

Ref No.	Date	State	Size	Sector	Export significant?
1	27/5	SA	< 50	Manufacturing	Yes, < 50%
2	27/5	SA		Manufacturing	Yes, > 50%
3	27/5	SA	< 50		No
4	27/5	SA			No
5	27/5	SA	> 100	Electronic manufacturing	Yes, > 50%
6	27/5	SA	< 10	Agriculture	Yes, > 50%
7	28/5	QLD	< 10		No
8	28/5	QLD	> 100	Aged care	No
9	30/5	SA			Yes, < 50%
10	31/5	VIC	< 50	Transport and logistics	Yes, > 50%
11	31/5	VIC	< 50	Wine production	Yes, > 50%
12	31/5	VIC	< 50		Yes, < 50%
13	31/5	TAS	> 100		Yes, < 50%
14	31/5	VIC	< 50	Manufacturing	Yes, < 50%
15	2/6	SA	< 100	Footwear manufacture	Yes, < 50%
16	2/6	WA	< 50	Manufacturing	Yes, > 50%
17	3/6	NSW	< 50	Corporate advisory	Yes, > 50%
18	3/6	VIC	> 100	Manufacturing	Yes, > 50%
19	3/6	WA	< 50	Manufacturing	Yes, < 50%
20	4/6	TAS	< 50	Mining equipment manufacture	Yes, > 50%
21	4/6	VIC	< 50	Horticulture	Yes, > 50%
22	4/6	VIC	< 50	Design & manufacture	Yes, > 50%
23	4/6	VIC	< 100	Environmental	Yes, < 50%
24	4/6	VIC	< 50		Yes, < 50%
25	6/6	TAS	< 10	Education & Arts	Yes, > 50%
26	7/6	WA	< 50	Marine	Yes, > 50%
27	7/6	QLD	> 100	Agribusiness	Yes, > 50%
28	7/6	QLD	> 100		No
29	17/6	NSW	> 100	Manufacturing	Yes, > 50%
30	17/6	NSW	< 10		Yes, < 50%
31	22/6	WA	> 100	Steel fabrication	No
32	22/6	WA	< 50	textiles carpet manufacturer	Yes, < 50%
33	23/6	WA		Retail	Yes, < 50%
34	25/6	WA			Yes, > 50%
35	28/6	WA	> 100	Mining	Yes, > 50%
36	29/6	ACT	< 50	Education	Yes, > 50%
37	29/6	VIC	< 10	Cultural industry, arts and entertainment	Yes, > 50%

38	30/6	WA	< 50	Sand for domestic market	No
39	10/7	NSW	< 10	Commercial audio equipment and accessories	
40	22/7	NSW	< 10	Business association	No
41	27/7	QLD	> 100	Meat	Yes, > 50%
42	27/7	WA	> 100	Manufacturing	Yes, < 50%
43	27/7	QLD	> 100	Manufacturing	Yes, > 50%
44	30/7	WA	> 50	Mining	No
45	30/7	NSW	<50	IT	Yes, >50%
46	30/7	SA	<50	Manufacturing	Yes, > 50%
47	26/8	NSW	< 50	Manufacturing	Yes, > 50%
48	26/8	NSW	<10	Freight forwarding	Yes, > 50%
49	26/8	ACT	>100	Business association representing major Australian companies	Yes, > 50%
50	26/8	ACT	< 50	Business services, trade facilitation	Yes, >50%
51	26/8	NSW	< 50	Corporate advisory	Yes, >50%

Ref No.	Examples of FTA products	Primary Overseas Markets	Have any FTAs had (+) impact?	Have any FTAs had (-) impact?	New export market or expansion of existing market due to FTA?
1		Singapore; New Zealand	None of the above		No
2	Pumps and related equipment	New Zealand; China; other	Yes, AANZFTA; AUSFTA	No	No
3			Yes, AANZFTA; CER		No
4		New Zealand; Middle East	None of the above	Thai Australia as a result of cheap imports	No
5	ETMs, electronic components	US; UK; Singapore; NZ; Japan; Thailand; HK; India; Malaysia; Middle East; China, Korea; other	Yes, AANZFTA; TAFTA; AUSFTA;	No	Yes
6		US; Middle East; China			No
7		New Zealand	None of the above		Maybe
8			None of the above		No
9		US; UK; Singapore; NZ; Japan; Thailand; HK; India; Malaysia; Middle East; China; other		Effects my clients doing business	No
10	Various	US; NZ; Thailand; HK; India; Malaysia; China; Korea	Yes, TAFTA; AUSFTA; CER		Maybe

11	Bottled wine	Singapore; China; other	Yes, SAFTA		Yes
12		US; HK; China	Yes, AUSFTA		No
13		UK; Japan; Other	None of the above		No
14	Wax	Singapore; NZ	Yes, SAFTA; CER		No
15	Rural and industrial work boots	US; Other			No
16	Pre-fabricated safety flooring	US; Singapore; Malaysia; Middle East	Yes, SAFTA; AUSFTA		Yes
17		Thailand; India; Other			
18	Vehicles, automotive components	Middle East	Yes, TAFTA		Yes
19	Machinery, in particular composting equipment	Other			No
20	Machinery, mine-haulage trucks - export	US; NZ; Other	Yes, AANZFTA; AUSFTA; AC FTA		Yes
21	Australian peat soil improver	Other	None of the above		No
22	Solar controller	Other; China	Yes, SAFTA; TAFTA; AUSFTA		No
23	Pollution monitoring equipment e.g. gas analysers	India; Middle East; China	Yes, AANZFTA; SAFTA; TAFTA; AUSFTA; CER; AC FTA		Maybe
24		UK	Yes, CER		No
25	Export services only	NZ; Thailand; Hong Kong; Malaysia	None of the above		No
26	Deck hardware yachts and power boats, lighting, anchoring products, rope, seats, rendering equipment, stainless steel, fittings, propellers, steering systems.	US; UK; Thailand; Other; China; Korea	Yes, TAFTA; AUSFTA	Export to Thailand via boat Builder in WA	Maybe
27	Macadamias	US; Japan; Other	Yes, AANZFTA; SAFTA; TAFTA; AUSFTA	USA	
28		Japan; China; Other	None of the above		Maybe
29	Pharmaceutical products - export	China	None of the above		No
30		Singapore; NZ; HK; Malaysia; Middle East; Other	None of the above		Maybe
31	Steel structures, pressure vessels, subsea isolation valve modules	China; other			No
32	We export to NZ, China and South Korea.				
33	Beds and bedroom furniture	Malaysia; China	None of the above		Yes
34		US; UK; Other	Yes, Australia-United States FTA – AUSFTA (Commenced 1 January 2005)		No

