



John McNichol
Global Trade Links Pty. Ltd.

Candidates Objectives

I am interested in nominating for the Austcham board. I have spent a considerable length of time dealing with China in the foodstuffs trading and international logistics industries, as well as working on various boards who similarly deal in these activities, and I believe I could contribute in a valuable and positive manner to the organization and its members. I plan to move to China early in the new year and my presence in the import commodity market place will increase.

Candidates Biography

John has been involved in the International Logistics and Trading industries since 1974, serving in management roles, with industry bodies and acting on a number of company boards in the process. He was Managing Director of the World-link Group for 25 years. His experience is vast and his contacts substantial. He has assisted a number of companies using industry knowledge in terms of business plans and complex budgeting.

A simple example of his ability centres around a failing Lobster Company he was hired to manage and turn around. The company had performed poorly prior to his engagement and in the space of 2 years he improved the performance to the point they were able to sell to a large European Corporate Investor. It is now an Industry leader for the export of Seafood products from Australia.

John's work ethic is as enthusiastic today as it was when he first entered the logistics industry in 1974.

EMPLOYMENT HISTORY:

GLOBAL TRADE LINKS (2016 – PRESENT)

Director International Trade and Development. The role encompasses the trading of live, chilled and frozen foodstuffs from around the world predominantly to China. GTL also sources agricultural and foodstuffs supply for overseas buyers.

STANKE OCIANA (2011 – 2016)

CEO of a marine life export processing company whose primary trading market is China. South

Australia's largest Seafood Exporter, the majority of our product was exported to Shanghai, Shenzhen, Beijing and Guangzhou. Our products consisted of Lobster, King Crab and Octopus, and our shipments consisted 95% of live product.

WORLDLINK INTERNATIONAL (1986 – 2011)

I owned and started this Company in 1986 and for 25 years we were amongst the top 2 perishable freight forwarding companies, the biggest being DHL, the largest freight forwarder in the world. At the zenith of our existence we were the 100th biggest freight forwarder in the world.

DALGETY SHIPPING (1976 – 1986)

Starting as an export freight shipping clerk I rose through the ranks to second in command of this South Australian Company as the Commercial Manager. During this period I was offered the role of Australian owners representative for one of our primary shipping lines (Farrell Lines) to be based in New York with the role of promoting Australian exports to the USA.

P&O/UNION BULKSHIPS (1974 – 1976)

I was employed as a shipping clerk responsible to satisfy the needs of all the cargo and passenger liners we were responsible for.

RANK ORGANIZATION (1972 -1974)

Employed in London, I was employed in the accounts department for this film maker controlling accounts receivable for all the cinemas around the British Isles.

BOARD POSITIONS – CURRENT

GLOBAL TRADE LINKS, GLOBAL TRADE CONSULTANTS, ASM PACKAGING

BOARD POSITIONS – PAST

WORLD-LINK INTERNATIONAL, AUSTRALIABN SEA FISHING GROUP, H. STANKE & SONS, CAPE BANKS PROCESSING, FREIGHTLINKS INTERNATIONAL, WAREHOUSE INVESTMENTS, AUSTRALIAN FEDERATION OF FREIGHT FORWARDERS

INDUSTRY ROLES

1996-1999 AFIF (Freight Forwarders Industry Group) - Director of perishable goods