

AMCHAM NEWS

American Chamber of Commerce in New Zealand

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August 2015

Fisher & Paykel Healthcare wins Supreme Award at 2015 American Chamber of Commerce DHL Express Success & Innovation Awards - AmCham celebrates 50 years

The 16th annual AmCham DHL Express Success & Innovation Awards and AmCham's 50th Anniversary dinner were recently held at the Pullman Auckland Hotel, with Fisher & Paykel Healthcare winning the Supreme Award for trade with the United States.

AmCham was delighted to welcome Prime Minister the Rt Hon John Key, who attended the AmCham Awards dinner and presented the three exporter awards, as well as the Supreme Award.

Fisher & Paykel Healthcare has been developing innovative medical devices and systems for use in the field of sleep apnoea and respiratory acute care, adding value to patients, clinicians and healthcare organisations in New Zealand, North America and around the world. While the company employs 3,150 people in 36 countries, North America represents 43% of all products sold.

Chair of the Judging panel Stephen Titter said Fisher & Paykel Healthcare had consistently shown success and innovation in their products, which has seen their US business grow by 10% in the last year to US\$235m. "The company is investing \$10 to \$15 million in the current year and employing an additional 40 people as it moves to a direct US hospital distribution model. They focus on continually improving their products, serving more patient groups, extending their range of products and growing their international presence to deliver robust revenue growth," said Titter.

Tim Baxter, country manager DHL Express New Zealand, who announced the supreme winner, said "Fisher & Paykel Healthcare has established itself as one of New Zealand's most successful companies both in our local market and abroad. It is indicative of the opportunities that exist in the US market that Fisher & Paykel Healthcare has identified it as a key export area, and continues to work to develop this crucial trade lane. This is behaviour that DHL Express has also seen from other entrepreneurial and innovative exporters."

"This year was one of the toughest ever for the Awards' judges. Any one of the finalists could have been their category winner and all finalists should be recognized as winners for their outstanding achievements," said Stephen Titter.

The Supreme Award is chosen from the winners of each of the categories presented on the night. The complete list of winners is as follows:

- **Importer of the Year from the USA: Protempo Ltd**
- **Investor of the Year to or from the USA: Bessemer Venture Partners for investment in Rocket Lab**
- **Exporter of the Year – under NZ\$500,000: Fuel50**
- **Exporter of the Year – NZ\$500,001 – \$5 million: Aranz Medical Ltd**
- **Exporter of the Year – over NZ\$5 million: Fisher & Paykel Healthcare Ltd**
- **Trevor Eagle Memorial Award – AmCham Supporter of the Year: Eric Mahoney**
- **Eric & Kathy Hertz Award for Citizen Diplomacy: New Zealand Robotics Charitable Trust/Kiwibots**
- **Supreme Award Winner: Fisher & Paykel Healthcare Ltd**

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The AmCham DHL Express Success & Innovation Awards celebrate success and innovation in the export, import and investment sectors between New Zealand and its third-largest trading partner, the USA. Winners of the importer and exporter categories receive \$1,000 of free shipping from DHL Express, \$2,000 for the over \$5m category winner and 100,000 airline miles from Hawaiian Airlines. The winner of the Eric & Kathy Hertz award has the choice between 100,000 airline miles from Hawaiian Airlines or \$2,500.

In addition to AmCham, **DHL-Express and Hawaiian Airlines**, the Awards are also supported by **ASB Bank, Baldwins, Fonterra, Prescient Marketing & Communications, The Pullman Auckland Hotel, media partner The Business, and wine sponsors Fine Wine Delivery Company and Foley Family Wines.**

Previous winners of the Supreme Award include **Zespri International, Specialist Marine Interiors, Peace Software, Airways Corporation, HumanWare, Tenon, Zeacom, Pratt & Whitney Air New Zealand Services t/a Christchurch Engine Centre, Fonterra Co-operative Group, Buckley Systems, Vista Entertainment, Greenshell New Zealand and Orion Health.**

The AV for the awards dinner was produced by the students and team at the High Tech Youth Network www.hightechyouth.org

IITP raise tech sector concerns on TPP negotiations

Last week IITP President Ian Taylor raised concerns with Trade Minister Tim Groser about several aspects of the Trans Pacific Partnership negotiations in relation to tech, and especially whether New Zealand's current position banning software patents would be traded away. You can read that letter here.

This week IITP and others in the tech sector met with New Zealand's TPP negotiators and discussed this and related matters in detail. The negotiators were very open and candid (as much as they could be anyway), and it's fair to say that, all things being said, we felt a little more positive about the implications of the agreement for the tech sector. [Click here to see comment](#) from report Paul Matthews is CEO of the Institute of IT Professionals

Getting the Facts Straight: Access to Medicines and the TPP

By John G. Murphy, Senior Vice President for International Policy, US Chamber of Commerce

It's ironic that today's life-saving medicines often resemble modern miracles while the biopharmaceutical companies that create them draw the ire of activist groups. This drama is playing out again in the context of the Trans-Pacific Partnership (TPP).

