

AMCHAM NEWS

American Chamber of Commerce in New Zealand

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Volume 12 Issue 7

July / August 2013

Greenshell New Zealand wins Supreme Award at 2013 American Chamber of Commerce DHL Express Success & Innovation Awards

Prime Minister presents awards at gala ceremony celebrating New Zealand – United States trade relationship

The 14th annual AmCham DHL Express Success & Innovation Awards were recently held at the Pullman Auckland Hotel, with Greenshell New Zealand winning the Supreme Award for trade with the United States.

Greenshell New Zealand manufactures a range of innovative products marketed under the award winning Ikana brand, which add value to its organically grown Greenshell™ Mussels. The products are targeted at retail and foodservice sectors in key export markets, most notably the USA. The company is a family owned business which is transforming itself from mussel farm to branded food company.

“Greenshell New Zealand is an excellent case study of how New Zealand companies can evolve from commodity suppliers to added value exporters, selling premium products to customers around the world who are prepared to pay for them. The judges were highly impressed by the company’s disciplined and structured approach as it made this critical leap. Their new customer led business model has been responsible for a range of highly successful differentiated products, as well as clever market targeting and segmentation, backed up by high quality branding and packaging,” said Stephen Titter, Awards judge.

AmCham was delighted to welcome Prime Minister John Key to his first AmCham Awards dinner where he presented the three exporter awards.

Tim Baxter, country manager DHL Express New Zealand, who announced the supreme winner said, “In the transformation of their business, Greenshell has embodied the spirit of innovation, which is what we’re celebrating here tonight. In addition, the calibre of the category winners is incredibly high, which bodes well for forging successful business relationships between New Zealand and the US.”



AmCham DHL Express 2013 Supreme Award - Tim Baxter (DHL Express), Rt Hon John Key, Peter Vitosovich, Richard Bartley, Mark Ventress (Greenshell NZ Ltd)

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Supreme Award is chosen from the winners of each of the categories presented on the night. The complete list of winners follows:

- **Importer of the Year from the USA: Cavit & Co Ltd**
- **Investor of the Year to or from the USA: Foley Family Wines**
- **Exporter of the Year – under NZ\$500,000: C-Dax Ltd**
- **Exporter of the Year – NZ\$500,000 – 5 million: Greenshell New Zealand Ltd**
- **Exporter of the Year – over NZ\$5 million: Fisher & Paykel Healthcare Ltd**
- **Trevor Eagle Memorial Award – AmCham Supporter of the Year: Stephen Titter**
- **Supreme Award Winner: Greenshell New Zealand Ltd**

The AmCham DHL Express Success & Innovation Awards celebrate success and innovation in the export, import and investment sectors between New Zealand and its third-largest trading partner, the USA. Winners of the importer and exporter categories receive a return economy Class ticket on Hawaiian Airlines from Auckland to one of the following destinations of their choice: Honolulu, Maui, The Big Island, Kauai, Los Angeles, Las Vegas, San Diego, Seattle, San Francisco, San Jose, Oakland, Portland, Phoenix, Sacramento or New York.

In addition to AmCham, **DHL-Express and Hawaiian Airlines, the Awards are also supported by Baldwins, Fonterra, Prescient Marketing & Communications and Unlimited magazine.**

Ministerial Guidance Energizes Negotiators' Work During 19th Round of TPP Negotiations

Bandar Seri Begawan, Brunei – Trans-Pacific Partnership (TPP) negotiators intensified their work this week to close gaps between them as directed by their Ministers, who met last week in Brunei Darussalam to discuss possible landing zones on remaining sensitive and challenging issues and sequencing of issues in the final talks. A Ministerial meeting of the TPP countries – Australia, Brunei Darussalam, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, United States and Vietnam – gave guidance to negotiators on achieving an ambitious and balanced 21st century agreement that will enhance trade and investment between them, promote innovation and competitiveness, economic growth and development, and support the creation and retention of jobs in their countries.

Buoyed by the ministerial engagement and their commitment to actively guide the negotiations, negotiators advanced their technical work this round on the texts covering market access, rules of origin, investment, financial services, intellectual property, competition, and environment. They also made progress on the packages providing access to each other's markets for goods, services, investment, financial services, temporary entry, and government procurement. Their discussions both jointly and bilaterally were successful in identifying creative and pragmatic solutions to many issues and further narrowing the remaining work. Also this week, negotiators covering labor issues continued their work on the outstanding issues in the chapter.

Having identified pathways forward, negotiators will meet again intersessionally in the coming weeks to further their work. Several other negotiating groups that did not meet during this round because they required additional time for domestic consultation before convening also will meet, including those covering technical barriers to trade, e-commerce, and legal issues. The intersessional work is intended to further advance the negotiations in the lead up to APEC Leaders meeting in Bali, Indonesia, on the margins of which TPP Leaders are expected to meet as they have in past years. This meeting will be an important milestone as the 12 countries work intensively to conclude this landmark agreement this year.

