

AMCHAM NEWS

American Chamber of Commerce in New Zealand

P.O. Box 106-002, Auckland. Tel: 649 309 9140; Fax: 649 309 1090

Email: amcham@amcham.co.nz

Volume 17 Issue 1



January / February 2018

Briefing by US ABAC members and US APEC Ambassador Matt Matthews

AmCham hosted a meeting during the recent ABAC Conference in Auckland with the US's key ABAC team of Richard Cantor, Chief Credit Officer, Moody's Corporation; Marija Zivanovic-Smith, Vice President of Corporate Marketing at NCR Corporation; Monica Hardy Whaley, President, U.S. ABAC Alternate Member; and Matthew J Matthews, Deputy Assistant Secretary for Australia, New Zealand and the Pacific Islands and Ambassador for APEC, US State Department. The team briefed attendees on their agendas for the year ahead including digital, financial services, women's economic empowerment, and SMEs.

AmCham would like to thank Hesketh Henry for allowing us to hold the event in the offices.



2018 "State of American business" address by U.S. Chamber of Commerce President and CEO Tom Donohue

U.S. Chamber President and CEO Thomas J. Donohue, in his annual "State of American Business" address on January 10, reflected on 2017 as a breakthrough year for economic growth as he outlined a forward-looking policy agenda to strengthen, sustain, and share growth—and he warned against policies that would undermine those goals.

"Today, the economic winds are at our backs," said Donohue. "There is so much we can do this year and beyond to make America more prosperous and hopeful—and this time, for everyone."

Recent successes on tax reform and regulatory relief have helped usher in a "new era of growth," Donohue said. To strengthen and sustain that growth, Donohue called for immediate action to modernize the nation's infrastructure, and he made the case for corporate governance reforms to lift impediments currently dissuading businesses from going public and staying public.

Donohue also cautioned that wrong moves on trade policy pose a serious risk to economic growth. He reassured the business community's strong support for modernizing and improving trade agreements like NAFTA and KORUS—not withdrawing from them. [The full speech can be found here](#)

US Chamber Releases Annual International IP Index

On February 8, the Chamber's Global Innovation Policy Center (GIPC) released its sixth annual International IP Index, "[Create.](#)" which analyzes the intellectual property (IP) climate in 50 world economies. The report ranks economies based on 40 unique indicators that benchmark activity critical to innovation development surrounding patent, trademark, copyright, and trade secrets protection.

"The results of this year's Index illustrate a growing global commitment to IP-driven creativity and innovation," said David Hirschmann, president and CEO of GIPC. "The majority of countries took steps to strengthen their IP systems and foster an environment that encourages and incentivizes creators to bring their ideas to market. While a clear pack of leaders in IP protection top the rankings, the leadership gap has narrowed in a new global race to the top. There is still work to be done, and we hope governments will use this Index as a blueprint to further improve their IP ecosystems and grow competitive, knowledge-based economies. When countries invest in strong IP systems, we all benefit."

The U.S., UK, and EU economies remain atop the global IP rankings, though the U.S.'s lead narrowed due to

(Continued on page 2)

Index

New Faces at Congressional Trade Committee	2
2018 State of American Business	2
New US Ambassador to Australia	2
TechCamp NZ	2
2018 APCAC Spring Summit	3
IRS and Passports	3
TOURISM	3
Hawaiian and Jetstar interline partnership	3
Launch of Twin Discovery Tours for Texans	3
SUCCESS STORIES	4
TRADE BUSINESS INVESTMENT	4
Commercial News USA	4
Int'l Buyer Program	4
Mississippi Trade Mission	4
From Kea	4
FOR YOUR DIARY	5
MEMBER NEWS	5
Future AmCham Committee update	5
Hamburg Sud honoured twice for sustainability	5
Langholm Hospitality Group announces expansion of Cordis	5
ExportNZ ASB Wellington Awards 2018	6
Massey University partners with NZVRARA	6
New Members	7
People on the Move	7
BUSINESS TRAVEL	7
Calling for 2018 CS Educator Grant applications	9
Fulbright Science and Innovation Awards	9
SEEKING EMPLOYMENT	10
Investing in a Franchise from USA—13 March	10



Annual International IP Index (Continued from page 1)

systemic challenges to the U.S patent system. Japan and Singapore also appear among the Index’s top ten.

India, for the first time, broke free of the bottom ten percent of economies measured, due in part to the passage of guidelines to improve the patentability environment for technological innovations, as well as the implementation of some tenets of the National Intellectual Property Rights Policy. The country’s score, however, continues to suggest that additional, meaningful reforms are needed.

The Index also shows that a majority of the economies benchmarked are building more effective foundations for IP policy. Indonesia, Thailand, and Vietnam, for example, each have long-standing programs to enhance coordination among government agencies responsible for IP enforcement.

The Index provides a guidebook for policymakers who wish to bolster economic growth, job creation, innovation, and creativity through a strong IP framework. It ranks the IP systems in Algeria, Argentina, Australia, Brazil, Brunei, Canada, Chile, China, Colombia, Costa Rica, Ecuador, Egypt, France, Germany, Hungary, India, Indonesia, Ireland, Israel, Italy, Japan, Jordan, Kenya, Malaysia, Mexico, Morocco, the Netherlands, New Zealand, Nigeria, Pakistan, Peru, Philippines, Poland, Russia, Saudi Arabia, Singapore, South Africa, South Korea, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, Ukraine, United Arab Emirates, United Kingdom, United States, Venezuela, and Vietnam.

