

AMCHAM NEWS

American Chamber of Commerce in New Zealand

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April / May 2016

2016 AmCham - DHL Express Success & Innovation Awards

Entries are now open

- **Does My Business Qualify?** If you have traded goods or provided services, education, intellectual property, royalties, etc. to or from the USA then you can enter
- **How Do I Enter?** visit www.amcham.co.nz to find out more and enter
- **When Do Entries Close?** 10 June 2016

- Exporter of the Year from NZ to the USA - under NZ \$1m • Exporter of the Year from NZ to the USA - NZ \$1m to NZ \$10m •
- Exporter of the Year from NZ to the USA - over NZ\$10m • Investor of the Year to or from the USA •
- Importer of the Year from the USA • The Eric & Kathy Hertz Award for Citizen Diplomacy •



"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.

Commenting on the company's sponsorship of the awards, Mark Foy, DHL Express New Zealand Country Manager said: "Innovation is at the heart of numerous Kiwi success stories and we're pleased to work with AmCham to celebrate some of the country's best importers and exporters. With the rise in online shopping, demand for high-quality, well-designed products has significantly increased and as a result we are seeing strong growth in exports to the US."

Finalists will be announced on 15 July and the winners announced at a black tie awards gala dinner at the Pullman Hotel Auckland on 18 August

TPP update

New Zealand PM urges Congress to ratify TPP

New Zealand has a lot to lose if the U.S. Congress fails to ratify the Trans-Pacific Partnership, Prime Minister John Key said in a speech Wednesday sponsored by the US | New Zealand Council, U.S. Chamber of Commerce, and U.S. Coalition for TPP during his visit to Washington, DC. China is New Zealand's largest market for goods and services, and New Zealand still lauds a 2008 free trade agreement between the two nations that slashed duties and tariffs. However, the 12-country TPP would be more than twice as lucrative for New Zealand's exporters, Key said at the event. Read More: [Agri-Pulse](#)

The Prime Minister spent two days in Washington meeting with key economic and trade leaders including the Federal Reserve Chair Dr Janet Yellen, US Secretary of Commerce Penny Pritzker, and US Secretary of Treasury Jack Lew.

President Obama: The TPP would let America, not China, lead the way on global trade

On Monday, May 2, The Washington Post published an op-ed by President Obama on the benefits that passing the Trans-Pacific Partnership (TPP) trade deal would have on U.S. businesses. The following link is the [full op-ed](#) as published.

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TPP Update (Continued from page 1)

ITA Releases Trans-Pacific Partnership Opportunities by Market Report

Today, the Department of Commerce released "Trans-Pacific Partnership Opportunities by Market", the latest [report](#) in the International Trade Administration's series of [fact sheets](#) outlining TPP opportunities by state, sector, and now market. This new report highlights the benefits the Trans-Pacific Partnership (TPP) agreement for American workers and businesses in the 11 other TPP countries. The report will help U.S. businesses of all sizes better understand how TPP will increase their competitiveness and the growing commercial opportunities for Made-in-America products in some of the largest and most dynamic countries in the Asia-Pacific region.

TPP will reduce the cost of exporting, level the playing field for U.S. businesses - in particular, small businesses - by eliminating tariffs, lowering service barriers, and increasing transparency while also increasing competitiveness by instituting stronger intellectual property rights protection and establishing enforceable labor and environmental obligations. When fully entered into force, TPP will eliminate more than 18,000 foreign taxes, or tariffs, that various countries place on Made-in-America goods.

Administration Makes National Security Case for TPP

On April 28, Deputy Secretary of State Anthony Blinken testified before the House Foreign Affairs Committee at a hearing entitled "America as a Pacific Power: Challenges and Opportunities in Asia." In his [testimony](#), Blinken said:

"As a central pillar of our rebalance, we have vigorously promoted trade and investment opportunities designed to unlock growth for the United States and our allies and partners. We have implemented a free trade agreement with South Korea and worked with Burma to modernize and strengthen legal and regulatory regimes, helping set the stage for major U.S. companies like GE, Ford, Chevrolet, Coca-Cola, and Colgate-Palmolive to enter the market."

"The heart of our economic engagement is the landmark Trans-Pacific Partnership, which will bring 12 APEC economies and 40 percent of the global together with the highest labor, environment, and intellectual property standards in the world. It will eliminate more than 18,000 taxes on American exports and level the playing field for American workers. It will help allow for the free flow of ideas and data and promote additional standards that are critical for building the foundation of a common ASEAN digital economy. And it will mean simplifying the process to start a new business and streamlining ways to resolve business disputes."

Separately, on April 27, eight former secretaries of defense from Democratic and Republican administrations sent a [letter](#) to House and Senate leaders in support of the TPP. They wrote:

"The United States cannot and should not fall behind on the world stage. Our leadership in a troubled world is dependent on our military, diplomatic, and economic power. We cannot afford to weaken any element of our strength at this critical time. With a trade agreement of this magnitude, there will be elements that some dislike, but the overall benefits to our economy and national security cannot be overstated. We urge you to support the TPP and to help the United States maintain its leadership in the 21st century."

From Inside US Trade

[Froman: U.S. Sending Out TPP Implementation Teams, Undecided on Fixes](#)

Trade Representative Michael Froman on Monday (April 18) said the U.S. government is sending teams to Trans-Pacific Partnership countries to discuss how they will implement their obligations on intellectual property (IP) and other issues, as well as the capacity building they may require in order to meet them.

