

**FINAL**

November 22, 2012

Embargoed until 7.15pm AEST

**“Northern Australia and Then Some” book launch Sydney**

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*[Stop book extract presentation]*

**It is great to be with you today, and to see so many friends here.**

*[Slide 1, (book cover)]*

**Thank you everyone for joining us for this my first book launch in Sydney.**

**I have launched a few other books before including books by great Australians, Lang Hancock and Ron Manners.**

*[Slide 2 (silent film from Wake up Australia flight, on one screen, continues approx. 20 mins)]*

**The launch of Dad’s book “Wake up Australia” was a launch with a difference.**

**We chartered a Qantas 747 jet thirty three years ago to go around Australia, indeed there are people in this audience who were on this trip with me. I am**

**especially delighted to say that Sir Lennox Hewitt, then Chairman of Qantas,**

**who was with us for the special flight and for our previous book launch. I**

**certainly tried my best for this trip and its organisation, but as I look back, really**

**without Sir Lennox, this trip would not have turned out as we would have**

wished. He and his staff, with great encouragement from Sir Lennox, were fantastic. May I ask you all to stand please and join with me in giving a very very warm welcome and thanks to Sir Lennox Hewitt.

As Sir Joh and Lady Flo who fantastically co-hosted this trip with me, and our passengers crossed the border between the Northern Territory and West Australia, on Dad's 70<sup>th</sup> birthday, after an aerial tour of our great northern mines and resources, Lang Hancock's book "Wake Up Australia" was launched. We had great people on that flight, who had paid to be part of this unique trip, and attend the book launch, the enthusiasm for development of our north was felt by nearly all, the exceptions were some left wing media, who I heard complained that even when they went to the bathrooms they could not escape – you see the sound system worked well there too! I would love you all to be with me on an aerial tour of our north, a great way to launch a book on Northern Australia, but because this is not possible today, please share with me via this old footage and let's see if we can do this flight together another time.

*[Pause]*, maybe Sir Lennox wants to say something, if so, *[Applause.]*

We had mainly business people with us last time and as John Singleton so aptly said "few of them knew much about our north, few had even visited." You know thirty three years later not much has changed!

**The north despite its vast resources, still only contains some 5% of our population, but what great people these 5% are. They are my cup of tea, and certainly were my father's, he was one of them. Dad was so enthusiastic for his birthday flight, or the "Wake Up Australia flight" as it became known, even when sadly he became ill and was not able to leave hospital to enjoy it, he insisted the flight went on without him. So it did.**

**In honour of all those who joined us for this northern trip and book launch and our wonderful co-hosts for the flight, please enjoy with me some footage of Sir Joh, Lady Flo and passengers on the "Wake Up Australia" flight and this little piece from Sir Joh.**

*[Slide 3 ( show film clip with sound of Sir Joh approx 40 seconds – different screen)]*

*[Back to slide 2, silent film footage from flight]*

**Having lived in the north, both Dad and I wanted to see the benefits of hospitals, weather proof roads, good education facilities, communication and other facilities, most of us in cities don't think much about, brought to the people of the north, through investment and businesses and development of projects. And boy do we need to see this happening today as our Federal Government keeps increasing our nation's debts, and sadly our State**

**Governments adding to this burden, with far too little thought as to how we first create wealth and revenue, so there is something available to spend!**

**My next experience of book launching also took place in the north, or should I say, far north. I was scheduled to launch my friend Ron Manner's book in West Australia, but my trip to South Korea took longer than planned. A trip where I was seeking investment for our north, and I had the awful task of letting my friend know that I could not be there in person for his special launch. "Don't worry" said the ever resourceful Ron, "get your book launch speech filmed and sent down to me in time for the launch". So, at a lull in negotiations on a Saturday afternoon, in came a South Korean film crew. But there was a little hitch, they did not speak a word of English and I did not speak a word of Korean. It was an interesting session, with much hand waving and gestures, but finally something was handed over that I could express mail to Ron. Ron did receive the film on the day of launch I think and used it. Today I have borrowed off this experience and we have several other book launches happening with a filmed speech, in Perth, the Pilbara and elsewhere in our north.**