New Faces at Congressional Trade Committees

On January 9, Senator Sheldon Whitehouse (D-RI) became the newest member of the Senate Finance Committee. The move was part of a broader reshuffling of committee assignments after Democrats gained a seat in the chamber with last month’s election of Sen. Doug Jones (D-AL). Whitehouse has opposed every trade agreement that has come up for a vote since he has been in Congress.

Separately, as a result of the resignation of long-time trade supporter Congressman Pat Tiberi (R-OH), the House Ways and Means Committee has a new face. On January 9, the House Republican Steering Committee selected Congressman Darin LaHood (R-IL) to serve on the Committee. LaHood has been a public advocate for expanded trade and modernizing NAFTA, among other issues. Source US Chamber of Commerce.

President Donald J. Trump Announces Intent to Nominate Harry B. Harris Jr. of Florida, to be to be the new US Ambassador to Australia

Admiral Harris currently serves as the 24th commander of U.S. Pacific Command. A highly decorated, combat proven Naval officer with extensive knowledge, leadership and geo-political expertise in the Indo-Pacific region, he graduated from the U.S. Naval Academy in 1978 and was designated a naval flight officer in 1979. He earned a M.P.A. from Harvard’s Kennedy School of Government, a M.A. from Georgetown’s School of Foreign Service, and attended Oxford University. During his 39-year career, he served in every geographic combatant command and has held seven command assignments, including the U.S. Pacific Fleet, the U.S. Sixth Fleet, and VP-46. He and his wife, Bruni, live in Hawaii. Source The Whitehouse.

TechCamp New Zealand: Transforming Health Communications in the Pacific Region

Bringing together Pacific health leaders to strengthen innovation, solutions, and communication around mosquito-borne diseases, including Zika and dengue, in the Pacific region.

TechCamp New Zealand was a two-day interactive technology-focused workshop aimed to support organizational capacity and strengthen innovation, solutions, and communication around mosquito-borne diseases, including Zika and dengue, in the Pacific region.

Participating countries include Fiji, Federated States of Micronesia, Niue, Palau, Papua New Guinea, Republic of the Marshall Islands, Samoa, Cook Islands, Solomon Islands, Tonga, New Zealand, Australia, and the USA.

Participants work in the area of mosquito-borne diseases as researchers, doctors, health communicators, and technology experts from various institutions including the University of Otago, New Zealand’s Institute of Environmental Science and Research, National Institute for Health Innovation, Australia’s Indo-Pacific Centre for Health Security, Pacific Community (SPC), Pacific Island Health Officers’ Association, NASA GLOBE Observer Program, the Zika Foundation, U.S. Navy, and Centers for Disease Control and Prevention (CDC).

TechCamp New Zealand is organized by the University of Otago Health Sciences Pacific and U.S. Embassy New Zealand in collaboration with the Pacific Community (SPC).

TechCamp is proudly funded by Bureau of Oceans and International Environmental and Scientific Affairs, New Zealand Foreign Affairs and Trade, and University of Otago Division of External Engagement.



DHL
SHIP ANYWHERE WITH DHL TO THE USA AND GET 20% OFF*

SHIP WITH US NOW >

2018 APCAC Spring Business Summit - "Charting a Bold Future: U.S. Business in the Asia Century."



"Charting a Bold Future: US Businesses in the Asian Century" is the theme for the 2018 APCAC Business Summit to be held in Kuala Lumpur, Malaysia on Wednesday and Thursday, April 4-5, 2018.

This high-profile annual summit attracts over 300 participants including senior government and private sector leaders from the USA and the Asia-Pacific region. Dato' Sri Haji Mohammad Najib bin Tun Haji Abdul Razak, the Prime Minister of Malaysia is invited to open the conference and we also anticipate the involvement of several U.S. Ambassadors, state governors, city mayors, and senior U.S. Administration officials.

The summit will also be a celebration of APCAC turning 50. See www.apcac2018.com

IRS Urges Travelers Requiring Passports to Pay Their Back Taxes or Enter into Payment Agreements; People Owing \$51,000 or More Covered

WASHINGTON :January 17th, The Internal Revenue Service strongly encouraged taxpayers who are seriously behind on their taxes to pay what they owe or enter into a payment agreement with the IRS to avoid putting their passports in jeopardy.

This month, the IRS will begin implementation of new procedures affecting individuals with "seriously delinquent tax debts." These new procedures implement provisions of the Fixing America's Surface Transportation (FAST) Act, signed into law in December 2015. The FAST Act requires the IRS to notify the State Department of taxpayers the IRS has certified as owing a seriously delinquent tax debt. See Notice 2018-1. The FAST Act also requires the State Department to deny their passport application or deny renewal of their passport. In some cases, the State Department may revoke their passport.

Taxpayers affected by this law are those with a seriously delinquent tax debt. A taxpayer with a seriously delinquent tax debt is generally someone who owes the IRS more than \$51,000 in back taxes, penalties and interest for which the IRS has filed a Notice of Federal Tax Lien and the period to challenge it has expired or the IRS has issued a levy.

Please contact the staff at USGlobalTax if you are unsure of your legal requirements as we are happy to help!

