

# AMCHAM NEWS

## American Chamber of Commerce in New Zealand

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### APCAC Washington Doorknock report

Earlier this month, the largest ever number of delegates, representing 17 AmCham's, were in Washington DC to participate in the annual Asia Pacific Region Washington Door Knock. This year the group engaged BRG Group to assist with the meetings as well as developing a strategy to keep Congress, Governors, Mayors and non-traditional Committees apprised throughout the rest of the year.

The group spent the first day at The US Chamber of Commerce meeting with administration officials, key US Chamber personnel, and think tanks including:

Kurt Campbell, Assistant Secretary, East Asia & Pacific Affairs, US Dept. of State

USTR representatives Barbara Wisel (TPP), Claire Reade (China), Bryant Trick (Korea), Michael Beeman (Japan), and Michael Delaney (South Asia)

Ambassador Kurt Tong (APEC)

Bob Dohner, Assistant Secretary for International Affairs, Treasury.

The next two days were spent on the Hill with the delegates split into 4 teams with hourly meeting with members of Congress and senior staffers. With over 80 new members of Congress it provided a worthwhile opportunity to educate them on the issues facing US business in the region.

The key messages were to urge Congress and the Administration to seize upon these important opportunities:

- Leverage APEC 2011 to drive US engagement in Asia
- Support KORUS and TPP: Anchor the US in Asia's evolving trade architecture.
- Energise the National Export Initiative.
- Level the Playing Field for US business.

The big issues facing Congress were the impending Debt Ceiling vote (2 Aug) and the three pending FTA deals (KORUS, Panama & Columbia) that have on hold for the last four years. Whilst many felt that there were sufficient numbers to get the bills across the line, and by a good margin, the issue of Trade Adjustment Authority was further delaying matters. Since then Senate Finance Committee Chairman Max Baucus (D-Mont.) has announced that the Committee will hold a "mock" markup of the draft implementing bills for the South Korea, Colombia, and Panama Free Trade Agreements (FTAs) that includes an extension of Trade Adjustment Assistance (TAA) on June 30. It is hoped that these bills will be passed in the next month or two.

Whilst some on the Hill were aware of TPP, it was secondary to the other FTA's. However most believed that the passing of these 3 FTA's would send a positive message about the US's engagement on trade.

Delegates were told on a number of occasions by Congress that business needs to do more to make their workers in the US aware that exports and trade are good for them and the country.

The US Chamber hosted a farewell reception from Murray Hiebert, Senior Director for Asia at the US Chamber who is leaving to join the Center for Strategic & International Studies.

AmCham's Executive Director, along with Gabrielle Rush from the NZ US Council, also spent two days working with the NZ Embassy team on NZ centric meetings as well as attending the renowned NZ Wine Tasting evening in association with the Friends of New Zealand Caucus on the Hill. **AmCham would like to thank Ambassador Mike Moore, Ben King, Danie Beukman, and the staff for all their support.**

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## U.S. Chamber Intensifies Lobbying Effort Toward Successful Passage of Trade Agreements

*New Website Offers Unprecedented Data About Exports, Jobs For All 50 States and 435 Congressional Districts*

The U.S. Chamber of Commerce today unveiled the website [www.TradeSupportsJobs.com](http://www.TradeSupportsJobs.com), offering unprecedented details on U.S. exports and the jobs they support for all 50 states and all 435 Congressional Districts, as the business community intensifies its advocacy for the trade agreements with South Korea, Colombia, and Panama.

"With facts and arguments, we'll win this trade debate and get these deals done," said U.S. Chamber President and CEO Thomas J. Donohue at a press event today to launch the website and outline the Chamber's nationwide lobbying efforts in support of the trade agreements. "For the first time, this site makes available lists of thousands of companies that are exporting, in every state and every district. We need these facts and arguments more than ever because we need these trade agreements more than ever."

In addition to the website, the Chamber is intensifying its efforts to win passage of the pending agreements through a grassroots trade education campaign across the country, print and online advertisements, increased social media engagement, and meetings with freshman House members in their districts to discuss how these trade deals will create jobs.

Donohue pointed out that the playing field isn't level right now between the United States and our trading partners. Korea currently collects \$4 in tariffs on U.S. goods for every \$1 in tariffs the United States collects on imports from Korea. Colombia currently collects \$100 in tariffs on U.S. goods for every \$1 in tariffs the United States collects on imports from Colombia. As a result, U.S. companies have paid more than \$17 billion in tariffs to Korea, Colombia, and Panama since the FTAs were signed four years ago.

"That's \$17 billion in taxes paid to foreign governments that would never have been levied if the FTAs hadn't been gathering dust for the past four years," Donohue said. "We can't delay any longer. If Washington is serious about creating jobs in America, it's time to act on these deals."

For the first time, users can see how exports drive economic growth and support jobs at the district level in an easy-to-use web-based interface.

Statistics can readily be accessed on the following:

1. Exports by destination.
2. Exports by industry.
3. Jobs directly supported by exports.
4. U.S. companies exporting to destinations around the world

## Steady Progress at the Seventh Trans-Pacific Partnership (TPP) Round

From USTR

WASHINGTON, D.C. – The United States and its TPP partners – Australia, Brunei Darussalam, Chile, Malaysia, New Zealand, Peru, Singapore, and Vietnam – concluded the seventh round of negotiations today in Ho Chi Minh City, Vietnam, making further step-by-step progress toward their goal of reaching the outlines of an ambitious, 21st century agreement by the APEC Leaders' meeting in November.