For example, a recent Vox piece entitled "Experts say Obama's Asian trade deal could drive up the cost of medicine" argues the TPP could deny access to medicines in developing countries, delay the introduction of inexpensive generics, and drive up the cost of medicines generally. [Read more.](#)

Successful negotiations to liberalise tariffs on IT products to benefit NZ exporters

Trade Minister Tim Groser has welcomed an agreement reached in Geneva to lower tariffs on over 200 IT related products, building on the WTO's 1996 Ministerial Declaration on Trade in Information Technology Products (ITA).

The agreement will lead to more than 20 WTO Members, including the European Union, progressively eliminating tariffs on a range of IT related products. The range of products covered has been expanded to reflect the significant technological developments that have occurred since the original deal was agreed in 1996. A timetable for eliminating tariffs is expected to be completed by December. [Read more.](#)

The Tripartite Economic Alliance - Auckland, Los Angeles and Guangzhou

The Tripartite Economic Alliance between sister-cities, Auckland (New Zealand), Los Angeles (USA) and Guangzhou (China), was signed in November 2014 for a three year term. [Click here to see video on the recent Summit and business delegation that went to Los Angeles.](#)

Examples of success stories from the summit include:

- ATEED's Screen Auckland production attraction specialists held discussions with Los Angeles and Guangzhou counterparts and identified potential production opportunities that could be worth tens of millions to Auckland' economy long term. Screen Auckland will work hard to secure these opportunities
- Digital Water met senior executives of the Los Angeles Department of Water and Power, and is planning a trial for its water meters in LA
- High-tech business incubator Astrolab progressed its plans to partner a business incubator in LA, providing a stepping stone for Auckland biotech companies to commercialise and expand in to LA
- Building ventilation equipment manufacturer HRV had discussions with a Chinese company which came to the summit to specifically meet HRV, and is now exploring expansion into China
- Flux Animation Studio found a potential new distributor, secured contract work with Disney, and discussed two potential contracts with a Canadian production company
- World-class furniture manufacturer IQ Commercial estimates its revenue will increase 20 per cent, and its employee base grow by 7-10 per cent, directly due to joining the delegation.



Supporting AmCham

Do you know a World Class New Zealander?

Can you think of someone who acts as a role model on the world stage, promotes New Zealand internationally and fosters New Zealand innovation and entrepreneurship?

Nominations for the 2016 World Class New Zealand Awards are now open but close on 4 September, so get in quick!

To nominate, email Kea - worldclassnz@keanewzealand.com - with as much biographical information as you have available (including links to relevant material online), and including a brief statement indicating why you believe the person should be considered for an Award.

The annual World Class New Zealand Awards acknowledge the outstanding achievements of leading New Zealanders and friends of New Zealand. World Class New Zealand is a NZTE initiative delivered by Kea New Zealand.

Kea's Every Kiwi Counts survey

Kea's Every Kiwi Counts survey is your chance to tell New Zealand what you think and help us build a better understanding of globally-minded Kiwis. The survey gathers data about our country's overseas population, our returned expats and the friends of New Zealand who live, study or hold investments in New Zealand.

The survey should only take about 10-15 minutes to do and is being run by our independent research partners Colmar Brunton so you can be assured of complete confidentiality.

Help us find out more about our beautiful country and its people – complete the Every Kiwi Counts survey below and join Kea to go in the draw to win flights to New Zealand.

Have your say here 

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Commercial News USA

The **Sept/Oct 2015** issue of Export USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at <http://exusa.thinkglobal.us/092015/>

Trade-Leads for Importing and Exporting

You are invited to register your company at America's new online trade leads matchmaking platform for importers and exporters. ThinkGlobal is the world's first B2B matchmaking platform to integrate multimedia, localization, virtual trade show technology, and social media. Just register online at ThinkGlobal

International Buyer Program

Trade Show Schedule 1 Jan to 31 Dec 2015 – for details and support contact Janet Coulthart: janet.coulthart@trade.gov

Seeking NZ Importers

US manufacturer's representative seeking NZ importers of agricultural irrigation; Military personnel supplies; Emergency and relief supplies; Camping supplies. Contact Timm Sweeney, SIL Group, Email: sil@silgroup.com Web: silgroup.com

Export NZ survey - Tell Government what you think!

What message would you like to get through to Government that would help you succeed in overseas markets? Investing 10 minutes of your time will help us to help you when talking to decision makers. **Plus you can go into the draw to win an Apple iPad Air.** [Click here to fill out our survey.](#)

Update on Review of Customs and Excise Act

By Jeff Blackburn of Blackburn Croft bcc@tradecon.co.nz

In March of this year the New Zealand Customs Service released a Discussion Paper as the first stage of its Review of the Customs and Excise Act 1996. Since then, approximately 80 submissions have been received and a number of general and industry-specific workshops have been held as part of the consultation process. Customs is in the process of preparing a Paper for Cabinet for consideration in August/September.

Our understanding is that it is intended to introduce amending legislation in the first half of 2016 to enable a new Act to be implemented by the beginning of 2017. There will be an opportunity to make submissions to the relevant Select Committee once the Bill has been introduced. In addition to the primary statute, amendments will be required to the secondary legislation including Regulations, Operating Policy Statements and Customs Rules.

