

In fact, Cainiao is revamping its entire supply chain to enhance its sustainability efforts. The firm uses energy-efficient delivery vehicles for transport and has built ‘green warehouses’ with smart-packing technology that could potentially reduce the carbon footprint of five billion boxes.

Go green, cut costs

Apart from reducing the impact on the environment, sustainable packaging can also boost a company’s bottom-line.

Written by DHL Australia

This article was originally published on DHL’s Logistics of Things (https://logisticsofthings.dhl/).
Leveraging Energy-Efficiency in Production

High energy prices, rising cost pressure and a growing awareness of climate change has turned energy efficiency into a key business task. The sparing use of energy is one of the biggest tasks of our time. Particularly, in industries that consume high amounts of energy, this leads to immense challenges. Yet even where energy has been sufficiently available until now, the increasing consumption can lead to shortages or have a severe impact on mankind and the environment.

Developing innovative solutions for the more efficient use of energy has been a major concern for Festo for many years. As an innovation leader in automation with industrial customers in many sectors, Festo can make a specific contribution to greater energy efficiency in the manufacturing industry. That’s because, in the automation sector, this potential is a long way from being exhausted. Festo is, therefore, meeting the challenges of climate change head-on, and in doing so, helping their customers to make their production fit for the future and to be economical and responsible with increasingly tighter resources. They are paying careful attention to energy efficiency in research and development and is also used in their own production department. In this respect, Festo aims to achieve continuous improvement and provide customers with an integrated approach to customised energy efficiency.

To survive in tough competitive environments, many companies are searching for ways to make savings in production. Such savings can often be found in existing compressed air systems, which have generally been in place for years. Energy-saving opportunities are present everywhere in pneumatics, it just takes minimal effort to recognise where energy can be saved. However, it takes a concerted effort to ensure that these energy savings can be maintained. Pneumatic compressed air is not free. It takes an enormous amount of electricity for an air compressor running in a factory to produce compressed air. The higher the pressure used, the more cost goes into producing this pressure. Every leakage present in an application represents money being released into the atmosphere with absolutely no return on investment. With new developments in products and services, Festo is opening up new opportunities to customers for sustainability in production to make them more competitive.

The aim of Festo’s Energy Saving Service is to exploit energy-saving potential in pneumatic installations as much as possible. With this service, Festo is supporting customers with a comprehensive range of services regarding the energy-efficient use of compressed air, from generating, preparing and distributing it through to its application in pneumatic products and systems. This is done by means of more efficient compressed air generation, lower compressed air consumption and by preventing compressed air losses. At the same time, the measure helps to prevent unplanned production downtime and contribute to constant and fault-free production.

Using pneumatic technology can, in fact, be a highly economical and efficient choice if it is used in the right application and is designed correctly. For large manufacturers in the food and packaging sector, saving energy is becoming an increasingly important element of their sustainability commitment too. Take Unilever for example, they worked with Festo to develop the first prototype energy efficiency module as a solution to reduce the compressed air consumption of its plant manufacturing Magnum ice creams. Just one of their five Magnum production lines in Heppenheim Germany produces more than 20,000 ice creams on a stick per hour. This requires a lot of energy. In order to reduce the compressed air consumption of the pneumatic components, the ability to visualise and measure the compressed air consumption was of huge importance to Unilever. Previously, the consumption of the individual production lines had not been determined. Air is not visible, so it is not immediately obvious if consumption is too high. With this energy-saving solution, it gave Unilever the opportunity to see the amount of compressed air being used during operation. They were able to determine how the compressed air requirement developed when switched off and locate leaks and eliminate unnecessary consumption. On the Magnum line, the costs for compressed air consumption was reduced by more than $650 per year. The solution makes energy monitoring simple and effective and supports companies such as Unilever on their path to effectively increase their sustainability.

Numerous studies and research projects have shown remarkable energy savings. For example, in automotive production, a good quarter of the energy used goes towards producing the car body. In the innovation alliance ‘Green Carbody Technologies’, 60 companies from science and industry got together to halve this figure. Together with its project partners, Festo closely investigated the energy consumed by compressed air in car body construction and found energy savings of up to 35 per cent were possible with the use of pneumatic components.

