

Background: Current Australian FTAs and Commencement Dates

1. ASEAN-Australia-New Zealand FTA – *AANZFTA* (Commenced 1 January 2010)
2. Singapore-Australia FTA – *SAFTA* (Commenced 28 July 2003)
3. Thailand-Australia FTA – *TAFTA* (Commenced 1 January 2005)
4. Australia-United States FTA – *AUSFTA* (Commenced 1 January 2005)
5. Australia-New Zealand Closer Economic Relations – *CER* - (Commenced 28 March 1983)
6. Australia-Chile FTA

Questions

General

Type of Business:

Less than 10 employees
Less than 50 employees
Less than 100 employees
More than 100 employees

Sector of operation (eg. agriculture; mining; manufacturing, services):

Is exporting/ importing a significant part of your business?

Yes, less than 50 per cent
Yes, more than 50 per cent
No

Examples of some of the products you export under existing FTAs:

Primary overseas markets:

United States
United Kingdom
Singapore
New Zealand

Japan
Thailand
Hong Kong
India
Malaysia
Middle East
Other

Any particular FTAs that have positively impacted your business:

Yes, ASEAN-Australia-New Zealand FTA – *AANZFTA* (Commenced 1 January 2010)
Yes, Singapore-Australia FTA – *SAFTA* (Commenced 28 July 2003)
Yes, Thailand-Australia FTA – *TAFTA* (Commenced 1 January 2005)
Yes, Australia-United States FTA – *AUSFTA* (Commenced 1 January 2005)
Yes, Australia-New Zealand Closer Economic Relations – *CER* - (Commenced 28 March 1983)
None of the above

Any particular FTAs that have negatively impacted your business:

1. Are you able to attribute the establishment of a new export market or expansion of an existing market for your company to the **existence** of a FTA?

Yes
No
Maybe

1a. Which was the FTA agreement or FTA agreements that assisted your business and what was the nature of the trade involved (eg. less than \$100,000; around \$500,000; around \$1m; etc.)?

2. Have you been able to supply a service from Australia, establish a presence in a foreign market, or otherwise make an investment in that market more easily because of a FTA?

Yes, significantly
Yes, marginally
No, not at all

2a. Could you provide an example of this service and/or investment and which FTA benefited your company if you answered yes above. One example will suffice.

4. Have you been able to source imported final goods or inputs at lower cost because of a FTA? Please describe how your firm has benefited and where possible provide an indication of the dollar value of this benefit.

5. Have you benefited, as a result of a FTA, from any change in Australia's rules governing **foreign (inward) investment**?

Yes, significantly benefited (were able to secure inward investment benefits)
Yes, marginally benefited (were able to secure some inward investment benefits)
No, not benefit at all

6. Have the regulatory or administrative costs faced by your business in particular markets been reduced as a result of a FTA?

Yes, significantly
Yes, marginally
No, no benefit at all
No, costs have risen

7. Does the Government through its agencies and the media clearly communicated the benefits and opportunities of FTAs to your business?

Yes, effectively communicates benefits and opportunities

Yes, effectively communicates but my company is too busy to participate

No, does not effectively communicate the benefits and opportunities (could do much more)

8. Does the Government provide enough opportunities for your company to input into the FTA process (including markets of interest, barriers to trade that you may be facing)? The FTA process includes existing FTAs and FTAs currently under negotiation such as the Australia-China FTA and the Australia-Japan FTA.

Yes, provides enough opportunities

Yes, provides enough opportunities but my company is too busy to participate

No, does not provide enough opportunities

8a. Could you provide an example of a market and/or barrier that the Government did not or has not addressed in its past or current FTA negotiations?

--

9. Could you briefly describe any other benefits for your business that you attribute to a FTA or to Australia's efforts to negotiate a particular FTA?

--

10. Have the FTAs that have been negotiated helped you to integrate your business more into the Asia-Pacific region or into another region?

Yes

No

Unclear

Costs to Business

Please provide information on costs relevant to your business activities for the categories in the table below. If possible, cost information broken down by individual FTAs would be most beneficial. If not possible, please simply identify which FTAs have had a cost impact on your business.

Note: This is a detailed chart. While it would be very appreciated and very worthwhile for final analysis if you could provide the most detailed information possible, if it is too difficult to provide detailed cost information you have the option of simply listing the FTAs that impact you in each box.

