

AMCHAM NEWS

American Chamber of Commerce in New Zealand

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Farewell for the Rt Hon Dr Lockwood Smith

AmCham recently hosted a farewell reception in Wellington for the former Speaker of the House, the Rt Hon Dr Lockwood Smith. AmCham President Stephen Titter presented Dr Smith with a plaque in recognition of his outstanding commitment to global trade liberalisation; advancing NZ - US relations; and for his support of the American Chamber of Commerce in New Zealand Inc, during his Parliamentary career.

AmCham would like to thank Deloitte for hosting the reception.

TPP Negotiations Shift into Higher Gear at 16th Round -From USTR

At the close of the 16th Round of Trans-Pacific Partnership (TPP) negotiations today, chief negotiators reported that they had achieved the goal set for the round: to put the negotiations on an accelerated track toward conclusion of a next-generation, comprehensive agreement in the 2013 time frame envisioned by President Obama and the Leaders of the ten other TPP countries.

Through the TPP, the United States is seeking to help establish a trade and investment framework that supports U.S. job creation by addressing the issues faced by U.S. stakeholders in the 21st-century, promoting U.S. competitiveness, and expanding U.S. trade in the dynamic Asia-Pacific region. The United States also is seeking to advance core U.S. values in the agreement, such as transparency, labor rights, and environmental protection.

U.S. Chief Negotiator and Assistant U.S. Trade Representative Barbara Weisel reports that building on the consensus the TPP countries have already achieved on a significant number of the issues under negotiation, during this round the 11 delegations intensified their drive to find mutually-acceptable paths forward on the remaining issues in the legal texts of the agreement. As a result of active intersessional engagement, and the pragmatism and flexibility shown by all countries during this round, the delegations succeeded in finding solutions to many issues in a wide range of areas such as customs, telecommunications, investment, services, technical barriers to trade, sanitary and phytosanitary measures, intellectual property, regulatory coherence, development, and other issues. With this progress, some negotiating groups, including customs, telecommunications, regulatory coherence, and development will not meet again to discuss the legal texts in future rounds and any remaining work in these areas will be taken up in late-stage rounds as the agreement is finalized. This will allow the TPP countries to concentrate their efforts on resolving the most challenging issues that remain, including related to intellectual property, competition, and environment.

The 11 countries also made progress during this round in continuing to develop the comprehensive packages that will provide market access for goods, services and investment, and government procurement. Productive exchanges occurred on tariff packages on industrial goods, agriculture, and textiles, as well as on rules of origin and how best to promote the development of regional supply chains in order to benefit companies based in the United States and the other TPP countries. In addition, negotiators discussed each country's proposals to open services and investment and government procurement markets. The 11 countries agreed on additional intersessional work to build on market access advances made since the last round, to continue movement toward outcomes consistent with the high level of ambition that Leaders agreed to seek.

On March 6, the TPP negotiations adjourned temporarily so that negotiators could engage with the more than 300 stakeholders from TPP countries who registered to join the stakeholder events in Singapore. In response to stakeholder requests, Singapore arranged both for direct stakeholder engagement with negotiators and for 60 stakeholders to make presentations on a wide variety of issues. Also that day, Weisel and fellow Chief Negotiators briefed stakeholders and took questions on the substance and process of the TPP talks.

In mid-April, TPP Trade Ministers will meet on the margins of the APEC Trade Ministers meeting in Surabaya, Indonesia to discuss progress to date and provide further guidance to negotiators. As the negotiations draw to a close, high-level officials will be more actively engaged with one another on ways to address the remaining sensitive issues.

The 17th round of TPP negotiations will be held in Lima, Peru, from May 15-24.

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Ambassador Moore, Secretary of State John Kerry speak in support of Ross Sea Marine Protected Area

New Zealand Ambassador to the United States, Rt Hon Mike Moore, and United States Secretary of State John Kerry recently spoke in support of a joint New Zealand/United States proposal to establish the largest Marine Protected Area in the world in the Ross Sea. Ambassador Moore and Secretary Kerry spoke, alongside Australian Foreign Minister Bob Carr, at a reception at the National Geographic Museum ahead of the screening of the film „The Last Ocean“ by New Zealand filmmaker Peter Young.

At 2.27 million square kilometres (890,000 square miles), the MPA would be roughly three and a half times the size of Texas and almost nine times the size of New Zealand. It would include a 1.6 million square kilometre (612,000 square miles) no-take area: almost four times the size of California, and six times the size of New Zealand.

