

# AMCHAM NEWS

## American Chamber of Commerce in New Zealand

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Volume 9 Issue 6

June 2010

### New Zealand businesses trading with the US invited to enter innovation awards

US-NZ Awards Give Winners Tangible Benefits; 2-way Trade Worth Over \$7 billion

Companies trading with the United States are invited to enter the 2010 American Chamber of Commerce – DHL Express Success & Innovation Awards, held in conjunction with Qantas Airways. Over the last ten years prizes valued at more than \$300,000 have been collected by winners.

The awards celebrate business achievement between New Zealand and its third largest trading partner, the United States. Bilateral trade between New Zealand and the USA is currently running at \$7.7 billion, which accounts for 9.7% per cent of New Zealand's total earnings from overseas trade. While trade with the US is down year on year, there are a number of initiatives that hopefully will see significant growth in exports to the US market in the next twelve months.

This year the awards expand the prize pool with the support of two new silver sponsors: Auckland University of Technology and Fonterra Co-operative Group.

AUT have pledged their support with the sponsorship of a new Education award. The award will go to the best US-focused entrepreneurial partnership between a business and a secondary school or tertiary organisation. This partnership could be between an education provider in the US and a NZ business, or vice-versa.

Meanwhile Fonterra, having won the Supreme Award the last two years running, said they wanted to put something back into the awards this year.

AmCham's Executive Director, Mike Hearn, said the Chamber constantly sought opportunities to enhance and expand business and trade relationships within the private and public sectors.

"The annual Success & Innovation Awards provide an opportunity to showcase those companies that have demonstrated imagination, innovation and

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### US Chamber Takes Part in TPP Negotiations in San Francisco

This week, the U.S. Chamber's Christopher Wenk and Catherine Mellor represented the business community during the second round of the Trans-Pacific Partnership (TPP) negotiations in San Francisco. The Chamber is advocating for a comprehensive and robust agreement with Australia, Brunei, Chile, New Zealand, Peru, Singapore, and Vietnam, which will boost trade and create more jobs at home. The Chamber posted [blogs](#) from San Francisco and also met with the editorial board of the San Francisco Chronicle, which contributed to the June 17 pro-trade editorial: "[U.S. needs to push forward on free trade](#)." Wenk and Mellor joined with other U.S. business and agricultural representatives in discussions with the negotiators that also included divergent perspectives from representatives of the AFL-CIO, Public Citizen, and others.

On June 14, in a [letter](#) to U.S. Trade Representative Ron Kirk, nearly 100 members of the U.S. Business Coalition for TPP, including the Chamber, urged the United States and its TPP negotiating partners to complete a "comprehensive and high-standard" agreement before the United States hosts the 2011 APEC Summit: "We encourage you and the other TPP partners to seize this opportunity to simplify and expand trade and investment relations among all eight countries and reach a final agreement by the time that the United States hosts the 2011 APEC Summit." The U.S. Business Coalition, which represents a broad swath of the U.S. economy, strongly supports a TPP agreement eliminating tariff and non-tariff barriers, facilitating the movement of goods throughout the TPP area, protecting U.S. intellectual property and investment, and establishing greater collaboration between the TPP members' private sectors.

Overall, negotiators made progress during the week in a number of key areas. Most importantly, officials demonstrated a commitment to adhering to an ambitious time frame and agreed to have partial text ready by the next round of negotiations scheduled for October 4-8 in Brunei. As predicted, the architecture of the agreement as it relates to existing trade pacts and

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entrepreneurship, as well as honour and celebrate their achievements."

Awards categories are:

- ◆ Exporter of the Year to the USA - with export revenues to the USA up to \$500,000
- ◆ Exporter of the Year to the USA - revenues from \$501,000 to \$5 million and
- ◆ Exporter of the Year to the USA - revenues over \$5 million
- ◆ Importer of the Year from the USA
- ◆ Investor of the Year for New Zealand companies investing in the US, as well as US companies investing in New Zealand
- ◆ Education Partnership Award – best US-focused entrepreneurial partnership between a business and a secondary school or tertiary organisation

A Supreme Award winner is selected from winners of each of these awards. AmCham also makes an award to the Supporter of the Year.

Companies interested in entering the 2010 awards can find further information at [www.amcham.co.nz](http://www.amcham.co.nz) or by contacting Mr Hearn – email [mike@amcham.co.nz](mailto:mike@amcham.co.nz) or phone 09 309 9140. Entries close at 5.00 pm on 30<sup>th</sup> July. Finalists will be announced on 20<sup>th</sup> August and the winners announced at the black tie awards dinner on 16 September.

Previous winners of the Supreme Award have included Fonterra, ZESPRI International, Peace Software, Airways Corporation, HumanWare, Tenon, Orion Systems International, Zeacom, & Specialist Marine Interiors.