We can provide further detail as may be required. www.tradecon.co.nz

(Continued on page 4)

US artisan foods available in NZ

Cook & Nelson are purveyors of the most exciting and exceptional fare crafted by the best artisan producers in the world including American Artisans **McClure's Pickles**, **Noble Handcrafted Maple Syrup** and **Lille's Q BBQ Sauces** from Chicago. <http://cookandnelson.com/collections/american-artisans>

[Newflands Pet Supplements for the USA](#)

Newflands fish oil pet supplements for dogs and cats are bound for the USA with **ExportX**. Newflands fish oil is high in omegas and ... [Read on »](#)

GEODIS acquires OHL (Ozburn-Hessey Logistics) and enhances its Freight Forwarding and Contract Logistics offering in the US.

GEODIS, the number 4 European supply chain operator - 100% owned by SNCF Logistics – has entered into an agreement to acquire OHL (Ozburn-Hessey Logistics) for an undisclosed amount.

Founded in 1951, OHL is one of the leading 3PL companies in the world, operating more than 120 value-added distribution centers in North America with over 36 million square feet of flexible warehouse space, and providing integrated global supply chain management solutions including transportation, warehousing, customs brokerage, freight forwarding, and import and export consulting services. [Read more.](#)

SUCCESS STORIES WITH USA

[US takes over as leading wine market](#)

[Tomizone announces US installation partner](#)

[Spark Digital launches NZ business app through US-based cloud partnership](#)

[New Zealand Pharmaceuticals assigns to Altamira Bio](#)

[Measurement technology developer eyes US listing](#)

[FedEx applies for clearance to acquire TNT](#)

[SnapperNet partners with Cradlepoint](#)

[Rayonier to lift stake in Matariki Forestry](#)

[Airways eyes space-based flight traffic control system](#)

[Tourism New Zealand claims top honours at US awards](#)

[NZ Super Fund invests US\\$75m in glassmaker View](#)

[Serko and Expedia Group partner to disrupt corporate market for hotel room booking](#)

[WhosOnLocation plans capital raise as US plans accelerate](#)

[Optimism wins triple business awards crown](#)

[Strong US sales boost Diligent's profit](#)

[Pacific Edge gets US approval for Dunedin test lab](#)

[VMob moving Stateside and raising funds to speed growth](#)

[Sky City still weighing US private placement of notes](#)

[NZ on track to fill US beef export quota for first time in 11 years](#)

[US summons firefighters from NZ, Australia to battle blazes](#)

[Crimson Consulting raises US\\$5m in international investment](#)

[Sumagrow plans export growth from Auckland](#)

[Wellington craft beers impress US connoisseurs](#)

[Transaction Services Group appoints President for US office](#)

TECH & IP NEWS

Getting your foot on the US tech ladder

No matter where you are or where you're from, doing business is all about connections and relationships. That's where Kiwi businesses have an advantage; not only are they creative and resourceful, but they also have a down-to-earth sense of humour and style. However many New Zealand companies aren't bold enough. They need to learn how to tell their stories in broader, more impactful ways and to connect with executives on meaningful levels, according to North American Beachheads advisor Jim Pflaging. [Read more.](#)

The 2016 New Zealand Meets Silicon Valley Program

The purpose of the program is:

- ◆ To introduce program participants to Silicon Valley's latest trends and activities around innovation, technology as well as its start-up and investment ecosystems
- ◆ To strengthen and create sustainable connections and relationships between Kiwi start-ups participating in the program and the Silicon Valley ecosystem, and
- ◆ To position New Zealand as a strong tech and start-up hub, and a great investment opportunity for Silicon Valley's key players

The program will feature 12 visits over 4 days to key members of the Valley ecosystem including tech companies, incubators / accelerators, research institutes, venture capital and angel networks. The program will culminate with a custom-made "New Zealand goes Silicon Valley"

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TECH & IP NEWS (Continued from page 4)

event where the Silicon Valley community will be invited to attend and learn more about New Zealand's emerging start-up tech ecosystem. New Zealand start-ups participating in the program will have the opportunity to pitch to an expected audience of between 250-300 Silicon Valley investors and potential business partners at this event. [Read more.](#)

Your Guide to San Francisco's Games Scene by Kiwi Landing Pad

<http://kiwilandingpad.com/press-start-your-guide-to-san-frans-games-scene/>

Boost for Kiwi entrepreneurs as IBM hosts NZ's first SmartCamp

IBM is calling for entrepreneurs to participate in its first New Zealand SmartCamp, to be held in Auckland on September 17.

According to the tech giant, SmartCamp participants receive mentoring from industry experts and introductions to IBM's global innovation ecosystem including venture capitalists.

The winner of the New Zealand SmartCamp will receive US\$120,000 in IBM cloud credits (which includes mentoring, technical and go-to-market support) as well as the chance to advance to the semi finals and study and demo at LAUNCH Scale. [Read more.](#)

James Bond – fact and lessons

US Global Tax Partner Thomas Carden explains why there is potential for businesses of any size to take advantage of the beneficial tax and privacy environment in the Caribbean - and what you can learn from the James Bond 'Quantum of Solace' film. [Read more.](#)

Also Thomas Carden has advised that as of 2016, the FBAR filing deadline is April the 15th, two months earlier than in the past, aligning it with IRS Reporting deadlines.

