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EXPORT OPPORTUNITIES FOR AUSTRALIAN DIECASTERS (Statement by Mr. J. McEwen, Deputy Prime Minister and Minister for Trade and Industry)

The Australian Diecasters Survey Mission found that a market in North America could be developed for castings produced in low to medium volume, particularly where expensive dies and subsequent machining were involved, Mr. J. McEwen, Deputy Prime Minister and Minister for Trade and Industry, said today.

Mr. McEwen, commenting on the report of the Diecasters' Survey Mission to the West Coast of North America, said penetration of this more specialised market would not come overnight, but would require a sound, practical approach on the part of individual firms and the industry as a whole. A calculated approach to the market could prove most rewarding.

There were opportunities in this field, notably in Los Angeles, Oakland and San Diego. However, there was no ready-made market for die-castings in high volume, which was the work the diecasters would prefer.

Mr. McEwen said the Government lent support to the development of export trade through such avenues as export incentives, overseas promotions and the services of Trade Commissioners, but the prime responsibility for developing this market rested with the diecasters themselves. He said he was confident the industry would take full advantage of all opportunities in spite of increasing international competition which demanded greater devotion to management, engineering and marketing skills.

The Diecasters Survey Mission comprised Mr. G.V. Reid, General Manager of Monier C.C. Die Castings Pty Ltd. (Leader); Mr. R. Hay, Managing Director of Huckson Diecastings; Mr. F. Hook, Managing Director of F. Hook Pty Ltd. and Mr. P. Marcusson of the Department of Trade and Industry. The Mission visited the United States and Canadian West Coasts late last year to investigate and report on market possibilities for Australian diecastings.

Mr. McEwen commended the Mission and expressed gratitude for the conscientious effort of each Mission member.

Canberra, A.C.T. 27th June, 1967 49/67T