

# AMCHAM NEWS

## American Chamber of Commerce in New Zealand

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### Vista Entertainment Solutions wins Supreme award at 2012 American Chamber of Commerce DHL Express Success & Innovation Awards

Awards celebrate New Zealand–United States relationship at gala ceremony

Vista Entertainment Solutions Ltd, a global leader in entertainment software solutions, has won the Supreme Award for trade with the United States at the 13th AmCham DHL Express Success & Innovation Awards, held last night at Auckland's Pullman Auckland Hotel.

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

- Importer of the Year from the USA: Seychelle Water Filters Ltd
- Investor of the Year to or from the USA: Mighty River Power Ltd
- Exporter of the Year – under NZ\$500,000: Red Witch Analog Ltd
- Exporter of the Year – NZ\$500,001 – 5 million: Vista Entertainment Solutions Ltd
- Exporter of the Year – over NZ\$5 million: Yealands Estate Wines
- Trevor Eagle Memorial Award – AmCham Supporter of the Year: Pfizer New Zealand Ltd
- Supreme Award Winner: Vista Entertainment Solutions Ltd

Vista Entertainment's key areas of expertise are the provision of cinema management solutions to the cinema exhibition industry as well as providing solutions for Food and Beverage facilities, and a software development service for entertainment sector customers. Over the last three years their US business has had cumulative growth of 111% with expectations of reaching 468% by 2014.

AmCham's Executive Director, Mike Hearn, said a record number of entries were received for the Investor of the Year category.

"Each year we see and hear about great New Zealand success stories and their relationships with the USA, this year is no exception. While the US economic situation is still slow, and the dollar has worked against New Zealand exporters, there are still many companies growing their business and presence in the USA," said Mr Hearn.

Tim Baxter, Country Manager for DHL Express New Zealand said DHL is proud to continue its support of the 2012 AmCham-DHL Express Success and Innovation Awards.

"It's great to acknowledge Kiwi companies who are realizing success in the USA. DHL has experienced strong double digit growth in US exports and imports and we see this as an increasingly important market for NZ businesses. We're proud of our ability to support companies doing business with the US and last month launched a dedicated US freighter which has reduced transit time by a day between the US and NZ," said Mr Baxter.



Christine Fenby & Brian Cadzow Vista and Tim Baxter DHL Express

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The AmCham DHL Express Success and Innovation Awards celebrate success and innovation in the export, import and investment sectors between New Zealand and its third-largest trading partner, the US. Prizes include NZ\$2,500 for air travel to the USA on Qantas Airways for winners of the importer and exporter categories.

In addition to AmCham, DHL-Express and Qantas, the awards are also supported by Baldwins and Fonterra, a two-time winner of the Supreme Award in 2008 and 2009.

Other previous winners of the Supreme Award include Zespri International, Specialist Marine Interiors, Peace Software, Airways Corporation, HumanWare, Tenon, Orion Systems International, Zeacom and Pratt & Whitney Air New Zealand Services t/a Christchurch Engine Centre, and Buckley Systems.

We have uploaded photos from the evening to our website [Click here for AmCham DHL Express Photos](#)

**Surf Life Saving New Zealand** is incredibly proud of the longstanding relationship we have with DHL and it was fantastic to see the Pullman Staff at the AmCham Awards wearing our lifeguard shirt. Surf Life Saving New Zealand exists to prevent death and injury at the beaches and keep our communities safe in the water. Every year thousands of ordinary New Zealander's patrol our beaches so we can enjoy the water, safely. And every year, these ordinary kiwis save over a thousand people from drowning.

To do this, lifeguards give up their weekends and spare time and that's only after they've completed hours of intensive, physically demanding training.

It sounds like a lot of hard work and it is, and it couldn't be done without expert training and the right equipment like Inflatable Rescue Boats, rescue tubes and first aid equipment. All of which costs money. Your organisation can be lifesavers too, by making a donation or getting involved with appeal week and our iconic Jandal day celebrations. You could also talk to us about considering making Surf Life Saving your official charity partner. Feel free to contact Mike Keech direct on 04 384 8325 or email [mike.keech@surflifesaving.org.nz](mailto:mike.keech@surflifesaving.org.nz) to discuss.