35	Machinery – import	Japan; China; Korea	None of the above		No
36	Services – education	Singapore; Thailand; Malaysia; Middle East; Other	None of the above		No
37	Art/entertainment – export	US; UK; Singapore; NZ; Japan; HK; India; Malaysia; Middle East; China; Korea			No
38			None of the above		No
39	Microphones and accessories	US; NZ; Malaysia	Yes, SAFTA; AUSFTA	The UAFTA Agreement has been beneficial to our agent in the USA to offset the cost of a stronger Aussie Dollar but he'd prefer a lower exchange rate any day!	No
40	Primary industries (mining and agriculture products and by products exported by members), Services (accounting and legal and consulting), Financial services	Korea	None of the above	No comment as we are an industry association.	Maybe
41	n/a	n/a	n/a	No	n/a
42	None at present	US; Singapore; NZ; Thailand; India; Malaysia; Middle East; Other – Europe; Africa; Pacific and Indonesia	n/a	If China has gained access into any overseas markets through FTA, then yes, their cheap products do affect our sales of solar water heaters	No
43	Automatic circuit reclosers and load break switches	n/a	Yes, AANZFTA; TAFTA; AUSFTA; CER	None	Maybe
44	Uranium	Domestic; but view to future export	Not likely to	No	No
45	IT design and IT systems	US; China; ASEAN	None of the above	No	No
46	IT programs	US; Japan; ASEAN	None of the above		No
47	Manufacturing – export and import of Manchester/blankets/ linen	US; Czech Republic, China	Yes, Australia-United States FTA – AUSFTA (Commenced 1 January 2005)	TAFTA agreement caused import competition, made Australian industry uncompetitive with cheaper labour	Yes
48	Anything and everything	US; China; Chile	Yes, but in terms of imports – AUSFTA, TAFTA, SAFTA	No, only in terms of greater rules/regs and compliance issues	Yes
49	Steel, manufactures, rubber mfging and processing/ financial services/ building products/ transportation	All major markets	Yes, SAFTA; AANZFTA, TAFTA	No	Maybe

50	Range of business services and business matching services	US; India; China	No	No	No
51	Corporate advisory services	US; China; India; Thailand; Singapore; Hong Kong	Yes and no. Yes more interest in business in FTA markets but no, not really assisted business make money.	Yes, greater competition from other FTAs with other countries.	Yes, has indirectly assisted

Ref No.	Which FTA assisted?	Services?	Example of Service?	Cheaper Imports?	Benefits from easier FDI?
1		No, not at all			No, no benefit at all
2	AUSFTA affected duty on imports from US, < \$50,000	No, not at all		Yes, components manufactured in USA that we subsequently use for manufacturing and assembly in Australia. This is a relatively small part of our imports, worth approx \$10,000	No, no benefit at all
3		No, not at all			No, no benefit at all
4		No, not at all		Potentially the USA/Aus FTA may assist with our proposed importation of new finished goods to the value of >500k per year	No, no benefit at all
5	AUSFTA increased our business into the USA by more than \$1m; AANZFTA is making our products more competitive in most of ASEAN; TAFTA will have the same impact over time.	Yes, marginally	AUSAFTA made it easier to invest in US businesses.	Yes. AANZFTA has reduced the cost of some imports from Malaysia.	No, no benefit at all
6		No, not at all			No, no benefit at all
7		No, not at all			No, no benefit at all
8		No, not at all			No, no benefit at all
9		No, not at all			Yes, marginally benefited (were able to secure some inward investment benefits)
10	AUSFTA, TAFTA, ANZCER	Yes, significantly	Import & export freight forwarding services	No	No, no benefit at all
11	Singapore-Australia, around \$500,000.	Yes, marginally	Expansion of Australian wine export into Singapore	Not really, as most goods for wine production are imported from EU. There may have been some benefit from American oak barrels?	No, no benefit at all
12		Yes, marginally	Australia-United States FTA helped to some extent continuing our presence on a	No	No, no benefit at all

			very difficult US retail market		
13		No, not at all			No, no benefit at all
14	We expect to get new business in the USA which will be worth around \$500,000 if we are successful	No, not at all		Have not noticed any difference - however most of our products come via trading companies primarily from China	No, no benefit at all
15		No, not at all			No, no benefit at all
16	Australia - U.S.A. This year we expect to see A\$2M - A\$3M.	Yes, significantly	We have set up an operation in Houston which employs local personnel and carries inventory of products manufactured in Australia.		No, no benefit at all
17					
18	Thailand-Australia FTA	No, not at all		Importation of Thai produced vehicles free of passenger motor vehicle tariff	No, no benefit at all
19					No, no benefit at all
20	Chile. No business completed as yet but the fact the FTA is in place is a major advancement	No, not at all	This will change once we have established a sale/s in Chile		No, no benefit at all
21		No, not at all	no	No	No, no benefit at all
22	Singapore Australia less than 200000 Australia United States less than 50000	Yes, marginally	Sales through Singapore are easier	No	No, no benefit at all
23		Yes, marginally	FTA with Chile. Has opened up the market to us by allowing us to be more competitive against our competitors who are USA based (and already had FTA with Chile for many years.)	Not sure	No, no benefit at all
24		No, not at all			No, no benefit at all
25		No, not at all			No, no benefit at all
26	Less than \$50,000	No, not at all		Yes	Yes, marginally benefited (were able to secure some inward investment benefits)
27	Thailand more potential in future years for our business.	Yes, significantly	Roasting and flavouring macs to the USA previously had a 26% tariff - required such activities to be conducted in the US. Now reduced to 0% and VA work undertaken in OZ.		No, no benefit at all
28		No, not at all			No, no benefit at all
29					
30		No, not at all			No, no benefit at all