Joint Press Statement TPP Ministerial Meeting Bandar Seri Begawan, Brunei Darussalam

Brunei, Darussalam – The ministers of the Trans-Pacific Partnership (TPP) countries have met jointly and bilaterally on August 22 and 23, 2013 to consider how to address key outstanding issues as negotiations toward a comprehensive, high-standard regional trade and investment agreement enter the final stage.

Noting that the majority of issues are now at an advanced stage, the 12 countries – Australia, Brunei Darussalam, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, United States, and Vietnam - have explored how to develop a mutually-acceptable package, including possible landing zones on remaining sensitive and challenging issues and sequencing of issues in the final talks. Particular areas of focus have included matters related to market access for goods, services/investment, financial services, and government procurement as well as the texts covering intellectual property, competition, and environmental issues. We also discussed the remaining outstanding issues on labor, dispute settlement, and other areas.

This meeting of TPP Ministers has taken place as the 19th round of TPP negotiations gets underway in order to offer guidance to negotiators and help drive the negotiations to conclusion on the 2013 timeframe instructed by our Leaders. We discussed how best to achieve an outcome consistent with our common goal of achieving an ambitious and balanced 21st-century agreement that will enhance trade and investment among us, promote innovation, economic growth and development, and support the creation and retention of jobs in our countries.

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We have agreed to maintain our active engagement in the lead-up to the APEC Leaders meeting in Bali, Indonesia, on the margins of which TPP Leaders are expected to meet as they have in past years. This meeting will be an important milestone as the 12 countries work intensively to conclude this landmark agreement.

[TRANSCRIPT: Press Conference Call with USTR Michael Froman on Trans-Pacific Partnership Meetings](#)

[US Chamber President Tom Donohue Urges Ministers to Make TPP a "Model of Ambition"](#)

[Breakthrough on US market access](#)

Trans-Pacific Partnership Agreement; Interim Environmental Review

The Office of the U.S. Trade Representative (USTR), on behalf of the Trade Policy Staff Committee (TPSC), invites written comments from the public on the interim environmental review of the proposed Trans-Pacific Partnership Agreement (TPP). The interim environmental review will be available at: <http://www.ustr.gov/trade-topics/environment/environmental-reviews>.

In order to be assured of consideration, comments should be submitted not later than 11:59 p.m., September 25, 2013 to inform the negotiations and the final environmental review of the agreement.

Submissions should be made via the Internet at www.regulations.gov docket number USTR-2013-0028. For alternatives to on-line submissions please contact Yvonne Jamison (202-395-3475). The public is strongly encouraged to file submissions electronically rather than by facsimile or mail.

New U.S. Proposal on Tobacco Regulation in the Trans-Pacific Partnership

The Office of the United States Trade Representative (USTR) today posted a fact sheet, available at USTR's website here, outlining a new proposal related to the handling of tobacco regulation in the Trans-Pacific Partnership (TPP) Agreement. The United States plans to discuss this proposal in detail during the upcoming TPP negotiations in Bandar Seri Begawan, Brunei August 23-30.

[Read more.](#)

United States Welcomes New Zealand's Decision to Join U.S. Challenge to Indonesia's Import Restrictions on Horticultural Products, Animals and Animal Products

United States Trade Representative Michael Froman today announced two important developments in the ongoing U.S. challenge under the dispute settlement provisions of the World Trade Organization (WTO) to Indonesia's trade-restrictive measures applied to horticultural products, animals, and animal products. First, New Zealand is joining the dispute by filing its own request for consultations addressed to Indonesia's measures. Second, the United States is filing a revised consultations request to address recent modifications to Indonesia's measures and to facilitate coordination with co-complainant New Zealand. The United States filed an initial consultations request earlier this year.

"Consultations with Indonesia earlier this year failed to resolve our concerns with Indonesia's unjustified and trade-restrictive import licensing system," said Ambassador Froman. "To the contrary, although Indonesia has revised its measures, they continue to pose a serious impediment to U.S. agricultural exports. Accordingly, today the United States is submitting a revised consultations request addressed to Indonesia's most recent measures. I am also pleased that New Zealand, which is similarly harmed by Indonesia's restrictions, has decided to join the dispute by filing its own request for consultations."

New Poll Finds U.S. Businesses Optimistic About Growth, Opportunities Despite Challenges in ASEAN

U.S. companies remain optimistic about business prospects in the Association of Southeast Asian Nations (ASEAN), according to new survey results released today by The American Chamber of Commerce in Singapore (AmCham Singapore) and the U.S. Chamber of Commerce. In a poll of 475 senior executives from U.S. companies operating across the region, 79% reported that their company's level of trade and investment in ASEAN increased over the past two years, and an overwhelming 91% of respondents expect it to increase over the next five years.

