



Lae Chamber of Commerce Inc. Weekly News Update

17 April 2014

VOLUME: 15 - 14

HAPPY EASTER

We take this opportunity to wish you and your families a safe and blessed Easter Holiday and in doing so reflect and include our thoughts and well wishes for our close neighbours in the Solomon Islands, especially the families and children recovering from last week's major disaster.

LAE CHAMBER OF COMMERCE INC.

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The website is maintained by Kuakawa Business Solutions on support@kuakawa.biz.

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Thank you

FROM THE PRESIDENTS DESK

2014 ANZAC DAY NOTICE

The ANZAC Day Dawn Service will be held at the Lae War Cemetery, Friday 25th April 2014 commencing at 05:30 AM. The service will be followed by the Gunfire Breakfast at the Lae Yacht Club. **You are most welcome to attend!**

Message from President PNG Chamber of Commerce & Industry DONATIONS TO DEVESTATED SOLOMON ISLANDS!

As many of you will be aware we have been working with the Solomon Islands Chamber of Commerce and Industry to coordinate assistance for people affected by the recent flooding.

After the floods there are tens of thousands of people displaced and in need of assistance. Of course, there is also news last weekend of a severe earthquake.

Air Niugini have agreed to assist as confirmed in the following email from Simon Foo:

Air Niugini are pleased to assist with the uplift of relief items for the Solomon's disaster on the following basis:

1. Any third party or security charges will be met by the shipper.
2. Uplift of airfreight will be from POM only.
3. Uplift will be on a space available basis.

We shall review this arrangement on 14 May and James Tira (copied) our Executive Manager Cargo will be your initial contact.

As mentioned in Simon's note, uplift by Air Niugini will only be from Port Moresby and David Conn at POMCCI is coordinating the arrangements in Port Moresby. PNGCCI has arranged for storage at the airport in Port Moresby and people wishing to donate goods in NCD and surrounding areas should have them delivered to:

Deugro (PNG) Ltd

The address is JPOC 2, 7 Mile, Jacksons Parade.

Mob: +675 7181 1474

Phone: +675 323 3009

The contact person at site is Paul Stevenson, paul.stevenson@deugro.com.

Please have all items addressed to the Solomon Islands Chamber of Commerce and Industry or SICCI, marked with the name of the sender and securely wrapped ready for shipment with a packing list and invoice referring to the goods being for the Solomon's Flood Appeal.

Alan McLay at LCCI has arranged through Express Freight Management for concessional shipping rates with shipping companies for transporting donated goods ex Lae. Shipping dates are:

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Objectives
of the LCCI

- To promote the business interests of the private sector;
- To further the economic development in Lae;
- To ensure the provision of services and utilities essential to such development;
- To provide a representative body for business people, which government can consult;
- To promote support or oppose legislation; or take any other measures to improve the business community;
- To provide a forum for discussion of private sector goals;
- To pool the strengths of business people so that together, they can accomplish tasks that each one alone cannot achieve;
- To promote the economic viability of the area, so those current businesses will grow and new ones will be developed locally;
- To provide business with a common voice.

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DONATIONS TO SOLOMON'S (cont)

Many thanks to these shipping companies who have agreed to assist in this way. If people want to donate and Lae is the appropriate point of shipment contact Alan at the LCCI.

People in the New Guinea Islands wanting to donate should contact Nick Lyons at the East New Britain Chamber of Commerce and Industry (nlyons@datec.net.pg).

Jerry Maiki Tengemoana from SICCI has provided the following list to us as to what is needed.

Tarpaulins, Rope, Clothing, Bottled Water, Water Purification Tabs, Medical Supplies, Disinfectant, Sleeping Mats, Blankets, Food Supplies, Bath/Laundry Soap, Nappies, Baby Food/ Supplies, Ladies Underwear, Towels, Kitchen Utensils, Cutlery, Pots and Pans, Machetes/Axes, Garden Tools.

Cash donations are also welcome. If you wish to donate in cash or kind, please contact Dulcie or Helena at the PNGCCI. Cash donations may be made to the PNGCCI account and we will arrange transfer to SICCI. Account details are attached. Please confirm your name, organization, date and amount donated so the money can be properly receipted and accounted for.

This can be in an email to Dulcie at pngcci@global.net.pg.

We are also in discussion with Milne Bay Chamber of Commerce about needs in the islands in MBP that were also hit severely and information on requirements will be circulated when it is on hand.

