

AMCHAM NEWS

American Chamber of Commerce in New Zealand

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Volume 11 Issue 5

July 2012

New look AmCham

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

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

All members should have received their passwords so please go online and make sure your information is correct. www.amcham.co.nz

AmCham President Stephen Titter advised members at the AGM that these changes unfortunately meant that the Event Manager role has been disestablished, however Kathryn Michie will be working with us on contract for our big awards event (9th Aug). I would like to acknowledge the significant contribution made by Kathryn over the last five years. Kathryn is looking for opportunities so if you can assist her please contact her on Mobile: 027 221 3229 or Kathryn@amcham.co.nz

Finalists Announced for the 2012 AmCham-DHL Express success & innovation Awards

2012 has seen another strong group of entrants covering diverse range of products and services from water to wine, nutraceuticals to salmon, software technology to kilns & baggage handling systems.

Trade with the USA continues to run around the \$9 billion mark however over the last year we have seen more New Zealand companies entering the US market, setting up offices and hiring staff. It has also been a very positive year for inbound investment with a record number of nominations for the Investor of the Year to or from the USA award.

The awards will be presented at a black tie gala dinner at the Pullman Hotel Auckland on **9th August**. **Robert Tapert** (Hercules, Xena & Spartacus) will be the keynote speaker with **David Slack** as the MC.

For detail and tickets see www.amcham.co.nz

The finalists are:

Importer of the Year : Cavit & Co Limited, Nature's Sunshine Products (NZ) Ltd, Seychelle Water Filter Ltd, Tidd Ross Todd Ltd

Investor of the Year to or from the USA: Endeavour Capital Ltd, Fiserv, Inc. General Electric (GE), Mighty River Power Ltd

Exporter of the Year to the USA \$1 to \$500,000: Abel Software Ltd, Red Witch Analog Ltd

Exporter of the Year to the USA \$500,001 to \$5m: BCS Group Ltd, Kono NZ LP, Mt Cook Alpine Salmon Ltd, Vista Entertainment Solutions Ltd, Windsor Engineering Group Ltd

Exporter of the Year to the USA over \$5m: Natural History New Zealand Ltd, Serato Inv LP, TRU-TEST Ltd, Yealands Estate Wines.

One of the above will be chosen as the Supreme winner.

In addition to **AmCham**, **DHL Express** and **Qantas Airways**, the awards are supported by: [Baldwins and Fonterra](#)

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US-NZ defence arrangement signed

Defence Minister Jonathan Coleman and US Secretary of Defense Leon Panetta today signed the Washington Declaration, a new defence cooperation arrangement, at the Pentagon in Washington DC. [Read full release >>](#)

[Back to being friends with benefits](#)

[Marines visit cements ties with US](#)

Congressional staffers visit

In early June a group of US Congressional staffers visited New Zealand for a famil to meet with business and government. AmCham hosted a roundtable lunch for the group who were:

Lori Harju, Senior Advisor, Congressman Kevin Brady (R-TX)

Andrew House, Communications Director/Senior Policy Advisor, Congressman Devin Nunes (R-CA)

Mary Knigge, Professional staff member on House Agriculture Committee (Congressman Collin Peterson D-MN)

Adam Pase, Executive Director, New Democrat Coalition (Congressman Joe Crowley D-NY)

Kevin Warnke, Legislative Assistant, Congressman Ron Kind (D-WI)

James J. Williams, Legislative Assistant, Congressman Kenny Marchant (R-TX)

AmCham would like to thank **Jordy Almgren & Microsoft** for hosting the lunch.



APCAC Presents Award to Secretary Clinton for Furthering US Business Interests in Asia

The Asia-Pacific Council of American Chambers of Commerce (APCAC), which consists of 27 member AmChams in 21 economies, presented US Secretary of State Hillary Clinton with an award honoring the outstanding contributions she and the Department of State have had in furthering U.S. business interests in the Asia-Pacific region.

"The APCAC membership recognizes and appreciates the US government's renewed focus on Asia, and Secretary Clinton's leadership on economic statecraft. We also appreciate the time the Secretary spent with many AmCham representatives earlier this year at the Global Business Conference hosted at the State Department. APCAC is honored to work in partnership with the Secretary, her team in Asia, and the key members of the executive branch in showing that strengthening U.S. business in Asia spurs job creation in the United States," said Steven Okun, Chairman of APCAC.

"In addition, we are grateful for the time you spend with AmCham members when you travel abroad, such as in this visit and addressing more than 300 attendees with AmCham Vietnam," added Mr. Okun.