Simultaneously, the ASEAN Business Outlook Survey found substantial concerns and impediments to companies' growth in the region. Corruption was the top issue across ASEAN, with the majority of respondents in all countries except Brunei and Singapore expressing dissatisfaction. Business leaders also cited burdensome laws and regulations as obstacles to greater investment, as well as the poor quality of infrastructure, and the difficulty in moving products through customs in some countries.

The survey also revealed that regional economic integration efforts, such as ASEAN's agreements on trade in goods and services, are important to U.S. companies' investment plans in the region. 54% of respondents said that their company has a strategy based on the goals

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Supporting AmCham

(Continued from page 3)

of the ASEAN Economic Community, which aims to integrate the region by 2015. Moreover, nearly half of the U.S. manufacturing companies surveyed report that they utilize the provisions of ASEAN's free trade agreements with major trading partners to export from ASEAN.

Of the two major regional free trade agreements currently being negotiated, the Transpacific Partnership (TPP) and the Regional Comprehensive Economic Partnership (RCEP), more respondents expect the TPP to have a greater impact on their companies' future investments in the region than RCEP, but many respondents are not sure about the impact of either agreement. [Read more..](#)

Economy up, payment times down - D&B Trade Payments Analysis

Agriculture sector leads improved payment times

New Zealand's encouraging economic performance this year is translating into a healthier cash flow cycle across the business community, with companies paying their bills faster over the past 12 months.

The latest analysis of business-to-business payments by credit bureau Dun & Bradstreet has shown that companies across New Zealand paid their invoices in an average of 41 days during the second quarter of the year, an improvement of one day from a year earlier and two days from the previous quarter.

D&B's Trade Payments Analysis reveals the day-to-day benefit that businesses are receiving from the country's low interest rates, strong trade relationships, stable risk environment and post-earthquake construction investment. With solid economic activity delivering healthier finances, businesses are in a stronger cash flow position and better able to regulate their expenses.

Businesses paying their bills in the shortest amount of time were those in the agriculture sector, which settled their accounts in 36 days, a one day improvement from the previous quarter. As New Zealand's largest industry and exporter earner, this sector's fast payment times provide an important flow-through effect for the rest of the business community. [Read more....](#)

New Dawn for the New Zealand Patent Landscape – the New Patents Act- JAWS

Parliament passed into law the new Patents Bill on 28 August 2013. This is the biggest shake up in New Zealand's Intellectual Property landscape in over 50 years.

The new law brings New Zealand's patent regime into line with many overseas countries. This is great news for New Zealand innovators as it will provide credible protection for their inventions in New Zealand. In addition, it will assist New Zealand businesses to secure patent protection overseas, as the New Zealand process will more closely mirror the processes encountered overseas.

Many of the provisions of the new law are the same as the New Zealand Patents Act 1953 (the '53 Act). Therefore there will be some continuity for patentees and businesses. However, the new patent law will implement some significant changes. Below is a snap shot of several of those changes, how they may affect patentees, and how to prepare for the new law. [Read more...](#)

From 'hunted to hunter' – US emerges as global dairy market competitor

The United States dairy industry is turning its attention outside its own borders and could emerge as a significant competitor to New Zealand in international export markets, a global dairy expert has cautioned.

During a visit to New Zealand, Rabobank's New York-based global dairy strategist Tim Hunt told local producers the United States, long focussed on its own domestic market, was reorienting towards the global market place, attracted by the allure of better returns across some product categories.

Until recent times, the entire US dairy industry had been dedicated to servicing its own lucrative and growing domestic market, with countries like New Zealand trying to gain access through bi-lateral trade agreements. [Read more..](#)

Young entrepreneurs from NZ shine at FedEx Trade Challenge

Team New Zealand, represented by James Rankin from Westlake Boys High School and Loren McCarthy from Tauranga Girls High School, have placed first runner-up in the FedEx Express/Junior Achievement International Trade Challenge (FedEx/JA ITC) Regional Finals in Hong Kong.

The three-day competition saw the finalist teams from nine Asia-Pacific markets tasked with addressing the global issue of recycling materials by developing a new innovative product or service for the Argentinian market using reused jeans.

Team New Zealand's Loren and James devised a plan to utilise a typical shoe found in Argentina called Espadrilles. It's a shoe that was traditionally worn by the lower socio economic sector and is currently popular with the middle and upper class. The pair did a business model of co-created value where consumers could buy a pair of shoes and the price would subsidise a second pair of shoes to be given to people in the poorest areas of Argentina.

