

# AMCHAM NEWS

## American Chamber of Commerce in New Zealand

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### AmCham adds supports to APCAC letter to USTR Opposing Inclusion of Product-Specific Language in TPP's General Exceptions

AmCham New Zealand has joined with other AmCham's in the region and the US Chamber in writing to USTR opposing inclusion of product specific language in TPP's General Exceptions.

The US Chamber commented that while the language references tobacco, the U.S. Chamber and other business associations worry its implications are far broader. We fear it will encourage governments to erect new protectionist barriers against a variety of commodities and products. Since it was released to cleared advisors on Aug. 14, the proposal has stirred deep concern across the U.S. business and agriculture communities and on Capitol Hill because it would create a new and troubling precedent undermining trade agreements. By the way, some may remember the Thai government implementing plain packaging on distilled spirits a few years ago.

Rules established in the GATT in 1947 recognize the right of governments to adopt measures necessary to protect human, animal or plant life or health. In other words, trade agreements have never constrained governments from regulating in the public interest — period. Trade agreements only require that such measures be based in sound science and avoid discrimination against like goods on the basis of national origin.

The U.S. administration has not articulated why the tobacco proposal is necessary. Officials can point to no U.S. law or regulation that has been limited or undermined by a past or a contemplated trade agreement. By explicitly reserving the right to regulate tobacco, the new proposal suggests the TPP would otherwise tie the hands of regulators, which is incorrect and goes against decades of trade policy.

The new U.S. tobacco proposal also risks opening Pandora's Box by inviting other countries to carve out other products from the TPP. For example, other governments may seek to do the same with alcoholic beverages, snack foods, or genetically-modified organisms (GMOs).

Consider, for example, the WTO rulings against the EU's import ban on meat treated with growth hormones and against the EU's moratorium on GMOs. U.S. farmers would have been without legal recourse if the EU had access to a similar carveout.

### Trans-Pacific Partnership Leaders Statement

We, the Leaders of Australia, Brunei Darussalam, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, United States, and Vietnam, are pleased to announce today that our countries are on track to complete the Trans-Pacific Partnership negotiations. Ministers and negotiators have made significant progress in recent months on all the legal texts and annexes on access to our respective goods, services, investment, financial services, government procurement, and temporary entry markets. We have agreed that negotiators should now proceed to resolve all outstanding issues with the objective of completing this year a comprehensive and balanced, regional agreement that achieves the goals we established in Honolulu in 2011, ensures the benefits of the agreement are fully shared, and takes into account the diversity of our levels of development.

A final Trans-Pacific Partnership agreement must reflect our common vision to establish a comprehensive, next-generation model for addressing both new and traditional trade and investment issues, supporting the creation and retention of jobs and promoting economic development in our countries. The deepest and broadest possible liberalization of trade and investment will ensure the greatest benefits for countries' large and small manufacturers, service providers, farmers, and ranchers, as well as workers, innovators, investors, and consumers.

We see the Trans-Pacific Partnership, with its high ambition and pioneering standards for new trade disciplines, as a model for future trade agreements and a promising pathway to our APEC goal of building a Free Trade Area of the Asia Pacific. We are encouraged by the growing interest in this important negotiation and are engaging with other Asia-Pacific countries that express interest in the TPP regarding their possible future participation.

(Continued on page 2)

#### Index

Obama seeks bipartisan support for TPA	2
Registration of Foreign Financial Institutions	2
Hay Group identifies Best Leadership Companies	2
Lightning Lab mentoring to run again	2
Investment Stats March 2013 from Statistics NZ	3
2014 Nth America/Pacific Aviation Conference	3
USA Universities expo exceeds expectations	3
Coming home to Kiwi jobs	3
Young Company Finance	3
<b>SUCCESSSES</b>	4
<b>TRADE &amp; INVESTMENT</b>	4
Commercial News USA	4
Trade Leads	4
Int'l Buyer Programme	4
From NZTE	4
From World Wide Access	4
Be online with AmCham	4
<b>BUSINESS TRAVEL</b>	5
Hawaiian Airlines Celebrate 6 months in NZ	5
Rocky Mountain Int'l visits NZ	6
Air NZ congratulates Boeing on 787-9 test	6
<b>MEMBER NEWS</b>	6
Congratulations	6
AmCham members win at AUT Awards	6
Langham, Accor & Pullman GM win Awards	6
Buckley Systems win again	6
O-I New Zealand wins supreme award	6
Air NZ celebrates double win	7
New Members	7
People on the move	7
<b>FOR YOUR DIARY</b>	8
<b>US NZ CONNECTIONS</b>	8
AmCham Role of Honour	8
NZ Youth Choir to USA & Canada 2013	8
Who is Managing your Int'l Paymnts & Forex?	9
NZ Rugby to star in Philadelphia Nov 9th	9