During its Washington door knock in June, APCAC also recognized the bipartisan support for growing US business in Asia by presenting its Congressional award to Rep. Dave Camp.

"Through the passage by the Congress and signing into law of the US-Korea Free Trade Agreement, the launching of the Transpacific Partnership talks, engagement with Myanmar, and other initiatives to strengthen U.S. business in Asia and spur job creation in the United States, 2011 was a banner year for the US business community in Asia," said Tom Clark, APCAC Vice Chair for Washington Relations, APEC and TPP.

The APCAC membership manages trade volumes in excess of US\$ 400 billion and direct investments (FDI) of nearly US\$ 300 billion in the Asia-Pacific region. Each June, APCAC brings representatives of American business in Asia to Washington for a "door knock" where we advocate our key issues to lawmakers and opinion makers.

Trans Pacific Partnership

The debate in New Zealand around the benefits and issues of TPP has hotted up over the last month with the New Zealand Herald running a special report on TPP, the contentious areas and the implications for certain sectors. USTR Ron Kirk recently "confirmed important progress" has been made at the latest round of negotiations. In the last month both Mexico and Canada have been accepted into the negotiations, giving the agreement greater value, however the new entrants will have to sign on to what has already been negotiated as well as dealing with the contentious areas.

Important Progress Made at TPP Talks in San Diego

The United States and its eight TPP partners made important progress at the 13th Trans-Pacific Partnership (TPP) negotiating round that concluded today. The talks, which were held July 2-10, continued the march forward toward conclusion of the more than 20 chapters under

(Continued on page 3)

Logistics for
the future NOW



SCHENKER

(Continued from page 2)

negotiation between the United States, Australia, Brunei, Chile, Malaysia, New Zealand, Peru, Singapore and Vietnam. The TPP Agreement is a key trade initiative of the Obama Administration, which is seeking to support jobs for American workers by boosting American exports to the dynamic Asia-Pacific region, promote manufacturing, innovation, and entrepreneurship, and at the same time, reflect in the agreement important values on key issues such as worker rights and the environment. [Read more:](#)

USTR Introduces New Copyright Exceptions and Limitations Provision at San Diego TPP Talks

A Growing Trans-Pacific Partnership

From the US Chamber of Commerce

Atop the U.S. trade agenda today is the Trans-Pacific Partnership (TPP), an agreement that promises to rationalize U.S. supply chains across Asia and the Americas. The reason the United States is so interested in closer trade ties to Asia is simple: Two billion Asians joined the middle class in the last 20 years, and they are terrific potential customers. The International Monetary Fund estimates that the world economy will grow by \$22 trillion over the next five years, and nearly half of that growth will be in Asia. [Read the Full Text Here.](#)

[U.S. Trade Representative Kirk Welcomes Canada and Mexico as a New Trans-Pacific Partnership Negotiating Partners](#)

[U.S. Races to Prevent Doha-Like End to Trans-Pacific Trade Talks](#)

[Leaked TPPA document leaves NZ position on software patents unclear](#)

Global Economic Statecraft Day

By Tom Nides US Deputy Secretary of State

In the months since you joined us here at the State Department for the Secretary's Global Business Conference, we've been working to respond to the input you provided. I'm writing today to tell you about some of the exciting efforts today.

You suggested that we work to spread the "economic statecraft" message around the world. I'm delighted to report that we've taken this message to heart. The Secretary has declared today, June 14th, Global Economic Statecraft Day. On Global Economic Statecraft Day, our embassies and consulates in over 130 countries are holding nearly 250 events focused on economics and job creation, ranging from a trade and investment fair in Tunisia to an American food fair promoting agricultural exports in Nagoya, Japan. Both President Obama and Secretary Clinton have released [video messages](#) to commemorate Global Economic Statecraft Day, and we hope you will celebrate the day as yet another opportunity to reach out to your local U.S. embassy or consulate to partner on Economic Statecraft.

I also wanted to provide an update on some of the programs and initiatives we launched in response to your input. The [Direct Line](#) program offers U.S. companies direct and regular interaction in video/tele-conferences with U.S. ambassadors in key markets, with over 15 calls completed in countries from Gabon to Canada and many more scheduled for the coming months. We have added pages to nearly every embassy website focusing on resources for U.S. business. And we continue to collect input from all of you on new initiatives and ideas to better serve U.S. companies abroad – please feel free to write back with any comments, questions or suggestions.