**Before these book launches I had spent much of my earlier life in the Pilbara in North West Australia on our stations.**

*[Slide 4 ( Mulga Downs helicopter etc)]*

**A few weeks ago I was up there with my daughter, Ginia, and we would like to share some recent more private photos with you. The first ones were taken at one of my earliest homes, our Mulga Downs Station, a Station that stretches some approximately 100 miles, most of which are alongside the Hancock Ranges. So we have to get around the Station in an aircraft, to check the cattle, muster the cattle and check the windmills are working, because in the heat up there, for most months of the year, the sheep and cattle must have daily water.**

*[Slide 5 (Mulga Lake)]*

**Within a long walk from our homestead is this beautiful non-permanent lake system. Some years after exceptional cyclones, the water continues all year round. The bird life is absolutely magnificent. It was our favourite place on the station for family picnics, and to take special visitors. So I may be biased but I think it is beautiful, and you can see today's station children, love it like I did. The station is a working property, and the LGH helicopter as you can see in the photo is a workhorse used daily for both station and project requirements. For those of you who may not have toured by helicopter, a vast property in our**

north, like I do with our station manager, to see the vastness of the property, the livestock and wild animals too, the scenery and the flocks of birds, may I recommend you all put this on your “bucket lists”, I think you will also end up treasuring the experience, and feel it makes you just a bit more in love with our country and its north in particular.

*[Slide 6 (Mulga food and vegetables slide)]*

Now the Pilbara is well known for its iron ore, but not so well known for the richness of its soil, “just add water” as my father used to say “and anything will grow there”. Look what is on our station; yes in the Pilbara we also grow mangoes, just like in Queensland! And more, our Pilbara mulberries for instance, I think are world’s best. We are fortunate to have a lady on our property who just happens to bake pies even better than Kentucky! Straight from mulberry tree to pie, and my daughter and I know just how good that is. I mention food because I see this is going to be a great need for the world, especially for our more populous friends or more increasingly populous neighbours, to our North. We need to make better use of our northern land, by making water more available for it. We need to see for instance pipelines or channels carrying surplus water from the Kimberleys put to use that is

**otherwise being wasted. But this takes money, and requires policies to make investment welcome.**

*[Slide 7 ( Hope 4)]*

**The investment in our mining industry has been very positive for Australia, but we need to be doing more, if we want as I do, more revenue for our defence, our police, our elderly, our hospitals, roads and infrastructure, and communication, to be able to repay our debts, and enable sustainable job opportunities for existing and future generations. This brings up again the important point, that we need to earn revenue before we can spend it, we need to focus more on the earning, not just the spending, and for this we need to have a good environment to make investment welcome.**

*[Slide 8 (Ginia and Gina at Hope Downs 4)]*

**We brought along some recent photos of my daughter and me in the Pilbara to show that we don't just preach investment in the Pilbara – we do invest!**

**Here we are at Hope Downs 4, our most recent mine under construction, our third not second mine with Rio Tinto Iron Ore, standing next to more than \$800 million of investment to date, since July 2005 shared with RTIO. Our 100% Australian company was the one who brought Hope 4 to JORC and prefeasibility study status pre RTIO's involvement, and through all the multitudes of**

**approvals to get that far, so we had already determined the resource and contributed to its derisking. This mine after another approximately 800 million investment will be ready to go second quarter next year, providing much needed revenue for Australia, assuming the cyclones and strikes don't interrupt our planning.**

*[Slide 9 (railway crossing)]*

**And next to this mine the Lang Hancock rail spur connecting the mine to other Hope Downs properties and the RTIO infrastructure. [ pause ]**