In addition to **AmCham, DHL Express and Qantas Airways**, the awards are supported by: **Auckland University of Technology, Baldwins, Ernst & Young, Fonterra, Co-operative Group and New Zealand Trade & Enterprise.**

### **US Chamber / TPP Negotiations** (Continued from page 1)

the schedules of tariffs between new members remained difficult to resolve. Lead negotiators agreed to meet in advance of the third round, in August in Peru, to come to an agreement on the path forward. New Zealand officials are advocating that the TPP negotiate a single schedule for market access across all 8 members. The United States has not decided if it will take this approach, or if negotiating individual market access schedules with the TPP members we do not already have bilateral agreements with, New Zealand, Brunei and New Zealand, will be more advantageous for U.S. companies.

Officials also spent the week concentrating on negotiating frameworks for the new "horizontal issues" such as regulatory coherence and supply chain, which have been identified by TPP members as the set of issues affecting trade in the 21st Century. The Chamber has lead the business communities efforts in preparing USTR for these discussions.

Inside U.S. Trade - 6/18/2010 [TPP Negotiators Unable To Reach Consensus On Key Structural Issues](#)

Washington Trade Daily – 6/21/10 [Enough Progress to Move TPP Along](#)

### **Summary of TPP statements by Members of Congress:**

Congressman Michaud (D-ME) spoke to a local paper in Maine saying he was not against the talks but hoped they represented an opportunity for changed policies. <http://exceptionmag.com/business/making-it-america/0001772/maine-labor-groups-keeping-eye-trans-pacific-partnership-talks>

Senator Brown (D-OH) released a press statement in advance of the talks referring to the TPP as an opportunity for businesses and workers to sell to new markets. [http://brown.senate.gov/newsroom/press\\_releases/release/?id=e5d12928-8d11-4d16-836b-1736a82a16bbb](http://brown.senate.gov/newsroom/press_releases/release/?id=e5d12928-8d11-4d16-836b-1736a82a16bbb)

Senator Webb (D-VA) and Senator Kerry (D-MA) released a joint statement on Monday saying a "Robust economic engagement in the Asia-Pacific is critical to President Obama's goal of doubling exports in five years". <http://foreign.senate.gov/press/chair/release/?id=07cb4730-a9bb-44ff-8a98-838bcb463ed9>

Congresswoman Sanchez (D-CA) and Congressman Miller (D-CA) co-wrote a blog in The Hill on Tuesday describing the TPP as an excellent opportunity for the President to deliver on his campaign commitment to break from the failed trade policies of the past. <http://thehill.com/blogs/congress-blog/economy-a-budget/103281-obamas-trade-opportunity-rep-linda-sanchez-and-rep-george-miller>

### **USTR Ron Kirk Comments on Trans-Pacific Partnership Talks**

As the second round of negotiations for the Trans-Pacific Partnership (TPP) Agreement ended in San Francisco, Calif., today, U.S. Trade Representative Ron Kirk congratulated the U.S. delegation and TPP partners on making "significant, positive" progress during this week's talks. Discussions on the high-standard, 21st century, Asia-Pacific regional trade agreement focused this week on four key goals: determining the architecture for market access negotiations, deciding the relationship between the TPP and existing FTAs among the negotiating partners, addressing "horizontal" issues such as small business priorities, regulatory coherence, and other issues that reflect the way businesses operate and workers interact in the 21st century, and proceeding toward the tabling of text on all chapters of the agreement in the third negotiating round, scheduled for October in Brunei.

**"The Trans-Pacific Partnership is a launch pad for the Obama Administration's intention to dramatically increase American exports to the Asia-Pacific and create good jobs here at home. We're in the early stages of these talks, but our team will be reporting some significant, positive outcomes to Congress from this week in San Francisco,"** said USTR Kirk. **"I am also particularly proud of the degree to which USTR kept President Obama's promise this week to conduct trade talks in a new way, by inviting U.S. stakeholders to be on-site throughout these negotiations and ensuring that Americans who want to help shape U.S. trade policy had the chance to be heard."**

USTR will brief the staffs of the Senate Finance and House Ways and Means Committees, as well as other key congressional stakeholders, early next week on details of the talks. This week's negotiations were conducted among the eight current TPP partner countries – Australia,

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**Logistics for  
the future NOW**



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Brunei Darussalam, Chile, New Zealand, Peru, Singapore, the United States, and Vietnam. U.S. involvement in the TPP is predicated on the expansion of the agreement to include more economies across the Asia-Pacific region. TPP negotiations are expected to extend into 2011.