Among the 27 student teams from nine markets including Hong Kong, Japan, Korea, Malaysia, New Zealand, the Philippines, Singapore, Thailand and Vietnam, a student team from the Philippines was awarded the title of Entrepreneur of the Year, with Team Hong Kong placing second runner-up. [Read more..](#)

SUCCESS STORIES WITH USA

[US military interest in NZ cable](#)

[Local yarn's luxury fibre reaches US Vogue Knitters](#)

[US company to drill off Otago coast](#)

[Vesper Marine successfully demonstrates its technology during America's Cup](#)

[The innovation mindset in action: Sir Peter Jackson - Harvard Business Review](#)

[Fletcher in running for top US investor prize](#)

[Wound care firm targets US market](#)

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Commercial News USA

The September/October issue of Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at <http://exusa.thinkglobal.us/i/148396>

Trade-Leads for Importing and Exporting

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

International Buyer Program – Trade Show Schedule 1 Jan to 31 Dec 2013 – for details and support contact Janet Coulthart: janet.coulthart@mail.doc.gov

FROM NZTE America's Cup

[Al Brown helps showcase NZ's food and wine in San Fran](#)

[NYC Chef Brad Farmerie on why NZ food and wine are an important part of his menu](#)

[New Zealand's workboats on show in the Bay](#)

Creating effective digital and social media strategies

Allen Weiss, CEO and founder of MarketingProfs, and Professor of Marketing at The University of Southern California, outlines how NZ companies should be creating online strategies, the tools they need and common mistakes to avoid. [Watch](#)

Design blows the mind

Peter Roband, Partner at New Zealand design consultancy pHd3, gets creative as he shares his insights from Better by Design's Study Tour to Silicon Valley in July. [Watch](#)

Natural food & beverage opportunities in the US

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

Food for thought

Calvin Smith, CEO of 2013 New Zealand International Business Awards finalist K9 Natural, talks growth, ambition, the potential of online and the enormous challenge that arose when the company secured a US distributor. [Read more](#)

From Worldwide Access

[Manuka Honey for the American Market](#)

Happy Valley Honey has become the first New Zealand honey producer to export with World Wide Access. The profile of manuka honey in the USA has leapt this year with tennis star Novak Djokovic's revelation that he eats two spoonfuls of manuka honey every day.

[Wood Mallets Sales Double Year on Year](#)

USA sales of its premium croquet sets have doubled year on year since Wood Mallets' decision to switch its USA export sales to World Wide Access. Previously Wood Mallets, which is based near Otane in the Southern Hawke's Bay, was selling to American customers and stockists over the internet and dispatching orders by international courier.

From the Icehouse

How to build international networks - Catherine Robinson from the Kiwi Landing Pad shares her musings on networking. Although networking can involve connecting a bunch of computers for world domination, the most important network that you need to build is a network of people. A curated network of people that can help to accelerate your company into a position of world domination. [Read more here](#)



Pernod Ricard New Zealand proud supporter of AmCham.

BUSINESS TRAVEL & TRAVEL NEWS

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

Business World Travel is a member of GlobalStar Travel Management

Hyatt Regency Huntington Beach Resort and Spa is a beautiful beach front resort located 40 minutes from LAX and 30 minutes from Disneyland. Featuring two pools, including a children's water playground, beach amenities, a full day spa and multiple dining options, the Hyatt is the perfect home base for your business or leisure visit to **Southern California**. The resort is offering AmCham **New Zealand members** a one-category room upgrade (based on availability) on Resort View and Partial Ocean View rooms. The upgrades are based on booking the BWT rate.

United Airlines has announced it plans to rebuild its terminals at Los Angeles International Airport. Using money from Federal Government grants and city investment grants, UA plans to refurbish its three LAX terminals and develop a massive premier lounge facility.

The new **Tom Bradley International Terminal** at Los Angeles International is only weeks away from opening. This distinctive architectural landmark will be a welcome and game changing airport experience for US bound travellers. The terminal will feature airside shopping, bars and restaurants. With 18 aircraft gates and new double sized customs and immigration facilities, up to 4500 arriving passengers per hour can be handled, a couple of thousand more than the current capacity. Air New Zealand shifts into the Terminal next year.

Alaska Airlines, the award winning US domestic airline has altered check-in luggage fees. First piece US\$25, second piece US\$75. We really applaud **Alaska Airlines** for providing a bit of back-up to these charges; if your luggage has not arrived on the luggage carousel within 20 minutes of landing, you'll receive a US\$20 discount voucher. Now that's self-confidence!

