

AMCHAM NEWS

American Chamber of Commerce in New Zealand

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Volume 11 Issue 1

January 2012

AmCham to attend Washington Global Summit of US Business Support Organisations

In July 2011, US Secretary of State Hillary Clinton announced that the Department of State would host a global American Chamber of Commerce conference in Washington. In an effort to reach all key players, they have expanded the event to include American business support organizations globally. The Secretary will host the event February 21-22, 2012 in Washington.

The conference will highlight how the U.S. government can help promote U.S. business, increase U.S. exports, attract new investment to the United States, and create American jobs. The Secretary will be joined by high-level representatives from the White House, key government agencies, and U.S. business executives. The two-day conference will include a keynote address by the Secretary, remarks by senior U.S. government officials, and interactive roundtable discussions.

AmCham's Executive Director will be attending the Summit as well as meeting with key US and NZ officials.

Statement by Secretary Clinton - New Zealand Waitangi Day

On behalf of President Obama and the people of the United States, I am delighted to send best wishes to the people of New Zealand as you commemorate the signing of the Treaty of Waitangi, Te Tiriti o Waitangi, this February 6. This is a time to reflect on New Zealand's rich history and promising future.

The United States and New Zealand share a vibrant partnership, shaped by the Wellington Declaration and our years of friendship and cooperation. We look forward to continuing to deepen our relationship in the coming year as we work together promoting peace and stability, protecting the fragile Pacific environment, expanding economic opportunity, and standing up for global human rights. The United States stands by New Zealand as you continue to face the challenges brought by earthquakes in the Canterbury region. Your resilience and strength have set an example for the world.

As you observe this special day in New Zealand and in places around the world, I wish all New Zealanders a happy Waitangi Day, and a year filled with peace and prosperity.

US Chamber of Commerce to celebrate its 100th anniversary

US Chamber President and CEO, Tom Donohue, reflected on the occasion as he delivered his annual [State of American Business](#) address.

Pacific Prospects

Atop the U.S. trade agenda is the Trans-Pacific Partnership (TPP). The 21 economies that comprise the Asia-Pacific Economic Cooperation (APEC) group - including three in North America - today account for two-thirds of the world's population and GDP. Moreover, they will account for an outsized share of its economic growth for years to come. To create jobs and enhance our competitiveness, the United States needs to improve its access to those markets.

And yet, looking across the Pacific, the United States is already behind the eight ball. The U.S. share of Asia's international trade has actually declined by 9% since 1990 as Asian nations have negotiated preferential trading agreements among themselves. New rules of the game are being written in the

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global economy's most dynamic trading region, and the United States risks being left on the sidelines.

The TPP is our chance to ensure the United States stays in the game in Asia. Embracing nine countries today, Canada, Japan, and Mexico have signaled they hope to join, and others may accede over time. [Read the Full Text Here.](#)

President Obama's Trade Reorganization Proposal

The President is looking at consolidating six major departments and agencies that focus primarily on business and trade in the federal government into one. The six are: U.S. **Department of Commerce's** core business and trade functions, the **Small Business Administration**, the Office of the **U.S. Trade Representative**, the **Export-Import Bank**, the **Overseas Private Investment Corporation**, and the **U.S. Trade and Development Agency**.

Business Community Voices Concern over Trade-Agency Reorganization

The Chamber on Tuesday joined with 85 other associations representing U.S. agricultural, manufacturing, and service industries to send a letter opposing the merger of the Office of the United States Trade Representative (USTR) with a larger, yet-to-be-named government department and removing it from the Executive Office of the President. The letter states: "Subsuming USTR into a broader trade and business government department will severely harm that credibility and USTR's ability to play its unique coordinating role within the U.S. government. As a result, we believe that such a move will weaken the ability of USTR and the United States to pursue effectively a strong trade policy that is responsive to Congress, business and other stakeholders and meets our country's important objectives, including achieving the Administration's important goal of doubling exports."

Obama attacks offshoring, seeks visa reform [Story here](#)

U.S. Chamber Welcomes President's Effort to Boost U.S. Travel and Tourism [Here](#)

National Strategy for Global Supply Chain Security

The United States Government (USG) National Strategy for Global Supply Chain Security (Strategy) sets forth our policy for strengthening the global supply chain. This system is responsible for the movement of goods across international borders and within our nation and is critical to our national security and economic prosperity.