## Trans Pacific Partnership

The next negotiating round (14<sup>th</sup>) of the Trans- Pacific Partnership will take place Leesburg, Virginia from September 6-15, 2012. USTR will be hosting a Direct Stakeholder Engagement event on Sunday, September 9, 2012. This event will provide stakeholders the opportunity to speak directly and one-on-one with negotiators, raise questions, and share their views. USTR tried this approach two rounds ago in Dallas, and most stakeholders expressed their preference for this one-on-one engagement. Some stakeholders said they would like the opportunity to make presentations to negotiators, as in earlier negotiating rounds, and we will accommodate these requests. In addition, there will be a stakeholder briefing on September 9th.

[NZ stands ground on Trans Pacific Partnership - Draft of copyright chapter in negotiating text for trade agreement shows NZ holding the line for permitted uses of copyright](#)

[Adams says US pushing Hollywood agendas overseas - Submissions on fee for illegal file sharing notices made public; RIANZ advocates filter](#)

["A Fair Deal" lobby group details how TPP will hit NZ Business, everyday life](#)

## Senator Max Baucus visits New Zealand and Japan to Promote U.S. Exports, Strengthen Job-Creating Trade Ties

Senator Baucus, of Montana, Chair of the US Senate Finance Committee and influential in trade policy, especially in relation to free trade agreements, was recently in New Zealand to meet with Government & business leaders. Senator Baucus, a Democrat, was first elected to the Senate in 1978 and is currently the fifth longest-serving US Senator in office.

Trade Minister Tim Groser commented "Senator Baucus' visit presents an excellent opportunity to discuss a range of trade issues, including the Trans-Pacific Partnership (TPP) negotiations".

During his three-day visit, Senator Baucus also met with the Prime Minister, and Speaker of the House Hon Dr Lockwood Smith. He also met with industry, particularly in the renewable energy sector, and with representatives from Maori business.

AmCham hosted a dinner for Senator Baucus to provide him and his delegation with feedback from both US and NZ businesses at the forefront of the TPP issues.

## Ambassador Mike Moore reappointed for second term

Foreign Affairs Minister Murray McCully today announced former Prime Minister Mike Moore will serve a second term as New Zealand's Ambassador to Washington, and named Leon Grice as the next Consul-General in Los Angeles.

Mr McCully says he invited Ambassador Moore to serve a second term "in light of his impressive work strengthening this important relationship".

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“There is no one better placed to represent New Zealand in Washington as we get to the business end of the Trans-Pacific Partnership (TPP) process. I am delighted that Mike Moore has accepted my invitation to serve a second term.”

Mr Grice, who most recently served as Director NZ2011 at the Ministry of Economic Development, has experience in public relations, marketing and the commercial sector.

“California and other western states of America are major export markets for New Zealand and important investment partners, particularly in technology.

“As Consul-General, Mr Grice will be responsible for boosting our engagement with the technology and film sectors, as well as overseeing our leveraging of New Zealand’s participation in next year’s America’s Cup event in San Francisco,” Mr McCully says.

## **NZ to join WTO’s Government Procurement Agreement**

New Zealand Businesses will get better access to an estimated US\$1.6 trillion worth of overseas government contracts, after New Zealand agreed to join the World Trade Organisation’s Government Procurement Agreement (GPA), Economic Development Minister Steven Joyce and Trade Minister Tim Groser announced today.

“Joining the GPA creates new opportunities for New Zealand businesses to export more products and services to more destinations,” Mr Joyce says.

The total value of worldwide procurement covered by the Government Procurement Agreement was estimated at US\$1.6 trillion in 2008 – representing 2.64 per cent of the world’s gross domestic product.

“Member countries have agreed to revised coverage that will see this amount increased by US\$80 – 100 billion each year. The value will also go up as new countries, including China, come on board.” Mr Groser says.

Under the agreement member countries are not allowed to discriminate against businesses from another country in their government procurement processes. They must also follow rules relating to competition and openness.

“Joining will not have a big impact on New Zealand government agencies because they already conduct their procurement in line with the agreement’s fundamental principles,” Mr Joyce says.

