



The Australian Lebanese  
Chamber of Commerce Ltd

# Chamber

Winter Issue • 2006

AUSTRALIAN LEBANESE CHAMBER OF COMMERCE

**NEWS**



*Panoramic views abound ...*







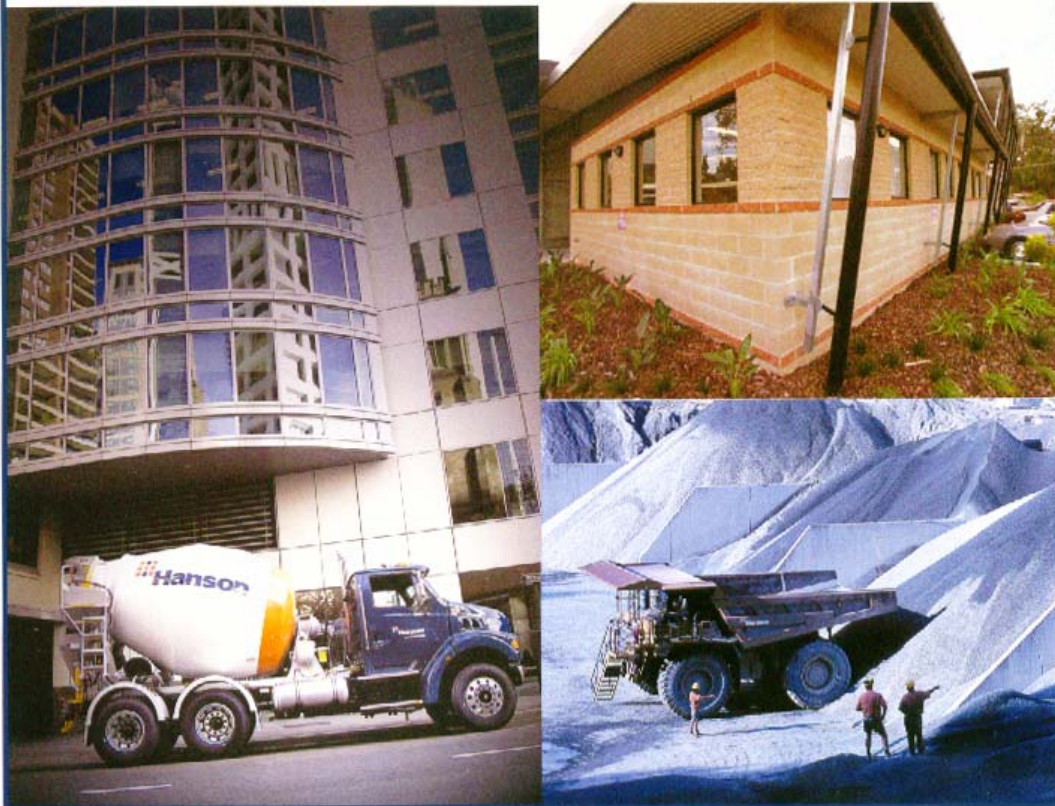
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# Chamber

AUSTRALIAN LEBANESE  
CHAMBER OF COMMERCE

NEWS

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## A Word from the President



Dear Members,

I am delighted to inform our members and supporters that The Australian Lebanese Chamber of Commerce is organizing a trade delegation to Lebanon for mid July, 2006.

The purpose of the trip is to follow up on matters already raised with Lebanon in regard to trade between the two countries.

Once again, we will expose all that Australia can offer in goods and services, primarily Food stuffs, Technology, Banking, Education, Water Treatment, Tourism and others. Also from the Lebanese side Food stuffs, Banking, Tourism, Education and clothing.

The subject of fresh fruit and Australian quarantine conditions will be raised once again, in the hope that we may eventually succeed in meeting these conditions and therefore, allowing fresh produce from Lebanon enter the Australian market.

Other matters related to formalities will also be raised with Government officials. I know quite well that we have a long way to go, as Lebanon is still passing through a difficult period, but at the same time, the Chamber is determined to pursue its goals in the best possible way in the interest of both Australia and Lebanon.