31		No, not at all			No, no benefit at all
32					
33		Yes, marginally			
34		No, not at all			No, no benefit at all
35		No, not at all			No, no benefit at all
36		No, not at all			No, no benefit at all
37		No, not at all			No, no benefit at all
38		No, not at all			No, no benefit at all
39		No, not at all		Also the SAFTA agreement helps us with our Singapore made microphones for the Zero Duty rating.	No, no benefit at all
40	n/a		n/a	n/a	
41	n/a	n/a	n/a	n/a	n/a
42	FTA Singapore and Thailand are important – each worth \$200K annually	No, not at all, we are already established	n/a	We purchase mainly through Australian business houses, some comes from overseas, however we do not see any direct benefit	No, no benefit at all
43	AANZFTA \$1m +	Not yet. It is only that our existing customers benefited at this stage but we do see business increased in Vietnam.	As mentioned above our orders from Vietnam have increased in volume.	Not sure about that.	Not sure
44	None likely to assist	No, not at all	n/a	No	No, no benefit at all
45	None	No, not at all			No, no benefit at all
46	None	No, not at all		Yes. Thailand and ASEAN	No, no benefit at all
47	US duty free imports for raw materials were lowered.	No, not at all	n/a	US FTA	No, no benefit at all
48	All assisted. Increase in freight traffic	Yes, marginally	n/a	n/a	No, no benefit at all
49	TAFTA, SAFTA, AANZFTA – difficult to quantify	Yes, marginally	Eg. Insurance access will potentially be improved with the increase in permissible ownership levels in offshore companies under AANZFTA (particularly in Indonesia)	N/a	No, no benefit at all
50	None	No, not at all	n/a	n/a	No, no benefit at all

51	All helped.	Yes, significantly	Business advisory services to understand FTA markets	Yes, some clients sourced cheaper products	No, no benefit at all

Ref No.	Regulatory costs reduced?	Effective communication from Government?	Enough opportunities to input into FTAs?	A market/barrier not addressed?
1	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
2	No, no benefit at all	Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities but my company is too busy to participate	I am very much looking forward to progress with China
3	No, costs have risen	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
4	Yes, marginally	Yes, effectively communicates but my company is too busy to participate	No, does not provide enough opportunities	
5	Yes, marginally	No, does not effectively communicate the benefits and opportunities (could do much more)	Yes, provides enough opportunities but my company is too busy to participate	
6	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
7	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
8		No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
9	No, no benefit at all	Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities	
10	Yes, marginally	Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities	No
11	Yes, marginally	Yes, effectively communicates benefits and opportunities	No, does not provide enough opportunities	
12	Yes, marginally	Yes, effectively communicates but my company is too busy to participate	Yes, provides enough opportunities but my company is too busy to participate	We would like to see the Australia-China FTA come to fruition
13	No, no benefit at all		Yes, provides enough opportunities but my company is too busy to participate	
14	No, costs have risen	No, does not effectively communicate the benefits and opportunities (could do much more)	Yes, provides enough opportunities but my company is too busy to participate	
15		No, does not effectively communicate the benefits and opportunities (could do much more)	Yes, provides enough opportunities but my company is too busy to participate	
16	No, no benefit at all	Yes, effectively communicates benefits and opportunities	No, does not provide enough opportunities	Middle Eastern markets in particular. Also Russian markets where we have also established a presence to get involved with the upgrading of their infrastructure.

17				
18	Yes, marginally	Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities	Non-tariff barriers in Thailand; general export tariff outcomes as part of ASEAN FTA
19	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	Import duties into U.K. and Indonesia for our exports and no duties into Australia for our competitors.
20	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	Yes, provides enough opportunities	Brazil, Mexico.
21	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
22	Yes, marginally	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	No, because I'm not sure what the government has/not done. Most of the reporting focuses on big companies and big lobby groups, and small business is ignored.
23	Yes, marginally	Yes, effectively communicates benefits and opportunities	No, does not provide enough opportunities	
24	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	Yes, provides enough opportunities	
25	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
26	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	I cannot give a detailed informed concluding statement as we have not been involved long enough to evaluate FTA negotiations.
27	Yes, marginally	Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities	Specifically for macadamias, major markets of China , India and Korea have no/little domestic industry but prohibitive tariffs that make market
28	No, no benefit at all	Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities	
29		No, does not effectively communicate the benefits and opportunities (could do much more)		
30	Yes, marginally	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
31	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	Cheap imports
32	Yes, marginally	Yes, effectively communicates but my company is too busy to participate	Yes, provides enough opportunities	
33		No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	Australia has not been able to balance wealth addition

				(manufacturing) with domestic input taxes and charges versus overseas taxes and charges. e.g. payroll tax
34	No, no benefit at all	Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities	
35	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
36	No, no benefit at all	Yes, effectively communicates benefits and opportunities	No, does not provide enough opportunities	The FTA with US specifically excludes the delivery of services under USAID programs. This came as a complete surprise after the event
37	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	Yes, provides enough opportunities but my company is too busy to participate	
38	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	
39		Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities	
40		Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities	No
41	No, costs have risen	n/a	n/a	n/a
42	Yes, marginally	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	FTA ASEAN Free Trade with the Solar Water Heater industry starts 2015-2020, the environment is an issue globally and this was not taken into consideration, FTA ASEAN is for food only
43	No, no benefit at all	Yes, effectively communicates benefits and opportunities – only via Chamber of Commerce	Not sure	Not sure
44	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	Many overseas in-country FDI barriers not addressed.
45	No, costs have risen	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	Many barriers in Asian market not addressed.
46	No, costs have risen	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	Non-tariff barriers in ASEAN are enormous and were not addressed.
47	Yes, marginally	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	Want greater input into FTA decisions. For example, completely opposed to the China FTA. Will only create further competition for mfrs in TCF sector. In case of US FTA it is not beneficial to both sides. Example, can import fabric without declarations but to export to US

				must be 100% wholly made product. ie. All raw material from Australia to US has stricter requirements than from US to Australia.
48	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	n/a
49	No, costs have risen	Yes, effectively communicates benefits and opportunities	Yes, provides enough opportunities	Many behind the border barriers not addressed. Eg. foreign ownership rules in Thailand. However, these should have been drawn to attention of government by members.
50	No, no benefit at all	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	Number of key behind border barriers have not been addressed by FTAs. It is difficult to address them all but these should not be ignored. Addressing these and helping to address these will be the source of many services business
51	No, costs have risen	No, does not effectively communicate the benefits and opportunities (could do much more)	No, does not provide enough opportunities	Most of the seminars and information discussions focuses on big companies and big lobby groups, and SMEs are largely ignored. Legal services in Singapore is an issue still not adequately addressed by SAFTA

