



## Combined Small Business Alliance of Western Australia Inc. (CoSBA)

PO Box 253, JOONDALUP WA 6919

President: Les Marshall      Vice President: Rod Henderson      Secretary/Treasurer: Terry Bright  
Chief Executive Officer: Oliver Moon      Administration Secretary/Treasurer: Val South  
Phone: 9250 3549      CoSBA WEB SITE: <http://www.cosba.com.au>      Phone: 9306 0155

## **NEXT MEETING: XMAS/BOARD MEETING**

**12.00pm, TUESDAY 1 DECEMBER 2009**

**Royal Perth Yacht Club, Australia II Drive (off Hackett Drive), Crawley**

### **IN THIS ISSUE:**

China's growth accelerates to 8.9%  
WA agricultural exports hit record \$6bn  
Perth's CBD ushers in new era  
Retailers look forward to bumper Christmas trading  
Make workplace safety a priority: CCIWA  
Qantas hits TWU for strike compo  
Massive jump in dismissal claims  
Business confidence at seven-year high  
Massive jump in dismissal claims  
WA skilled vacancies rise 2.8% in Oct  
Labor joins Libs on shop hours  
Telstra to cut broadband price as customers drop off

### **ATTACHMENTS:**

CORRESPONDENCE.PDF  
TELETHON DINNER DANCE 7 NOV.pdf  
MCCC\_ Business Strategy Workshop .pdf



### **China's growth accelerates to 8.9%**

China's economy charged ahead in the third quarter, fuelled by lavish government stimulus spending that has helped the nation spearhead recovery from the global recession. The world's third-largest economy expanded 8.9 per cent from a year earlier, speeding up from 7.9 per cent growth in the second quarter, the National Statistics Bureau said today. Growth for the first nine months of the year was 7.7 per cent and officials have said they expect the economy to at least reach the annual growth target of 8 per cent.

China has countered the global downturn with a 4 trillion yuan (\$A630.45 billion) stimulus plan involving massive spending on infrastructure such as rail and roads to pump up the domestic economy as exports slumped. Investment in factories, construction and other fixed assets rose by one third in January-September to a record 15.5 trillion yuan. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 23.10.09)

### **WA agricultural exports hit record \$6bn**

Growing demand for Western Australia's agricultural commodities from Asia and the Middle East has boosted exports to a new record of \$6 billion for 2008/09. Agriculture and Food Minister Terry Redman said today that exports grew by 28 per cent on last year's agriculture exports of \$4.7 billion.

**DISCLAIMER:** The information appearing in *The CoSBA BROADCAST* is for affiliates of the Combined Small Business Alliance of WA (CoSBA). The information is sourced from various sources including public records. Whilst every effort is made to ensure the probity of the information, CoSBA accepts no liability for accuracy, errors or omissions, or for any injury to any user of the information.

He said the Middle East was a key growth market last financial year, with export values rising by 19 per cent to a record \$1.6 billion. Out of the Middle East countries, Iran was the top buyer of WA's agricultural products, spending \$465 million. Overall, Iran was WA's fourth largest export customer, with China coming in third with a spend of \$686 million while Japan was the state's second largest customer with \$748 million. Indonesia was the state's largest agricultural export customer, spending \$931 million in 2008/09, with the bulk of the money going to grain, cattle and meat.

Wheat was WA's biggest export, reaping in \$2.7 billion for the state, followed by canola (\$535 million), livestock (\$487 million), meat (\$464 million) and wool (\$418 million). "Up to 90 per cent of what we produce annually is exported and these figures show that the world is keen to buy more and more of the food and crops that we produce," Mr Redman said. "WA has less than 10 per cent of Australia's farms, but we produce nearly 20 per cent of Australia's total agriculture and food exports." (SOURCE: *WA Business News*, *Daily Business Alert*, 23.10.09)

## Perth's CBD ushers in new era

The retail property space in Perth city is tightening up with vacancies in the CBD malls falling by more than 7 per cent while rents are pushed to an all-time high of close to \$5,000 per square metres, a new report shows. In the latest Perth CBD Prime Retailing report, Savills said the city is ushering a new era in retail, highlighted by new international luxury brands that have taken up residence along Hay Street between William and King Streets.