As at the previous round in Singapore, the TPP countries extended the length of the round in Vietnam to ensure the teams had sufficient time to make meaningful progress in all areas of the negotiation. The additional time was helpful in producing the good progress that was achieved in further developing the detailed legal texts of the agreement, which encompass all areas of their commercial relationships. During the week, the countries reviewed new proposals that the United States and other TPP countries tabled this round; including on intellectual property, transparency, telecommunications, customs, environment; and advanced their efforts to consolidate the various proposals that the countries put forward in previous rounds. They also sought to further clarify their understanding of each other's positions and continued the rigorous process of finding mutually-acceptable ways to address the specific sensitivities of each country.

Among the issues on which the teams had particularly productive discussions were the new cross-cutting issues that will feature for the first time in the TPP. After consulting internally on the U.S. text tabled at the sixth round, they furthered their efforts to find common ground on the regulatory coherence text intended to make the regulatory systems of their countries operate in a more consistent and seamless manner and avoid the types of regulatory barriers that are increasingly among the key obstacles to trade. The teams also had constructive discussions on approaches to development in the TPP and the importance of ensuring that the agreement serves to close the development gap among TPP members.

While making continued progress on the texts across all the negotiating groups, the nine teams also furthered their work on the accompanying commitments on access to each other's markets for goods, services, and government procurement. They made further headway in Vietnam in their discussions on services, investment, and government procurement, and on product specific rules of origin. They also discussed their respective requests and offers on industrial goods, agriculture, and textiles, working to close gaps in their positions. The nine teams reviewed in detail each country's offers and possible approaches to achieving their common goals of producing the most ambitious package possible, supporting the creation and retention of jobs, and promoting regional integration.

*(Continued on page 3)*

Logistics for  
the future NOW



**SCHENKER**

(Continued from page 2)

In order to accelerate the process, the TPP countries agreed to redouble their efforts in the months ahead. They agreed to intensify their intersessional work, including consulting on existing proposals internally, providing revised offers on the various market access areas, and working to develop proposals to address outstanding issues. In addition, the teams agreed to identify issues on which to focus at the next round in the United States in early September, and to seek to reach agreement on as many of those issues as possible at the next round. To begin this work, several members of the U.S. negotiating team will travel to Hanoi, Vietnam and Kuala Lumpur, Malaysia next week. The U.S. team also is working to prepare additional legal text by the next round, and as it does so it will continue consulting closely with Congress and stakeholders.

Prior to the start of the formal negotiating round, Vietnam hosted 140 stakeholders representing business, civil society, and academic groups. Stakeholders from the United States and other TPP countries made presentations on a wide range of issues. On June 23, the Vietnamese delegation hosted a workshop to discuss Vietnam's labor law and the efforts it has underway to strengthen the labor code and trade union law.

## TPP Talk from MFAT

**Stakeholders Voice Views in Viet Nam** 20 June 2011 by Sarah Lovegrove

There was a strong turnout for the TPP Stakeholder Forum in Viet Nam yesterday. Presentations ranged from business perspectives on specific commercial and regulatory issues through to NGO concerns about impacts on social policies. [Read the rest....](#)

**Pharmaceutical Issues Comment** 17 June 2011 by Mark Sinclair

In recent weeks we have received a number of enquiries about New Zealand's Pharmaceutical Management Agency, or PHARMAC, and the TPP. [Read the rest....](#)

**TPP Strategy Stock Take** 17 June 2011 by Mark Sinclair

Trade Minister Tim Groser gave a "stock take" of the political strategy behind the Trans-Pacific Partnership negotiations to a New Zealand Institute of International Affairs-organised event this week. [Read the rest....](#)

**The Value of Investment** 13 June 2011 by Elizabeth Dixon

Investment is one of the areas of the Trans-Pacific Partnership (TPP) negotiation that attracts the most interest. We have had questions and views on investment issues from a number of people since the negotiation was launched. Some people have views about the general value of investment rules in trade agreements. [Read the rest....](#)

## Speech by Trade Minister Tim Groser on The Trans-Pacific Partnership: State of Play

[www.beehive.govt.nz/speech/trans-pacific-partnership-state-play](http://www.beehive.govt.nz/speech/trans-pacific-partnership-state-play)

## Assistant Secretary Campbell's Travel to the Pacific Islands:

Assistant Secretary for East Asian and Pacific Affairs Kurt M. Campbell, accompanied by U.S. Pacific Fleet Commander Admiral Patrick M. Walsh, USAID Assistant Administrator Nisha Biswal and Office of the Secretary of Defense South/Southeast Asia Principal Director Brigadier General Simcock will travel to the Pacific Islands June 26 - July 1, 2011.

This unprecedented high-level trip demonstrates the United States' enduring strategic commitment to the region and underscores the whole-of-government approach to enhancing our bilateral political, economic, and security relations in the Pacific. In addition, the delegation will engage in discussions on enhancing the U.S. role and support for the Pacific Island Forum, and steps that the U.S. can take to enhance opportunities for American businesses seeking to invest in the Pacific.

## Americans honoured in Queen's Birthday List for services to NZ/US relations

Two people are recognized this year in the New Zealand Queen's Birthday honours list for services to New Zealand - United States of America relations.

Mr Richard (Dick) Armitage of Vienna, Virginia was appointed an Honorary Companion of the Order (CNZM) for services to New Zealand - United States of America relations.



Similarly, Mr James Clad, of Washington, D.C was made a member of the order (MNZM) for services to New Zealand - United States of America relations.

