

# AMCHAM NEWS

## American Chamber of Commerce in New Zealand

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### AmCham hosts US Deputy Secretary of State Thomas Nides

The largest ever US delegation to attend the Pacific Island Forum in Auckland reflected the importance the US is placing on the region. During the visit AmCham hosted a reception for Deputy Secretary Nides where he spoke about the strong relationship between our two countries, the US Government's Export Initiative and the US Eagles rugby chances.

AmCham also hosted a roundtable discussion forum with Deputy Assistant Secretary, Department of Commerce, Craig Allen, with a number of key US & NZ companies involved in trade.

Also in town for the PIF was Dr. Peter S. Watson of The Dwight Group, LLC, Washington, D.C. who gave an insightful presentation at AmCham breakfast on "World Trade and Economics, 2026 -- What the Playing Field Looks Like 15 Years on" which highlighted the challenges ahead.

AmCham would like to thank the following for their support in hosting all these events:

American Income Life Insurance Co of NZ, ATEED, Fonterra Co-Operative Group, GE New Zealand, IBM New Zealand, Lockheed Martin, Pfizer New Zealand, Westpac.

We would also like to acknowledge Ernst & Young & Baldwins for the use of their offices for these events.



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Steven C. Friedlander, Deputy Secretary Nides, Ambassador Huebner, Rt. Hon Jim Bolger

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### TPP Update

from USTR

Today at the eighth round of Trans-Pacific Partnership negotiations in Chicago, IL, two remaining negotiating groups held talks on non-conforming measures and trade remedies.

The round concludes today after 10 days of intensive and fruitful talks. This has been a productive round with progress made toward the goal of concluding an ambitious, 21st-century agreement that will enhance trade and investment among the TPP partner countries and support economic growth and development and support the creation and retention of jobs.

Negotiators sought to make progress on the legal texts of the more than 20 chapters of the agreement this week. With additional text put forward this round, there are now consolidated texts in most areas. Many chapters, including Customs, Technical Barriers to Trade, Telecommunications, Government Procurement, and the horizontal or 21st-century issues of small- and medium-sized enterprises, regulatory coherence, competitiveness, and development, are moving toward closure. Progress was also made on texts for

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somewhat longer and more complex chapters such as Intellectual Property and Investment.

Negotiators also sought to make progress on the packages for access to industrial, agricultural, and textile and apparel products as well as to government procurement markets. These detailed negotiations require agreement by each country on trade on some 11,000 tariff lines, as well as the rules of origin associated with them; trade and investment in all service sectors, from telecommunications and financial services to energy, professional and distribution services; and reciprocal access to each others' government procurement markets. Progress was made, but the TPP teams are still looking for improvements in the packages to achieve the high level of ambition envisioned.

In some areas, further text will be tabled in the coming weeks, including text the United States is preparing on labor and state-owned enterprises. In the meantime, the labor and competition groups' robust discussions in Chicago will ease the path forward when text is tabled.

More than 250 stakeholders accepted the U.S. Government's invitation to be on-site at the talks this week. U.S. Trade Representative Ron Kirk and Chicago Mayor Rahm Emanuel addressed stakeholders on Friday evening; on Saturday, 57 stakeholder groups made presentations to TPP negotiators.

Negotiators have been directed to reach the broad outlines of an agreement by the APEC leaders' meeting in Honolulu. The United States' team is eager to synthesize the good work done to date and to shape it into a strong submission to the APEC Leaders in November

## Chicago Drives TPP Forward

From MFAT

The eighth round of TPP negotiations wrapped up in Chicago after 10 days of intensive discussions. The New Zealand team and our partners were focused on the twin goals of negotiating a high-quality, 21st-century TPP outcome and meeting TPP Ministers' desire for the "broad outlines" of an agreement by APEC in November. Significant progress was made toward both of those goals in Chicago.

One part of the equation is agreeing text for more than 20 chapters that will form the final agreement. In some chapters - including customs, sanitary and phytosanitary issues, technical barriers to trade, telecommunications, government procurement, and the so-called horizontal or 21st-century issues of small to medium sized enterprises, regulatory coherence, competitiveness, and development - work is advancing and we are moving toward closure. Other chapters are longer and more complex but working groups continue to work through the text and reduce differences. Almost all text proposals have now been tabled. New proposals emerging in Chicago included a [US proposal on medicines access](#) [external link] and labour proposals from the existing P4 countries.