So you thought flying **First Class to the US** was out of your reach? **China Southern (CZ)** has launched a spectacular airfare to a number of their destinations, including Los Angeles and Vancouver via the Canton Route (Guangzhou). You can travel in unabashed comfort and luxury in fully lie flat First Class or Business Class. Do a bit of sightseeing (Visa free up to 72 hours) or business (Visa needed) in Guangzhou enroute. **First Class to Los Angeles is \$5000** return all-up, Business Class to Los Angeles under \$4500 return all-up. Travel is available during 2013 and 2014 and includes flights from Wellington or Christchurch to connect. Be the first to fly the **Boeing 787 from New Zealand** – from 28 October **China Southern** will be the first to operate the Boeing 787 to New Zealand. Onward from Canton to Los Angeles (12hrs 30mins) you'll fly their sparkling Airbus A380s. Ask any of our BWT Travel Consultants book these jaw dropping airfares by 26 October to qualify.

Always wanting to be politically correct, we're at least mindful that our suggestions for your weekend in **Las Vegas** may well raise eye-brows for many New Zealanders. Naturally it doesn't for the locals, but we thought we'd tell you about **Machine Guns Vegas** (www.machinegunsvegas.com), a truly amazing, surprising and probably guilt inducing pleasure that several unrelated clients highly recommend. No matter what you think about gun control laws, quite normal clients have found themselves drawn to MGTV, a company started by an enterprising Kiwi based in Las Vegas. If you have an urge to find out what it would be like to fire a machine gun, a high powered hand gun or even a sniper rifle with a range of 1.5km, but want to do it just once in a controlled and relatively safe environment, then Machine Guns Vegas is the place. They cater for every level of client, from those who just want to walk in, fire some weaponry and leave, to those who want the VIP treatment with their own private indoor range and lounge. Then there is also serious punter VIP programmes involving choppers and Hummers into the desert. Upon arrival you are given a full rundown on the safety and use of each firearm and a MGTV employee is at your shoulder throughout the entire shooting experience, to make sure you have no problems. There are also many themed experiences and being Vegas there is even the option to get married and then kick start the marriage with 150 rounds from a machine gun. Despite initial anxiety we're assured you won't stop smiling for a long time and will have outstanding dinner party chatter for months after!

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>

[Tourism Industry – North American update](#)

MEMBER NEWS

Buy a ticket to any Amcham event and go into the draw for 2 nights at Wharekauhau luxury resort

Any AmCham member who has bought (and paid for) or buys a ticket to any AmCham event this year from 1 January through to 31 September will go into the draw for two nights accommodation for two people in a Cottage Suite, including pre-dinner drinks and canapés. A four course gourmet dinner each night and a full country breakfast each morning at Wharekauhau Country Estate. **The stay must be taken before 1st December 2013** <http://www.wharekauhau.co.nz>

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

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

Reviewing your Corporate Travel? Call our Team:

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MEMBER NEWS (Continued from page 6)

NZFACT Rebrands as the New Zealand Screen Association

Today, the New Zealand Federation Against Copyright Theft (NZFACT) has announced the change of its name to the New Zealand Screen Association.

The core mission of the New Zealand Screen Association is to advance the business and art of filmmaking and increase its enjoyment around the world by supporting, protecting and promoting the safe and legal consumption of movie and TV content across all platforms.

This is achieved through education, public awareness and research programs, in order to highlight to movie fans the importance and benefits of content protection.

Tony Eaton, Managing Director of the New Zealand Screen Association said; "Our screen industry creates content that tells our local stories and brings us stories from overseas that entertain us, educate us and bind us together. The New Zealand Screen Association will continue to work with local screen industry organisations to support the careers of emerging and established filmmakers, as well as promote an environment that supports, protects and promotes the safe and legal consumption of movie and TV content across all platforms".

For more information on the New Zealand Screen Association, please visit www.screenassociation.co.nz

PhD candidate wins Fulbright-Harkness

Massey University PhD candidate in Arts, Acushla Dee O'Carroll will soon jet off to the United States to continue her research into how indigenous communities use social networking sites, thanks to being awarded a prestigious 2013 Fulbright-Harkness New Zealand Fellowship or her outstanding record of achievement and leadership. [Read more...](#)

New Members

Douglas Pharmaceuticals America Ltd, Auckland – **Kent Durbin**, Group Financial Controller - Douglas Pharmaceuticals is one of the fastest growing pharmaceutical development and manufacturing companies in Oceania. Specialising in domestic in-licensing and agency operations, to supply the New Zealand retail pharmacy sector own and in-licensed generics, OTC's and nutraceutical/dietary supplements; and export out-licensing operations, to supply generic medicines and dietary supplements to global markets. www.douglas.co.nz

Seedling New Zealand Ltd, Auckland – **Phoebe Hayman**, CEO & Founder – Creative gifts for children that make it easy for families to enjoy quality time, around cooking, gardening, painting and outdoor exploration. www.seedling.co.nz

The Walshe Group/Hawaiian Airlines, Auckland – **Russell Williss**, Sales Manager NZ - The Walshe Group has two distinct areas of specialisation in representation:

- Airline GSA - providing all aspects of sales and functions in passenger operations including **Hawaiian Airlines**; and
- Tourist Board Representation - from ongoing tourism representation to short term niche projects

www.hawaiianairlines.co.nz www.walshgroup.com

Congratulations

Murray Holdaway CEO of Vista Entertainment Solutions on being selected as the Winner of the Services category of the EY Entrepreneur of The Year Awards for 2013.

