

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 2



March 2018

Entries open for AmCham – DHL Express Success & Innovation Awards for companies doing business with the USA

New award added - BILATERAL ENTREPRENEUR/INNOVATOR OF THE YEAR WITH THE USA

The American Chamber of Commerce is delighted to announce the launch of the 2018 AmCham – DHL Express Success & Innovation Awards, held in conjunction with United Airlines. 2018 is the nineteenth year there awards have been held and they celebrate business achievement between New Zealand and the United States.

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

This year we have added a new award to recognise an individual who is a leading entrepreneur and who has shown innovation in doing business with the USA

Awards categories are:

Exporter of the Year to the USA - with export revenues to the USA up to NZ \$1 million

Exporter of the Year to the USA - revenues from NZ \$1 million to NZ \$10 million

Exporter of the Year to the USA - revenues over NZ \$10 million

Importer of the Year from the USA

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

Bilateral Connections Award

Contribution to Tourism

Bilateral Entrepreneur/Innovator of the Year with the USA

Commenting on the awards, Mark Foy, Country Manager, DHL Express New Zealand, said "International trade continues to grow with Kiwi businesses taking advantage of larger offshore markets, as highlighted in the 2017 ExportNZ DHL Export Barometer. The research indicates more than half (55%) of New Zealand exporters have seen international orders increase over the past 12 months, and a record of 71% of Kiwi companies expect this to continue to increase for 2018. While Trans-Tasman trade continues to dominate exports with almost 80% of exporters trading into Australia, the percentage of exporters trading with the USA has also significantly increased to 51% in the past year."

"Innovation and Kiwi ingenuity are at the heart of numerous Kiwi export success stories and the high calibre of finalists this year is a testament to this. We look forward to seeing New Zealand businesses continue to thrive this year in the prosperous global export market"

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

The winners of the importer, exporter and bilateral services awards receive a return Economy Plus airfare to anywhere in the USA from United Airlines.

Companies interested in entering the 2018 awards can find further information at www.amcham.co.nz or by contacting Mike Hearn – email mike@amcham.co.nz or phone 09 309 9140. Entries close at 5.00 pm on 31 May.

Finalists will be announced on 5 July and the winners announced at a black tie awards gala dinner at the Pullman Hotel Auckland on 16 August.

In addition to AmCham, DHL Express and United Airlines, the awards are supported by: [ANZ Bank](#), [Baldwins](#), [Fonterra Co-operative](#), and the Business Herald.

Index	
CSIS Conference	2
White House proposes China import tariffs	2
US Imposes 232 Metal Tariffs	2
Young NZ Delegation to US	3
Ohio Research Project	3
US Small Business comments	3
Fullbright NZ welcomes funding increase	3
Mastercard names NZ top country for Women Entrepreneurs	3
SUCCESS STORIES	4
TRADE BUSINESS INVESTMENT	4
Mississippi trade delegation to NZ	4
Complex in Comparison: Doing business in USA	4
2018 Select LA Investment Summit	4
From NZTE	5
From KEA—NZ seeking US connections	5
FOR YOUR DIARY	5
MEMBER NEWS	6
Congratulations to	6
Hawaiian Airlines Kiwi team top award	6
New Education program supports Kiwi Entrepreneurship	6
Tomra continues expansion	6
Synlait acquires Pokeno site	7
Deloitte bolsters AWS & Cloud offerings with API talent	7
Eagle Protect discontinues vinyl gloves	7
Noel Group hosts NZ Meditech delegation at Houston Launch Pad	7
New Members	7
People on the move	8
BUSINESS TRAVEL	8
2018 World Class NZ Awards showcase global Kiwi talent	10
EY Entrepreneur of the Year: Nominations	10
BIO International Convention Boston 2018	10
NZ Tech Sidecar Fund launched	10
Seeking Employment	10
2018 United Airlines AmCham Golf Day	10



CSIS conference the “United States and New Zealand: Pacific Partners”

The Centre for Strategic Studies: NZ recently co-hosted with the Centre for Strategic and International Studies (CSIS, Washington) a conference on the New Zealand-United States relationship.

The conference addressed the broad scope of the US-NZ relationship, with panels on the bilateral relationship in a changing global order, regional economic and trade issues, regional security challenges, connections with the Pacific and Australia, and global issues - including climate change. Participants on the American side included Deputy Assistant Secretary of State Walter Douglas, former Assistant Secretary of Defense Amy Searight, James Clad MNZM, Senior Fellow for Asia, American Foreign Policy Council and a group of senior academics.

[Click here to read Walter Douglas address.](#) “New Zealand, the United States, and the Indo-Pacific” talking about President Trump’s strategy for the region.



Ambassador Scott Brown

White House Proposes Tariffs on Imports from China

President Trump signed a memorandum on March 22 proposing the imposition of tariffs on a variety of imported goods from China and other actions to respond to China’s acts, policies, and practices related to technology transfer, intellectual property, and innovation. In particular, the White House proposed a 25% tariff on certain products that are supported by Chinese industrial policies.

The Chamber’s China Center understands that the tariff package, which has not yet been finalized, will be focused on Made in China 2025 sectors and related products. Contrary to earlier reports, tariffs are not expected to hit sectors unrelated to Made in China 2025 (e.g., toys, games, furniture). Of note, the White House Fact Sheet specifies that sectors subject to the proposed tariffs include aerospace, ICT, and machinery.