Tony Eaton Managing Director MOB: +61451 566 416 DDI: +612 8332 6120 Email: Tony@usglobaltax.com

TOURISM

Hawaiian Airlines and Jetstar Group form interline partnership

Hawaiian Airlines and Jetstar Group have launched a new interline partnership offering travellers from cities in New Zealand convenient flight connections to Hawai'i and the USA mainland.

Jetstar New Zealand's domestic flights from Wellington, Christchurch, New Plymouth, Dunedin, Palmerston North, Napier, Nelson and Queenstown will now connect in Auckland with Hawaiian Airlines' non-stop flights to Honolulu.

'New Zealanders have been fast to discover Hawaiian Airlines as the ideal option for flights both to Hawai'i and further to Los Angeles, Las Vegas, San Francisco, New York or any of the other 11 US North America cities we serve,' says Russell Willis, country director for Hawaiian Airlines.

The Jetstar partnership comes as Hawaiian Airlines prepares to increase its New Zealand operations from three to five non-stop weekly flights between Auckland and Honolulu.

<https://www.hawaiianairlines.co.nz>

Source: ProMag Publishing Ltd

Launch of Twin Coast Discovery Tours inviting Texans.

Twin Coast Discovery Tours, an inbound coach touring company headquartered in Mangawhai Heads, launched their tourism initiative on February 1 2018 with a private ribbon cutting event and sneak preview of their promotional video C'Mon DownOver, composed by Kiwi Larry Killip, Taylor Johnson from Hawaii and Twin Coast Discovery Tours.

Utilizing the Twin Coast Discovery Highway they are offering a customized 8-day Taste of New Zealand Tour to the State of Texas showcasing Auckland City and stunning Northland. Singer/songwriter Cody Sparks from Austin Texas, VIPs and invited guests received a formal Maori welcome to honour the occasion. Source: Mangawhai Focus. [Read more.](#)

Congratulations to Richard Te Haara, COO and Tex-Kiwi Melinda LeCompte, Director of Marketing & Business Development.

www.twincoastdiscoverytours.com



SUCCESS STORIES WITH USA

[Stantec Signs Letter of Intent to Acquire Wellington's TDG](#)

[NZ DNA analysis software finds US killers](#)

[Legg Mason aims for bigger slice of NZ market with PIE fund](#)

[Pacific Edge shares up 3.8% on US insurance provider deal](#)

[Weta Digital gets Oscars nod for work on War for the Planet of the Apes](#)

[Kiwi company Snowberry snapped up by P&G in multi-million dollar deal](#)

[Packabocce puts on a show at major US music festivals](#)

[Connexionz connects multiple transit agencies across US](#)

[NZ medical breakthrough approved for use in US](#)

[Soul Machines develops a digital human](#)

[Michael Hill gives up on decade-long US experiment](#)

[A Year of Consolidation for the New Zealand Film Industry](#)

[Mercer and Fuel50 Announce Strategic Alliance](#)

[Amazon launches products in New Zealand](#)

[A2 to roll out US business to eastern seaboard](#)

[Pushpay aims for 10% of US annual giving](#)

[Gallagher Bassett buys TriEx Health for undisclosed sum](#)

[Sandhills Pacific Opens Office Location In New Zealand](#)

[Universal Pictures Partnership to Benefit NZ Film Industry](#)

[ERoad plans \\$18m capital raise as it pushes US expansion](#)

[Dodson Motorsport Set Sales Records at Las Vegas Trade Show](#)

[Microsoft NZ lifts profit 15 per cent to \\$14 million](#)

[What happened when one expert killer was visited by the US military's science agency](#)

['Honorary Māori' Samoan film-maker wins place at Sundance Institute](#)

[Packabocce puts on a show at major US music festivals](#)

[Connexionz connects multiple transit agencies across US](#)

[NZ medical breakthrough approved for use in US](#)

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Commercial News USA

The **November/December 2017** issue of Export USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at <http://exusa.think.global/112017/>

International Buyer Program – Trade Show Schedule 1 Jan to 31 Dec 2018 –

For details and support contact Janet Coulthart: janet.coulthart@trade.gov

Mississippi trade mission to New Zealand 21-23 March

AmCham is working with the U.S. Commercial Service on a trade mission to NZ by Mississippi which is being led by Rose Boxx, Director, International Trade Division, Mississippi Development Authority and Courtney Helfrich, Snr., International Trade Manager, Mississippi Development Authority. The delegation will include six companies. If you are interested in meeting with this delegation please contact Janet Coulthart: janet.coulthart@trade.gov

From KEA – NZ Companies seeking US connections

Environmentally friendly take-away coffee cup lids seeking market entry in US

Milton Innovations manufacture coffee cup lids that are made from biodegradable and compostable plastic and is ergonomically designed to retain heat and liquid. The company would like to meet with buyers from US corporates in the hot beverage sector to help validate their concept. www.miltoninnovations.com

Utilities company seeking validation from innovative industry members in San Francisco

Unison provides energy solutions and a fibre optic network that powers and connects Napier, Hastings, Taupo, and Rotorua. They have been one of the first globally to innovate smart network technology. Unison is currently packaging smart algorithms as commercial software. Members of the company are travelling to San Francisco in February and would like to meet progressive electricity companies to validate their software. www.unison.co.nz

Offsite work tracking app seeking insights from US healthcare industry

Bullrush is an automated GPS time & travel tracking app; designed for people and managers of teams, who charge by the hour and work from multiple locations. It records all travel time and time spent with clients, eradicating manual timesheets and mileage logs for tracking time and travel.