ABOUT FESTO

The family-owned company Festo, a worldwide supplier of automation technology for factory and process automation and world market leader in technical training supplies pneumatic and electrical automation technology to over 300,000 customers in 176 countries as well as the latest training solutions for the industrial field. Innovation for the best possible productivity, a global presence and close, long-term partnerships with its customers are the hallmarks of Festo. It has set standards in industrial automation technology and technical education ever since its establishment, thereby contributing to sustainable development in the economy and society.

Festo is advancing digitalisation in all its corporate divisions with many aspects of Industry 4.0 already a reality today in the Festo Group and is developing new future-oriented concepts founded on the triad of innovative and energy-efficient technologies, intuitive human-machine collaboration, and education and further training. www.festo.com
Three Simple Ways to Improve Workplace Sustainability

Looking to the future, the idea of a plastic-free environment will be vital when it comes to engaging a younger generation of productive employees – in fact, 76% of millennials¹ consider a company’s social and environmental commitments to be integral when choosing a company to work for.

When you consider that a single plastic bottle takes 1000 years² to bio-degrade, and contributes to the truckloads of plastics that enter the ocean each year, any initiative to improve productivity for employees will need to be sustainable in its approach.

In Australia and around the world there is a rising demand for environmentally friendly products and a focus on plastic reduction, particularly the high wastage associated with single-use plastic water bottles.

It’s easy to feel like we can’t really make a difference. But small green workplace ideas can easily snowball into the bigger benefits of sustainable work practices, and every little bit helps. Here are some ways to get started:

Reduce paper usage

The concept of the paperless office is nothing new. And increasingly digital processes and electronic media should significantly reduce paper waste – however, this has yet to manifest itself. Offices need to take action and put theory into practice.

As a general rule, information that is distributed internally and externally ends up on paper. And afterwards – the used or unused pages end up in the recycling bin. By digitising and disseminating data via USB flash drives, paper waste is avoided.

There are several simple ways we can cut down on paper: by using tablets, replacing snail mail with email and phone calls, reusing notes or misprinted paper, and switching default printer settings to duplex and monochrome.

Plus, to raise awareness of paper consumption, each employee should keep track of how many pages they print each month. By taking action, offices can considerably reduce the amount of paper they consume – and act as a role model for others.

Install a water dispenser

Australians are still buying more than 118,000 tonnes of plastic drink bottles a year³. A company with 100 employees can cut its waste by 506 kg annually by installing a water dispenser⁴.

Every little bit helps

Change doesn’t just start in the workplace – engaging in projects and initiatives outside your company walls helps make a difference in the wider community and improves the reputation of your brand values in the public sphere.

Find charitable partners, join local initiatives (or start up your own), to propel your sustainable work practices a little further. For example, BRITA has partnered with the Whale and Dolphin Conservation (WDC) on a “Less Plastic Is More” initiative to protect global marine life from human impact.

Water dispensers prevent waste by providing a point-of-use (POU) solution for the supply of still or sparkling water. Filtered water straight from the mains avoids the waste associated with manufacturing, packaging, transporting and storing bottles. With the potential to create 90% less impact on the environment than bottled water, a company of just 100 employees could also cut its annual waste by 500 kg with the installation of water dispensers⁵ such as the BRITA VIVREAU ViTap.

“Change doesn’t just start in the workplace – engaging in projects and initiatives outside your company walls helps make a difference in the wider community and improves the reputation of your brand values in the public sphere.”