Ref No.	Any other benefits?	Integration in the Asia Pacific?	Consultation Costs	Familiarity Costs	Altered Production/Supply Decisions
1		No			
2	No	No	Nil	AUSFTA - investment of time only in understanding the terms and clarifying with suppliers what would qualify.	Minimal change to our supply decisions. Being a global company those decisions are based primarily on where the goods are manufactured.
3		No			
4		No			
5	Internal regulatory changes or exemptions can be more powerful than simple reductions in import duties. Being accepted as a 'local' supplier in the USA has had the most significant to our business.	Yes	AUSAFTA	AUSAFTA, ASEAN FTA	Reduced costs due to AUSAFTA & ASEAN FTA

6		Unclear			
7		No			
8		Unclear			
9		No			
10		Unclear			
11		Yes	Yes, costs from TAFTA, AUSFTA	No	No
12		Unclear	N/A	N/A	Yes, costs from Australia-US FTA
13		No			
14		No	Nil	None	None
15		No	Nil	Zero	None
16	Where there is an F.T.A. in place, it creates a different mentality where the people we are dealing with feel that our countries are close friends and allies. This means that they are more willing to deal with Australian exporters.	Unclear	Nil	Nil	Nil
17					
18		Unclear	Nil	Yes, costs from TAFTA & AANZFTA	Unclear
19					
20		No			
21	No	Unclear	Nil	No	No
22		Unclear			
23	Ability to open up opportunities in markets was our competitor's home country already has FTA's with that country.	Yes			
24		No			
25		No			
26	We expect to be more competitive with imports from the US with a new range of products but it is early days and shipping from US to Australia is real issue, both logistically and financially.	Unclear	\$20,000.00 to attend meetings	Yes costs to travel	Yes costs
27		Yes			
28		Unclear			
29		Unclear			

30		Unclear	\$30,000.00 travel costs to attend meetings		
31		No			
32	We are more flexible in the market place. We have specialised in carpet for ships which are built in South Korea, Thailand, China and The Phillipines. We have MED certificate which allows us access to the World market on ships.		\$50,000.00 for certification and travel on MED certificate.	\$50,000.00 plus We have manufacturing facility in Thailand.	
33		Unclear			
34		No	N/A	N/A	N/A
35		No			
36		No			
37		Unclear			
38		No			
39		No			
40	There is no doubt that just in the negotiation of an FTA both countries achieve a better understanding of the issues (business and political) impacting on each other. This must lead to a better environment in which the two countries can operate in future.	Unclear			
41	n/a	n/a	n/a	n/a	n/a
42	No	No	n/a	n/a	n/a
43	We become more competitive on the international market. Our customers draw benefits from FTA in the reduces import costs (duties etc)	Yes	n/a	n/a	n/a
44	None	No	n/a	n/a	N/a
45	Where there is an FTA, there is the thinking that it is easier to do business there. This is not the case. The FTA process is just window dressing. It is better to increase direct business support.	No	Can't attend because of time constraints	Yes	Yes, FTAs force people to think that the FTA market is easier to do business there. Even the rethinking required and reassessment is a cost that might not even lead to a business setting up there. More prioritisation of key markets is required. We are doing too much.

46	No	No	n/a	Yes	None
47	No.	Unclear	Not participated	Yes, time. Could be greater coordination between Depts involved and greater promotion.	Yes. Very importantly there has been an increase in shipping rates from/to markets under FTAs. This is a case of shipping industry profiteering in the order of 60-70% under the guise of a “peak trade adjustment”
48	Volume of trade increased	No	n/a	Yes. Changes to FTAs are not open and transparent for SMEs. In the US business is more aware of what is happening perhaps because included more in process. Government needs to have a register of FTA companies and send out bulletins, and advise of any changes. Much better mechanisms are needed during FTA consultation and also post consultation.	Yes. IN terms of companies we have acted for. Selling/buying/ marketing to countries with FTA in place. FTA does give the impression that there is a closer relationship in place between the two countries. While not actually the case in reality, FTAs give the impression that it is easier to do business with that market. This is something I have consistently seen over the last 7 years since signing of first FTA.
49	Yes. This is a perception (right or wrong) that it is easier/safer to do business in an FTA country. Companies have reconsidered the market opportunities in countries that have signed an FTA.	Yes	Yes, costly.	Yes, costly in terms of time.	In case of ASEAN it is too early. But Bluescope moved operations to Thailand perhaps as a result of FTA.
50	No.	No.	Significant costs to be involved when busy running business	Time costs are significant	No. Key markets dependent on business interest. China and India becoming key markets for my business.
51	Companies think that FTA means it is easier to do business with that country. They also think that process of negotiations means that there will be more business opportunities. This is wrong. After FTA is signed companies are forgotten and many issues no longer addressed. For example, legal services access in Singapore is still going on.	Already integrated. More important structural issues need to be addressed. Language barriers, cultural barriers, and way business is done in the markets in Asia.	Yes	Yes	Yes

Ref No.	Calculating and Proving Origin of Goods	Standards/Certification	Foreign Investment Rules	Tender Costs	Increased competition?
1	significant				Lower profits due to cheap imports. Even our own Government won't protect local content involvement for its own defence procurement requirements so it's all a bit of a joke.
2	Investment of time in discussing with suppliers what qualifications are required for AUSFTA to apply.	Nil	Nil	Nil	Nil
3					
4					Approx. \$1m in top line sales per annum
5	More costs for AUSAFTA & ASEAN FTA	More costs for AUSAFTA & ASEAN FTA	No change	More costs for AUSAFTA & ASEAN FTA	No change
6					
7					
8					
9					
10					
11	Yes, costs from TAFTA, AUSFTA	Yes, costs from TAFTA, AUSFTA	Yes, costs from TAFTA, AUSFTA	No	No
12	Yes, costs from Australia-US FTA	N/A	N/A	N/A	
13					
14	Small amounts for preparing Country of Origin	None	None	None	None
15	None	\$50,000.00 But not for any specific trade area	None	none	Don't know but Asian imports are a serious concern
16	Nil	Nil	Nil	Nil	Nil
17					
18	Yes, costs from TAFTA & AANZFTA	Yes, costs from TAFTA & AANZFTA	Unclear	No cost	Yes, costs from TAFTA, AANZFTA, AUSFTA
19	Difficult to conform for a small business				Imported Chinese equipment sold in W.A. as 'Unused' through auction houses without any statutory warranty
20					
21	Yes	Yes		No	Yes
22		US FTA- has not altered			Yes, US FTA makes it easier for