“We are very proud of the United States/New Zealand proposal for a Ross Sea Marine Protected Area (MPA),” said Ambassador Moore. “The proposed MPA, if agreed by the members of the Convention on the Conservation of Antarctic Marine Living Resources at its Special Meeting in Germany this July, would be the largest in the world.” “Our joint proposal is born out of a shared commitment to protection of the Antarctic environment,” Ambassador Moore said. “It balances conservation, fishing and research interests, and represents the best chance of successfully establishing an MPA in this important region.”

[Secretary of State John Kerry's speech](#)

2013 United States-New Zealand Pacific Partnership Forum Future Partners Programme

The 2013 United States-New Zealand Pacific Partnership Forum, to be held in Washington, DC from 19 to 21 May 2013, will bring together over 200 game-changing leaders from government, business, the media and non-profit organizations in a global dialogue. Organized by the United States | New Zealand Council in Washington, DC and the New Zealand United States Council in New Zealand, the Partnership Forum will combine innovative presentations, off-the record discussions, outstanding networking opportunities as well as tangible examples of what's next.

The Future Partners programme is a component of the Partnership Forum and its purpose is to enable a diverse group of emerging American and New Zealand leaders to participate fully and contribute actively to the discussion in the Partnership Forum. Their participation will encourage diversity of view and new thinking at the event, as well as assist a new generation of leadership to develop interest in global issues and in the NZ-US relationship, and gain new insights and connections.

20 places will be offered to New Zealand participants aged 20-30 who are studying or working in either New Zealand or the United States. Of these 20 places, up to 10 places will be reserved for current or former Fulbright grantees including those studying in the United States. Accommodation and most meals during the Forum will be provided. Selected participants who are New Zealand based will be provided with air transport to and from Washington, DC by the Royal New Zealand Air Force. Participants resident in the United States or elsewhere will need to personally meet the costs of transport to and from Washington, DC.

Selection of participants will be based on the applicant's past experience, future plans, ability to participate in the Forum and reasons for doing so, and desirable attributes such as strong interpersonal skills, ambassadorial qualities and leadership qualities and potential.

Applicants must submit a completed application form and a letter of reference. For further information see the application pack or visit www.fulbright.org.nz/futurepartners

Middle-earth making its mark with US travellers

Last week we held a [webinar](#) on North America. Read [Gregg Anderson's, GM Western Long Haul Markets editorial](#) about the encouraging results being seen in the US that demonstrate the impact of TNZ's recent 100% Middle-earth campaign.

Destination New Zealand no.1 on US prime-time TV

New Zealand's stunningly beautiful landscapes and adrenaline pumping activities were broadcast to 9.2 million US viewers as the New Zealand episode of [The Amazing Race hit no.1](#) on major American broadcast channel CBS last night.

Software firms go to Washington to defend patents

Software patents, facing new scrutiny in the US, drive innovation and protect huge investments by developers, representatives of software companies said during a Capitol Hill briefing

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SUCCESS STORIES WITH USA

[Kiwi Campervan Company celebrates first year in the USA.](#)

[Scientists' long-term collaboration with NYC](#)

[Franklin River Rafting Named Best River Trip by US Mag](#)

[Kiwi firm among world's most ethical](#)

[Y&R Group Launches Public Relations Agency PPR in North America](#)

[MEA Mobile: Yale Entrepreneurial Institute Corporate Partner](#)

[Booktrack CEO Paul Cameron on setting up shop in San Francisco and New York](#)

[Kiwi company backs US methanol plant](#)

[Waikato University ditches Telecom for mobile, signs 2degrees](#)

[Million milestone for Kim Crawford Wines](#)

[American fast food chain plans major NZ expansion](#)

[Pacific Edge sees \\$100m revenue from US in five years](#)

[Kiwi cloud company wants Silicon Valley millions](#)

[Kiwis' \\$US600K Kickstarter project seen through to commercial launch](#)

[Cloud companies Batchbook, Xero join forces](#)

[Security newcomer makes inroads at local banks](#)

[Unitec students employed by IBM](#)

[A little bit Kiwi in San Francisco](#)

[Mi5 security first in NZ to adopt Vodafone's Global SIM](#)

[Jade wins big US contract for port software](#)

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/i/108787>

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

for details and support contact Janet Coulthart: janet.coulthart@mail.doc.gov

From NZTE – www.nzte.govt.nz

America's Cup Investment Showcase

NZTE will be hosting an America's Cup Investment leveraging event to showcase New Zealand growth stage companies to a large audience of Silicon Valley investors across all industries.