“We already follow the rules, but just don’t get the benefit for our New Zealand exporters. Joining up to the GPA will improve all access and reduce costs for exporters.”

The process for New Zealand to join the Government Procurement Agreement is expected to take about two years to complete.

Forty-two countries, including the US, Canada, Korea, Japan and the 27 countries of the European Union, currently belong to the agreement. It covers the purchase of a broad range of goods and services that government agencies buy from the private sector, including construction.

In order to join, New Zealand must demonstrate to existing members that its own procurement rules comply with the agreement. New Zealand is not required to include all government procurement in the agreement; it can negotiate with existing members what is in scope.

## **New social media from Washington**

This week the New Zealand Embassy in Washington has launched two new social media channels. You can follow **Ambassador Mike Moore** on Twitter <http://twitter.com/#!/nzambassadorUS> or like the embassy on Facebook <http://www.facebook.com/NZEmbassy.WashingtonDC>

## **Capturing Value from Great Ideas**

New Zealand’s innovative companies and research community must protect their breakthroughs, for the country to continue to grow its science based economy, a group of visiting IP and investment experts say.

Joseph Damond, Senior Vice President (International), Biotechnology Industry Association (BIO), Washington, Richard Kjeldgaard Deputy Vice President (Intellectual Property), Pharmaceutical Research and Manufacturers of America (PhRMA), Washington, and Joshua Funder, Partner, GBS Venues, Australia, have been talking to local high tech firms developing pharmaceutical and biotechnology products, discussing best practice policies for IP protection.

“Opportunities for cross border collaboration in medical research have never been stronger,” Mr Damond says.

“For smaller companies, start-ups and research institutes to attract funding and capture value from their innovative products and ideas, adequate intellectual property protection is vital,” Mr Damond adds.

“The current Trans Pacific Partnership negotiations are an opportunity to enhance and align IP protection across the Asia-Pacific countries involved,” Medicines New Zealand General Manager Kevin Sheehy says.

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**Pernod Ricard New Zealand proud supporter of AmCham.**

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“These standards provide the certainty companies need to warrant investing in early stage New Zealand-based innovations. Unifying those standards across the Asia Pacific region will provide the level playing field needed to bring the benefits of new products to patients,” Mr Sheehy adds.

“New Zealand has a wealth of creative and innovative expertise and these great ideas need to be protected for the benefit of the country’s economy,” NZBIO CEO Suzanne Bertrand says.

Joshua Funder’s participation in the delegation is supported by AMCHAM.

AmCham would like to thank DLA Phillips Fox for hosting the Joshua Funder Auckland roundtable meeting.



## NZUS Council sponsors MPs’ visit to Washington

The New Zealand United States Council has sponsored a successful visit to Washington DC by Peseta Sam Lotu-liga MP and Hon Shane Jones, Co-Chairs of the New Zealand United States Parliamentary Friendship Group.

“This visit was particularly timely given the stage of the Trans Pacific Partnership (TPP) negotiations. The MPs were able to not only raise New Zealand’s profile and aspirations for TPP but also gain valuable insights about US negotiating interests”, said the Council’s Executive Director, Stephen Jacobi.

In a full programme over a four day visit the MPs met with members of the Friends of New Zealand Congressional Caucus and a range of Congressional representatives and had meetings with senior officials in the State Department, Treasury and United States Trade Representative’s office. The MPs were also guests of honour at a well-attended lunch hosted by the US NZ Council. Other guests included Congressional staff, senior US company executives and Council members and supporters.

Peseta Sam Lotu-liga said he was pleased to hear first hand that the US genuinely shares New Zealand’s aspiration for a high quality, 21st century agreement.

There is no doubt there are tremendous gains to be had if all negotiating parties hold true to the need to genuinely lower barriers to trade,” said Peseta Sam Lotu-liga, MP for Maungakiekie.

Hon Shane Jones, Labour List MP, noting this was his third visit to Washington with the Parliamentary Friendship Group, said it was useful to cement relationships with US congressional colleagues.

“I am very optimistic both for the NZ/US relationship and for TPP. From our discussions in Washington it is clear that there is support on both sides of the political divide for TPP,” said Hon Shane Jones.

