



PRIME MINISTER

FOR MEDIA

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FOR TRADE, THE HON J S DAWKINS

The Minister for Trade and I today congratulated the Sydney company Macdonald Wagner on its recent success in winning a major consulting contract associated with a massive \$300m port redevelopment project at Bahia Blanca in Argentina.

The success of Macdonald Wagner in winning the contract is an example that other Australian consulting firms should seek to emulate. Trade in services is a rapidly growing area of world trade. Consultancy services is an area where Australia clearly has the expertise and the ability to compete internationally.

Macdonald Wagner has shown great drive and initiative in pursuing the project. It was able to secure the project ahead of competition from the USSR, Canada, the US, Holland, France and Italy. This reflects the ability of this company as well as the unprecedented competitiveness of Australian industry.

The success achieved by Macdonald Wagner has not been easily secured. The company has worked consistently since June 1983 to secure the project.

Just as Macdonald Wagner has done, exporters must show a commitment to exports if they are to succeed on overseas markets. Exports, whether in goods or services, should not be seen as something a company dabbles in when it has excess capacity. Such an approach is both unlikely to be successful and damage Australia's reputation in overseas markets.

We note that overseas projects such as this also have the potential to link in other Australian industry through the supply of capital equipment and other services.

Mr Tony Denham, Managing Director, and Mr Andrew Murray, Marketing Manager, will be available for interview in Senate 3 at 2.00pm.