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**TPP Leaders Statement** (Continued from page 1)

Stakeholders across the region have provided valuable input to TPP negotiating teams both on-site at rounds and in our respective countries. As we work to conclude these negotiations, we will further intensify consultations with stakeholders to craft a final agreement that appropriately addresses the interests of our citizens. We look forward to review and consideration of the outcome of our work, consistent with each of our domestic processes.

[TPP Trade Ministers report to Leaders](#)[TPP a matter of when and not if, farming leader says](#)[Five Nations Beef Alliance agrees on core principals of TPP](#)[Key tips big benefits from trade deal](#)[Obama 'committed to completing TPP', says Key](#)[Obama thanks Key for trade deal work](#)[Breakthrough on US market access](#)

The AmCham Trade Committee will be reviewing the final TPP agreement when it becomes available and will be making recommendations.

**Obama Seeks Bipartisan Support for Trade Promotion Authority**

Addressing a meeting of the President's Export Council (PEC), President Obama on September 19 gave his most full-throated call to date for Trade Promotion Authority (TPA): "We're going to need trade promotion authority. This is an area where so far at least [Senate Minority Leader] Mitch McConnell says he is for it and that's good. And so we may be able to get some good bipartisan support." This follows a July 30 speech in Chattanooga, TN, where President Obama delivered remarks on his economic agenda and issued a brief request for trade promotion authority.

On September 9, the US Chamber joined with seven other business and agriculture associations banded together in the Trade Benefits America coalition to send a letter to the leaders of House Ways and Means and the Senate Finance committees to express strong support for TPA legislation. Bipartisan, bicameral discussions among trade leaders on the Hill are continuing on TPA legislation, which could be introduced in the weeks ahead.

The PEC's private sector members endorsed letters supporting TPA, priorities for the World Trade Organization's 9th Ministerial Conference, efforts to confront localization barriers to trade and investment, expansion of the Information Technology Agreement (ITA), a global procurement initiative, De Minimis reform, and export control reform.

**Registration of Foreign Financial Institutions under FATCA**

From American Citizens Abroad

Under FATCA, to avoid being withheld upon, foreign financial institutions (FFIs) may register with the IRS and agree to report to the IRS certain information about their US accounts, including accounts of certain foreign entities with substantial US owners. FFIs that enter into an agreement with the IRS to report on their account holders may be required to withhold 30% on certain payments to foreign payees if such payees do not comply with FATCA. [Read more here](#)

**Hay Group Study Identifies Best Companies for Leadership**

Hay Group, the global management consulting firm, today released its eighth annual Best Companies for Leadership Study and Top 20 list. The study ranks the best companies for leadership around the globe and examines how those companies nurture talent and foster innovation in their ranks. This year, Procter & Gamble topped the list, followed by Microsoft, General Electric and Coca-Cola.

According to Hay Group's study, the Best Companies for Leadership are purposeful and strategic in developing, enabling and motivating leaders throughout the organisation to do their best. In fact, 73 per cent of the Top 20 companies reported giving everyone at every level of the organisation the opportunity to develop and practice the capabilities needed to lead others, compared to only 47 per cent of all other companies. These future-focused companies also look ahead to what roles are – and will be – mission-critical to their success, and then intentionally identify and develop leaders with the right skills to fill those roles. To facilitate this process, the Top 20 companies reported doing more to develop their population of new and mid-level managers, with higher usage rates of web-based leadership modules (72 per cent vs. 39 per cent at all other companies), classroom-based leadership training (80 per cent vs. 55 per cent) and mentoring by a senior manager or executive (68 per cent vs. 39 per cent). [Read more](#)

**Lightning Lab mentoring to run again**

Wellington's digital start-up business bootcamp Lightning Lab will be running for a second time next year.