Diversity in the IP Terroir

The global wine industry is still largely traditional, however needs greater mechanisation to be more economic. James & Wells Managing partner Kate Wilson details her learnings from the IPBC conference in San Francisco, covering matters such as drones, kegs, finance, wine preservation and related IP issues. [Read more.](#)

Lessons learnt from top entrepreneurial inventors.

Breakthrough ideas are often under- resourced in terms of money, skills and people. Many do not make it. We detail the top six tips to be a successful entrepreneurial inventor, and show how you can learn from those who have succeeded despite the odds. [Read more.](#)

EVENTS FOR YOUR DIARY

16 th Sept	Reception for University of Washington delegation, at AUT Auckland
22 nd Sept	CEO lunch, Auckland (invitation only)
28 th Sept	CEO lunch, Wellington (invitation only)
21 st Oct	CEO lunch, Auckland (invitation only)
10 th Nov	CEO lunch, Auckland (invitation only)
23 rd Nov	Grant McPherson, CEO of Education New Zealand, Auckland
24 th Nov	Serious Golfers Tournament, Manukau, Auckland
25 th Nov	New & Sustaining Member reception

MEMBER NEWS

IP litigator 'leading the profession' ranked in NZ Lawyer's 2015 Hot List.

Ian Finch, partner of national intellectual property firm James & Wells, has featured in the NZ Lawyer's annual Hot List, having been recognised for his efforts 'leading the profession'

EverEdgeIP opens Australian office

EverEdgeIP has made two major announcements. First, they have opened our first Australian office, in Sydney, with Yumi Millan, former CEO of Australian patent attorney firm Hodgkinson McInnes as CEO. You can read more about their trans-tasman growth [here.](#)

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BUSINESS TRAVEL INSURANCE
FROM ACE acegroup.com/nz



BUSINESS TRAVEL & TRAVEL NEWS

News, views and information for Amcham business travellers from **Grant Bevin**, Managing Director Business World Travel.

Business World Travel is a member of GlobalStar Travel Management

Airlines

United Airlines will be operating an all Dreamliner 787-9 fleet between the US and Australia. The new aircraft currently operates the Melbourne-Los Angeles route and will replace the Boeing 777 on routes from Sydney to San Francisco and Los Angeles from March 2016. The aircraft changes does mean that United First Class will not be offered; the United 787-9's are configured as Business (48 seats) 63 Economy Plus and 204 Economy Class seats.

Virgin Atlantic will return to flying **twice a day** from **London Heathrow to LAX** from 25th October. The second flight will leave LHR at 12.20hrs and arrive in California at 15.50hrs same day. And while in LAX, there's a beautiful new Virgin Clubhouse to enjoy. Virgin also flies daily from Heathrow to Las Vegas. **Air New Zealand and Virgin** offer very competitive fares to London in combination with each other.

In a review of airline amenity kits **Delta Airlines** lead the path for US airlines. The airline's **Delta One** service amenity is a sturdy and elegant **Tumi** branded kit featuring high durability and is resistant against liquids, mould and abrasions so it's a keeper. The case is entirely black, save for the red Tumi logo on the front. Contents include Malin + Goetz skincare products and an all essential pen for filling out your foreign landing cards (most airlines don't include a pen!). At a time when our regional airlines are cutting back on the quality of their amenity packs its good to see some standards are being raised.

LAN Airlines of Chile and TAM of Brazil are one pan-South America airline nowadays and the final phase of the merge is the new brand name which is to be **LATAM**.

Star Alliance carrier **Air China (CA)** begins operations between Auckland and Beijing on 10 December. The airline will code-share on the route with Air New Zealand. **Air China** shouldn't be confused with **China Airlines (CI)**, the airline of Taiwan which also operates between both Auckland and Christchurch to Taipei, Taiwan. **China Southern (CZ)** will also start non-stop flights between their hub in Guangzhou to Christchurch later this year. All of these airlines fly onward to various US destinations from their Chinese hubs and most have some excellent fares available.

Holidays

One of our **Virtuoso** suppliers is Los Angeles based **Crystal Cruises** and they have announced that it will expand complimentary Internet access to all of its luxury guests. Beginning August 30 on both, Crystal Symphony and Crystal Serenity, Crystal will provide one free hour per guest, per day for Deluxe Stateroom and Penthouse guests; 90 minutes for Penthouse Suite guests. With additional free access to Crystal's 24-hour satellite-enabled wireless Internet – which will also be available aboard Crystal Yacht Cruises' Crystal Esprit when the maiden voyage embarks on December 23, 2015 – travelers can remain connected while on vacation, whether on their own devices or utilising one of the ships' cutting edge work stations or portable laptop rentals, which are available for a nominal fee. To book your first or next cruise speak to our cruise expert Agota Watt (awatt@bwt.co.nz or Tel. 04-470-6044).

