

AMCHAM NEWS

American Chamber of Commerce in New Zealand

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Volume 10 Issue 4

April 2011

TPP Issues to be debated

Talks continue on the Trans Pacific Partnership with the 6th round having been completed in Singapore in March. Further rounds take place in June, Sept and October prior to the US hosting APEC in Hawaii in November. We believe that good progress has been made in several areas however at the recently held US NZ Partnership Forum, NZ stance on IP came under the spotlight so this year's forum we are looking to fully air the issues around the TPP talks, with an aim of flesh out the issues and allow them to be debated.

Programme

- Mark Sinclair, Lead Negotiator TPP, MFAT, will provide overview of TPP including covering Investor State Disputes, Regulatory Coherence and Labour
- Fonterra will talk Dairy & GI issues
- Medicines NZ will provide overview of their issues
- Gabrielle Rush, Associate Director, NZ US Council will lead a panel on the IP issues - file infringing; Patentability of computer software, Patent Terms, Data Protection/exclusivity, New Pharmaceuticals/agri, generic drugs
- Issues around Parallel Importing

For further info see: www.amcham.co.nz

Innovative companies trading with the USA invited to enter awards

Companies trading with the United States are invited to enter the 2011 **American Chamber of Commerce – DHL Express Success & Innovation Awards**, held in conjunction with **Qantas Airways**. Over the last eleven years prizes valued at more than \$300,000 have been collected by winners.

The awards celebrate business achievement between New Zealand and its third largest trading partner, the United States. Award winners receive a travel voucher worth NZ\$2,500 to be spent on air travel to the USA on Qantas Airways.

Award winners will be announced at a gala dinner at the Pullman Hotel Auckland on 14th July.

Two-way trade between New Zealand and the USA is currently running at more than \$8 billion, which accounts for approximately 10% per cent of New Zealand's total earnings from overseas trade.

AmCham's Executive Director, Mike Hearn, said the Chamber constantly sought opportunities to enhance and expand business and trade relationships within the private and public sectors.

"The annual Success & Innovation Awards provide an opportunity to showcase those companies that have demonstrated imagination, innovation and entrepreneurship, as well as honour and celebrate their achievements."

Awards categories are:

Exporter of the Year to the USA – with export revenues to the USA up to NZ \$500,000

Exporter of the Year to the USA – revenues from NZ \$501,000 to NZ \$5 million and

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

Importer of the Year from the USA

Investor of the Year for New Zealand companies investing in the US, as well as US companies investing in New Zealand

Education Partnership with the USA

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A Supreme Award winner is selected from winners of each of these awards. AmCham also makes an award to the Supporter of the Year.

Companies interested in entering the 2011 awards can find further information at www.amcham.co.nz or by contacting Mr Hearn – email mike@amcham.co.nz or phone 09 309 9140. Entries close at 5.00 pm on 30 May. Finalists will be announced on 21 June and the winners announced at the black tie awards dinner on 14th July.

Previous winners of the Supreme Award have included ZESPRI International, Peace Software, Airways Corporation, HumanWare, Tenon, Orion Systems International, Zeacom, Specialist Marine Interiors, Fonterra and Christchurch Engine Centre.

In addition to **AmCham, DHL Express and Qantas Airways, the awards are supported by: Baldwins, Fonterra Co-operative, AUT University, and New Zealand Trade & Enterprise.**

NZ exporters survey

AmCham is holding a "Network USA" forum to bring together companies from across the business spectrum that are doing or looking to do business with the USA. This half day afternoon forum **on 26th May** in Auckland is being held in conjunction with **Unlimited Magazine's** annual June/July edition that will be focused on the USA.

MFAT has recently released its NZInc strategy for China and is seeking input from companies doing business with the USA as they will shortly be releasing a strategy for the USA. As you are exporting to the USA we would value your input to the NZInc strategy as well as sharing your experiences in exporting to the USA. These results will be discussed by our exporter and services panels led by **SweenyVesty & Export Credit Office** at the Forum as well as an update from **New Zealand Trade and Enterprise** on their US Beachhead initiative.