		product certification and standards required in our industry. Getting professional qualifications recognised currently irrelevant to us.			competitors to import to Australia. Australia has lower product regulation, and always will, due to the US litigious society. So a US product is able to fulfil Australia's product regulations, but not vice versa
23					
24					
25					
26	\$20,000 to attend meetings	Yes costs	\$10,000 to attend meetings	Yes, costs	Yes, costs
27					
28					
29					
30		Yes	Yes	Yes	Yes
31				more unsuccessful tenders due to cheap imports	less work due to cheap imports
32					
33					
34	N/A	N/A	N/A	N/A	We have been affected by imports from Malaysia, China and Korea.
35					
36					
37					
38					
39					
40					
41	n/a	n/a	n/a	n/a	n/a
42	n/a	n/a	n/a	n/a	n/a
43	n/a	n/a	n/a	n/a	n/a
44	n/a	n/a	Yes	n/a	n/a
45	Yes. This is very difficult under FTAs	Yes	No change	n/a	Yes.
46	Yes. Country of Origin proof	Yes, costs from ASEAN	None	None	Yes, imports from Asia
47	Yes, significant costs	Yes, significant	N/a	N/a	Yes. As mentioned above. The TAFTA led to substantial competition in TCF.
48	Yes. This is really difficult under FTAs. Especially AANZFTA. It is very complicated and exporters/ importers are really struggling with understanding it.	Yes, significant. Have concerns about the ability of overseas countries to police origin claims. Even in Australia, not managing the verification aspects			Yes

		correctly. The US is not adhering to its origin claims and has offended the terms of the agreement on many occasions.			
49	Yes, significant costs	Yes, significant	Yes	Yes	Yes. However, 3 rd countries using Australia's bilateral FTAs is something that has been overlooked. For example, China, through its FTA with Thailand accesses Australia-Thai FTA. More work needs to be done to quantify the extent of this.
50	n/a	n/a	Yes. Employing legal firms to understand some requirements	n/a	Yes. Particularly in services. More chinese firms/ Indonesian firms/ etc. in the business matching space. Difficult to compete. Australia is too transparent.
51	Yes	Yes	Yes	Yes	Yes

Ref No.	Other Costs	Negative Impact?	How to get more?	Consultation?	Transparency?
1					
2	Minimal	No impact on our company.	Only by negotiating them with other markets	No	No
3					
4			Better consider the impact on small business particularly those involved in manufacturing		
5	More costs for AUSAFTA & ASEAN FTA	NAFTA. US companies moved their factories to Mexico and now produce cheaper "US" products for sale in the US and other countries we compete in. ECC. Single border controls in the EU make it easier for EU customers to 'import' from EU members than from Australia.	Lots more time and money needs to be invested in helping Australian businesses understand and benefit from the FTA's.	FTA's are largely good for Australia but the implementation needs more effort and a continuing effort.	Making companies aware of how to benefit from FTAs is industry specific and based on the specific provisions of each FTA. A 'broad brush' approach does not work. So federal govt needs to work with the industry bodies to get the right information and directions to the specific industry sectors targeted in FTAs.
6		No impact	Have no relevance to our business so do not have an opinion on this.		

7			More information for small companies on how it operates	Important	Important
8					
9					
10		They don't	an FTA with China and japan should be a priority.	No	OK
11			Greater communication of benefits to individual Australian business as well as industry bodies.	Should be left to industry bodies.	As stated previously, better communication of benefits.
12			More communication during negotiation & after agreement		
13					
14	None	None	Simplify the paperwork requirements		
15	These have never been monitored	Would not know	FTA's are a serious barrier to the employment of low skilled workers in the manufacturing industries.	No	The current government is showing an amazing ability to claim transparency yet do all it can to hide the truth.
16	A\$20.00 / consignment for CCI stamping of documents & Cert's of Origin.	Not to my knowledge.			
17					
18		No not yet; however, possible impact from various GCC FTA's (Korea, Japan, EU, US etc.)	Ensure trade equity is a fundamental consideration in all FTA's - while all countries have sensitivities, it is often best to delay/postpone agreements until such time as fair and balanced outcome is achieved within all sectors.		
19			Ensure a true level playing field. If no duties are payable into Australia, then no duties should be payable on imports from Australia.		
20		European FTA with Brazil (NAFTA) and Mexico preclude a significant opportunity for sales into particularly Brazil.	Keep more abreast of Australian companies attempting to do business in Countries which have agreements in place with other competing countries.	Processes for consultation with business and the consideration of business needs in the pre-negotiation; negotiation and implementation phases	Agree
21	No	Don't know	Consult business first before making a decision	Consult major industries bodies before signing any FTA'S	Be aware that FTA effects going back as cheap imports come into Australia when FTA come into play