The Strategy will guide Federal policies and activities as well as our interactions with stakeholders including domestic and international, public and private) who also have roles and responsibilities in this space.

Information on opportunities for engagement and on the process for submitting recommendations specific to the implementation of the Strategy is available at the following website: <http://www.dhs.gov/globalsupplychain>

US Elections

With the South Carolina primary fast approaching, and the Iowa Caucus and New Hampshire primaries completed, it is a good time to read up on the U.S. Elections in 2012. Here is our latest e-spotlite, [U.S. Elections 2012](#) covering all aspects of the election process.

We've covered: the political process; the campaign; the candidates; the electoral college; the debates; media coverage; youth voting; social media and videos; voting and election results; opinion polls/polls and predictions; Mainstream media blogs focusing on the elections; the candidates on the issues; campaign finance; election law resources; voting technology; FAQs; Congressional Research Service reports; political ground breakers; relevant articles; and American civics backgrounders.

We will continue to bring you updates and information on the Road to the White House. Stay tuned for updates on our social media channels. Follow [@DavidHuebner](#) and [@usembassynz](#) on Twitter and 'Like' our [U.S. Embassy Facebook page](#) and/or [Google Plus page](#).

With the 2012 Election just 10 months away it is never too late to start taking steps to preserve your vote by submitting a Federal Post Card Application (FPCA). There is now an easy mechanism by which you can register to vote or request your absentee ballot. Go to <http://www.fvap.gov> and click on the "Get Started" link. From there you will be taken through a step by step process that will enable you to either register to vote or request your absentee ballot. Please note, that even if you have previously submitted a FPCA, you should submit a new one this year, as States no longer have the obligation to send out ballots for consecutive general elections on the basis of a single FPCA request.

When filling out the FPCA, please note that you can now request that your absentee ballot be sent electronically. If you have further questions, please contact the U.S. Consulate General at Auckland at +64 9 303 2724 ext. 2842/2848/2856 or at VoteAuckland@state.gov.

Logistics for
the future NOW



SCHENKER

Future Partners wrap up year of activities

2011's nine Fulbright US Graduate Students engaged with half-a-dozen of their New Zealand student counterparts in a final round of Future Partners Forum activities in November, culminating a year of bilateral youth interaction which began at the fourth annual NZ US Partnership Forum in February.

The 15 students, from a total of 22 who were involved over the duration of the Future Partners Forum, gathered in Wellington on Thanksgiving Day, 24 November, for two days of joint activities. The programme included end-of-year reports by each of the Fulbright US Graduate Students, discussing their individual study and research projects and their broader Fulbright exchange experiences. <http://www.fulbright.org.nz/news-publications/newsletters/february2012/futurepartners/>

ISSUES & SUCCESS STORIES WITH USA

Issues

[Why U.S. Approval of the APEC Business Travel Card Matters](#)

[Dun & Bradstreet: Listed companies emerge as slowest payers](#)

[IT should become the fourth science in schools: Orion Health boss](#)

[Offshore kiwi 'census' reveals opportunity for overseas kiwis to grow New Zealand's economy](#)

[Kea New Zealand's ground-breaking research shows investment potential of expat kiwis](#)

Success stories with the USA

[Defence expert to study national security in US](#)

[Facebook CIO is keynote speaker at CIO Summit in June](#)

[More U.S. Publicity For New Zealand Products](#)

[F&P Healthcare extends US distribution deal with CareFusion](#)

[Tenon to distribute Eastman's long-life wooden decking in US](#)

[2degrees boosts customer numbers](#)

[New Zealand Entrepreneur Launches Amphibious Trucks in Washington](#)

[Coke puts \\$29m into quake-hit Christchurch](#)

[Harvard's NZ dairy farms post profit after buying Big Sky](#)

[Qantas Takes the Rugby Sevens Excitement to Vegas!](#)

[OIO approves \\$200m geothermal investment](#)

[Christchurch company secures major international contract with USA](#)

[Pacific Edge brings Cancer Detection Test, Jobs to Hershey](#)

[Watch out USA. JUCY's coming ready or not!](#)

[New Zealand health technology sector launches global talent attraction project](#)

[Six make the cut for Webstock Startup Alley - Finalists have a chance to get time in the Landing Pad in San Francisco](#)

[Young entrepreneur hits US](#)

[Export push for Roleplay](#)

[Victoria's Heinz factory closes as production moves to NZ](#)