Please click on the link to our survey <https://www.surveymonkey.com/s/KTYWY79> by 5pm Friday 13th May For details on the forum see:

U.S. Chamber's International Agenda

from Myron Brilliant, Senior Vice President for International Affairs, U.S. Chamber of Commerce

For several months now, Washington's trade agenda has been enjoying a slow thaw, but springtime has now arrived in full force -- cherry blossoms and all. President Obama, Congressional leaders of both parties, and the business community are now all working toward the common goal of securing approval of the pending trade accords with South Korea, Panama, and Colombia within a few weeks, alongside renewal of Trade Adjustment Assistance and the lapsed Generalized System of Preferences and Andean Trade Preference programs.

It's a remarkable turnaround. Most recently, the United States reached an agreement with Colombia on labor and judicial reforms that will open the door for Congressional approval of the long-pending U.S.-Colombia Trade Promotion Agreement.

The Chamber applauded. "Presidents Obama and Santos showed courage and pragmatism in striking this accord," said Chamber President Tom Donohue. "Passionate, bipartisan support in Congress for the trade agreement with Colombia was also critical to this breakthrough, as was the tireless work of Ambassador Kirk. This proves the United States can still lead on trade."

Also, on April 13, Panamanian lawmakers approved a tax information exchange agreement (TIEA) with the United States, and President Ricardo Martinelli is expected to sign it this week. Approval of the TIEA is the last item U.S. officials have indicated should precede consideration in the U.S. Congress of the U.S.-Panama trade agreement.

These are budget-neutral, job-creating agreements will create billions of dollars in new exports within a few short years. They will create a level playing field for American workers and farmers by eliminating the barriers that stifle trade. [Read the Full Text Here](#)

New Zealand, Champions of the World again!

After a year of hard work New Zealand has done it again with one of the Kiwibot teams winning, not only the World VEX College Championships but also the Supreme Excellence Award as well. Team MESS1 from Massey University's Engineering Societies Albany campus were crowned VEX college Champions for 2011. MESS1 showed the rest of the world their true colours and strode to victory after three days of intense competition against 34 other University robotics teams from around the world. Their victory was not without its nail biting moments as opposing teams sometimes forgot the creed of fair play and used their robots as battering rams in an attempt to slow MESS1 down. The strength and overpowering capabilities of Massey University's robots meant that these tactics were fruitless and in one case led to the offending robot being disqualified. An interview held by ESPN with Dr Johan Potgieter of Massey University says it all <http://www.youtube.com/watch?v=wkD4qpKct3Y>

The Excellence Award went to both teams from Massey University in recognition of not only their unrivalled performance at the competition but their dedication to the robotics competition in New Zealand in helping and mentoring High School teams.

Such was the strength of the University teams from New Zealand that they managed to secure the first three places in the qualification rounds of the event with team MESS1 leading the charge followed by team AURA (Auckland University Robotics Association) and backed up my team MESS2. The timer and hard work put into preparing for the competition combined with the superb mentoring they offered to High Schools certainly showed in the final results.

Team AURA (Auckland University Robotics Association) were awarded the second highest award of the competition, the Judges Award, in order to recognize their achievements that covered many aspects of the competition.

Logistics for
the future NOW



SCHENKER

(Continued from page 2)

The New Zealand defending High School Champions, team 2921 - Free Range Robotics, managed to win their division champions title again this year but were knocked out in the last round of the World Championship by an alliance of robots that managed to find the one weak spot in Free Range Robotics armour. They were awarded the Think Award for a team with impressive and effective autonomous programming. This award was truly deserved and it was an honour to watch their robot scoring with no human interaction whatsoever. It was difficult to tell when the driver control part of the competition started, after the autonomous part.

Lynfield College, team 2915, not only succeeded in making it to their division's finals but they won the Create Award for a Robot with a creative overall engineering solution. Their design stood out from the crowd with its tube collection mechanism and proved to be a hit with teams wanting to see something different.

Rangitoto College, team 2901, cemented last year's victory in the Autodesk Inventor CAD (Computer Aided Design) Competition by winning the title again this year. This proves that New Zealand has the formula right and that the support teams are receiving the training they need from our industry partners.

Hundreds attend Washington D.C. ANZAC Day Dawn Service

Korean War Veterans' memorial Around 450 people attended an Anzac Day dawn service at the Korean War Veterans' memorial in Washington D.C on Monday 25 April EST.

In his address at the dawn service, New Zealand Ambassador Mike Moore spoke of the "mateship" that existed between Australia and New Zealand service men and women.