The report said the largest vacancy rate fall of all precincts was the CBD malls, which fell from 10.3 per cent in April to just 2.9 per cent in September. In the general CBD area, the vacancy rate dipped from 8.77 per cent in April to 7.75 per cent in September. "Perth's CBD retail market has entered a new era showcasing an exciting range of new retailers and developments," Savills' Perth-based national head of retail services Chris Ireland said.

"Demand for prime CBD retail space is strong, which is pushing retail rents to all-time highs with rents of close to \$5,000 per sq m being achieved in some parts of the CBD. "This has driven Perth's retail market to rents comparable with landmark eastern seaboard retail precincts, such as Queen's Plaza in Brisbane and the Sydney CBD." (SOURCE/EXTRACT: *WA Business News*, *Daily Business Alert*, 23.10.09)

## Retailers look forward to bumper Christmas trading

RETAILERS are expecting a strong Christmas trading season because of rising consumer confidence and the soaring Australian dollar. Gerry Harvey, the country's biggest whitegoods, furniture and electronics retailer, is banking on a "record" Christmas, with even cheaper computers, flat-screen televisions and iPods.

"It's definitely going to be a better Christmas than last year," the executive chairman of Harvey Norman said yesterday. "Even though there is no economic stimulus this year, there is a much higher level of consumer confidence. "And the rising Australian dollar means that the prices of electronic goods and big-ticket imported goods are coming down even as we speak."

JB Hi-Fi boss Richard Uechtritz is hopeful Christmas will be good this year, based on strong trading over the last few months. "But I will still wait to see how our November sales are doing before I am confident about what Christmas trading will be like at our stores," he said. "There's a lot of confidence in the marketplace. Equities have picked up and people are not looking over their shoulders, worried whether they will lose their jobs.

Lion Nathan said beer sales heading towards summer and Christmas were generally stronger. "Obviously we are hopeful the weather would be good in summer, which would help drive beer sales. However, beer consumption is counter-cyclical and sales have remained strong despite the global financial crisis," a spokesman said.

Iain Nairn, head of the Witchery clothing chain, said its 170 stores in Australia and New Zealand delivered better than expected first-quarter sales, ending September. "I am still cautiously optimistic about Christmas. Last year we entered the festive season with more inventory because of the financial crisis," he said. "This year we are sensing higher consumer confidence, but hikes in interest rates would definitely put a dampener on sales, as the economy is still fragile."

Discount department store BigW, which has 156 outlets, said customers would only open their wallets in the lead-up to Christmas provided interest rates stayed low. (SOURCE/EXTRACT: *The Weekend Australian*, 24.10.09)

## Make workplace safety a priority: CCIWA

The Chamber of Commerce and Industry WA is teaming up with employers across the state to lift awareness about workplace safety, after 22 deaths were recorded last financial year. The State's peak organisation representing local business, the Chamber of Commerce and Industry of Western Australia, is teaming up with employers across the State and Nation to make workplaces safer. CCI is playing an active role in Safe Work Australia Week, starting today.

Over 40,000 Western Australians were seriously injured at work last financial year, and 22 died as a result of work-related injuries. Nationally, on average, more than 135,000 workers are injured and more than 250 die at work each year. Any injury or loss of life is unacceptable, and the WA business community, supported by CCI, is taking action to better care for their most precious resource - their people.

Injuries and fatalities often have impacts that can last for years on workers, families and friends, and cost the community millions of dollars in lost earnings and medical expenses. (SOURCE/EXTRACT: *WA Business News, Daily Business Alert*, 26.10.09)

## Qantas hits TWU for strike compo

THE nation's workplace watchdog has joined with Qantas in a bid to have significant financial penalties imposed on a major union and its senior officials for authorising industrial action over security concerns at four capital city airports.