All for now,

John Leahy | President | Papua New Guinea Chamber of Commerce and Industry, Inc.
P + 675 320 3333 | F + 675 321 3631 | M (PNG) + 675 7200 7225 (Aust) + 61 409 723 986

EASTER IN LAE

Whilst we do wish everyone a Happy Easter in Lae, the reality is that this is a period when the criminals are very active. As expected the City is full of people, many who have travelled to Lae for their Easter shopping or just a break. With the crowd, comes the pick-pockets and bag snatchers, so we advise everyone to be cautious over this extended weekend.

Already some of the retail stores have been hit by gangs of thugs, many of whom are armed. Therefore we ask all storeowners to secure their premises as much as possible.

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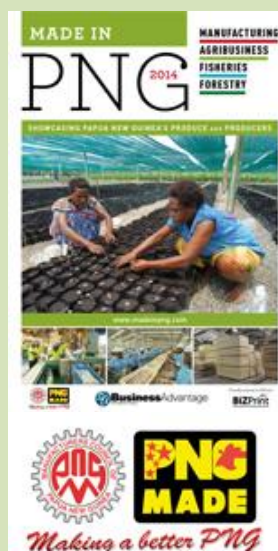
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Business Advantage PNG

YOUR GATEWAY TO PAPUA NEW GUINEA AND THE REGION

Five questions for Guard Dog Group's John Bellinger

16 Apr 2014 by [Business Advantage](#) [Leave a Comment](#)

Security is one of the largest employers in PNG's services sector. *Business Advantage PNG* spoke with John Bellinger, Chief Executive Officer of the country's largest security company, Guard Dog Group, to find out more.

Business Advantage PNG (BAPNG): Your company is well-known not just for its guard dogs, but also for your security personnel and the airport shuttle service in Lae. How wide is the scope of your activities?

John Bellinger: The companies under our umbrella provide a comprehensive range of services, ranging from manned security, customised electronic solutions, armoured vehicles, UPS equipment, communications and security training.



We actually have our own accredited National Security Training College, where training is provided by an experienced team of instructors and support staff.

With manpower now exceeding 5000 men and women nationwide, the Guard Dog Group is a major employer, not just in the security industry but in PNG's economy as a whole. On the one hand, the opportunity to develop businesses with Hides Gas Development Company and Laba Holdings has been most rewarding and satisfying.

On the other, the experience we have gained, together with our long history of providing services to oil, mining and gas projects, leaves us ideally placed to participate in future projects.






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The PNG Games will be held in Lae in 2014



The Host Organising Committee (HOC) humbly invites you to be part of Papua New Guinea's very own game, the PNG GAMES 2014.

- The success of the 6th PNG Games in Lae from 16- 29th November 2014 will very much depend on how we the stakeholders and the community in Lae and Morobe Province interact and cooperate.
- Your partnership in association with the Host Organising Committee is vital and needed to successfully stage the 2014 PNG Games.
- Your contribution, effort and commitment will not go astray.
- You are part of Lae: Let's make it happen for Lae and Morobe Province.

OFFICIAL ADDRESS AND CONTACT

Chairman, Host Organising Committee,
PNG Games 2014,
C/- P O Box 1991, LAE 411
Morobe Province.

Telephones:

4791200/1/2; 4791220

Facsimile: 4791550

Website:

www.pnggames.org.pg

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BUSINESS ADVANTAGE ARTICLE (Cont)

BAPNG: Looking ahead, what are your major plans? Where will the growth come from in the aftermath of the PNG LNG Project?

John Bellinger: We want to be recognised as the best service provider in the security industry, such recognition can only be good for growth. We actively review our Corporate Strategy to ensure KPI's are achieved and communicate with our key clients to ensure service delivery is the best.

The Group has established a sound platform from which it can continue to expand. With strong internal governance and direction we expect our growth to come from, without being too specific, ongoing existing market penetration and new market development of existing products and services, new product options and diversification into other areas.

In addition, with more large projects in the resource sector being a distinct possibility we hope we will be considered as serious contenders to provide security services by the project owners.

BAPNG: Security is certainly a major industry in PNG and you are the largest operator. What do you see as the company's key strengths?

John Bellinger: The company was founded by Dennis Bux in Madang in the early 1980s. That means we have three decades of experience, combined with a truly nationwide presence and an outstanding mix of local know-how and international expertise. As our name suggests, guard dogs are a particular speciality: we have around 400 trained dogs in PNG and one of the largest training facilities in the southern hemisphere.

BAPNG: What has the company learned from participating in a world-class project like the PNG LNG project?

John Bellinger: Collaborating with one of the world's biggest companies obliged us to review our internal processes. We made a big effort to improve our training and operational manuals, as well as implement a Quality Management System. This was a big challenge and I am pleased to say that we have succeeded in meeting the high standards expected of us.

BAPNG: You formed two ground-breaking joint ventures with local landowner companies to provide security to the PNG LNG Project. How have those worked?