[Google, Pepsico Execs To Speak In NZ At Conference](#)

[Kiwi pimple cream bursts into US market](#)

[Biggest Loser Auckland episode wins Directors Guild of America Award](#)

[Icebreaker to open second New York store](#)

[Wine JV proves success of collaborating onshore to compete offshore](#)

[Wellington blog scopped by US company](#)

[NZ govt social media policy best in the world, Gartner](#)

[Expats hunting NZ jobs](#)

[NZ named as one of the world's top film locations](#)

[Restaurant Brands adds Carl's Jr. fast food brand](#)

[Wharekauhau Country Estate Voted Best in the World](#)

[Auckland Film Studios to be NZ base for US movie](#)

[Enjoy Christmas at the Pullman Auckland](#)

[LanzaTech Gets US\\$3m FAA Contract for Alcohol to Jet project](#)



Pernod Ricard New Zealand proud supporter of AmCham.

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Commercial News USA

The March/April 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/54949>
[Trade Events in the USA](#) See also 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

Texas Oil Company seeks representative

Southwestern Petroleum is seeking a success orientated company to represent line of high performance protective coatings. See www.swepcoworld.com Contact W.O.Thomas export@swepcoworld.com

Pennsylvania Trade Mission to Australia & NZ (11-14th March) – seeking interest buyers

The Council of Great Lakes Governors is currently planning a trade mission to Australia in New Zealand for March 2012. They will host 11 companies from Pennsylvania that cover a range of industry sectors and may present some great opportunities for your membership base to partner with US companies.

Those coming to NZ:

Giorgio Foods (frozen Italian savoury breads) www.giorgiofoods.com

K'NEX (children's construction & building toys) www.kenx.com

Macron Dynamics, Inc (linear actuators & multi axis automation systems) www.macrondynamics.com

Stoltz Manufacturing (agricultural and road spreaders) www.stoltzmfmg.com

Streamlight (torches/flashlights) www.streamlight.com

Tidewall (vinyl sea walls) www.tidewall.com

TrackAbout (portable asset management software as a service) <http://corp.trackabout.com>

If you are interested in meeting with an of the above companies please email **Susie Christensen** schristensen@cglg-australia.org

AmCham will be holding a reception on Monday 13th March for members to meet the delegation.

New York City seeking inbound delegations

The Division for International Business in the New York City Mayor's Office has recently updated its on-line International Business Directory, a compendium of almost 2,000 overseas-based companies with a presence in the five boroughs of NYC. For past editions, we sent print copies or CD-ROMs, but the 2011 edition is available exclusively on-line at www.nyc.gov/ibd

If business delegations from New Zealand plan to visit NYC in the coming year, we are happy to meet with them to discuss business opportunities in the City. We are also available to consult via Skype with companies that are thinking about opening a presence in NYC.

The Division for International Business, part of the NYC Commission for the United Nations, Consular Corps and Protocol, plays a role in attracting foreign businesses and investment to New York City by providing overseas companies with a customized information and referral service to encourage them to open or expand operations in the five boroughs.

Through our established relationships with the consular corps, foreign trade commissioners, city, state, federal agencies, and the private sector, we provide companies with the information they need to start business in New York City, including:

- access to public and private sector resources, trade organizations, and local business associations
- an introduction to the NYC Bar Association, which will arrange a one-hour pro bono consultation with an attorney who can advise on issues related to business visas, incorporation, and taxes
- local knowledge and guidance on U.S. business culture and government regulations
- a review of company objectives and needs so that we can make useful introductions

Contact Carlton Vann, Director, Division for International Business, Office of the Mayor Commission for the United Nations, Consular Corps, and Protocol - cvcvann@cityhall.nyc.gov

FRAGOMEN

Trade Mission to Hawaii – 8th to 13th July 2012

The New Zealand Pacific Business Council (Wellington Chapter) in Association with PACIFASIA Foundation invites you to consider joining this mission and seeks expressions of interest.

This Trade Mission begins in Honolulu and includes a two day participation in the Hospitality and Food Service Expo at the Blaisdell Centre. This attracts in excess of 5500 potential buyers. This Expo is not open to the general public.

As well as participating in the Expo, you will be afforded the opportunity to meet with many of Hawaii's importers/distributors/wholesalers, supplying food and beverage products, plus other areas of interest.