The makers of the app are seeking market insights and would like to talk to members to have a better understanding of US sales' vernacular. www.bullrush.io

Content proofing software developer seeking marketers in San Francisco

PageProof is an online software that streamlines the review and approval process for all creative material. The software reduces admin and complicated email trails, integrates with many organisational platforms, supports a range of file formats, and encrypts data automatically. PageProof is seeking connections in San Francisco with senior members of marketing, specifically in creative/advertising, food and beverage, tourism, and retail industries to grow and to discover the way review and approval is currently being implemented in the US. www.pageproof.com

(Continued on page 5)

From KEA (Continued from page 4)

Enterprise compliance SaaS company seeking environmental compliance manager

BraveGen provides cloud software that oversees environmental, health and safety, sustainability, and supply chain management services for industry leaders. BraveGen's software manages licenses, permits, and plans incident management, investigations, competence management, CSR reporting and supply chain compliance, among others.

BraveGen would like to meet with Tesla's environmental compliance manager to discuss how they could help Tesla improve the visibility and effectiveness of their environmental compliance monitoring activities. www.bravegen.com

EVENTS FOR YOUR DIARY

- 22 Feb 2018 United Airlines-AmCham Ambrose Golf Tournament, Akarana Golf Club
- 23 Feb Lunch with CODEL led by Chairman Rob Bishop (R-UT), Natural Resources Chair, Armed Services
- 22 March Women in Business event, Auckland
- 23 March Auckland CEO lunch – by invitation only
- 3 April Annual AmCham Wellington Reception for Members, MP's, Government officials and companies doing business with the USA sponsored by eBay.
- 4 April Wellington CEO lunch – by invitation only
- 23 March Auckland CEO lunch – by invitation only
- 10 May May CEO's lunch with Mike Smith, CEO, IBM New Zealand
- 29 May AGM & AGM reception hosted by Auckland University of Technology
- 16 August 2018 AmCham-DHL Express Success & innovation Awards dinner.

MONTHLY FOREIGN EXCHANGE RATES

As at 9am	16/01	16/02	
USD	0.7305	0.7384	↑
AUD	0.9162	0.9325	↑
EUR	0.5952	0.5916	↓
GBP	0.5291	0.5254	↓
CAD	0.9071	0.9232	↑

HiFX

Stay informed, speak to the experts
Contact: doug.warren@hifx.co.nz

MEMBER NEWS

We ask all members to spend a minute or two checking that their online profiles are update. To log in use your email address and if you have forgotten your password hit forgotten password and a new one will be sent.

Don't forget to follow us on Twitter @AmchamNZ and on Linkedln

Future AmCham Committee update

The new committee recently convened to look at strategies for the 2018. Committee members:

- Ada Echetebe, Norris Echetebe Law, Chair
- Mike Shaw, AUT, 2015 AUT Student on AmCham Board
- Kristal Mendez, 2014 AUT Student on AmCham Board
- Elspeth Carroll, 2017 AUT Student on AmCham Board
- Li Sun, US Global Tax
- Rebekah Jenner, Pfizer New Zealand
- Natalie Wilkins, Public Affairs Officer, US Consulate

Three key areas the group will be focussing on in the coming months:

- Women in business key events and chapter meetings
- Young Professionals key events and chapter meetings
- Establishing an award to send recipient(s) to the USA

Rebekah Jenner (Pfizer) has been appointed Chair of the Women's Chapter and **Elsbeth Carroll (AUT Student of the AmCham board)** the Chair of the Young Professionals Chapter.

In the coming weeks we will be surveying members of both groups to find out what events they would like us to run and what issues they would like discussed. Once this has been collated the chapter chairs will convene meetings.

If anybody is interested in hosting or sponsoring either the Women in business or Young Professionals chapter meetings please email mike@amcham.co.nz



Supporting
AmCham

(Continued from page 5)

Hamburg Süd honoured twice for sustainability

Hamburg Süd has once again been honored by two independent organizations for its sustainability management. The Carbon Disclosure Project (CDP) awarded an above-average grade, while EcoVadis bestowed its highest-possible “Gold” status rating.

The CDP collects and publishes the environmental data of companies and cities worldwide. In doing so, it pays particular attention to emissions management – for which Hamburg Süd, which has been voluntarily reporting its CO2 emissions to the non-profit organization for several years, performed at an above-average level.

It received a similarly good assessment for its overall performance. With its “B” grade, which it has now earned for the second time, Hamburg Süd stands two whole grades above the average not only in the Water Transportation industry group, but also within the CDP’s Supply Chain program and in the group of companies from the DACH region. [Read more.](#)

Langham Hospitality Group announces expansion of Cordis Auckland

Hotel positioned to be the biggest in New Zealand by 2020 with addition of new tower comprising 16 floors, 250 rooms and suites, a new Club Lounge, event spaces, restaurants and bars.

Following the multi-million dollar refurbishment of Cordis, Auckland, Hong Kong-based Langham Hospitality Group has announced new expansion plans that will make the upper upscale hotel the largest in New Zealand in terms of room count.