John Bellinger: While Guard Dog has provided the expertise, training and ongoing management, our landowner partners have provided the manpower. With the construction phase at its peak in 2013, each joint venture was employing in excess of 500 staff.

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BUSINESS ADVANTAGE ARTICLE (Cont)

Stanley gas project approved in Papua New Guinea

16 Apr 2014 by [Business Advantage](#) [Leave a Comment](#)

The national cabinet has approved the US\$300 million (K829 million) development of the Stanley gas-condensate field in Western Province.



Petroleum & Energy Minister,
Nixon Duban

Petroleum and Energy Minister Nixon Duban has told the project operator, Horizon Oil, the National Executive Council has approved the signing of a gas agreement with Horizon and its partners. Cabinet has also approved a benefit sharing arrangements among the local landowners, according to a statement by Horizon's CFO, Michael Sheridan.

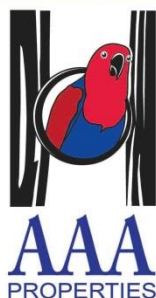
Stanley will initially be developed as a condensate extraction project with reinjection of dry gas.

A condensate recovery plant will be built at Stanley field along with a liquids pipeline to Kiunga on the Fly River. Storage will be built at Kiunga while a river tanker being built in Jiangsu in China will ferry the condensate to market outlets.

The granting of the licence will see Horizon Oil's sale of 40 per cent of its PNG assets to Osaka Gas for US\$77 million. This sale marks the beginning of a 60/40 strategic alliance between Horizon Oil and Osaka Gas, one of Japan's largest utility companies and LNG importers.

The Stanley Gas Project in brief

- **Location:** Western Province
- **Shareholders:** Horizon (30%), Osaka Gas (20%), Talisman Energy (40%) and Mitsubishi (10%)
[Subject to reduction to allow for PNG State Nominee participation at 22.5%]
- **Capacity:** 8 million of barrels of condensate over a 10 year period
- **Timeline:** Condensate production and cash flow by late 2015



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**CONTACTS TO
PNG FIRE SERVICES
LAE FIRE STATION**

Phone numbers.

4720252 - Acting Commander Alphonse Amia

Emergency Numbers are still the ones in the directory which are:

472 4818 or **4724333**
or Digicel subscribers (cell phones) can call on toll free number 110.

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NEWS ALERT



Thousands of legal departments and companies involved in import-export transactions around the world already use the *ICC Model International Sale Contract* to save time and cut risks when buying and selling manufactured goods, making it the most popular of ICC's series of model contracts. Available in English and bilingual English-French, the model sets out a carefully balanced legal framework, with expertly drafted provisions covering issues such as shipment, time of delivery, payment terms and ownership of the goods.

"Any company in any country can use the ICC model contract," said Abumelha Saeed, a contracting adviser at Saudi Arabian company Aecom who followed an ICC training on the Model International Sale Contract after it was updated in 2013. "I will definitely recommend that others in my company use it."

"Drafting and negotiating English-law governed contracts for small transactions could take about a week. The ICC model contract offers a quicker alternative for small, international purchases of goods," said another participant. "The use of the International Convention on the Sale of Goods as the legal basis for such contracts eliminates the need to negotiate applicable law and could save time and effort in the negotiation process between the parties."

Providing clear directions to sellers and buyers, the model contract includes an interactive digital version that enables business people and lawyers to define their own up-to-date import-export agreements incorporating the *Incoterms® 2010* rules, Bank Payment Obligation rules developed by the ICC Banking Commission and SWIFT, and other latest developments in international trade.

New-look ICC Store

This Book of the Month offer comes a month after ICC Publications unveiled its newly improved online bookstore. The easy-to-use ICC Store includes an e-Book function that allows customers to download many popular titles directly onto their computers.

"With ICC's bestselling model contract on special offer as our first Book of the Month, we hope more people will come and discover the new ICC Store, and its wide range of print and e-Books in many languages. It's a great source of reliable, time-saving tools for arbitrators, bankers, lawyers and business people involved in cross-border trade," said Brigitte Horn, Marketing Coordinator for ICC's Business Development Department.

As well as the latest ICC rules and standards, including model contracts and *Incoterms® 2010*, visitors to ICC Store will find practical guidelines and reference works including the 'Dossier' series of publications from the ICC Institute of World Business Law. Some of the best-known publications are available in more than 30 languages.