The Showcase will occur on the Emirates Team New Zealand base during the America's Cup Racing in September 2013.

The America's Cup will be one of the most anticipated events of the Year in San Francisco, and NZTE's Investment Showcase will attract senior investors from Silicon Valley to partake in the exclusive event on the Emirates Team New Zealand Base. Up to 15 companies will have the ability to introduce their company on the Emirates Team New Zealand stage. If you're a start-up or growth stage company, you may ask yourself why you should apply for the Showcase. The reasons are clear and simple.

- Exposure
- Our selection panel includes some of the top VCs and entrepreneurs in technology. Participation will give you immediate and intimate exposure with some of the leading minds in the valley.
- Training
- In an effort to help you get the most of the opportunity, we will be conducting intensive pitch training so that you are best prepared for the US market.
- Press
- Many journalists will be covering the America's Cup and will be looking for interesting storylines.
- Events
- Selected companies may attend special events with VIPs, and other activities through our America's Cup leveraging as well as participate in other opportunities to meet investors and seasoned entrepreneurs in intimate settings.
- Prestige
- The showcase acceptance is a competitive process.

The online application is now open and can be accessed here:

http://business.newzealand.com/northamerica/en/news-and-events/news/ac_investmentshowcase/



ace insurance

Business Travel Insurance

aceinsurance.co.nz

From Worldwide Access

Mumi&Bubi Brand Store on Amazon.com

There's now an official Amazon brand store for Mumi&Bubi: amazon.com/mumiandbubi. The Solids Starter Kit from New Zealand firm Mumi&Bubi has been a consistent top 5 best-selling item in its category on Amazon.com. This is well-earned recognition by Amazon, and a boost for the Mumi&Bubi brand in the USA.

Citta Design Store on Amazon.com

There's now a Citta Design store on Amazon.com in the USA: amazon.com/cittadesign World Wide Access exports Citta Design premium New Zealand-designed homeware to the USA, including towels and bags perfect for beach, spa or lodge, gift-boxed leather wallets and purses, and a range of Tokyo-inspired table placemats. Citta Design products are available in the USA at ShoppingMoa.com.

Building the The Village Press Brand in the USA

It's exporting with World Wide Access that's building our brand in the USA. I don't think The Village Press would have anything like this profile in America if we were still trying to do it ourselves," said Wayne Startup of The Village Press.

MEMBER NEWS

Online membership database plus companies trading with USA

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

Five New 25 Year Members added to role of honour

The following companies will be recognised for their support at this year's awards dinner.

Dun & Bradstreet (New Zealand) Ltd
Federal Express Pacific Inc
Wallenius Wilhelmsen Logistics AS

Ernst & Young Ltd
Qantas Airways Ltd

New Members

Philip Morris (New Zealand) Ltd, Auckland – **Christopher Bishop**, Manager Corporate Affairs - the leading international tobacco company, with products sold in more than 180 countries. www.pmi.com

Stamford Plaza, Auckland – **Nigel Clarke**, Director of Sales & Marketing - 5-star hotel with four restaurants - Knights On Albert all day dining restaurant in a contemporary setting overlooking Knights Lobby Bar. Kabuki is the elegant and theatrical Teppanyaki restaurant, for modern Thai cuisine - Grasshopper and Sansui for traditional Japanese cuisine. The recreation centre, located on Level 11, is complete with indoor heated swimming pool, whirlpool spa, sauna and state of the art gymnasium, plus, you will enjoy the stunning views over the cityscape and Waitemata Harbour. <http://www.stamford.com.au/spak/>

The Hon Rob Talbot

AmCham was saddened to hear of the passing of The Hon Rob Talbot who had been a great supporter of AmCham. Rob was a former Chair of The New Zealand American Association (Inc.) in Wellington. Our sympathies go to his family.

Taewa researcher tracks crops to United States

A Massey University researcher will travel to the United States later this year to better understand the history of taewa (Māori potato), kumara, and Indian corn. [Read more...](#)

Sally Anderson Pleased to officially announce that I will be speaking on stage in Los Angeles, 7-10 March at Author 101 University - check out the video - <http://vimeo.com/58137759> promoting the event. Check out the author 101 website - www.author101university.com - the publishing event of the year not to be missed!