Consider your own grown up version of a Spring break! Its **32°C in Honolulu today!** In Honolulu the additional **Virtuoso** amenities are available at the popular The Modern Hotel. Located on the Ala Moana side of the Hilton right on the yacht marina The Modern has proved popular with adult only holidays and with families with older children (young adults) as it's close to Ala Moana, it has fashionable contemporary décor and a great swimming pool. Book with our leisure team at BWT and you'll qualify for an instant room upgrade when you book, a room credit of US\$85, early and late check-out and breakfast daily for two. BWT's Virtuoso additional amenities are also available at The Kahala, The Royal Hawaiian and the Halekulani. Visit www.virtuoso.com for more information or call any of our Travel Consultants.

Business travellers applying for a new **APEC Business Travel Card** from September 1 2015 will find their precious plastic valid for five years – boosted from a maximum of three years at present. APEC Cards serve to avoid a country's usual visa requirements for business travellers, while also providing access to fast track APEC passport control lanes at major airports to avoid the often-lengthy queues. It's especially useful for business travellers visiting China and Russia – both of which ordinarily have strict visa requirements – but can also come in handy with the likes of Hong Kong, Japan, Singapore and Thailand to shorten your wait at passport control. Canada and the USA too provide fast track immigration for APEC Card holders, but while enforcing normal visa requirements.

TRAVEL

Tourism New Zealand partners with Travel Leaders

Tourism New Zealand has signed an agreement with the Travel Leaders Franchise Group, who have over 1,000 full-service franchised agencies across the USA, producing annual sales of approximately USD \$5 billion. [Check out the details of the partnership.](#)

Phil Keoghan inspires Americans to cycle New Zealand

Americans have been motivated to explore New Zealand by bike, thanks to a recent US marketing campaign fronted by TV personality and avid cyclist, Phil Keoghan. Earlier this year, Tourism New Zealand appointed the Amazing Race host to promote New Zealand as the ideal place to take a cycling holiday. [Read more about the campaign results.](#)

Check out our website at www.bwt.co.nz

Reviewing your Corporate Travel? Call our Team:

Clare Gilbertson Business World Travel Wellington 04-470 6044 cgilbertson@bwt.co.nz

Grant Bevin Business World Travel Auckland 09-529 3700 gbevin@bwt.co.nz



VIRTUOSO MEMBER
SPECIALISTS IN THE ART OF TRAVEL

MEMBER NEWS (Continued from page 5)

New Members

BFM Global Ltd, Auckland – Blair McPheat, CEO - manufacturers of a flexible connector that provides a simple solution to a complex problem for multinational companies processing bulk powders in food pharma and chemical industries. It takes minutes to snap in and out a connector without any tools. The transparent connector is 100% dust tight and has a streamlined design that reduces contaminate build up.

www.bfmfitting.com

Exclusive Tyre Distributors (NZ) Ltd, Auckland - Jonathon Harmer, National Sales Manager – importers of tyres. Cooper Tires (America's most trusted 4x4 tire) are the leading aftermarket 4wd tyre manufacturer making quality tyres to replace original equipment (oe) tyres on a wide range of 4wd vehicles. Cooper Tires is now the 9th largest tyre manufacturer in the world and celebrates over 100 years of tyre manufacturing Cooper Tires now produce the largest range of patterns and sizes in 4wd tyres. With modern tread designs proudly made in the USA, Cooper Tires builds its reputation on making a great value for money tyre. Cooper's stronger construction, deeper treads & high tread wear ratings give NZ drivers safer grip, more resistance to punctures & more mileage than any other tyre in the NZ marketplace.

www.coopertires.co.nz

Also import Mickey Thompson tyres. www.mickeythompsontires.co.nz

HIFX Currency Services, Auckland – Douglas Warren, Sales Team Manager – International payments; Corporate FX dealing and Global Payment Solutions. Part of Euronet Worldwide, Inc. (NASDAQ: EEFY). Collectively, HiFX and Ria (also part of Euronet Worldwide) are now the third largest money transfer business in the world. We help more than 100,000 individuals and businesses transfer money every year quickly, easily, securely and at highly competitive rates, 24 hours a day, seven days a week. At HiFX we're not just passionate about saving you money. We also pride ourselves on the fact that we're large enough to undertake the biggest transactions, yet small enough to care about each and every client who trusts us with their international payments. www.hifx.co.nz

Icos Live Ltd, Auckland – Kathy Ross, Managing Director - iCOS LIVE is transforming the way transport companies operate by taking them to a paperless world using smart technology. This has allowed transport companies to streamline their processes and give them control and total transparency. Plugging revenue leakages as a result of lost dockets, reducing resources and double handling of information has been just some of the other benefits achieved by using the iCOS LIVE system. Integrated with Xero this offers a seamless paperless solution. Integrated with EROAD, it provides freight tracking at its best as EROAD know where the trucks are and iCOS LIVE knows what's on them. Creating an end to end digital transport solution has enabled small business owners to compete with the "BIG BOYS" .Its self -service at its best, 24/7 via the Internet at a price that's affordable. www.icoslive.com

People on the move:

Kea's World Class New Zealand Programme Director **Stephen Dee** has left Kea to work with the **University of Auckland Alumni Relations**

Sam Mickell has left KEA to join AUT as Director of Alumni Relations.