Today's events began with a fifth and final live briefing for stakeholders in San Francisco for the round. See <http://www.ustr.gov/about-us/press-office/blog/2010/june/us-stakeholders...> for more information on stakeholder participation.) The following negotiating groups met today to round out the week of talks:

- Lead Negotiators • Business Mobility • Capacity Building • Financial Services • Government Procurement • Intellectual Property Rights • Sanitary and Phytosanitary Measures • Textiles • Trade Remedies

### Export Promotion Act Passes Out of Committee

On June 9, the Export Promotion Act of 2010 [passed](#) out of the Senate Commerce Committee. U.S. Senators Amy Klobuchar (D-MN) and George LeMieux (R-FL) introduced this legislation in April to help small and medium-sized businesses promote their products overseas. The Chamber sent a [letter](#) on May 27 to Senator Klobuchar, thanking her for introducing the bill, and noting: "small and large companies alike understand that the best way to boost exports is to eliminate foreign market access barriers through reciprocal trade agreements. Approving the pending trade agreements with Colombia, Panama, and South Korea and negotiating more such accords represents one of the most significant budget-neutral steps the United States could take to create new American jobs."

### U.S. Hosts APEC Leader's Meeting 2011

The White House [announced](#) that the 2011 APEC Leader's Meeting will take place in Honolulu on November 12-13, 2011. Earlier this year USTR confirmed that the APEC Trade Ministers meeting will take place in Big Sky, Montana, the week of May 23, 2011. The Chamber is part of the 2011 APEC Host Committee and we will take an active role supporting the business community's engagement with the U.S. government and visiting Asia-Pacific leaders during these important talks.

### World Mentor New Zealand programme launched – Mentors wanted

Founder of World Mentor, Leigh Teece, was in New Zealand to launch the World Mentor NZ Programme. World Mentor New Zealand is an educational non-profit organization that connects Kiwi high school students with global business mentors. World Mentor aims to open a window to the world for students of Aotearoa and to spark the imagination of learners by putting them in direct contact with innovative thinkers and achievers in the professional world. Our organization was founded and initially supported by the Teece Family Foundation and now is launching with a brand new website and mentoring programme for 2010.

We connect students in New Zealand with successful professionals for one-on-one e-mentoring opportunities to give students first-rate resources that are not available in schools. The mentoring is conducted on a proprietary website, made using the best elements of social networking together with a proven e-mentoring methodology. Mentors benefit from the ability to contribute back to New Zealand and shape the next generation of our country's brightest minds, as well as from being able to use the mentoring skills and approaches in their own leadership style.

So if you interested in contributing to the next generation of kiwi thinkers and business leaders you can learn more about our programme on [www.worldmentor.net](http://www.worldmentor.net) or contact: Alexei Dunayev, Director NZ, pro-bono, World Mentor New Zealand. Tel: 021 0299 0403 or email: [adunayev@worldmentor.net](mailto:adunayev@worldmentor.net)

### Turning African grain into cosmetics wins international competition

American, New Zealand, Colombian, Swedish and Nigerian students joined forces in cyberspace to write the winning business plan for the 2010 Global Enterprise Experience. They designed a profitable venture for Kenyan villages to create cosmetics and nutritious food out of amaranth – a weed that grows prolifically in arid climates.

This student business competition brings together 550 students from 30 countries, with New Zealand students leading the global teams. American students participated in most of the teams. This year students were asked to develop a plan for a product or service to foster women's social and/or economic development.

The winning business concept 'Amaranth for Africa' proposed to train women in Kenya to cultivate and harvest the amaranth grain. The business guarantees to purchase the grain for its valuable oils which retail for \$32 per ounce and are used in cosmetics. As well as receiving an income, the Kenyan women are able to keep the edible amaranth leaves, roots and stems which are high in protein.

The winning student team consisted of Jas Giri (New Zealand), Andrea Serna Restrepo (Colombia), Jason Kirby and Alyssa Silver (USA), Oyehan Tajudeen Adeyinka (Nigeria) and Miha Sebenik (Sweden). Each receives \$1,000.

The 68 teams were judged by the Hon Maryan Street (Opposition spokesperson on Foreign Affairs and Trade), Helen Sutch (Pro-Chancellor of Victoria University), Her Excellency Caroline Chrétien (Canadian High Commissioner) and Anu Mukherjee (from the National Bank of New Zealand and successful Indian social entrepreneur).

This is the seventh time the Te Kaihau Education Trust has run the competition. Opportunities are available for sponsorship of the 2011 contest for organisations interested in accessing universities and emergent global leaders around the world

#### For more information please contact:

Deb Gilbertson, Te Kaihau Education Trust phone (04) 589 5011 or email [deb@windeaters.co.nz](mailto:deb@windeaters.co.nz)

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Pernod Ricard New Zealand proud supporter of AmCham.

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## Pacific Trade Conference & Expo

The third "Pacific Trade Conference & Expo" will be held on Tuesday 21st and Wednesday 22nd September 2010, at the TelstraClear Pacific Events Centre, in Auckland, New Zealand.

"Two-way" merchandise trade between NZ and the 25 countries and territories of the Pacific Islands is estimated to well exceed NZ\$1.5 billion. In addition to this is a considerable "services" sector business, which includes banking, finance and investment, freight and logistics, offshore contracting work like building and construction, and a wide variety of consultancy services, from infrastructure to environmental and agri-business - and of course tourism and air services" says Gilbert Ulrich, Chairman.