22			Consider small business, not just large lobby groups	Something as simple as a website people could log into/ comment on proposals in pre-negotiation?	Plain English explanations
23		Yes - see previous examples. Our competitors manufacture and are based in USA and China.			
24					
25					
26	Yes, costs		Port facilities streamlined and costs controlled		
27					
28					
29					
30	Yes	Not as yet	Unsure	Unsure	Yes
31			Abandon them and restrict cheap imports		
32					
33					
34		Cheaper imports from Malaysia	Cheaper imports from Malaysia		
35		I would be concerned should our export markets initiate import taxes. An FTA would assist in eliminating this risk to my business	I would be concerned should our export markets initiate import taxes. An FTA would assist in eliminating this risk to my business	Provide details of what is being negotiated	
36				Companies could register their areas of interest in any proposed FTAs, and be contacted as and when such matters arise in the course of negotiations	
37					
38					
39					
40					This is very difficult and needs to be addressed in the FTA agreement. This requires a very detailed knowledge of individual country regulations for each industry sector. A massive task. No matter what is done the regulators will prevail. Regulation and implementation however are two different things. I don't

					believe all thing can be covered in an FTA. The FTA should set the framework and individual non tariff and border barriers need to be negotiated separately as has been the practice for years.
41	n/a	n/a	n/a	n/a	n/a
42	n/a	Not known	Impartiality of duties on imports and exports for both countries	Something other than going on a Government website, need to get the interest of businesses, convey the benefits of other existing FTA's with examples, this could be done through the various industry bodies contacting it's members.	n/a
43	n/a	No	Include China, India, Latin America, South Africa	n/a	n/a
44	Research costs in understanding whether FTA been of any use or will be of use	n/a	Greater communication. Sign FTA with key markets. Cut out agriculture if necessary to get better outcomes for other industries.	Yes, try to reduce information costs.	Not transparent. Need better strategies.
45	N/a	n/a	Better to put money from negotiations into supporting SME sector. Negotiations only for big companies.	No	No
46	n/a	Yes. Waste of business time and money	More communication of strategic benefits for Australian business	Yes, include more business pre/during/ post negotiations. More support for organisations/government to directly get the message to business	Better communication of benefits
47	No	Thailand – cheaper important from Thailand increased competitive pressures	Much greater consultation. Negotiations are too focused on tariffs with a myriad of subsections. There is no consistency of tariffs and should be negotiated to a maximum of 4 digit level	Greater consultation with export/import companies. There should be one contact person of “expert” for major commodities – automotive, chemicals, agriculture, chemicals etc. They present the industry view and present the changes to industry. Keeping up with day to day changes is difficult for SME's. Government needs to do more.	Not very transparent. In many cases difficult to find the specific details of a particular product and sector.
48	N/a	n/a	More awareness required by business. Greater consultation with	Greater consultation is required. Greater practical information	Not transparent

			business. Obsession with exports. Imports can benefit Australia but the strategies are not fully appreciated to access these strategic benefits. Government is encroaching on business decisions without consultation but does not provide the same amount of informational support.	sessions on how business can benefit. Government may need to come to business. It is difficult for SMEs to find the time to participate and travel to events/ information sessions. A regular bulletin needs to be established notifying industry of changes. Can also sell the positive aspects of FTAs to importers	
49	Certification procedures	Yes 3 rd countries using Australia's bilateral FTAs. This has been overlooked in FTA strategy. For example, China, through its FTA with Thailand accesses Australia-Thai FTA. More work needs to be done to quantify the extent of this.	Greater awareness and the need to be reminded of the terms of the FTA. Once signed business appears to be forgotten.	Government needs to direct and work with Business and industry groups. Greater use of these groups to disseminate information.	Not transparent. Costly in terms of time taken to understand.
50	n/a		Greater awareness of the strategic opportunities		Not transparent
51		I know increased competition in manufacturing has been negatively affected by TAFTA	I don't know answer to this. But need to increase business involvement somehow. Maybe more direct communication with business. Or put an expert in industry groups or in DFAT to help understand agreements and strategic opportunities. This just as important as all the money spent on negotiations.	Government needs to centralise information in an "industry hub" in departments or industry group. For example, could have COSBOA having SME expert to assist business. Austrade and DFAT are very inaccessible and not a strong expertise in the agreements as they relate to business	Not transparent

Ref No.	Government Support?	Do agreements result in improvements?	Comprehensive?	Rationalisation	Consistency of Provisions
1			Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
2	No	No	Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
3			No, less comprehensive (e.g. take out some goods such as agriculture or others)	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs

4			No, less comprehensive (e.g. take out some goods such as agriculture or others)	No, government should work to rationalise rules of FTAs in accordance with other existing agreements (e.g. formulating AANZFTA rules in accordance with already existing FTAs in the region so there is consistency)	Government should work to harmonise rules of FTAs in accordance with other existing agreements (eg. formulating AANZFTA rules in accordance with already existing FTAs in the region so there is consistency)
5	As above.	As above. Plus more assistance 'on-the-ground' via DFAT and Austrade in identifying and connecting Australian companies to new opportunities in markets	Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
6			Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
7	Important	Important	Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
8			Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	No, government should not seek to rationalise rules of all its FTAs (they are all different)
9					
10	Good	Yes	Current approach is fine	No, government should not seek to harmonise rules of all its FTAs (they are all different)	Yes, government should seek to harmonise rules of all Australia's FTAs
11	Continued support is needed. This is one area where government bodies are very good at helping the wine industry.	No experience either positively or negatively.	No, less comprehensive (e.g. take out some goods such as agriculture or others)	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
12			Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
13					
14			No, less comprehensive (e.g. take out some goods such as agriculture or others)	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
15	The government is currently withdrawing support for export enterprises.	The removal of non-tariff barriers should be a priority			

16			Current approach is fine	No, government should not seek to harmonise rules of all its FTAs (they are all different)	No, government should not seek to rationalise rules of all its FTAs (they are all different)
17					
18		Ensure non-tariff barriers are appropriately addressed - if not possible, then avoid providing access to sectors that will not be given the same access by other participating countries (maybe more targeted & less comprehensive).	No, less comprehensive (e.g. take out some goods such as agriculture or others)	No, government should work to rationalise rules of FTAs in accordance with other existing agreements (e.g. formulating AANZFTA rules in accordance with already existing FTAs in the region so there is consistency)	Government should work to harmonise rules of FTAs in accordance with other existing agreements (e.g. formulating AANZFTA rules in accordance with already existing FTAs in the region so there is consistency)
19		This is exactly the problem. Canada offer substantial tax incentives for exports			
20	Definitely	Agree	Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
21	Advise Austrade and Tradestart	Cut down the red tape	Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
22		Again, why not address business directly to ask the question? The Industry associations primarily give the point of view of large companies, because that is where their primary funding comes from.	No, less comprehensive (e.g. take out some goods such as agriculture or others)	No, government should not seek to harmonise rules of all its FTAs (they are all different)	
23			Current approach is fine	No, government should not seek to harmonise rules of all its FTAs (they are all different)	No, government should not seek to rationalise rules of all its FTAs (they are all different)
24			Current approach is fine	No, government should work to rationalise rules of FTAs in accordance with other existing agreements (e.g. formulating AANZFTA rules in accordance with already existing FTAs in the region so there is consistency)	Government should work to harmonise rules of FTAs in accordance with other existing agreements (e.g. formulating AANZFTA rules in accordance with already existing FTAs in the region so there is consistency)
25			Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
26			Yes, more comprehensive	No, government should work to rationalise rules of FTAs in accordance with other existing agreements (e.g. formulating AANZFTA rules in accordance with	