*[Slide 10 ( Martin Ferguson )]*

**Our company has also invested significantly in Queensland in recent years. We expanded our holding in Kevin's Corner, the area we initially acquired after Sir Joh urged us to invest in Queensland, but as this was not of a sufficient size to make possible the vast infrastructure required, Tad and I later acquired Tad's Corner and Paul's Corner. Tad is with us today, please stand Tad.**

*[Slide 11 (bankable feasibility study)]*

**HPPL then opened an office in Brisbane CBD and spent money on all these areas bringing the majority to bankable feasibility study status, and advancing Tad's Corner further. At Tad's Corner, the largest of these, we invested to build the**

**first large scale mine test pit in the Galilee and first export of coal from the Galilee.**

*[Slide 12 (coal pit shot )]*

**Our 100% Australian company was truly the first company to open the Galilee.**

*[pause.]*

*[Slide 13 (ship at dock)]*

**After the coal had left Australian waters we brought in Indian partners, who need the coal, as unfortunately the expense of our more advanced West Australian project was too large for our company to be able to carry all these gigantic projects, and we didn't wish to delay the Galilee project's development.**

*[Slide 14 (ship on ocean)]*

**We are proud to have been the very first company to open the Galilee and ship the first Galilee coal overseas, and to request the rail route and port site, essential for the project, and we are enthusiastically staying in both the Tad's Corner and future Paul's Corner major projects, in addition to our joint venture interest in five coal exploration joint ventures in Queensland and our own five 100% owned tenements, on which we are actively investing and managing.**

*[Slide 15 (Lang and Hope Hancock and old book cover ) change slide nos]*

**It gives me great pleasure on the anniversary of my father's initial discovery flight in the Pilbara to be able to confirm Julian's announcement that our company will be donating an annual prize to the SMC, for the SMC to choose a winner each year of the person who has done the most in Australia to promote and/or protect the mining and related businesses in Australia. Each year on the anniversary of this discovery flight the SMC will announce the winner. To me the mining and related industries, together with other primary industries, and small businesses, are the backbone of our great country, and critical to our country's future. We need to create better policies for the mining and related industries to prosper, reinvest and grow in Australia, and consequently make the contribution and create the opportunities Australia needs.**

**A portion of the prize money for this annual award is to be used by the winner for him or herself and for further promotion and protection of the mining and related industries, and the rest as they or SMC would wish, also towards the interests of the mining and related industries. The SMC will announce the details.**

**November 22, is a great day in Australia's history as 60 years ago today my father made his initial discovery flight in his tiny Auster in the Pilbara of West Australia, which after much effort and perseverance, created revenue for decades, and became so important to this country.**

**If I may take this moment to thank the Sydney Mining Club for hosting this dinner on this special date and gathering so many wonderful people to attend, and to personally thank Julian and Trevor and their staff for all these arrangements for our book launch – many thanks . You are terrific!**

*[Slide 16 ( ANDEV and the Hoover quote)]*

**Concerned friends and I started Australians for Northern Development and Economic Vision, or ANDEV, back in 2010. Our members are very concerned about many issues pressing upon Australians, including losing our cost competitiveness, an issue too few Australians are recognising the consequences of. Our members are all well aware of then President Hoover's saying "...Blessed are the young, for they shall inherit the national debt" and the relevance this has to Australia today. We don't want to see Australia continue on a course with too many heads buried in the sand, critical investors discouraged by bad policies, even hated, too few understanding the problems**

**while Australia moves towards being another Greece, Spain or Portugal. This book contains more ANDEV articles and speeches “and then some”, which now today, together with some of our ANDEV executives, all passionate volunteers - Imants, Julian, Jan, Tad and Ian, please stand, and with other terrific ANDEV members launching the book across northern Australia and West Australia too, we officially launch “Northern Australia and Then Some”.**

*[slide 17 (book cover )]*

**I do hope you all enjoy the little book and hope too that you spread it widely.**

**Many thanks again for being with us today – all best wishes.**

*[Ends [shift to the presentation of book extracts ]*

*[Short comment by Jack Cowin will then be read out by Jack Cowin.)*

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