## Ambassador Huebner's blogs:

<http://blogs.newzealand.usembassy.gov/ambassador/2010/06/fulbright%e2%80%99s-feisty-finest-face-full-formal-fanfare/>

<http://blogs.newzealand.usembassy.gov/ambassador/2010/06/hinemoana-heading-to-iowa-city/>

<http://blogs.newzealand.usembassy.gov/ambassador/2010/07/parliamentarians-head-to-u-s/>

<http://blogs.newzealand.usembassy.gov/ambassador/2010/07/kiwis-solve-problems-in-wisconsin/>

The Diocesan Year 11 Future Problem Solving team of Alex Beedie, Anna Percy, Stephanie Reid and Jules Armitage came fifth out of sixty-six teams from around the world in their division at the Future Problem Solving International Competition at the University of Wisconsin in June this year. Over 50,000 students from seven countries, including states across America, compete in the Future Problem Solving Programme and about three percent of them earn an invitation to the FPS International Finals by coming first or second in their state or national finals. The countries represented this year were the United States, New Zealand, Australia, Great Britain, Hong Kong, Korea, Singapore and Malaysia.

## OTHER NEWS BRIEFS & SUCCESS STORIES WITH USA

[Getting social in the US market](#)

[Big names get in behind fibre link to US](#)

[Harvard fund bids for Otago farm](#)

[JMP Engineering wins international accolades](#)

[Frigate visit first to US in 25 years](#)

[Kiwi business stars earn their stripes in the US](#)

[Preformed Line Products granted clearance to buy Electropar](#)

[NZ software exporter wins injunction against rival in California court](#)

[Magoo's goes from Masterton to take on world](#)

[Fuji Xerox New Zealand announces record revenue](#)

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[Krispy Kreme gets taste for NZ](#)

[NZ now tier one with Microsoft](#)

[FedEx inspires next-gen entrepreneurs](#)

[Michael Hill shutter half its U.S. stores](#)

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[US Affluent US consumers driving retail recovery](#)

[Coast Guard seeking private sector ideas for oil spill](#)

[Profit margins for US firms tipped to tumble](#)

**NZVCA** - [www.nzvca.co.nz](http://www.nzvca.co.nz)

**From NZBio** - [www.nzbio.org.nz](http://www.nzbio.org.nz)

## Recommended changes to Patents Bill

The Research Medicines Industry has joined an informal coalition with NZBIO, AGCARM and NZICT to recommend changes to the Patents Bill. A joint letter has been sent to the Minister for Research, Science & Technology Dr Wayne Mapp outlining some of our concerns with the Bill and requesting a meeting with him.

A copy of the letter has also been sent to Prime Minister John Key, Minister of Health Tony Ryall, Minister for Agriculture David Carter and the Prime Minister's Chief Science Advisor Sir Peter Gluckman.

Click [here](#) for background information.

## Patents back in business, at least in the US

The US Supreme Court has decided that inventions relating to business methods and software are to remain potentially patentable, as long as they provide more than an abstract idea or scheme. There were fears that the decision would bring an end to patents for computer-related inventions but the Supreme Court re-confirmed that exclusions to patentability are to be interpreted narrowly.

For more information on the decision and the corresponding positions in Europe, Australia and New Zealand, [click here](#).

## TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

### Commercial News USA

The May-June issue of Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at [http://thinkglobal.us/pdf/2010\\_05\\_may\\_jun.pdf](http://thinkglobal.us/pdf/2010_05_may_jun.pdf)

This issue includes the 2010 Think Global Exporters of the Year award winners.

Trade Events in the USA <http://www.buyusa.gov/newzealand/en/usevents.html>

See also [www.exportyellowpages.com](http://www.exportyellowpages.com)

### US Foreign Commercial Service at Fieldays.

At the 42<sup>nd</sup> New Zealand National Agriculture Fieldays event held in Hamilton from June 16-19, 2010, Ambassador David Huebner attended the opening ceremony and VIP activities as well as toured the exhibitor sites (including the U.S. Commercial Service exhibit). Ambassador Huebner likened Field days to the Los Angeles County

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**Supporting Amcham**

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Fair, which he attends whenever he is at home in California. "I feel very comfortable among farmers, animals, crops and machinery," he said. Approximately 5% more people arrived through the Mystery Creek gates at Fieldays than in 2009.