Please take a look at the new PacifAsia website <http://issues.co.nz/pacifasia/> to gain the "full picture"

For further information, please either email Robyn Bartram hampton48@xtra.co.nz or ph (04)478-9004 or 0274-908-644.

ANZA's first free webinar of 2012

The New Entrepreneur: New Rules for the New Era of Innovation and Entrepreneurship with Bill Reichert, Managing Director of Garage Technology Ventures, Silicon Valley [click to register](#)

From NZBio

The eighth annual conference NZBIO 2012, will be held at The Langham Hotel Auckland, 26th - 28th March 2012, the conference programme will be condensed into a short, sharp and high impact 1.5 days. Key note speaker: **Dr Jeffrey Nye**, Vice President & Global Head, External Innovation for Neuroscience, **Janssen Research & Development** www.nzbio2012.co.nz

From NZTE - www.nzte.govt.nz

[Sarah Robb O'Hagan: Breaking in to the US market](#)

Invitation to join the Global Access Program (GAP) [Invitation here](#)

The Global Access Program (GAP) pairs organisations around the world with a team of Fully-Employed MBA (FEMBA) students from the UCLA Anderson School of Management – each in their final year of study. Over the last 14 years, 431 companies from 17 different countries have reaped the benefits of 2,250 GAP students' work. Students address strategic business issues to develop a comprehensive, independent business plan under the guidance of UCLA's distinguished faculty advisors.

GO GLOBAL export conference – 22 March <http://www.nzqoglobal.co.nz/>

MEMBER NEWS

New Members

Carlson Wagonlit Travel, Auckland – **Kim Milne**, Country Director NZ - Global leader specializing in business travel management. CWT is dedicated to helping companies of all sizes, as well as government institutions and non-governmental organizations, optimize their travel programs and provide best-in-class service and assistance to travelers.

www.carlsonwagonlit.com

Crosbie & Associates Ltd, Auckland – **William Crosbie**, Partner – Through its network firm in Fiji, is associated with an organisation of professional and accounting firms providing clients with comprehensive and personal service relating to accountancy, taxation and general financial and management advice. www.crosbieassociates.co.nz

Visa, Auckland – **Adam Wand**, Head of Public Affairs Australia, NZ & South Pacific – Global payments technology company.

www.visa.com

Congratulations to:

[Fuji Xerox New Zealand and Fuji Xerox Receive DMA International Echo Awards for Direct Mail Campaigns](#)

[Air New Zealand wins Oscars of the airline industry – again](#)

[IBM wins most patents for 19th straight year; Microsoft only other US company in top 10](#)

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Supporting
AmCham

CONGRATULATIONS TO (Continued from page 5)

AmCham members who are finalists in the **2012 New Zealand International Business Awards**:

Altitude Aerospace Interiors, Trident, Vista Entertainment Solutions in the Best Business Operating International category \$10m - \$50m

Buckley Systems, Christchurch Engine Centre, Orion Health in the Best Business Operating International category over \$50m

Trident in the Best Use of Design in International Business

The winners will be announced on 21st March

Sally Anderson - Freefall 3 Day Seminar Experience in Auckland

We are launching in the US in 2012 and will hold a limited number of seminars in NZ so it's a great opportunity for people to experience the seminars whilst they are still being run here. We only take 12 people per seminar so first in first served!

Check out also www.freefallselfimprovement.com and www.sally-andersonblog.com if you have not already – two free blogs sites you can subscribe to if of interest – I write on a weekly basis! Freefall Seminar Online Flyer below: <http://www.freefallexperience.com/email/3-day-seminar-feb2012.htm>

People on the move

Fuji Xerox New Zealand has appointed **Gavin Pollard** as General Manager of Sales Operations with **Paul Prowse** being appointed General Manager of Services & Solutions.

James Nolen has been appointed as Principal at **Lowndes Associates** and **Rachel Remkes** as General Manager.

Learning Media has appointed **Trevor Coad** as Chief Operating Officer.

DHL Express National Sales Manager, **Phil Corocran**, is moving to Australia to take up the role of Vice President, Sales for DHL Express Australia.

Professor Theodore (Ted) Zorn has been appointed as Pro Vice-Chancellor of the college of Business at **Massey University** at the Albany campus.

Sarah Trotman has been appointed Director, Business Relations, Faculty of Business and Law at **AUT University**

The University of Canterbury has appointed Pro-Chancellor and former New Zealand Ambassador to the United States **Dr John Wood (QSO)** as its new Chancellor

Jamie Sutherland has been appointed President of US Operations for **Xero**.