Organised by Creative HQ, it took nine companies through an intense three months of mentoring and business coaching culminating in a day of pitching to investors. The programme will run again in March 2014. [Read more](#)

## Investment statistics as at 31 March 2013 from Statistics New Zealand

- ◇ Of New Zealand's \$163.9 billion total investment abroad, 57.2 percent was in Australia, the United States, and the United Kingdom.
- ◇ Of the \$315.5 billion foreign investment in New Zealand, 64.0 percent was from Australia, the United Kingdom, and the United States.
- ◇ New Zealand's total investment in Japan was \$6.7 billion, making it the fourth-largest outward investment partner.
- ◇ Singapore's total investment in New Zealand was \$7.8 billion, making it the fourth-largest inward investor.
- ◇ New Zealand's investment abroad over the March 2013 year was boosted by a \$10.5 billion increase in overseas portfolio investments.
- ◇ New Zealand's foreign-currency-denominated external debt was \$98.1 billion (92.6 percent of which was hedged).

## 2014 North America/Pacific Aviation Partnership Conference

The American Association of Airport Executives (AAAE), International Association of Airport Executives (IAAE), and Wellington Airport are proud to present the 2014 North America/Pacific Aviation Partnership Conference, to be held in Wellington, New Zealand, on February 10-12, 2014. This is a stunning opportunity to meet with senior officials with major US and Canadian airports attending the conference in Wellington, New Zealand. New Zealand Trade and Enterprise is keen to see strong New Zealand company participation.

The conference will explore the important role airports play in both the local and global community and address matters of airport productivity, financial viability, environment/ sustainability, aviation security and airport technology needs. Airport executives involved in procurement decisions, national government officials, airline representatives, and recognized industry leaders from around the world will attend. [More info](#)

## USA Universities expo exceeds expectations

Ambassador Huebner blog- I'm pleased to advise that our first USA Universities Expo this past Saturday appeared to be a great success. Over the course of the five hours that the doors were open at Auckland's Aotea Centre more than 2,600 interested Kiwis came to talk with recruiting officers and alumni representing thirty-four major American universities, liberal arts colleges, and institutes of technology. The atmosphere was electric throughout the day, with packed aisles in the exhibition space, a steady buzz of activity, and standing-room-only audiences for the general topic presentations upstairs. [Read more...](#)

## Coming home to Kiwi jobs

One of the key insights from the 2013 Every Kiwi Counts survey was that over 50% of respondents are considering or actively looking for jobs in New Zealand. A recent survey of the IT sector in New Zealand found IT professionals received an average cash bonus of \$11,700 in the past year. If you're tempted to come home and be part of this growing and successful sector, take a look at the Kiwi IT jobs in New Zealand on the Workhere website. [www.workhere.co.nz](http://www.workhere.co.nz)

## [Young Company Finance: Angels bounce back](#)

Angel investment bounced back in the first six months of the year with investment up 50 percent compared to the first half of 2012, New Zealand Venture Investment Fund chief executive Franceska Banga said today. Releasing the latest Young Company Finance Index, Franceska Banga said angels invested \$22.5 million across 43 deals involving young New Zealand companies in the first half of 2013.

## SUCCESS STORIES WITH USA

[Teknatool successfully penetrating global markets](#)

[Kiwi tech firm gears up to attack US market](#)

[Mako Networks continues growth with new US office](#)

[AUT's million dollar deal](#)

[US investors snap up large Canterbury farm](#)

[Putting NZ dairy innovation on the world stage](#)

[DesignA Ltd: 1000th component sale to US aviation business](#)

[Kiwi smart sock showcased at global event](#)

[The Fabric Store opens in Los Angeles](#)

[Obama man joins LanzaTech board](#)

[NZ games studio teams up with US company](#)

[Nasdaq-listed Derma Sciences takes 7.3% stake in Comvita](#)

[Carnival Labs secures impressive US investment](#)

[\\$100m test well planned off Dunedin by US company](#)

[Giesen appoints new distributor in the US](#)

[Govt puts \\$15m in the pot for second NZ-Aust-US cable](#)

[Hawaiki signs contract with TE Subcom to supply, lay Australia-NZ-US cable](#)

[Journey from hay bale to Hollywood](#)

[Joining forces over heart disease](#)

### Other news items

[Fletcher plan follows model set by Formica](#)

[Google hits out at Govt over spy bill](#)



Supporting AmCham

## TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

### Commercial News USA

The November/December issue of Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at <http://exusa.thinkglobal.us/i/187575>

### Trade-Leads for Importing and Exporting

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

### International Buyer Program – Trade Show Schedule 1 Jan to 31 Dec 2013

for details and support contact Janet Coulthart: [janet.coulthart@mail.doc.gov](mailto:janet.coulthart@mail.doc.gov)