The NZ US Council met the costs of the MPs’ domestic travel in the United States and related on-the-ground costs. Arrangements in Washington were made by the New Zealand Embassy.

## Visiting USA fellows to release reports on NZ public policy

New Zealand’s approaches to fisheries management, science education, bilateral relations, military operations and social housing will be under the spotlight in a series of policy reports by visiting American policy researchers scheduled for release over the coming fortnight. The five authors of Ian Axford (New Zealand) Fellowships in Public Policy reports have spent seven months based as at New Zealand government agencies relevant to their topic of research, and will launch their reports at a series of free public seminars in Wellington. The five Ian Axford (New Zealand) Fellowships in Public Policy reports will be available to download from the Fulbright New Zealand website – [www.fulbright.org.nz](http://www.fulbright.org.nz) – following their release at the seminar series in Wellington from 20-29 August.

## ACTA ratification faces NZ hurdles

The Anti-Counterfeiting Trade Agreement (ACTA), though signed by New Zealand last October, will be opened to public consultation in the first of several legislative stages the agreement must pass through before it is ratified.

Following consultation the treaty will be subject to a National Interest Analysis (NIA) and then normal parliamentary process before a decision is taken to ratify it, says Alastair Stewart, a spokesperson at the Ministry of Business, Innovation and Employment (formerly the MED). [See more.](#)

## Government launches report on growing exports

Finance Minister Bill English and Economic Development Minister Steven Joyce today launched the Building Export Markets progress report. It’s the first of six progress reports that will be released as part of the Business Growth Agenda over the course of this year.

The Business Growth Agenda is a concerted effort by the Government to help our companies drive growth and productivity, and to create jobs. The Business Growth Agenda progresses actions across six elements needed for business growth: export markets; innovation; skilled and safe workplaces; infrastructure; natural resources; and capital markets.

The Building Export Markets progress report sets out what the Government is doing to help grow New Zealand’s export opportunities. It lays out the challenges New Zealand faces in growing exports in a fast-changing and increasingly competitive global economy, the opportunities

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ahead, and the Government initiatives that will help companies boost our export performance.

The Government wants to remain focussed on what New Zealand companies need to drive growth so would welcome any further feedback you have on this report, or any of the five other progress reports that will be published. [Read the full report.](#)

## GE Capital releases mid-market research report at AmCham event.

[Research shows \\$61.4 billion mid-market business sector is overlooked driver of NZ economy. Click here to read the media release.](#) For a copy of the report see: <http://midmarket.co.nz/>

AmCham would like to thank GE Capital & Deloitte for their support of this event.



## SUCCESS STORIES WITH USA

[Kiwi Wine Brand Soho Finds Its USA Mojo](#)

[Google buys New Zealander's social media marketing company for US\\$250 million](#)

[Pacific Edge bladder cancer test nod bodes well for US sales](#)

[2degrees claims 1 million customers, reveals new target](#)

[The best worst-case scenario - Putting more Kiwi companies in the Silicon Valley spotlight will, at the very least, create a deeper entrepreneurial talent pool.](#)

[Natural History unit lifts profit 73% on sale of top shows](#)

[FedEx's US-Auckland flight to speed up trade](#)

[Ford leading in New Zealand](#)

[US town of foodies gives Kiwi top honour](#)

[Aon cements itself in Christchurch](#)

[Billionaire Foley wins vote for control of NZ Wine Co](#)

[Multi-million dollar IBM, Unitec tie-up brings jobs](#)

[Flash of inspiration becomes successful venture](#)

[First American Financial Buys Perpetual Processing Unit](#)

[Victoria University chooses IBM cluster to crunch radio wave data](#)

[Kiwi cocktail company is sale talks with US liquor firm](#)

[Big business in software for software - Mindscape](#)

[Hawaiian Airlines Says Kia Ora To New Zealand](#)

[Scandle@ LLC Announces Distribution in New Zealand & Australia](#)

[Xero mulls dual-listing on ASX, taps Silicon Valley for director](#)

[NZ landlords buying up houses in US](#)