Ben King has completed his term at the New Zealand Embassy in Washington and has returned to take up the position of International Affairs Adviser in the Prime Minister's Office. **Rowena Hulme** is moving to Washington as Counsellor (Trade & Economic)

Lex Henry has joined **Sanderson Weir** as a Partner.

Paul Gestro, Director East America & Consul General for New Zealand Trade and Enterprise has finished his term in New York and has returned to Auckland.

British American Tobacco's General Manager NZ & SP **Graeme Amey**, has been promoted with **Steve Rush** taking over.

Patrick Wilson has been appointed Country Manager for **McDonald's Restaurants (NZ) Ltd** as **Mark Hawthorne** is moving Singapore.

Melissa Helfer has taken over as Director of Marketing - The Americas for **Air New Zealand** in Los Angles from **Kathryn Gregory** who has moved to the UK.

Mark Sinclair, currently the Lead Negotiator for TPP at MFAT has been appointed as New Zealand's next Ambassador to Japan. **Dr. David Walker** has been appointed as the new Lead Negotiator.

FOR YOUR DIARY

13 th February	Prospects for the TPP. with Jeffrey J. Schott from the Peterson Institute for International Economics in the US. Akl.
15 th February	First CEO's state of the Boardroom lunch series in Auckland, by invitation only.
17 th February	AmCham Ambrose Golf Tournament at the Grange Golf Club, Auckland
20 th February	Lunch for US Congressional Staffers, in Auckland, by invitation only.
8 th March	AmCham Wellington reception.
12 th March	Reception for Pennsylvania Trade Mission, Auckland
15 th March	Foreign Account Tax Compliance Act briefing by Gina Wallace & Thomas Garden of NZ US Tax , Auckland
14 th May	** Rescheduled** Class of 2011 with Exceltium Ltd – Opportunity for business to meet the 23 new NZ MP's .

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

Qantas has announced that it will cease non-stop flights on 05 May between Auckland and Los Angeles and onward to New York. The airline will continue to offer airfares connecting to its many flights between Australia and Los Angeles, New York and Dallas Fort Worth. This has a serious impact on the competitive landscape between NZ and the US for both airfares and cargo. Less capacity and potentially higher airfares at peak times may also impact on New Zealand as a good option as an inbound tourist destination for the US visitor market.

Air New Zealand and Qantas both continue seat sales to the US in Economy Class – with fares from around \$1600 plus applicable surcharges, the sales conclude 27 February.

United reminds us that with the Continental merger the opportunities for **South America** add-ons to your US travel have expanded. For little more than a fare to mainland US, you can get a side-trip to Brazil, Argentina or other Latin American destinations. With the merger all **United Mileage Plus and Continental One Pass** members are about to receive their new cards and membership numbers. All your status and privileges are retained in the new joint programme. Please let us know your updated number once you receive this.

The **Aloha State** is excited about their 7.3 million visitors in 2011. This puts Hawaii back on track to 2007's peak arrivals. December 2011 alone broke all visitor records, when visitors spent US\$1.3 billion. The Aloha smile is back. Air New Zealand is helping by up-gauging their flights to Honolulu to 3 weekly Boeing 777 aircraft. This flight offers lie-flat Business Class and Premium Economy, and will operate 08 June – 01 September. Its back to the Boeing 767 after that.

Star Alliance partner **Span Air**, a domestic Spanish carrier has closed shop, as has OneWorld partner **Malev Hungarian Airlines. Kingfisher Airlines**, the airline owned by the Indian brewery has called off the engagement with OneWorld whilst they reorganise their finances. They were due to join OneWorld this year.

Emirates has commenced non-stop flights between Dubai and Dallas Fort Worth. This new route will be closely followed by Emirates non-stop flights Dubai to Seattle. The Americans are having a love affair with Dubai, and this is why there is such demand for the new Emirates flights.

BWT – Groups Incentives and Events department will assist with any group that you're involved in whether its business missions, staff/customer incentive travel or schools, cultural or sports groups that you're involved in. Give us a call.

Some travellers choose their airline based upon what wine they carry on board! UK-based Business Traveller magazine has just announced the winners of their **2011 Cellar in the Sky Awards**. Airlines from throughout the world are judged on what's in their cellar!