New social media from Washington

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

ISSUES & SUCCESS STORIES WITH USA

Issues

[Tom Nides op-ed on HuffPost: Ten Ways American Foreign Policy Creates American Jobs](#)

[Protectionism Is Back](#)

Success stories with the USA

[Kraft spent \\$207.3m on Cadbury NZ as part of global takeover](#)

[NZ Universities score in 'world class' rankings](#)

[NZ web-based auto parts solution enters US market](#)

[Delegat's signs AT&T as network partner](#)

[Kiwis invited to contest SuperNova Awards](#)

[Endace strategic review points to bigger focus on US market](#)

[Silicon Valley boot camp for leaders](#)

[Nuplex raises US\\$105m in US private placement](#)

[Odyssey Marine gets 12% of Chatham Rock in charter payment](#)

[FedEx nurtures the next generation of Kiwi entrepreneurs](#)

[Enghouse Systems Limited acquires Zeacom Group Limited](#)

[IBM joins government's Infrastructure as a service panel](#)

[Letting go to grow](#)

[Government inks agreement for Microsoft products, cloud services](#)

[US experience for startup kings](#)

[Fulbright scholar continues Native American Connection](#)

[What Valley VCs want](#)

[Smile Today, Herepin tops at Startup weekend](#)

[Kiwis flock to US BA training company](#)

[2degrees announces Maori scholarship winners](#)



Pernod Ricard New Zealand proud supporter of AmCham.

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Commercial News USA

The July/August issue of Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at <http://cnusa.thinkglobal.us/issue/69328>

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

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

From NZBio www.nzbio.org.nz

NZBio as hosts of ABIC 2012 are pleased to announce that registrations are 'OPEN' for ABIC 2012 and looks forward to welcoming speakers, registrants, sponsors and exhibitors from all over the world to a region of biotechnology excellence. ABIC 2012 will be held in Rotorua 2-6 September 2012 and the theme for this year's conference is 'Adapting to a Changing World'.

From NZTE - www.nzte.govt.nz

[The inside story](#)

Hundreds of search engine algorithm modifications are released every year. In this NZTE exclusive, Chief Engineer at Google, New Zealander Craig Nevill-Manning, explains how Google operates, and how using search technology can boost exports.

From World Wide Access www.world-wide-access.com

[Nature Baby Extends Range Exported to the USA](#)

From Export New Zealand

US tech market tips and insights

Last month Stephanie Moakes of ExportNZ reported on the Kiwi Landing Pad in San Francisco and how it is helping Kiwi tech start-ups get into the US market. More recently, Stephanie visited an inspirational little firm that has set itself up in Palo Alto, the heart of Silicon Valley. Dan Knox, Kiwi and Co-Founder of Science Exchange, shared his experience and insights with Stephanie. [More...](#)

[Ben Ridler - gamification in the USA](#)

[Ben Anderson - taking your business to the US](#)

TRAVEL

US Service Security Update

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

Kauri Cliffs receives 100 point perfect score

Jay Robertson advises "One of my proudest moments since being here in New Zealand, came last month with the news of Kauri Cliffs receiving a 100.00 point perfect score for guest service from Travel + Leisure Magazine – the first perfect score in the magazine award's 17 year history! Kauri Cliffs was awarded the Best Service Hotel in the World, a huge achievement for the entire team.

Jay is relocating north to Kauri Cliffs. Kerry Molloy is now the General Manager at The Farm at Cape Kidnappers, and Shaun Cawood and Tatsio Franco are Lodge Managers at Matakauri Lodge and The Lodge at Kauri Cliffs

Houston City Council decision affects United Airlines planned Houston-Auckland service

Auckland Airport has been advised by United Airlines that, due to Houston City Council's decision to add international flights at the city's second airport, William P. Hobby Airport, it is likely they will shelve growth plans out of their Houston hub at Bush Intercontinental Airport.

Regrettably, this decision by United Airlines to halt growth plans, and review the USD700 million terminal expansion it had planned at George Bush International Airport, will likely impact on the previously announced Continental B787 service to Auckland. That service, while originally due to start in November 2011, has been unable to commence because of ongoing delays in the delivery of aircraft.

Auckland Airport's chief executive, Simon Moutter, said, "It is very disappointing that this important new service connecting New Zealand to the United States has been caught up in a local Houston dispute over airports. It is equally frustrating that the delays in the delivery of the B787 aircraft have meant that the service was not already well underway by now."


Mr Moutter said, "We firmly believe that New Zealand needs more air-capacity to North America and more carrier choice, and that Auckland remains an attractive proposition for airlines. We'll continue to talk to United about options to connect to Auckland, and we will now increase our level of engagement with other carriers to explore a number of viable opportunities. We are confident of converting one of these opportunities in coming months."