## 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://cnusa.thinkglobal.us/issue/69328>

[Trade Events in the USA](#) See also [www.exporthyellowpages.com](http://www.exporthyellowpages.com)

**International Buyer Program – Trade Show Schedule 1 Jan to 31 Dec 2012 – for details and support contact Janet Coulthart: [janet.coulthart@mail.doc.gov](mailto:janet.coulthart@mail.doc.gov)**

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

[Security trumps everything in US](#)

**From World Wide Access [www.world-wide-access.com](http://www.world-wide-access.com)**

[Mumi&Bubi On American Television](#)

### From Export New Zealand

**The results are in: ExportNZ's 2012 Survey**

The ExportNZ 2012 Survey shows the majority of exporters are still in a positive frame of mind despite exchange rate challenges and the lacklustre growth affecting some parts of the world economy.

Just over half the respondents (51.8%) expected their profitability to improve in the next 12 months and 35.7% expect to employ more people. Over the next 12 months, 19.6% expect their orders to rise substantially and 48.8% said they expected orders to rise slowly. [More...](#)

### Maersk NZ says container rates hike to US 'won't be the last'

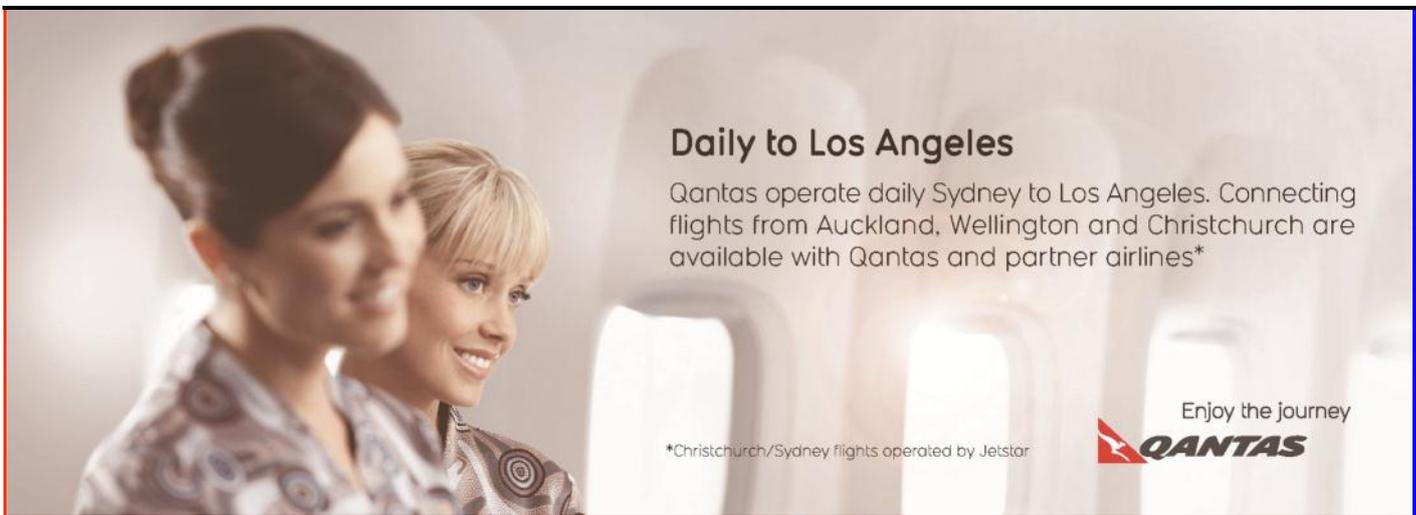
Maersk is lifting container rates between New Zealand and the US in the first of what may be a series of price increases as the world's biggest container shipping line seeks a return to profit.

The Copenhagen-based company is lifting rates by \$US150 per 20-foot container and \$US350 per 40-foot container starting on August 15. The level of the rate increase has not been specified.