Overall winner for consistency: **Qantas**

2nd: Qatar Airways 3rd: Cathay Pacific and Air France (joint)

Best Business Class Cellar: 1st Qantas

2nd JetStar longhaul (first ever low cost airline to win a place) 3rd Qatar Airways

Best First Class Cellar: 1st Qantas 2nd Qatar Airways 3rd Air France Delta Airlines was the only US airline to pick up an award, winning the Best Business Class White jointly with its Wente Riva Ranch Chardonnay from California. Many airlines have New Zealand wine onboard and two New Zealand whites did well for their airlines in the Best Business Class White wines: joint winner with Delta was JetStar with the Waipara Hills Sauvignon Blanc 2010, and second place went to ANA All Nippon with the Spy Valley Sauvignon Blanc 2010. Congratulations!

US Service Security Update

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

Check out our website at www.bwt.co.nz

Reviewing your Corporate Travel? Call our Team:

Jane Higgie Business World Travel Wellington 04-470 6044 jhiggie@bwt.co.nz

Grant Bevin Business World Travel Auckland 09-529 3700 gbevin@bwt.co.nz



US NZ CONNECTIONS IN NEW ZEALAND

Kiwi Expat Association – www.keanewzealand.com

Wanganui New Zealand American Association donnarush@clear.net.nz

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

American Women's Network – Wellington www.awn.co.nz

American Women's Club – Auckland www.awcauckland.com

American Club of Christchurch – www.american-club-chch.org

NZ/American Association, Wellington www.nzaa.org.nz

Kiwi Club of New York Inc - www.kiwiclubny.org

U.S. Consular Officer to visit Wellington

Report of Birth Abroad and Passport Interviews

Mr. Dana Deree, the United States Consul in New Zealand, will be in Wellington on Friday, March 23rd from 8.30am – 4.30pm, to accept Passport and Consular Report of Birth Abroad applications from American Citizens who would normally need to apply in person at the Consulate General in Auckland: e.g. Applications for minors, and first adult passports. If you wish to make an appointment, please telephone the Consulate General in Auckland on 09 303-2724 ext: 2800, 2842, 2848, 2856, or email us at aucklandoutreach@state.gov

THE 2012 APCAC U.S.-ASIA BUSINESS SUMMIT March 1-2

The Prince Park Tower Tokyo, Japan

Don't miss the chance to be part of the biggest annual American business event in Asia-Pacific, hosted this year in Tokyo by the American Chamber of Commerce in Japan.

The Asia-Pacific Council of American Chambers of Commerce 2012 U.S.-Asia Business Summit will draw some 300 delegates from over 20 countries, including senior representatives of American, Japanese and regional business and government, to the Prince Park Tower Hotel on March 1-2, 2012.

For a full program and list of confirmed speakers, please visit www.apcacjapan.com/Program.html

Seeking Work/Contacts

Loren Madden – I am a U.S. citizen and have been based in Christchurch since 1999. For the past six years I have worked for Whisper Tech Limited in the position of Sales and Market Development Manager. The company has now moved the R&D and market development functions to its European partner based in Spain. A major part of my role was focusing on the market research, analysis and development opportunities in the US and Canadian markets for the WhisperGen®, a “CleanTech” product currently being sold in Europe. As well as managing distributors and establishing field trials, I engaged with government agencies (EPA, DOE, NIST, BNL) research institutes, natural gas utilities and industry associations in efforts to support this new technology via incentive schemes, smart grid legislation and regulatory reform.

With over 25 years' experience, I've held roles in the US, UK and New Zealand in sales, sales management, market/product development and account management. I am a highly reliable and effective team builder who can motivate and communicate to achieve exceptional business performance. I'm looking for a business/market development position and I would welcome discussions with companies operating in these or similar markets. Email: loren.madden@paradise.net.nz Mobile: 027 543 0509

Marc Vergroesen - The economic situation in Europe made it necessary for OnGuard to rethink the operation in Australasia and unfortunately they decided to close the office in Auckland and run the Australasian operation from Sydney. Marc Vergroesen was offered a new position in Sydney but he decided that New Zealand is a much nicer place to live. He decided to stay and is looking for a new challenge in New Zealand.