The other part of the equation is market access commitments on goods (including rules of origin), services, investment and government procurement. Detailed discussions have taken place on various aspects of market access. Work continues to negotiate improvements in countries' offers that are consistent with the ambitious outcome we are seeking.

Stakeholder participation in the Chicago round built on previous rounds. In addition to the dedicated [stakeholder programme](#) and [briefing](#), representatives from industry, NGOs and unions had plenty of opportunities to interact with negotiators. The New Zealand team had useful discussions with a range of stakeholders from both New Zealand and other TPP countries, supplementing regular interactions that we have back home.

Delegates and stakeholders attended a reception on the Friday evening by Chicago mayor Rahm Emanuel, and were encouraged in our work by [US Trade Representative Ron Kirk](#).

We are looking ahead to the ninth round in Lima, Peru, in October. Working groups have set themselves an ambitious agenda of work in advance of Lima, so that we will be well-prepared for another productive round. The New Zealand team will be undertaking targeted consultation on "homework" agreed for Lima with relevant stakeholders.

## USTR Ron Kirk Applauds Senate Passage of Key Trade Programs

United States Trade Representative Ron Kirk today applauded Senate passage of legislation renewing the expired Generalized System of Preferences (GSP) program and also renewing key Trade Adjustment Assistance (TAA) reforms. GSP promotes economic growth in the developing world and benefits American importers and consumers by providing duty-free entry for thousands of products from developing countries. TAA provides training and support to help workers, firms, farmers and fishermen transition to alternative employment if their jobs are negatively affected by trade. TAA is an essential component of President Obama's balanced trade agenda, which aims to create jobs here at home by boosting American exports while recognizing the potential costs of trade as well.

"The Senate's action is an important step toward renewal of the Generalized System of Preferences and enactment of Trade Adjustment Assistance reforms and the pending trade agreements with South Korea, Panama, and Colombia," said Ambassador Kirk. "Discussions continue with congressional leadership on how these bills will move through the legislative process. The trade agreements, along with Trade Adjustment Assistance, are an integral part of the President's plan to create jobs here at home. The President looks forward to their prompt passage."

The TAA legislation approved by the Senate today reflects a bipartisan agreement struck by Senate Finance Committee Chairman Max Baucus (D-Mont.) and House Ways & Means Committee Chairman Dave Camp (R-Mich.) to streamline and save costs on a renewal of key

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Trade Adjustment Assistance reforms. The compromise maintained the goals of a 2009 law that improved the scope and effectiveness of the program – for instance, covering Americans employed in the services sector in addition to U.S. manufacturing workers.

"It clears the way for approval of the job-creating trade agreements, and not a moment too soon," said Chamber of Commerce Senior Vice President for International Policy Myron Brilliant.

The legislation now moves to the House, where Speaker John Boehner said debate will begin only when President Obama sends Congress the trade agreements. "If the President submits these agreements promptly, I'm confident that all four bills can be signed into law by mid-October," Boehner said in a statement.

[ACTA will be signed on Saturday, US and Japan say](#) - Controversial treaty to come into force this weekend

[Law changes required before NZ ratifies ACTA](#)

[ACTA tweaks done, beware TPP axe: NZ lawyer](#)

## The Natural Health Products Bill: An Unnecessary Evil?

By Peter Stubbs of Simpson Grierson

The Natural Health Products Bill is set to drastically change the way natural health products are regulated in New Zealand. In this FYI we critique the Bill and the regulatory control it seeks to impose on "low-risk" natural health products. To find out more read the full FYI by clicking on the link [Natural Health Products Bill](#)

## The United States Government, the Secretariat of the Pacific Community, and the Secretariat of the Pacific Regional Environmental Programme Announce Climate Adaptation Partnerships - September 8, 2011

[http://newzealand.usembassy.gov/pacific\\_island\\_forum\\_2011.html](http://newzealand.usembassy.gov/pacific_island_forum_2011.html)