Both are former high-ranking United States officials. Mr Richard Armitage was Deputy US Secretary of State from 2004-05 and Mr James Clad, was Deputy Assistant Secretary of Defence for Asia Pacific Security from 2007-09.



## Full Steam Ahead - Are There Leaks in New Zealand's New Internet Piracy Law?

From Simpson Grierson

'Flight of the Conchords' star Rhys Darby's recently-announced involvement in a publicity campaign for the new Copyright (Infringing File Sharing) Amendment Act 2011 (Amendment) has caused yet another stir around the controversial new legislation. Although his well-known 'Conchords' character, Murray, is likely to have stronger feelings about sheep shearing than file sharing, the New Zealand Federation Against Copyright Theft (NZFACT) has selected the comedian to provide a more 'hip' and modern face for the new law. But perhaps the real joke, then, is that the law itself may be on its way to becoming out-dated before it even comes into force. [Read more:](#)

## Pacific Night at NZ Embassy attracts hundreds

The New Zealand Embassy in the United States hosted the annual Washington D.C. Pacific Night, Wednesday 22 June, which celebrates and raises awareness of the Pacific in America's capital city. The event had spirit, style and substance. In a first, prior to Pacific night reception, a seminar focusing on Pacific Issues was held, in collaboration with the East West Center.

Heads and Representatives from American Samoa, Australia, Federated States of Micronesia, Fiji, Guam, Hawaii, Marshall Islands, Nauru, New Zealand, Northern Mariana Island, Palau, Papua New Guinea, Samoa, Solomon Islands, Tonga, Tuvalu and Vanuatu all came together for the seminar and reception.

Assistant Secretary of State for East Asian and Pacific Affairs Dr. Kurt Campbell and Assistant Secretary of State for International Organization Affairs Dr. Esther Brimmer spoke at the event. Dr. Campbell, who is travelling next week to the Pacific region, spoke of the friendship that the U.S. had with Pacific Island nations, adding that the U.S. intended to step up its engagement in the region.

## Minister promoting NZ-US science links

Minister of Science and Innovation Wayne Mapp is on his way to the United States this week to help promote New Zealand companies at the Bio International Convention in Washington DC.

"The Bio International Convention is the major global event for the biotech industry world-wide, attended by close to 20,000 people," Dr Mapp said. "Twenty of New Zealand's top biotech and other related companies are showcasing New Zealand skills, products and services. It is a unique opportunity for New Zealand".

"As the convention is in Washington DC this year, the visit also presents an excellent opportunity to advance our science relationship with the US in the wake of the Wellington Declaration. The ICT sector is a particular area of focus for our science and innovation relationship with US entrepreneurs. In San Francisco I will be visiting the ICT Launching Pad project. This is led in the US by the founder of TradeMe, Sam Morgan, and is designed to provide a shopfront for New Zealand ICT businesses in the US. It is an initiative that will help realise the potential of New Zealand innovation and research in the US and beyond".

"While in the US I will also be meeting my Australian counterpart, Senator Kim Carr, to discuss progress on the ANZAC Square Kilometre Array bid," the Minister said.

## Congressional Staffers visit NZ

As part of an outreach and familiarisation programme MFAT have brought a group of Congressional Staffers to New Zealand for a tour and meetings. The group consisted of:

**Frank Jannuzi**, Policy Director, East Asia and Pacific Affairs, Senate Foreign Relations Committee.

**JJ Ong**, Professional Staff Member on the House Committee on Foreign Affairs, Democrat side

**Katy Quinn**, Senior Policy Advisor (foreign policy) to Rep Adam Smith (D-Washington).

**Stacy Rich**, Senior Leadership Advisor and Floor Director for Senator Patty Murray (D-Washington)

**Mike Russell**, Staff Director and Chief Counsel, House Committee on Homeland Security.

**Mr Stephen Viña**, Democrat Staff Director, Subcommittee on Counterterrorism and Intelligence, House Committee on Homeland Security.

**AmCham hosted a lunch in Microsoft's offices for the group on their first working day and we would like to thank Microsoft for their support.**



## CEO Summit and ABAC IV, Waikiki, November 10 – 13, 2011

Ambassador Michael W. Michalak, Senior Advisor, Host Committee for APEC 2011 USA is looking for participants as well as sponsors for when the US host APEC later this year. The APEC CEO Summit is the Asia-Pacific's premier business event, drawing thousands of economic and business leaders from around the region and beyond. The 2011 CEO Summit will provide unparalleled opportunities for business executives to engage in dialogue with global leaders and ministers of foreign affairs and trade, discover business opportunities through networking with CEOs from hundreds of top Asia-Pacific companies, and to forge connections with economic thought leaders from around the region and the world. To find out more see: [www.apec2011ceosummit.com](http://www.apec2011ceosummit.com)

**US Ambassador to APEC Kurt Tong is visiting New Zealand and AmCham will be holding a meeting for members to meet him in Wellington on 7<sup>th</sup> July.**

## APEC Survey on Disaster Preparedness

As you may be aware there is an APEC effort underway to better understand the emergency preparedness of private companies in Asia. The effort includes an APEC wide survey which is available at: [https://www1.i-enquete.jp/apec\\_survey/?menu=enquete](https://www1.i-enquete.jp/apec_survey/?menu=enquete) The survey will be discussed at the APEC Emergency Preparedness working group workshop on August 1-3 in Senadi, Japan and the 5th APEC Senior Disaster Management Officials Forum in September 2011 San Francisco.