<i>Type of cost</i>	<i>Description</i>	<i>FTA and associated costs OR simply list which FTAs have had a cost impact for this type of cost</i>
consultation	participating in consultations in relation to proposed agreements	<p>Eg. TAFTA \$20,000 travel costs to attend meetings A US FTA \$10,000 travel costs to attend meetings <u>OR</u> TAFTA and AUSFTA \$30,000 travel costs to attend meetings. <u>OR simply</u> Yes, costs from TAFTA, AUSFTA</p>
gaining familiarity with terms of agreements	including rules of origin and provisions covering services and investment, intellectual property etc	

Type of cost	Description	FTA and associated costs OR simply list which FTAs have had a cost impact for this type of cost
altered production/supply decisions	additional costs associated with changes in: <ul style="list-style-type: none"> • location • processes • purchasing/leasing additional equipment and buildings • source/composition of inputs 	
calculating and proving origin of goods	<ul style="list-style-type: none"> • implementing new systems, process or programs • day-to-day costs of determining origin for each product or shipment • record keeping • paperwork/forms • accounting/legal/consultancy fees • costs in the event of an audit or dispute 	
standards/certification/accreditation requirements	cost of meeting different standards and process requirements e.g. getting professional qualifications recognised	
foreign investment rules	changes in compliance costs related to tests/criteria/thresholds/processes governing foreign investment	

<i>Type of cost</i>	<i>Description</i>	<i>FTA and associated costs OR simply list which FTAs have had a cost impact for this type of cost</i>
tender costs	submitting tenders and meeting associated process requirements resulting from changes to government procurement rules	
increased competition in domestic market	for example, lower profits and/or reduced market share as a result of import competition	
other costs associated with regulatory or administrative practices		

How do other FTAs (not involving Australia) impact on your business?

1. Has there been an instance where there has been a negative impact on your export sales as a result of an agreement between other countries? If possible could you name the country and the relevant FTA (eg. ASEAN – Japan Comprehensive Economic Partnership negatively impacted on export sales to the Philippines).

Eg. Cheap imports from Thailand increased competitive pressures

How could Australia's FTAs be improved in the future?

1. What can be done to ensure business gets more out of FTAs?

2. For instance can you suggest specific improvements in relation to any of the following:

- processes for consultation with business and the consideration of business needs in the pre-negotiation; negotiation and implementation phases.

- transparency of agreements and strategies for raising awareness of provisions.



- government or industry support for business and business organisations in developing export markets once an agreement comes into force.



- ensuring negotiated agreements do actually result in improved access, for example by addressing non-tariff and behind the border barriers to trade.



- the design of FTAs, for example the pursuit of more targeted, less comprehensive, agreements, or do you think they should be more comprehensive?

Yes, more comprehensive

Current approach is fine

No, less comprehensive (eg. take out some goods such as agriculture or others)

- rationalisation where multiple/overlapping rules or origin apply to trade with a particular country

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)

No, government should work to rationalise 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)

- consistency of provisions between agreements, harmonisation of rules of origin etc.

Yes, government should seek to harmonise rules of all Australia's FTAs

No, government should not seek to harmonise rules of all its FTAs (they are all different)

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)

3. What would be the highest priority for government to improve your business?

--

How do the benefits for your business associated with FTAs compare with those gained from other government policies and programs?

1. Overall, across all government policies what is the relative importance of FTAs to your business?

Very significant
Significant
Marginally significant
Not significant

2. For example, how do the benefits compare with those available from:

- Export facilitation and assistance through Austrade?

Austrade support is better than FTAs

Austrade support is as good as signing an FTA

Austrade support and FTAs are not of significant benefit to my business

- Export Market Development Grant (EMDG) payments?

EMDG support is better than FTAs

EMDG support is as good as signing an FTA

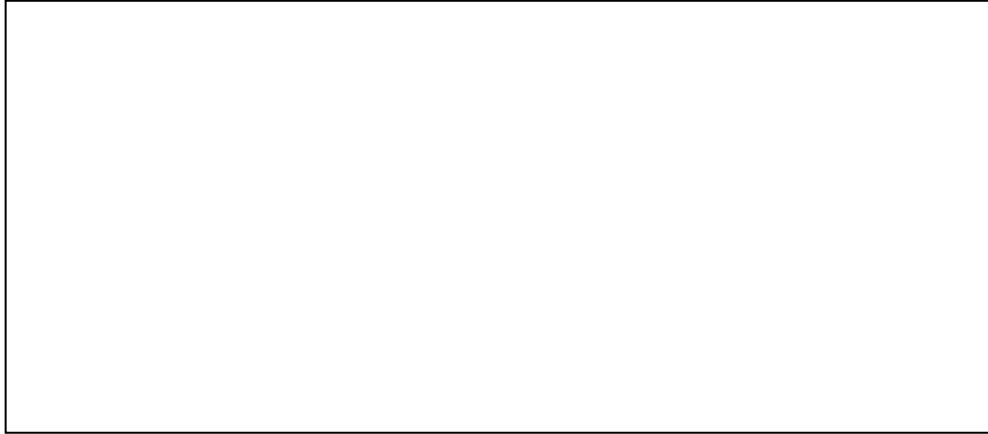
EMDG support and FTAs are not of significant benefit to my business

- Other export or industry support programs? Please nominate.

--

Any other comments

Feel free to add any comments on any trade policy matter below:



Thank you for you time and effort.