## I Survived... 9/11 Special on A&E Bio Channel

This tenth anniversary 9/11 Special is a confronting survivors' tale of the attack on the World Trade Center and the Pentagon and how it changed their lives forever. This documentary was produced by

NHNZ - [http://www.nhnz.tv/recent\\_productions#](http://www.nhnz.tv/recent_productions#)

## Touring Exhibit at Puke Ariki: Native American Arts and Culture

Sited in New Plymouth, Puke Ariki is an innovative museum, library and information centre that combines learning, knowledge, resources and heritage objects for a unique visitor experience. Governed by the New Plymouth District Council, Puke Ariki is a partnership between central and regional government and businesses throughout New Zealand that value these offerings.

The associated Puke Ariki Development Charitable Trust is in preliminary stages of negotiating with a touring exhibit from the USA, highlighting American indigenous peoples' culture and arts. Primarily mounted from the Gilcrease Museum in Tulsa Oklahoma, which is renowned for its collection of Western art, this exhibit would travel to New Zealand in the latter half of 2013. We are excited by the prospects of an exhibit focusing on another nation's indigenous peoples' experiences in comparison with New Zealand's own Maori traditions.

**We are looking for support:** financial, marketing and any of NZ's own resources regarding Maori culture and arts to compare and contrast with those displayed in this Native American exhibit

Sherry Maier, an American expatriate living in Auckland, serves as a Trustee with the Puke Ariki Trust. She is the contact person for any group or individual interested in supporting this exhibit. [sherrywmaier@gmail.com](mailto:sherrywmaier@gmail.com) [www.pukeariki.com](http://www.pukeariki.com)

## OTHER NEWS BRIEFS & SUCCESS STORIES WITH USA

[Biomatters opens North American offices](#)

[Craig Wireless Enters into Acquisition Agreements for Secured Advances, Shares and Spectrum Rights of Woosh Wireless Limited in New Zealand](#)

[Izon Science Opens New US Headquarters in Cambridge, Massachusetts](#)

[Kiwi Winery Group Moves Fast into United States](#)

[Helen Clark, Bill English tour solar Kiwi bach in US capital](#)

[2degrees shareholders still pumping in funds](#)

[Compac scores sweet US deal](#)

[Lanzatech snares U.S. govt funding for drop-in jet fuel](#)

[RedZone Robotics Announces Acquisition of Cleanflow Systems](#)

[Audioscribe gets kickstart with winning weekend](#)

[Universal And Paramount Renew Home Entertainment Distribution Deal In New Zealand](#)

[Orion growth means 100 extra jobs](#)

[TIN 100 survey finds emerging stars, sees tech export rebound](#)

[Im-Able wins US investor's backing](#)

[US opportunities for Kiwi startups](#)



Pernod Ricard New Zealand proud supporter of AmCham.

## TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

### Commercial News USA

The September/October 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/>

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

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

### U.S. Boat, Equipment and supply Exporter seeking contacts

Watercraft Mix is a U.S. Boat, Equipment and supply Exporter with shipping and container facilities in California and Florida and a sales and logistics office in Melbourne, Australia.

We make it easy when it comes to exporting. Call, e-mail or complete a quote request on-line and provide any special instructions, we will take it from there.

We provide the following services at our facilities.

- Boat containerizing (sideways or straight in)
- Heavy Truck & Equipment disassembling and containerizing
- Flat Rack loading and securing, Boats, Trucks, and Equipment up to 120 000 LBS (LA Facility only)
- Steel shipping cradles adjustable for boats up to 60 ft long

We are a member of the National Marine Manufacturers Association (NMMA) and work with many local and international freight forwarders and boat dealers that can provide references of their satisfaction with our company.

Watercraft Mix is not a virtual company that is only a Website. We have our own facilities and professional staff with years of experience in the marine export industry. We have shipped hundreds of boats and equipment around the world to the satisfaction of our customers.