The survey will be live for the next three weeks. We encourage you to share the survey with your members and if any technical questions arise please contact the Asia Disaster Reduction Center at [apec.survey@adrc.asia](mailto:apec.survey@adrc.asia)

## Invitation to Express Interest in participating in Pacific Showcase for Business Council/ Chamber Members

Companies who are involved in commercial activity in the Pacific are invited to confirm an expression of interest to participate in the Pacific Sector Showcase at Auckland from 6 to 8 September this year.

The Pacific Showcase will run in parallel with the Pacific Islands Forum which New Zealand will host on the eve of the opening of the Rugby World Cup.

The Showcase will be held in 'The Cloud', the purpose built waterfront venue on Queen's Wharf, central Auckland. Significant official, public and business attendance will be achieved over the course of the week due to the range of events being hosted over that period which will be profiled on large scale audio-visual displays on 18 X 4.5 metre LED screens.

There will be positions for a limited number of companies from across the Pacific as Exhibitors in The Cloud and that exhibition space for selected company's attendance will be provided free of charge.

The focus of the Showcase is to profile both New Zealand and Pacific Island companies involved in a range of trading activities which would include tourism, fisheries, agriculture/ horticulture, infrastructure and renewable energy sectors.

Key regional and multilateral Donor Agencies will also be invited to exhibit with particular focus on the renewable energy sector.

There will be three Zones within The Cloud and the Business Zone will be in Zone 2. Zones 1 and 3 will be Tourism and Food & beverage offerings with the audience moving between all three zones.

The appeal of the Pacific Showcase is the packaging of successful companies, in the dynamic environment of The Cloud, combining the Pacific flavour supported by state of the art audio visual technology.

The activity within The Cloud will be programmed for the three days and additional attractions include business and investment seminars, live performances of cultural, fashion and music events, official events and delegation visits, and food and beverage offerings.

For further info contact: Michael Greenslade, Trade Commissioner –Pacific, NZTE DDI 09 354 9099

Mob 0275 541643 Email: [michael.greenslade@nzte.govt.nz](mailto:michael.greenslade@nzte.govt.nz)

## TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

### Commercial News USA

The July/August issue of Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at [http://www.thinkglobal.us/pdf/2011\\_07\\_jul\\_aug.pdf](http://www.thinkglobal.us/pdf/2011_07_jul_aug.pdf)

Trade Events in the USA <http://www.buyusa.gov/newzealand/en/usevents.html>. See also [www.exporthyellowpages.com](http://www.exporthyellowpages.com)

### International Buyer Program – Trade Show Schedule 11 Jan to 31 Dec 2011

The US Embassy has provided us with copies of this publication. If you would like a copy email: [mike@amcham.co.nz](mailto:mike@amcham.co.nz)

The Commercial Service International Buyer Program (IBP) is pleased to announce the list of trade events selected to participate in the calendar year (CY) 2012 program. The listing of CY 2012 events is attached and will be followed over the next several months by organization-wide announcements with detailed information commencing our worldwide promotion of these events. [http://www.export.gov/static/Word%20list%20of%202012%20Accepted%20Shows%20May%202011%202011\\_1\\_75634\\_eg\\_main\\_030766.pdf](http://www.export.gov/static/Word%20list%20of%202012%20Accepted%20Shows%20May%202011%202011_1_75634_eg_main_030766.pdf)

### Guam update

From New Zealand Pacific Business Council Inc & <http://guambuildupnews.com/>

Business begins to wrap minds around the possibilities of building, serving new marine base.

GAME ON! \$3 Billion Mamizu MACC Contract for Guam Military Buildup Re-Emerges with New Deadline, New Construction Details.



ace insurance

New 2011 Business Travel Insurance

aceinsurance.co.nz

TRADE BUSINESS & INVESTMENT OPPORTUNITIES (Continued from page 5)

## Florida real estate

We understand there is a growing interest in New Zealand to own property and invest in Florida. My team and I collectively have 40 years of real estate and living experience in Florida. We work in residential and commercial markets as well as beachfront properties and vacant land. With offices in almost all 50 states and in over 55 countries worldwide, we can also assist in finding other agents outside of Central Florida as well. Contact: John Sadri [www.johnsadri.com](http://www.johnsadri.com) <http://www.facebook.com/MyOrlandoRealtor>

## From NZ Trade Centre – [www.newzealandtradecentre.com](http://www.newzealandtradecentre.com)

**New Zealand grown hops wanted** - American visitor looking for New Zealand grown hops to sell to Manufacturers, wholesalers and retail outlets.

**Frozen Food for USA, Asia & Europe** - Japanese visitor looking to import frozen food to Asia, USA, and Europe.

For details contact: Alister [info@newzealandtradecentre.com](mailto:info@newzealandtradecentre.com)

## From NZTE - [www.nzte.govt.nz](http://www.nzte.govt.nz)

[U.S. Is Falling Behind in the Business of 'Green'](#)

[Private-Label Purchasing Is Here to Stay, According to AlixPartners Survey](#)

['WindMade' label proposed for U.S.](#)

[United States calls for secure online-identity system](#)

[Success in the United States – different sectors, same formula](#)

## Third annual study of sales and marketing by Kiwi technology exporters is now open

Want to benchmark your sales and marketing activity against other Kiwi tech companies? Complete the online survey at [www.marketmeasures.co.nz](http://www.marketmeasures.co.nz) and contribute to the annual survey of how Kiwi tech companies take their innovations to market.

The survey will be open until 15 July 2011, and results made available by September 2011.