**Joe Khattar**  
President

## AUSTRALIAN LEBANESE CHAMBER OF COMMERCE Board Members

| Name              | Title                   | Name            | Title    |
|-------------------|-------------------------|-----------------|----------|
| Joe Khattar       | President               | Michael Symond  | Director |
| Michael Rizk      | 1st Vice President      | Salim Nicolas   | Director |
|                   | Head of Trade Relations | Maurice Doumit  | Director |
| Dr Anthony Hasham | 2nd Vice President      | Danny Arroj     | Director |
| Nadia Obeid       | Secretary               | Adam Malouf     | Director |
| Michael Murr      | Treasurer               | Charlie Chehade | Director |



## Water vs Oil in the Middle East

The Middle East is facing a water crisis and never before has the problem of water scarcity been as severe as it is today. The region has not been blessed with natural water systems, rivers and dams. Water demand is growing by the year, the water requirements among the Gulf Corporation Council (GCC) nations have grown from 5 billion cubic metres in 1970 to more than 30 billion cubic metres in 2000.

The increase in demand is a reflection of population growth, lifestyle change, agricultural demands and industrial growth.

According to the Centre for the National Institute for the Environment (CNIE), a country is classified as a water scarce one when it provides less than 2700 litres per day per person of renewable water, it is not a generous figure spread over a 12 month period and catering for domestic, public, industrial and agricultural consumption within the social and economical system.

In 1955, the CNIE nominated Bahrain and Kuwait amongst the water scarce countries of the world. By 1990, the CNIE reviewed the number of water scarce countries in the Middle East and added the following to the list: Algeria, Qatar, Saudi Arabia, Tunisia, UAE and Yemen. As serious as the problem is, the projected number of countries anticipated to be added to the list by year 2025 is even more worrying. By that year, Egypt, Libya, Morocco, Oman and Syria are expected to be added to the list.

The main reason behind the increase in the number of water scarce countries is the lack of policies and absence of water reuse and management policies. The other reason behind the increase is the direct result of non-renewable water resources being exhausted compounded with the sharp increase in population in the region.

It is estimated that the regional population in the Middle East is set to double every 30 years with more load and demand on the depleting natural water resources.

In 1990, the number of people living in water scarce countries was around 130 million. The United Nations has set the number of people living in water scarce countries between 810 to 1000 million. The water quality is deteriorating as it

becomes scarce, more and more countries are relying on ground water as well as sea water.

Among the oil rich countries, the available crude oil supply is being converted into energy to run desalination plants and explore deep aquifers. It is estimated that the average depth of a water well in Saudi Arabia now is around 1500 metres.

For oil poor countries, the options are limited and the race has been on for years to provide long term alternative solutions for water storage, treatment, reuse management and policies.

The desalination process is a costly system to run, operate and maintain, it is an option to wealthy countries. Saudi Arabia and Kuwait are the world's largest users of desalinated water.

It is estimated that the cost per unit to generate water using the desalination process is ten times the cost of a conventional water processing system. The current demand of desalinated water is outstripping the production rates.

The Saudi and Kuwaiti authorities are uncomfortable about the current consumption rate of the consumers and they are actively implementing educational and awareness campaigns to encourage the general public and industries to become water wise.

Kuwait introduced its first desalination plant for industrial applications in 1960. Whereas the first desalination plant was commissioned in 1970 to produce potable water to the general consumer. Saudi Arabia now accounts for 50 % of the desalination capacity of the entire Gulf. We now have in excess of 1500 desalination systems operating in the Gulf region. They represent 60 % of the global desalination capacity.

The water crisis around the world is capturing the headlines but is even more of an issue in the Middle East. It is forcing the governments and water authorities to implement water management programmes to cope with current and future demands.

**Maurice Doumit**  
Managing Director  
Liquitek Pty Ltd  
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## Phoenician Stone

In the world of natural stone, it is sometimes almost impossible to tell the difference between what is real and what is man made. Phoenician Stone is a Sydney based company that is now quarrying, manufacturing and distributing the finest quality Limestone tiles, pavers and cladding from Lebanon. In an exclusive interview with Nabil Gazal Jnr, Director of Phoenician Stone we learn about the history of the company and how it all started.

**Michael Rizk:** How did you come to start Phoenician Stone?

**Nabil Gazal:** It was really by accident! My uncle was digging on our farm in the Bekaa Valley about three years ago to see if it was suitable for a vineyard and he struck rock close to the surface. That stone we soon found out was Limestone.