In addition, the Treasury Department will pursue restrictions on investment by Chinese firms in sensitive U.S. technology. On March 23, the Administration also initiated a WTO case on China’s discriminatory technology licensing practices.

Before the tariffs are implemented, the administration will allow a consultation period to seek input from the business community. The Federal Register notice is expected to be issued next week. The President’s Executive Order instructed the U.S. Trade Representative to publish its tariff package within 15 days. The China Center will be actively engaged with the administration in these consultations and will include members in the process as planning unfolds.

Accompanying the President’s memorandum, the White House issued a Fact Sheet and the Office of the United States Representative issued a nearly 200-page report on China’s theft of intellectual property and technology.

A U.S. Chamber of Commerce spokesperson said:

“As U.S. Chamber President Tom Donohue has said, the administration is rightly focused on restoring equity and fairness in our trade relationship with China. However, the U.S. Chamber believes that imposing taxes on American consumers and job creators in the form of new tariffs is not the way to achieve those ends. The U.S. Chamber looks forward to engaging the administration during this process to ensure the business community’s voice is heard on U.S.-China trade matters.”

The Chamber has publicly voiced its opposition to sweeping tariffs over the past week through a press release ([see here](#)) and a multi-association sent letter to the President.

U.S. Imposes 232 Metal Tariffs With Country Exceptions

Pursuant to a March 8 presidential proclamation, the United States imposed new tariffs of 25% on steel and 10% on aluminum effective today (March 23). However, just hours before the application of the tariffs, the White House issued formal notice that steel and aluminum imports from Argentina, Brazil, South Korea, and the 28 members states of the European Union would be excluded from tariffs for the time being. These countries join Canada and Mexico, whose exclusion was noted in the original proclamation.

The White House explained that, for these countries, the tariffs “are suspended until May 1, 2018, pending discussions of satisfactory long-term alternative means to address the threatened impairment to U.S. national security.” It appears that steel and aluminum imports from these countries will be subject to a de facto quota roughly equivalent to last year’s volume of imports.

This action thus excludes from tariffs approximately two-thirds of all U.S. steel imports. The most significant sources of U.S. steel imports hit by the tariffs are Russia (which provided 8% of U.S. steel imports in 2017), Turkey (6%), Japan (5%), Taiwan (3%), and China (2%). Nonetheless, U.S. prices for many steel products have already risen by more than 25% since the beginning of the year in anticipation of the 232 tariffs.

After Canada, which provides approximately half of all aluminum exports to the United States, the top sources of U.S. aluminum imports are Russia, the United Arab Emirates, and China.

Last weekend, the Commerce Department issued materials describing the process U.S. companies may follow to request that specific steel or aluminum products be excluded from the Sec. 232 tariffs. The March 8 presidential proclamations empowered the Secretary of Commerce “to grant exclusions from the duties upon request of affected parties if the steel or aluminum articles are determined not to be produced in the

(Continued on page 3)

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US Imposition of Metal Tariffs *(Continued from page 2)*

United States in a sufficient and reasonably available amount or of a satisfactory quality or based upon specific national security considerations.”

New Zealand exports to the USA of steel are reported to be around \$39 million a year and \$23m of aluminium. As New Zealand was not exempted, the Government has made it a priority to obtain one.

China has vowed to defend the country's interests, so we now wait to see how New Zealand will be effected by any trade war that arises.

Young New Zealand delegation heads to the USA

A New Zealand parliamentary delegation will learn more about the American political system next week during an eight-day exchange programme, the Speaker, Rt Hon Trevor Mallard, announced today.

“The exchange provides an important opportunity for the delegates to gain more understanding of the democratic processes at both federal and state level in the United States,” the Speaker noted. “My own experience with ACYPL observing the 1988 Bush Dukakis election was invaluable both with regard to the American electoral system and campaign techniques and even more importantly the contacts made.”

The New Zealand delegation comprises Chris Bishop MP, Tamati Coffey MP, Andrew Falloon MP, Erica Stanford MP, Chlöe Swarbrick MP, and Talani Meikle. They will visit San Francisco, Sacramento, and Washington DC.

The last New Zealand delegation went to the USA in 2015. An American delegation, mostly from state legislatures, visited New Zealand in 2016.

The exchange, running from 17 to 25 March 2018, is coordinated and sponsored by the American Council of Young Political Leaders (ACYPL).

Ohio University research project 7 May to 2 June.

AmCham, in conjunction with Pattillo & Associates Pty. Ltd, is bringing a group of students from Ohio University to work with AmCham on a research project.

The topics the students will be researching will be:

What are the legal and regulatory challenges of NZ companies that expand into the USA and how can they best manage those risks and overcome those obstacles, including tax/IRS, permanent establishment, U.S. state laws and rules and those tax systems that are state by state, human resources challenges, etc and the same for US companies looking to do the same in New Zealand?.

The importance of Foreign Direct Investment to the New Zealand and US Economies and how has it changed over the last decade. What impact on FDI will the new US tax policy have.

To make the project a success, we will need the support of our members, so if you are contacted by the group, we hope that you will take the time to meet with them.