Hundreds of tech exporters nationwide have benefitted from the results of the two previous studies. And we expect 2011 to be the biggest yet, building on the findings in previous studies and analysing specific aspects such as the role of social media and its effectiveness in the marketing mix.

Concentrate and Swaytech are the organisers of the survey, which is sponsored by PwC. Click [here](#) to take the 2011 Market Measures survey.

## Invitation to Wellington business to join business mission to Tempe, Arizona

For thirty years now, Hutt City has had a relationship with Tempe, AZ. Through discussions with the Mayor of Tempe, this long standing relationship is set to expand into more economic focussed activity. To get this new economic direction started I am planning a Council lead business mission to Tempe in October 2011 and I would like you and your organisation to consider being part of it.

Tempe is the headquarters and executive office of two Fortune 500 companies US Airways and Insight Enterprises. Limelight Networks, Lifelock, First Solar, the Salt River Project, Circle K, Fulton Homes, Edward Jones Investments and Mobile Mini all have headquarters in Tempe. Tempe is also home to the largest campus of Arizona State University.

I envisage that any businesses participating in this mission will be assisted to have a targeted, individualised, pre-arranged appointment schedule to take full advantage of any available opportunities.

While Tempe presents many opportunities, I realise that there are many more opportunities available throughout the rest of the USA. If you have existing business opportunities or are considering entering the market elsewhere in the USA, then I would be pleased for you to join us in Tempe and then proceed to the destination which serves you best.

At this stage I am looking for expressions of interest in joining the business mission. I look forward to hearing from you. Ray Wallace, Mayor of Lower Hutt Contact: David Hancock, Visitor Development Manager, [David.Hancock@huttcity.govt.nz](mailto:David.Hancock@huttcity.govt.nz)

## OTHER NEWS BRIEFS & SUCCESS STORIES WITH USA

[NZ company secures multi-million dollar deal](#)

[ASB Bank, Potentia and Hairy Lemon pick up 2011 CIO awards](#)

[Taco Bell would have 'legs' in NZ, Restaurant Brands says](#)

[Hawaiian Airlines stays with Air NZ for heavy maintenance](#)

[Lanzatech lands US defense agency deal](#)

[Tenon signs \\$US57.5m debt financing facility](#)

[Datasquirt signs up US customer, but posts loss](#)

[Kiwis strike gold in tech boom](#)

[Corporates grabbing long-term US funds](#)

[DNA decoding firm signs American deal](#)

[Altitude wins contract for luxury fitout of Boeing](#)

[Rayonier seeks clearance to buy Canterbury forests](#)

[Endeavour Capital signs \\$20 million funding deal in USA](#)



**Supporting Amcham**

## Finalists Announced for 12th Annual AmCham DHL Express Success & Innovation Awards

Twenty companies are finalists in the 12th annual AmCham DHL Express Success & Innovation Awards, with the winners to be announced at a black tie gala with guest MC Michael Wilson on July 14th at Auckland's Pullman Hotel. The finalists represent a diverse set of companies proffering a range of goods and services reflecting the depth of business links between New Zealand and the United States.

The AmCham DHL Express Success & Innovation Awards, held in conjunction with Qantas, celebrate success and innovation in the import, export and investment sectors between New Zealand and its third largest trading partners the US. Prizes include a travel voucher worth NZ\$2,500 for air travel to the US on Qantas Airways for winners of the importer, exporter and education partnership categories.

The awards incorporate investment in both directions and divide export earnings into three categories to ensure companies can compete on an equal basis. The 2011 Awards have been narrowed down to 14 finalists across the four major categories. They are:

### Exporter of the Year to the USA – under NZ\$500,000

- Automation & Electronics NZ Ltd [www.automacionelec.com](http://www.automacionelec.com)
- DSH Systems Ltd [www.dshsystems.com](http://www.dshsystems.com)
- World Wide Access [www.world-wide-access.com](http://www.world-wide-access.com)

### Exporter of the Year to the USA – NZ\$500,001 — NZ\$5 million

- Argenta Ltd [www.argenta.co.nz](http://www.argenta.co.nz)
- Intergen Ltd [www.intergen.co.nz](http://www.intergen.co.nz)
- Mobile Commerce Ltd [www.mcom.co.nz](http://www.mcom.co.nz)
- Pharmaceutical Solutions Limited [www.pharamsols.com](http://www.pharamsols.com)
- Snapper Rock International [www.snapperrock.com](http://www.snapperrock.com)

### Exporter of the Year to the USA – over NZ\$5 million

- Beca International Consultants Ltd [www.beca.com](http://www.beca.com)
- Buckley Systems Ltd [www.buckleysystems.com](http://www.buckleysystems.com)
- Pratt & Whitney Air New Zealand Services t/a Christchurch Engine Centre [www.pwnz.com](http://www.pwnz.com)

### Importer of the Year from the USA

- General Electric Company (GE) [www.ge.com](http://www.ge.com)
- Seychelle Ltd – [www.seychelle.co.nz](http://www.seychelle.co.nz)
- Tidd Ross Todd Ltd [www.trt.co.nz](http://www.trt.co.nz)

**The Investor of the Year Award** is a recognition award. The finalists are:

### Investor of the Year to or from the USA

- Foley Family Wines
- Host Hotels & Resorts
- Trilogy International/2degrees
- Valar Ventures

**The Education Partnership Award** recognise the best US-focused entrepreneurial partnership between a business and a primary or secondary school. The finalists are:

