

ARIC

AUSTRALIAN RAILWAY INDUSTRY CORPORATION

Application for Membership



ARIC

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DESCRIPTION

ARIC is a non-profit, private sector organisation consisting of members from the Australian Railway Industry as providers of goods and services as well as Australian Railway operators with some 'observer members' by virtue of their status in the industry.

ARIC'S MISSION

The mission of the Australian Railway Industry Corporation is to create exposure of Australian Rail Expertise and Technology to the world market by:

- Encouraging and assisting members to gain maximum opportunities in international markets
- Undertaking focussed research projects, at the member's direction, designed to provide valuable information and opportunities.
- Maximising member's capabilities to participate in Government grant schemes.
- Improving the funding for R&D and export incentives for the Rail Industry
- Encourage and assist Small & Medium Enterprises (SME's) to become exporters of rail technology and services.
- To become the Rail Industry specialist for the generalist facilitator allies.
- To responsibly manage the members' funds to ensure that the corporations objectives are achieved.

HISTORY

ARIC was formed in May 1985, in response to the then Department of Trade's encouragement of export-oriented Australian companies associated with the Railway Industry to organise themselves into a co-ordinated body to maximise the benefit of available resources to achieve export success.

ARIC and its members are directly supported by Austrade (Australian Trade Commission).

ARIC operates through a range of different industry segments, in accordance with the diverse nature of its member companies

- ◇ Railway Management, Consulting and Engineering Services
- ◇ All forms of Rollingstock and their Components
- ◇ Track Construction and Maintenance and specialised equipment
- ◇ Signalling, Communications and Electrification
- ◇ Railway Equipment, Component Repair and Workshop Services

thereby catering for the complete range of products and services provided by the Australian Railway Industry.

ARIC's membership currently stands at 45

OPERATION

ARIC operates through its Board which consists of 10 representatives and which meets every 2 months; Board meetings are followed by a general meeting. All members are invited to participate and attend these general meetings where ARIC's activities are discussed and ideas to enhance the export success of its members are both discussed and generated.

ARIC members draw on Austrade resources and support through co-ordination provided by the National Manager Railways, who is based in Sydney and who provides managerial services to ARIC. Typical services available on a priority basis to ARIC and its members through this association with Austrade include:

- ◇ Communication of overseas market opportunities and tender notices
- ◇ Export market research
- ◇ Access to financial support schemes
- ◇ Support within Australia by Austrade staff
- ◇ Overseas representation through Austrade's Trade Commissioners
- ◇ Opportunities to participate in official visits to Australia by relevant overseas railway officials
- ◇ Opportunities for co-ordinated participation in overseas railway trade fairs, exhibitions, conferences and trade missions etc
- ◇ Inclusion in the ARIC Products and Services Directory which is circulated to overseas customers through Austrade's network of 70 overseas Posts
- ◇ Access to co-ordinated export development programs

ARIC PRODUCT & SERVICES DIRECTORY

ARIC produces a Product & Services Directory which lists all current financial members. Members are entitled to a free company profile entry.

Advertisement costs

Full page colour Advertisement	\$1850 plus gst
½ page colour Advertisement	\$1100 plus gst
Associate Member (company profile)	\$1000 plus gst

MEMBERSHIP FEES

Membership fees are based on annual turnover in the rail industry.

turnover over \$50 million (Category A)	\$6,900.00 pa plus 10% GST
turnover from \$10 to \$50 million (Category B)	\$3,850.00 pa plus 10% GST
turnover up to \$10 million (Category C)	\$2,850.00 pa plus 10% GST

In addition to the above fee structure, the following membership structure is also available:

Category D

- * **\$1850** (plus gst) pa
- * \$250k rail turnover
- * ½ page entry in P&S Directory, website

- **Associate Member**
 - * \$2500 + 10% gst, includes advertising page in Product & Services Directory rather than a members' page, website (advert or text)

- **Criteria to be an Associate Member**
 - * a company or group with a non-rail product/services but has interest in the rail interest

- **Individual Membership**
 - * a token fee of \$50
 - * no entry in Product & Services Directory, no website, no subsidy for exhibition space

Membership fees invoiced on 1 June and are due for payment on the 1st of July each year.

CONTACTS

All membership applications and enquiries should be directed to:

The Executive Officer

ARIC

GPO Box 5301

Sydney NSW 2001

Email: aric@aric.com.au

Ph: 02 9390 2145

Website: www.aric.com.au

ELIGIBILITY FOR MEMBERSHIP OF ARIC

Principles and Tests

1. ARIC is an export-oriented, non-profit organisation formed by Australia's Railway Industry with the support of the Government.
2. ARIC will represent members' interests in promoting Australian Railway Industry products, services and technology into the world market place.
3. ARIC is a private sector industry body which co-operates with Australian public sector bodies, including railway operators, which may observe by invitation at the general meetings of ARIC.
4. It follows that:
 - a) Any Australian company which believes it has a stake in railway exports may apply to join ARIC.
 - b) Prospective members must be genuinely interested in exporting or doing business overseas.
 - c) Products and services should be primarily manufactured in, or provided from Australia.
 - d) The Board retains, on behalf of the interests of ARIC members, the right to accept or reject such membership, or to discontinue membership.
 - e) A company will normally be accepted for membership unless a majority of the Board have serious doubts as to the good faith of that company as a genuinely motivated Australian Railway exporter.
5. In all cases of disputed rights of membership, the majority view of the Board shall prevail. In the case of an equal vote, the Chairman's decision shall be binding.
6. Where a company's application for membership is not accepted, its membership fee shall be refunded in full.

AUSTRALIAN RAILWAY INDUSTRY CORPORATION LIMITED

APPLICATION

Company & ABN:

Division:

Nominated Delegate:

Position:

Telephone:

Facsimile:

**Email / Website
Address:**

Alternative Contact:

Telephone No:

Postal Address:

Location Address:

Please advise the Manager, Railways if any change occurs in these details.

DECLARATION

We agree not to disclose market intelligence provided by ARIC other than for the benefit of the Australian company.

Signed :..... Date :

A cheque for one year membership is enclosed.

Please send to: The Executive Officer
ARIC
C/O Austrade
GPO Box 5301
Sydney NSW 2001