**MR:** What made you decide to quarry it?

**NG:** We could not put a vineyard on the land as the limestone was so close to the surface so we decided to mine it. After having the land surveyed by a geologist and taking test samples we saw we had an area of land with the potential to produce limestone tiles and other building products of the highest quality.

**MR:** How old is the actual stone?

**NG:** The Limestone is approximately 96 million years old. It is Dolomitic Limestone so it contains fewer fossils than other limestones which making this limestone stronger and less porous. Being stronger it is also highly resistant to abrasion which allows the stone to retain a long lasting mirror polish.

**MR:** You starting to quarry it, then what?

**NG:** We had plenty of land available so we built a new factory. The factory is 5000m<sup>2</sup> and houses the latest Italian stone processing machines. We started production late last year with a production of 10 000m<sup>2</sup> per month. We are now expanding our production to 25 000m<sup>2</sup> per month. We employ about 60 people in the quarry and the factory.

**MR:** What types of products do you manufacture?

**NG:** We produce a range of products that include tiles, pavers and cladding in a variety of finishes that include honed, polished and antique in the tiles and pavers with the cladding coming as split faced, stack stone, bush hammered and rock faced. The colours are beautiful earthy tones.

**MR:** Is it all done by machine?

**NG:** There is a lot of stuff, such as the split face style, that is still done by hand. We use an ancient hammer and chisel technique to create some distinct finishes. We are very fortunate to be able to control all aspects of production as we can offer our clients the service of cutting and manufacturing to their particular specifications.

**MR:** Where did you start to export the stone to?

**NG:** We set up a distribution network and started selling to the Middle East, America and Europe. We are currently setting up our network here in Australia which looks to be very promising.

**MR:** I would like to thank you for your time and wish you the best for your venture here in Australia.

**NG:** Thank you.

Michael Rizk  
Head of Trade Relations







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## ALCC HOLDS ITS FIRST BOWLING COMPETITION June 2006

Held at Paddington Bowling Club – Paddington

The ALCC held a very interesting event at Paddington Bowling Club. The atmosphere at this event, was exceptionally warm, with participation from all those who were able to join in and enjoy the event.

The evening concluded with Trophies being awarded to best Team, which was presented to the Team from ING Bank, headed by Ian Cox, and the Team who tried their best, but lost, was presented to Tracey Ware of Caroma Dorf.

A special thanks to all those who attended the event, making it a very enjoyable evening.



## Trade Delegation

The Australian Lebanese Chamber of Commerce in conjunction with the Consulate General of Lebanon Sydney have prepared a program in Lebanon for the Trade Delegation's visit from 24th-26th July 2006. Consul General, Mr Robert Naoum and Head of Trade Relations, Michael Rizk held several working sessions to work out a suitable Agenda for the visit and will both follow up on the ground in Beirut.

As of July 3rd July, to make sure that the visit is a successful one. There is a wide range of issues to be discussed and raised, such as Government formalities and their negative impact on Trade/Economic matters, the Environment/Water Treatment, Banking, Education, Tourism, Real Estate and other matters, related to Trade between Australia and Lebanon. The subject of Fresh Produce from Lebanon for the Australian market will be raised again, with both the Public and Private Sector in the hope that the ALCC will eventually succeed in meeting Australian Quarantine conditions and therefore allowing Fresh Fruit/Vegetables penetrate the Australian market.

A final meeting took place between Consul General Robert Naoum and the President of the Australian Lebanese Chamber of Commerce, Mr Joe Khattar, Treasurer Michel Murr and Michael Rizk to finalize the preparation from this end prior to leaving for Beirut.