AmCham members and US company representatives had the opportunity of meeting with Drew Quinn, Deputy Assistant USTR for Southeast Asia and the Pacific and U.S. Deputy Chief Negotiator for the Trans-Pacific Partnership to discuss ratification progress and future implementation.

President Obama this week said the prospects for congressional approval of the Trans-Pacific Partnership will be best after the election season ends, signaling that the White House still believes it can successfully navigate political headwinds and push the trade agreement through Congress this year

However Hillary Clinton has signaled that if she is elected president in November she would oppose a vote on the Trans-Pacific Partnership trade accord during a lame-duck session of Congress, sharpening her differences with President Obama as he is ramping up his sales pitch on behalf of the deal. Clinton responded in writing to a question on the lame-duck session from a coalition of Oregon labor unions and environmental groups by stating: "I oppose the TPP agreement — and that means before and after the election." Source WSJ

Senate Majority Leader Mitch McConnell (R-KY) this week strongly downplayed the chances for a congressional vote on the Trans-Pacific Partnership in a lame-duck session, though he stopped short of completely ruling it out. [Rep. Rick Nolan \(D-MN\) this week said he was "cautiously optimistic" that opponents of the Trans-Pacific Partnership could prevent the deal from coming up in a lame-duck session of Congress because of widespread public opposition.](#)

USTR Plans to use TPP Implementation to address longstanding IP problems

Buried in the 2016 National Trade Estimate (NTE) report is a pledge from the Office of the U.S. Trade Representative to use the implementation of the Trans-Pacific Partnership to address what the administration views as longstanding shortcomings in intellectual property (IP) protection in all 11 TPP countries.

(Continued on page 3)



Supporting AmCham

(Continued from page 2)

USTR Notice Of TPP Legal Changes Breaks New Ground Only On MPF Reform

In its April 1 formal notice to Congress, the Office of the U.S. Trade Representative identified six U.S. laws that need to be changed to implement the Trans-Pacific Partnership (TPP), but only one breaks new ground from the requirements posed by previous free trade agreements.

USTR Seeks Input from Cleared Advisers on TPP Implementation

The Office of the U.S. Trade Representative this week will seek initial input from members of trade advisory committees on the implementation, monitoring and enforcement of the Trans-Pacific Partnership during two days of conference calls covering specific provisions of the agreement, according to informed sources.

New Commerce Report Illustrates Economic Benefits for U.S. Firms Doing Business with Trans-Pacific Partnership Countries

U.S. Secretary of Commerce Penny Pritzker today released a new report that highlights the benefits U.S. businesses can expect when exporting to the 11 Trans-Pacific Partnership (TPP) countries. The report details each market's top export sectors and explains how existing tariffs will be impacted once the agreement enters into force. It shows U.S. businesses how this important agreement can open doors for the high-quality American products and services that global consumers desire. By eliminating more than 18,000 tariffs on 'Made-in-America' products sold overseas, the TPP will enable U.S. businesses to compete on a level playing field, while defining the highest standards on labor, the environment, and the digital economy ever to be included in a trade agreement.

Read full report: [Department of Commerce](#)

TPP Bill introduced to Parliament

Minister of Trade Todd McClay has welcomed the introduction of Trans-Pacific Partnership Agreement Amendment Bill to Parliament as an omnibus Bill.

"TPP is important for New Zealand because it will remove barriers to trade for exporters of New Zealand goods and services in the Asia-Pacific region," says Mr McClay.

"Although most of the obligations in TPP can be met by New Zealand's existing domestic legal and policy regime, some changes are required.

"This Bill will make all domestic legislative changes required to comply with New Zealand's obligations in TPP, with the exception for obligations related to plant variety rights, which New Zealand has a three year period following entry into force to implement. I now look forward to the Bill passing through Parliament's legislative process.

"The introduction of this Bill is just the latest step in New Zealand's domestic processes. The Foreign Affairs Defence and Trade Committee has already examined the TPP text and the TPP National Interest Analysis and tabled its report in Parliament," says Mr McClay.

The legislative amendments introduced by the Bill will not come into effect until TPP enters into force for New Zealand.

TPP could come into force by late 2017/early 2018, once countries have completed their respective domestic processes necessary to ratify the agreement.

Joyce leads GPA Mission to the US

Economic Development and Tertiary Education, Skills and Employment Minister Steven Joyce leaves for the United States tonight to promote US-New Zealand business links, and leverage New Zealand's accession to the World Trade Organization (WTO) Government Procurement Agreement (GPA). [Read more](#)

[Joyce opens CEO Summit in Washington DC](#)

Bennett travels to United States

Climate Change Minister Paula Bennett travels to the United States today to represent New Zealand at several major international events.

Mrs Bennett will sign the Paris Climate Change Agreement on behalf of New Zealand at the United Nations in New York on Saturday 23 April.

"It's an incredible privilege to represent our country at this historic event. The Paris deal is the first truly global deal on climate change, and it's appropriate the event is being held to coincide with Earth Day," says Mrs Bennett. [Read more](#)

Angel funds invest over \$60m in 2015

Angel networks and funds invested a record \$61.2 million into 94 young New Zealand companies in 2015 – a 9 percent increase on the previous record set in 2014, New Zealand Venture Investment Fund investment director Chris Twiss said today.