Pictured at the John Deere stand is Ambassador Huebner with John Deere's Territory Manager Kym Grimm:



Since 2003, due to the signing of a sister-trade show relationship between Fieldays and the World Ag Expo held in Tulare, California, the U.S. Commercial Service has successfully showcased U.S. organizations looking for distributors and/or looking to increase sales in New Zealand. This year the U.S. Commercial Service exhibit included U.S. states seeking New Zealand investors and information on travel to the United States:

- ◆ **Alternative Support Apparatus, LLC** [www.asap911.com](http://www.asap911.com) Product: Off-road specialty vehicles
- ◆ **Central Boiler** [www.centralboiler.com](http://www.centralboiler.com) Product: Outdoor wood furnaces
- ◆ **CETStech LLC** [www.cetstech.com](http://www.cetstech.com) Product: Seed potato technology
- ◆ **Flowserve Corporation** [www.flowserve.com](http://www.flowserve.com) Product: Ag pumps/transfer systems
- ◆ **Just Aircraft** [www.justaircraft.com](http://www.justaircraft.com) Product: Small aircraft
- ◆ **Malco Products Inc.** [www.malcoproducts.com](http://www.malcoproducts.com) Product: Building/fencing/auto tools
- ◆ **North Dakota Dairy Coalition** [www.ndarec.com](http://www.ndarec.com) Product: Dairying in North Dakota
- ◆ **Yakima Products Inc.** [www.yakima.co.nz](http://www.yakima.co.nz) Australian website: [www.yakima.com.au](http://www.yakima.com.au)
- ◆ **Distributed by: Zylux Distribution Pty Ltd.** Products: Vehicle racking/carrier solutions
- ◆ **North Dakota Trade Office** [www.ndto.com](http://www.ndto.com)
- ◆ **Wisconsin Department of Commerce** <http://commerce.wi.gov/BD/>
- ◆ **Hawaii Tourism** [www.hawaii-tourism.co.nz](http://www.hawaii-tourism.co.nz)
- ◆ **Invest in America** [www.investamerica.gov](http://www.investamerica.gov)

For more details contact Janet Coulthart, Commercial Specialist, U.S. Foreign Commercial Service Tel: (04) 462-6002 Email: [janet.coulthart@mail.doc.gov](mailto:janet.coulthart@mail.doc.gov)

## ANZA Technology Gateway to the US program

Join the [ANZA Technology Network](#) as we kick off our exciting 2010 Gateway to the US program with a series of **free** webinars featuring leading experts on commercializing Australian innovation in the US. If you

- ◆ have an early-stage innovation,
- ◆ are managing a startup that you know will soon outgrow the Australian market or

- ◆ are operating a successful SME ready for overseas expansion,
- our complimentary webinars are the right place to start to answer many questions you have about whether the US market is right for you and your company. Save these dates! Maximize your time by attending one of these online events.

### Free 60 minute webinars:

- 13 July 2010: [Expanding Your Business to the US: Myths and Realities](#)
- 21 July 2010: [Sizing Up the US Market: Facts and Fears](#)
- 27 July 2010: [Funding Your Business: Options and Opportunities](#)

## NZ Business Mission to Guam Deemed Success

A debriefing has just been held in Auckland with the 20 NZ Pacific Business Council (NZPBC) delegations, which went on the recent Trade Mission to Guam. The leader of the Mission was John Hayes, MP for Wairarapa, and Chairman of Parliament's Foreign Affairs, Defence and Trade Select Committee. The Business Leader was Gilbert Ullrich, Chairman of the NZPBC, whilst Shaun Conroy, NZTE's Director North Asia joined the delegation, to handle the pending Japanese connection (as Japan is to contribute funding for the US Forces' relocation from Okinawa to Guam, and are expected to share in the business potential).

Over five days, the delegation met important US Defence personnel, Guam government officials, and key contractors. The business outcome was most encouraging, and significant orders were obtained, particularly as this was a first visit.

In the next 5 to 7 years, the island's population is expected to grow by about 30,000, as US Marines and their families move to Guam from Okinawa. But in addition, a further 40,000 "guest workers" will be needed to carry out the huge building programmes required.

The debriefing meeting heard from John Scragg (New Zealand's Honorary Consul, based in Guam, who was in New Zealand for the meeting), that seven large companies have been selected as lead contractors (nearly all US companies), and that a first fund allocation of US\$550 million has just been made by the US military for this year, followed by US\$1 billion for next year.

Mr Scragg said "the workload is so massive that there is a need to spread the work down to smaller companies for labour and materials. 20% of the work is set aside for the 'small business' category (which larger US companies would not qualify for!)

"Guam has a well developed commercial environment", said Mr Scragg, "and it is an easy place to do business. Land distances are short, transport is easy, and living conditions are of a really good standard". He also said, with an additional 30,000, plus the 40,000 guest workers, "New Zealand is very well placed at supplying quality fresh and processed food, at reasonable prices - and fresh produce in the reverse season to the United States' northern hemisphere"

Mr Ullrich concluded by reminding the audience that regular visits were necessary to develop business growth, and that after the success of this Mission, another one is provisionally planned for August next year. "We will continue to engage with the US military, the Guam government, and the lead contractors, as we did on the recent Mission, so that New Zealand gets a good share of the US\$20 billion military spend, plus the extra civilian spend", concluded Mr Ullrich.