Mr. Alan Bence, Managing Director of BRM Global Logistics is our partner here in Australia for the region. Alan is able to offer you Customs and Quarantine Release on your boat and equipment. Alan has been in the Logistics field for more than 35 years and has built up many relationships with shipping lines, transport companies and government departments. Please review his Website and credentials at [www.brmgloballogistics.com](http://www.brmgloballogistics.com)

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

[Google releases Clean Energy Innovation report](#)

### From NZBio – [www.nzbio.org.nz](http://www.nzbio.org.nz)

Interested in being in San Francisco in January to co-incide with the **JP Morgan Healthcare Conference**? NZTE are currently assessing whether to run a satellite event around this invitation-only conference, and this will really depend on the numbers of companies attending. So if this is an event of interest to you, please register your interest now, and encourage fellow healthcare focused companies to do the same. Email your details to [Kirsty Jehle](mailto:Kirsty.Jehle), or phone 04 916 1247.

### NZVCA Private Equity and Venture Capital conference -

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

Join us to celebrate 10 years of the NZVCA Private Equity and Venture Capital conference on 27 October 2011. The programme includes "The Term Sheet" editor Dan Primack and many more exciting guests.

For more information about the NZVCA2011 conference and other events during New Zealand Investment Week contact us +64 9 302 5218 or email: [karen.lyons@nzvca.co.nz](mailto:karen.lyons@nzvca.co.nz)



### Unique NZ Products for the USA

*from NZ Trade Centre*

Several of our members have been working with this visitor in previous product requests with great results. The client is now seeking uniquely "Kiwi" food & beverage products that can be exported in large quantities including organic items, honey, wine, health supplements etc. They are also interested in non-food items to introduce to the American market. This is another amazing opportunity from our NZ based American client. Email this lead today [alister@newzealandtradecentre.com](mailto:alister@newzealandtradecentre.com)

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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**

Air New Zealand is adding capacity on the Auckland Honolulu route over the Kiwi 2012 winter season which is welcome news given that Hawaii demand is currently outstripping the supply. Air NZ will operate a 777-200 on the route over the June – August months, including the July 2012 school holiday period. Not only is this good news regarding extra capacity, also the in flight 777 product is expected to be popular with Hawaii bound travelers. The 777 aircraft will offer Premium Economy and the New business class product on these services. This will sell quickly, and in conjunction with some of the fantastic land packages we have on offer we advise you to contact us early to avoid disappointment.

Caesars Palace have advised that rooms are now on sale for arrivals beginning 02 Jan 2012 for the new Octavius Tower – a new 668 room hotel tower in Las Vegas offering 60 suites and 6 luxury villas – the opening of the tower will mark the completion of the USD 860 million Caesars Palace expansion.

United Airlines will begin installing Economy Plus seating on all Continental mainline aircrafts this winter offering extra legroom seating on 38 Continental aircraft this year and nearly 100 more by the end of the first quarter of 2012. Economy plus seats, which offer up to five extra inches of legroom are a great option for extra comfort at the best value. On United long haul routes the all new flat bed seats are currently being installed – United now offers more flat-bed seats than any other US airline.

The infamous UK / EUROPE EARLYBIRD deals are due to be released for travel in 2012 very soon. Whether you are thinking of traveling for business or pleasure our Executive Leisure and Corporate consultants will have all details as soon as they are released, so get in early and register your interest today – this will ensure we are able to offer you the best deal to suit your requirements

#### 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>

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

### Update from Christchurch members

**Graham Dockrill, hairy Lemon Web Solutions** has faced many challengers since February 22<sup>nd</sup>. With a team of 30 staff and growing, there CBD offices were abandoned on the day of the event. Three hours access has been granted to retrieve essential items in the last six months. hairy Lemon has relocated to Hornby, setting up new offices and continuing to offer web design & IT support to existing and new clients including its USA base.