Marc started OnGuard New Zealand three years ago and was very successful in building the company. Marc is a highly accomplished executive with technical skills in credit management complemented by broad general management expertise acquired with over 25 years in business. While very outcome focussed with a project orientation, Marc navigates relationships with ease and creates a compelling vision for those around him to buy in to and achieve agreed goals. He operates well in fluid environments and ensures constant stakeholder engagement thereby ensuring that the right outcome is achieved. In credit management,

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ace insurance

Business Travel Insurance

aceinsurance.co.nz

SEEKING WORK /FUNDING (Continued from page 8)

Marc has been exposed to all elements including debt collection, systems implementation, etc. Organisation culture is extremely important to Marc and he believes in the saying of "work hard, play hard" thereby ensuring that the work environment is high energy, customer centric, and enjoyable. If you are looking for someone like Marc or want to know more than please contact Marc by email marcvergroesen@xtra.co.nz or 027 5178198

Contract Executive – CEO Support - Experienced, compatible, results-oriented executive with 25 years experience of taking New Zealand companies into the United States market is available for project work on a contract basis. For preliminary discussion contact: Pacific Partners (NZ) Ltd, email: barryjparker@slingshot.co.nz

Seeking funding:

Michael Poole (20) is an elite international triathlete who was raised in Auckland. In 2011 he raced triathlon throughout the USA in Tampa, New Orleans, Memphis, San Francisco, Boulder CO, Seattle and Washington DC. He also travelled to Beijing for the U23 World Triathlon Championships and raced back in NZ for the first part of the summer. Michael has just begun study towards a Chemical Engineering degree at University of South Florida in Tampa. While studying he will continue his career as a triathlete – racing US based races primarily as a NZ citizen and international format races as a part of the USA triathlon team. He will again travel throughout the United States and has also races planned in Barbados and Costa Rica.

An athlete like Michael primarily receives their income through sponsorship. This may be of interest to NZ firms who export to the US, US firms who export to NZ (Michael gets extensive coverage in NZ), travel and tourism companies in both countries and groups interested in education. There are several means of promotion through Michael. He will be linked with a prominent triathlon team that will be generating good publicity. In many races there is scope for logos, etc, on his race suit. Contact him via his website www.michaelpoole.co.nz.

Is paying overseas suppliers a real headache? Try a new approach.

If you or your customers purchase goods and stock from overseas, you need a fast, easy and reliable way to make international payments.

Western Union Business Solutions offers an alternative to traditional foreign payment methods, which can often taken considerable time to process.

Currency markets never sleep, and while your funds are in transit currency exchange rates can fluctuate dramatically resulting in extra fees, short payments and frustration. It doesn't have to be this way though.

Western Union Business Solutions offers an online payment platform that allows you to initiate and manage international payments when and where you need to.

However, knowing when and how to pay is a crucial, yet complicated task. Western Union Business Solutions also provides a team of specialists that can help you improve cash flow for better business planning, and increase your ability to negotiate pricing with suppliers.

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An amazing journey from extreme poverty to world-renowned neurosurgeon

presents

AN EVENING WITH DR. BEN CARSON*Pioneering US paediatric neurosurgeon and philanthropist***Charity auction & dinner**

Date: Tuesday, 6 March 2012

Venue: The New Zealand Room, SKYCITY Convention Centre, 88 Federal Street, Auckland Central

Time: 6.15p.m.

Dress: Business

Tickets: \$2500 + GST for a table of 10, individual seats \$250 + GST

VIP tickets \$5000 + GST for a table of 10, individual seats \$500 + GST

VIP tickets include admission to VIP cocktails with Dr. Carson, copy of Gifted Hands DVD, autographed book and priority seating - limited to 50 guests.

**Dr. Ben Carson**

- Bottom of his class and living in dire poverty, he was challenged by his mother to turn off the television and read two books a week
- Head of Paediatric Neurosurgery at Johns Hopkins Hospital at 33 – the youngest ever to hold such a position in the USA
- First surgeon to achieve long-term survival of conjoined twins separated at the back of the head
- Named by CNN and TIME Magazine as one of America's foremost 20 physicians and scientists
- Awarded the Presidential Medal of Freedom, the highest civilian honour in the USA
- Inspired the 2009 movie Gifted Hands – The Ben Carson Story, starring Cuba Gooding Jr.

All proceeds toThe major rebuild of **Starship's** Level 6 Neuroservices and Medical Specialty WardsThe **Duffy Books in Homes** programme which provides free books to more than 100,000 children in low income homes every year**Proudly supported by**

BOOKINGS
Email drbenvisit@booksinhomes.org.nz Phone 0800 383 392 Online www.starship.org.nz/drben Carson