### FROM NZTE

#### Natural food & beverage opportunities in the US

Tim Spree offers advice to Kiwi food and non-alcoholic beverage companies on entering the US market, including what trends NZ companies are uniquely positioned for, the pitfalls for exporters trying to grow their brand in the US, and research tips. [Click here to watch](#)

#### Business perspectives from Stanford's Boot Camp

Earlier this month, 35 senior Māori business leaders spent a week at Stanford University in the US where they were exposed to current world-class business perspectives. Some of the Boot Camp participants share their insights from their week in San Francisco. [Click here to watch](#)

#### The Wrightspeed

Ian Wright, the boy from Dargaville who grew up on a farm with no electricity and then went on to build the world's fastest 'street legal' electric car, discusses his journey creating Wrightspeed powertrains, selling into the US market and how his business plan was shaped by rejection. [Click here to watch](#)

#### Making the most of local knowledge

Minesh Patel, General Manager of 2013 NZ International Business Awards finalist GMP Pharmaceuticals, talks export strategies, challenges in the US and Canada, expansion into China and opportunities in Indonesia and Vietnam. [Read more](#)

#### [NZ entrepreneurs firing with the America's Cup](#)

#### [Kiwi tech companies pitch to leading Bay Area investors and venture capitalists](#)

#### [NZ Health tech companies on show in San Francisco](#)

#### [Virtual Eye pays homage to America's Cup sailors & people of San Fran](#)

### From Worldwide Access

#### [Global E-Commerce Tops \\$1 trillion](#)

E-commerce globally topped US\$1 trillion in 2012, according to analyst firm eMarketer. Online sales in North America grew to a world-leading \$365 billion. Despite rapid 14% growth year-on-year, North America is representing a decreasing proportion of the world's total online sales due to even faster growth in other regions.

#### [Go-Go-Station to Organize American Desktops](#)

The New Zealand-designed and manufactured Go-Go-Station desktop organiser is now available in the USA. The Go-Go-Station ergonomic desktop organiser is designed to eliminate clutter from your desktop computer workstation, to increase workspace efficiency and to present a more professional appearance.

#### [Obiqo Skincare Online in the USA](#)

American customers are now buying Obiqo Skincare products online in the USA, through Shopping Moa and Amazon. Obiqo Skincare products popular with American customers include the Obiqo Gentle Face Wash and Obiqo Refreshing Body Wash.

## BE ONLINE WITH AMCHAM

### Online membership database plus companies trading with USA

All members should have received their passwords so please go online and make sure your information is correct so that other members can get see who you are and what you do. [www.amcham.co.nz](http://www.amcham.co.nz)

## BUSINESS TRAVEL & TRAVEL NEWS

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

Business World Travel is a member of GlobalStar Travel Management

Those with an eye for a deal need to act fast! **Air Tahiti Nui** is celebrating its **15<sup>th</sup> Birthday** as well as the launch of their 3<sup>rd</sup> weekly flight to Auckland with a quick fire **Companion Fare** seat sale which concludes at the end of business on Thursday 17 October. Air Tahiti Nui departs Auckland every Tuesday, Thursday and Sunday at 14.35hrs landing Los Angeles 11.00hrs same day. One stop in Papeete enroute.

Los Angeles Economy Class return is \$1826 **for two people return!**

Los Angeles Business Class return is \$6982 **for two people return!**

(add Los Angeles, Tahiti taxes and security charges of around NZ\$355 per person)

Air Tahiti continues onward to Paris and economy class is NZ\$2750 for 2 people economy and NZ\$8200 for 2 people Business Class. Ask our BWT Travel Consultants for availability on this special to Tahiti, Los Angeles or Paris and to confirm your booking. Travel is available 26 January 14 – 24 June 14. Be quick – seats are filling as we speak.

**Qantas** is offering BWT clients complimentary **Frequent Flyer** membership (valued at \$50) for applications received by 31 October. Did you know you receive a minimum of 1000 Frequent Flyer points on every Qantas airfare, no matter how low it is? Contact our Client Relationship Managers Marie Easton-Myers, Megan Dawson or Jane Higgie to process these.

**Hawaiian Airlines** also has an appealing **Happy Halloween** airfare for those travelling with their family to Hawaii, Los Angeles and San Diego. Travel dates are available to December 2014 but do exclude some key school holiday periods. Nothing a well-crafted letter to the Headmistress about the educational benefits of travel for school children, that wouldn't be able to solve the matter. They have raised the eligible child discount age to 17 (12 on most airlines) for a seat sale which concludes 31 October. Hawaiian Airlines also operates to quite a number of key US mainland destinations, including New York, Las Vegas and Seattle.