Lessons learned from Disaster Recovery (DR) has resulted in a new business offering cloud computing and on-line backups to our clients. Uptake is proving strong and hairy Lemon is proud to offer this service to clients nationwide while acknowledging the specific needs of its Christchurch clients. While challenging times, hairy Lemon has regrouped its operations and is committed to growing and supporting the Canterbury Economy. [www.hairylemon.co.nz](http://www.hairylemon.co.nz)

**Mike Eller, Christchurch Engine Centre** - While events over the past 12 months have been challenging for our staff and Christchurch residents, the Christchurch Engine Centre -- a full-service maintenance, repair and overhaul provider of IAE V2500, JT8D -200, JT8D--std and Rolls Royce DART aircraft engines for customers worldwide -- has experienced minimal disruption to its operations. We have maintained our industry-leading delivery turn-times and suffered no business loss as a result of the earthquakes. [www.pwnz.com](http://www.pwnz.com)

**Stuart Murray, Moffat Ltd** - I am pleased to report Moffat Limited is pretty much fully operational - albeit from damaged premises - and we are continuing to supply our North American markets with products following a record year in volume. The February and subsequent earthquakes broke our buildings but not our spirits - and our 180 strong team pulled together and dug us out of the liquefaction and recovered the business - not once but twice. Our buildings and land are irreparably damaged and our management team are presently working on a green field site development for a new production facility for our commercial foodservice equipment production and centre of excellence for design and service - which is a major undertaking.

Having been living in the USA during 9/11 I can draw real parallels in CHC in some of the positives experienced in human spirit which are borne from common peril and a need to triumph over adversity. The neighbourhood bonds and interest expressed in others and selfless acts of kindness have been remarkable and have helped to ground a new generation.

Many of our staff have significant damage or loss to our homes, and most know someone lost to the quake. Life is very different in CHC where we are all having to make the extra effort to find a little joy in the week. Weekend recreational habits and venues have all changed and each day we observe a new hole where a business or favourite cafe used to be. Comfort in travelling leaving behind friends and family in pursuit of business development has been a challenge. The occasional rattle which is ongoing remains unsettling - however life goes on and we remain grateful for the ongoing support of the our suppliers, customers and staff - and of course the nation as we all rebuild our lives and establish new norms. [www.moffat.co.nz](http://www.moffat.co.nz)

### Congratulations Bill Buckley of BSL Buckley Systems - The 2011 New Zealand Ernst & Young Entrepreneur Of The Year

Bill Buckley, from Buckley Systems Ltd, is the winner of the Ernst & Young Entrepreneur of The Year award.

The Ernst & Young Entrepreneur of The Year awards celebrate entrepreneurs through regional, national and global awards programmes in more than 140 cities in 50 countries. The awards encourage entrepreneurial activity and recognise people who inspire others with their vision, leadership and achievement.

### FRAGOMEN opens new office

Fragomen, a corporate immigration services firm with more than 1,000 staff located in 15 countries globally, has recently opened its second office in New Zealand. Initially established in Wellington in 2005, Fragomen appointed Isabel Choroa to manage their new Auckland office earlier this year. The office has officially been operating in Viaduct Harbour since June. Isabel has in excess of 15 years experience in immigration work, is a current Licensed Adviser and has been admitted as a Barrister and Solicitor of the High Court of New Zealand. The new office has been met with extremely positive feedback from both existing clients and those interested in the services Fragomen has to offer.

Working in partnership with employers, Fragomen is recognized as the world's leading immigration practice. The New Zealand operations have nine staff, including a team of 6 Licensed Advisers spread between both offices. Fragomen in New Zealand predominantly caters for employees coming into New Zealand, but can also assist with consular requirements associated with outbound visas to many other countries. By expanding the office network to include Auckland, Fragomen can now offer a localized and permanent solution to Auckland-based employers.

For further information please contact either Isabel Choroa on 09 927 7170 or [ichoroa@fragomen.co.nz](mailto:ichoroa@fragomen.co.nz), or Karen Justice (Principal of Fragomen in New Zealand) on 04 499 2043 or [kjustice@fragomen.co.nz](mailto:kjustice@fragomen.co.nz)

# FRAGOMEN

MEMBER NEWS—New Members (Continued from page 6)

## AmCham members receive Government grants

A new round of technology grants to 19 businesses emphasizes the importance the Government attach to Research, Science and Technology, says Science and Innovation Minister, Dr Wayne Mapp.

The \$50 million in Technology Development Grants are the second round of grants since the scheme was announced as part of Budget 2010. That Budget provided a \$321 million boost in Research Science & Technology activities.

"The first round of these grants totalled \$92.6 million to 26 businesses, and were announced in December 2010," says Dr Mapp.