Releasing the latest Young Company Finance Index, Chris Twiss said New Zealand now has a strong core of investors involved in angel networks and funds which are driving the continued growth of investment into start-ups. [Read more](#)

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Commercial News USA

The **May/June 2016** issue of Export USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at <http://exusa.think.global/052016/>

International Buyer Program – Trade Show Schedule 1 Jan to 31 Dec 2016

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

Stafford Engineering Ltd. (SEL) looking for contacts in the USA www.stafford.co.nz

- SEL is primarily a Dairy, Food/Pharma & Packaging of complex/custom equipment solutions global provider
- SEL has been providing successful engineering solutions to long term customers for 30 years
- SEL offer all aspects towards these engineering solutions from (supply can be any one of these to full turnkey) Sanitary 3D CAD/ Design & Engineering; R & D; Project Management; Sanitary Manufacture (both Machining and Fabrication); FAT testing in workshop; Install/ Commission/Training/Documentation; Service & Spares on built assets

We have a rich history with long term customers in the USA in ice cream and would like to expand all our services there in food, Dairy and packaging. Contact: Leo Aspite, Business Development Engineering Manager

Stafford Engineering Ltd, Phone 64-7-847-6579 Mobile 64-27-703-0789 Email: leo.aspite@stafford.co.nz

From NZTE

Results are in! How the US sees us

New Zealand Story is doing global image testing to gain a better understanding of our key offshore markets. They asked what consumers would like to see more of, what they'd like to see less of, what our businesses can do to impress them and which images increase their appetite for NZ goods and services. The United States results are in. For summaries of Los Angeles, Houston and New York, plus a full pack that includes a broader overview of the US and industry insights, [click here](#).

Three tips for success in the United States

The United States is a large and lucrative market with plenty of opportunities for those that do it right. To make the most out of entry into Silicon Valley or New York's Silicon Alley, New Zealand technology companies need to be prepared. Kelly Hoey, NZTE North American Beachheads advisor shares her insights. [Read more](#)

How NZ tech marketers compare to the USA

The [first official episode](#) of [The Tech Marketer](#) Podcast stars Concentrate's Director, [Greg Williamson](#), discussing [Market Measures](#) and how NZ tech companies compare to our US counterparts.

[Take a listen](#) and learn:

How to get started with content marketing – unlocking the value of legacy content and finding the sweet spot for releasing content often enough to gain traction

Shifting our mindset to inbound – The primary source of leads for 80% of USA companies is typically indirect marketing activities such as email, advertising and social media. Only 35% of Kiwi companies utilise this more scalable, cost-effective source. How do we catch-up with our US tech counterparts?

[The seven principles of tech marketing success](#) – how this aligns with traditional marketing fundamentals, and how it differs. The importance of focus, and fighting the temptation to market to "everyone".

Tigers hunted in Los Angeles as part of investor strategy

Some of North America's highest net worth investors were on ATEED's radar when a senior trade partnership expert joined Tourism New Zealand in attending February's Tiger 21 annual meeting in Los Angeles. [Read more](#)

From ExportX

[Happy Valley UMF 18+ Manuka Honey Rated #1 New Release](#)

Happy Valley UMF 18+ manuka honey is rated by Amazon as the #1 new honey in the USA. UMF 18+ is a recent addition ... [Read on »](#)

[Pantry Essentials on Amazon Exclusives](#)

Amazon Exclusives Collections this week includes a Pantry Essentials section, featuring Brookfarm macadamia oil, Melora lozenges, Go Native fruit snacks and Wild Cape manuka honey. ... [Read on »](#)

SUCCESS STORIES WITH USA

[NZ Bus investing in electric powered vehicles from USA](#)

[Icebreaker merges North American operations](#)

[Kiwi drone start-up takes out innovation awards in Las Vegas](#)

[LanzaTech signs first North American deal](#)

[Decima Health to pitch eczema treatment at US conference](#)

[AFT gets first step of US approval for Maxigesic IV](#)

[Annies secures major US contract](#)

[Orion Health shares gain on US deal](#)

[Enphase Energy Opens New Research & Development Facility in New Zealand](#)

[Craig Wireless Systems sells New Zealand spectrum to Spark](#)

[Small Kiwi team pushing to Mars with SpaceX](#)

[US underwear giant Hanes seeks Pacific Brands](#)

[Spidertracks and Alaska eSRS](#)

[Mediaworks and NBCUniversal announce joint venture](#)

EVENTS FOR YOUR DIARY

- 18th May - Lunch with Rohit Shukla, Chief Executive Officer of Larta Institute, USA
- 25th May - CEO lunch, Auckland (invitation only)
- 25th May - AGM & Reception hosted by AUT University Business School
- 27th May - Breakfast with North American Heads of Mission, Ambassador Tim Groser, Washington DC, USA; NZ Consul General Leon Grice, Los Angeles, USA and NZ High Commissioner Daniel Mellsop, Ottawa, Canada
- 8th June - CEO lunch, Auckland (invitation only)
- 4th July – Breakfast with Dave Hilfman, Senior VP Worldwide Sales, for United Airlines
- 8th July - CEO lunch, Wellington (invitation only)
- 28th July - CEO lunch, Auckland (invitation only)
- 28th July - 2015 EY Entrepreneurs of the Year Craig Hickson, Managing Director, Progressive Meats Ltd and Young Entrepreneur Chris Hislop, Co-Founder and CEO of Pushpay Ltd
- 18th Aug – 2016 AmCham-DHL Express Success & innovation award dinner in Auckland
- 20th Oct – Reception for Board of AmCham Australia & delegation
- 21st Oct – Briefings for Board of AmCham Australia & delegation