**Michael Rizk**  
Head of Trade Relations, ALCC





# caromadorf

## Water Efficiency Labelling & Standards Scheme (WELS)

### What is WELS?

- WELS is the Federal Government's new Water Efficiency Labelling and Standards Scheme
- It will become mandatory on July 1st, 2006, and will affect a range of household and commercial water-using products
- WELS will provide nationally consistent water efficiency information to consumers at point of purchase, through a new star water-rating label. This will replace the existing voluntary A rating Scheme
- WELS is the first national scheme of its kind in the world

### Objectives of WELS

- To encourage the purchase of water-efficient products with the aim of reducing water consumption across Australia
- To provide nationally consistent water-efficiency information to consumers at point of purchase, so they can compare, evaluate and select more water-efficient products
- To encourage manufacturers to design more water-efficient products through innovative water-saving technology

### WELS Products

- Products encompassed in the WELS Scheme include: showers, clothes washing machines, dishwashers, flow controllers, urinary equipment, lavatory equipment, and tap and tap outlets.

### Who does the WELS Scheme Apply to?

- All parties involved in the supply of WELS products are affected by the WELS scheme. This includes: manufacturers, importers, wholesalers, retailers and parties displaying product for sale.

### The WELS Water Rating Label

The WELS scheme uses a 6-star rating label, similar to the energy-rating label.



### The WELS label features:

- Star rating (the more stars mean the more water efficient a product is)
- Water consumption figures
- The star rating is determined by the product's water consumption, which is measured using test procedures and performance criteria included in Australian Standards.

### WELS Requirements

- All products manufactured after July 1st, 2006, need to feature a WELS label, even products with a zero-star water rating
- From 1 January 2007 all products must be WELS compliant and labelled irrespective of the date of manufacture or date supplied.
- Manufacturers and retailers are responsible for ensuring products are correctly registered and labelled.
- There are penalties for supplying products that are not registered or labelled after 31<sup>st</sup> of December, 2006.
- Designers, architects, builders and plumbers must ensure the products they are specifying for installation after 1 January 2007 are WELS compliant
- All products that are WELS approved can be viewed at [www.waterrating.gov.au](http://www.waterrating.gov.au)

## ALCC - Harold Park Function June 2006

"It was a wonderful opportunity for Caroma Dorf to introduce WELS to the ALCC members and guests. This created awareness of the new Government Legislation and answered any underlying questions as to product sustainability and market requirements. As platinum sponsor of the ALCC we would like to thank Michael Rizk and his team for their support within the industry and for an enjoyable evening shared by all." - Tracey Ware





## Caroma Dorf Leading the push for water efficiency in line with Wels

Widely recognised as a market leader in the development of water efficient products, Caroma Dorf is again ahead of the game in compliance with the Federal Government's new national Water Efficiency and Labelling Standards (WELS) Scheme, coming into force on July 1, 2006.

With Australia's leading brands in sanitaryware and tapware included in its portfolio, Caroma Dorf has a strong commitment to helping Australians save water. The development of innovative water saving technologies including Caroma Smartflush® and Dorf Water Efficient Tapware (W.E.T.®) technology ensured Caroma Dorf was well positioned to be among the first to embrace the new WELS Scheme.

WELS sets out national water efficiency rating and labelling criteria for a range of household and commercial water-using products, including toilet suites, urinal equipment, showers and tapware – used over a kitchen sink, bathroom basin, laundry tub or ablution trough. The Scheme was introduced on a voluntary basis on July 1, 2005 with mandatory compliance now imminent.

The objective of the WELS Scheme is to provide consumers with a benchmark from which to compare water-using products with the aim of reducing water consumption. The Scheme will replace the voluntary 'A' rating scheme currently in place with a 6-star rating scale similar to energy efficiency scheme.

David Duncan, General Manager of Marketing for Caroma Dorf, said "The WELS scheme is a very important initiative to conserve our precious water resources and developing water-saving technologies is a key priority for our business. Caroma Dorf fully supports the WELS Scheme and has made a considerable investment to ensure products are approved and labelled ahead of the date for mandatory compliance."