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Enjoy Qantas service to Los Angeles, New York and Dallas

Qantas operates flights from Sydney to Los Angeles, New York and Dallas. Connecting flights from Auckland, Wellington and Christchurch are available on Qantas and partner airlines*

*Christchurch/Sydney flights operated by Jetstar

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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 launched their Global Seat Sale featuring very good savings for travel which includes **USA** and full-service to Australia, for purchase by 30 July 12. Travel dates range from 23 July and includes travel in 2013 for the advance planner amongst our readers. Economy to Los Angeles is from NZ\$1201 plus taxes/fees around \$500.

Qantas has an outstanding offer for Qantas Frequent Flyer and Qantas Club Members which offers valet parking at Auckland airport this month. For only \$20 per day you'll receive all day covered parking, a complimentary car groom, use of the Qantas Premium Check-in and Qantas Club Lounge access in Auckland for you and one travel companion. Plus you earn frequent flyer points on every Qantas airfare irrespective of how low the airfare is. A valet booking is recommended on this offer – either through your usual BWT Travel Consultant or directly on 0800 759 929.

Whilst on **Qantas** their very popular **Sydney to Dallas-Fort Worth** flight has just been increased to a daily service. The flight lands at one of the largest hubs for their **One World partner American Airlines** and with its proximity to the East Coast and the Caribbean it is a very efficient choice to the US.

Air New Zealand has changed its frequent flyer upgrade programme, now branded 'One-Up'. This system requires Airpoints members to bid for what you think an upgrade is worth. The new system allows payment for upgrades as cash or Airpoints dollars, which is ideal for less frequent travellers who can also bid for upgrades and pay cash. Gold Elite Airpoints members can retain the old system for one class upgrades on a space available basis only; the confirmed upgrade facility has been removed. Complimentary upgrade vouchers based upon your Frequent Flyer status still form a part of the programme.

Skytrax has just announced their annual 'best dressed' awards for the airline industry. This is a truly international award and not centric to Europe, US or Asia as many other awards are and so it has a degree of urbane reliability. We've been spoilt from New Zealand with two top ranked airlines Air New Zealand and Qantas as the predominant international airlines, however both have dropped well out of their usual Top 10 position to 15th (Qantas – 8th in 2011) and 17th (Air New Zealand 7th in 2011). Having said that there are no US based international airlines in the Top 20, so we're not too hard done by locally.

The Top 5 international airlines across all cabins are:

1. **Qatar Airways** (QR –based in Doha).
2. Asiana (OZ-second Korean based airline)
3. Singapore Airlines (SQ)
4. Cathay Pacific (CX)
5. ANA (NH – Tokyo based).

The best international First Class award went to Qatar; Best Business Class - Cathay Pacific (which has an outstanding new Business Class), Best Premium Economy – Qantas; Best Economy Class - Singapore Airlines. Best in-flight entertainment – Emirates. Best US domestic airlines 1. Virgin America (VX) 2. Westjet (WS) and 3. Alaska Airlines (AS).

Tokyo's American Club has been fostering a sense of community among its Members and their families since it was established in 1928. With more than 3,500 Members from 50-plus nations, the Club offers a diverse range of cultural, business and recreational activities and amenities in the heart of Tokyo. But now you don't have to be a member to enjoy the Tokyo American Club. This large and well located Club offers meeting spaces and restaurants including Decanter Restaurant, as well as bistro and teppan choices. The prestigious club is well located at Azabudai, Minato-ku, Tokyo. Whether forging new friendships, exploring the culture, enjoying a superb meal or seeking a calm respite from the bustling city, the Club provides rich experiences for everyone.

BWT – Executive Leisure department will assist with your personal travel and family holidays. We have a wealth of experience with all aspects of the vacation market – cruises, resorts, spas and .memorable family breaks. Give us a call.

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

Reviewing your Corporate Travel? Call our Team:

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**BUSINESS
WORLD TRAVEL**



MEMBER NEWS

Congratulations to: Sir Ken Stevens, winner of Exporter's Champion Award

Forty years after starting out in business, self-made man Sir Ken Stevens has won the inaugural award, Exporters Champion for Exemplary Services to Export, at the Air New Zealand Cargo ExportNZ Auckland Awards 2012.

A 'this is your life' presentation acknowledged Sir Ken from childhood through to starting out in business in his late 20s with two small children, and growing it - Glidepath - forward to today's global success.

Sir Ken was New Zealand 2007 Export Champion and knighted the following year for services to export.