"This bond is getting stronger, not weaker," he said.

The Ambassador also spoke of the need to remember not only the ANZACs of the past but those that served the country today.

"There is much to admire about the younger generation. They too, remember".

As with Anzac Day services around the world, the number of people who attend dawn service in Washington DC continues to increase.

Wreaths this year were laid by the governments of the United States, Turkey, Korea, the United Kingdom, Canada, and France, as well as by a number of expat organisations including New Zealand's KEA (Kiwi Expatriates Abroad) Association.

U.S. Memorial Day Service at Auckland War Memorial Museum

The United States Veterans Club of New Zealand will hold its annual U.S. Memorial Day Service at Auckland War Memorial Museum's Hall of Memories on Sunday, May 29 2011, at 2 p.m. The club has laid wreaths at the Auckland War Memorial Museum every year since 1948, and this year's commemoration will mark the 63rd anniversary of the first U.S. Memorial Day service in Auckland.

All are welcome to attend the ceremony at the Museum (you don't have to have a link to the U.S. military). But in particular, if there are veterans of U.S. military service in the region, Veterans' Club President Mike Riley would like them to come along – and to join the club, to help ensure this important link between the U.S. and New Zealand continues to be commemorated.

Society of American Travel Writers (SATW) Convention 2011, Wellington, 7 - 12 November 2011

In a joint venture with Air New Zealand, Tourism New Zealand and Positively Wellington Tourism some 500 North American Travel Writers are heading our way in November.

This is the biggest group of media ever hosted in New Zealand from North America and whilst they will have their core convention in Wellington but will also be travelling around New Zealand from top to bottom see and experience first hand what our great country has to offer their readers and followers.

For more on what they are doing have a look at www.SATWNewZealand.com

Do you have a product that is relevant to market to these writers and want to help? If so please contact:

Martin Boland, Convention Bureau Manager at Positively Wellington Tourism, Martin.Boland@WellingtonNZ.com or call on +64 4 916 1219.

OTHER NEWS BRIEFS & SUCCESS STORIES WITH USA

[Hawaii's IDG Tapped for Major NZ Geothermal Project](#)

[IBM donates tech to university to boost NZ telescope project bid](#)

[Obamas thank NZ company for coin gift](#)

[United States consumers opting for supermarket private labels](#)

[Kiwi exporters to benefit at United States border](#)

[North America forest resources edge higher](#)



Pernod Ricard New Zealand proud supporter of AmCham.

World-class business know-how up for grabs

A golden opportunity to acquire the management skills needed to succeed in the globally competitive marketplace is being offered through the 2011 Prime Minister's Business Scholarships. Last year's scholarship winners are now studying at Harvard, INSEAD, University of Sydney, the Wharton and London Business Schools, and others. Don't miss this opportunity to grab some world-class learning for your business. Applications close 7 June 2011. [Find out more...](#)

Canterbury Chamber finalist in 2011 World Chambers Competition

This year's finalists in the 2011 World Chambers Competition Best International Project category will cover a wide range of topics when they present their projects to an international judging panel during the 7th World Chambers Congress.

The selected projects are inspirational and innovative, while demonstrating that they fulfilled specific needs and objectives of the chamber, their SME member community, and/or the local economy.

The Canterbury Employer's Chamber of Commerce (New Zealand) – Recover Canterbury, the role of a Chamber of Commerce when disaster strikes. Within just a few hours of the 2010 September 4 earthquake, the Canterbury Employers' Chamber of Commerce was mobilized to operate as a key reference point for the region's businesses. This project demonstrates the unique and vital role a Chamber of Commerce can play in an overall goal of protecting and enhancing the business community. This program has shown that the valuable relationships formed before the disaster enabled the chamber to respond rapidly, sensibly and creatively.

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Commercial News USA

The May/June issue of Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at http://thinkglobal.us/pdf/2011_05_may_jun.pdf

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

See also www.exportyellowpages.com

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

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

Looking for info on China – AmCham South China reports available.

The American Chamber of Commerce in South China has launched the 2011 "White Paper" on the Business Environment in China and 2011 Special Report on the State of Business in South China on March 1st, 2011. Both are available to download at no cost.