People on the move

2 degrees interim CEO Stuart Sherriff has been appointed as CEO and will relocate from Chicago to Auckland.

Robert (Gos) Gosling is returning to New Zealand to take up the role of Managing Director for **Oracle New Zealand**.

Angela Hunter is moving to New Zealand to take up the role of Managing Director of **GE Capital New Zealand**.

DLA Phillips Fox has appointed of two new partners - **Adam Holloway** (Wellington) and **Terence Ng** (Auckland).

Mark Wiese has been appointed Vice President, Country Manager New Zealand for **ACE Insurance's** combined insurance operation.

Christchurch Airport has appointed **Malcolm Johns** as its new CEO to take over from **Jim Boulton** at the beginning of 2014.

Stephen Marshall will be joining **Tourism New Zealand** in the role of Premium Sector Trade Manager, Americas

Sanford Ltd has appointed **Volker Kuntzsch** as CEO to take over from **Eric Barratt** in January 2104.

Port of Tauranga has appointed **Leonard Sampson** as Commercial Manager replacing **Graeme Marshall** who will retire after 16 years in the business.

Fletcher Building has appointed **Charles Bolt** as General Counsel replacing **Martin Farrell**.

Naverisk has appointed **Michael Inzerillo** as Vice President of sales for the US market.

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

Pacific Cooperation Foundation Chief Executive **Markerita (Meg) Poutasi** is moving on to take up a senior position at the **Department of Conservation**, as Director of Conservation Partnerships in Auckland

Medicines New Zealand has merged with the **Vaccines Industry Association of New Zealand**

FOR YOUR DIARY

12 th September	****rescheduled**** Craig Heatley, 2012 Ernst & Young Entrepreneur of the Year, Auckland
17 th September	Auckland CEO lunch (by invitation only)
24 th September	Lunch with Mark Adamson, Chief Executive Officer and Managing Director, Fletcher Building, Auckland.
16 th October	Doing Business with USA Roadshow, Auckland
24 th October	Auckland CEO lunch (by invitation only)
6 or 7 November	Doing Business with USA Roadshow, Christchurch
20 th November	Auckland CEO lunch (by invitation only)
26 th November	No Frills Serious Golfers Golf Tournament, Manukau Golf Club, Auckland
28 th November	AmCham New & Sustaining Members Reception, Auckland

EVENTS

Lenox Presidential Tableware event at Smith & Caughey's - 19th September

Smith & Caughey's Queen Street invites you to the New Zealand launch of American tableware brand Lenox. Join us from 5.00pm to 6.30 pm Thursday 19th September. Please RSVP to 09-916-0875

Top Brain Scientist to give Bishop Sir Paul Reeves Memorial Lecture

Professor Richard Faull ONZM, FRSNZ, regarded as New Zealand's top brain scientist, will give the Bishop Sir Paul Reeves Memorial lecture at 7:30pm on September 12th, at the Holy Trinity Cathedral in Parnell.

Professor Faull is recognised internationally as a leading expert in neurodegenerative diseases of the human brain, such as Alzheimer's and Parkinson's. He is perhaps best-known for demonstrating that adult brain cells are not, in fact, finite and can be replaced if they die – giving hope to those with neurodegenerative diseases and brain injuries.

Modelled on the prestigious BBC Reith Lectures, the Bishop Sir Paul Reeves Memorial Lectures, which began in 2012, commemorate Sir Paul Reeves, an outstanding leader and visionary, and are designed to provide commentary on New Zealand's progress as a nation.

Tickets cost \$30 and are available at www.reeveslecture.eventbrite.co.nz

US NZ CONNECTIONS IN NEW ZEALAND

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

One of the American Club founding and life-time members, Phyl McLachlan, passed away on Sunday, September 1st.

American Club Thanksgiving Sunday, November 17th

Get ready for this wonderful American Club Thanksgiving feast by registering early! Members only receive an Early-bird Members Only price until Sept 5th. All of the irresistible favourites will be prepared by seasoned chefs - roasted turkeys, stuffing like grandma made it, other roasted meats, salads, cornbread, baked vegetables and pumpkin pie with ice cream and other delicious desserts, the way mom baked them.

