



## CITCSA Flash

CITCSA Patron:  
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R-L: Mr Nick Begakis AM, Chairman of CITCSA presents 2010 CITCSA Annual Report to Hon Tom Koutsantonis MP, Minister for Industry and Trade in his office at Parliament House in November.

### New Gateway Business Program Grant Scheme

The Gateway Business Program is a South Australian Government program, managed by the [Department of Trade and Economic Development](#) (DTED) which helps small to medium-sized businesses prepare to export.

If you are a small to medium-sized business that meets the Gateway Business Program guidelines, you may be eligible for assistance for expenses incurred in identifying and developing international markets.

The Gateway Business Program offers up to 50% reimbursement of eligible export-related expenditure, with a maximum grant of \$20,000 over two years.

Eligible activities include:

- Production of marketing materials
- Third-party market research
- Website audit and modifications
- Mentoring and coaching
- Participating in international trade shows and trade missions
- Hosting inbound buyers

To determine if your firm is eligible, visit [Gateway Business Program](#) and complete the eligibility checklist.

Exporters participating in CITCSA member missions would be eligible to claim the cost of mission participation fees and exhibition costs at international trade shows.

Please note that applications for funding under the Gateway Business Program must be made before an activity is started. Visit [www.southaustralia.biz/gateway](http://www.southaustralia.biz/gateway) to apply now.



## New Lord Mayor for Adelaide



*L-R Right Honourable the Lord Mayor Stephen Yarwood and CITCSA Chairman Nick Begakis AM at the CITCSA Pre Christmas networking drinks at Enterprise House. December 1<sup>st</sup>*



Cr Natasha Malani,  
CITCSA Board  
member

Congratulations to Mr Stephen Yarwood on his election to the position of Lord Mayor for the City of Adelaide. CITCSA looks forward to continuing to work with the Lord Mayor and the City of Adelaide on making Adelaide a truly international city.

Congratulations also to Ms Natasha Malani, CITCSA Board member, on her election as a City Councillor for the City of Adelaide. Natasha is National General Manager of the Australia India Business Council and is based in Adelaide.

## Kelly Engineering wins National Export Award

South Australian company Kelly Engineering won the Qantas Regional Exporter Award in this year's National Export Awards announced in Sydney, 1 December 2010.

Kelly Engineering is a family owned business based at Booleroo Centre, and has been operating for more than 20 years. It has grown from a small business to one that now employs more than 40 people.

Kelly Engineering has been manufacturing farm equipment for over 20 years. Rapid expansion over the past three years is due to the export success of the company's invention, the Kelly Diamond Chain Harrow. This light tillage device encourages sustainable agriculture by recycling nutrients and providing an alternative to chemical weed control.

The machine is designed to be safe and easy to use, requiring no manual handling or hands on operation. All folding of the machine for transport or field work is performed remotely from the tractor cabin. There are few wearing or moving parts and maintenance is minimal.

Strong sales in the USA are projected to reach a point where the manufacturing of the machines will be beyond Kelly's production capacity. To manage risk, Kelly's are expanding their capacity close to their main market with contract manufacturing in the USA. Kelly machines are also manufactured under licence in Denmark to meet the European market demands.

For more information about Kelly Engineering, visit [www.kellyengineering.com.au](http://www.kellyengineering.com.au)

## New Committee for Czech Chamber of Commerce Australia

### MEET THE FACES BEHIND THE PLACES



Hon Craig Emerson,  
Federal Minister for  
Trade with  
Nick Begakis AM,  
Chairman of CITCSA  
at a dinner held in  
Canberra in  
November 2010.



L-R Mr Leon Coppins, Vice President; Mr Peter Oprchal, Secretary; Mr Milan Rapp, Vice President;  
Ms Kveta Jackson, Treasurer; Mr Ales Gropl, President

Mr Ales Gropl was elected as the new President of the Czech Chamber of Commerce in SA at the Annual General Meeting held in November. Mr Gropl replaces Mr Zdenek (Danny) Kotasek who has done a fine job in previous years and been a long term supporter of CITCSA. A forum on opportunities in the Czech Republic will be held in Adelaide in the first quarter of 2011.

## New President for Asia - Pacific Business Council for Women

Ms Gosia Hill has been elected President of the Asia Pacific Business Council for Women, one of 40 CITCSA members.

Gosia is a former Senior Austrade Commissioner with responsibility for trade in Central Europe and she has now returned to Adelaide, running her own consultancy as Director of International Programs for AuEu Connect. Gosia has replaced long term President of APBCW Dyan Francis.

More information is available at [www.apbcw.com.au](http://www.apbcw.com.au)

## CITCSA Prompt Events Calendar for January- March 2011

The CITCSA Prompt events calendar for international events in Adelaide and those organised by our international chambers interstate, is now available on the CITCSA website. Chinese New Year will be celebrated from 3 February 2011 and it will be the Year of the Rabbit.

[click here to download the latest C-Prompt](#)

For inclusion on international events for the next prompt to be released mid January, please forward details to Angie Lewis, Administration and Events Officer, CITCSA by 13 January 2010 to [angie.lewis@citcsa.org.au](mailto:angie.lewis@citcsa.org.au).



Gosia Hill, President  
Asia Pacific Business  
Council for Women  
with Barry Salter,  
Executive Manager,  
CITCSA

## CITCSA Pre Christmas Networking function



CITCSA team 2010  
L-R Angie Lewis,  
Barry Salter, Jennifer  
Blake



L-R Mr Chris Burns, CEO Defence Teaming Centre; Mr David Napton, Austrade; Mr David Dean, President, Australia Vietnamese Chamber of Commerce SA and Mr Bill Spurr, Chair of Education Adelaide at the CITCSA Pre Christmas Networking Function at Enterprise House, 1 December 2010.

**CITCSA Office will close for Holiday Break on 24 December 2010 and  
reopen on Tuesday 4 January 4 2011. Seasons Greetings !**



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