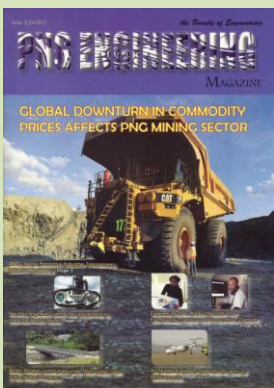
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WORKING GROUP ON APPRENTICE TRAINING IN LAE

About four years ago an attempt was made through the LCCI to set up a working group to explore ways that Lae Polytechnic and other technical institutions could be supported by the private sector in Lae. This arose from the ongoing concern of the high cost of sending apprentices to block courses in Port Moresby, Mount Hagen and Madang and also because of the continual shortage of places for apprentices at existing colleges. Unfortunately this initiative never got off the ground.

On Monday the 31st of March at the National Apprenticeship Trade Testing Board (NATTB) Promotion and Awareness seminar there appeared to be support for this working group to be established. The issue of shortage of places at existing colleges and the high cost of apprentice training still seem to be matter of major concern. Staff at Lae Polytechnic also indicated their support for being part of this working group and wished to develop a closer working relationship with the private sector in Lae.

Should your organization have an interest in participating in a working group can you please contact Geoff Whitehouse at Mainland Holdings Limited on gwhitehouse@mainland.com.pg.

NURSES DAY

The nurses are commemorating the International Nurses Day on the 12th of May, 2014 – at which the members will march. The Lae Nurses Association Branch wishes to ask the Business Houses with clinics on site, to join the March.

The nurses and interested employees from private sectors are making a formal request to Lae Chamber of Commerce to contact participating companies to release their company logos to be printed on shirts for the March.

This is also a good opportunity for the private sector to show case their industry or business.

Please contact: Cherrish Nasaking cnasaking@mainland.com.pg
'Tolly Lafanama' tlafanama@tablebirds.com.pg
'Anne Bernatt' abernatt@tablebirds.com.pg



Aspermont publishes the popular PNG Report Magazine as well as the PNG Industry News seen on this page. This article is published as an extract from PNGIndustryNews.net



There are only a few copies of the February/ March edition of the PNG Report left at the Lae Chamber of-fice. You are invited to collect your free copy.



Essential PNG Industry News

PNG's change of pace

Wednesday, 16 April 2014

THERE has always been consternation about Papua New Guinea's super-slow regulatory approval process. By Wantok

For a long time, the resource sector in PNG has needed an open and transparent government to maintain a level playing field for all industry players.

But with the appointment of Nixon Duban as Minister for Petroleum and Energy, there has been a change of pace that has captured the attention of the resources industry.

Readers will be aware that Duban was controversially named as William Duma's successor early last month And replacing perhaps the longest-serving minister in PNG history, after almost a decade in the post.

While Duma undoubtedly had a rocky relationship with the industry, his replacement was overshadowed by the sacking of for Treasurer Don Polye and the controversy over the PNG government's loan from Swiss bank UBS.

The noise in recent times may have caused some to fail to recognise what can only be described has a plus for both the government and the industry. Duban has acted swiftly on some matters that have been collecting dust for some time.

For instance, in just under a month into his term in office, he has granted a Petroleum Development License to the joint venture partners of the Stanley gas project.

This means the project can now move into construction and production of gas condensate. The minister has also facilitated the equity participation by states nominee (Eda Kopa) in the Solwara 1 project.

Many industry insiders have told Wantok off the record that the former minister was perceived to be an obstacle. His replacement was part of a broader recognition within government that there was a need to streamline the regulatory process.

The current review in mining legislation, for instance, will see the imposition of time limits that government agencies are expected to respond to applications for regulatory approvals.

Penalties will apply should state agencies not respond within the approved time frame. This should increase confidence amongst all stakeholders about the integrity of the regulatory process and reduce the need to grease the wheels.

For ordinary Papua New Guineans, it also means that they can have confidence that the system isn't been hijacked by the national rent seeking elite. The perception that government regulators are corrupt has a negative impact on the relations between developers and the local people on the ground. This mistrust is based on the perception that the umpire (regulator) is biased towards the developer.

The improvement in the regulatory process synergizes with other governance initiatives such as the Extractive Industries Transparency Initiative (EITI). These initiatives will hopefully provide greater clarity amongst the investment community that Papua New Guinea is willing to play by the rules and play fair.

Mistrust of government regulators has fuelled negative community sentiments towards the company at Ramu Nickel, while the current social problems at Porgera may indeed have their roots in the corrupt Placer Affair of the late 1980s.

And of course the Bougainville and Ok Tedi stories stand as reminders of why how poor government regulation can be disastrous.

But there is an air of confidence today about the PNG economy's future prospects. And Duban's approval of the Stanley Gas project will send the right signals to investors that PNG is open for business.

Hopefully, Duban can find a balance between the competing interests of industry, government and local communities. It is a difficult task but certainly not impossible as it is in the interest of all parties that there be economic growth and prosperity in Papua New Guinea.



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