Written by Nadine Miller, Marketing Director, Brita Group Australia & NZ

ABOUT BRITA GROUP

With total sales of 474 million euros in the business year 2018 and 1,827 employees worldwide (of which 924 are in Germany) the BRITA Group is one of the leading companies in drinking water optimization. Its long-established brand BRITA has a leading position in the global water filter market. The family-owned company based in Taunusstein near Wiesbaden is represented by 28 national and international subsidiaries and branches as well as shareholdings, distribution and industrial partners in 66 countries on all five continents. It has production sites in Germany, the UK, Italy and China. Founded in 1966, today the inventor of the household water filter jug develops, produces and distributes a wide range of innovative drinking water optimization solutions for private (water filter jugs, on-tap and mains connected systems as well as BRITA Integrated Solutions for small and large electric appliances by renowned manufacturers) and commercial use (hospitality sector and vending) plus water dispensers connected to the mains for offices, schools, restaurants and the hygiene-sensitive care sector (hospitals, care homes). Since 2016 BRITA has been working with Whale and Dolphin Conservation (WDC) to protect the world’s oceans from plastic waste, and as such to protect whales and dolphins. Further information: www.brita.net.

With 50 years of experience, the experts at BRITA have developed a multi-functional, front-of-house water dispenser that has been designed with functionality and the user experience in mind. The BRITA VIVREAU ViTap filters and dispenses instant, hot, chilled and sparkling water with state-of-the-art filtration technology in the tap that reduces chlorine, limescale, copper and lead. Thus, delivering nothing but nature’s most refreshing and great tasting drink.

¹ https://www.germany.org.au
² https://www.thewaterproject.org/bottled-water/bottled_water_wasteful
³ https://www.coalaustalia.org/bottled-water-secondary/
⁴ BRITA Professional Waste Prevention White Paper
⁵ BRITA Professional Waste Prevention White Paper

Brita     SUSTAINABILITY

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Sustainable Home Comfort

Q&A with Stiebel Eltron

Your company philosophy states Green Tech and Innovation as one of the major commitments. Could you explain what this means for Stiebel Eltron and how these topics are being implemented?

Green Tech refers to all aspects of our technology that heavily rely on renewable energies as the main energy input. Essentially, this is our heat pump technology, where the majority of the energy input comes from ambient heat and is therefore renewable. This can be aerothermal (heat in the air), geothermal (heat in the ground/water table), natural and artificial water sources/reservoirs, such as rivers, dams, lakes or ponds, underground water tanks and reclaimed heat from other man-made processes (e.g., air conditioning exhaust).

Innovation is the continuous improvement of our technology by refining and modification, creating new ways to achieve better, more effective, outcomes. These outcomes are all about efficient thermal comfort: sustainable space heating and cooling and potable water heating with the lowest energy footprint possible. This involves usually new products; components and more efficient and eco-friendly refrigerants but also re-engineering of existing ones and upgraded hardware and software controls to optimise all processes even better.

Green living and sustainable construction: What is Stiebel Eltron’s approach towards sustainable residential design?

Sustainable residential design, particularly for thermal comfort, which is our overall objective, means being able to achieve the outcomes with the lowest impact possible on resources.

Therefore, our main directive is the use of renewable energy. In addition, we strive to make products that within the constraints of their operation and footprint (such as size, power consumption, sound levels, etc.) are designed as much as possible for simple, unobtrusive, non-invasive and even inconspicuous and attractive layouts.

All of our products are electrically operated as we believe our sustainable future is inevitably an electric one, where electricity will be produced entirely by renewable energy sources. Therefore, our products are future-proof in this regard for a sustainable electrical energy network.

What role does your research and development team play in the company’s goal of minimising environmental impact?

Research and development (R&D) are focused continuously on the reduction of the energy footprint for our products and in this way reducing the impact on environmental energy demands as much as possible.

Also, part of the R&D work is to continually search for components and prime materials that are sourced from sustainable practices, recyclable where possible and non-hazardous, non-toxic and food-grade.

Are there significant differences regarding the perception or the demand of ‘Green Tech’ on the Australian market vs. the German or European market?

European countries are moving away from gas and oil where they can as it is clear to them the fact that this is an inefficient fossil fuel. Instead, solar, wind and other true renewable energy technologies are increasingly taking its place. A good example of this is The Netherlands, as it will close the largest onshore natural gas field in Europe by 2022.