				already existing FTAs in the region so there is consistency)	
27			Current approach is fine	No, government should not seek to rationalise rules of all its FTAs (they are all different)	No, government should not seek to harmonise rules of all its FTAs (they are all different)
28			Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
29					
30	Yes	Yes	Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
31			Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	
32		FTA'S have made our Australian manufacturing company profitable and competitive. We are the only Australian manufacturer who took this route.	Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
33			Yes, more comprehensive		
34			Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
35			Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
36			No, less comprehensive (e.g. take out some goods such as agriculture or others)	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
37					
38					
39			Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Government should work to harmonise rules of FTAs in accordance with other existing agreements (eg. formulating AANZFTA rules in accordance with already existing FTAs in the region so there is consistency)
40			Current approach is fine		
41	n/a	n/a	n/a	n/a	n/a
42	n/a	n/a	Yes, more comprehensive	n/a	n/a

43	n/a	n/a	Current approach is fine	No, government should work to rationalise rules of FTAs in accordance with other existing agreements (e.g. Formulating AANZFTA rules in accordance with already existing FTAs in the region so there is consistency)	Government should work to harmonise the rules of FTAs in accordance with other existing agreements (e.g. formulating AANZFTA rules in accordance with already existing FTAs in the region so there is a consistency)
44	More needed.	Not so far	No, less comprehensive (e.g. take out some goods such as agriculture or others)	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
45	More needed	No improvement	No, less comprehensive (e.g. take out some goods such as agriculture or others)	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
46	There is no government support. Needs to be more	No. Do not help	No, less comprehensive (e.g. take out some goods such as agriculture or others)	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
47	No, seminars are not enough. And seminars will not solve the problem. A greater more targeted resource needs to be established for business.	Yes, behind the border issues are a key problem that has failed to be addressed.	Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
48	More seminars are needed or better ways to include business and industry into the process.	Yes, behind the border issues are a key problem that has failed to be addressed.	Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
49	Greater consultation and dissemination of information	Behind the border issues need to be addressed in greater detail prior to, during and post negotiations	Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
50	More consultation and information needed		Current approach is fine	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs
51	More consultation and information needed	Behind the border issues need to be addressed more.	Yes, more comprehensive	Yes, government should seek to rationalise rules of all Australia's FTAs	Yes, government should seek to harmonise rules of all Australia's FTAs

Ref No.	Highest Priority	Importance of FTAs	Austrade assistance?	EMDG payments?	Other programs?	Further comments
1	Protect local manufacturing on the domestic scene		Austrade support and FTAs are not of significant benefit to my business	EMDG support is better than FTAs		
2	Continue to negotiate further FTA's with other countries	Marginally significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business	No	
3			Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business		
4	Focus on small to medium enterprise manufacturing particularly in the automotive aftermarket	Marginally significant	Austrade support is better than FTAs	EMDG support and FTAs are not of significant benefit to my business		
5	The Federal government needs to work with the industry bodies to get the right information and good advice to Australia companies on how they can benefit from existing FTAs and then assist those companies with in-country business matching and 'on-the-ground' support.	Very significant	Austrade support is as good as signing an FTA		No longer have access the EMDG	Greater inclusion of industry in the process.
6	Facilitate export process with particular emphasis on AQIS and biosecurity Australia - main issue is that we should not be setting hurdles for us that are higher than other countries exporting to the same markets as us.		Austrade support is better than FTAs	EMDG support is better than FTAs		
7	education on what it is about for small business	Significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support is as good as signing an FTA		
8		Not significant	Austrade support is as good as signing an FTA	EMDG support is as good as signing an FTA		
9						
10	They FTA qualifying paperwork is the biggest	Significant	Austrade support and FTAs are not of significant	EMDG support and FTAs are not of significant		Greater industry representations at negotiations

	incumbrance. Effort should be made to rationalise the Co dependence on the system.		benefit to my business	benefit to my business		is required. DFAT information sessions are a waste of time. The information they make available is only marginally better than what you can find on the internet and other news sources.
11	Continued government support for establishing new and maintaining existing wine export markets. A more flexible award tailored specifically to the wine industry.	Significant	Austrade support is better than FTAs	EMDG support is as good as signing an FTA		
12	Australia-China FTA	Significant	Austrade support is as good as signing an FTA	EMDG support is as good as signing an FTA		
13						
14	Harmonise the rules regarding origin of goods.	Not significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business		
15	I am not aware of the wording of FTA's		Austrade support is better than FTAs	EMDG support is better than FTAs		
16		Marginally significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business		
17						My company undertakes an annual survey within which we have commercial contacts with south east Asia, China and India. As we have been doing these surveys for a number of years now, we have 7 years of perceptions on the Thailand Australia Free Trade Agreement, TAFTA. The results are published widely to our client base, industry associations and DFAT. The results are amazingly consistent, in the 3 years prior to its introduction the expectations for benefits was

						quite high with 70% of respondents expecting positive benefits. However after the first year those which reported some benefit had reduced to less than 40% , probably averaging 30% and those reporting a negative or nil effect above 60%. The full report is available on request. Glen Robinson
18	Monitor impact of further opening access to Australian market on the local industry & ensure true trading equity is achieved in FTA's.	Significant	Austrade support is as good as signing an FTA	EMDG support and FTAs are not of significant benefit to my business		
19	Export marketing development grants cut in much too high. The old Export Market Support Scheme in W.A. was very accessible to small business	Not significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business	Former EMSS scheme in W.A.	We need consistent application of standards particularly for food. Australian industries cannot exist if we have to conform to much higher standards than imports.
20	Negotiate a FTA agreement with all Countries while are aligned with NAFTA	Very significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support is as good as signing an FTA		.
21	Stop charging export tax. Businesses should be rewarded for export sales and not pay an export levy.	Not significant	Austrade support is better than FTAs	EMDG support is better than FTAs	VECCI	Free up the red tape on exporting Australian made products.
22	More South American FTAs	Marginally significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business		
23		Marginally significant	Austrade support is as good as signing an FTA	EMDG support is better than FTAs		
24		Not significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business	None	EMDG should have a contingency for long term successful manufacturing exporters
25	More assistance free of charges.	Not significant	Austrade support is better than FTAs	EMDG support is better than FTAs		Sorry to appear very negative but FTAs have had no impact or benefits on my business at all.
26	Assisting businesses to be	Not significant	Austrade support and	EMDG support and FTAs		