### Education Partnership with the USA

- Biomatters Ltd
- The NZ Robotics Charitable Trust
- World Mentor NZ

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

Previous winners of the Supreme Award have included Zespri International, Peace Software, Airways Corporation, HumanWare, Tenon, Orion Health, Zeacom, SMI Group, Fonterra and Pratt & Whitney Air New Zealand Services t/a Christchurch Engine Centre

### Marketing Opportunities for Members

Don't forget members have the opportunity of:

For more details - phone 09 309 9140

and access to:

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

Key advisors on tax, immigration, setting up a company and doing business in the USA  
Possible sources of equity.  
A network of several thousand companies who are trading with the USA  
The U.S. Chamber of Commerce which is the world's largest business federation representing 3 million businesses with over 8,000 Chambers of Commerce throughout the USA.  
112 AmChams in 99 countries including 27 in the Asia-Pacific region.  
Free global membership to Regus Plc's 1,000+ serviced offices worldwide, including over 400 in the USA.  
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### TRAVEL

#### 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 GlobalStar Travel Management**

Globally air traffic is up 6.8%, lead by Europe where passenger numbers are up by 10.8%. The US summer travel season which commences mid-July and lasts through until September will mean extremely busy airports within the US. To de-stress your travel, our team of travel experts at Business World Travel reminds our travellers to **ensure an absolute minimum advance check-in** of two hours prior to any flight. Check-in and security queues will be extensive.

**Atlanta Hartfield Airport** remains the busiest in the world. With 89,331,622 arriving and departing passengers in 12 months, the airport is being pursued by Beijing International Airport, which has around 74,000,000 passengers through the terminals. Beijing headed off Chicago and London Heathrow for the first time to take the number two slot. Atlanta benefits from having two very successful airline hubs – Delta and low cost Air Tran.

In 2010 US airlines raked in nearly **US\$5.7 billion in checked-bag and change fees** (\$3.4 billion in bag fees and \$2.3 in ticket reservation change fees). Don't worry, the local airlines Down Under are focused on chasing down the number! These airlines especially love our business travel clients who lock themselves into inappropriate fares - it's always best to use an all encompassed airfare which includes flexibility, seat assignment, luggage allowance and catering/entertainment. You usually pay far more when you add the components as you go.

Amcham Awards night sponsor **Qantas** now operates a same plane service between **Auckland and New York** on a daily basis. There's no chance of missing your connection with this flight! Qantas QF QF25 departs Auckland at 1305hrs daily, and is the first international arrival into LAX at 0605hrs each day – allowing for that same aircraft connecting to JFK, or many other easy connections to all US and Canadian destinations.

**With the lacklustre New Zealand ski season and the outstanding exchange rate, plan a trip to the US this January / February for some crisp powder snow. Several members of our team are avid skiers and know the best resorts to head to so give our executive leisure team a call. If travelling with the family, call Tanya Warman who heads up our specialist Travel with Kidz desk ([kidz@bwt.co.nz](mailto:kidz@bwt.co.nz))**

#### 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) or <http://www.tsa.gov/travelers/index.shtm>

#### DHS Pre-Travel Authorization Program for U.S.-Bound Travelers from Visa Waiver Countries

Beginning on September 8, a fee of US\$14 will be introduced for a new or renewed electronic travel authorization (ESTA). Please [click here](#) for further information and [here](#) for FAQs.

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)

Grant Bevin Business World Travel Auckland 09-529 3700 [gbevin@bwt.co.nz](mailto:gbevin@bwt.co.nz)



## MEMBER NEWS

### Priv makes a splash at Harvard Business School awards

University of Auckland-educated biotechnologist Privahini Bradoo has capitalised on her flair for enterprise and is becoming a powerhouse of success. Having just clinched this year's Harvard Business School Alumni Global New Venture Contest with her company BioMine, the entrepreneurial dynamo is spreading the word about New Zealand innovation around the globe.

### People on the move

**US Foreign Commercial Service** Commercial Counselor **David Murphy** has completed his term in Australia with **Joe Kaesshaefer** moving from Jakarta to take over in mid-July. The role includes responsibility for New Zealand.

**Deloitte** has appointed four new partners, **Annalie Hampton & Darren Johnson** in Auckland; **David Lovatt** in Wellington and **Don Mackenzie** in Christchurch.

**Minter Ellison Rudd Watts** has appointed **Patricia Green & Kate Healy** as Partners.

**Kensington Swan** has pointed **Greg Milner-White** as a Partner

**Coca-Cola Oceania Ltd** has appointed **Paul Fitzgerald** as General Manager

**Fragomen NZ** has appointed **Isabel Chorao** as their Auckland Manager.

**KPMG New Zealand** has appointed **Ross Buckley** as Executive Chairman and **Paul Herrod** as Chief Executive of the firm. They will succeed **Jan Dawson**, who indicated her intention earlier this year to leave KPMG in 2011 after more than 30 years with the company and six years as Executive Chairman and CEO.

**NZICT** Chief Executive **Brett O'Riley**, is leaving and has been appointed Deputy Chief Executive for business innovation and investment in the newly established **Ministry of Science and Innovation (MSI)**. Other senior MSI appointments are: **Graham Smith** - Innovation performance and marketing; **Rebecca Boyack** – Corporate Services, **Liz Jazwinska** – Science Strategy and Investment and **Peter Crabtree** – Systems Strategy and Policy

**Richard Tremplar** left **MSI** and has joined **Industrial Research Ltd**

**Jon Doherty** is leaving **Terrace Downs** to take up the role as General Manager **PhotoWonder**

## EVENTS & SERVICES

During the last month AmCham held a number of great events including:

**The Annual Trade Forum** – thanks to presenters Gabrielle Rush, Mark Sinclair, Rory McLeod, Tony Eaton, Kevin Sheehy, Ken Geard, Graeme Peters, Brett O'Riley and to University of Otago for the use of their facilities.