Qantas is seeking compensation, fines and injunctions against the Transport Workers Union and its leaders over the industrial action by baggage handlers at Sydney, Brisbane, Perth and Adelaide airports in March this year. According to union sources, Qantas is seeking \$2 million compensation.

In a move that has infuriated the union, the Fair Work Ombudsman, Nicholas Wilson, yesterday applied to join the proceedings and will seek to have fines imposed on the TWU and its officials, including national secretary Tony Sheldon. Mr Sheldon last night accused Mr Wilson of spending thousands of taxpayer dollars to silence critics of airport security rather than investigate the issue. He said Mr Wilson was engaged in a "vendetta" to try to prosecute the union.

Mr Wilson yesterday confirmed his office had applied as an adjunct to the case, and would seek fines against the union and its officials of up to \$92,000. The six respondents to the Ombudsman's prosecution are the TWU, the union's Queensland branch and four of their officials and organisers, including Mr Sheldon, Scott Connolly, John Loader and Rick Burton.

The Ombudsman alleges each respondent played a role in organising Qantas baggage handlers to engage in co-ordinated unlawful industrial action for approximately four hours at the four airports on March 30. The Ombudsman will allege the industrial action was unlawful because it was conducted before the Qantas baggage handlers' enterprise bargaining agreement expired in 2011.

This prosecution follows a separate prosecution launched recently by the Fair Work Ombudsman against the TWU for allegedly organising unlawful industrial action by Qantas baggage handlers at Adelaide and Melbourne in 2007. In the separate case, the Ombudsman and the union jointly submitted to the court that a \$35,000 fine would be an appropriate penalty.

Mr Wilson is overseeing a further 19 investigations into alleged unlawful industrial action by unions. The clash between the Ombudsman and the union came as the government's building watchdog warned recent policy changes would weaken the ability of employers to resist unreasonable union claims. (SOURCE/EXTRACT: *The Australian*, 27.10.09)

## Business confidence at seven-year high

Business confidence jumped to a seven year high in the September quarter, as the "remarkable turnaround" seen since sentiment bottomed in early 2009 continued. Business conditions also continued to improve, although at a more subdued pace. The National Australia Bank monthly survey of business confidence grew by 20 points to plus-16 points in the three months to September, to levels last seen in early 2002.

"Business confidence in the third quarter jumped sharply," NAB group chief economist Alan Oster said in statement. "New data in this survey point to a significant jump in both near and long term business expectations - with longer term expectations, in particular, returning to around long run average levels. "But in marked contrast, investment intentions remain very subdued consistent with little real increase in capital spending over the next year." (SOURCE/EXTRACT: *WA Business News, Daily Business Alert*, 27.10.09)

## Firms prepared to miss payments: survey

Australian businesses have indicated they would be willing to miss payments to suppliers, putting at risk their credit access with financial institutions, a new survey shows. In the Dun and Bradstreet 'Business Payment Priorities Study' released today, 66 per cent of firms say they were prepared to miss supplier payments if they were unable to pay all their accounts, while a further 15 per cent are prepared to miss a tax payment.

The survey also found that many businesses were unaware of the implications of late payments, with nearly two-thirds indicating that if they knew late payments would detrimentally impact their credit standing they would be more likely to pay on time. About 51 per cent of firms admitted to paying their bills late in the past 12 months, with one in four saying they paid bills 60 days after the due date.

About 13 per cent of respondents cited cash flow issues and 18 per cent said late payments from customers were two

of the key reasons for their own poor payment behaviours. Meantime, the study revealed that 61 per cent of firms would be more likely to pay their bills on time if they knew late payments were being listed with a credit reporting bureau, which would affect their credit standing.

Conversely, 29 per cent of firms said the listing of early payments would make them more likely to pay promptly. However size does matter, with 67 per cent of firms with 51-100 employees indicating that a late payment listing would make them more likely to pay their bills on time, while 55 per cent of firms with 100-499 employees would change their behaviour. (SOURCE/EXTRACT: *WA Business News, Daily Business Alert, 27.10.09*)

## Massive jump in dismissal claims

DISMISSAL-RELATED claims by employees jumped by an extraordinary 30 per cent during the last year of the Work Choices laws, despite exemptions that prevented millions of workers from successfully making claims. New figures released by the Australian Industrial Relations Commission show the number of applications by workers contesting their dismissal rose to 7994 last financial year, the highest since 2000-01.