MONTHLY FOREIGN EXCHANGE RATES

As at 9am	04/04	04/05	
USD	0.6890	0.6915	↑
AUD	0.8985	0.9233	↑
EUR	0.6045	0.6008	↓
GBP	0.4840	0.4755	↓
CAD	0.8980	0.8790	↓

HiFX

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

MEMBER NEWS

New look AmCham website – www.amcham.co.nz

The AmCham website has undergone a transformation to the digital and mobile age. The site now include our Twitter and RSS feeds on TPP.

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.

Travel Portland honors Rusty

As our state’s flagship carrier, our reach extends from Hawai’i throughout the Pacific Rim as we take visitors to points throughout the region. Travel Portland recently recognized that fact at its annual awards breakfast by presenting New Zealand Country Director Russell “Rusty” Willis (center in photo) with the Rose City Award. They recognized Rusty for his outstanding work in promoting Portland as a tourist destination among New Zealand residents. Our onboard hospitality, convenient flight schedules, and the relative ease of our Honolulu hub compared to some of the larger connecting points on the U.S. mainland makes Hawaiian Airlines the obvious choice for travel between Auckland and Portland. Congratulations to Rusty and mahalo for his tireless work in making us the carrier of choice among Kiwis traveling to America.



Stockwell International opens New Zealand Office

Stockwell International Pty Ltd is an Australian owned international freight forwarding company. Stockwells was first established in 1971 as Bulgin & Stockwell. Brian Stockwell started as a custom broker in Mascot with 4 other customs brokers including Mr George Bulgin. Since then, the business has expanded its territory to International Freight Forwarding, import and export, customs brokerage, national transport, storage and warehousing. The company was renamed Stockwell International Pty Ltd after the death of Mr Bulgin and further rebranding occurred in 2010. The company has grown into one of the biggest privately/family owned freight forwarders in Australia. Stockwells now have over 100 staff in offices in Sydney (Head office), Melbourne, Brisbane, and franchise in Adelaide.

In March 2016 the decision was made to open a New Zealand office; Stockwell International NZ Ltd headed by Managing Director Nick Larsen.

We are dedicated to delivering “Exceptional Service, World class Logistics” and although we have achieved exceptional growth, we pride ourselves in providing our clients with a level of personalised service second to none. Stockwell International NZ Ltd is your true USA specialist logistics provider.

New Members

Freelance Law, Auckland – **Michele Sang**, Director - Michele is a highly experienced legal professional with over 20 years' legal experience. Formerly she was General Counsel for McDonald's NZ and Compliance Director for McDonald's internationally and prior to that she spent more than 10 years in private practice.

Michele is passionate about adding value to a business and being seen as a key business advisor, not just a lawyer. With her wealth of experience and a proven ability to build trusted relationships, Michele can provide you with proactive legal risk management, helping you avoid problems before they arise.

www.freelancelaw.co.nz

New Zealand Bullion Depository Ltd, Auckland – **Michael O'Kane**, Chief Operating Officer – The company was created as we felt there was a large gap in the precious metal storage industry, being the ability to secure large values effectively and safely while providing exemplary service. New Zealand Bullion Depository LP was created with the goal to provide the safest, private, secure precious metals storage service in the world.

Our purpose built vault combines the best in state of the art electronic security, combined with the best in physical security. Utilizing military technology, state of the art electronic monitoring and cutting edge material we have a vault rating that provides us full insurance cover for all deposits through Lloyds of London.

www.nzbd.com

Congratulations to:

University ranking “an outstanding result”

The University of Auckland has had its status as New Zealand's leading university confirmed, ranking first in the country in 35 out of 40 subjects in the latest QS World University Rankings.

Vice-Chancellor, Professor Stuart McCutcheon says: “This is an outstanding result for the University of Auckland and emphasises the comprehensive nature and calibre of our research and teaching contribution.” [Read more](#)

Abel sets sizeable global target

Auckland-based Abel Software, which delivers a world-class, integrated business management system, believes it's on track to become a \$500 million business within 40 years. Find out how below. [Read more](#)

People on the move:

Canterbury Tech new name for Canterbury Software - Canterbury Software has repositioned to encompass the broader tech community with new name and brand Canterbury Tech

Craig Neville-Manning has left Google and has joined Sidewalk Labs as Chief Technology Officer

Norris Legal Consulting has changed their name to Norris Echetebe Law

ATEED has appointed Sir Pita Sharples, as a strategic advisor to the ATEED Board; and Dean Butchers as General Manager Business Attraction and Investment.

Stephanie Gasperini has joined New Zealand Trade and Enterprise (NZTE) as Director of Better by Design

Andrew Tompkin has been appointed as General Manager of AbbVie Limited

Senior US director, Vincent Tobkin, has joined the Board of EverEdge IP.

