



Government
of South Australia

Hon David Ridgway MLC
Minister for Trade and Investment

20TTII/00028

Dr Vinay Sriram
General Manager (Engineering)
Ipacs Australia Pty Ltd
Email: vinay.sriram@ipacs.net.au

Dear Dr Sriram

The coronavirus outbreak has caused global disruption and is impacting a number of businesses, international students, tourists and communities, particularly within the China region.

As a business owner in South Australia who is contributing to our state's economic growth and creating jobs for our community, I wanted to reach out to offer some further, practical assistance to you as one of our state's exporters through my agency, the Department for Trade and Investment (DTI).

I also wanted to assure you that as a government, we acknowledge and understand the situation is causing a range of challenges, and we are working to provide as much support as possible here in South Australia and via our international trade and investment offices in China, Japan, United Kingdom and the United States of America.

The South Australian Government is focused on doing everything we can to support companies who are experiencing logistical difficulties due to the coronavirus.

We can offer free support services, including:

- Individual problem support – paperwork, logistics, import/export issues
- Sales lead follow-up on behalf of exporters
- Fielding sales enquiries on behalf of exporters
- Conducting in-market research
- Promotional events to drive sales of stock which may have already landed in China.

Further to these services, our staff can engage and facilitate meetings on behalf of affected exporters in-market.



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I encourage you to access these services and to reach out to DTI with any questions you may have.

DTI also offers support through the TradeStart network to assist South Australian exporters to achieve long-term success in international markets, and I encourage you to reach out to access these resources.

Our TradeStart export advisers have extensive experience in international trade and utilise both Austrade's and the South Australian Government's networks, locally and internationally to support South Australian exporters.

For further information on TradeStart visit <https://dti.sa.gov.au/trade/tradestart-assistance>.

It is important to remember, from a trade perspective, that this health epidemic will pass and that demand for Australian and South Australian products and services will return, with further potential for continued growth.

Yours sincerely

A handwritten signature in blue ink, appearing to read 'David Ridgway'.

Hon David Ridgway MLC
Minister for Trade and Investment

13 / 3 / 2020