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**Title:**

Speech to guests at the dinner of the Export Development Council at the Hotel Australia

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SPEECH OF WELCOME BY THE PREMIER OF SOUTH AUSTRALIA, THE HON. DON DUNSTAN, Q.C., M.P., TO GUESTS AT THE DINNER OF THE EXPORT DEVELOPMENT COUNCIL AT THE HOTEL AUSTRALIA ON 6TH DECEMBER, 1967.

THE HON. THE ACTING MINISTER FOR TRADE AND INDUSTRY, STATE MINISTERIAL AND PARLIAMENTARY COLLEAGUES, MY LORD MAYOR, OTHER DISTINGUISHED GUESTS, AND GENTLEMEN:

I AM PRIVILEGED TONIGHT AS PREMIER OF SOUTH AUSTRALIA TO EXTEND A HEARTY WELCOME TO ALL GUESTS AT THIS DINNER HELD IN CONJUNCTION WITH MEETINGS OF THE EXPORT DEVELOPMENT COUNCIL IN ADELAIDE. I EXTEND A PARTICULAR WELCOME TO THE MEMBERS OF THE EXPORT DEVELOPMENT COUNCIL WHO COME FROM OTHER STATES.

THERE CAN BE NO DOUBT THAT IF AUSTRALIA IS TO CONTINUE TO DEVELOP AS WE WOULD ALL WISH IT TO DO, THERE MUST BE GREATER ATTENTION GIVEN TO THE EXPORT MARKETS AVAILABLE TO INDUSTRY IN AUSTRALIA.

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IT IS FITTING THAT THE CURRENT MEETINGS OF THE EXPORT DEVELOPMENT COUNCIL SHOULD BE HELD IN SOUTH AUSTRALIA BECAUSE I BELIEVE THAT NEVER BEFORE IN SOUTH AUSTRALIA HAS THERE BEEN A GREATER REALISATION OF THE IMPORTANCE OF DEVELOPING OUR EXPORT MARKETS. I AM PLEASED TO SAY THAT THIS IS A MATTER ENGAGING THE ATTENTION OF MANY MANUFACTURERS AS WELL AS THOSE ENGAGED IN PRIMARY INDUSTRY, AND FURTHERMORE THERE IS A REALISATION THAT THE EXPORT MARKET IS IMPORTANT NOT ONLY TO THE LARGER MANUFACTURING INDUSTRIES BUT ALSO TO THE COMPARATIVELY SMALLER PLANTS. THIS QUICKENING OF INTEREST IN THE EXPORT MARKET IS EVIDENCED BY THE SUCCESS WHICH HAS BEEN ACHIEVED BY SOUTH AUSTRALIAN COMPANIES IN RECENT YEARS IN OBTAINING EXPORT AWARDS.

FURTHER SUCCESS BY SOUTH AUSTRALIAN COMPANIES IN EXPORT ACTIVITIES HAS ALSO COME TO MY NOTICE. I AM PLEASED TO ANNOUNCE TONIGHT THAT THE SOUTH AUSTRALIAN COMPANY HORWOOD BAGSHAW LTD. HAS JUST RECEIVED EXPORT ORDERS FROM CANADA, SOUTH AFRICA AND SOUTH AMERICA WORTH OVER \$150,000. INCLUDED IN THIS IS AN ORDER FOR 500 TONS OF LAND CLEARING, TILLAGE AND SEEDING EQUIPMENT FOR CANADA. THIS ORDER IS PARTICULARLY SIGNIFICANT BECAUSE IT REPRESENTS A BREAKTHROUGH IN ONE OF THE WORLD'S MOST COMPETITIVE MARKETS AND IT WILL BE THE LARGEST SINGLE ORDER OF THIS TYPE EVER SENT TO CANADA FROM AUSTRALIA. THE SOUTH AMERICAN ORDER IS FOR A SMALL TRACTOR MOUNTED PLOUGH SPECIALLY DESIGNED FOR THE EXPORT MARKET, AND THE SOUTH AFRICAN ORDER REPRESENTS REPEAT BUSINESS FOLLOWING THE SUCCESS OF EARLIER SHIPMENTS.

ANOTHER IMPORTANT ACHIEVEMENT ON THE EXPORT MARKET HAS BEEN GAINED BY THE FIRM OF SPERRY GYROSCOPE. THEY HAVE RECEIVED AN ORDER FOR THE MANUFACTURE OF A MACHINE KNOWN AS A RANDOM LINE

INTEGRATOR FOR USE IN RESEARCH INTO METHODS OF DETERMINING THE PRECISE STRUCTURE OF DNA MOLECULES. THIS RESEARCH IS AT PRESENT BEING CARRIED ON AT THE UNIVERSITY OF WISCONSIN AND TENDERS FOR THIS MACHINE WERE INVITED THROUGHOUT THE UNITED STATES OF AMERICA AS WELL AS FROM SPERRY GYROSCOPE. THE SOUTH AUSTRALIAN COMPANY RECEIVED THE ORDER IN COMPETITION WITH THE UNITED STATES OF AMERICA MANUFACTURERS AND SUBCONTRACTORS TO SPERRY GYROSCOPE ARE OTHER SOUTH AUSTRALIAN COMPANIES SCIENTIFIC OPTICAL LABORATORIES OF AUSTRALIA PTY. LIMITED AND DAWN ENGINEERING. THE VALUE OF THIS PARTICULAR CONTRACT IS APPROXIMATELY \$6,000.

THIS IS CLEAR EVIDENCE OF THE ABILITY OF SOUTH AUSTRALIAN MANUFACTURERS TO OBTAIN ORDERS OVERSEAS, AND THESE PARTICULAR ORDERS ADDED TO THOSE OF COMPANIES SUCH AS GENERAL MOTORS-HOLDEN'S PTY. LTD., CHRYSLER AUSTRALIA LTD., HILLS INDUSTRIES LTD., SCOTT BONNAR LTD. AND MANY OTHERS WHO ARE CONTINUALLY ENGAGED IN EXPORT TRADE ARE CLEAR EVIDENCE OF THE IMPORTANCE OF EXPORT MARKETS TO OUR SOUTH AUSTRALIAN INDUSTRY.

IN WELCOMING THE MEMBERS OF THE EXPORT DEVELOPMENT COUNCIL TO ADELAIDE AT THIS TIME I ASSURE THEM THAT MY GOVERNMENT IS WELL AWARE OF THE IMPORTANCE OF DEVELOPING OUR EXPORT MARKETS, AND IN CO-OPERATION WITH MANUFACTURERS AND PRIMARY PRODUCERS IN THIS STATE WE WILL DO EVERYTHING POSSIBLE TO FURTHER THE ACTIVITIES BEING MADE TO ATTRACT REGULAR EXPORT MARKETS. I TRUST THAT THE MEETINGS OF THE COUNCIL CURRENTLY TAKING PLACE WILL ASSIST IN ACHIEVING A FURTHER UPSURGE OF OUR EXPORT TRADE.