The increases affect rates for dry and reefer shipments from the US to all destinations in Oceania, including New Zealand. [See more.](#)



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Qantas operate daily Sydney to Los Angeles. Connecting flights from Auckland, Wellington and Christchurch are available with Qantas and partner airlines\*

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\*Christchurch/Sydney flights operated by Jetstar

## 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

**Hawaiian Airlines** will be flying between **Honolulu and Auckland** from March 2013 initially with three non-stop Boeing 767-300 services per week. Northbound flights will be overnight services departing at 2340hrs and landing Honolulu 1030hrs same day; both north and southbound flights allow connections straight out to the Hawaiian Islands. Hawaiian will offer full-service in flight although these aircraft do not offer in-seat screens – just the traditional main-cabin screens. The new flights connect to many of Hawaiian's mainland US destinations – New York, Seattle, Las Vegas, San Diego and Phoenix. Right now we have seat sale airfares Auckland to Honolulu from NZ\$759 (plus around \$120 taxes) valid for sale until 31 August 2012. Business Class fares are available from NZ\$3000 (plus taxes) return. The additional of Hawaiian Airline's cargo capacity to the route is welcome news for exporters.

**Hawaiian Airlines** and **Virgin Atlantic** share the same representative company in New Zealand and so the two airline reps clearly had a brainwave over the water-cooler. They've created a very nice round world airfare featuring Hawaiian non-stop to Honolulu (or through Sydney) and onwards to the US mainland to any of Virgin Atlantic's US or Canadian connecting cities – such as New York, Los Angeles or San Francisco. Return on Virgin Atlantic's London – Hong Kong – Sydney service. Pricing is lower than Star Alliance or One World alternatives.

**Air New Zealand** has announced that it will be moving Terminals in Los Angeles once the new Tom Bradley Terminal has been completed. The airline will also lead the development of a new shared **Star Alliance Lounge** in the new Terminal. The lounge is set to open in May 2013 and will replace the existing Star Alliance Lounge which was opened in 2007 as well as the Air New Zealand Koru Lounge in Terminal 2, as the airline will be relocating to the Tom Bradley International Terminal in early 2014. In total, eight Star Alliance member carriers will operate out of the Tom Bradley International Terminal – Air New Zealand, ANA, Asiana Airlines, Lufthansa, Singapore Airlines, SWISS, THAI and Turkish Airlines.

**United Airlines** has taken delivery of its first Boeing 787-8 aircraft. The airline's first international routes with the new aircraft will commence early 2013 and will be Houston to Lagos, Nigeria and Denver to Tokyo. Houston-Auckland was on the cards but Tokyo will be a more profitable destination to send their aircraft to we believe.

Its only the Queen who is allegedly irritated by Prince Harry's indiscreet holiday antics in **Las Vegas**. The Las Vegas Visitor and Convention Bureau has vented their irritation at the turncoats who took the photos and published them by taking full page adverts in major US newspapers accusing them of breaching the Las Vegas code of visitor conduct – 'What goes on in Vegas, stays in Vegas!'. The wording of the Las Vegas ad goes: *FOR SHAME! TO THOSE WHO TRADED IN THEIR PLEDGE TO THEIR LAS VEGAS BRETHREN, WE DEPLORE YOU.*

**BWT – Executive Leisure** department will assist with your personal travel and family holidays to the US mainland and Hawaii, including skiing this norther Winter. We have a wealth of experience with all aspects of the vacation market – cruises, resorts, spas and .memorable family breaks. Give us a call.

## 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>

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)



## MEMBER NEWS

### New look AmCham

As of 1 July AmCham moved to a virtual environment, closing the office and implementing new online systems that allow members to:

- Register and pay online for events
- Network online with other members in sector forums
- Search for members and those trading with the USA

All members should have received their passwords so please go online and make sure your information is correct.  
[www.amcham.co.nz](http://www.amcham.co.nz)

### Farewell to Mike Layne

A number of the AmCham hosted a farewell lunch for Mike Layne from the US Embassy at the end of his tour of duty. During his time in New Zealand, Mike had been involved with the Secretary of States' visit, the Pacific Island Forum, TPP and many other key visits. The Board presented Mike with a plaque/certificate of appreciation in recognition of the significant contribution he made to US NZ relations during his time in New Zealand. Mike has been a true friend and supporter of New Zealand and AmCham.



