

# Take a bow, SA exporters



MARTIN HAESE

TO develop South Australia, it is essential to have a strong export sector. Our state has been exporting goods and services since the 1840s, sharing our wares with markets wider than Adelaide's boundaries.

In the early years, our exports consisted mostly of whale bone, whale oil and wool, expanding to bark, gum, hides, skin, lead, slate, timber, butter, oats, wheat, flour, copper, bacon, ham, eggs and leather within five years. The first case of wine exported to the UK was Echunga hock in 1845.

Exports back then were mainly destined for NSW and Victoria, with small consignments to the UK. These days, we export to just about every country in the world.

SA's exports in the 12 months to June totalled nearly \$12 billion, but if we consider that the state also has a significant services export sector, particularly education and tourism, the value of total exports is about \$15 billion – 14 per cent of gross state product.

We have many great exporters in SA, businesses and organisations going above and beyond when it comes to selling our state overseas. Whether it's education, agricultural, information technology, health services or wine and beverages, there are few industries where we are not represented.

One of those exporters is Clean Seas Seafood, which can be traced back to founder Hagen Stehr and when he alighted at Port Lincoln nearly 60 years ago to become a tuna baron.

Clean Seas Seafood was on Friday night recognised as the SA Exporter of the Year at the Business SA 2019 Export Awards, also taking out the Agribusiness Award. Clean Seas Seafood will go on to represent the state at the national finals in Canberra in December.

Clean Seas is the global leader in the full-cycle breeding and farming of yellowtail kingfish. It has been a long road for the company, and its determination over more than a decade of persistence has seen it making major international inroads.

Business SA recognised 16 businesses on Friday night, including Accolade Wines, which won the Statewide Super Excellence in Exporting Award. The company traces its history back to 1857, when Thomas Hardy produced his first vintage on the banks of the River Torrens.

Other major award winners included Rising Sun Pictures, the University of Adelaide, Avance Clinical, Monkeystack, Wines by Geoff Hardy, Sentek, Mollydooker Wines, Haselgrove Wines, Zonge Engineering and Research Organisation, Supashock, Humanihut, LBT Innovations and Redarc.

These businesses are going above and beyond in promoting our state and its exceptional products and services.

Exports are critical to boosting our state's economy, and we need to support them to ensure they keep pushing market boundaries. Business SA congratulates the entrants, finalists and award winners and our sponsors and the Department for Trade, Tourism and Investment for supporting the 2019 Export Awards. Acknowledging and celebrating export success is a must for SA.

**MARTIN HAESE IS CHIEF EXECUTIVE OF BUSINESS SA**