Since then he has led trade missions to China, Vietnam and Malaysia, and addressed countless occasions to encourage businesses and inspire students.

Senior Hotel Executive of the Year

Jeffrey van Vosselen, Managing Director of the Langham Hotel Auckland, was named Senior Hotel Executive of the Year at the New Zealand Hotel Industry Conference Awards.

Growth spurt for Kea New Zealand

The global Kea New Zealand team has doubled in size following the recent appointments of two new Co-directors for North America and a new Community and Events Manager for UK and Europe. In addition, Kea HQ in Auckland has the pleasure of welcoming Sam Mickell as Project Director on social media strategy.

Scott Compton and Jenny Clad will lead Kea in North America, with Scott based in the San Francisco Bay area and Jenny in Washington, DC. The two Regional Co-directors bring an enormous amount of talent and passion to the role as part of Kea's drive to increase members and grow global connections with Kiwis and friends of New Zealand around the world.

You can read more about Jenny, Scott, Bridgid, Todd, Sam and the rest of the Kea New Zealand team [here](#).

PAE New Zealand Wins Contract Worth up to \$100 Million to Support the U.S. Antarctic Program

PAE New Zealand has been selected by prime contractor Lockheed Martin to operate and maintain the support infrastructure for the United States Antarctic Program (USAP).

The National Science Foundation (NSF), an independent U.S. government agency, manages the U.S. Antarctic Program, through which it coordinates all U.S. scientific research on the southernmost continent and aboard ships in the Southern Ocean as well as related logistics support. Antarctica's remoteness and extreme climate make it a unique "natural laboratory."

Under the new contract, PAE New Zealand will work with Lockheed Martin to provide a cost-effective, streamlined service at Christchurch, New Zealand, that supports en route people and equipment, medical facilities, research vessels, construction projects and remote sites in and around Antarctica. They will also modernize some technologies used in the transport of people and cargo to and from the Antarctic region.

"PAE New Zealand is proud to work with more than 2,000 program participants involved in valuable research in Antarctica who will transit through Christchurch to and from Antarctica as part of the U.S. Antarctic Program" said Philip Orchard, PAE New Zealand CEO. "Our New Zealand team is excited to ensure the Antarctic Program continues to reach and even surpass its research goals."

PAE New Zealand provides facilities management and operational support services throughout New Zealand and is active in the defence, local government, education, healthcare, manufacturing, energy and commercial sectors.

With its national office in Wellington and operations throughout New Zealand, PAE New Zealand directly employs about 330 staff as well as a large subcontractor workforce. It is part of the PAE group of companies that provide global stability & development, infrastructure management solutions and defence support services with over 6,000 employees worldwide.

AUT University students win Microsoft Imagine Cup

AUT-led Team Mobile Eye has won the 2012 Microsoft Imagine Cup impressing the judges with software it developed to help the blind.

The team; AUT graphic design major Jade Tan, AUT maths and engineering student Aakash Polra and Auckland University software engineering student In-Hwan Kim, beat 15 other teams to win the opportunity to represent New Zealand at the worldwide Microsoft Imagine Cup finals in Sydney in July.

Scott Wylie, Director of the Developer and Platform Group for Microsoft New Zealand says Team Mobile Eye stood out with its imagination, passion, creativity and a well thought out solution to address the issues faced by people who are blind.

"The team is now aiming for the Worldwide Finals and we expect the international World Wide Finals and we expect the international judges will be very impressed with this New Zealand team's work."

Team leader Aakash Polra said, "Our software solution is simple – take a photo of your surroundings and hear your phone describe it to you. The technology however is a little more extensive. We have completed our first prototype and our mobile app is currently in use by a few



Supporting
AmCham

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MEMBER NEWS (Continued from page 6)

blind users in Auckland.

The Microsoft Imagine Cup is the world's largest technology competition, challenging students from around the globe to develop technologies that help solve the world's toughest problems. Now in its 10th year, it is a truly global competition with more than 358,000 students from 183 countries participating.