	more competitive both Import and export		FTAs are not of significant benefit to my business	are not of significant benefit to my business		
27	Reduction in tariffs into Korea, China & India	Very significant	Austrade support is as good as signing an FTA	EMDG support is as good as signing an FTA		
28		Not significant	Austrade support is as good as signing an FTA			
29				EMDG support is as good as signing an FTA		
30	Registration of veterinary medicines APVMA should be privatised		Austrade support is better than FTAs			Know nothing about FTA with my business.
30			Austrade support and FTAs are not of significant benefit to my business		We have yet to explore	
31		Very significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business		
32	Look at how the Nations we trade with conduct their economies and see how we can better complement these	Very significant	Austrade support is as good as signing an FTA	EMDG support is as good as signing an FTA	AustCham in Thailand	Everything ok at the moment
33	Primarily giving leads where possible for us to follow up.	Marginally significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business	It would be beneficial to attend more trade talks	Government should include industry in trade talks. Also, in pre-negotiations, all information should be published as a general business guide to doing business in that market. Why should taxpayers subsidise DFAT to have the knowledge about markets and then not pass on to industry? This should change.
34		Not significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support is better than FTAs		
35	Supply in services	Significant	Austrade support is better than FTAs	EMDG support and FTAs are not of significant benefit to my business		
36		Not significant	Austrade support is better than FTAs	EMDG support is better than FTAs		Government needs to publish specific and detailed market information on each FTA

						market. In negotiation rounds they must learn about the in-market barriers and problems and should pass on to businesses.
37		Not significant		EMDG support is better than FTAs		
38						Without a good clean bulk handling Port in Perth we are limited to container traffic and volume.
39						
40				Any costs associated with new provisions as a result of the FTA to be somehow reimbursed through the EMDG Scheme.		I have not responded to some of the questions above as they relate more to an individual company. I believe the current framework in place is a good one with AUSTRADE and various grants all contributing to excellent assistance for new exporters to a market. I repeat that FTA's provide a framework for business to go forward and do not and should not replace existing arrangements.
41	n/a	n/a	n/a	n/a	n/a	n/a
42	For export, and our business, include renewable energy into FTAs	Not significant	Austrade support is as good as signing an FTA	EMDG support is as good as signing an FTA (used to be, we no longer qualify)	n/a	Not enough companies place importance on FTAs. Difficult to get the interest of people within organisations as benefits are most times long term
43	No sure	Very significant	Not sure	Not applicable	n/a	n/a
44	FTA with key markets: China and Japan	Not significant	Austrade support is as good as signing an FTA	EMDG support is as good as signing an FTA		Government has lost its way on FTAs. They are at best marginally beneficial. If all FTA money was put into other programs, increased staff in embassies or more direct commercial assistance at a strategic bilateral level, this would be more beneficial to business.

45	More targeted information is required. Trying to understand ASEAN FTA was very difficult. Also need to think more strategically on which are the markets to have an FTA. Currently government is overextended and seems to think it can have FTAs everywhere. This is used by DFAT to justify its existence. Cutting costs and getting outcomes should be highest priority.	Not significant	Austrade support and FTAs are not of significant benefit to my business	EMDG support and FTAs are not of significant benefit to my business	Unknown	FTA agenda needs to be reviewed. It does not benefit SMEs at all and results in higher costs. For example, in Japan market, how much money has been wasted on negotiations that are not going anywhere. All this money should have been put into supporting businesses get into the Japanese market. Australian company access into Japan has not improved but Japan access into Australia has improved. Dairy sector is now almost fully Japanese owned. The FTA has been a waste of time and money.
46	More support for business	Not significant	Austrade support is better than FTAs	EMDG support is better than FTAs		
47	Greater protection of SME manufacturers	Marginally significant	Austrade support is better than FTAs	EMDG support is better than FTAs		
48	Greater education of business sector in how to strategically benefit from FTAs	Marginally significant	Austrade support is better than FTAs	EMDG support is better than FTAs	Needs to be more	Industry representation is not adequate at FTA negotiations. Having one person from DIISR represent industry is inadequate. Industry should be directly involved in negotiations through Ai Group, ACCI, or BCA. After rounds industry groups together with DIISR should publish updates of outcomes positive and negative. Allowing one official from DFAT to speak at senate estimates about the outcomes of FTAs is ridiculous.
49	Greater education of business sector in how to strategically benefit from FTAs	Marginally significant	Clients do not use EMDG they are large corporates.	n/a	n/a	Greater benchmarking of outcomes needs to occur. For example, 7 years later, there still has been no outcomes on access/ recognition of legal degrees in Singapore. Tariff reductions are only one part of

						the process. Developing targeted outcomes and timeframes for both tariff and non-tariff barriers and timeframes needs to be established and adhered to. DFAT's claim that its FTA costs cannot be separated from its total bottom line is also very disappointing. A proxy figure of travel, hotel bills, staff employed in FTA areas should be used.
50	Behind the border issues	Not significant	Austrade support is better than FTAs	EMDG support is better than FTAs	Not aware of other programs. Should be more	Take out all the costs in negotiating FTAs and give money to business directly. Focus on multilateral agenda.
51	Two key areas: (1) Behind the border issues (2) The national government needs to work with the industry bodies to get the right information and good advice to Australia companies on how they can benefit from existing FTAs. This should be matched with in-country business matching and 'on-the-ground' support. This means more coordination between government departments like	Not significant	Austrade support is better than FTAs	EMDG support is better than FTAs	Not aware of other programs.	Stop wasting money on agreements that going nowhere. Put a time limit on them and then put that money into practical schemes like EMDG.

	Austrade and DFAT and Industry groups.					
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