AmCham Role of Honour

Founding Members:

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

25 Year + members:

Ace Insurance Ltd, DHL Express (New Zealand) Ltd, Eagle Technology Ltd, Hesketh Henry, Kensington Swan, KPMG, The Langham Hotel, Dun & Bradstreet (New Zealand) Ltd, Ernst & Young Ltd, Federal Express Pacific Inc, Qantas Airways Ltd, Wallenius Wilhelmsen Logistics AS.



Pernod Ricard New Zealand proud supporter of
AmCham.

People on the move

Air New Zealand has appointed **Calum Laming** to the newly created role of General Manager Customer Experience.

EROAD has appointed **Frank Ridon** as General Manager New Zealand

John Hartmann, CEO of **Mitre 10** is leaving to return to the USA.

Medicines New Zealand has appointed **Philippa Davies** as Senior Advisor Science & Technical, and **Veronica Challies** as Senior Advisor Marketing & Communications.

Michael O'Brien has been appointed a Partner at **Kensington Swann**.

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

FOR YOUR DIARY

10th April - Auckland CEO roundtable lunch (invite only)

10th May – Auckland lunch with Theo Spierings, CEO of Fonterra Cooperative Group Ltd.

13th May - Auckland CEO roundtable lunch (invite only)

6th June – AGM and reception in Auckland at AUT University

8th August – AmCham-DHL Express Success and Innovation Awards, Auckland

Overseas Americans Week (OAW) 2013 - Our Week in Washington

Overseas Americans Week (OAW) was held during the week of February 11th, 2013. ACA and its sister organizations attended over 80 appointments with Congressional offices on the Hill in both the House and the Senate. The primary focus was to meet with members on the Ways and Means Committee the Senate Finance Committee and the Joint Committee on Taxation to advocate for our Residence-based taxation (RBT), a proposal that the ACA tax team has developed and refined over the past 18 months. ACA also raised issues concerning access to Banking, both overseas and stateside, Voting access, Citizenship transmission and other issues important to the overseas American community. A highlight event of the week was Congresswoman Maloney's, Co-chair of the Americans Abroad Caucus, introduction of legislation calling for a Presidential Commission to investigate the issues affecting Americans overseas. ACA will be engaging in a member supported effort to get support behind HR 597 in the weeks to come. However, you can make a first step in support of this legislation via [PopVox.Read more here](#)

Supporting Legislation HR 597: Commission on Americans Living Abroad Act

ACA recently showed its support of HR597 by endorsing the legislation on [PopVox \(www.popvox.com\)](#) a service, which allows voters and advocacy groups to electronically correspond with their Congresspersons and Senators -- **directly and immediately**. ACA strongly encourages all members, supporters and friends to register with POPVOX and show your support of HR597, legislation introduced by Representative Carolyn Maloney (D-NY) that would establish a commission to study the effect of federal legislation on Americans living overseas. [Read more here.](#)

Sir William Gallagher book launch



AmCham & **AUT University Business School** hosted a recent event in AUT's stunning new Sir Paul Reves building where Sir William was interviewed by AUT University Business School's Director, Business Relations, Sarah Trotman.

AmCham would like to thank Sarah and the Business School for their support of this event.


If you would like to purchase Sir William's book "legend" AMCHAM members can purchase a copy for the exclusive price of \$38.30. This price is valid until 26th April 2013.

Visit www.ubsbooks.co.nz and see the book in the sidebar. Click on the image and it will take you through to the product information where you can add the book to the shopping cart, then enter the quantity required and confirm order. In the confirm order page enter your details. In the comments section of this page members need to type the code AMCHAM01 (this will ensure they receive the correct price).

Note that throughout the ordering process the price will show at the UBS price of \$40.50. Please disregard this as the price will override to \$38.30 when we process the credit card transaction, as long as the code has been entered into the comments box. Freight for these purchases are as follows Whangarei to Hamilton \$3.00; Rest of North Island \$6.00 & South Island \$8.00

If members are unable to pay using a credit card, or are unwilling to use their credit cards for an internet transaction they are more than welcome to call us on (09) 366-4550 to discuss payment options – again they will need to quote the code AMCHAM01 over the phone.

If there are any questions, please do not hesitate to contact me. Hemi Ropata, Manager – AUT Campus Stores, University Bookshop Ltd, Phone: 64-9-368 5605; Email: hemi.ropata@ubsbooks.co.nz



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*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

V8 Supercars head to Texas! Now is the perfect opportunity to book our package to Austin for the inaugural V8 Supercars Race in May. Race days are 17-19 May 13 and our 6 night tour allows plenty of time to get to know Austin whilst attending the 3 days of racing action. Greg Murphy will join the tour and will be able to give his opinion from the drivers perspective throughout the weekend as well as potential pit tours and other amazing opportunities. Call your usual BWT Consultant or Erin O'Sullivan for details.