In its annual report tabled in federal parliament, the AIRC attributed the increase to the impact of the global financial crisis. "Although there is no clear indication of the reason for the increase, it is reasonable to assume that the significant downturn in global financial markets has had an effect and employers are responding to market conditions by reducing labour costs where it is practical to do so," the commission's overview says.

The increase occurred during the last 12 months of Work Choices and before Labor's Fair Work Act came into operation on July 1 this year. Under Work Choices, small and medium-sized businesses with 100 or fewer employees were exempt from unfair dismissal claims, and employers could also dismiss workers for operational reasons. The significant increase last financial year suggests Labor's changes to the unfair dismissal laws, including the removal of the 100 employee exemption, are not the sole reason for the recent jump in claims during the first three months of the new system.

Employers said the jump in applications could be attributed to economic conditions as well as a change of perceptions among workers. The Australian Chamber of Commerce and Industry said while the laws did not change during the period, there had been a change of government in the lead-up. "There was probably a sense among employees that they had limited entitlements or limited access to remedies (under the Howard government)," said the chamber's workplace policy director, David Gregory.

Mr Gregory said he was concerned unfair dismissal claims under Labor could reach 11,000 in the first 12 months of the new system. But University of Adelaide law professor Andrew Stewart said the figures were consistent with levels recorded prior to Work Choices. (SOURCE/EXTRACT: *The Australian, 28.10.09*)

## WA skilled vacancies rise 2.8% in Oct

Skilled job vacancies in Western Australia rose by 2.8 per cent in October compared to the previous month as national vacancies increased by 1.9 per cent, new data shows. The national figure was the third consecutive monthly increase, having steadily fallen since November 2007.

The Department of Education, Employment and Workplace Relations (DEEWR) skilled vacancies index in October was 40.2 points, 44 per cent lower than in October 2008. Vacancies in October rose in all three occupational groups monitored by the department. Professional vacancies rose 1.5 per cent, trades were up 2.0 per cent and associate professionals increased 3.9 per cent.

The rise in skilled vacancies was widespread with increases evident in most occupations, it said. The largest monthly rise was recorded in building and engineering professionals, up 6.6 per cent. Increases in skilled vacancies were recorded in a majority of states and territories in October, led by the Northern Territory (up 8.5 per cent) then Victoria and Western Australia (both up 2.8 per cent). (SOURCE/EXTRACT: *WA Business News, Daily Business Alert, 28.10.09*)

## Labor joins Libs on shop hours

Labor indicated yesterday it would not join the Nationals in blocking the Liberal Party's push to extend shopping hours in the inner city through the expansion of the Perth tourism precinct. Opposition Leader Eric Ripper said Labor would "vote with the policy which we took to the election". "If the Government puts forward precisely our policy we'll support it, if they put forward something that's a bit different, then we'll examine it to see whether it's broadly consistent with our policy or not," he said.

Labor went to the last election arguing for the creation of extended Sunday trading in areas such as Joondalup, Armadale and Midland and increased trading hours in the existing tourism precincts of Perth and Fremantle, albeit with 7pm closing times not the Liberals' preferred 9pm.

The Liberals are proposing to expand the Perth tourism precincts to encompass the inner city areas of Subiaco, South Perth, North Perth, East Perth and Victoria Park, which would enable those areas to trade on Sunday and later on weeknights. The Nationals, who are opposed to deregulated shopping hours in the city, even though many country local government authorities have chosen to relax their shopping hours, say they will move to disallow the expansion of the Perth tourism precinct in State

Parliament. (SOURCE/EXTRACT: *The West Australian*, 29.10.09)

## Telstra to cut broadband price as customers drop off

TELSTRA will soon cut its broadband prices as it reacts to falling customer take-up of its fixed-line broadband services. The move comes as Telstra itself faces being chopped up as the federal government attempts to clear the way to build its \$43billion national broadband network.