Wellington Regional Economic Development Agency has appointed: David Perks, GM Venues and Project Development; Adele Fitzpatrick, GM Destination and Marketing; Sally Kane, GM Business Services; Jeremy Harding, GM Development and Foresight; David Jones, GM Business Growth and Innovation; Warrick Dent, GM Events and Partnerships; Stefan Korn, CEO of Creative HQ.

Rockwell Automation have appointed Nigel Williams as Country Manager NZ

Promotional opportunity in the USA - James Munro Racing

Opportunity that might appeal to companies looking for promotional opportunities in the USA - to coalesce behind a young up and coming Kiwi who has just been signed to a team that is participating in the USF 2000 series which is a feeder to the Indi Motor racing series which is huge in America.

James Munro is the first ever Kiwi to be invited to race in the USF 2000 series and Pelfrey racing team are extremely excited to have secured James for their team.

Pelfrey want to create, due to this being the first time a Kiwi has ever been in this series, a "Team New Zealand" brand around James and his car.

The media exposure is significant in the USA for this series and an ideal opportunity to brand New Zealand companies in this format.

For more info contact Grant email: isportwsss@gmail.com

BUSINESS TRAVEL & TRAVEL NEWS

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

Business World Travel is a member of GlobalStar Travel Management

Airlines

With the short advance booking profile that many of our clients practice it is a timely reminder that new kids on the block **American Airlines** (in conjunction with Qantas) inaugurates daily flights between **Los Angeles and Auckland on 23 June** (25 June northbound) and **United Airlines** (in conjunction with Air NZ) will operate three weekly **San Francisco to Auckland flights from 01 July** (northbound 03 July and daily from November). Both airlines will operate Boeing 787 Dreamliners.

We remind travellers to the US using **Hawaiian Airlines** of the airline's outstanding value **Extra Comfort** upgrade product. Pay US\$190 per one way sector over and above any economy class fare and you'll receive a 'near enough' premium economy experience. Same economy seat but 6 inches additional leg room, an upgraded meal service, priority boarding, in seat power outlet and an amenity kit. We receive great feedback about this value product.

Qantas has introduced **Status Hold*** which allows the airline's top frequent flyers to put their status on hold in the event that you are off on maternity leave. Your Platinum, Gold or Silver Qantas OneWorld Status can be held over for 18 months even though you may not be flying during that period.

We're encouraging **Business Class** clients who are choosing an **Air New Zealand option to the US** to book early on routes where the airline operates its **Boeing 777-200** and **Boeing 787 Dreamliner aircraft**. The **777-200** operates to Houston, Vancouver and some Los Angeles flights and with only 26 seats in Business Class the flights to/from Houston become fully booked well in advance. The Boeing 787 Dreamliner has only 18 **Business Class** seats (this aircraft operates to Honolulu as well as Shanghai, Tokyo, Singapore and Perth). This compares to the airline's **Boeing 777-300** which has 44 Business Class seats and operates daily to Los Angeles and San Francisco. It's a good problem for the airline to have but is frustrating for any late booking clients where if a seat is available the fare will be from the highest fare categories.

Virgin America has been bought by **Alaska Airlines**. **Virgin** has proved to be an excellent connecting airline from Air New Zealand and Qantas flights into the US whilst offering a higher standard of service than most other US domestic airlines. Conversely **Alaska** has been an excellent regional airline and the combined weight of the two will provide improved connectivity. In the US the value of an airline is often related to how many slots they have at key airports and the two will be able to further improve connectivity to the non-US long haul airlines by combining these valuable landing slots, we hope

Delta is poised to offer **in-flight wi-fi** on up to 350 of its aircraft. Delta's 2KU technology will allow for wi-fi on a gate-to-gate basis. Delta also plans a live television offering from late 2016. The airline's Boeing 737 and Airbus A319 fleets which operate the US domestic network, are the first part of the fleet to be enabled.

Hotels & Holidays

The **Rugby in Chicago** this November is attracting a lot of attention from our business travellers. Some are travelling with colleagues, some are taking a few deserving clients and many are meeting Irish cousins or mates in Chicago! This rugby festival will be the most fun you can have given the number of Chicagoans with proud Irish ancestry combined with the large numbers travelling from Ireland. With two fantastic matches set in one of the greatest cities in the world, BWT will get you there to witness the action live! The NZ Maori will take on the USA Eagles on the Friday night at Toyota Park (approximately 25km inland from Soldier Field) followed by the New Zealand v Ireland clash on Saturday night at Soldier Field.

Weekender Package Includes:

- 2 nights accommodation four star hotel on a twin share basis
- Daily breakfast
- Official match ticket to Maori All Blacks vs USA Eagles 04 November 16
- Official match ticket to All Blacks vs Ireland at Soldier Field 05 November 2016
- Match transfers

Ground arrangements NZ\$2095 per person, airfares additional.

Ask our team about a longer stay programme.