<http://www.amcham-southchina.org/amcham/static/publications/specialreport.jsp>

<http://www.amcham-southchina.org/amcham/static/publications/whitepaper.jsp>

From NZ Trade Centre – www.newzealandtradecentre.com

Plastics for Australia/Canada/USA

A Centre visitor from Australia is looking for a NZ manufacturer of a specialised lid for a standard 10 L bucket for farm use. The manufacturer needs to be able to produce the mould and end product. This visitor is a distributor into North America of specialised plastic utensils for use in the agricultural, small farm and lifestyle block sectors. He distributes to both end users and to niche suppliers.

Honey, sustainable & renewable for U.S.A.

A recent visitor to the Centre recently and has now returned to the U.S.A. and has contacted us. He is interested in importing Manuka Honey to the U.S.A. and either be a direct distributor end customer, or be a distributor to retailers. Currently he is undertaking a market study to see if he can promote manuka honey for its healthy properties. He has a personal interest in the health properties of honey and its place in healthy living He is also interested in its healing properties for wounds, particularly MRSA wounds. This enquirer is also interested in exploring any other products the Trade Centre promotes that fit into his philosophy of sustainability and renewable.

For more info contact: info@newzealandtradecentre.com

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TRAVEL

BUSINESS TRAVEL

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

Business World Travel is a member of the American Express Travel Service Network.

Qantas commences its Sydney to Dallas Fort Worth (DFW) non-stop service on 16 May. The four-times weekly service replaces the airline's Sydney – San Francisco service, and places travellers right into its' OneWorld partner American Airlines' Texan hub, allowing excellent connections to the East Coast (including all 3 New York area airports and the Caribbean). A morning connection from New Zealand is available in Sydney, however at 15hrs 25mins this is one of the world's top ten longest non-stop flights. That makes the route more suited to travellers who have business in Australia en-route.

Qantas reminds us that their luggage allowance to and from the US is 2 pieces at 23kg each. This includes their daily Auckland to Los Angeles flight.

Both **Air New Zealand** and **Qantas** have excellent seat sales out to the US this week. Ticketing of Air New Zealand's levels is 07 May, and Qantas is 22 May 2011. Travel on various dates throughout much of this year. We are offering as much as 30% off economy class and 25% off premium Economy fares to the US on Air New Zealand services. When you make your booking with us ask our BWT Consultants about complimentary frequent flyer membership on both airlines.

Business travellers can also save around \$1000 per trip for their company when flying **Qantas** or **Air New Zealand** business class to the US. Both airlines have introduced the 21-day advance purchase airfare on an ongoing basis. So for organised travellers whose focus is cost containment, and who have their meetings and appointments in place well in advance, its worth locking in this fare.

For clients holding **meetings in Auckland** with visitors from around New Zealand or Australia, consider keeping your delegates or colleagues at the airport. Rather than the \$160 round trip taxi fares (at peak times), we've been planning more and more meetings at Auckland airport, rather than having everyone face the traffic! The best meeting venue is Villa Maria Winery, however the hotels Jet Park Inn and Holiday Inn have been joined by a new name from this week, the **Sudima Hotel**, which opens off George Bolt Drive. All these hotels have good meeting space and well priced rooms.

Stopping over in Los Angeles doesn't need to be devoid of any culture! We use the Luxe Sunset Boulevard Hotel (a good spot for restaurants and bars), and over the next couple of months the hotel is providing entrance tickets to the breathtaking Getty Museum, a boxed lunch to take with you and transfers to the Museum. Ask your usual BWT Consultant for details.

To enhance our Corporate Executive Leisure service and bringing even greater value to our clients we have brought to New Zealand 'Travel with Kidz', a specialist group from Australia featuring exactly what it says, travel for families! We'll feature bespoke itineraries for families who want that special memorable experiences. Itineraries feature a lot of great ideas for summer and winter travel in the US. Contact our **Travel with Kidz** specialist Tanya Warman kidz@bwt.co.nz - or telephone 09-5293700.

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>

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

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

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

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



MEMBER NEWS

Business travel cover gets an upgrade

Business travel insurance is changing. In 2011, corporate travellers are scoring coverage which could see their benefits substantially increase.

Smart companies are catching on to the changes within business travel insurance to access protection against a broader range of risks. The days of a simple policy covering personal accident and sickness expenses, cancellations and theft are long gone. A policy being relaunched by ACE Insurance Limited (ACE) illustrates the point. It is a policy which is designed to benefit the insured company, its employees and their families. It provides flexible coverage options to suit business needs and includes upgrades from previous ACE policies.