Location: Grace Hill Vineyard Estate, 34 Pomona Rd, Kumeu

Early-bird for members: \$60/adult (see below) Register here: [Thanksgiving Registrations](#)

September 11th Tribute

September 11th at 11am Firemans Reserve, Cnr. Madras and Kilmore Streets

In honour of all 9/11 World Trade Centre victims and Heroes and our own Christchurch Firefighters, First Responders, Police and Ambulance personnel. The American Club of Christchurch and The Christchurch Fire Service would like to invite you to attend this very worthwhile and public tribute to our brave firefighters here in New Zealand and overseas who have given their lives in the line of duty, and especially to the 343 New York Firefighters who lost their lives on 9/11. We also pay Tribute to our own Christchurch Firefighters and First Responders who worked so hard during our recent Earthquakes.

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The Steel from the New York World Trade Centre site was gifted by the City of New York. The Christchurch Firemans Reserve was dedicated in October 2002 when Christchurch hosted the 7th World Firefighters Games. As we begin our Christchurch Memorial on Sept. 11th at 11am it is 7pm on

September 10th in New York, so our Christchurch Memorial is the first in the world.

Fulbright New Zealand 65th anniversary art auction

As part of our ongoing 65th anniversary activities, this month we are holding an online art auction featuring some high profile New Zealand artists and stunning works. Visual artist alumni and supporters are generously donating the proceeds from the sale of their artworks to the Fulbright New Zealand Trust endowment fund, which will provide for additional awards in future.

There are 21 of New Zealand's top artists and a total of 28 artworks in this special auction, ranging from paintings and prints to ceramics and glass. Artists include Fulbright alumni Laurence Aberhart, Julian Dashper, Kerry Ann Lee, Darcy Nicholas, Manos Nathan and Raewyn Turner, and non-alumni Robyn Kahukiwa and Albert Wendt, to name a few. Online bids will be accepted for all artworks at www.fulbright.org.nz/events/artauction, with some earmarked for sale at gala dinners in Auckland and Wellington during the anniversary month.

Please visit the Fulbright New Zealand website to see the fabulous range of artworks on offer, and bid generously knowing that you are supporting Fulbright New Zealand's mission to increase mutual understanding between the peoples of New Zealand and the United States of America by means of educational and cultural exchange.

Bids are accepted from anywhere in the world, although please note that the purchaser will be responsible for shipping costs. The online art auction closes at 5:00pm (NZT) on Monday 30 September.

Please check out the fundraising art auction at www.fulbright.org.nz/events/artauction and also forward this link to your friends, family and colleagues to help spread the word!

Royal New Zealand Ballet USA in 2014

Following the success of its 2013 China tour, the Royal New Zealand Ballet, under the leadership of Artistic Director and American dance legend Ethan Stiefel, will tour to the USA in 2014, with invitations to perform at some of the country's most prestigious performing arts venues.

Opening with four performances in Los Angeles at Dorothy Chandler Pavilion at the LA Music Center (home of the Academy Awards), the RNZB will go on to perform at venues in Santa Barbara and Minneapolis before spending a week in residence at The Joyce Theater, New York's home of contemporary dance and a magnet for dance companies from around the globe.

The RNZB showcases the very best of New Zealand. In Los Angeles and Santa Barbara, the company's performances of *Giselle* will bring a new and highly successful production of a great classical work – made in New Zealand and already acclaimed there and on the company's recent China tour – to a large and discerning audience. Following on from the Americas Cup in San Francisco and the second Hobbit premiere in Los Angeles, the RNZB's visit will give New Zealand businesses the opportunity to extend and consolidate relationships with US partners, with the chance to host guests at performances and behind the scenes.

In New York, the RNZB's performances at the Joyce will tell a different story about New Zealand – with a diverse, contemporary programme tailor-made for the company, highlighting New Zealand's creativity, versatility and cultural sophistication. All three pieces on the Joyce programme – Benjamin Millepied's *28 Variations*, up and coming New Zealand choreographer Andrew Simmons' *Of Days* and Javier De Frutos' *Banderillero* – are mature works (the last two specially created for the RNZB) that speak with distinctive voices and offer audiences of all ages a deeply involving and satisfying evening of dance.

The Royal New Zealand Ballet has a proven track record on the international stage. Tours to the UK (2004 and 2011), China (1985, 2007, 2009 and 2013) and Australia (2008 and 2012) have achieved excellent audience figures and media coverage and have given New Zealand government agencies and a broad range of sponsors and supporters, the opportunity to leverage the RNZB's presence to promote their own work – whether diplomatic, hosting of clients or business partners or brand-led promotions.

With 36 young, talented dancers onstage – New Zealanders and those from abroad who have chosen to make New Zealand their home – and two programmes of works created to showcase their talents, the RNZB is a wonderful advertisement for New Zealand as a young, vibrant, diverse and creative nation.

The RNZB is putting together a small family of sponsors and private supporters for the tour and would welcome enquiries from any potential supporters. Contact Susannah Lees-Jeffries, Director of Marketing and Development, 04 381 9019 / susannah@nzballet.org.nz or Diane Field, Business Development Manager, 09 379 4004 / diane@nzballet.org.nz.