Set to be completed by late 2020 with a total of 650 rooms and suites, the recently rebranded hotel will reinforce its position as the city’s leading meetings and conference property with its new and extended event space, complemented with exciting food and beverage enhancements.

The new tower adjacent and connected to the existing hotel will house an additional 250 premium rooms and Cordis signature suites. The size of the new rooms will start from 32 square metres and the brand new Club Lounge will feature panoramic views of the harbour and Auckland Tower. [Read more.](#)

ExportNZ ASB Wellington Awards 2018

Entries for the ExportNZ ASB Wellington Export Awards have launched! If you’re a business managing your export earnings and revenue generating operations from within the catchment area of the Wellington Region, Wairarapa and Manawatu, we want you to enter.

These awards celebrate our export community and the contribution they make to the economy. Under a new arrangement, New Zealand Trade and Enterprise is a strategic partner for the ExportNZ ASB Wellington Export Awards. Category winners for Best Emerging Business, Best Medium/Large Business and Excellence in Innovation will be automatic entrants in the New Zealand International Business Awards.

Critical dates

Monday 12 February: Entries Open

Friday 6 April: Entries Close

Monday 16 – Tuesday 17 & Thursday 26 – Friday 27 April: Judges visit finalists

Tuesday 1 May: Finalists announced

Thursday 24 May: Gala Dinner

[Click here for Awards info pack.](#)

Massey University partners with NZVRARA

The New Zealand VR/AR Association Inc. (NZVRARA) and Massey University School of Design have jointly announced a strategic partnership to support the fast-growing New Zealand virtual and mixed reality sector.

Virtual reality technologically isolates a user from the real world to create a simulated one; while augmented or mixed reality merge real and virtual worlds to produce new environments and visualizations where physical and digital objects co-exist and interact in real time.

Professor Brian Lucid, Head of the School of Design, is a founding board member of the NZVRARA and oversaw students at Massey University establishing New Zealand’s first tertiary VRAR Club, VRTX, in early 2017, going on to establish a specialised VRAR room on the Wellington campus. [Read more.](#)

PNC Ltd offer AmCham members a discounted placement fee rate at 11.5% per placement if you need help in next couple of months

PNC specialise in permanent or fixed term contract roles. From entry level through to senior executive placements in some of the following industries:

Construction, Engineering, Building Materials, Manufacturing, Pharmaceutical, Chemical, Medical equipment and devices, Automotive &

(Continued on page 7)



Supporting
AmCham



Members News PNC Offer (Continued from page 6)

Components, Real Estate, Food & Beverage, Retail

PNC is a boutique agency that offers a full service recruitment package. You can utilise the full service package or, just the aspects that you need. We are offering really good placement fee rates per role.

If you needing good help with recruitment right now please email us at admin@pnetc.co.nz

New Members

American Express, Auckland – **Jon Stewart**, Vice President, Public Affairs & Communications – Australia and New Zealand - multinational financial services corporation headquartered in New York City. The company was founded in 1850, and is one of the 30 components of the Dow Jones Industrial Average. The company is best known for its credit card, charge card, and traveler's cheque businesses. Provider of Credit Cards, Charge Cards, Travel & Insurance products. <https://www.americanexpress.com/nz/>

Johnson & Johnson Medical Pty Ltd, Auckland – **Nadia Yu**, General Manager & Country Director New Zealand - Caring for the world, one person at a time, inspires and unites the people of Johnson & Johnson. We embrace innovation—bringing ideas, products and services to life to advance the health and well-being of people around the world. We believe in collaboration, and that has led to breakthrough after breakthrough, from medical miracles that have changed lives, to the simple consumer products that make every day a little better. Our over 125,000 employees in 60 countries are united in a common mission: To help people everywhere live longer, healthier, happier lives. www.jnjnz.co.nz

The Innovative Travel Company Ltd, Christchurch – **Robyn Galloway**, Managing Director - company was founded in 1990 by New Zealand born Robyn Galloway. She was joined in 1996 by her Cairo based business partner Elhamy El Zayat. Innovative Travel is the creator of carefully crafted holidays which have been designed with in depth research by their international and local team. We want to add the 'wow' factor to your holiday experience. Offers superbly crafted - tailor made holidays with a diverse range of accommodation choices from budget to deluxe in unique and exciting destinations including New Zealand, the Mediterranean, Middle East, Gulf States, Russia, Eastern Europe, Europe, Africa, Asia: China, India, Vietnam, Laos, Cambodia, Myanmar & Sri Lanka; Italy, the Caribbean (West Indies) and the Indian Ocean Islands including the Maldives, Mauritius & the Seychelles. www.innovativetravel.co.nz

People on the move:

Kimbal Riley is taking over of Chief Executive of Vista Group International with Murray Holdaway moving to Chief Product Officer.