AmCham Role of Honour

Founding Members:

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

25 Year + members:

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

New Members

Discover the World Marketing, Auckland – **Chris Jones**, Director - Discover the World Marketing is a company at the center of a new dialogue in global travel outsourcing and distribution. In our world of people and technology, we have combined our talented local travel professionals with exciting online technology to produce new solutions that help our clients increase profits, open new markets, retain and grow relationships, solve problems and service needs. www.discovertheworld.com GSA for www.usairways.com

EROAD Ltd, Auckland – **Brian Michie**, Director/Manager Business Development - EROAD is a fully integrated technology, tolling and services company. In 2009 the company implemented the world's first network-wide GPS/Cellular based road charging system. The EROAD solution encompasses a certified GPS/cellular product combined with an internet based service and transaction gateway. EROAD offers an extensive range of web based value-added services to commercial operators to monitor key business drivers including fuel consumption, driver compliance, fleet operations and safety indicators. www.eroad.co.nz

First American Financial Corporation & First Mortgages Services Ltd, Auckland – **Jonathan Flaws** - Title Insurance and Services. Providing comprehensive title insurance, closing/settlement, property data, and technology solutions. www.firstam.com www.firstms.com

People on the move

Selina Deadman is the new National Sales Manager at **DHL Express**

Air New Zealand has appointed **Christopher Luxon** as its next Chief Executive Officer taking over from current Chief Executive Officer **Rob Fyfe** at the end of December.

Jannine McCabe is the new Policy Officer (USA and Canada) at the Americas Division of **New Zealand Ministry of Foreign Affairs and Trade**

Mike Hobbs is the new Corporate Accident & Health Manager, Australia & New Zealand at **Ace Insurance**.

DLA Phillips Fox has appointed **Rob Enright and Kerry Anderson** as Resource Management Partners in Auckland.

Fletcher Building has appointed **Mark Adamson** to take over from **Jonathan Ling** as CEO.

Endace's Jason Moore and Tim Nichols have moved to Silicon Valley where they have set up an office.

Deloitte has appointed **Mike Hawken** (Dunedin) and **Dave Shadwell** (Wellington) as Partners.

The Icehouse has appointed **Claudia Batten, Sean Simpson, Bernie Crosby, Sally Synott and Tim Williams** as Board members.

Adobe has appointed **Richard Hooper** (NZ Business Development Manager), **Earl Tipene** (Solutions Consultant) and **Owen Harris** (Senior Web Experience Management Consultant)

FOR YOUR DIARY

26th July Auckland CEO's lunch (by invitation only)

30th July Joshua Funder, GSB Ventures round table event, Auckland

9th August 2012 AmCham – DHL Express Success and Innovation Awards dinner at the Pullman Auckland, supported by Qantas.

13th August Leading from the middle – with mid-market CEO's talking about the importance of mid-market Kiwi companies to the future prosperity of the NZ economy. Panel discussion with GE Capital Managing Director, Aaron Baxter, Deane Manley, Managing Director, NZ Crane Group, at Deloitte in Auckland.

21st August Auckland CEO's lunch (by invitation only)

23rd August Fortunes Most Admired panel event with Hay Group in Auckland

19th Sept Auckland CEO's lunch (by invitation only)

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

US Elections

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

With the 2012 Elections just 5 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

Global leaders Address Cleantech Innovation and Debate Energy Independence at Inaugural Savannah International Clean Energy Conference

The Savannah International Clean Energy Conference, to be held in Savannah, GA, from Nov. 11-13, 2012, is slated to be a dynamic interaction among the world's top investors, innovators, corporations and government agencies to capitalize on the shifting economic, political and environmental forces shaping the new energy landscape.

Keynote speakers include, Thomas A. Fanning CEO of Southern Company the largest electricity supplier in the southeast United States, Retired Vice Admiral Dennis McGinn President of the American Council on Renewable Energy (ACORE) and Nicholas Parker, chairman of the Cleantech Group. Attending dignitaries include Governor of Georgia Nathan Deal (invited) U.S. Senator Johnny Isakson (R, GA), and Savannah Mayor Edna Branch Jackson and representatives from 18 countries.

To be held at the Savannah International Trade & Convention Center, the three-day event will cover topics ranging from cleantech financing, utility grid deployment and energy efficiency to the rise of natural gas, and will propel global players into the next phase of cleantech deployment with new knowledge, high profile connections, and a demonstration of the southeastern United States' great opportunities for clean energy economic development.

With over eighteen clean technology clusters from around the world committed to attending the conference, the dialogue promises to be truly global, stimulating, and relevant to today's decision-makers.

A culminating part of the conference will be The Global Cleantech Cluster Association Annual Later Stage Awards ceremony, highlighting winning companies in 10 categories who were named "Best in Class" by more than 30 global cleantech investor judges who manage \$3.5 billion in cleantech capital.