On the subject of Halloween mania in the US, the largest Halloween street party in the world happens in West Hollywood on **Thursday, October 31, 2013**. Each year, several hundreds of thousands of people take to the streets of Santa Monica Boulevard to enjoy the craziest, most eccentric costume creations ever. **Admission is free and the event starts at 6 pm and runs until 11 pm**. The West Hollywood Halloween Carnival is the Los Angeles area's second largest annual event, second only to the Tournament of Roses New Year's Day Parade. And here is some trivia from the US about this celebration:

- ◆ Halloween is the 8th largest card-sending occasion. There are over 28 million Halloween cards sent each year.
- ◆ Of all canned fruits and vegetables, pumpkin is the best source of vitamin A. Just a half-cup of the orange stuff has more than three times the recommended daily requirement.
- ◆ With an estimated \$1.93 billion in candy sales, Halloween is the sweetest holiday of the year (beating out Easter, Valentine's Day, and Christmas). In fact, one quarter of all the candy sold each year is purchased between September 15 and November 10.

If you're wanting to escape to mayhem in Santa Monica at the end of October, keep in mind the excellent offer on the south side of LAX at the **Hyatt Regency Huntington Beach Resort and Spa** where the resort is offering **AmCham New Zealand members** a one-category room upgrade (based on availability) on Resort View and Partial Ocean View rooms. The upgrades are based on booking the BWT rate.

### Hawaiian Airlines Celebrates Six Months of New Zealand Service

New Zealand's only North American carrier, Hawaiian Airlines, is celebrating six months of New Zealand service this month. The airline has given Kiwi travellers access to a host of new North American destinations, through a single carrier, and stimulated competition in the market giving New Zealanders access to more choice and better fares.

Arrival figures from Hawai'i Tourism Authority show a 77% increase in travellers arriving from Auckland in the first seven months of 2013, compared to the same period last year. Kiwis connecting to O'ahu's neighbour islands also increased by record numbers, with arrivals to Maui growing by 95%.

Since Hawaiian Airlines' arrival in New Zealand, there has also seen a marked increase in travel originating from North America. The period, year ending July has seen a 4.5% increase in North American visitors coming to New Zealand with an impressive 131% increase in travellers transiting through Honolulu.

Hawaiian Airlines CEO Mark Dunkerley says he is delighted with the progress of the New Zealand service since launch. [Read more](#)

(Continued on page 6)

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

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*TRAVEL (Continued from page 5)*

## Rocky Mountain International visits NZ

Representatives from the US States of Idaho, Montana, North Dakota, South Dakota and Wyoming were recently in Auckland for a brief sales mission involving primarily training sessions and meetings with tour operators and wholesalers. Caroline Davidson, Director of Davidson Communications in Sydney is the local Rocky Mountain International representative [www.RockyMtnIntl.com](http://www.RockyMtnIntl.com) or [www.RMI-RealAmerica.com](http://www.RMI-RealAmerica.com)

Idaho - [www.visitidaho.org](http://www.visitidaho.org), South Dakota [www.toursdakota.com](http://www.toursdakota.com), North Dakota [www.NDTourism.com](http://www.NDTourism.com);

Montana [www.visitmt.com](http://www.visitmt.com), Wyoming [www.wyomingtourism.org](http://www.wyomingtourism.org)

## Air New Zealand congratulates Boeing on successful 787-9 test flight

Air New Zealand's aspiration to further enhance the commercial performance of its international business took a big step forward today with the completion of the inaugural test flight of the Boeing 787-9.

Air New Zealand Chief Executive Officer Christopher Luxon says that as the launch customer of the revolutionary new plane there was a terrific level of interest in the historic test flight from Seattle this morning.

"Air New Zealand congratulates Boeing on what it has achieved today. This is a significant milestone in a programme that will enhance the travel experience for friends, families and businesses connecting around the world. We are hugely excited knowing that in less than a year Air New Zealand will be the first airline to take the 787-9 into commercial service," Mr Luxon says.

"The 787-9 will be a game changer for Air New Zealand. Not only is it significantly more fuel efficient than the aircraft it is replacing, the 787-9 also represents a significant growth opportunity for our business as it opens up the prospect of expanding our Pacific Rim footprint. We look forward to welcoming the first of our 10 new 787-9s into our fleet mid next year."