Gas is still being regarded by some in Australia as “efficient” and “green” and the gas industry is trying very hard to maintain the appearance that natural gas, synthetic gas and LPG can be sustainable and “green”.

One such attempt is by indicating that renewable hydrogen generation can be used to “decarbonise” the gas networks, giving the impression that this will make any significant impact to the non-sustainable, non-renewable, aspect of the gas network.

They have gone as far as purchasing and making use of electrolyzers to inject hydrogen into portions of their network and purporting end users will be able to use “green gas” in the near future. There are a series of reasons why these claims are highly misleading and irresponsible.

With many voices calling for a more proactive climate change policy, what is your future outlook on market trends and the development of more sustainable solutions in the next decade?

Europe seems set on the continued expansion of renewables with the consequent decrease of fossil fuel use. There is both societal awareness and political will to make this happen in many countries.

In Australia, however, it appears that changes are brought about mostly by market pressures from end-user demand, with much less push or zeal from governments. Some local and state governments do provide support and have brought in schemes in the form of financial incentives to continue to increase the uptake of solar photovoltaics and even home batteries.

However, there is the need for a national, cohesive renewable energy pathway, extending beyond the Renewable Energy Target (RET) goals, where all states and territories pursue similar goals, with reasonable and fair renewable energy targets. Where gas and electricity, and in general, fossil fuels are acknowledged for what they are. Without bias or favouritism and where technological innovation and end-users freedom of choice to pursue sustainable outcomes are not constrained by anachronistic standards and regulations e.g. The Victorian hot water VBA mandate forcing new homes to use reticulated gas when available.

Questions answered by Dr Raniero Guarnieri, Technical Manager, Stiebel Eltron
Excellence in Elements – Analytical Tools from Germany for Australia and the World

Pure chemicals, clean food and soil, clear water or solid steel – Elementar makes sure all the ingredients are there! How do we do it? Combustion is the key!

Elementar Analysensysteme GmbH is the leading German manufacturer of systems for the analysis of the chemical elements carbon, nitrogen, hydrogen, sulfur, oxygen and chlorine in all organic and inorganic materials. Originally derived from the Department for Analytical Technologies of the leading technology group Heraeus, Elementar has now successfully been serving the market for 110 years. Both R&D and manufacturing are conducted at Headquarters, in Langenselbold in the Rhine-Main Region, near Frankfurt am Main.

Since our foundation – we are what many would typically refer to as a “hidden champion” - the key to our ongoing success has been our aspiration to continually improve and seek to better our systems, finding ever more creative solutions for our client’s needs.

This was not least recognized in the Top100 award – for six years in a row Elementar was elected under the 100 most innovative German small and medium-sized (SME) companies. And in 2018, we went from being an SME to have become a global corporation.

In our niche market, a global presence is the key for ongoing growth. With our huge sales network, Elementar ships and supports products into more than 100 countries. Of course, the biggest subsidiaries are to be found in the major global markets, Europe, the US, China and Japan. We have been active in Australia for more than 25 years! The large number of first-class Universities and research institutes make Australia a very interesting market for our high-end devices.

In 2014, the daughter company Elementar Australia Pty Ltd was incorporated through the help of the German-Australian Chamber. The excellent consulting and administrative support by the Chamber enabled us to start and run the company very smoothly at low cost from the first day, without stumbling over the many pitfalls one can expect in a foreign country. Market intelligence and events supplied by the chamber help us to find our way in this large (geographically and economically) market.

From our base in Sydney – Elementar holds a registered office address with the German Chamber– we can support our clients all over the country. To guarantee good customer service and allow for a close relationship with our client, our presence in the country remains key. In this respect, Elementar will further invest in Australia and contribute to the ongoing growth of the economy.

CHNOS elemental analysis and stable isotope analysis on the highest level

What is an elemental analyzer good for? And what is isotope ratio analysis?

Besides the classical applications in the chemical laboratory, elemental analysis gains ground in the quality control of industrial production, as well as the analysis of environmental conditions and agricultural products. With instruments from Elementar, the proven technique from the chemist’s toolbox finds its way to more and more industries.

