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HD	**Chinese free-trade deal yields winners and losers**
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THE long-awaited free-trade pact that Australia has inked with China is a double-edged sword for Queensland businesses.

For many, it promises a powerful springboard into the world's second-largest economy.

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It can't come soon enough for Queensland's dairy industry, which has been praying for a miracle to reverse dire conditions.

But the free-trade pact will put even more pressure on Queensland's manufacturers, who have been struggling to compete against cheap Chinese imports.

David Kemp, managing director of Australia's largest domestic shelving manufacturer, BDS Group, which employs 100 staff at its Brisbane headquarters, says his industry has already been in recession for more than a year.

"I'm the last of 10 major manufacturers of shop fitting and shelving manufacturing products in Australia. Over 10,000 in our industry have been put out of work," Mr Kemp said.

"China has virtually destroyed the manufacturing of the goods we do in Australia." He said a lack of intellectual property protection – also omitted from Monday's FTA – means Chinese rivals simply copy his products and export them back to us.

Chamber of Commerce and Industry Queensland general manager of advocacy Nick Behrens (pictured below) said the FTA would undermine some manufacturing businesses that "would already have done everything possible" to be competitive.

But he said Queensland's economy would be a clear net winner, given that the state exports $11.6 billion of products to China and imports about $6.1 billion worth.

The major winners of the China deal will be the coalminers and the meat, dairy, fruit and vegetable industries.

Australian businesses will get greater access to Chinese private hospitals and nursing homes, tourism operators will be able to buy restaurants and hotels, and Australian insurance companies will get access to the third-party insurance market.

But Brisbane-based insurer and bank Suncorp, which has an Australia-New Zealand focus, and the Bank of Queensland did not perceive any direct opportunities from the FTA.

However, the Bank of Queensland expected "indirect benefits from any economic improvement and opportunities associated with supporting customers who have exposure to the China market".

It was a sentiment echoed by Martin Barrett, chief executive of Bundaberg-based building society Wide Bay. He noted a potential flow-on effect to areas such as mining from increased Chinese investment, which could help the regions in which Wide Bay operates, such as Mackay or Moranbah.

"If it stimulates those local economies, that will, in due course, help us," Mr Barrett said.

But Australia's large-scale renewable energy sector, which faces a potential shutdown by the Abbott Government at home, is eyeing China as a lifeline.

David McCallum, managing director of Brisbane-based Conergy Australia, said the deal opened the door for the company to start pursuing contracts for services such as engineering, procurement and construction.

Given that, in one year alone, China is set to add 13 gigawatts of solar capacity, the opportunities are vast.

"We have been eagerly looking at opportunities within China for the export of services for large-scale projects, and this agreement allows us to pursue that vigorously," Mr McCallum said."Without fail, on the services side, the FTA is extremely beneficial for us."

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