US Small Businesses Love Tax Reform and are Bullish on the Economy

Small businesses are pumped about the economy. The Q1 Metlife & U.S. Chamber of Commerce Small Business Index shows a surge in confidence, moving up more than three points to 66.3. It's the biggest jump in the Index since it was launched in 2017. [Read more.](#)

Fulbright New Zealand welcomes funding increase from MFAT

Fulbright New Zealand is delighted that the Ministry of Foreign Affairs and Trade has announced it is doubling its core funding to Fulbright New Zealand to NZ\$1.35 million per annum. [Read the full press release here.](#)

This will come into effect for this year's applicants, applying in 2018 for travel to the United States in 2019. Applicants for the New Zealand Graduate Awards are encouraged to apply by 1 August, and New Zealand Scholars should apply by 1 October.

The full impact of this increase on Fulbright New Zealand award levels will be made public on our website at the end of March 2018. Please check back for specific award details at that time: www.fulbright.org.nz

Mastercard Names NZ the Top Country for Women Entrepreneurs

New Zealand women entrepreneurs have the strongest supporting conditions and opportunities to thrive, according to the second edition of the Mastercard Index of Women Entrepreneurs released today ahead of International Womens Day. Mastercard Index Names New Zealand the Top Country for Women Entrepreneurs.

New Zealand is in the lead but gender bias still in play for women entrepreneurs around the world. [Read more.](#)

SUCCESS STORIES WITH USA

Luxe Fisher & Paykel Appliances Appeal in LA
 Chris Liddell Named White House Deputy Chief Of Staff For Policy Coordination
 Flying Taxis Secretly Tested In New Zealand
 US couple 'give back' with trailblazing Glenorchy camp ground
 New Zealand ranked least-corrupt country in the world, again
 Nationwide transport company introduces new solution to Queenstown's traffic boom
 Avaya Launches UC and CC Cloud Solution
 New Zealand agriculture's role in the US wound care market - ABNZ
 NZ toymaker takes \$38m hit from collapse of retail giant
 Medical start-up Veriphi poised to go global
 Kathmandu raises \$40M for US footwear purchase
 AFT expects \$5m cash from selling hospital products

Kiwi Agtech Company Biolumic Secures US\$5m Funding
 NZCU Baywide switches on Oracle Flexcube
 Airways welcomes Zephyr flying taxi to New Zealand airspace
 Magic Leap Partner Weta Workshop Confirms Shooter Game Coming in 2018
 ComCom clears Kraft Heinz to buy NZ Cerebos units
 Thor Industries and Tourism Holdings Ltd. Join forces to usher in a new age of outdoor adventure
 NZ Food Safety Company Reducing Foodborne Illness in the U.S
 Ruatoria company to export medical cannabis worth \$160m
 Oritain partners with cotton association Supima
 Solid gains for visionary exporter
 Cosmetics firm Avon will close operations in New Zealand and Australia

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Mississippi trade delegation to New Zealand

AmCham recently met with Rose Boxx, Director, International Trade Division, and Courtney Helfrich, Senior International Trade Manager, Mississippi Development Authority and their trade mission delegates.

Manufactured goods feature prominently in Mississippi exports to New Zealand. In 2017, medical devices accounted for 25% of total Mississippi exports to New Zealand followed by plastics (22%) and machinery (16%). In 2017, New Zealand ranked as Mississippi's 60th largest export market.

Campusknot, Inc. Blake Tarver, VP, Global Operations,
 Educational platform for educators to help engage students.
www.campusknot.com

Stringer Industries
 Taylor Stringer, Business Development Manager
 Manufacturer of stationary wastewood chippers for sawmills.
www.stringerind.com

Center for Telehealth at the University of Mississippi Medical Center

Michael Adcock, Executive Director

e-health solution to provide healthcare services. https://www.umc.edu/Healthcare/Telehealth/Telehealth_Home.html

Wood Industries Inc.

Chris Carter, International Sales Manager

Manufacturer of air compressors. www.eaglecompressor.com



US International Buyer Program

Trade Show Schedule 1 Jan to 31 Dec 2018 – for details and support contact Janet Coulthart: janet.coulthart@trade.gov

Complex in Comparison – doing business in the USA

Zachary Norris of Norris Echetebe Law, which has offices in Auckland and Houston Texas, gives his expert insights into the issues Kiwi companies face when attempting to do business in the United States...“When I first came to New Zealand, I was surprised to learn about the difficulty New Zealand companies face when trying to do business in the United States, I quickly realized that to the foreign eye, the US was a byzantine maze of complex regulations, multiple jurisdictions, and rules that did not make much sense” [Read more](#)

The 2018 Select LA Investment Summit - May 23 to May 24, 2018

The Select LA Investment Summit is Southern California's premier international trade and investment event that brings together global investors with business and government leaders from around Southern California. As the recipient of the International Economic Development Council's (IEDC) 2017 Silver Award for Outstanding Event, Select LA is an essential platform for businesses seeking to secure foreign direct investment (FDI) opportunities and gain exclusive insights into market trends and deal flow throughout the Los Angeles region. The World

(Continued on page 5)

Investment Summit (Continued from page 4)

Trade Center Los Angeles is delighted to be hosting the 4th Annual Select LA Investment Summit at the beautiful JW Marriott in downtown Los Angeles from May 23 to May 24, 2018.