## MEMBER NEWS

### AmCham AGM appointments

At the recent AGM Mark Fitz-Gerald was reappointed as President of AmCham along with the following directors:

**Eric Mahoney**, Director, New Zealand Assets Management Ltd

**Stephen Titter**, Director –Tax, Ernst & Young

**Patrick Baker**, Director of Finance, Ford Motor Company of New Zealand Ltd

**Tim Ritchie**, Chief Executive Officer, Meat Industry Association of New Zealand (Inc)

**Charles Ewart**, Area Manager, CORS/Lead Country Manager, Mobil Oil New Zealand

**Neil Cameron**, Partner, Simpson Grierson

**Debra Tong**, Operations Manager, 3M New Zealand

**Jennifer Moxon**, Managing Director, IBM New Zealand

**Alex Broughton**, Director BusinessIQ Ltd

**Eric Hertz**, CEO, Two Degrees Mobile Limited

**Frances Bengel**, Head of Primary Care and Country Lead, Pfizer New Zealand Ltd

AmCham would like to thank  **ERNST & YOUNG** *Quality In Everything We Do* for hosting the AGM reception

### New Member

**The New Zealand Internship Institute**, Auckland – **Jan Fitz-Gerald**, Managing Director - The New Zealand Internship Institute is New Zealand's only dedicated professional internship company providing a comprehensive service to interns throughout the world who want to intern in New Zealand. [www.nzinterns.ac.nz](http://www.nzinterns.ac.nz)

### People on the move

**Lee Davies** is the new Country Manager for **Federal Express Pacific Inc.**

**Richard Kleinert** has relocated from the US to be the Leader of **Deloitte's New Zealand & Asia Pacific** Human Capital consulting practice teams.

**Nick Hannan** has been appointed to an Asia Pacific regional role with **Chevron**, responsible for the various strategic projects that Chevron will undertake across the region. **Peter Morris** has taken over as **Chevron New Zealand's** new General Manager

**Gerard McDonald** and **Roz Gunnion** have joined the corporate banking department of **HSBC**.

**PricewaterhouseCoopers** has appointed **Mark Bramley** as a partner in the Dunedin office.

**Graeme Mather** has been named as **Mercer's** Market Business Leader for its investment consulting business in Australia/NZ. **Simon Eagleton** has moved to the role of Asia Pacific Region Business Leader.

**Nick Winstone** has joined **Northington Partners** as a Director.

**Steve Barrett** has been appointed Chairman of **Meridian Energy USA**.

**Reinhold Goeschl** has been appointed as CEO of **CONLINXX Ltd**

**LanzaTech** appointed a US renewable energy leader, **Jennifer Holmgren** as Chief Executive

**Hamish Alexander** has been appointed to Country Manager for **HP Imaging & Printing Group** in New Zealand.

**Grant Milne** is the new Country head of **Marsh** succeeding **Kirk Williams**.

**Mathew Koshy** has been appointed the Regional Director New Zealand & Fiji for **TNT Express Worldwide (NZ) Limited** Effectively 1 July **Meat & Wool New Zealand Ltd** is changing its name to **Beef + Lamb New Zealand Ltd**

## EVENTS & SERVICES

19<sup>th</sup> July – **IBM Global CEO Study 2010 – Capitalising on Complexity**, at IBM Auckland. 4.00pm to 5.00pm followed by networking & refreshments

16<sup>th</sup> Sept – **Annual Success and Innovation Awards Dinner** at Hyatt Regency Auckland.

### United Way Global CEO visits NZ

Brian Gallagher the global CEO of United Way was recently in NZ and spoke at an AmCham lunch about on Philanthropy and Corporate Social Responsibility - Is New Zealand lagging behind in Corporate Social Responsibility?

United Way has 1,800 local affiliates in 45 countries and territories raising \$5.1 billion annually, with 11 million donors and 2.5 million volunteers. In the last year United Way New Zealand distributed \$669,289 in grants to 145 local charities in 10 regions across NZ (approx no of people helped 571,876). \$0.90 in every dollar raised through payroll giving gets to the coal face of the recipient charity. For details see [www.unitedway.org.nz](http://www.unitedway.org.nz)

In thanking Brian Gallagher, AmCham's Executive Director, Mike Hearn commented "that based on the response and turnout by the corporate market at this event I can say that New Zealand is lagging well behind".

### Ambassador Designate Mike Moore speaks to members

Members and guests of AmCham and NZICT recently had the opportunity of hearing from former Director-General of the World Trade Organization and Ambassador Designate to the US, Mike Moore. Mike spoke about **The Pursuit of Free Trade and the Next Generation of Business Leadership** and his latest book "Saving Globalization".

AmCham would like to thank **Brett O'Riley** and the **NZICT** for working with us and a special thanks to **David Griffiths** and **HSBC** for hosting the event.