How do we do it? We burn it!

At more than 1.000°C, all organic matter is decomposed and can be converted to its “elemental building blocks”. For example, all organic chemical species dissolved in a glass of water can be analyzed in one run and we receive information on the purity of this water (“TOC” analysis). With our “chemical hammer” we can combust it all! To analyze the carbon or sulfur content of steel or ceramics, a larger “hammer” is needed. Here temperatures up to 3.000°C are required for good analysis. Our newest class of instruments reaches these temperatures. These instruments are heavily used in the Australian mining industry.

Next to the chemical composition of food and feed, finding out about the geographical origin of foodstuff is becoming more and more interesting for end-users and food producers alike. This can be done by looking at the isotopic ratio of the elements CHNOS. The stable isotopes (non-radioactive, naturally occurring) show variability on a regional scale. To give an example close to home: one can, for instance, differentiate if the jar of “Australian Honey” is really produced by Australian bees! The technology of isotope ratio mass spectrometry was developed by geochemists many years ago. It is still used by many research groups, but also finds its way to industrial applications with the help of Elementar products.

For all these applications and more to come, Elementar offers an unmatched range of systems, tailor-made for the needs of the users. Based on 110 years of experience, we are ready for the future and will make sure that our products contribute to the scientific progress and business growth in the fields of agriculture, chemistry, environment, energy, materials and forensics in Australia and around the world.

Written by Elementar Analysensysteme GmbH
The circular economy has been an economic trend and entrepreneurial reality in Finland for several years. The Association of Finnish Industries EK calls it "a key solution to the global climate problem and the scarcity of natural resources." At the moment, completely new ideas for products and services are emerging. The Association sees first-class business opportunities and great growth opportunities - but also a necessary development.

Made a virtue out of necessity

Take the example of the most important raw material in the world economy: oil. The earth’s natural oil resources will become scarce in the coming decades. With the Circular Economy Approach, resources are rethought and efficiently planned throughout the lifecycle of the product from origin to disposal. This way of thinking is being utilised by companies established in Finland and young start-ups.

The oil company Neste has managed to produce biodiesel from 100% biological waste. The logistical effort is huge: it is produced with ten different raw materials at three locations in Europe and Asia. But the effort is worth it. Already Neste’s biodiesel business accounts for more than 40 per cent of its profits. Lufthansa recently pledged to further expand its existing biofuel cooperation with Neste.

Transformation of oil: from product to service

The Finnish company Fluid Intelligence has turned oil into a leasing product. Its industrial customers do not pay for the amount of oil, but for the product quality and its monitoring. Fluid Intelligence uses networked sensors to analyse the properties of the oil. This solution is designed to extend durability and reduce consumption.

Using resources more efficiently than before - that is what marks the difference in the circular economy. Thanks to new technical processes and digitization, this is becoming a successful trend in many industries.

Sustainability - also beneficial for marketing

Companies use their innovations for their own marketing. There is a growing interest in sustainable products and brands. Collaboration and partnerships are important for the development of new business models. For more information and industry-specific advice, please feel free to contact us.

About Raw Material Waste and Leasing-Oil

Finland is driving the circular economy. For companies, questions about reusability and efficient processes are more relevant than ever. Today’s business models go far beyond recycling.

MARKET OPPORTUNITIES FOR GERMAN COMPANIES (Source: GTA)

Finnish municipal waste managers invest in:
- highly automated sorting systems
- IT systems for waste logistics and invoicing

The metal scrap association YTP expects investments in:
- Sorting of construction and municipal waste before incineration
- Mobile recycling in rural areas

Further cooperation opportunities: The EU aid program "Circwaste" will implement national flagship projects by 2023.

More information: Sara Karbasi, sara.karbasi@dfhk.fi, +358 50 349 3207

Written by Sara Karbasi,
Market Entry & Business Development,
AHK Finnland
Exclusive Member4Member Offers

Get a comprehensive review and outlook of key global currencies, global market drivers, and what to watch in the next quarter to help you plan ahead and see how you can take advantage of market movements.