[Click here to learn more!](#)

From NZTE**Tackling the US natural products market**

The opportunity for New Zealand natural product companies in the US is immense – in the words of US natural products leader Gary Hirshberg, “unlimited”. But that doesn't mean it's easy. Three US-based natural products experts, including Whole Foods Market former co-CEO Walter Robb, recently spent time in New Zealand to help natural products companies with their US market entry - here are a few tips they've passed on for successfully navigating this bountiful, yet complex market. [Watch](#)

From KEA – NZ Companies seeking US connections**Acoustic products manufacturer seeks insights into LA, San Francisco and New York**

Autex Industries is seeking Kiwi connections in architecture or interior design in LA, San Francisco, and New York. The company is a NZ manufacturer of interior acoustic products, with a range of aesthetic acoustic solutions for ceilings, hanging screens, and acoustic panels.

Autex is headed to the US to work on exciting projects for major corporates and would like to connect with any Kiwis within the architecture or interior design space for further market insights and market entry advice while travelling through. www.autexindustries.com

SaaS energy company seeks local market insights to establish value proposition in US

emhTrade is an independent energy services company that offers a Transactive Grid Platform with Peer to Peer electricity retail capability. They aim to help people use greener and cheaper electricity, cutting costs in the supply chain.

emhTrade are seeking to understand how their product fits in the marketplace and a better understanding of overseas markets, and would like to connect with people in the electricity utilities industry, suppliers in the areas of smart homes, electric vehicles, residential solar and home battery systems and community energy solutions and associated web services. www.emhtrade.com

Maritime SaaS company seeks to grow networks in US, Australia and NZ

The SnapIT SolarVMS is built using a revolutionary combination of technology and programming to provide a low power tracking system. They are looking for partners with an initial focus on NZ, Australia and North America, who have existing phone or tablet applications or sensors being utilised by any of these sectors: fisheries, environmental monitoring, maritime, forestry, transport logistics and military applications.

With this unique technology you can track vessel activity in real time. Initially designed for fisheries, the hardware is an extremely robust, compact, 100% solar powered, 2 way satellite communications system. www.solarvms.com

Developers of imagery referencing software seek US industry members to discuss partnerships

We-Integrate specialises in image/photo transfer primarily in the Rental Vehicle, Freight Logistics and Collision Repair Industries to keep a track of any damage to or the general condition of goods. Photos are taken through a smart device app, referenced and stored in our server for easy customer search and access.

We-Integrate would like to grow their business in these sectors initially on the West Coast of the USA, especially Container Logistics Operators and Rental Vehicle operators, supplying non-competing technology such as Booking or Operational type software. www.we-integrate.co.nz

EVENTS FOR YOUR DIARY

- 3 April Annual AmCham Wellington Reception for Members, MP's, Government officials sponsored by eBay.
- 4 April Wellington CEO lunch – by invitation only
- 11 April Auckland CEO lunch – by invitation only
- 11 April Opportunities for doing business in the USA - Stu Webster, CEO, Pineconeone from Los Angeles
- 10 May Auckland new format CEO lunch with Mike Smith, CEO, IBM New Zealand
- 15 May visit by University of Virginia
- 17 May visit by University of South Carolina
- 25 May Auckland breakfast with North American Heads of Mission Tim Groser (DC), Maurice Williamson (LA), and Daniel Mellsoy (Canada)
- 29 May AGM & AGM reception hosted by Auckland University of Technology
- 16 August 2018 AmCham-DHL Express Success & innovation Awards dinner.

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 LinkedIn

Congratulations to

Bill Buckley, Managing Director of Buckley Systems Ltd on his induction into the Business Hall of Fame

Hawaiian Airlines Kiwi team sweeps up top award

Hawaiian Airlines' New Zealand sales team recently took out the top performing sales team award at Hawaiian Airlines' Global Sales and Alliances Conference.

Held at the Hilton Waikoloa Village in Kona, the awards were presented by Hawaiian Airlines' president and CEO Peter Ingram and Theo Panagiotoulis, senior vice president, global sales and alliances in front of over 100 attendees. The New Zealand team was recognised for punching above its weight and for its outstanding performance among peers in the US Mainland, Japan, China, Korea and Australian teams.

'I couldn't be more proud of the team and their hard work,' says Rusty Williss, country director New Zealand. 'We hold great relationships at the heart of all that we do, and feel the award is one for not only our team, but for all those in the industry whom support our effort.'

Source: ProMag Publishing

New education programme launches to support Kiwi entrepreneurship

New Zealanders set to learn the skills to take their businesses to the global stage

Aspiring and seasoned entrepreneurs alike will see their business ideas reach new heights thanks to two high-profile business leaders who have developed an entrepreneurial education programme to put New Zealand at the top of the world map when it comes to innovation.

This month, the Practical Innovation and Entrepreneurship Paper – an online course for Kiwis striving for success – launches out of an innovation hub at Auckland University of Technology.

Co-founded by AUT Adjunct Professor and former advertising expert Mike 'the Hutch' Hutcheson, and educator, business mentor and inspirational speaker Catherine Newton, the Paper will give Kiwis the opportunity to 'think differently'.