This month our **Amcham Member Special** from our **Virtuoso Hotel Programme**, looks to **Chicago**. We have 8 Virtuoso category hotels in the windy city but we really like the value of the five star **Sofitel Chicago Water Tower** located on **E. Chestnut**. With room rates from as low as US\$285 plus taxes you'll experience the surrounds of contemporary French architecture. This white steel and glass tower

(Continued on page 8)

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

Reviewing your Corporate Travel? Call our Team:

Business World Travel Wellington 04-470 6044

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



BUSINESS TRAVEL (Continued from page 7)

captures the essence of the famous Chicago skyline with its architectural heritage with the hotel being named 'the best new building in Chicago in the last ten years' by the American Institute of Architects. **But look at the BWT value** – for your rate from US\$285 (from US\$330 during the rugby) you'd receive full breakfast for 2 (normally US\$38 per person), upgrade at the time of booking, US\$100 dinner certificate at Café des Architects. Virtuoso is the pre-eminent US-based Luxury Travel Network and Business World Travel is an elected member for New Zealand. Both our Business and Private Leisure Clients love the value **BWT and Virtuoso** deliver! The **astute Amcham readers** will recognise that we are almost paying you to stay at the **Sofitel Chicago Water Tower!** And the astute Amcham Members already entrust their travel to our team at Business World Travel. Call us anytime!

Marriott's acquisition of **Starwood** remains on track to close midyear with the shareholders of each company have approved the acquisition. The combined power of Marriott International and Starwood Hotels and Resorts Worldwide will create the largest hotel company in the world with 5,500 hotels and resorts in more than 100 countries and a value of US\$13.5 billion – and all with the notable exception being that neither chain has a property in New Zealand!

Best Western Hotels and Resorts has undertaken some brand realignment. They have grouped their franchisees into four categories

Best Western – the trusted brand name and core identity at the value end

Best Western Plus – usually hotels with upgraded facilities

Best Western Premier – the most exclusive offering featuring upscale properties

GLO – urban boutique hotels which will appeal to tech savvy and connected travellers

Best Western currently operates 9 properties in this country, well down from the days when the BW sign was illuminated over the door of dozens of New Zealand properties. With 4000 hotels in over 100 locations worldwide Best Western is re-emerging in New Zealand and Australia.

Our BWT Travel Consultants have the details about our **Virtuoso** amenities programme at hotels across the US. Take a look at our options for hotels, cruises, US sporting events and tours at www.virtuoso.com.

Experience the historic authenticity of the **Mississippi River** aboard the **American Queen® Steamboat Company!** Cruise along the lower Mississippi River and you will encounter centuries-old shaded oak trees, elegant Antebellum plantations, cotton fields, and Civil War memorials - it's like taking a step back in time. On the upper Mississippi river cruises, you'll experience the inspiration behind Mark Twain's most famous characters while visiting storybook American towns and energetic cities. A Mississippi river cruise is the perfect getaway for nature lovers and history buffs alike and we have a fare of US\$3375 per person twin share. This unique experience is packaged with value in mind as the rate includes daily lectures from the onboard history and cultural expert, wine and beer with dinner, complimentary shore excursions and a one night pre-cruise hotel stay. Whilst on a River Boat theme you'll receive a **\$2000 per person credit** towards your airfares with **Europe's Avalon Waterways 2017 cruises**. The offer is based upon a 14 night deluxe river cruise in a Category E Outside Stateroom and is priced from NZ\$7339 per person twin share. Upgrades to higher category rooms are possible. Pay your deposit by 31 May 2016 to qualify for this excellent air credit offer. For other departure dates and further information please contact Agota Watt at BWT.

Travel Management trends**Duty of care and the Health and Safety Act**

Business travellers appear to be busier than ever so far in 2016 with the rain makers from client companies out around the world and up and down the country more frequently than last year.

This increased travel means increased corporate risk knowing that your work place logically extends beyond your office or your plant to any location you expect your employees to be. As an employer or Manager or HR employee for your company your responsibilities are more important and more diverse than ever; in the least you need to know where your employees are and what risks they are facing when they are away from your office, whether in Timaru, Tennessee or Tibet. We have the software through our online booking engine that can support your HR programme and let you know where your travellers are at the stroke of your keyboard in your own office in the event of an emergency situation such as an earthquake or terrorist activity. For this reason alone consolidated booking solutions for your complete domestic and international travel are the vital cornerstone for your HR responsibilities. For more complex international travellers going to remote locations we engage with services which offer full rescue and repatriation. Ask our well informed Client Relationship Managers Marie Easton-Myers or Megan Wheeler to discuss your responsibilities to your travelling employees and to mitigate your risk.



Willimont Sports Travel are delighted to offer a fantastic Stateside tour this July encompassing visits to Presidential Libraries of some of America's most acclaimed presidents.

This special 14-day tour is a real treat for those intrigued by American politics, giving a unique glimpse into the life and personality of leaders who have shaped US history.



Step aboard the same Air Force One that flew Ronald Reagan over 660,000 miles and learn how he changed the face of global diplomacy. Gain insight into George W. Bush' thought process during major crises like Hurricane Katrina through an interactive 'Decision Points Theatre' comparing your decisions with those made by the President. Or step into the Sixth Floor Museum, the sniper location found from the assassination of JFK and reflect on Kennedy's lasting impact to the world.

ELECTION TOUR (Continued from page 8)

Covering ground through six US states, you'll have the chance to enjoy iconic sights in New York City and Washington, soak up the lively and hip atmosphere of Austin and Dallas or enjoy Midwest cuisine and jazz history in Missouri.

With a thrilling US election year already underway, we will tie in a special nomination dinner (either in Washington or NYC) to watch the live coverage of the Republican Convention as the unpredictable primary season reaches its climax.