### Caroma Dorf Products Are WELS Ready

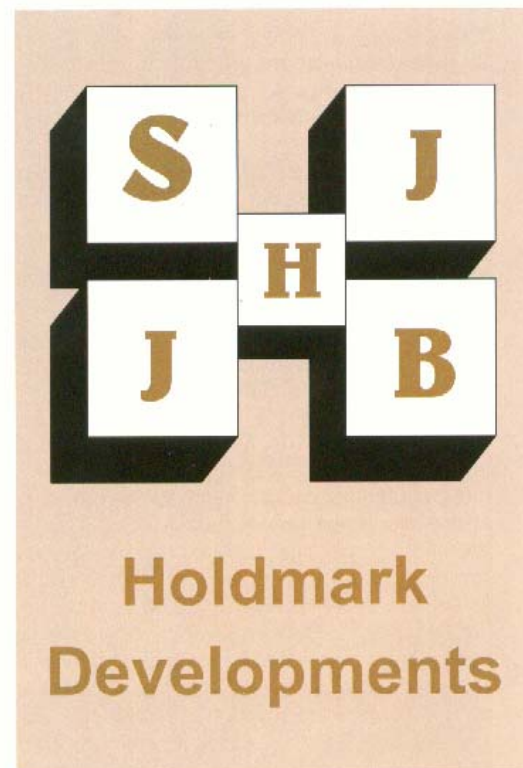
- Caroma, Fowler and Stylus toilet suites/urinals. Caroma Smartflush® products and select toilet suites in the Fowler portfolio are WELS 4-star rated. A 3-star rating has been achieved for 6/3L toilet suites across the Caroma, Fowler and Stylus brands.
- Dorf, Caroma and Irwell tapware, mixers and showers. A WELS 3-star rating has been achieved for tapware, mixers and showers with the exception of a 2-star rating for four rain showers.

Incorporating Australia's foremost brands in domestic and commercial sanitaryware, kitchen and bathroom products, Caroma Dorf is at the forefront of product innovation, corporate responsibility as well as the development of environmentally sound technologies.

Leading the way in WELS compliance, consumers, architects, builders and plumbers can feel confident that by selecting products from any of these leading brands, they will save precious resources and meet all current regulatory requirements.

For commercial & trade media information contact Felicity Van Rysbergen at Line Communications on (02) 9356 2711 or [felicityvr@linecommunications.com.au](mailto:felicityvr@linecommunications.com.au)

For consumer media information contact Diana Bauer at City Public Relations on (02) 9267 4511 or [dbauer@citypublicrelations.com.au](mailto:dbauer@citypublicrelations.com.au)



## Doing Business in the Arabian Gulf

By Adam Malouf

So, you are thinking about doing business in the Arabian Gulf? Although the ways of doing business in the Arabian Gulf are much the same from a commercial, if not cultural, perspective, the methods of establishing a legal presence to do business differ substantially from that of Western nations, including Australia.

The Gulf Co-Operation Council (or GCC) countries, which include the United Arab Emirates (UAE), the Sultanate of Oman, the State of Qatar, the Kingdom of Bahrain, the Kingdom of Saudi Arabia and the State of Kuwait, each have similar regimes for establishing a legal presence to do business, but with subtle differences. For the purposes of this article, I will concentrate on establishing a legal presence to do business in the UAE.

There are four key ways to establish a legal presence to do business in the UAE, which I will deal with in turn:

1. Appointing a commercial agent in the UAE.
2. Establishing a limited liability company (LLC) in the UAE.
3. Establishing a branch of a foreign company in the UAE.
4. Establishing a presence in one of the many free zones in the UAE.

### Commercial Agent

The UAE Agencies Law provides that only UAE nationals (or companies wholly owned by UAE nationals) may act as the agent of a foreign principal in the UAE. To be enforceable under UAE law, an agency agreement must be registered with the UAE Ministry of Economy and in order to be registrable, the agency agreement must confer an exclusive agency. Registration affords the agent certain statutory rights under the UAE Agencies Law, such as an entitlement to commissions made on all sales within the territory as defined under the agency agreement and an entitlement to compensation if the agency agreement is terminated by the foreign principal. The key is to choose your agent wisely, as it is tough to divorce an agent that is registered in the UAE without suffering a monetary blow.

### Limited Liability Company

This is an entity which is 51% owned by a UAE national (or company wholly owned by UAE nationals) and 49% owned by a foreign entity or individual. Although majority owned by a UAE national, legal safeguards may be instituted into the procedures for managing and operating the LLC, which should restrict the ability of the UAE national to "takeover" the operation of the LLC. The choice of UAE national or "sponsor" is extremely important, and is a question commonly asked in the course of business in the Arabian Gulf, the answer to which may make or break a deal.