Marta Mager has returned from four years in Los Angeles with NZTE and has taken over as Director of **Better by Capital**

Fortinet has appointed **Peter Saunders** as New Zealand Country Manager, replacing **Jon McGettigan**, who is now Regional Director for A/NZ and South Pacific.

Baldwins Intellectual Property has announced that **Ben Halberg** has been promoted to Senior Associate and **Dr John Foulkes and Lucy Hopman** are now Associates.

US Embassy Political & Economic Officer **Dorothy Mayhew** has completed her tour in New Zealand with **Andrew Covington** taking over from her.

EDUCATION AND INTERNSHIPS

New online certificate in Strategic management

Three of the world's top University Management Schools - **Waikato, Georgia State and the University of Cape Town** - are partnering up to present a 6-month, online Certificate in Strategic Management. The Across the World Partnership is determined to push the boundaries of access to world-class education to the edges of the globe. [Read more.](#)

Avondale students shine at global Microsoft competition

Three Avondale College students have beaten more than half a million competitors from around the globe to place in the top ten in the world finals of the Microsoft Office Specialist championships - for the second year in a row.

This year the international competition attracted more than 600,000 competitors from 145 countries, including many from universities and other tertiary providers.

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Supporting
AmCham



EDUCATION & INTERNSHIPS - Avondale College (Continued from page 7)

Only 145 of the world's best made it to the finals in Dallas in August - and following the New Zealand final, in which Avondale students won 11 of the top 12 places, six of these international competitors were from Avondale College.

When the final results were announced last week, three Avondale students were once again named in the top ten of their various categories - Ellen Greenly (18) came ninth in Microsoft Word 2010; Azizul Islam (16) placed ninth in PowerPoint 210; and Di Kun Ong (16), ninth in PowerPoint 2013. [Read more.](#)

Mission New Zealand looking for volunteers for U.S. Universities Expo

Mission New Zealand is looking for volunteers to assist with the third annual U.S. Universities Expo taking place at the Aotea Centre on the afternoon of Saturday, September 19th. If you attended an American university and would like to share your experience with prospective students by handing out pamphlets at a designated table, please contact us. Your commitment on the day would be from roughly 11am - 3:30pm.

If you would like to assist without representing a university, please RSVP or direct any queries to Katie at sleemankl@state.gov.

Tuakana Youth Leadership Mentoring Programme – Leadership in Action!

Leadership NZ was delighted to be invited by the US Embassy to partner with them and Fulbright NZ to deliver the Tuakana Youth Leadership Mentoring Programme. [Read more about the Programme here.](#)

US students learn and explore as part of NZ internship

Thirty-seven intrepid university students from across the United States have rounded off a six-week expedition and internship programme that saw them take part in a range of activities ranging from bungy jumping and sky diving to testing the sugar content of apples and tracking kiwi.

[Read more...](#)

The University of Auckland Faculty of Arts offers an internship opportunity

The University of Auckland Faculty of Arts offers an internship opportunity for high-achieving third year students to gain professional experience in the workplace. Arts students are fast and flexible thinkers who can bring valuable transferable, cross-disciplinary skills to meet your organisational needs, such as data collection and analysis, communication and social media research, and bench-marking surveys and report writing.

Organisations interested in an intern-resourced research project will have the opportunity to review their prospective intern's CV. The Faculty's academic supervisor for the course and the Internship Adviser will assist with the development of a negotiated work-learning plan, and will provide ongoing support for questions, guidance and trouble-shooting. Interns are expected to work onsite 6-8 hours per week over the course of a semester (March-June or July-November), and quality assurance will be ensured via hands-on, onsite advising and a follow-up satisfaction survey. (Please note: because the Arts internship is a course for academic credit, it is unpaid.)

For more information, please contact Dr Anne Pelzel, Internship Adviser

<http://www.arts.auckland.ac.nz/en/for/current-students/undergraduate/internship.html>

International Studies Abroad seeking roles for US & Canadian interns

Julia Witt - available to start on Monday 7 September - Friday 14 November

She is in her fourth year studying Bachelor of Liberal Arts in Business Administration with emphasis in Management. Her experiences are in coaching volleyball skills to girls, planning and coordinating events for tertiary students and has general accounting and hospitality skills. She is passionate and dedicated to working with diverse people in planning events and achieving goals.

Kimberly Vu - available to start on Monday 3 August - Friday 11 September

Kimberly is in her third year of study in Managerial Economics and Psychology at the University of California, Davis. She brings a variety of experiences from her previous roles in the States. Her interests are in business, management and communications. She intends to shadow an HR/Operations manager to gain experience in operating a company in future. Key skills, are general office administration, strong organizational skills and confident interpersonal

Contact: Kelly Pihema Berridge, Resident Director Auckland, ISA (International Studies Abroad). Phone: (+64) 021-045-4369 | kpihema@studiesabroad.com

New Zealand graduates ready to take on the USA!

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graduates ready to take on the

USA



IEP (International Exchange Programs) New Zealand specialises in providing working holiday programs that offer young New Zealanders the opportunity to live and work in the USA, UK & Canada.

The [Work USA program](#) offers a once in a lifetime opportunity for New Zealand tertiary level students and recent graduates to live and work in the US for up to 12



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Graduates taking on USA - Continued from page 8)

months. Our participants find employment in a variety of industries i.e. engineering, marketing, fashion, hospitality/tourism, design & more!