Search and Rescue Expenses are a good example of a new coverage available. In its updated policy, ACE provides financial protection if an insured person is reported missing and it becomes necessary for a rescue provider or police authorities to instigate a search and rescue operation. ACE would reimburse the policyholder up to \$20,000 per insured person, up to a maximum of \$100,000, in respect of certain costs incurred by a recognised rescue provider or the police authorities.

Matt Bouzaid, ACE NZ Accident & Health Manager, said: "We've updated our cover in response to requests from brokers and clients, and after consultation with the ACE Claims team. New covers have been developed and existing covers enhanced to meet evolving needs. For business travel insurance policies bound or renewed after 1 June 2011, we are pleased to extend our policy in a number of areas, such as covering the costs associated with search and rescue operations."

Another new feature relates to coverage for the cancellation or curtailment of travel due to the unexpected death or serious sickness or injury of an insured person's close relative, business associate or travelling companion. Some policies may exclude this coverage if the death or sickness is a result of a pre-existing medical condition. However, if the event is unexpected the ACE Business Travel Insurance policy will cover the cancellation or curtailment expenses in this situation.

"When tragedy falls upon a loved one, or when your colleague is struck down with an illness, we believe it is critical that as your insurer we respond. Having the confidence that cancellation expenses are covered takes one less stress away from what can be a highly distressing situation," said Bouzaid.

Please refer to ACE's website at www.aceinsurance.co.nz for the most updated financial strength rating.

Travel cover essentials

- Personal Accident and Sickness Cover
- Kidnap and Ransom/Extortion Cover
- Hijack and Detention
- Medical and Additional Expenses and Cancellation and Curtailment Expenses
- Emergency Travel Assistance
- Loss of Deposits
- Baggage/Business Property, Electronic Equipment, Deprivation of Baggage and Money/Travel Documents
- Alternative Employee/Resumption of Assignment Expenses
- Personal Liability
- Rental Vehicle Excess Waiver
- Political & Natural Disaster Evacuation
- Missed Transport Connection

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Lockheed Martin Engages Local Businesses at New Zealand Industry Day

Industry Capability Network (ICN) and the Investment Team of New Zealand Trade and Enterprise arranged the 'Lockheed Martin Engagement with Industry Day' on 9 March. This was a major initiative with a US multi-national looking for new technology and products for their programmes and global supply chains. Around 80 people from over 50 New Zealand companies attended the briefing, which was lead by Marilyn Hewson (Executive Vice President of Lockheed Martin Electronic Systems) and her team of senior executives.

The briefing was followed by 63 'speed-dating' type meetings where the New Zealand companies had a 15 minute opportunity promote their product or service one-on-one to the Lockheed Martin Staff.

Business NZ in conjunction with Lockheed Martin held a reception for business leaders and government officials on the evening of 9 March, which Minister Groser also attended. Minister Groser commended NZTE on the initiative and noted helping get NZ companies in the global supply chains of major global corporations was an initiative he fully supported.

(Continued on page 7)



ace insurance

New 2011 Business Travel Insurance

aceinsurance.co.nz

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US Government invests in New Zealand green energy technology

The United States Department of Energy (DOE) has, through North West Energy Innovations based in Oregon, invested US\$2m in a wave energy project using technology developed by IRL in New Zealand.

Wave Energy Technology NZ (WET-NZ), a collaboration between IRL (83.8%) and Power Projects Ltd (16.2%) and supported by the Ministry of Science and Innovation and EECA, has over the past three years proved the operating concept by trialling a one-fifth size wave electrical generation device anchored off Taylor's Mistake in Christchurch. The device was recently upgraded to a quarter-size machine and operated successfully for 90 days, generating electricity with no down time.

The technology is different from other wave energy converters in that the machine is anchored to the sea floor and recognises water movement, which through the use of on-board hydraulics, converts water energy into electricity, says IRL Deputy CEO Drew Stein.

"We are working directly and closely with North West Energy Innovations in Portland and the DOE as this project progresses. Our research program involves building a half-size device which is being manufactured by Stark Brothers in Christchurch."