For more information about the Savannah International Clean Energy Conference, please visit the event website at: <http://www.savannahcleanenergy.com/index.php>

If you are interested in taking part or attending the event, or have questions about the event, the Atlanta Australia, New Zealand, American Chamber of Commerce is ready to assist. Please contact Doug Miell, president, at president@anzaccatlanta.org or Andrew Schoppe, board member, at 612-850-7777 or andrewschoppe@yahoo.com

About the Atlanta Australia-New Zealand American Chamber of Commerce (www.anzaccatlanta.org)

The Australian New Zealand American Chamber of Commerce (ANZACC) in Atlanta, GA, USA, is dedicated to strengthening trade, tourism and business links between three great nations. ANZACC offers a unique opportunity to Aussies and Kiwis "Down Under", and those new to the southeastern United States, to network and foster business opportunities for themselves, their companies, and their countries in the southeastern United States.

Unlimited Investment Challenge

The annual unlimited Investment Challenge is now open to businesses wishing to attend the free workshops (Chch, Wgtn & Akl - July). Registration is now open to attend these free workshops <http://www.unlimited.co.nz/investmentchallenge>

Now in its sixth year the **Unlimited Investment Challenge** is open to established business owners who are seeking investment or education on how to grow their business. This unique programme is designed to deliver value to registrants through free interactive workshops, engagement with business experts and entrepreneurs and, ultimately the opportunity to pitch for their requirements to a panel of qualified stakeholders.



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Countdown "Breakfast of Champions"

The **Countdown "Breakfast of Champions"** is a John Walker "Find Your Field of Dreams" [FYFOD] initiative, as Sir John who is Chair of FYFOD won the 1500 metre Gold at the 1976 Olympic Games in Montreal. The FYFOD Board of Trustees thought it would be a great idea to hold a breakfast function to coincide with the running of the 2012 Olympic 1500 metre final timed for 9.15 pm on the 7 August GMT. We believe that this event will be the "Blue Ribbon" event of the Olympics .

The 1500 Metre final will be shown live in the Auckland Room of SKYCITY in the company of some of this country's most decorated Legends - Sir Murray Halberg, Sir John Walker, and Sir Peter Snell who will speak live via a satellite link from his home in Dallas.

The idea is to have the "Three Knights" share the drama, the tension and the ultimate thrill of winning the Olympic Gold with the breakfast guests. The final countdown, the walk from the holding room out to the track, their last thoughts - any doubts, what their race plan was - all will be revealed.

The cost per table is \$800 incl GST, or \$696 net of GST, for a plated full english breakfast which we believe is good value. Individual tickets and be purchased for \$85 including GST or \$74 net of GST. I also would venture to say it might be the last opportunity to get these three Olympic greats in the same room ever again.

The Auckland Room seats 700 and it is the Boards desire to fill it to capacity . If you are able to purchase a table or purchase individual tickets that will also be very much appreciated.

The event is now open for bookings through Ticketek via the Field of Dreams website: <http://www.fieldofdreams.org.nz/home.aspx> or 0800 Ticket (842 538).

Can you help mentor a high school student?

Mentoring is a leadership style that helps you have successful interactions with friends, colleagues and family members. How do you practice the art of being a successful mentor?

Start by mentoring a Kiwi high school student! Join World Mentor, an e-mentoring charity that has enjoyed success bringing learners and mentors together.

"The programme was rewarding and educational - a good way to get in touch with what's affecting teenagers today & a valuable experience for mentors" – Rhonda, Mentor 2011

The programme in 2012 runs from July until September, and World Mentor provides complete training on helping you develop the skills of a successful mentor. We need you to volunteer to connect with an emerging student leader, and discuss life, education and success - just an hour a week for 10 weeks over the Internet is all it takes.

Enjoy the rewards that come with empowering a student.

Achieve results that education alone cannot.

Give a young person the benefits of learning from your experiences.

The programme will start on the 3rd week of July and your registration must be in by 14th July to start (very brief but useful) mentor training.

Register your interest at www.worldmentor.net/nz today!

Seeking work

Alexander Mignacca - Bachelor of Arts and Bachelor of Business Conjoint (Ba/Bcom) looking for a financial analyst position. Three years sales experience in the motor industry. Passion for sales and a strong customer service focus. Contact: a.mignacca89@gmail.com or 021-226-6009

TAXATION ISSUES

IRS announces new International Company Regulations.

In order to prevent companies from forming foreign affiliates that become a lower-taxed foreign company rather than a higher-taxed U.S. company the Internal Revenue Service has issued a new set of temporary regulations.

In early July the IRS issued temporary regulations that govern the determination of "substantial business activities" in a foreign country in which "the corporation is created or organized" The new regulations are meant to determine if a foreign corporation has substantial business activities in a foreign country, if the company is determined to not have substantial business activities the IRS will designate the corporation a "surrogate foreign corporation", in previous regulations the test were considered to be "facts and circumstances test" such test are open to interpretation. Under the new temporary regulations an expanded affiliated group will have substantial business activities in the foreign country only if at least 25% of the group employees, group assets, and group income are located or derived in the relevant foreign country.