In future AmCham newsletters, IEP will be featuring participants who will be participating on the Work USA program in 2016. Our aim is to align some of New Zealand's brightest graduates who are heading to America with leading NZ organizations that are based in NZ and the United States.

Take a look at what Kiwis are doing in the US!

Kendra – Masters of Landscape Architecture - Elizabeth Everdell Garden Design – Landscape Architect - San Francisco

Amber – Bachelor of Aviation Management – Business Jet Center – Aviation Business Administrator - Arizona

Samuel – Bachelor of Surveying – Feldman Surveying – Surveyor - Boston

Miles – Master of International Studies - UN's Department of Peacekeeping Operations Intern - DC

Rebecca – Bachelor of Arts – Hotel Jerome Aspen – Sales & Conference Services – Aspen, CO

Vaiju – Bachelor of Commerce - VSC Consulting – PR Consultant – NYC

Sean – Bachelor of Design – Winner of Project Runway – NYC

If you are an organization that is interested in offering work experience to New Zealand graduates, please contact info@iep.org.nz

GENERAL

American Football Southern Bowl

5th March 2016 | Eden Park | Auckland – 12th March 2016 | Westpac Stadium | Wellington

In March 2016, American Football will be coming to New Zealand, kicking off a sporting and entertainment showdown that has never been seen before in the history of this passionate sporting nation.

All the fun and action ingrained in American Football culture will come alive here as two teams of professional American Football players battle it out on the field in two games of high intensity action at Auckland's Eden Park and Wellington Westpac Stadium with an authentic American Football entertainment package including a spectacular half time show, Cheerleaders and Marching bands, bringing the glitz and glamour of the true American Football atmosphere.

The two teams will be put together especially for the Southern Bowl. A fustling and rigorous try-out process has taken place in five cities across the states (San Francisco, Las Vegas, New York, San Diego, Dallas) facilitated by leading sports agent Jarin Giesler, President and CEO, Giesler Sports World-Wide. The athletes were put through a gruelling test based on the NFL combine and what a player would expect from an NFL workout. The final roster will be named following a draft in October. NFL Scouts will be at the games in NZ providing a huge source of motivation for players trying to crack or re-enter the professional league. The Goal of the Southern Bowl is to start and continue NFL careers.

"We have had overwhelming interest from some of the most promising football players in the States, many keen to travel to New Zealand to showcase the sport," says Giesler.

The two teams will be coached by Super Bowl winning coaches, Mike Holmgren and Mike Shanahan. If ever there was a coaching match up on par, it is Holmgren vs Shanahan, both had long standing careers as coaches in the NFL and are well respected by many as masters of their coaching craft. They share virtually the same background and coaching philosophy, and they are famed for their mentoring of two of the greatest quarterbacks in NFL history, Brett Favre (Holmgren) and John Elway (Shanahan).

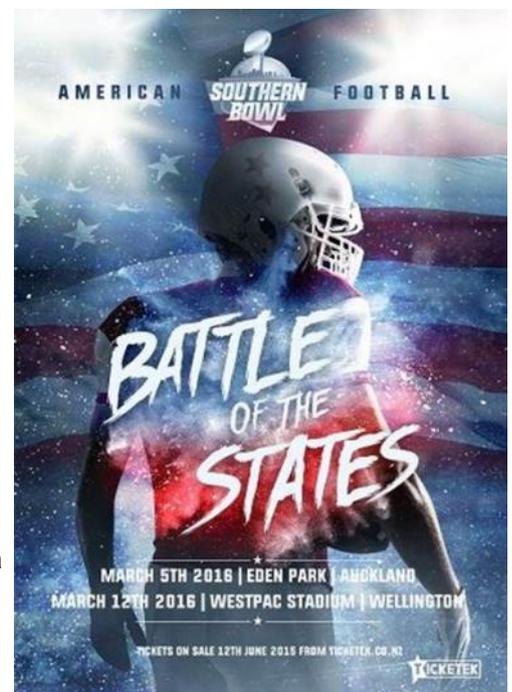
"The Southern Bowl in New Zealand is a wonderful opportunity for young men to get another chance to fulfil a lifelong dream. Our players will be able to showcase their skills and potential in two games at amazing venues" says Mike Holmgren "I'm honoured to be a part of these games (Southern Bowl) as the coach of one of the teams. My good friend Mike Shanahan and I will do our best to make the games exciting and competitive. I can't wait!"

The Southern Bowl will be an entertainment showdown on a scale never seen before in the history of sport in New Zealand so make sure you get your tickets to the biggest event of 2016.

Tickets are on Sale now from www.ticketek.co.nz Prices range from \$39 to \$129

For more information on the event please visit www.southernbowl.com

www.facebook.com/SouthernBowlNZ www.twitter.com/southernbowl



LEGAL ISSUES

Norris Legal Consulting – American Law Specialists

In partnership with the AmCham NZ, our objective is to provide AmCham NZ members with information on the complex US legal landscape, to promote US-NZ business relationships, and to assist NZ businesses expanding into the lucrative US markets. In our monthly column, we write about legal issues which we deal with in our representation of NZ businesses doing business in and with the US. However, we are also open to suggestions on topics about which members are interested in learning. So, please feel free to email us with your comments, questions and any suggested topics at info@nz-uslegal.co.nz.