Chris Murphy is moving to Hong Kong taking up a regional role looking after HK, Taiwan and Korea and

Ngapera Riley has left KEA to join FigureNZ as Deputy CEO. Susan Glasgow has taken over the helm as Global Director of World Class NZ

Deloitte announce the most recent appointment of seven new partners and ten new directors. <https://www2.deloitte.com/nz/emerging-leaders>

Don Oliver has left United Way NZ with Teresa Moore appointed Chief Executive

BUSINESS TRAVEL & TRAVEL NEWS

News, views and information for Amcham's Business Travellers from Grant Bevin, ATPI Business World Travel

ATPI Business World Travel is a member of GlobalStar Travel Management

We're in the midst of peak tourism season and a very busy start to the business travel year. Naturally this leads to the reminder about earlier than usual check-in times at key airports **around New Zealand**. For **Auckland** please plan to check in **90 minutes** in advance for Domestic and **3 hours** in advance for International because of the traffic jams on the George Bolt Drive approach road. Quite a number of travellers have put themselves under unnecessary pressure or in fact have missed their flights.

The next several weeks will provide significant pressure on **Auckland** hotels. A perfect storm of tourists, business travellers, concert goers, Chinese New Year and cruise ship turn-around passengers will see peak demand on hotels in the city. We suggest that our business travellers make Auckland a day return trip over the coming weeks, or face very inflated hotels rates. Watch out in particular for 17 - 23 February where we have 10 large cruise ships in town. Auckland is the finish and start point for these ships and most passengers will have booked a hotel night pre-or post their cruise.

Airline Update:

- **United Airlines** has a useful approach to their on-board **wi-fi** by offering monthly or annual subscriptions. Travellers can opt for either a US Domestic package or an International/Domestic subscription. Rates are from US\$49 or 10,500 United Mileage Plus points monthly or from US\$689 or 100,000 M/Plus points annually.
- **Air New Zealand** has a few more months of disruption to its **Boeing 787 Dreamliner** schedule. The aircraft's Rolls Royce engines are receiving urgent repairs. The chartered **Hi-Fly Airbus A340** is doing most of the **Auckland – Sydney** (twice daily) and **Auckland - Perth** flying but please note that this aircraft does not have in-seat entertainment. The airline has done a good job re-adjusting schedules for this unexpected situation. **Virgin Atlantic** (VS) is similarly affected with their Rolls-Royce Trent powered Boeing 787-9 aircraft and they have taken charter aircraft from the recently closed Air Berlin. We are being informed about individually affected flights on **Virgin Atlantic between the US and London**. The urgent maintenance issue only affects 787 Dreamliners with this particular engine type.

(Continued on page 8)

BUSINESS TRAVEL NEWS (Continued from page 7)

Air New Zealand has a short term special offer whereby a stop in Honolulu enroute to the US Mainland or Vancouver will not attract the usual \$400 surcharge. Hawaiian Airlines includes a Honolulu stop enroute free within its US mainland airfares.

→ **American Airlines (AA)** will expand its very efficient **East Coast business shuttle service** to now include **Chicago**. The hub airport is New York's convenient **La Guardia** from where AA currently has hourly shuttle flights to Boston, Ronald Reagan Washington and DCA Washington airports.

Whilst on **American Airlines**, the airline's new **Admirals Club Business Lounge** and **Flagship First Dining** at Los Angeles International Airport (LAX) has now fully opened following a re-build. The 1300 square metre space offers AA customers a sit-down meal before their flight, the first product of its kind at LAX. The tableside restaurant features complimentary, full-service, dining with seasonal, locally-inspired dishes and drinks as well as cocktails designed by a renowned New York mixologist.

Always pack a book! Despite your selected airline promoting its amazing in-flight entertainment, always be a boy scout or girl guide and **'be prepared'**! We frequently hear that the entertainment is not working in a seat or two, but because flights are so full there is often not the option to move seats. However a recent situation on a popular airline saw the **entire aircraft** without its in-flight entertainment on a long-haul flight.

Wellingtonians can once again book parking on-line at the **airport** with **Air New Zealand**. The airline previously operated its own car-parking area at the southern end of the airport, which closed last year due to the demolition of an old hanger. You'll also earn one **Airpoints Dollar** for every \$50 spent on parking. Not sure if that's really an inducement!

Flying within the US with your **'Emotional Support'** peacock – or turkey, or possum will be a thing of the past after March. Following **United Airlines** rejecting a traveller who wanted to bring her ES Peacock on board a flight, **Delta** has also announced a review of what can be brought on board US Domestic flights. There has been too many in-flight fiascos. The thought of cat and lap dog escorting you are positively old-fashioned however as things seem to have gotten totally out of control with what type of animals give travellers emotional support, its back to cat/dog which will now reign supreme as best behaved cabin critters! Frankly it should be up to neighbouring travellers!

Hotel update:

Travel better! At ATPI/Business World Travel we're a member of the prestigious US-based **Virtuoso**, an invited group of the world's leading travel agents and where we achieve benefits over and above any other travel agent or booking site for our clients. For the same as any advertised rate including on the hotel site, Bookings.com or Expedia you'll receive:

Upgrade on arrival, subject to availability

Daily Breakfast for two

Food & Beverage or Spa services credit usually around US\$100

Early check-in/late check-out, subject to availability

Complimentary Wifi

Often some other kind of personalised in-room amenity

Take a look at www.virtuoso.com or call one of our BWT Travel Advisors

Executive Leisure and Private Clients:

We like Waikiki's trendy **Surfjack Hotel** which is now offering Sunset Pilates O Ka La Mat classes on the Penthouse lanai every third Thursday, with instructor and Lululemon ambassador Chelsea Peck. Classes are USD25 and Surfjack guests will receive a discounted rate. BWT's Kristin Black recently looked through the Surfjack and is happy to include the Surfjack in our Hawaii quotes for the right kind of travellers. Surfjack is ideal for certain travellers. Contact Kristin or any of our Leisure team for your 2018 mid-winter Hawaii vacation.