**HSBC**   
The world's local bank

Photo's from this event are on Page 9.

### The state of American Trade Policy

Philip Levy, Resident Scholar at the American Enterprise Institute for Public Policy Research spoke at and AmCham event in Auckland

(Continued on page 7)



## THE GREAT ROOM AT THE LANGHAM

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(Continued from page 6)

and at later the U.S. Embassy in Wellington on the state of American Trade Policy.

The NBR interviewed Philip Levy at the US Embassy event and their report can be found at <http://www.nbr.co.nz/node/125376>

AmCham would like to thank ANZ for hosting the Auckland event.



### The Future of Mobile

Everyone has seen the buzz created by the Apple iPad, but what's the significance of tablet devices for the business-to-business market? When optimizing your website for mobile devices, how do you ensure your brand maintains its key messages? Consumers are increasingly knowledgeable about the mobile products that surround them. But how have their expectations of businesses changed?

AmCham brought together experts from across the mobile spectrum to advise on the best ways to make the most from mobile business. Presenters were: **HP, gardyneHOLT, TechnologyOne and Nielsen**

Copies of their presentations can be found at: [http://amcham.co.nz/?page\\_id=1436](http://amcham.co.nz/?page_id=1436)

AmCham would like to thank **Microsoft** for hosting this event.



### OSAC New Zealand 2010 Security Symposium - \*\*\*\*postponed\*\*\*\*

The 2010 Security Symposium has regrettably been postponed. The Executive Working Group is working with the US Embassy on a new strategy and we will shortly be in contact with US companies here in NZ.

Membership of OSAC New Zealand is **free** for US companies and provides members with advices of Special Notices re security warnings, threat analysis and other security advisory services. For more info on OSAC see [www.ds-osac.org](http://www.ds-osac.org) (there is also a New Zealand county specific site at this website) or contact OSAC New Zealand Secretariat, Mike Hearn on tel: 09-309-9140 or email [mike@amcham.co.nz](mailto:mike@amcham.co.nz)

**Kiwi Expat Association** – [www.keanewzealand.com](http://www.keanewzealand.com)  
**American Club – Auckland** <http://www.americanclub.org.nz/>  
**American Women's Club – Auckland** [www.awcauckland.com](http://www.awcauckland.com)  
**New Zealand-American Association – Wellington** [www.nzaa.org.nz](http://www.nzaa.org.nz)  
**Wanganui New Zealand American Association** [donnarush@clear.net.nz](mailto:donnarush@clear.net.nz)  
**American Women's Network – Wellington** [www.awn.co.nz](http://www.awn.co.nz)  
**American Club of Christchurch** – [www.american-club-chch.org](http://www.american-club-chch.org)

### Position available for Kea North America Regional Manager

Kea New Zealand is seeking a Regional Manager to lead and continue the organization's growth and momentum in North America. This person will be responsible for scaling Kea North America, working with board members and the broader community, which interacts with Kea on all things New Zealand related.

Kea is New Zealand's global network. Its mission is to connect New Zealand with the rest of the world by building a network of global citizens who take an active interest in the future of our country.

Kea's ultimate goal is for the home of the world's greatest travelers to become the world's leading nation without borders – for New Zealand to think, act and engage more globally by using our offshore population of expatriates and honorary citizens. For more information [click here](#).

### Peter Brown Memorial Friendship Award

The American Club of Auckland is sponsoring a scholarship to assist an undergraduate or graduate student to study in the United States. Created to encourage friendlier relations between New Zealand and the United States, the Peter Brown Memorial Friendship Award provides at least NZ\$1,000 for study at an accredited university or college.

Deadline is 10 September and the successful candidate will be notified in October. If you have any questions, give Lori Nims a bell at 09-303-0232 or drop her an email (will be in the States from 14 July to 20 August, so you can send any questions then to [enquiries@americanclub.org.nz](mailto:enquiries@americanclub.org.nz)).

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### BUSINESS TRAVEL

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

**Business World Travel is a member of the American Express Travel Service Network.**

Both **Air New Zealand and Qantas** have very good seat sales at present. Save hundreds, if not thousands on Business Class and Premium Economy Class to Los Angeles or San Francisco. Air New Zealand Premium Economy Class companion fare is available from \$3000 return each person – grab a friend or colleague and ticket by 15 July with departure dates through much of July and August. Qantas Business Class is on sale for \$6799 (LAX) or \$6899 (San Francisco). Fuel surcharges and taxes need to be added to these airfares.

**Qantas** has returned to daily flights between Auckland and Los Angeles. The flight is now operated by the airline's latest A330 aircraft – with two-class Business and Economy service on board (no Premium Economy on this aircraft as yet). Economy travellers, especially couples travelling together, appreciate having one two seats on the window sides of the aircraft -

**Get out of the cold in Honolulu!** Take advantage of a great seat sale to Honolulu, but be quick as your tickets have to be written and paid for by 12 July 10. Every Tuesday, Thursday and Saturday Air New Zealand operates non-stop Boeing 767 flights Auckland to Honolulu. Travel dates on the seat sale go right through until November. We have plenty of options for accommodation in Waikiki or on the Islands.