TEXAS – IT'S NOT JUST A STATE OF MIND.

Welcome to Texas, the friendly state...it's a whole other country. Don't mess with Texas! Everything's bigger in Texas!!! Howdy y'all,

These are some of the slogans New Zealanders will hear as they land at Air New Zealand's newest destination in the US—Houston, Texas. Many Kiwis are under the misconception that Texas is an unsophisticated state in the middle of the US that is full of cowboys, televangelists, tumbleweeds, rattle snakes and dare we say it, guns. Rather, Texas is actually home to the 14th largest economy in the world and a central US business hub. As Texas lawyers with our original office in Houston, we'd be remiss to lose this opportunity to extol the virtues of our home state and let y'all in on the Texas-sized opportunities for Kiwi businesses there. So we thought we'd write a fun editorial piece about our home state for your enjoyment.

Let's start by looking at our hometown of Houston. With direct flights from Auckland starting in mid December 2015 on Air New Zealand. Houston is the juggernaut of Texas cities, the fourth largest city in the US, and the world capital of the energy industry. However the Houston itself is much more than just oil and gas. Twenty-six Fortune 500 companies have their headquarters located in Houston, with only New York City outshining it (Texas in general has 54 Fortune 500 companies headquartered throughout the state).

Houston also is home to the world's largest medical centre, with over 21 hospitals and 33 other medical related institutions. The medical industry sector is one of many in Houston in which we believe Kiwi companies could thrive, as New Zealand is renowned for its ingenious medical technology and related software production.

Houston is also home to the largest port in the state, ranked first in the US in foreign tonnage received and the gateway to the US Gulf Coast. With continual labour problems striking the West Coast ports, the Port of Houston becomes more attractive when delivery is time sensitive.

From a higher level perspective Texas in general is a hub of several industries that fit well with New Zealand's business portfolio.

In particular, the Texas technology sector is particularly strong, but often overlooked in favour of its older brother out in Silicon Valley. To start with, the semiconductor was invented in Texas. Texas is also home to Dell Computers in Austin and has multiple large tech manufacturing plants throughout the Austin area (Motorola, AMD...to mention a few). In fact, Texas is home to over 17,600 technology firms. Dallas, the second largest city in Texas and the largest metropolitan area, is home to the Richardson corridor, where companies focus on intellectual property development and ownership.

Kiwi agricultural businesses should also look to the Texas market for opportunities. Texas leads the nation in the number of farms and ranches located in its borders, with 1 in 7 workers employed in an agriculture-related job. The total market value of the agriculture sector is \$100 billion annually, focusing on cattle, cotton, dairy, corn, grain, vegetables, fresh fruit, eggs and poultry. Kiwi expertise in the agricultural sector would be well received in Texas.

From a general business perspective, Texas is an outstanding candidate for the location of your US subsidiary. Incorporation and business organization is particularly easy and low cost. Further there is no personal income tax and corporate taxes are between 0.95% and 0.5% of your gross profit margin with the first \$1.08 million tax free (beating Delaware and California by a long shot). Cost of labour is particularly low with a host of well qualified highly educated workers waiting for job opportunities. In terms of labour costs, the average salary of a manager (office/general operations) is \$52,206 USD, and an administrative assistant's average salary is \$35,959 USD. Cost of living and real estate/leases are particularly affordable in most metropolitan areas in Texas. Finally and very importantly, Texas' central location makes it an excellent location from which you can service the rest of the country. In short, you would be wise to take a very close look at Texas as the home for your US subsidiary.

Finally, from a legal perspective, Texas is one of the most business friendly states in the US. Texas business and corporate law is well developed, with superb protection provided to corporate managers/directors and shields businesses from tort liability and high damage awards. Finally, the state and federal courts are well suited to handle sophisticated business and intellectual property disputes.

Kiwis and Texans share certain affinities for innovation, hands-on approaches to life, a love of family, and that famous can-do spirit and fierce independence. We believe that with Texas becoming more available to Kiwis, these affinities will lend themselves to a close business relationship between the great country of New Zealand and the great State of Texas.

We leave you with this quote that we feel depicts our home state quite well:

"There's a vastness here and I believe that the people who are born here breathe that vastness into their soul. They dream big dreams and think big thoughts, because there is nothing to hem them in."

— Conrad Hilton

Y'all come on in. Texas is open for business!

Zachary D. Norris, JD, LL.M. and Ada Echetebeu, JD, LL.M.

*This article is for general informational purposes only and does not constitute legal advice, nor should it be construed as constituting any legal advice from Norris Legal Consulting, The Norris Law Firm or any of its affiliated lawyers. For specific analysis of your US legal issues, please contact the attorneys at Norris Legal Consulting at +64 (0)9-889-2602 or visit us on the web at <http://nz-uslegal.co.nz/>.

2015 American Chamber of Commerce DHL Express Success & Innovation Awards - AmCham celebrates 50 years

PHOTO'S FROM THE NIGHT

