

## KHC Sponsors AMEC Convention 2011

KHC was a proud sponsor of the recent Association of Mining and Exploration Companies (AMEC) Convention 2011 at the Burswood Convention Centre, which attracted more than 650 delegates from around the globe.

The company maintained a constant presence at the three - day event, enjoying the successful KHC-sponsored Cocktail Networking Event and the Gala Awards Dinner and manning an attractive and welcoming booth in KHC's bright 'signature red'.

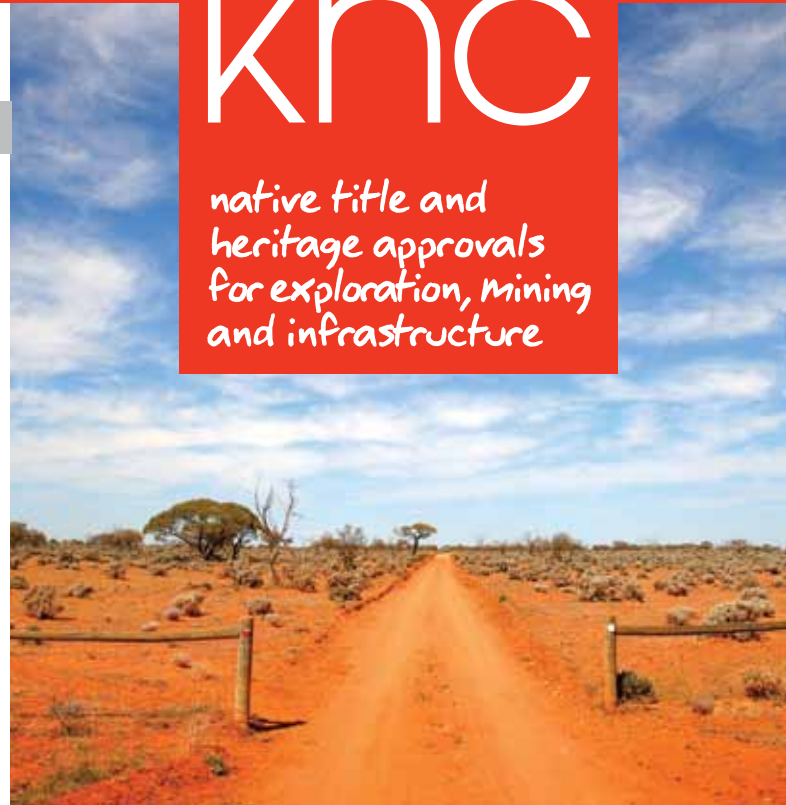
As the only exhibitor of its type at the Convention, KHC attracted quite an interest, giving away more than 700 of its newly launched corporate profiles, 200 pens, and 400 stress balls.

KHC Managing Director Kellie Hill said the company sponsored the event because of what AMEC represented.

"The AMEC Convention brings together all aspects of the mining industry, giving smaller companies and investors access to a number of resources under one roof," she said.

"For KHC, the Convention was a chance to provide our clients and potential clients with support, advice and knowledge."

"As leaders in our industry, KHC's presence at these events provides a valuable resource for members of the mining sector, showing them what services are available to help them achieve their objectives."



KHC Operations Administrator, Tara Napier, said KHC's booth was the talk of the convention, with many delegates saying that it was the brightest and friendliest booth at the event. In addition to bringing home new clients from the Convention, KHC also returned with a number of leftover anti-stress balls. If you would like (or feel that you need) a KHC anti-stress ball, please email us with your contact details at [info@khc.net.au](mailto:info@khc.net.au)



*"We look forward to sponsoring the AMEC Convention again in the future."*



## Meet our team

KHC's Senior Project Manager of the Heritage Unit, Barbara Mees, not only has the education and experience to advise companies on Aboriginal heritage, but she also has a family history rich with experience in the resources sector.

"I come from a family that has been involved in the resources sector for a long time. My grandfather was a mine manager; my father, John Clarke, was a geologist who ran his own mining consultancy company, Wanati; and my husband works for a big mining company," she said. "Mining might be in my DNA!"

Barbara, who has been with KHC for more than three years, has a Bachelor of Jurisprudence and a Bachelor of Economics from the University of Western Australia. She began her career in the Government sector and has spent the past eight years working in both native title and heritage.

Barbara said she enjoyed being part of the KHC team, which was a clear leader in the native title and Aboriginal heritage approval industry.

"I draw on my own experiences on the ground, as well as my legal experience, to provide practical advice and workable solutions to heritage issues and help KHC achieve positive outcomes for its clients," she said.

*"In my time with KHC, we have been involved in a number of controversial projects, but we are an experienced and energetic team and we always achieve a positive outcome no matter how challenging the situation."*

Barbara works alongside Heritage Unit Manager Caroline Ngunjiri.



## KHC's Website

KHC's website is currently under construction. Given the company's recent expansion, we are re-vamping our website to more accurately reflect the nature and scope of our business and provide a more comprehensive resource for our clients. Please contact the head office with any enquiries on **08 9381 4398**.

## KHC Fast Facts

*Forms of heritage sites include: engravings, burial grounds, paintings, middens, modified trees, man-made structures and artefacts.*

*Last year an \$80,000 fine was given to a mining company in Queensland after they destroyed cultural heritage objects.*

*There can be only one determination of native title for a particular area under the Native Title Act 1993 (Commonwealth).*



## Native Title Case Study

- **When:** 2011
- Client Infrastructure project
- **What was the client's problem when they contacted KHC?**
- The client needed an agreement in seven weeks' time.
- **What was the outcome?**
- A finalised agreement in four weeks.
- **What were the hurdles or unexpected roadblocks?**
- Because the client hadn't finalised its own strategy with its shareholders, instructions were vague. Significant work with the client was required in order to prepare them for the negotiations. Once this hurdle had been overcome the negotiations were relatively straightforward.
- **What skills were exhibited by KHC staff that facilitated the workable outcome?**
- Experience in being able to clarify the client's interests allowed KHC to assist the client to develop a strategic objective, which in turn allowed the company to make a fair offer.
- **What was learnt that could be applied to future negotiations?**
- It is imperative that a company understands their own strategic objective before trying to negotiate a deal. Also, if the company's intention to reach a deal quickly is sincere and reasonable, timelines can be shortened dramatically.