Tour Itinerary

- Los Angeles** (2 nights) | Visit the Ronald Reagen Presidential Library
- Austin** (2 nights) | Visit the Lyndon Baines Johnson Presidential Library
- Dallas** (2 nights) | Visit the George W. Bush Presidential Library
- Kansas City** (2 nights) | Visit the Harry Truman Presidential Library and the Dwight D. Eisenhower Library
- Washington DC** (3 nights) | Explore an abundance of historic sights
- New York City** (2 nights) | Visit the Franklin D. Roosevelt Library

Highlights and inclusions:

- International Air NZ flights, plus domestic flights within the US
- Acela Express high-speed train (Washington to NY)
- 13 nights' hotel accommodation
- 19 included meals
- Visit 6 Presidential Libraries & Museums (including transportation)
- Visit the JFK Center & Texas Book Depository
- Sightseeing tours and entrance to all included attractions

Want to know more? Check out Williment's [Election Tour brochure](#) for more details or secure your spot by [registering your details](#) online.

GENERAL**NZ VEX Robotics World Champions again - 8th year running**

STEM Education, ESPN, Excellence Award, the Guinness Book of World Records and a teacher from Glenfield College.

For the eighth year in a row New Zealand earned the right to call themselves World Champions at the VEX Robotics World Championships held in Louisville this weekend. Lynfield College achieved the ultimate accolade being crowned the winners of the High School Excellence Award. They join an elite group of teams who number only nine who can call themselves the best of the best. Lynfield College retained the Excellence Award won for New Zealand last year by the Glenfield College making it two years in a row for New Zealand.



David Aston from Glenfield College was inducted to the VEX Robotics STEM Hall of Fame as Teacher of the Year. Entry to this club is restricted to those who are selected by their peers not only for the dedication and hard work that they put into the program but also the all other aspects of the student's lives. There are only nine teachers in the world who have received this award. If there is a teacher in the world who knows how creating a passion for STEM can change the lives of student lives then David Aston is that teacher. David Aston joins Johan Potgieter who was one of the first inductees in recognition of starting VEX in New Zealand.

Lynfield College also won the Robot Skills World Champions Award for the highest score in the world in a competition where the robot competes alone on the field under driver control for one minute. Scoring 454 points equates to getting two balls into a net with an opening roughly half the size of a netball hoop 15 feet away every second! All of this was done using a robot built and programmed by high school student in his spare time! There next closest rival was 23 points behind them.

It is not by chance that the VEX robotics competition has grown to be the world's biggest robotics competition! The passion and dedication that the competition generates in the students and anyone involved in the program is evident by the excitement shown in the 1072 teams that competed in Louisville this weekend for the right to call themselves World Champions. The Guinness Book of World Records has formally recognized the VEX World Championships is the biggest in the World, ever.

For any of you out there who are still not convinced that VEX Robotics is a sport then you need to be aware that America's premier sports channel ESPN will be airing #VEXWorlds on ESPN2 on July 20th hosted by @kristenkenny!

www.kiwibots.co.nz

LEGAL ISSUES

Norris Echetebe Law (formerly Norris Legal Consulting) – American Law Specialists

In partnership with the AmCham NZ, our objective is to provide AmCham NZ members with information on the complex US legal landscape, to promote US-NZ business relationships, and to assist NZ businesses expanding into the lucrative US markets. In our monthly column, we write about legal issues which we deal with in our representation of NZ businesses doing business in and with the US. However, we are also open to suggestions on topics about which members are interested in learning. So, please feel free to email us with your comments, questions and any suggested topics at info@nz-uslegal.co.nz.

The Significance of the 2016 US Presidential Election to the US Judicial System.

The US Ambassador to New Zealand and Samoa, Ambassador Mark Gilbert gave an insightful talk on the 2016 US Presidential Election to AmCham NZ’s members at a luncheon held on 09 May 2016. One of the most poignant points raised as to why this year’s presidential election outcome is extremely important to the United States is that the next President will have the power to appoint judges to the federal judiciary. Ambassador Gilbert explained that the President’s power to pick the US judicial branch was crucial to the future of the country because these appointments would shape the future of the nation. After all, the judicial branch of the US government wields the power on the interpretation and application of the laws of the nation. Ambassador Gilbert’s point resonated with us as American lawyers. Not only will the next US President’s judicial appointees shape the US law, it will also shape US government and US culture in general. However, to understand the importance of the power to pick the judiciary and its impact on the government, we must understand the interplay between the executive, legislative, and judicial branches of the US government.

The drafters of the US Constitution (commonly referred to as “The Framers”) sought to safeguard the country from the concentration of absolute power in a single person or government office. To accomplish this protection against tyranny, they divided power amongst three separate but equal branches of government and installed a system of checks and balances between the branches. Below, we provide a chart which explains this system.