"We want to help New Zealanders turn an idea into a tangible business model. We designed this course to provide business insight and practical tools to launch into the world of entrepreneurship," says Hutcheson.

"Kiwis are not short of great ideas, but they are short of being able to implement and commercialise their ideas. Our geographic isolation and ability to attract funding are some of the reasons behind not being able to develop scalable businesses that create jobs," Hutcheson adds.

The Practical Innovation and Entrepreneurship Paper (ENTR770) welcomes its first official intake of students on 14 March, following its successful pilot programme in 2017. Just 12 weeks in length, the course arms participants with practical skills to test, develop and bring a business idea to life, or develop an existing entrepreneurial idea or business. [Read more](#)



co-founders Mike Hutcheson and Catherine Newton

Tomra continues expansion in global food sorting solutions sector with acquisition of BBC Technologies

TOMRA today signed an agreement to acquire 100 percent of the shares in BBC Technologies*. The deal sees BBC Technologies' precision grading systems and innovative punnet and clamshell filling solutions for blueberries and other small fruits join TOMRA Food's own fruit inspection and grading technology portfolio. TOMRA will also acquire www.freshtracker.com, innovative software which TOMRA foresees complementing its other developments in data and analytics solutions. Freshtracker™ enables traceability of the origins and characteristics of individual products from harvesting, processing and packaging, through to point-of-sale.

Based in Hamilton, New Zealand, BBC Technologies' origins go back to 2000 when founder and local blueberry growers Greg and Alison Furniss invented a blueberry grader and sorter which was then sold to other growers. The company shares with TOMRA a deep dedication to enhancing grower's abilities to deliver consistent, high quality berries to an ever more demanding consumer. [Read more.](#)

More Stories (Continued on page 7)



Supporting
AmCham



Synlait acquires Pokeno site for infant formula growth

Synlait (NZX: SML; ASX: SM1) has conditionally purchased 28 hectares of land in Pokeno, North Waikato, to establish their second nutritional powder manufacturing site.

Currently an undeveloped site in New Zealand's North Island, Synlait expects to invest around \$260 million in the coming years as we establish our infant base powder manufacturing capability at the site.

"Our forecast increase in customer demand for infant formula products means we need to add additional powder manufacturing capacity as soon as we can," says Graeme Milne, Chairman. "Our long-term infant formula supply agreements underpin this forecast demand and we have these in place with The a2 Milk Company, New Hope Nutritionals, Bright Dairy and Munchkin."

Synlait will grow their a2 Milk™ and Lead with Pride™ programmes with farmers in the Waikato as a part of establishing their new milk supply for Synlait Pokeno.

"We want to partner with dairy farmers who are excited to do more with their milk. a2 Milk™ and Lead with Pride™ are two of our special milk programs and we're really excited to bring these opportunities to the Waikato," says John Penno, CEO and Managing Director. [Read more.](#)

Deloitte bolsters AWS and cloud offerings with API Talent

Deloitte is expanding its Amazon Web Services (AWS) and cloud infrastructure technology offerings, with the team from New Zealand's leading AWS specialist, API Talent, to join the professional services firm from 1 May.

API Talent were the first New Zealand provider to qualify for AWS DevOps competency and they are a certified AWS MSP Partner. API Talent holds 5 service delivery certifications, and they have the most AWS certified people, in New Zealand.

Their recent stellar growth saw them recognised as the fastest growing services business in Wellington and the lower North Island, taking out 12th place in the 2017 Deloitte Fast 50.

Co-owners Wyn Ackroyd and Sebastian Krueger will become Deloitte partners, and the API Talent team will join Deloitte in Wellington and Auckland from 1 May 2018. [Read more.](#)

Eagle Protect discontinues vinyl glove sales due to risks

Due to growing scientific evidence of the toxic effects of vinyl (PVC) gloves to the environment, to food safety and to glove user health, Eagle Protect, leading supplier of disposable gloves to 80% of NZ's primary food processing industry, has discontinued selling vinyl gloves.

Eagle is not alone in its decision. In 2001 Japan banned PVC gloves for food handling due to the well documented adverse effects on health and food safety. [Read more](#)

Noel Group hosts NZ Medtech delegation at Houston Launch Pad

AmCham member, Noel Group Inc, recently hosted a NZ Medtech sector delegation consisting of 10 companies and 7 researchers at its Houston Launch Pad beachhead facility (www.houstonlaunchpad.net). The delegation was sponsored by Callaghan Innovation, in conjunction with CMDT & the MedTech CoRE, and targeted Houston's Texas Medical Center, one of the largest medical precincts in the world. A key objective was to leverage Noel Group's networks and relationships to accelerate commercialisation and develop research relationships in order to support the process of preparing, trialling and validating NZ technologies for the US market. Visit timing was ideal as it coincided with the advent of Houston Exponential (HX), a massive 'fund of funds' initiative designed to transform Houston's innovation economy over the next 5 years (<http://houstonexponential.org>). Much of HX's accent is on growing the health tech sector through international collaboration. Noel Group has direct linkages with a number of key HX steering committee leaders, including International/Global Entrepreneur Program and Acceleration Strategy.