This machine, when completed in June and after testing off Akaroa, will be relocated and anchored to the sea floor off Moa Point in Wellington. IRL will ship another set of control and hydraulic components to the USA where they will be installed in a half-size device built to IRL's design, which will be anchored to the sea bed off the Oregon coast, he says.

"We anticipate that once these devices have proven themselves under the strict USA Department of Energy review processes then licences for the wave energy converter will be signed. Future sales are predicted to be worth hundreds of millions of dollars to the New Zealand economy.

"The wave energy converter technology is protected by international patent applications including an application in the United States. A patent has already been granted in New Zealand and IRL is anticipating all design, control and hydraulic components will be manufactured by New Zealand companies and exported around the world.

"Demand for clean, green energy has never been more economically important nor in more demand and therefore there is a ready-made market for this type of electricity generating device," says Drew Stein.

Hilton Queenstown and Kawarau Hotel open

The new Hilton Queenstown and neighbouring Kawarau Hotel, managed by Hilton, in Queenstown's new Kawarau Village are now open for bookings and stays from Thursday 19 May 2011.

The newly built and stunning properties will be the only Queenstown hotels positioned directly on the shores of Lake Wakatipu in the year-round resort town. They are located just 5 minutes drive from the airport and 15 minutes drive from both the centre of town and The Remarkables Ski Area access road. A further four ski areas are in close proximity. Hilton will run a shuttle services by water and road into Queenstown centre.

Each hotel has a sunny, northerly aspect and offers glorious lake or mountain views. Both hotels are within the newly built Kawarau Village. In addition to many exciting in-house food and beverage outlets — including the Hilton Queenstown's signature restaurant Wakatipu Grill, helmed by renowned New Zealand chef Peter Thornley and Me & Mee Noodle Bar located in the Kawarau Hotel, managed by Hilton — Kawarau Village offers more dining options, including The Lake Counter cafe, grocery & deli and Stacks Pub.

Baldwins

Baldwins welcomes three new partners to the firm. [Click here](#)

New Members

Lockheed Martin, Wellington - **Peter Coker**, Director, International Business Development – a global security company that employs about 126,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. www.lmco.com

P. S. Drummond Ltd, Auckland - **Peter S. Drummond**, Director – Vehicles, classic type used for fundraising events

Recording Industry Association of New Zealand Inc, Auckland - **Chris Caddick**, Chief Executive Officer - a non-profit organisation representing the rights and interests of major and independent record producers, distributors and recording artists throughout New Zealand. www.rianz.org.nz

People on the move

Franz Mascarenhas is leaving NZ to join the Divisional team of **Hyatt International**, Asia Pacific. He will be moving to Shanghai for an interim assignment that will assist with the opening of a brand new Hyatt Andaz in Shanghai, the first of the Andaz brand to be launched in Asia Pacific

(Continued on page 8)



Supporting Amcham

(Continued from page 7)

Michael Eckhart has retired from **ACORE** and is now Managing Director at **Citigroup, Inc** in New York City.

Joe Kaesshaefer has been appointed Commercial Counselor, U.S. Commercial Service, in Australia, and New Zealand (based in Sydney), taking over from David Murphy in July.

New Zealand Trade and Enterprise has made a number of senior appointments, to lead its work to grow New Zealand businesses in international markets. **Grant McPherson**, General Manager, Strategy;

Peter Fenton, General Manager, Customers; **Tim Green**, General Manager, International; **Hans Frauenlob**, General Manager, Products and Services; **Suzanne Stew**, General Manager, Internal Partners

EVENTS & SERVICES

Shipley Wins - Why do 'Best' bids fail?

In April, AmCham member Shipley NZ provided a select group of members with a half day workshop "Why do 'Best' bids fail?" AmCham would like to thank Euan Stitt and Jeremy Pollard from Shipley and Baldwins for the use of their offices for the event.