Auckland City Art Gallery's inaugural **Foundation** tour to the US lead by Gallery Director **Rhana Devonport** has just gone on sale. The 2018 tour is headed to the diverse and sophisticated art scene in **Texas**. Dallas, Houston and Marfa are included. You would rarely accomplish such visits travelling alone so why not join the **2018 Art Gallery Foundation Tour**. The tour is exclusive to Foundation members and departs 01 May 2018. As an added extra after the Gallery visits have concluded in Houston we have arranged an optional private tour of NASA for some of the group – nicely marrying Art & Science! Your day will be highlighted by a private lunch with an Astronaut. For access to our tour or more information on the **Foundation** start by speaking with **Penny Dever** at the Gallery. (Tel. 09-8902252; Email: penny.dever@aucklandartgallery.com) Kristin Black or Grant Bevin at BWT have developed the tour and can also answer any questions.

We expect that the packages for the rugby in 2019 in Japan will be on sale in the coming weeks. As a sub-agency of **All Blacks Tours** we have access to accommodation and tickets as well as tours for all of the upcoming **All Black's** fixtures. Let us know if you're taking clients or staff members to Japan because we have some great ideas for touring and activities between the games. We're also forward planning for Japan so please register with Kristin Black here at BWT kblack@bwt.co.nz if you are interested.



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

For more details and bookings contact your BWT consultant on 0800-508 580 or 09-5293700

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

GENERAL

Calling for 2018 CS Educator Grant Applications

Google has [long supported the Digital Technologies Curriculum](#) in New Zealand to equip and inspire students. The Digital Technologies Curriculum focuses on computational thinking and computer science to provide students with the opportunity to develop skills needed for the jobs of the future.

Our annual CS educator professional development (PD) grant program (formerly known as CS4HS) is designed to increase access to CS education by funding computer science professional development programs for educators and support them in the curriculum implementation. More than 9,000 educators in Australia and New Zealand have benefited from training by expert PD providers dedicated to growing the confidence and skillset of new and future CS educators.

Today, we're excited to announce our 2018 funding cycle is [open](#) to universities, schools and nonprofits around Australia and New Zealand. Applications will close on the 2 March 2018. To learn more about the application process head to the [website](#).

The impact of PD grants for educators

Tracy Henderson from the University of Canterbury and Julie McMahon from the [New Zealand Association for Computing, Digital and Information Technology Teachers](#) identified an opportunity to ensure equal access to CS for students and teachers in rural communities in New Zealand. With their CS educator grant, the CS4PD program created by Tracy and Julie established regional CS Professional Development (PD) hubs in the North and South Islands of New Zealand to ensure all teachers are given the opportunity to engage with CS.

In 2017, the team hosted a three-day workshop for 55 teachers from primary, secondary intermediate schools across New Zealand where teachers were introduced to the proposed new curriculum along with accessible, hands on training to run PD for teachers back in their regions. The primary goal for Julie was to "be inclusive of all regions and all types of schools and in particular it was important that our Maori Medium teachers present felt valued and their mana embraced by everyone present".

The workshop was a huge success, with 2018 PD plans in the works that include the creation of a resource depository for teachers to access through New Zealand. Tracy says, "We concluded the week with inspired teachers ready to help support other teachers within their regions and schools to implement the new Digital Technologies curriculum in 2018".

Fulbright Science and Innovation Graduate Awards

Fulbright Science and Innovation Graduate Awards are for promising New Zealand graduate students to undertake postgraduate study or research at US institutions in fields related to science and innovation. At least ten awards valued at up to US\$31,000 (plus NZ\$4,000 travel funding) are granted each year, towards one year of study or research in the US.

These awards are offered in partnership with the Science and Innovation group of the Ministry of Business, Innovation & Employment (MBIE), the lead agency driving the science and innovation sector in New Zealand.

The awards are available in fields of science and innovation targeted to support New Zealand's economic, social, environmental and cultural needs, and to build international science connections. This includes, but it is not limited to, science research of the highest quality; areas with relevance to current and emerging New Zealand industry, social and environmental needs; areas with potential to broaden the economy and increase connections between research and industries; sectors of future need or growth; areas supporting Vision Mātauranga – unlocking the science and innovation potential of Māori knowledge, resources and people.

Closing date: 1 August annually. To apply see <http://www.fulbright.org.nz>

Greater Irvine Chamber Economic Development team helps New Zealand company locate in Irvine

Attracting Foreign Direct Investment continues to be a key focus of the Greater Irvine Chamber's Economic Development team. To that end, we welcome Protempo U.S. Limited, which just moved on Sept. 1 into their new office headquarters in the Irvine Company owned and managed Executive Park in Irvine.

The U.S. Consulate in Auckland contacted the Irvine-based U.S. Commercial Service office led by James Mayfield to advise him that a New Zealand company was looking at establishing a sales headquarters in Southern California. Mayfield contacted the Greater Irvine Chamber and after several communications, a meeting in March and a visit to the Chamber's Orange County World Trade Week Breakfast & Forum in May, Adam Brown, founder and V.P. of Sales & Purchasing selected Irvine as the base of his U.S. sales operation.

