



Australian Government
Austrade



The 7th China Xiamen International Stone Fair

DATE 8 – 11 March 2007
VENUE International Conference & Exhibition Center, Xiamen, China
RSVP 10 November 2006

About the Event

China Xiamen International Stone Fair is the leading stone fair in Asia. In response to China's increasing demand for imports of natural stone, Austrade is once again coordinating an Australian National Stand at this Fair to provide an opportunity for Australian stone companies to showcase their unique stone products to high potential customers.

Why Xiamen?

- The largest and most important stone trade center in China;
- Xiamen accounts for more than 60% of China's total stone trade volume;
 - Import in 2005 : USD470 million
 - Export in 2005: USD1250 million
- More than 500 stone import and export companies in Xiamen;
- More than 4,000 stone processing factories in Xiamen and its neighboring areas (within 1-2 hours drive).

Who should attend

- Australian companies who want to export the following products:
 - Granite, Marble, Sandstone, Limestone, Travertine etc.
 - Stone-related products
- Australian companies who want to process their stone products in China for re-export to other overseas market

Facts of the Fair 2006

- Over 37,000 industry specialists, importers, distributors, processors, and end users from Greater China visit the show



(Australian Pavilion at the 2006 Xiamen Stone Fair)

- Over 5,500 visitors from 78 countries and regions visit the show
- Total exhibition area: 42,000 sqm
- Standard booths: 2,200
- Exhibitors: 550



**Places are limited, so please confirm your participation with us
BEFORE 10 November 2006**



Exhibition Package – A\$4,200

This includes both direct costs for a 9 square metre booth and charges for Austrade services. The exhibition package includes the following:

Direct costs: \$2,680

- Venue cost
- Australian pavilion design / decoration

Austrade services: \$1,520

- Logistics support for shipping samples to China
- Identifying potential distributors and agents based on each exhibitor's products
- Arranging for prospective Chinese importers as possible to visit the Show
- Organisation of a networking event for Australian participants and Chinese buyers
- Assistance during the exhibition and business matching meetings
- Provision of translators during the event to assist with your introductions and negotiations
- Follow up with potential partners on your behalf after the event

New Exporters

Companies in Austrade's New Exporter Development Program should liaise with their Export Adviser regarding utilising any available NEDP hours for Austrade services.

Optional Hong Kong program - A\$570

On your return trip to Australia, Austrade Hong Kong is offering a one day business matching program with potential importers & distributors in Hong Kong on Monday 12 March 2007

Program

- Briefing on the Hong Kong & Macau construction markets by Austrade
- Individual appointment programs with property developers, architects contractors, agents and distributors.
- Follow up on your behalf after program

Why Hong Kong

- Hong Kong, with its population of seven million people, is Australia's ninth largest building product export destination, buying A\$293 million of Australian product in 2004-05.
- The construction and property sectors play a significant role in the economy of Hong Kong. The Hong Kong Government has allocated almost A\$5 billion for urban redevelopment and infrastructure projects in 2005-06.
- In Macau, construction of new casinos and hotels is booming with Macau's three licensed casino operators and three sub-concession holders committed to spend A\$10.6 billion over the next five years.





Contacts for further information

In Australia

Luke Deacon
Export Adviser, Austrade Sydney
Tel: +61 2 9390 2103
Fax: +61 2 9390 2052
Email: luke.deacon@austrade.gov.au

In China

Eric Xie
Business Development Manager
Austrade Guangzhou, China
Tel: (86 20) 8331 2738
Fax: (86 20) 8331 2198
Email : eric.xie@austrade.gov.au

In Hong Kong

Emesa Yeung
Business Development Manager
Austrade Hong Kong
Tel: (852) 2588 5310
Fax: (852) 2827 4145
Email: emesa.yeung@austrade.gov.au

How to Participate

Please confirm your participation by completing the attached registration form and faxing it to Austrade Guangzhou on: +86-20-8331-2198.

Important Note:

- Only 72 square metres are reserved for the Australian National Stand at Booth No. AT001, Hall A.
- Please confirm your participation as soon as possible, as booth space will only be reserved on a "**First Come First Served**" basis.

Supported By:



Places are limited, so please confirm your participation with us
BEFORE 10 November 2006