Back: Philip Thoreau, Ian McIntosh, Jeremy Pollard,
David Tombs, Mike Hearn, Euan Stitt

Front Jason Cordelle and Mark Rosevear



FOR YOUR DIARY

- 5th May – Business execution seminar with Results.com, at AUT, Auckland
- 25th May – AGM & reception at Westpac, in Auckland
- 26th May – Network USA half day forum at the Rendezvous Hotel, Auckland
- 2nd June – AmCham Trade Forum, at University of Otago, Auckland
- 8th June – "Why Yoobee" see the technology of tomorrow today, reception, Newmarket, Auckland
- 13th June – DHL Express reception with their RWC Ambassador Sean Fitzpatrick, at Ernst & Young, Auckland
- 14th July – Annual AmCham – DHL Express Success & Innovation Awards dinner in conjunction with Qantas at the Pullman Auckland Hotel

US NZ CONNECTIONS IN NEW ZEALAND

OSAC New Zealand

Membership of OSAC New Zealand is **free** for US companies and provides members with advices of Special Notices re security warnings, threat analysis and other security advisory services. For more info on OSAC see www.ds-osac.org (there is also a New Zealand county specific site at this website) or contact OSAC New Zealand Secretariat, Mike Hearn on tel: 09-309-9140 or email mike@amcham.co.nz

Kiwi Expat Association – www.keanewzealand.com

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

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

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

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

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

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

Can you Count? Because you do...

Just as a quick, important aside – **KeaNZ** have launched their 'Every Kiwi Counts' campaign aiming to ensure all of our talented offshore Kiwis stay connected with home. Be sure to register your fine selves by clicking the following link <http://www.everykiwicounts.com/> or if you reside here in NZ, please do send on to all and sundry who are still over the seas

World Class NZ Wrap-up

For those of us lucky enough to attend, the WCNZ Awards evening was steeped in celebration, not only for our Kea NZ Founders Sir Stephen Tindall and Dr David Teece with it being Kea New Zealand's 10th anniversary, but also for our esteemed Kiwi entrepreneurs who were recognized as making a real impact in their respective industries on the global stage.

In front of a distinguished black-tie crowd of over 600, the Supreme award was presented to Ophthalmologist Dr Howard Harper – humanitarian extraordinaire who has been instrumental in restoring sight to thousands of people from some of the world's poorer nations.

For the second time only, a 'Friends of New Zealand' award was also presented to Rt Hon Lord Denman who has quietly supported all things Kiwi and is still going strong (he has just celebrated his 90th birthday) - pretty inspiring indeed.

The Presentation Day was just as amazing, with insights from the likes of Dame Judith Mayhew Jonas, Derek Handley, Sam Morgan and Sarah Robb O'Hagan – all hugely inspiring and superb to listen to. For more info, [click here](#)

Seeking work:

Garrick Heuer - I am a US citizen who has recently immigrated to New Zealand with my family from the Silicon Valley area of California. I am an Information Technology professional with 20 years of experience working primarily in growing companies where I develop technical infrastructure and provide information technology services. I work as both a hands-on technical resource as well as focus on growing and managing IT teams. I have a broad understanding of technologies from the network to the desktop, both front office and back office, with experience working in a range of industries and environments. Rather than having a pure technology focus I take a strategic view using business analysis and project management techniques to develop technology tools to meet business needs.

My most recent experience was 9 years growing the IT infrastructure and services of a biotechnology company from a 25 employee startup to an international organization of 500 people with US\$175 million in revenue. In this role I had responsibility for building and operating the company's technical infrastructure as well as hiring and managing a team that consisted of over a dozen engineering and support staff members. I am looking for opportunities to leverage my experience in Information Technology Infrastructure or Management for an organization either based in the US and doing business in New Zealand or a New Zealand business that will appreciate my experience working in the US. I would enjoy discussing with you your information technology needs and how I might contribute to your efforts. Email: gheuer@heuerint.com Mobile: 021 082 79974

Seeking mentors for young Kiwi students

Interested in contributing to the development of the next generation of Kiwi thinkers and business leaders? This is your chance. World Mentor New Zealand is an educational not-for-profit that connects Kiwi students with global business mentors in the NZ expat community. Join our project as a volunteer mentor, share your life experience, and help a Kiwi student see the opportunities in the world around them.

Since 2007 our programme has been making a real difference to success of students in New Zealand, and this year we are again looking for mentors for 14- and 15-year old students across 12 high schools in NZ. Previous mentors rave about their experience and the results of the programme – would you be the next to mentor a high school student?

World Mentor New Zealand is not-for-profit charitable trust, started to help Kiwi kids learn about the world around them and share some of the global experiences of our expat community. We have been connecting mentors with high school students in New Zealand since 2007, improving student confidence, giving mentors an insight into the thinking of the youth of today, and helping students develop an appreciation for the life paths in the world around them.