Farewell to Mike Layne

### FMR Risk re branded to Crombie Lockwood Risk Partners

In 2011 FMR Risk was acquired by Crombie Lockwood NZ Ltd. We are now pleased to announce that with immediate effect our business will be rebranded as Crombie Lockwood Risk Partners. Crombie Lockwood NZ Ltd is New Zealand's largest insurance broking company, a wholly owned subsidiary of Wesfarmers Ltd, and a Top 20 Australian company with a market capitalisation in excess of A\$34 billion.

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

### Congratulations to:

#### Minter Ellison Rudd Watts named as Best New Zealand Firm for Women in Business Law

Minter Ellison Rudd Watts has won a clean sweep of the New Zealand firm awards at the prestigious Euromoney Australasia Women in Business Law Awards which took place last night at the Sydney Harbour Marriott Hotel. Namely: Best New Zealand Firm for Women in Business Award, as well as the City Award for Auckland and Wellington.

Cathy Quinn, chair of Minter Ellison Rudd Watts and winner of the 2010 Veuve Clicquot Business Woman Award (New Zealand) said "We are absolutely delighted to have been recognised. These awards are a real testament to and recognition of the excellent work that all our partners and staff are undertaking. [See more](#)

#### Hamilton IP experts among world's best

Two Hamilton intellectual property specialists have been ranked among the world's best in the field.

Kate Wilson and Ian Finch, partners at the headquarters of law firm James and Wells, in Hamilton, were singled out by influential publication Intellectual Asset Management (IAM) for leading the way in the intellectual property (IP) sector.

Wilson made the list of the 300 best international strategists for the second year running. She was named last year and was the first Kiwi to make the list, while Finch was named in the 1000-strong list of patent litigators. Auckland-based Simon Rowell is the only other Kiwi to make the lists. [More.](#)

#### Jason Armishaw – The 2012 Influencers: the Hustler

[Jason Armishaw sparked a local movement that's stirring a new generation of startups.](#)

### AmCham Role of Honour

#### Founding Members:

3M New Zealand, Chartis Insurance New Zealand Limited, Air New Zealand, ANZ Bank, Fonterra Co-Operative Group Ltd, IBM New Zealand, Merck Sharp & Dohme (New Zealand) Ltd, Mobil Oil New Zealand Limited, National Bank of New Zealand

#### 25 Year + members:

Ace Insurance Ltd, DHL Express (New Zealand) Ltd, Eagle Technology Ltd, Hesketh Henry, Kensington Swan, KPMG, The Langham Hotel

## New Members

**Abbvie Ltd**, Wellington – **Nick Leech**, Country Manager – Abbvie is the new name of the Abbott Laboratories independent research-based pharmaceutical company. The company will include Abbott's current portfolio of leading proprietary pharmaceuticals and biologics. The global company has nearly \$18 billion in annual revenue today and will have a sustainable portfolio of market-leading brands, including Humira, Lupron, Synagis, Kaletra, Creon and Synthroid. [www.abbott.com](http://www.abbott.com)

**Global Film Solutions**, Queenstown – **Julian Grimmond**, Managing Director - Risk Management company specializing in the film and television industry. We use International Standards to assess your risks, formulate Risk Management strategies and identify appropriate services that will protect your production. <http://www.globalfilmsolutions.com/>

**Wireless Research Centre**, Christchurch - **Fred Samandari**, Director, Wireless Research Centre & Geospatial Research Centre - The Wireless Research Centre (WRC) of University of Canterbury College of Engineering, is a key research theme within NZi3, focusing on wireless communications. We join together leading academic researchers from around the world, technology and communication based companies, students and Government to undertake ground breaking research in the field of wireless communication. [www.wrc.canterbury.ac.nz](http://www.wrc.canterbury.ac.nz)

## People on the move

**Caroline Ada** has been appointed **Visa** Country Manager New Zealand and South Pacific.

**David Alizade** has been appointed head of commercial at **Baldwins** Intellectual Property.

**Westpac New Zealand** has appointed **Karen Silk** general manager of its institutional bank. She replaces **David McLean**, who has been appointed managing director, head of Americas Division, Westpac Institutional Bank, in New York City.

**Brendan Meech** has been appointed to lead **DLA Phillips Fox's** banking and finance team. **Jeremy Steel** is retiring from the partnership.