It is great to see AmCham members **Buckley Systems** (\$3.5m), **Mako Networks** (\$4.32m), and **NextWindow** (\$5.93m) picking up funds. Also the AmCham-DHL Success & Innovation Exporter of the Year NZ\$500,001 – 5 million winner **Argenta Ltd** (\$4.62m).

## AmCham Board member profiled in 2011 CEOs Uncovered

AmCham board member Frances Bengé of Pfizer New Zealand was recently profiled by Unlimited magazine [Flexibility first for Pfizer's Bengé](#)

## New Members

**Brolly Sheets Ltd**, Auckland – **Diane Hurford, Director** - leaders in waterproof bed linen and our mission is to make caring for bedwetting and incontinence easier. Exporting to the USA - [www.BrollySheets.com](http://www.BrollySheets.com)

**Enernoc New Zealand Ltd**, Wellington – **Stephen Drew, Manager** – Enernoc helps commercial, institutional and industrial organizations use energy more intelligently, pay less for it, and generate cash flow that benefits the bottom line. Their technology-enabled energy management solutions help meet the needs of utilities/grid operators that deliver energy and are responsible for maintaining the real-time balance between supply and demand. [www.enernoc.com](http://www.enernoc.com)

**Great Outcomes Ltd**, Auckland - **Giles Potter**, Managing Director – established to service the consulting needs of the contact centre industry with as clients in industry sectors such as Healthcare, Office equipment, Telecommunications, Dairy industry, Paper and wood products, Textiles and Government. [www.great-outcomes.com](http://www.great-outcomes.com)

**Learning Media Limited**, Wellington - **David Glover**, Chief Executive – Providers of world-class support for effective teaching and learning to solve the biggest issues in health and education. Services include award-winning publishing, professional development, and consultancy. [www.learningmedia.co.nz](http://www.learningmedia.co.nz)

## People on the move

**Professor Larry Rose** has left **Massey University** and has taken up a Dean position at the **California State University** in San Bernardino.

**Rebecca Sellers** has joined **DLA Phillips Fox** as Special Counsel

**The Ministry of Foreign Affairs & Trade** has appointed **Mike Pilkington** as Chief Information Officer.

**Martin Riegel** has left **NextWindow** and has been appointed as CEO of **Crop Solutions 2009 Ltd**

**Candace Kinser** has left **Biomatters Ltd** to take up the role of CEO for **NZICT**

**Fonterra** has announced the appointment of **Sarah Kennedy** as Chief Executive of rural supplies company **RD1**.

**Employers & Manufacturers Association (Northern) Inc** has appointed **Kim Campbell** as Chief Executive

**Dr. George Burrill** has been appointed the **New Zealand Honorary Consul in Vermont** and **Rachel Jacobsen** has taken over from **Ambassador Della Newman** as **New Zealand Honorary Consul in Seattle**.

## EVENTS AND SERVICES

### USA at RWC

**Manpower** hosted two evenings at the Empire Tavern in Auckland for members to watch the US team against Russia and Italy. It was great to see the US win over Russia and to keep Italy and Ireland to 12-17 points. The highlight of their tour was the game with Australia and while outclassed, the support at the stadium left the Australian's wondering if they were playing in the USA. Ambassador Huebner hosted a tailgate party at Chicago Bar in Wellington prior to the game.

AmCham would like to thank **Manpower – Charles Sampson & Neil Munro** for all their support and enthusiasm.



### ANZ Privately Owned Business Barometer 2011

AmCham members and guests were recently hosted by The ANZ for a briefing on the results their Privately Owned Business Barometer 2011. The barometer, now in its fifth year, is the most in-depth study of attitudes and actions of New Zealand's private business owners.

AmCham would like to thank the **ANZ, Ross Verry and Brent Evans** for sponsoring this event.