Telstra boss David Thodey admitted at the company's update for investors in Sydney yesterday that the drop in new customers coming on to its fixed broadband products was "not good". Fixed-line internet sales growth dropped from 20.5 per cent last year to 13.3 per cent this year. Price cuts were "imminent", Mr Thodey said. He would not say by how much or exactly when the telco would get out the red pencil.

It doesn't take much shopping around to find deals way below Telstra's fixed broadband rates. A broadband customer after a fast ADSL2+ link with a data allowance geared to heavy use would pay \$99.95 a month under current Telstra pricing for a 25GB per month data allowance. Competitors have been offering far sharper pricing. As an example, ISP TPG advertises an ADSL2+ link with a 30GB allowance for \$59.99 a month. (SOURCE/EXTRACT: *The Australian*, 29.10.09)



## SBC UPCOMING COURSES

[Breakfast Mentoring](#)

[Building Business for Bottom Line Results](#)

[Understanding Your Numbers](#)

[Systems Mastery](#)

## Marketing The Foundations of Revenue and Profit

Increase Profit, Increase Control,  
Increase the Value of Your Business.

This powerful and practical workshop is not to be missed. Designed for business owners and managers who want to grow their revenue and increase profit by developing an effective "living" marketing plan.

This workshop is specifically designed to provide systematic results. It will:

- Assist you to develop an effective marketing plan
- Show you how to best promote and build your business
- Enable you to translate this into profit and business value
- Assists you in maximising results at minimum costs

*This workshop is unique* in that it directly links the business financials with your Marketing Plan. Most businesses are not aware of the critical link between marketing and the business plan.

In a challenging market it is crucial to understand what to do and how to do it in order to protect your business and grasp the opportunity to secure a larger share of the market. This workshop shows you how to achieve this.

**Maryanne Fernando** *Director, One Consulting Group*. Maryanne has a 25 year track record of helping companies to succeed. With extensive business and marketing experience, she has worked for some of the world's largest brands, across a broad range of industries in over 40 countries.

**Date:** Tuesday 10th November, 2009

**Time:** 9.00am - 4.00pm

**Venue:** Small Business Centre - Stirling, 45 Delawney St, BALCATTWA 6021

**Cost:** The cost of \$220.00 per person incl. GST. Includes workbook, morning, afternoon teas and lunch.

Don't miss out!! [Register Now](#) . Your business may be eligible for a FREE training voucher to go towards the cost of this workshop.

Please direct any queries to [Maxine Scott](#) on 9240 6337.

Small Business Centre - Stirling (SBCS), 45 Delawney St, Balcatta WA 6021.



## SCC e-news 22nd October 2009

### **Bullsbrook Chamber of Commerce Apprentice and Trainee of the Year Awards 2009**

**Reminder:** Nominations close 23rd October 2009. The criteria being the Apprentice or Trainee has to live in Bullsbrook or the Employer has a business relationship with Bullsbrook. Forms are available from Kevin Bailey 0407 147 351 or from Bendigo Bank Bullsbrook.

### **Charlie Gregorini Golf Classic 2009**

Invitation to play in the Inaugural Charlie Gregorini Golf Classic.

The Inaugural Charlie Gregorini Golf Classic will be held at The Vines Resort and Country Club. The proceeds from this golf day will provide the opportunity of a new beginning for disengaged youth, the indigenous community and other community members within the City of Swan family that need assistance in their journeys through life.

**If you are able to donate any items to be auctioned for the day please advise the Chamber on 9374 5000 or email [admin@swanchamber.com.au](mailto:admin@swanchamber.com.au) <<mailto:admin@swanchamber.com.au>>**

The Registration form is available by clicking:

[http://www.swanchamber.com.au/download.asp?file=download/Charlie Gregorini golf day flyer.pdf](http://www.swanchamber.com.au/download.asp?file=download/Charlie%20Gregorini%20golf%20day%20flyer.pdf)

<<http://www.swanchamber.com.au/download.asp?file=download/Charlie%20Gregorini%20golf%20day%20flyer.pdf>>

### **2009 Service Excellence Awards**

**Reminder:** Have you submitted your entry yet?

Last chance to get your submissions in!! Entries close 30th October.