What does it take to become a mentor? Only about an hour a week of your time, for nine weeks starting in April, from your computer at any time that suits you - it's simple, and designed with busy professionals in mind. You will receive online training, and very brief, easy to read one-page weekly materials to discuss with your students. You will also have a chance to talk to like-minded experienced mentors, from the global KEA community, and will pick up valuable mentoring skills for your personal and work life.

For more details see: www.worldmentor.net/NZ

American Friends of Christchurch seeking donations

The American Friends of Christchurch (AFOC) is an initiative that supports broad-based earthquake-relief efforts in Christchurch, N.Z. The stakeholders in AFOC include representatives from business, education, policy, and other not-for-profit organizations. AFOC is presently an activity of the U.S.-N.Z. Council, a nonprofit entity with Section 501(c)(3) status from the U.S. Internal Revenue Service.

The board is co-chaired by Sen. Evan Bayh & Peter Watson with Ambassadors Rich Aramitage & Susan Schwab, Ernest Bower, Myron Brilliant, Ian M Phillips, Dr Cal Cohen, Rep. Cal Dooley, Peter S Drummond, Dr John Hood and John Mullen.

To donate →



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The American Friends of Christchurch is presently an activity of the United States-New Zealand Council, which is a tax-exempt organization under Internal Revenue code Section 501 (c) (3)



Supporting
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Rugby World Cup 2011 Official Hospitality

Rugby World Cup 2011 is rapidly approaching. Don't miss your chance to support the Eagles at the biggest sporting event this year.

A range of exciting Official Hospitality packages are currently available for the USA games on Sept 11 (vs Ireland in New Plymouth), Sept 15 (vs Russia in New Plymouth) and Sept 23 (vs Australia in Wellington). Choose from a four-course fine dining experience or the recently re-launched low-cost range of informal, stand-up hospitality packages.

Limited packages for quarter-finals, semi-finals and the Final are also still available. No minimum purchase required.

To find out more, please contact Rugby Travel & Hospitality on +64 (0) 9 539 5300 or email hospitality@rth2011.com



TAXATION MATTERS

United States Federal tax update

By Gina Wallace, Director of NZ US Tax Specialists Ltd

New reporting requirements were recently introduced for United States persons holding foreign financial assets exceeding US\$50,000 in the aggregate.

Form 8938 is required to be attached to the income tax return being filed for taxable years beginning on or after January 1, 2011.

Failure to file will result in a penalty upwards of US\$10,000 and potentially as much as US\$50,000 for repeated breaches of this reporting requirement after IRS notification of a breach.

It should not be long before the new Treasury regulations covering the future obligations of foreign financial institutions (FFIs) are released. Significant lead time is required to enable FFIs to prepare for the new requirements affecting them from 2013 and it is expected that the regulations will be introduced in 2011 and 2012.

Late April 2011 the IRS also announced that enforcement of the new return preparer rules has commenced, with the initial focus being on preparers with criminal convictions.

A comparison of Preparer Tax Identification Numbers (PTIN)s against a database held by the IRS' Office of Professional Responsibility identified 19 preparers either whom have criminal convictions that they failed to disclose upon applying for a PTIN, or whom had already been permanently enjoined from preparing returns. Those preparers have twenty days to respond with documentary evidence as to why they shouldn't have their PTIN revoked.

Also under the spotlight are returns received that have irregular preparer details. Such irregularities being checked include incomplete preparer information, for example, the absence of a PTIN or preparer signature, and/or numbers other than PTINs being furnished.

The new return preparer rules apply to any person who receives compensation for preparing all, or substantially all, of a United States tax return or disclosure. Penalties for non-compliance start at US\$50 per offence, including for such offences as failure by the preparer to sign a return he/she prepared, and are capped at US\$25,000 per annum.

Also announced in April 2011 is that the IRS and the Treasury Department are inviting taxpayers' recommendations for possible incorporation in to the Guidance Priority List. This is a list published annually by the United States' government covering issues that the IRS plans to address in an annual process, the next period being July 1, 2011 to June 30, 2012.

Comments are required to be submitted by 1 June 2011.

Marketing Opportunities for Members

For more details - phone 09 309 9140

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

and 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