The World's leading Authority on Disruptive Innovation comes to NZ

The world's most influential business thinker* and author of – 'The Innovator's Dilemma' - **one of the six most important business** books of all time, is coming to NZ.

Harvard business professor Clayton Christensen's work profoundly influenced Apple Co-Founder STEVE JOBS, Business Magnate MICHAEL BLOOMBERG and Intel CEO ANDY GROVE - some of the greatest business leaders of our time.

He is one of the world's foremost authorities on innovation strategy and growth and will deliver a one off seminar in Auckland on:

DISRUPTIVE INNOVATION & THE ROLE OF MANAGEMENT: NEW GROWTH OPPORTUNITIES

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EVENT NEWS *Continued from page 9)*

November 4, 2013, Sky City Convention Centre, Auckland

"Breaking an old business model is always going to require leaders to follow their instinct. There will always be persuasive reasons not to take a risk. But if you only do what worked in the past, you will wake up one day and find that you've been passed by". Professor Christensen.

In this seminar Professor Christensen will share his established work and new theories. He will discuss established or entrenched management practices that could be threatening innovation and growth.

Below are some featured links of interviews with Clayton Christensen

[Clayton Christensen Wants to Transform Capitalism - Wired](#)

[Clayton Christensen And The Innovators' Smackdown - Forbes](#)

Professor Christensen's contribution is continually sought after across the globe, from Heads of State to CEO's of multi national corporations, to Silicon Valley start-ups.

HIS IDEAS COULD BE A GAME CHANGER FOR YOUR ORGANISATION!

DETAILS

Early Bird Pricing up to September 15.

Individual Seat: \$795.00 + gst Corporate Table of 8: \$5995 + gst

Affiliate rate available for AMCHAM members after September 15

Individual Seat: \$895.00 + gst Corporate Table of 8: \$6800 + gst

PLEASE USE CODE: AMCHAM WHEN PROMPTED.

BOOK NOW: www.businessinfluentials.com

What if 1 day could change your life?

Attention: CEO's/Executives/Mid Tier Management/Business Consultants/SME's/Entrepreneurs/Startup's/Private Practitioners

1 Day only Sally Anderson will be leading a “ [LIVE](#)” [Coaching Workshop](#) In Auckland before returning to the USA

Sally Anderson

"World's Leading Expert In Sustainable Transformation: Physically/Cognitively/Emotionally/Spiritually"

When: Saturday, 21st September, 2013 **Where:** Spencer on Byron Hotel Takapuna, Auckland **Time:** 9am - 5pm

Price: [\\$295+gst](#) AND bring a friend or work colleague for [FREE](#) or [\\$1475+gst](#) for Tables of 10 **MONEY BACK GUARANTEED**

Key Benefits of Attending

Experience Sally Anderson LIVE – Sally's area of expertise is LIVE coaching in front of large audiences – a skill that is unique and seen to be believed!

Breakthroughs guaranteed – Not only will you benefit from any coaching that is facilitated on the day but you can be guaranteed of walking away with a breakthrough for yourself personally or professionally in any area of your life.

Take home leading edge tools & resources – The minute you walk out the door you will be armed with tools and practices that can be applied immediately to your business and/or your personal life.

Opportunity to network with like minded professionals – Through co-creation and collaboration make connections with others that could transform your business or personal life

Leverage the Sally Anderson Affiliate Network – Given that the day is focused primarily on HIGH VALUE exchange, Sally has brought together a cross section of her Affiliate Network to contribute to the calibre of the workshop.

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

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.

Award Winners at American Chamber of Commerce DHL Express Success & Innovation Awards 2013.



Exporter of the Year over \$5 million

Rt Hon John Key, Paul Shearer (Senior Vice President Sales & Marketing - Fisher & Paykel), Russ Willis (NZ Sales Director - Hawaiian Airlines)



Exporter of the Year \$500,000 to \$5million

Rt Hon John Key, Peter Vitosovich (Managing Director - Greenshell NZ Ltd), Wes Jones (Partner - Baldwins)



Exporter of the Year to the USA - under \$500,000

Rt Hon John Key, Greig Shearer (Managing Director - C-Dax), Stephen Titter (Hahei Consulting)



Investor of the Year to or from the USA

Jonathan Mason (CFO - Fonterra), Mark Turnbull (CEO - Foley Family Wines)



Importer of the Year from the USA

David Heubner (US Ambassador) and Debbie Cavit (Managing Director Cavit & Co)



Trevor Eagle Memorial AmCham Supporter of the Year Award

Stephen Titter (award winner from Hahei Consulting), Coralie Eagle (Chairman - Eagle Technology), Mike Hearn (Executive Director - AmCham)