### **Governor Stirling SHS – 50th Anniversary Celebrations**

There are lots of opportunities and chances to catch up with past students and teachers. If anyone has any memorabilia of Governor Stirling that they are able to loan or send copies it would be greatly appreciated. For more details [http://www.swanchamber.com.au/download.asp?file=download/50th Anniversary Poster.pdf](http://www.swanchamber.com.au/download.asp?file=download/50th%20Anniversary%20Poster.pdf) <<http://www.swanchamber.com.au/download.asp?file=download/50th%20Anniversary%20Poster.pdf>>

If any local businesses are willing to display the poster in their business we can provide copies in A3 size. Please ring Karen Clark at Governor Stirling SHS on 6274 0367.

### **Meet the Premier – Sundowner Wednesday 9th December**

**Time:** 5.00pm to 6.30pm

**Venue:** Midland Atelier at the Railway Workshops

Put this in your Diary now...more information and booking forms at a later date.

### **Coming Events**

#### **Midland Golf Chambers of Commerce Presidents Cup**

The Swan Chamber of Commerce and Kalamunda Chamber of Commerce compete on Thursday 29th October 2009 at The Vines Resort & Country Club in the annual Midland Golf Chambers of Commerce Presidents Cup Golf Challenge. The Team for the Swan chamber consists of Paul Griffiths, Rick Purslowe, Cameron Watson, Troy Hurren, Mark Simmonds, Val Stopp, Bill Bannister, Shane Stopp, Todd Stopp, Claude Rossetto, Geraldine Riggir and Jason Wright.

#### **SCC /Network 2000 Christmas Function**

**Date:** Tuesday December 1st

**Venue:** Gomboc Gallery

**Time:** 5.30 to 7.30pm

**More details to follow soon**

#### **Do You Want a Quick & Easy Introduction to Twitter - Monday 26th October**

Do you want a quick and easy introduction to Twitter? Getting the best out of Twitter means having a grounding in some of the background knowledge on how it works, when it works best and how to take advantage of its special features. With over 7,000 Twitter followers, a personal Twitter Grading of 99.96% and having already written a Twitter manual that is highly recommended; Lesley Dewar can give you an easy start into using Twitter effectively for personal and business needs. For more information and bookings, go to

<http://storiesmyanatellects.ning.com/group/twitter/forum/topics/do-you-want-a-quick-easy>

### **Members News**

#### **Members are Winners in WA Gold Plate Awards 2009**

OVER 1000 industry professionals and restaurateurs gathered at Perth Convention Exhibition Centre's Bellevue Ballroom for the 42nd WA Gold Plate Awards. Chamber members Chesters and Sandalford Winery won their respective sections.

**Restaurant within a Winery Perth/Surrounds** - Chesters of Heafod Glen – Upper Swan

**Tourist Restaurant City/Metros** - Sandalford Winery – Caversham

For full details see <http://www.news.com.au/perthnow/story/0,21598,26235375-5005393,00.html>

### **Small Business Smart Business Training Vouchers for 2009**

The West Australian Department of Education and Training continues their program in 2009 and offers your business up to a \$200 Small Business Smart Business Training Voucher, to assist you with the cost of training to improve your business management skills.

Download the SBSB 2009 [Application Form](#)

Swan Chamber of Commerce PO BOX 166 MIDLAND 6936 Ph: 93745000 Fax: 92743369  
[www.swanchamber.com.au](http://www.swanchamber.com.au)



### **THE SMALL BUSINESS PARTNERS**



Combined Small Business Alliance  
of Western Australia Inc. (CoSBA)  
[www.cosba.com.au](http://www.cosba.com.au)



<http://www.sbdc.com.au>

### **West Coast Small Business Training Institute**

<http://smallbusinesssolutions.wa.gov.au>