**Disneyland has been a big seller for our Executive Leisure clients these school holidays.** Many clients taking advantage of the great airfares we offered earlier in the year! And there is a \$1.2 billion reason to go to Disneyland resort in Los Angeles for a repeat visit, or first time encounter! The billion dollar investment has been made in many new and enhanced features – the new TLC Dance Club in Tomorrowland (for tweens and teens), the return of the '80s iconic Michael Jackson musical has returned bigger and brighter, the new 4D Toy Story mania attraction, the new night time fireworks display – are just a few of the many changes. And remember two things about Disneyland Resort, make sure you are there at least two days, preferably three (there are simply too many attractions now to cram your Disney adventure), and remember to ask us about FastPass,

which gets you to the top of the line. Your usual BWT Consultant or our Executive Leisure Consultant Nigel Seidelin has the information on Disneyland Resort, California. ([nseidelin@bwt.co.nz](mailto:nseidelin@bwt.co.nz)).

We've stopped supplying the **Christchurch airport depart tax stamp** (\$25). Christchurch airport has cancelled the adhesive tax stamp and instead we're now able to collect this as a part of the ticketable airfare and taxes calculation.

The iconic **Theme Building** at the heart of **Los Angeles International Airport (LAX)** re-opens this week after its \$12 million revamp. The revamp includes the re-opening of the Observatory Deck (on weekends only at present), which closed after 9/11. The nearly 50-year-old cultural and historic landmark, which looks like a space ship landed in the centre of LAX's passenger terminal area, has taken three years to complete.

### TRAVEL

#### US Service Security Update

US sites to see for updated information visit [www.dhs.gov](http://www.dhs.gov) and [www.safetravel.govt.nz](http://www.safetravel.govt.nz)  
<http://www.tsa.gov/travelers/index.shtm>

**Marketing Opportunities for Members**  
Don't forget members have the opportunity of:  
**For more details - phone 09 309 9140**

- Platforming your visiting CEOs by having them speak to AmCham**
- Sponsoring an events including the Annual Success & Innovation Awards Dinner**
- Sponsoring a professional speaker**
- Launching products/service through AmCham**
- Hosting of Forums,**
- Sustaining Member Events or Committee meetings**
- Use us for your Event management**
- Advertising in our monthly newsletter**
- Direct mail or fax marketing to members**

Check out our website at [www.bwt.co.nz](http://www.bwt.co.nz)

Reviewing your Corporate Travel? Call our Team:

Jane Higgie Business World Travel Wellington 04-470 6044 [jhiggie@bwt.co.nz](mailto:jhiggie@bwt.co.nz)

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Feast  
your eyes  
on this



Tickets are now available for the 2010 Internet Industry Awards Grand Banquet on the 28th July.

Hosted by the Hon Steven Joyce this year's Awards are being held at the Banquet Hall, Parliament.

To book your tickets visit [www.internetindustryawards.co.nz](http://www.internetindustryawards.co.nz) or ring Catherine Gardiner on 027 489 9768, Margie Sharpe on 021 767 530 or Hayley Edgell on 027 245 6936.

There has been a good response re entries and judging is now underway.

The panel of judges for the Awards comprises:

**Societal:**

David Russell - Consultant  
Martin Cocker - Executive Director - NetSafe  
David Farrar - Editor, Kiwiblog

**Education:**

Mike O'Connor - eLearning Director, Catalyst IT  
Paul Seiler - Ministry of Education  
Marg McLeod - Project Director, ICT PD

**Business and Global:**

Brett O'Reily - Chief Executive Officer, NZICT Group  
Rod Oram - Journalist  
Scott Wylie  
Scott Houston

**Entrepreneur:**

Phil McCaw - Chair, Kaynemaile, MeSynthes & Crema  
Ray Avery - Medicine Mondiale  
Rod Drury - Xero

**Judging Criteria**

Entries are judged according to the following principles:

1. Quality of written entry
2. Ease of use: functionality, navigation and orientation
3. Adherence to category description
4. Degree of innovation / originality
5. Fit-for-purpose / appropriateness for audience
6. Value to New Zealand's Internet industry

**PHOTO'S FROM RECENT EVENTS**



**United Way Global CEO visits NZ**

Mike Hearn, Brian Gallagher & Don Oliver



**Ambassador Designate Mike Moore speaks to members**

Nick Larsen, Director, Transitrainer Xtreme Logistics with Mike Moore



**Ambassador Designate Mike Moore speaks to members**

L to R Cath Henry, Geoff Lawrie, Mike Moore, Mike Hearn