Tenant CS are a Commercial Tenant Representative business who are independent from all major real estate agencies. We are offering fellow members a high value, complimentary lease review and workspace analysis to identify quick wins and provide long term recommendations.

Fabercastell is offering a selection of their finest writing instruments at discounted prices up to 40%. This offer is exclusive for members and not available elsewhere.

Wine Window is pleased to offer exclusively to Chamber members a 10% discount on all orders. Our wines are produced by young winemakers in family-run wineries in the Rheinhesen and Pfalz area.

Mercedes me Store Melbourne is proud to offer a preferred rate for hire of our stunning boardroom space.

Das Insure is offering a complimentary consultation to members to help you and your team understand the obligations of the GDPR and its relevance to Australian Businesses.

Dammann German-English Translations is offering all Chamber members a 30% discount on the translation of personal documents.

The Victorian Chamber of Commerce & Industry offers Members of the German-Australian Chamber a 50% discount on the Complete Membership package.

Audi Australia are delighted to offer you as a member of the German-Australian Chamber of Industry and Commerce benefits and superior servicing of the Audi Corporate program on the entire range of premium new Audi vehicles.

German Australian Marketing Services is offering Chamber members a 50% discount on their first ‘Market & Competitor News’ email bulletin and 20% off Benchmark Studies.

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AUP IT exists to provide practical technology and business advice to our customers. Our approach is quite simple – if your business were ours to run with, what would we do to make it more efficient, profitable and fun.

It is this sense of ownership and the pride we take in our work that powers our team of committed specialists to do what we do best. Which is to provide practical, cutting-edge technological solutions that drive a favourable business outcome. Our key offerings are – CIOs on demand, Cybersecurity, Robotic Process Automation and IT maintenance and support.

We work best with organisations that see IT as a strategic lever for business growth. As such we are looking to connect with other businesses in the German Chamber and see how we can mutually benefit from each others experience and expertise.

Festo is a leading global supplier of Pneumatic and Electrical automation technology offering a comprehensive range of products and services for factory and process automation from individual components to complete systems. The standard range includes pneumatic, servo pneumatic and electrical drive technology, valves and valve terminals. Sensors, intelligent compact vision systems and controllers ensure perfect communication throughout the control chain. Compressed air preparation, tubing and fittings complete the range. Festo sets the benchmark in generating new automation technologies and processes, resulting in innovative solutions, systems and services that deliver high performing and more profitable automated and processing equipment for customers. Over 30,000 catalogue products, customer-specific solutions, ready-to-install automation systems and complementary services make Festo the right partner for our customers. Festo is an independent family-owned company with its headquarters in Esslingen, Germany and is represented in 176 countries worldwide.

The CSCRC, with more than 20 participants, operates through a public, not-for-profit company (Cyber Security Research Centre Ltd). The CSCRC is focused on delivering industry-driven cyber security research outcomes that have impact and address real-world cyber security problems with innovative solutions. The CSCRC has been granted $50m of funding over 7 years from the Australian Government’s Cooperative Research Centres Program.

The CSCRC connects its participants that are from industry, government as well as leading cyber security research organisations to develop and potentially commercialise products and services that improve the cyber security posture of Australia. CSCRC will also play an important role in raising cyber security awareness more broadly and exploring key cyber security issues with respect to the legal, policy and regulatory implications of cyber security risks.

The Energy Efficiency Council is a not-for-profit membership association for businesses, universities, governments and NGOs. Founded in 2009, the Council’s members are diverse, but are united by a common cause: building a sophisticated market for energy management products and services that delivers:

- Healthy, comfortable buildings
- Productive, competitive businesses
- An affordable, reliable and sustainable energy system for Australia

The Council’s job is to make Australia a global leader in smart energy management. To this end, the Council works with its members and partners to:

- Drive ambitious government policy by advocating for smart energy management policies and programs that deliver for all Australians
- Support business decision making and growth with trusted, impartial information on energy so that businesses have confidence in making the right energy management investments
- Ensure quality with standards and professional development by supporting standards development and benchmarking for the sector, and training and professional development for professionals across Australia

Melbourne Victory is a foundation club of the Hyundai A-League and Westfield W-League, Australia’s premier men’s and women’s football leagues established in 2004 and 2008 respectively.