## MEMBER NEWS

### Congratulations

#### Chris Murphy of Coface

Any AmCham member who bought (and paid for) a ticket to any AmCham event this year from 1 January through to 31 September went into the draw for two nights accommodation for two people in a Cottage Suite, including pre-dinner drinks and canapés, a four course gourmet dinner each night and a full country breakfast each morning at Wharekauhau Country Estate. <http://www.wharekauhau.co.nz>

The lucky winner drawn was **Chris Murphy of Coface**.

**AmCham would like to thank Mark Turnbull of Foley Family Wines for this wonderful prize**

### AmCham members win at AUT Business Excellence Awards.

**AJ Park** won the New Zealand Trade and Enterprise Export Support award.

**ANZ Bank & DHL Express** were the joint winners of the Fuji Xerox Large business \$100m plus turnover award

**ATEED** won the NZ Business Excellence Foundation Government

**Canterbury Employers' Chamber of Commerce** won the NZ Business Excellence Foundation not for profit award & **Peter Townsend**, CEO of the Chamber, won the Fuji Xerox Leadership/Individual award.

### Langham, Accor & Pullman GM win awards

The Langham Auckland has been named New Zealand's Hotel of the Year at the 2013 HM Awards for Hotel and Accommodation excellence

The Accor Hotel Group has won eight major accolades at the 2013 HM Awards for Hotel and Accommodation Excellence, including Hotel Brand of the Year for Pullman and Accommodation Chain of the Year for the third consecutive year.

**Pullman Auckland** general manager, **Rob McIntyre**, proudly took home the gong for New Zealand General Manager of the Year.

### Buckley Systems wins again

Buckley Systems won the Callaghan Innovation International Success through the Application of Innovation award at the recent NZTE International Business Awards

### O-I New Zealand wins Supreme award

The 2013 Environmental Packaging Supreme Award for contribution to environmental excellence went to glass-packaging maker O-I New Zealand at a black-tie awards event hosted by the Packaging Council of New Zealand.

*(Continued on page 7)*



Pernod Ricard New Zealand proud supporter of  
AmCham.

(Continued from page 6)

#### O-I New Zealand first took out:

- ◆ • The OfficeMax Award for 'Excellence in Packaging Product Stewardship Programmes' for its introduction of three new streams of recycled glass into its glass manufacturing operation, resulting in an additional 18,000 tonnes of glass being re-used in 2013 and the average recycled content of its glass products rising from 50% to just under 60%. The judges applauded this major contribution to reducing the carbon footprint of glass and meeting the growing expectations of overseas markets to see reductions in the carbon footprint of packaging.
- ◆ Further accolades included:
- ◆ • Penny Garland, Sustainability Manager for O-I NZ, won the award for the 'Employee who has championed environmental issues and driven change',
- ◆ • A commended award in the Countdown 'Packaging design that incorporates sustainability principles' award for its lightweight burgundy wine bottle.
- ◆ • A worthy entry in the Keep New Zealand Beautiful award for community education programme with their Glass Environmental Fund.

#### Air New Zealand celebrates double win at 2013 World Travel Awards

Air New Zealand is celebrating a double victory at the prestigious World Travel Awards announced in Dubai, United Arab Emirates overnight. Air New Zealand has been voted Australasia's Leading Airline for the fifth year in a row and its new Koru Lounge at Christchurch International Airport has scooped the prize for Australasia's Leading Airline Lounge

Air New Zealand General Manager Customer Experience Calum Laming, who is in Dubai to accept the awards, says it's a real honour to enjoy such success up against some of the world's biggest airlines operating in the Australasian market. "To be named as the leading airline in Australasia for the fifth consecutive year is an incredible achievement and a true testament to the diligent work of all Air New Zealand staff. To have our Koru Lounge at Christchurch International Airport also voted Australasia's best airline lounge is an outstanding result."

#### New Members

**Adison Group Ltd**, Auckland – **Bhushan Arolker**, CEO – investor in restaurants and property. Owns Urban Turban restaurant in the Wynyard Quarter, as well as the Oporto chain throughout NZ and has investments in the USA. [www.urbanturban.co.nz](http://www.urbanturban.co.nz) [www.oporto.co.nz](http://www.oporto.co.nz)

**ASB Bank Ltd**, Auckland – **Ian Howarth**, Head of Business Marketing – The ASB Group is one of the largest providers of financial and insurance services in New Zealand covering banking, share broking, investments, and insurance. [www.asb.co.nz](http://www.asb.co.nz)