New Members

AT&T Australia & New Zealand, Auckland – **Martin Creighan**, Managing Director Australia/New Zealand - AT&T is a world leader in communications, media and entertainment, and technology. We serve millions of U.S. consumers with video, broadband and voice services. And we serves millions of businesses globally with highly secure, smart solutions. Our technology organization is an industry leader in working with developers and startups to open our network to innovation. AT&T's new advertising and analytics startup is leading the way to the future of premium video advertising. Using innovation and data-driven insights will give brands better ways to interact with their target audiences. We are also working to close our acquisition of Time Warner. By combining AT&T's distribution with Time Warner's content, we'll be able to create value for consumers, advertisers and shareholders. www.att.com

Eagle Protect, Christchurch/South Lake Tahoe (CA) – **Steve Ardagh**, President/Founder - Eagle Protect was founded over 10 years ago, growing rapidly to now supply approximately 80% of the primary food processing industry and 50% of the dental market in New Zealand, with responsibly sourced disposable gloves and protective clothing. Our business has been founded on honesty and integrity, only sourcing our products from like-minded manufacturers. Having visited many disposable glove manufacturing factories with poor hygiene and labour

NEW MEMBERS (Continued from page 7)

conditions, we have grown in our desire to only work with those factories who look after their workers, contribute to their communities, and reduce their environmental impact. Eagle has been a certified B Corporation since 2012 and is the World's only disposable glove and clothing specialist to be a B Corp! www.eagleprotect.co.nz

Russell McVeagh, Auckland – Deborah Macrae, Director of Business Development and Marketing - We are a dynamic network of specialists who are champions for our clients' strategic goals. Widely regarded as New Zealand's premier law firm, Russell McVeagh is committed to operating on the cutting edge of legal practice. We employ approximately 350 staff and partners across our Auckland and Wellington offices, our lawyers are the best in their fields and recognised internationally for their expertise. The firm acts for 11 of the NZX 15 companies, and New Zealand's major corporates, including numerous energy and utilities companies, all of New Zealand's retail banks, and New Zealand's largest company and largest listed company. www.russellmcveagh.com

People on the move:

Lance Walker is leaving Cigna New Zealand to take up the role of CEO of WREDA. Gail Costa has been appointed as Chief Executive of Cigna New Zealand.

Deborah Marris has joined Synlait as General Counsel and Head of Commercial

Peter Chisnall has moved to a new role at MasterCard as Senior Vice President, Market Development for South East Asia with Ruth Riviere appointed as Country Manager for New Zealand and the Pacific Islands.

Philip Turner has left Fonterra Dairy Cooperative to become New Zealand's new ambassador in South Korea.

Pat Cannon has left PPG Industries USA HO and has joined ITW Polymers Adhesives in Boston.

KPMG have appointed Jesse Phillips, Sonia Isaac, Tony Evans (Wgtn). Laura Youdan and Nick McKay (Akl) as partners.

Eric Walton has left the University of Waikato to join the Ministry of Business, Innovation and Employment in Wellington.

Euler Hermes has appointed Andrew Fraser as Country Manager for New Zealand

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 Virtuoso

Airline Update:

- **Air New Zealand's** new service between **Auckland and Chicago O'Hare** Airport commences 30 November. Initially the service will depart 3x weekly (Wed/Fri/Sun) at 20.10hrs, landing at 16.15hrs the same day. **Chicago** is a great destination or stopover option; with the exception of the mid-West and Toronto transiting advantages are more limited – popular destinations roughly in the same direction such as **New York or Boston** using Air NZ will continue to be better served by **Air NZ/United** over Houston/San Francisco/Los Angeles – the California options offering a superior trans-Continental service with **United Airlines**. Total flying time is not too different via any of them. With a flight time northbound of 15hrs 05mins and southbound 16hrs 20mins **Air New Zealand** invites itself into the uber-longhaul airline stakes perfected by the likes of **Qatar Airways, Emirates** and more recently **Qantas** with its 17 hour Perth to London flight. Air New Zealand will operate the **Boeing 787-9** on the route with its total 283 passengers. We have some good launch seat sale airfares to Chicago on sale until 13 April 18.
- **United Airlines** has announced that its **Auckland-San Francisco** service will revert to year-round in 2019, understandably dropping the service to 3x weekly for the New Zealand winter. Fans of the excellent **United Mileage Plus** Frequent Flyer programme will be happy! Because of the cooperative nature of the **United/Air New Zealand** agreement there is not really any serious airfare competitiveness between these two airlines. We await the next move to reinstate a year-round competitive landscape ... **American Airlines/ Qantas?**
- **American Airlines** seasonal Auckland to Los Angeles services concludes 17 April, and re-starts again 30 October; **United's** Auckland to San Francisco non-stop has concluded for the season and re-commences 29 October.
- **Air Tahiti Nui** has ordered new aircraft. Replacing the Airbus A340, the airline takes delivery of its first **Boeing 787-9** fleet in November and this aircraft will be used on the **Auckland to Papeete** route. The airline offers a direct through connection 3x weekly Auckland via Tahiti to Los Angeles and with onward connections to Paris. The clincher here is the chance to stopover in **Tahiti** on the way home from a business trip to the US!
- **Hawaiian Airlines** has become a partner and sponsor of netball teams **Waikato Bay of Plenty Magic** and the **Northern Stars**. Tall netballers will appreciate **Hawaiian's Extra Comfort Economy class** – keep this in mind when travelling with the family. A surcharge of NZ\$175 per sector over any Economy Class airfare gives you significantly better legroom, priority boarding and Fast Lane Immigration at Honolulu Airport.