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## FOR YOUR DIARY

- 13<sup>th</sup> October – An audience with businessman and philanthropist **Owen G Glenn**, interviewed by Rachel Smalley, **Auckland**  
 29<sup>th</sup> November – **Serious Golfers Tournament**, Manukau Golf Club, **Auckland**  
 26<sup>th</sup> October - **Business Strategy in the Age of Change** with **Simon Mundell**, **Director Results.com**, **Christchurch**  
 10<sup>th</sup> November – **Business Strategy in the Age of Change** with **Simon Mundell**, **Director Results.com**, **Auckland**

## US NZ CONNECTIONS IN NEW ZEALAND

- 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)

## American Eagles Team - Summer Slowpitch Softball League.

Games Start 17 October - Please Register ASAP or no later than 1 October. All games are played at Keith Hay Park, Mt. Roskill Monday Nights at 6:30 PM

The Central Slowpitch League is an adult (18 years and over) league.

Each team consists of a minimum of 5 girls, and 5 guys.

Ten fielding, Ten or twelve batting (alternating male/female), substitutes allowed. League Info at [www.slowpitch.org.nz](http://www.slowpitch.org.nz)

Come and join your American Club Eagles team. For more information and/or to express interest in joining the team please email the following details to: John Drucker at [jdrucker@clear.net.nz](mailto:jdrucker@clear.net.nz) and [info@americanclub.org.nz](mailto:info@americanclub.org.nz)

## Employment Wanted

### Project Management/Business Consulting

- Results-oriented self-starter seeking a project management or advisory position on high-impact programme
- Proven analytical thinker with strong organizational and financial capacity
- Demonstrated ability to effectively conceptualize, implement, and monitor complex projects
- Strong communication skills, experience in relationship building and stakeholder management
- MS in Economics with sound business and operations experience

For enquiries, contact Kacee Ballew via email: [Kacee.ballew@gmail.com](mailto:Kacee.ballew@gmail.com)

### Ruby Schaumkel BA, LL.B, LL.M (Honors)

Attention US Companies & Counterparts, I have a legal background in international trade law, litigation and immigration in the US, NZ and Pacific Regions. I have moved to NZ to live with my family and I'm looking to work in a US company doing business in NZ or represent you on a full time, part time or contract basis. I am bilingual and have dual citizenship. I can be reached at [rubyschaumkel@gmail.com](mailto:rubyschaumkel@gmail.com) or 0211269176

## The Technology Jobs Fair - 11 -13 October at The Cloud on Queens Wharf, Auckland

Opening remarks by Jeremy Corban Deputy Chief Executive, Policy and Research Group, Department of Labour.

The Technology Jobs Fair is a great opportunity to connect with skilled workers. Our Hi-Tech and ICT industries are currently experiencing a shortage of suitably skilled workers. We know that we are competing globally for recruits.

We also know that we need to attract more New Zealanders into this exciting and fast growing area, in particular by providing career opportunities and pathways for young school leavers and graduates.

The Technology Jobs Fair gives Hi-Tech and ICT employers the opportunity to showcase their collective skills, talents and innovation, alongside relevant information about working in New Zealand and career paths. It's a chance to engage with prospective workers in a fun and interactive way, as part of the carnival atmosphere around the Rugby World Cup.

The Department of Labour is pleased to be involved with NZICT in supporting this event.

## Robots to test the mettle of Mehrtens

Legendary All Black and NZ2011 Ambassador Andrew Mehrtens has accepted the challenge to face off against robots in a man versus machine rugby kick off on Auckland's Victoria Park on 10 October as part of our showcase events.

Mehrtens' mettle will be severely tested as he takes on the mechanical precision of three specially designed pneumatically-powered life-size aluminium legs.

The pressure is on the engineering teams that are designing and building the robot legs that will take on the man that until recently held the title of all-time leading point scorer for the All Blacks.

The three robotic kickers have been designed and built by teams at the University of Canterbury and Massey University's Albany and Palmerston North campuses with the generous support of pneumatics company SMC and NZICT.

The competition will precede the inaugural Schools Robotics World Cup, which will be held in The Cloud during October 11-13 on Auckland's Queen's Wharf.



## BUSINESS INFORMATION

### Update on FATCA – The United States Foreign Account Tax Compliance Act

By Gina Wallace, Director of NZ US Tax Specialists Ltd [gina@nzustax.com](mailto:gina@nzustax.com)

Whilst the United States government ploughs on with its plans to implement FATCA, there is a growing backlash against what has been dubbed the 'neutron bomb of the global financial system'.