### Branch of a Foreign Company

There is no equity in a branch, but it allows you to transact business onshore in the UAE. The branch must appoint a UAE national (or company wholly owned by UAE nationals) as the national service agent or "sponsor" of the branch, who is not entitled to a portion of the branch's profits, but is usually paid an annual fixed fee for his or her services. Historically, branches have only been able to carry out non-trading activities (such as acting as a representative or regional headquarters office), but recent ad hoc statements from certain government authorities have suggested that branches may be able to carry out trading activities.

### Free Zones

These are special areas designated, generally, by industry, allowing businesses in that particular industry to conduct business in that special area. Each free zone generally has its own governing authority and, generally, its own rules and regulations. The advantages of free zones are: 100% foreign ownership of an entity incorporated in a free zone, tax holidays (sometimes up to 50 years), import and export tax exemption, unrestricted repatriation of capital and profits and sponsorship of employees by the relevant free zone authority. The main disadvantage of a free zone is that an entity incorporated in a free zone cannot technically conduct business outside that free zone without,



## Doing Business in the Arabian Gulf ..... Continued

for example, appointing a commercial agent under the UAE Agencies Law or establishing an LLC. However, the degree to which the authorities enforce this rule is unclear.

Examples of free zones in the UAE include: the Dubai Technology and Media Free Zone, Dubai International Financial Centre, Dubai Airport Free Zone, Dubai Industrial City and Dubai Logistics City.

### The Future

As part of the negotiation and eventual implementation of the UAE/Australia Free Trade Agreement and the UAE/USA Free Trade Agreement, moves are being made generally to liberalise trade between the UAE and Australia and the UAE and the USA. In terms of Australian companies doing business in the UAE, this may mean that current restrictions relating to: majority UAE national ownership in an LLC, the appointment of a UAE national as the national service agent of a branch of a foreign company and the need to appoint a UAE national as a commercial agent to distribute products and services in the UAE may be relaxed or removed altogether.

Austrade, the Australian Consulate in Dubai and the Australian Embassy in Abu Dhabi play a significant and effective role in assisting Australian companies to do business in the UAE and the wider Arabian Gulf and should be consulted thoroughly.

*Adam Malouf is a corporate and commercial lawyer with UK law firm Clyde & Co's Middle East Regional Office in Dubai, and a Director of The Australian-Lebanese Chamber of Commerce. If you require any further information regarding this article, please contact Adam on Tel: +971 4 331 1102 or + 971 50 655 22/4 or email: adam.malouf@clydeco.ae*

### Middle East & North Africa

- ✓ In April 1,400 construction projects valued at more than \$1 trillion are active across the Gulf countries making it largest region per capita for activity globally
- ✓ Mohamed Alabaar of Emaar stated in a press conference on their developments that plans for the moon are too early to release as feasibility studies are still under way.....
- ✓ Vast differences across the region, but with commonalities and complementarity's. Investment across the region is extensive
- ✓ Middle East & North Africa oil production runs a US\$2,000 per second, US\$1.67 billion per day, US\$610 billion per year profit to the region overall at today's prices
- ✓ High oil prices have moved regional countries from deficits in the mid 1990's to strong surplus positions today

Australian Government  
Australian Trade Commission

#### United Arab Emirates



#### Did You Know That

- ✓ 24.7 mil passengers and 1.3 mil mt of cargo through Dubai airport in 2005
- ✓ Abu Dhabi has announced \$10 bil to be spent on tourism
- ✓ Demand for power increasing at 15% per annum, and water needs to double over next 10 years at a cost of \$120 bil
- ✓ UAE current building projects valued at \$295 billion.
- ✓ Ritchie Bros auction house moved 1,800 pieces of equipment in 2 days in March

Australian Government  
Australian Trade Commission

#### United Arab Emirates



#### Did You Know That

- ✓ Diversification has doubled GDP. Oil delivers 6% in Dubai
- ✓ The Mall the merrier - GLA increasing from 2.3 mil sqm in 2006 to 4.3 mil sqm in 2008
- ✓ Two thirds of UAE companies saw double digit growth in 2005
- ✓ Population to grow from 4.5 mil currently to 6 mil by 2010
- ✓ Currently 5 mil tourists per year to Dubai increasing to 15 mil by 2010
- ✓ There are presently 450 hotels under construction or planned at \$50 bil cost