(Continued on page 9)



**BUSINESS
WORLD TRAVEL**
25 YEARS 2017

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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

BUSINESS TRAVEL (Continued from page 8)

→ **Challenges** serving a network of **provincial destinations** is not the exclusive domain of airlines in **New Zealand or Australia**. Flying within US has also become problematic as is demonstrated with the sudden closure of US regional player **Great Lakes Airlines**, which operated domestic scheduled services from its base in Wyoming. They ceased scheduled passenger flight operations on March 26. A change in regulations has resulted in a lack of pilots for the smaller airlines and led the company to shut down service. A new requirement meant that First Officers needed more training hours. **Great Lakes Airlines** began laying off employees and plans to sell off its fleet of 28 Beechcraft 1900Ds and six Embraer 120 Brasilias. Young western pilots don't need to do their time on the small prop aircraft as happened with the typical pilot career path of days gone by – they are being snapped up and trained to fly large jets at much larger salaries in China and the Middle East.

Hotel update:

Guests staying at the **Courtyard by Marriott** in **Lynchburg, Virginia** can look forward to a new kind of room service. For the first time today, the Courtyard Marriott launched **Murry**, a robot that delivers what a hotel guest wants – limited for now to food, pillows or towels. When Murry gets to the door, he will call the guest room's phone, deliver the item, take the elevator back to the lobby and prepare for the next order.

Travel better! At ATP/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:

Contiki, the millennial-focused tour operator for 18-35 year olds and an important thread in the fabric of thousands of New Zealanders travel experiences, is targeting first-time US travellers, many of whom don't have passports. After learning that 50 percent of their target audience in America don't have a passport, Contiki has introduced a policy whereby they'll pay the US\$145 passport application fee. A recent study by Contiki on the Power of Travel found that travellers are overall happier people, more globally aware and more driven to meet career goals. Contiki's trips are perfect for first-timers, with everything taken care of. Despite our credentials at BWT in the corporate and luxury leisure travel sectors we do sell quite a few Contiki trip to clients – commonly for their grand-children or children's graduation gifts or a 21st birthday surprise!

US-based Royal Caribbean's **Symphony of the Seas** was launched last week and becomes the world's largest cruise ship welcoming **5,518 guests and more than 2,200 staff**. It's a family focused ship targeted to operate in Europe and the Caribbean. It's the fourth Oasis class and 25th ship in the RCCL fleet. One of the signature cabins is the **Ultimate Family Suite**, a two-level, 1,346-square-foot suite filled with thrills for the whole family – and friends – to come together and catch up on "me time." Features include an **in-room slide**, a **private cinema** with an 85-inch HD TV, a floor-to-ceiling **LEGO wall**, a 212-square-foot balcony complete with table tennis and a full-size whirlpool. Contact our cruise experts to book you on the cruise that will suit you whether its 5500 or 50 fellow cruise travellers, we know cruising!

Our friends at the **Sundance Mountain Resort** reminds us to let clients know about Sundance's fantastic outdoor Summer music programme set in the spectacular **Sundance** canyon in **Utah, 54km from Salt Lake City airport**. With a varied programme commencing in June one of the highlights will be old school **Oklahoma, the Rodgers and Hammerstein** classic performed by the Utah Valley University. Four times weekly between 19 July and 11 August commencing at 6.00pm with a BBQ and performance at 8.00pm! Enjoy the classic Sundance experience at the Resort itself, inspiration of the late **Robert Redford**. Best described as rustic contemporary, **Sundance Mountain Resort** is one of our **Virtuoso Preferred Hotels** where your BWT consultant will deliver to you value and comfort over and above the other guests, starting with a free US\$100 voucher for the Spa!

American Express has opened its new lounge at **Melbourne International Airport T2**, mirroring the one in the Sydney International Terminal. Access is available to Platinum and Centurion members and up to two guests. Paid access is also available.

With **Air New Zealand's** new non-stop service to **Chicago** coming in November we asked our **Virtuoso On-site Partner** to tell us their favourite things that they and clients enjoy doing. We already send a lot of people to **Chicago's McCormack Place** for the many key trade fairs, but it's clear to us that there is so much to do for holiday makers and incentive travel organisers. Here's a short list of ideas exclusive to our partner:

Architecture – an obvious and unimaginative idea for Chicago – but wait! What about on their Vintage Luxury yacht with expert lecturers on board

Art Institute of Chicago – an afterhours tours of the world-class, monumental works

Chicago Crime Adventure – explore historical landmarks and secret spots associated with the infamous Chicago mob and a tour of the city's underworld!

Evolution of Blues and Jazz - learn about the intertwined histories of blues and jazz as you tour the clubs with a local expert

Private Chicago Sports Tour – see the major stadiums and learn about the fascinating history of sports winners, losers and cheaters! We can also access tickets to most Chicago games

Frank Lloyd Wright – a private twilight evening tour of the Robie House

Call your usual BWT Travel Advisor to discuss your Chicago travel plans.