The latest round of Internal Revenue Service (IRS) pronouncements on the implementation of FATCA were released on July 14, 2011. An Implementation Notice describes the timeline for the implementation of FATCA by Foreign Financial Institutions (FFIs), and United States withholding agents. The Notice was accompanied by a News Release: *Treasury and IRS Guidance Outlining Phased Implementation of FATCA beginning in 2013*.

To recap on what FATCA is all about, the legislation was passed in 2010 as part of the Hiring Incentives to Restore Employment Act (HIRE) in an effort to combat offshore tax evasion of citizens and residents of the United States who hold offshore accounts of US\$50,000 or more in the aggregate. FATCA also affects certain foreign entities with substantial United States ownership.

FFIs currently have until June 30, 2013 to satisfy IRS requirements that will enable the FFI to be identified by the IRS as a 'participating FFI'. The significance of which is that the FFI escapes a 30% withholding tax as explained shortly.

To satisfy IRS requirements, the FFI must enter into an agreement with the IRS to do the following:

- (1) conduct certain identification and due diligence procedures with respect to the institution's accountholders;
- (2) report annually to the IRS on its accountholders who are United States persons or foreign entities with substantial United States ownership; and
- (3) withhold and pay over to the IRS 30% of any payments of United States source income, as well as gross proceeds from the sale of securities that generate United States source income, made to -
  - (a) non-participating FFIs, (b) individual accountholders failing to provide sufficient information to determine whether or not they are a United States person, or (c) foreign entity accountholders failing to provide sufficient information about the identity of its substantial United States owners.

Failure to be recognized by the IRS as a 'participating FFI' will result in a 30% withholding tax being imposed on United States sourced income derived by the FFI, from January 1, 2014 on interest and dividends, followed by an across-the-board 30% withholding on all 'withholdable payments' from January 1, 2015.

FATCA is being phased in with work currently being done by the United States government to implement the requirements laid out in the July 2011 Implementation Notice. It is expected that by the end of 2011 the Treasury will have released Regulations pertaining to the reporting and withholding requirements pertaining to Foreign Financial Institutions (FFIs).

The worldwide backlash that started as a ripple is rapidly gaining momentum as stakeholders at all levels and in many different countries react to the legislation.

Canadian Finance Minister Flaherty has blasted FATCA, citing that United States citizens are not evading United States taxation and that Canada is not a tax haven. He also points to the existing agreement providing for both countries to share information about their taxpayers. Flaherty has called for the United States government to show some leniency against taxpayers who have innocently overlooked their United States filing obligations – including the FBAR (Report of Foreign Bank and Financial Accounts).

To read the rest of this article please visit [www.nzustax.com/FATCA-.html](http://www.nzustax.com/FATCA-.html)

### Big Business Bill creates trade mark rush

A leading New Zealand intellectual property practice is advising kiwi businesses with a strong export focus to protect their intellectual property before new legislation making trade mark registration here easier for overseas companies comes into force.

The new legislation, The Trade Marks Amendment Bill, which has passed through parliament and has gained royal assent, brings New Zealand in line with many countries around the world through the Madrid Protocol. The Protocol allows international organisations to register a trade mark in any country which uses the Protocol in one single procedure.

Philip Thoreau, partner at **Baldwins Intellectual Property**, says that kiwi businesses need to be prepared and should protect their brands before the new legislation comes into force, which is expected to be mid-2012.

"New Zealand companies need to take proactive steps in response to the new legislation and ensure they have protected their trade marks by registration before the legislation comes into force."

"We are expecting there will be a significant increase in the number of trade mark applications filed in New Zealand by offshore competitors who are already members of the Madrid Protocol. At the touch of a button, large international corporates could severely inhibit future economic growth, from local startup companies to established exporters, blocking access to key markets," he says.

Other countries in the Madrid Protocol are many of our major trading partners including Australia, China, USA, the United Kingdom, Japan, Switzerland, Korea, Singapore, the Russia Federation, and members of the European Union.

For more information or interviews from **Baldwins Partners**, please contact Christopher Price at Business Communications ph 09 579 1862, mob 027 4585 523 email [chris@businesscommunications.co.nz](mailto:chris@businesscommunications.co.nz)



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