The club is the equal most successful in the men’s league with four championships and three premierships, while the women’s side has also won a championship and premiership.

Off the field, Melbourne Victory boasts the highest number of season ticket holders in the league with over 23,000 members for the 2019/20 season and a record 27,436 in the 2019/20 season and a record 27,436 in 2015/16.

Melbourne Victory is a leader in the business world through Victory in Business – Australia’s largest sporting networking group outside of game day – designed for organisations to network their products and services with over $130 million of business facilitated through Victory in Business since its inception.
Merck is a leading science and technology company in healthcare, life science and performance materials. More than 52,000 employees work to further develop technologies that improve and enhance life – from biopharmaceutical therapies to treat cancer or multiple sclerosis, cutting-edge systems for scientific research and production, to liquid crystals for smartphones and LCD televisions.

Founded in 1668, Merck is the world’s oldest pharmaceutical and chemical company. The founding family remains the majority owner of the publicly listed corporate group. Merck holds the global rights to the Merck name and brand. The only exceptions are the United States and Canada, where the company operates as EMD Serono, MilliporeSigma and EMD Performance Materials.

Experience has shown when people feel at home in their ‘new home’ you have a successful relocation.

This is why we place such emphasis on listening to individual expectations, planning and taking care of every step of the relocation process, personally.

PINPOINT RELOCATIONS (Aust) is a world apart from other relocation companies as we have developed a comprehensive service covering all aspects of domestic and international relocations, rental and purchase with ongoing support to make sure the settling in process is a success.

Through the use of our relocation services, companies increase the likelihood of key personal and their families settling into their new location.

As an arts leader and great Australian orchestra, Queensland Symphony Orchestra is renowned for its high quality, breathtaking performances of both classical and modern compositions that engage audiences of diverse musical tastes, interests and ages. As one of the largest performing arts company in Queensland and the state’s only professional symphony orchestra, Queensland Symphony Orchestra plays a vital role in Queensland’s cultural community, educating; mentoring aspiring performers; touring regional centres; broadcasting and performing with the state, national and international ballet and opera companies. Each year the Orchestra attracts the world’s best conductors and soloists as part of its acclaimed concert season, in addition to presenting unique blockbuster events. Queensland Symphony Orchestra is passionate about commissioning innovative new programs and Australian works and continues to invest in collaborations, recordings and digital initiatives.

The University of Melbourne is the leading centre of higher education and research in Australia. Founded in 1853, its main campus lies in the heart of one of the world’s most liveable cities.

Today, the University has over 8000 academic and professional staff, and a student body of more than 48,000 including more than 13,000 international students from over 130 countries. The University’s researchers, including its Graduate Researchers, are at the forefront of international discoveries in fields as diverse as human rights law, Indigenous linguistics, quantum technology and medical genomics.

The specialised precincts of the University are built around expertise in health, the arts, innovation and engineering. Through co-location and exploration, these spaces foster debate, challenge norms, and harness the distinctive talents of our students, researchers and partners to create and shape a changing world.

UNSW is Australia’s Global University committed to delivering high quality and high impact outcomes from our research and education expertise. Our aspiration is to be the national leader in knowledge exchange (KE) with our Australian and global industry, government and community collaborating partners. Total KE income across all research and education channels with all partners has grown from $110m in 2015 to $186m in 2018. The quality of our research underpins the value of our expertise and inventions to industry.

UNSW ranked first in Australia in the most recent (2018) Excellence in Research Australia exercise for research well above world standard and had the highest impact end-user cases in the Engagement and Impact Australia exercise. In addition, UNSW has extensive industry engagement in executive education, short courses and expert opinion consulting.
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