**Fletcher Building Ltd**, Auckland – **Rick Osborne**, General Manager Corporate Affairs - Fletcher Building operates in more than 40 countries, manufacturing and distributing world-leading building and construction products. [www.fletcherbuilding.com](http://www.fletcherbuilding.com)

**Zescent Group Ltd**, Wanaka – **Desiree Reid**, Owner – Distributor of fine fragrances of New Zealand and spirits. [www.zescent.com](http://www.zescent.com)

**Zoetis New Zealand Ltd**, Auckland – **Patrick Dorahy**, Director – The company discovers, develops, manufactures and commercializes a diverse portfolio of animal health medicines and vaccines designed to meet the real-world needs of veterinarians and the livestock farmers and companion animal owners they support. [www.zoetis.com](http://www.zoetis.com)

#### People on the move

The new Deputy Chief of Mission at the **US Embassy Apia** is **Peter J. Ganser**

**Zane Taylor** is the new Area Manager North and **Tom McLeod** is the new R&D Advisor for **ATEED**

**Lowndes Associates** is delighted to announce the promotion of **James Nolen** as a Commercial Litigation and Insolvency Partner and of **Kerri Dewe** as a Principal in our Corporate and Commercial team

**Air New Zealand** has appointed **Cam Wallace** to the role of Chief Sales and Commercial Officer effective January 1, 2014. He will replace **Norm Thompson** who retires in December.

**Auckland Airport** has appointed **Richard Baker** as General Manager of retail & commercial and **Graham Matthews** as General Manager of airport development & delivery.

**Christchurch Airport** has appointed **Malcolm Johns** as its new CEO taking over from **Jim Boulton** who leaves at the end of the year.

**Tourism New Zealand's** current GM Marketing Communications, **Justin Watson** has been appointed to the role Director of Trade, PR and Major Events. The off-shore Regional General Managers will report to Justin Watson in the new structure, as will the areas of PR, major events, premium, trade and international business events. **Catherine Bates** will assume responsibility for the PR and Major Events work, reporting to Justin in this structure. **Andrew Fraser** is acting in the Director of Marketing role while a permanent appointment is found.

New Zealand's High Commissioner to Australia **Martyn Dunne** has been appointed as head of the **Ministry for Primary Industries**.

**AECOM** has appointed **John Bridgman** as Managing Director of New Zealand.

**Prime Minister John Key** has announced **Maxine Simmons'** term on the **APEC Business Advisory Council** has been extended through to March 2014 and the appointment of **Katherine Rich** to ABAC from March 2014



ace insurance

# Business Travel Insurance

aceinsurance.co.nz

## FOR YOUR DIARY

16 <sup>th</sup> October	Doing Business with USA Roadshow, Auckland
22 <sup>nd</sup> October	Wellington member reception
23 <sup>rd</sup> October	Wellington CEO lunch (by invitation only)
24 <sup>th</sup> October	Auckland CEO lunch (by invitation only)
5 <sup>th</sup> November	Peter Bryant, Clareo Partners, lunch, Auckland
7 <sup>th</sup> November	Doing Business with USA Roadshow, Christchurch
20 <sup>th</sup> November	Auckland CEO lunch (by invitation only)
26 <sup>th</sup> November	No Frills Serious Golfers Golf Tournament, Manukau Golf Club, Auckland
28 <sup>th</sup> November	AmCham New & Sustaining Members Thanksgiving Reception, Auckland

## US NZ CONNECTIONS IN NEW ZEALAND

Kiwi Expat Association – <a href="http://www.keanewzealand.com">www.keanewzealand.com</a>	Wanganui New Zealand American Association <a href="mailto:donnarush@clear.net.nz">donnarush@clear.net.nz</a>
American Club – Auckland <a href="http://www.americanclub.org.nz/">http://www.americanclub.org.nz/</a>	American Women's Network – Wellington <a href="http://www.awn.co.nz">www.awn.co.nz</a>
American Women's Club – Auckland <a href="http://www.awcauckland.com">www.awcauckland.com</a>	American Club of Christchurch – <a href="http://www.american-club-chch.org">www.american-club-chch.org</a>
NZ/American Association, Wellington <a href="http://www.nzaa.org.nz">www.nzaa.org.nz</a>	Kiwi Club of New York Inc - <a href="http://www.kiwiclubny.org">www.kiwiclubny.org</a>

The Annual dinner of the Seattle Christchurch Sister City Association to be held on Friday October 25th at the Seattle Yacht Club.