While New Zealand is not considered a tax haven country the regulations may inadvertently impact the taxation of a New Zealand company that has a parent company in the United States. These changes may greatly change the taxation and compliance requirements of subject companies. If your company may be subject to the new regulations it is advisable that you review your international tax structure with a professional international tax adviser. Even if you believe you are not subject to this particular regulation it is always advisable to review your tax structure on a regular basis.

Thomas Carden is an International Tax Manager with New Zealand United States Tax Specialists. He has 17 years of Tax and Financial Services Experience.



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Ideas and innovations in social media and digital communication

The PROJECT [R]evolution

AUT Conference Centre, Wellesley St, Auckland – 30, 31 August 2012

The conference website is up <http://the-project.co.nz> and registrations are open (also already online: [Facebook](#) and [@theprojectnz Twitter](#)). Search #ProjectRevolution on Twitter.

The PROJECT [r]evolution is a new conference in Auckland designed to explore and discuss the role social media, digital engagement and innovation plays in societal change.

The conference's 2012 over-arching theme will investigate whether social media brings about change through massive upheaval (the Arab Spring) or incremental change through the survival of the fittest (Facebook/Google/Twitter). In short, is it revolution or evolution? The theme will change every year.

The PROJECT [R]evolution offers much more than a chance to hear, mingle with and learn from truly world class minds. It provides a platform on which to nurture and promote a culture of innovation and help support NZ players who will be instrumental in driving the global business community forward.

The PROJECT [R]evolution will inspire and motivate New Zealand thought leaders, business heads, government influencers and media change-agents. It will also offer many delegates the chance to hear from truly world-class minds for the first time in this country.

The [Embassy of the United States of America in Wellington](#) was the catalyst for this event. They saw the need for a more advanced conference than was being offered on the topic, where digital natives could meet, discuss and hear from world-class minds. The US Embassy joined forces with [Social Media NZ](#), New Zealand's authority on digital media and technology, later adding the academic might of [AUT University](#) to the partnership to form a co-operative partnership.

Speakers include:

Alec Ross - Senior Advisor for Innovation to Secretary of State Hillary Clinton

Emily banks - Associate managing editor for Mashable (the World's #1 Tech blog)

Michael T Jones - Chief Technology Advocate, Google

Richard MacManus – Founder/former Director of Read Write Web (a global top 10 Tech blog)

Professor Jim Macnamara - Deputy Dean, School of Arts and Social Sciences, University of Technology Sydney

Christopher Barger - Senior Vice President, Voce (Former director of global social media for General Motors and manager of social media initiatives and corporate communications for IBM)

Martin Hirst - Associate Professor, journalism, Deakin University Daniel Neely - Senior Advisor for the Wellington Emergency Management Office (WEMO).

Topics include:

The conference will be fresh, thought-provoking and relevant.

- 1: Social media, mass media and digital communication trends
- 2: Monetization – How, where, why and why not.
- 3: Mobile – The impact of mobile and location-based services in future
- 4: Social media and Maori/Pasifika – Impact, participation or non-participation
- 5: Social media in government – Political, diplomatic and public policy.
- 6: Legal and personal – Security, privacy and protecting intellectual property

Marketing Opportunities for Members

Don't forget members have the opportunity of:

Platforming your visiting CEOs by having them speak to AmCham
Sponsoring an events including the Annual Success & Innovation Awards Dinner

Sponsoring a professional speaker / Launching products/service through AmCham

Hosting of Forums / Sustaining Member Events or Committee meetings

Use us for your Event management / Advertising in our monthly newsletter

Direct mail or fax marketing to members

For more details - phone 09 309 9140

Don't forget your Membership gives you access to:

- ◆ Key advisors on tax, immigration, setting up a company and doing business in the USA
- ◆ Possible sources of equity.
- ◆ A network of several thousand companies who are trading with the USA
- ◆ The U.S. Chamber of Commerce which is the world's largest business federation representing 3 million businesses with over 8,000 Chambers of Commerce throughout the USA.
 - ◆ 112 AmChams in 99 countries including 27 in the Asia-Pacific region.
- ◆ Free global membership to Regus Plc's 1,000+ serviced offices worldwide, including over 400 in the USA.
- ◆ Discounted costs & special rates for remitting foreign exchange through AFEX - Associated Foreign Exchange Pty Ltd