GENERAL

2018 World Class NZ Awards will showcase global Kiwi talent

Tickets are now on sale for the 2018 World Class New Zealand Awards. Recognised as New Zealand's most prestigious celebration of global achievement, the annual gala brings together the country's top talent for a night of networking and celebrating New Zealand's tallest poppies.

[READ MORE TICKETS](#)

EY Entrepreneur of the Year: Nominations now open

Following our launch event in Auckland earlier this week, where Cecilia Robinson took to the floor to share her passion, insights and entrepreneurial spirit, I am delighted to announce the EY Entrepreneur Of The Year 2018 programme officially open!

I encourage you all to reach out to your networks to identify those exemplary entrepreneurs who should be recognised for their achievements and could be the EY Entrepreneur Of The Year 2018. [Nominate Now](#)

As part of the incredible journey, successful nominees will have the opportunity to present to this year's esteemed judges, made up of five inspirational individuals with diverse business expertise and entrepreneurial spirit:

Bill Day, Founder and Chairman, Seaworks

Anne Norman, CNZM

Ranjna Patel, Founder and Director, East Tamaki Healthcare & Nirvana Health Group

Cecilia Robinson, Co-Founder and Co-CEO, My Food Bag

Vaughan Roswell, Founder and CPO, Vend

For more information on the EY Entrepreneur of The Year 2018 programme please [click here](#).

BIO International Convention Boston 2018

BIO is back in Boston to celebrate 25 years of innovation. The Convention draws together 16,000 biotechnology and pharma leaders from 74 countries for one week of intensive networking and partnership discovery opportunities. It features a wide spectrum of life science areas including drug discovery, biomanufacturing, genomics, biofuels, nanotechnology and cell therapy.

NZBIO, MBIE and Callaghan Innovation are in discussion regarding this year's delegation please [click here](#) to register your interest in attending Bio Boston, as NZBIO values your input to these discussions now.

NZ Technology Sidecar Fund launched

The Technology Growth Fund will give investors exposure to a portfolio of New Zealand origin Enterprise software companies generating NZD 2-10 million in revenue, with a global competitive advantage, and be generating the majority of their revenue offshore. The existing portfolio of 7 New Zealand origin companies is expected to build to 10+ over the life of the Fund.

A bonus feature of the TGF is it will help investor migrants qualify for the Growth category of the NZ Investor Visa programme, which provides benefits in terms of flexibility around time required to be spent in New Zealand as well investment amounts. However, we expect the TGF to appeal to a wider group of local and foreign investors as well as it's NZD, a New Zealand Limited Partnership with a minimum investment of NZD 250,000 per investor. The sidecar fund will close on 31 June 2018. [Click here for full details](#).

SEEKING EMPLOYMENT

Conor Byrne – graduating from Rhodes College, Memphis, TN in May 2018 with a Bachelor of Arts in Business. Is looking to come to New Zealand to start work from 1 July. Cumulative GPA: 3.74/4.0; Major GPA: 3.76/4.0.

Honors and Awards: Dean's List (six of seven semesters); Theodore William Eckels International Internship Award Summer 2016; Outstanding Work in Elementary Spanish Fall 2015-Spring 2016. Summer work undertaken for World Bank, Global Facility for Disaster Reduction and Recovery and the American Forest and Paper Association, Washington, DC; plus Rhodes Sports Information Department, Memphis, TN.

Contact Conor by email: byrco-18@rhodes.edu

2018 United Airlines-AmCham Ambrose Auckland Golf Tournament



A STAR ALLIANCE MEMBER

The 2018 United Airlines-AmCham Auckland Ambrose Golf Tournament was held on 22nd February at Akarana Golf Club. We were delighted to welcome back United Airlines as our lead sponsor and it was great to have Chris Petty, Regional Sales Manager for Australia & NZ join us for the day. While a smaller than usual field, we welcomed back several teams missing for a few years – AJ Park, RPM Tool & Dye (2) and the ERG team up from Napier.

The winning team was the American Express team Joshua Clarke, John Mika, Grant Forbes, Darren Grant

Second was the Rosebank Business Association team

Third was the Eagle Technology No 2 team

Nearest the pin on 8th – Stuart Graeme

Nearest the pin on 16th – Craig Castles

Longest drive on 18th – Alastair James

(Continued on page 11)

AUCKLAND GOLF TOURNAMENT (Continued from page 10)

Our thanks to

Lead sponsor: United Airlines – Leanne Cheesman who put up a return Economy Plus airfare to anywhere in the USA for the first person to achieve a hole in one on 8th hole. This was not achieved so a business card draw was made. The winner was Niels Baars of Botany Vehicle Imports playing in the HSBC team

Major sponsor:



Eagle Technology – Duane Eagle very kindly donated a day out on the water on board Eagle Magic. Again this was a business card draw with it being won by Mark Douglas of Martin Personnel



Hole sponsors:

- American Express – Joshua Clarke
- Eagle Technology Ltd – Duane Eagle
- Rosebank Business Association – Mike Gibson



Prize sponsors:

- Hamburg Sud
- HSBC
- Martin Personnel
- Rosebank Business Association
- Hamburg Sud
- HSBC
- Martin Personnel



Our thanks to the whole Akarana Golf Club team for making the day so enjoyable.

Don't forget to put 20th November in your diaries for the 2018 AmCham Stableford Golf Tournament at Akarana Golf Club