## 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, Dun & Bradstreet (New Zealand) Ltd, Ernst & Young Ltd, Federal Express Pacific Inc, Qantas Airways Ltd, Wallenius Wilhelmsen Logistics AS.

## New Zealand Youth Choir to USA & Canada 2013

The New Zealand Youth Choir has been a cultural ambassador for New Zealand on many occasions and later this year will undertake a tour of the USA and Canada. This is a major project involving a choir of 60 and five staff travelling over 30,000 kms. Although we have been awarded a \$40,000 grant from the MCH/MFAT Cultural Diplomacy International Programme, there is still a considerable gap and we are in the throes of fund-raising to cover costs.

'City Sponsorships' offer an opportunity to companies to support this project with a gift of \$5,000 to secure a city in the tour's programme. This support will be acknowledged with logos on all Choirs Aotearoa NZ Trust publications about the tour. Of the seven cities available two are already bespoke with thanks to Carolyn and Peter Diessl (Montreal) and Richard and Josephine Neale (New York).

City Sponsors will become part of our 'tour family' and be invited to rehearsals and concerts leading up to the tour and the city concert during the tour. Information about the cities which are being visited and the tour itinerary is attached. There are full details about the tour at <http://www.choirsnz.co.nz/usa-canada-2013> or contact Roger Lloyd, Chief Executive, Choirs Aotearoa NZ Trust, [ceo@choirsnz.co.nz](mailto:ceo@choirsnz.co.nz)

## Marketing Opportunities for Members

For more details - phone 09 309 9140

### 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

### Also 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



## Who's managing your international payments and foreign exchange?

AMCHAM is pleased to announce that we are working with Western Union Business Solutions to help members manage their international payment needs.

As a global leader in foreign exchange and international payments, Western Union Business Solutions offers fast, reliable and cost effective solutions for sending payments to more than 200 countries and territories in over 130 currencies.

Western Union Business Solutions is committed to working with our members to ensure they understand your unique industry needs.

### Risk Management

Help to protect your bottom line by working with Western Union Business Solutions to reduce your company's exposure to foreign currency fluctuation

### Industry Specific Solutions

Western Union Business Solutions specialists will work with you to deliver a global payment solution that is specific to the needs of your industry.

### Responsive Service and No fees\*

Receive personalised support whenever you need it, and benefit from no fees on international payments.

### Convenient online platform

Along with personal support from Western Union Business Solutions specialists you can also make payments 24/7 by logging into the easy-to-use online platform

Sign up with Western Union Business Solutions today! – [CLICK HERE](#)

FOR MORE INFORMATION - [CLICK HERE](#) or phone 0800 436 739

### Already a client and trading with Western Union Business Solutions?

To ensure you are registered as an AMCHAM member send us an email on [emailapac@westernunion.com](mailto:emailapac@westernunion.com)

\*Applies to approved members. Western Union Business Solutions makes money off foreign exchange

## New Zealand Rugby to star in Philadelphia this November 9th

For the first time in 35 years the US Eagles will meet a New Zealand team in the USA.

The Maori All Blacks will play as a part of their North American Tour.

### PHILADELPHIA, WHY RUGBY? WHY THERE?

The Delaware valley is rapidly becoming the home of Rugby on the East Coast

The Greater Philadelphia Region has one of the largest rugby populations in the nation and is already home to one of the largest annual rugby events in the country – the Collegiate Rugby Championship.

With this growing regional rugby landscape, combined with the perfect geographic location attracting fans from Boston to Miami - Philadelphia is quickly becoming the American 'home of rugby' on the east coast.

PPL Park is the perfect venue for rugby – the stadium is compliant with international standards and there's not a bad seat in the house.

The Rhiannon Group are working with Rugby PA, who are hosting the match for USA Rugby and of course NZRFU, to not only put on the event, but to build business development platforms around the match for both regional and international entities, and help people avail of the unique opportunity. We are working directly with the NZ Embassy in Washington DC as well as regional entities such as the Delaware County Commissioners (local government of where the match is being held in Delaware County).

If you have clients in the area and/or affiliated companies, there are a wide range of ways you can become involved in this event, which is being aligned with various showcasing opportunities for companies and products.

CONTACT: [Gabrielle Langman](#) | [The Rhiannon Group](#) | (215) 906-6772 | [glangman@rhiannongroup.com](mailto:glangman@rhiannongroup.com)

[WWW.RHIANNONGROUP.COM](http://WWW.RHIANNONGROUP.COM)



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