Australian Government  
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Courtesy of Austrade presentation by Senior Trade Commissioner, Middle East and North Africa, Mr Peter Linford on a recent trade roadshow in Australia on "Winning Business in Middle East and North Africa"

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## Australia invites tourists from Lebanon: A special welcome

Chairman of Tourism Australia, Tim Fischer in a special message for the Australian Lebanon Trade Delegations said that good people in Lebanon are most welcome to follow in the footsteps of three waves Lebanese Migrants, and come visit Australia. It is food for thought that you can have breakfast in Beirut or Byblos, and lunch the next day in Brisbane or even Bendigo or Ballarat in the Victorian Gold Field. Our gateway capital cities have a wide range of hotels and serviced apartments ready for Tourist from Lebanon, some of these not unlike the magnificence of the May Flower Hotel, a boutique hotel in Downtown Beirut, near the AUB.

Lebanese visitors, there is much to do and see including enjoying the historical length between Australia and Lebanon, but also there are unique activities not available in Lebanon, but available in Australia. Two examples of these are the long distance luxury train, such the Sun Lander, Brisbane to Cairns, again Adelaide to Darwin and the Indian Pacific Sydney to Perth.

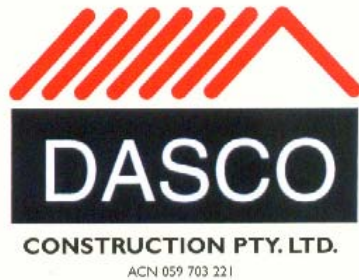
Secondly, there are the many clusters of Golf courses the length and breadth, readily available, by

way of example at the BCGC it is US\$10 Dollars for annual membership and \$US2 Dollars for 18 holes playing. If homesick during an extended stay in Australia, there are many Lebanese Restaurants available including quality restaurants in Albury between Sydney and Melbourne, right across to Western Australia. I happily invite Lebanese Tourists to come and visit, there are daily connecting one stop flights to Perth, Darwin, Brisbane as well as Sydney, Melbourne and Adelaide.



**Tim Fischer**  
Former Deputy Prime Minister  
And Minister of Trade

I salute the spirit of the Lebanese people who have endured much over the decades, but are bouncing back in the 21st Century.



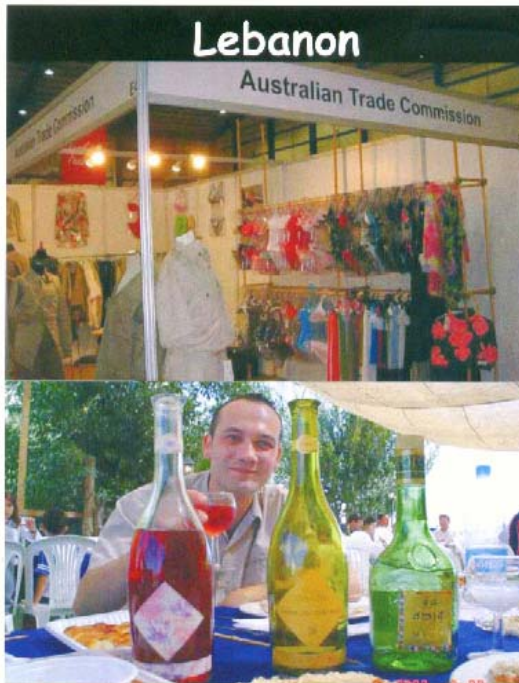
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## Doing Business in Lebanon



### Did You Know That

- ✓ Lebanese mountain resorts are summer playgrounds for wealthy Arabs
- ✓ Future Investments in hotel sector estimated at \$600M (Grand Hyatt, Four Seasons, Hilton...)
- ✓ Largest investment project ZENITH estimated at \$1.2Bn
- ✓ The ME accounted for 54 of 793 billionaires in Forbe's list (21 fr Turkey, 9 fr SA, 8 fr Israel, 6 fr Lebanon and 8 others of Lebanese descent)



Australian Government  
Australian Trade Commission

Courtesy of Austrade presentation by Senior Trade Commissioner, Middle East and North Africa, Mr. Peter Linford on a recent trade roadshow in Australia on "Winning Business in Middle East and North Africa"