Hawaiian Airlines (HA) has commenced flights between Auckland and Honolulu this month and we see that the airline offers a number of connections onward from Honolulu to 10 mainland cities – New York, Seattle, Portland, San Francisco, Oakland, San Jose, Las Vegas, Los Angeles, Phoenix and San Diego. Connections and immigration/customs clearance in less congested Honolulu may well appeal to travellers. The airline has a seat sale for economy class travellers to New York on at present with fares from NZ\$1750 return (plus applicable taxes). Dates vary but generally exclude NZ school holidays. Hawaiian operates three times weekly between Auckland and Honolulu.

Demand is high for Hawaii this year and **Air New Zealand** has added additional capacity at the beginning of June by upgauging the Boeing 767 for the larger Boeing 777 aircraft. Air New Zealand operates 2 or 3 flights weekly dependent on the month.

LATAM, the Latin American airline consortium which has recently incorporated Brazil's **TAM** (a Star Alliance member) has announced that the entire group will join **OneWorld**. LAN, which offers non-stop services between Santiago and Auckland is already a OneWorld member. OneWorld members in our region include Qantas, Cathay Pacific and Malaysia Airlines.

United Airlines has amended its luggage allowance for First Class travellers. In general international and US domestic luggage allowances drop from 3 pieces to 2 pieces. Your usual BWT Travel Consultant has details.

Tax-free shopping Hawaiian style

If you're travelling through the international terminal in mid-March, you could be forgiven for thinking you've stepped into a Hawaiian luau. You haven't. In fact it's a celebration of all things summer and the launch of Hawaiian Airlines' service from Auckland Airport.

Passengers who spend more than \$100 at any participating airport store can spin the wheel to win Auckland Airport shopping vouchers. There will also be great deals to be had at a number of retail outlets including JR/DutyFree, DFS, Walker & Hall, Sunglass Hut, Adidas, TravelPharm, Kiwi Discovery and Ecoya.

A hula-hoop competition and ukulele players will also be on hand as entertainment. It kicks off on March 11, so keep an eye out for the marketing material around the airport.

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>

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



Hawaiian Airlines-AmCham Ambrose Auckland Golf Tournament



AmCham was delighted to welcome Hawaiian Airlines as lead sponsor of this year's Auckland Ambrose Golf Tournament was held on 15th February at The Grange. It was great to see some old friends returning as well as some new ones.

The winning team was Brake & Transmission NZ Ltd with Craig Thomas, Tolan Henderson, Wayne Crawford and Ian Carroll

Second was the Eagle Technology team

Third was the Accru Smith Chilcott team

Nearest the pin on 5Ath sponsored by Kern Mobile/Kerry Connors – Doug MacEwan

Nearest the pin on 15th – Tolan Henderson

Longest drive on 18th sponsored by Switch Utilities/Nick Yates – Neil Wilkins



The winning B & T Team

Our thanks to hole sponsors:

Hawaiian Airlines – Russell Willis

Wallenius Wilhelmsen Logistics AS – Richard Chiu

James & Wells – Ian Finch/Sarah Delaney

Prize sponsors:

2degrees Mobile – Eric Hertz

ASB – Graham Guy

Brakes & Transmission NZ – Craig Thomas

Ernst & Young – Ravi Kumar

Grange Golf Club – Jacques Nortje

NZFACT – Tony Eaton

Pernod Ricard – Mitchell Tweedie

Top ½ Agencies – Lester Clarke



Tana Umaga & Linda Holley

Carl Gray receives his Hawaiian Airlines Voucher



A very special thanks to:

Hawaiian Airlines – Russell Willis for sponsoring for \$500 travel vouchers for the winning team and a \$1,000 travel voucher as a business card draw that went to Carl Gray of BOC Gases.

Pernod Ricard New Zealand - Mitchell Tweedie for the wine with dinner.

Independent Liquor – Julian Davidson/Richard Casey for the beer & RTDs

James & Wells – Ian Finch/Sarah Delaney for the great hospitality on their hole

Our thanks to Mark & Judith in the office; Jacques & team in the pro-shop; Jesse & the bar staff; and the Michael and the Caterers at Grange Golf Club at the Grange for again making us so welcome.

Also thanks to my event managers Joan Smith and Linda Holley.



Mike Hearn, William Crosbie, Kerry Connors & Brian Mahony



Supporting AmCham