"It was helpful to get connected to the Greater Irvine Chamber. After meeting with Linda [DiMario, V.P. of Economic Development & Tourism] and Diana [Le, Manager of Business & International Development], they were able to provide resources and tax incentives to help me decide that Irvine was our best choice for our sales headquarters", said Brown. "We decided to set up here because Irvine is the center for business. Our folks are able to fly in and out of John Wayne Airport easily to take meetings and we are very happy to be here."

Sourcing from electronics and technology companies around the globe Protempo, with offices in Amsterdam and Sydney, are increasingly sourcing from U.S. companies to meet their global demand. They anticipate building a sales team in the Irvine office and generate \$30-50 million in revenue.

For more information on economic development in Irvine, [contact Linda DiMario](#).

(Continued on page 10)

INVESTING IN A FRANCHISE (Continued from page 9)

SEEKING EMPLOYMENT

James Myers - Permanent Resident of New Zealand and am seeking to return to New Zealand. I have very strong Financial Institutional Business Development experience and am looking for a new Business Development opportunity. I have FINRA licenses 3, 7, 63, 65 which "may" be relevant. My website is a quick read and tells my story. Can you help? www.boulderrainmaker.com

Law Student seeking part-time employment in Wellington - Stefan McClean

My aspiration is to provide excellence in leadership - to grow the koru into a fern. Currently in my third year of tertiary study in Law & Arts (International Relations & German), I am seeking part-time employment alongside my studies. Practical work alongside my theoretical studies is the best possible combination to navigate my career development. This means making a difference in your work environment by achieving measurable impact!

Past experience in Research, Administration and Policy with Parliamentary Service and Waitangi Tribunal.

Email: stef.mcclean@gmail.com

Investing in a franchise from the USA, 13th March

U.S. franchise consultant Edwards Global Services (EGS) represents leading American franchise brands on an exclusive basis, managing their development into global markets. On March 13th at the Pullman Hotel in Auckland, EGS will be hosting a "U.S. Franchise Investment Seminar," at which a number of their highly successful U.S. brands will be presented to New Zealand investors for development in the local market.

The event is being held in collaboration with Westpac, Stewart Germann Law Office, the US Department of Trade, the American Chamber of Commerce, and award-winning US franchise consultant Edwards Global Services. Please see below for brief descriptions of the participating concepts:

The Boiling Crab® – The Boiling Crab® is a casual dining restaurant modeled after a traditional Louisiana seafood boil, featuring seafood and fish entrees prepared Cajun-style served with sauces from mild to highly spicy. The menu includes one or more varieties of crab, crawfish, lobster, shrimp and raw oysters prepared in giant pots of seasoned broth, made to order and served in bags on paper covered tables. Customer demographic is from infants to seniors with a strong millennial following. Restaurants often have long waiting lines as they have a loyal following. www.theboilingcrab.com

FirstLight® Home Care - The Culture of Care philosophy is the cornerstone of FirstLight Home Care, the management team has 250 years of home care and franchise experience, making it the most comprehensive, reliable, values-driven and best managed service provider in the home care industry. FirstLight has a Certified Client Satisfaction rate of 97.6%; and it's Caregiver Bond has achieved an industry leading 86.2% retention rate of its highly trained Caregivers. A proprietary Technology Platform enhances system integration to facilitate a highly successful operation. www.firstlighthomecare.com

Mosquito Squad® - Mosquito Squad founded the Protective Barrier Spray in 2005 and are the #1 US franchise brand in their sector. The barrier spray treatment methodology and proprietary product blend instantly kills mosquitos carrying Zika, Dengue, Malaria, etc., in addition to other outdoor pests. The treatment method offers a 21-day residual killing impact. Mosquito Squad offers a simple and scaleable operating model with very high gross profit margins of approximately 65%. Mosquito Squad is ranked the #1 pest control franchise by "Entrepreneur Magazine. www.mosquitosquad.com

ILoveKickboxing® - ILoveKickboxing® is a leading fitness franchise with 250+ locations in three countries. The brand started with one simple question: "What's wrong with most workouts and how can we fix it?" BOREDOM is the #1 reason people stop working out! And that boredom is caused by poor exercises and routines that get old and stale. So, we got to work creating a workout that was NEVER boring and ALWAYS fun, engaging, challenging, and exciting. The result is a bag-hitting, adrenaline-flowing workout that ANYONE can do - no matter your age or fitness level. With locations worldwide, you'll discover the best kept secrets to getting a firm and lean body all without crazy diets & long hours wasted at the gym! www.ilovekickboxing.com

During the March 13th seminar, in addition to the brand presentations, attendees will hear from franchise experts who will speak about the legal, financial and other key considerations for investors interested in developing a U.S. brand in the New Zealand market. Local investors will also have the opportunity to schedule a private meeting with brand representatives to discuss the details about these exciting new concepts.

This program provides investors with a very unique opportunity to hear from the experts about how to make a productive franchise investment; and to also hear about concrete franchise investment opportunities - importing and developing brands with an outstanding track record of success.

For further information regarding registration for the Seminar, or to reserve an individual meeting appointment, please contact the following:

Stewart Germann Law Office Phone: [+64 9 308 9925](tel:+6493089925) E-mail: stewart@germann.co.nz