### Did You Know That

- ✓ Beirut is Middle East's commercial, intellectual and banking centre
- ✓ Lebanon ranks 7<sup>th</sup> in MENA in economic freedom and 6<sup>th</sup> in e-government readiness (Wall Street Journal index)
- ✓ World's 3<sup>rd</sup> largest container shipping line (CMA-CGM) announced plans to build its \$12M headquarters in Beirut
- ✓ The EIU Index of political freedom in Arab World ranked Lebanon in 1<sup>st</sup> place





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## Arab Bank Luncheon

Arab Bank Australia hosted a boardroom business luncheon recently for Chamber Executives to further strengthen the existing relationship between the Bank and the Chamber. The luncheon was attended by Joe Khattar, Michael Rizk, Michael Murr and Maurice Doumit from the Chamber and James Wakim, Joe Rizk, Les Taylor, Sigi Cerveny, Emile Chahine, Ian St Vincent and Claudio Piccini from Arab Bank Australia.

A wide range of topics of mutual benefit were discussed as well as the visit to Beirut in July and the participation of Arab Bank Australia in this visit, mainly in relation to their active development of Trade Business in the region. Also discussed was Arab Bank Australia's major sponsorship of the Austrade Roadshow "Winning Business in the Middle East & North Africa" held in May this year. The Roadshow proved to be a resounding success for all involved, covering all capital cities in Australia as well as several provincial centres.

The Chamber, Arab Bank Australia and Austrade will be working hand in hand in all matters related to trade between Australia and Lebanon as well as other Middle Eastern Countries, in the months and years to come. The Chamber is confident that with such an arrangement it will better serve its members and supporters more effectively as the fruits of this relationship continue to grow and the members and supporters of the Chamber reap its rewards.



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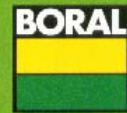
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# Australian Lebanese Chamber of Commerce

## Sponsorship Packs

### Platinum Package Principal Sponsor

**Cost: \$10,000 Limit 1** (including GST)

**Package includes:**

- 2 tables of 10 at the Annual Business Awards Dinner.
- 2 tables of 10 at the Annual Business Lunch.
- 20 tickets to our Business Seminar.
- 50 copies of our "Chamber News" newsletters for every issue.
- Mention in "Chamber News"
- Primary exposure at all functions by way of prominent corporate signage and official acknowledgement.
- Primary exposure on website, with links to your own website.
- Free Corporate Membership with the ALCC

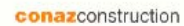


### Gold Package Major Sponsor

**Total Cost: A \$5,000** (including GST)

**Package includes:**

- 1 table of 10 at the Annual Business Awards Dinner.
- 1 table of 10 at the Annual Business Luncheon.
- 10 tickets to our Business Seminar.
- 40 copies of our "Chamber News" newsletter for every issue.
- Mention in Chamber News
- Exposure on ALCC Website
- Free Corporate Membership with ALCC



### Silver Package General Sponsor

**Total Cost: A \$2,500**(including GST)

**Package includes:**

- 1 table of 10 at the Annual Business Awards Dinner.
- 1 table of 5 at the Annual Business Lunch.
- 5 tickets to our Business Seminar.
- 20 copies of our "Chamber News" newsletter for every issue.
- Exposure at all functions by way of corporate signage and official acknowledgement.
- Exposure on our website, with links to your own website.
- Free Corporate Membership





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Chief Manager, Banking  
Contact 02 9377 8900

Ian St Vincent  
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Sydney  
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f 02 9247 4447

**Auburn**  
19 Auburn Rd  
Auburn  
t 02 9749 9400  
f 02 9749 9300

**Bankstown**  
Cnr Restwell St  
and South Terrace  
Bankstown  
t 02 9707 3755  
f 02 9790 6943

**Campsie**  
206 Beamish St  
Campsie  
t 02 9787 2133  
f 02 9718 0594

**Liverpool**  
236 Macquarie St  
Liverpool  
t 02 8706 0300  
f 02 8706 0301

**Parramatta**  
74 Macquarie St  
Parramatta  
t 02 9893 7633  
f 02 9893 7830

**Rockdale**  
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Rockdale  
t 02 9597 1122  
f 02 9597 7799

### Victoria

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