**Who will Yoobee? With Yoobee CEO Rick Webb.** Thanks to Rick, Kate Johnston, the team at their Newmarket store and Sonia & Diedra from Pernod Ricard.

**Reception with DHL Express RWC Global Ambassador Sean Fitzpatrick.**

Thanks to Phil Corcoran, Fiona Tagg and **Ernst & Young** for the use of their facilities.

Phil Corcoran with Sean Fitzpatrick



Richard Webb CEO Renaissance Corporation Ltd and Charles Sampson Consultant -Manpower Services winner of the I-Pad 2

### Donut Alert from American Women's Club

A new place that's opening up this week....Southern Maid Donuts at the train station in Newmarket. Don't know about other states, but Southern Maid were in Texas, and good.

## FOR YOUR DIARY

7<sup>th</sup> July – Roundtable meeting with US Ambassador to APEC Kurt Tong, Wellington.

14<sup>th</sup> July – Annual AmCham – DHL Express Success & Innovation Awards dinner in conjunction with Qantas at the Pullman Auckland Hotel

17<sup>th</sup> August – Billy T Movie, Auckland



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## US NZ CONNECTIONS IN NEW ZEALAND

### OSAC New Zealand

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)

Wanganui New Zealand American Association [donnarush@clear.net.nz](mailto:donnarush@clear.net.nz)

American Club – Auckland <http://www.americanclub.org.nz/>

American Women's Network – Wellington [www.awn.co.nz](http://www.awn.co.nz)

American Women's Club – Auckland [www.awcauckland.com](http://www.awcauckland.com)

American Club of Christchurch – [www.american-club-chch.org](http://www.american-club-chch.org)

NZ/American Association, Wellington [www.nzaa.org.nz](http://www.nzaa.org.nz)

Kiwi Club of New York Inc - [www.kiwiclubny.org](http://www.kiwiclubny.org)

### JamesRAY Headlines Red, White & Blue Celebration at the Stetson Club

America's Most Popular Music, Food, Dance and Fun – Hibiscus Coast resident and international entertainer from the American south, JamesRAY - along with his band Geronimo, will be providing the authentic southern sounds and music for the Stetson Club's Red, White and Blue festivities on the 8<sup>th</sup> of July.

This show is hosted by the Stetson Club and held in the Dairy Flat Hall; corner of Postmans Road and Old Albany Highway/State Highway 17. Show time: 8:00 to 11:30 p.m. Entry: Guests \$10, Members \$7.50, Bring a plate and save \$2.50 You can check out more about JamesRAY online at [www.jamesray.co.nz](http://www.jamesray.co.nz) or the Stetson Club at [www.stetson.co.nz](http://www.stetson.co.nz)

### Employment wanted

American, born and raised for 29 years. Then an Australian citizen for 22 years. Then four and a half years in Wellington, Greymouth, and Christchurch. Former bottom-line-improving GM of two overseas manufacturing firms. Former US military intelligence. Degrees in management, public policy, healthcare and education. Head of local Mensa chapter. High EQ score, too.

Seeks work with a foreign-owned and/or managed organisation in New Zealand. Would be content in a wide range of roles. Willing and able to travel. OK as either an employee or a services provider. Currently in Christchurch, but willing to relocate anywhere but central Auckland. Contact: Carl Turney, [www.boms.co.nz](http://www.boms.co.nz) or [carl.turney@orcon.net.nz](mailto:carl.turney@orcon.net.nz)

## U.S. IMMIGRATION

### *The latest from the U.S. re: Business visitors and U.S. employment visas*

By Barbara Johnson, U.S. Immigration Attorney, Auckland

Officials from the U.S. Department of Homeland Security, the U.S. Citizenship and Immigration Services (USCIS), the U.S. Department of State and the U.S. Department of Labor addressed the **2011 Annual Conference on Immigration Law** held in San Diego, California June 15-18, 2011. The Conference, sponsored by the American Immigration Lawyers Association (AILA) was attended by more than 3000 lawyers specializing in U.S. immigration matters.

A series of in-depth seminars at the Conference focused on the interests of U.S. and overseas Business. There was recognition by the U.S. officials as well as the AILA member attorneys, that the continued flow of highly skilled foreign professionals into the U.S. workforce and the continued ability of foreign companies to establish subsidiary companies in the U.S. and transfer senior executives and specialized knowledge personnel under the L visa program were essential to the continued economic recovery of the United States.

However, U.S. officials also emphasized that new measures were being put into place to ensure that companies in the U.S. petitioning for foreign employees would face additional scrutiny. These included the new Validation System for Business Enterprises (**VIBE**) under which U.S. companies petitioning for foreign employees would be screened to determine if the U.S. business entity qualified to file such visa petitions. The details of this complex program are at: <http://uscis.gov/vibe>.

### Business Visitors

The concept of a business visitor entering the U.S. on a **B-1 Business Visitors Visa** in the situation where such a visitor remains on the foreign company's payroll for an extended period (known as B-1 in Lieu of an H-1B work visa) is under review by the U.S. Department of State. While legitimate short term business visits by employees of foreign companies in order to "do business" on behalf of a foreign company, including entering the U.S to install or service products/systems sold to a U.S. customer, will continue to be allowed, extended stays in the U.S. (beyond 2-3 months) will be closely reviewed.