**Oliver Bohm**, Managing Director of **Schenker New Zealand Ltd** is moving to Manila.

**Allan McRae** has joined **Lowndes Associates** as a Partner.

**Jeremy Clarke-Watson**, currently Deputy Head of Mission at our Riyadh Embassy, will become **MFAT's** Auckland Director, succeeding **Warwick Hawker**

**Megan Dawson** has taken over from **Ronit Leshetz** as Client Relationship Manager at **Business World Travel**

**AT & T Global Network Services International** has appointed **Peter Thomson** General Manager for New Zealand

**Daniel Thurston** is the new Strategic Director of **Sally Anderson International and Freefall International** and **Roger Te Tai** is the new Director/Cultural Advisor

**Employers' Chamber of Commerce Central** has appointed **Raewyn Bleakley** as Chief Executive

**Anadarko's** Manager Asia Pacific Exploration, **Jeff Oslund**, is taking up a new challenge at Anadarko, managing geoscience recruitment and career development for the whole company. Replacing him in the role will be **John Gordon**,

**Kirsty Jehle** is leaving **NZBio** to move to Melbourne to work with AusBiotech.

**The Angel Association of New Zealand** has appointed a new leadership lineup, including Auckland company director and angel investor **Ray Thomson** as chair, Wellington angel investor **Marcel van den Assum** as deputy chair and Angel HQ co-founder **Suse Reynolds** as executive director.

## Marketing Opportunities for Members

Don't forget members have the opportunity of:

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

For more details - phone 09 309 9140

Don't forget your Membership gives you access to:

- ◆ 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.
- ◆ Discounted costs & special rates for remitting foreign exchange through AFEX - Associated Foreign Exchange Pty Ltd

## FOR YOUR DIARY

- 31<sup>st</sup> August – Event with Alec Ross, Senior Advisor for Innovation in the Office of Secretary of State Hillary Clinton. Auckland
- 19<sup>th</sup> Sept – Auckland CEO's lunch (by invitation only)
- 27<sup>th</sup> Nov – 2<sup>nd</sup> AmCham Serious Golfers Day, Manukau Golf Club, Auckland

## US NZ CONNECTIONS IN NEW ZEALAND

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

## US Elections

Stay tuned for updates on our social media channels. Follow [@DavidHuebner](https://twitter.com/DavidHuebner) and [@usembassynz](https://twitter.com/usembassynz) on Twitter and 'Like' our [U.S. Embassy Facebook page](#) and/or [Google Plus page](#).

[PROFILE: Vice Presidential Candidate Paul Ryan - A Day With 'America's Accountant' Paul Ryan](#)

[Presidential Commission Sought on U.S. Expatriates](#)

## GENERAL

### IT'S TIME TO JINGLE MINGLE AT PULLMAN AUCKLAND

Thursday 13th December 2012, 6pm – 9pm

Want to capture that big Christmas party atmosphere but only have a small team? Impress your work colleagues whilst keeping the boss budget happy with Pullman's "Jingle Mingle".

Only \$69 per person, Jingle Mingle allows you to celebrate your end of year party with all the benefits of a big company, but within the means of your smaller budget.

You and your work colleagues will pass the night away mingling with a range of Auckland businesses over canapés, carvery and drinks with entertainment included to further encourage the party atmosphere.

Spaces are limited for this event. Book your company space by emailing [pullmanevent@pullmanauckland.co.nz](mailto:pullmanevent@pullmanauckland.co.nz) or phone +64 9 358 8407.

For more information visit [www.pullmanauckland.co.nz](http://www.pullmanauckland.co.nz)

### Aussie Expat Survey

The Bailey Roberts Group is seeking input from Aussie expats in NZ. The purpose of this survey is to more accurately define the specific challenges experienced by Australian expats so that their employers can provide better solutions. Research shows that 71% of expats find that their financial situation becomes more complex when they take up employment in another country. This is in spite of the fact that most employers provide their staff with financial advice or assistance before their relocation to a new country. The survey can be found at: <http://questionpro.com/t/AI5GwZN0hW>

## AWARDS CEREMONY PHOTO'S