### U.S. Business Planning- Immigration key factor

In light of continuing levels of scrutiny by U.S. officials for all U.S. visa types and business visitor entries, it is imperative that New Zealand businesses looking to establish themselves in the U.S., make U.S. immigration concerns a key part of their U.S. entry business planning. Often New Zealand based accounting and tax advisors advise New Zealand companies to establish their U.S. entity in such a way that results in the elimination of key U.S. work visa options. To avoid this problem, and to ensure compliance with all U.S. work visa requirements, involve your immigration advisor early in your U.S. entry planning process.

Barbara Johnson, U.S. Immigration Attorney can be contacted at: [barbara@johnson.co.nz](mailto:barbara@johnson.co.nz) or by telephone at: 09 915-0890.



**Barbara J. Johnson, U.S. Immigration Attorney**



Advising New Zealand Business since 1996

## US Student Visa's

Already this year, we have adjudicated visas for students from New Zealand who will be attending university from Hawaii, New York, Oregon, Florida, and everywhere in between. Applying for a student visa is straightforward and the vast majority of applicants are successful. Last year the Consulate General issued 3,268 student, exchange, and vocational visas. We welcome Kiwis to attend under and post-graduate school in the United States.

Here are a few tips for a successful student visa process to share with interested Kiwis.

### 1. *Apply early*

Our goal is to help every qualified student visa applicant begin his or her program of study on time. It's important to schedule your appointment as early as possible. While first-time students can enter the United States only 30 days before studies begin, a student visa can be issued up to 120 days before. Most visa applications are processed in a few days, but there are times when we may require additional information or additional processing time, and it helps to have the time to do this before your expected travel date.

### 2. *Be informed*

The State Department website at [travel.state.gov](http://travel.state.gov) is your number one resource for U.S. student visa information. Then you should visit the Consulate General's website at <http://newzealand.usembassy.gov/visas.html>. These websites provide valuable information about the interview process, such as how to schedule an appointment and what to expect during the interview. We have procedures to expedite appointments for student visa applicants.

### 3. *Be prepared*

In addition to the normal visa requirements, you must present certain information such as your I-20 form, your SEVIS fee receipt, and proof of ability to pay for your education. Once you have your visa, we can also help you prepare for your arrival in the United States. You can find answers to Frequently Asked Questions on [travel.state.gov](http://travel.state.gov) or visit [EducationUSA.state.gov](http://EducationUSA.state.gov) for tips on planning your departure, traveling to the United States, and finding housing.

To promote higher education opportunities for Kiwis in the United States, the Consulate General is currently soliciting grant applications for an individual to provide educational advocacy and advising for potential students, and is actively encouraging grant submissions. The successful grantee will be working actively with university and schools in New Zealand to provide and disseminate information, encourage interest, and interact via the Embassy and Consulate General's social media platforms, and would have working space provided in the Consulate General facility. Please go to this [link](#) for more information; we'd love to hear from you!

## Launch of The Sally Anderson International Leadership BLOG - Leadership Articles to Stimulate Inquiry

We are excited to announce the official launch of the Sally Anderson International Leadership BLOG. This resource is aimed at business leaders and takes a refreshingly frank angle on what organisations and their leaders could consider if they wish to operate at a higher level of performance.

Our first topics are:

- Pink Elephant In The Room
- Leadership Retreats With A Difference
- Leadership Teams Versus Senior Management Teams
- Benefits Of Investment Value Management
- Operational Problems That Exist Within Organisations
- BEING Leadership Versus DOING Leadership
- The Power Of Co-Creative Leadership
- Provocative Leadership – The Missing Element In Traditional Leadership Models
- Sally Anderson Answers Your Questions
- Sustainable Transformation – Fact Or Fiction?

Intrigued? I hope so. Check out the blog at [www.sally-andersonblog.com](http://www.sally-andersonblog.com) You will see that it is easy to subscribe to receive the FREE weekly leadership articles.

## New Zealand Uncovered

Make the most of your time in New Zealand with the help of Touch of Spice, New Zealand's only complete Concierge company. As the only **nationwide Concierge company** we offer a completely personal and tailored service, and will connect, locate, seek and supply to ensure your every need is met. We also have our imaginative **Touch of Spice Travel & Leisure** team to take pride in creating memorable holidays throughout New Zealand. We will take you off the beaten track to enjoy experiences not normally accessible and introduce you to the places and people who deliver holidays of a lifetime. The best of what we can offer is shown in our **Touch of Spice Private Villa Collection**. This Collection is an exclusive portfolio of hand picked private villas and retreats for the ultimate holiday experience. The Collection includes hideaways ranging from New York style townhouses and stunning penthouse apartments to island escapes, country lodges and exquisite cottages.

Touch of Spice was established by entrepreneur and innovative business woman Jacqui Spice in 2005 and now has offices in Auckland and Queenstown. Leading American travel magazine Condé Nast Traveler named Jacqui Spice amongst the Top Villa Rental Specialists in the World in 2009, 2010 and 2011. Jacqui is the only New Zealand based Villa Specialist to have been awarded this accolade.

Visit [www.touchofspice.co.nz](http://www.touchofspice.co.nz) for further information or contact our team today on 03 450 0855 or via [info@touchofspice.co.nz](mailto:info@touchofspice.co.nz) to see how we can help turn your next holiday into a trip of a lifetime, create a memorable evening function or just take care of the finer details!