<p><u>The Executive Branch</u> President Departments of the Government Regulatory Agencies</p>	<p><u>Checks on the Legislative Branch</u> Sets the Legislative Agenda and can propose laws Can call special sessions of Congress Makes executive branch appointments Decides the level of enforcement of laws Negotiates foreign treaties Can veto laws Commands the Armed Forces when Congress Declares War</p>	<p><u>Checks on the Judicial Branch</u> Appoints Supreme Court justices and all federal judges Can grant pardons to federal offenders</p>
<p><u>The Legislative Branch</u> The Senate (100 members with 2 elected from each US State) The House of Representatives (435 elected members based on proportional population of each state to the US census total)</p>	<p><u>Checks on the Executive Branch</u> Can override President’s veto Confirms executive appointments Ratifies treaties Can Declare War Controls the budget and appropriates money Can impeach and remove the President</p>	<p><u>Checks on the Judicial Branch</u> Sets the number of district courts Can impeach and remove judges Sets the jurisdiction of the courts Can propose amendments to overrule judicial decisions Approves appointments of federal judges</p>
<p><u>The Judicial Branch</u> The Supreme Court (9 Justices) The Circuit Courts of Appeal (13 Courts, 179 Judges) The Federal District Courts and Federal Territorial Courts (194 Courts, 678 Judges)</p>	<p><u>Checks on the Executive Branch</u> Can declare executive actions unconstitutional Can change executive regulatory action through setting common law standards and tests</p>	<p><u>Checks on the Legislative Branch</u> Can declare acts of Congress unconstitutional Can interpret and clarify the laws written by Congress to apply in ways which it decides are constitutional</p>

(Continued on page 11)



Supporting AmCham



US ELECTORAL & JUDICIAL SYSTEMS (Continued from page 10)

As illustrated above, one of the federal judiciary's powers lies in its ability to decide what is and what is not Constitutional. If an act or law is ruled unconstitutional, then it is illegal. The Judicial Branch makes its rulings through written cases, and the declarations of unconstitutionality, the interpretations of the law, or the establishment of standards and tests in the application of the law are called the "common law" (much like in New Zealand). Because a judge is appointed for life and makes decisions which affect the entire nation, the judge's particular political beliefs and philosophies which are reflected in the judge's written cases will impact the entire US governmental system. For instance, if a judge believes that an act of the Executive Branch (say for example, a newly elected President Trump issues an executive order to deny visas to all foreign Muslims seeking entry to the United States) is unconstitutional because the judge has interpreted the First Amendment of the Constitution to prohibit executive action based solely on religious discrimination, that judge can prevent the Executive Branch from taking such actions. A real-life example of the power of the federal judiciary is seen when the culturally divisive Defense of Marriage Act (where Congress declared that a marriage could only be between a man and a woman) was declared unconstitutional by the US Supreme Court because the Act violated the right to equal protection under the law.

The Supreme Court Justices who decided the Defense of Marriage Act case and other cases like it, generally ascribe to similar conservative or liberal values as the Presidents who appointed them. Cases arrive at the Supreme Court after years of litigation in the lower Federal District Courts and Circuit Courts of Appeal. Each of these courts (and the appointed judges presiding in them) have a distinct influence on the case and controversies before them. Currently, there are 81 total vacancies in the federal judiciary at stake for judges who will sit on the US Supreme Court, the Federal District Courts and US Circuit Courts of Appeals jurisdictions throughout the country once appointed. This is why it matters which party wins the Whitehouse, as that party (through the elected President) will be able to appoint judges that share its political philosophy. These judges will then rule on cases and influence the operation of government, the application of law, and people's lives nationwide. With so many judicial seats to be filled (and one Supreme Court seat), the President has enormous influence over the Judicial Branch, which checks the Legislative Branch.

As the current Presidential elections approach in November, the question of who will fill the open seat on the US Supreme Court looms over the country, and over all branches of the US government. The passing of Justice Antonin Scalia, a staunch conservative who sat on the Supreme Court has left the Republican party struggling to ensure that a conservative replacement is made who will espouse the views and agenda of the party in his/her rulings. Similarly, the Democratic party under the leadership of current Democratic President is pushing for the appointment of a Supreme Court Justice who will espouse the views and agenda of their party. Currently, President Obama has nominated Judge Merrick Garland from the US Court of Appeals' District of Columbia as his choice to fill the empty spot on the Supreme Court. Judge Garland still awaits Senate confirmation from a Republican-dominated Congress. In an unsurprising tactic to delay and/or block the President's nominee from assuming the Supreme Court position, Republican members of Congress have taken the posture that they will not approve the nomination before the 2016 Presidential election, with the hopes that the winner will be a Republican presidential candidate.

That being said, it is likely that President Obama's nominee, Judge Garland, will be confirmed by Congress the closer we get to the November election (or perhaps right after it if the Democratic nominee wins). The reason for this is as stated by Ambassador Gilbert during his talk on 09 May 2016 referenced above, that it is highly unlikely that the Republican party will be willing to risk the fact that if the most likely Democratic Presidential nominee Hilary Clinton wins, she will nominate her own Supreme Court Justice. The Republicans fear that this nominee will be more liberal than the current moderate choice of Judge Garland by President Obama. The power of the Executive Branch to nominate key judges in the Judicial Branch of the US government demonstrates how the Presidential election this year is extremely significant.

- Zachary D. Norris, JD, LL.M. and Ada Echetebe, JD, LL.M.

*This article is for general informational purposes only and does not constitute legal advice, nor should it be construed as constituting any legal advice from Norris Echetebe Law or any of its affiliated lawyers. For specific analysis of your US legal issues, please contact the attorneys at Norris Echetebe Law at +64 (0)9-889-2602 or visit us on the web at <http://nz-uslegal.co.nz/>.

Marketing Opportunities for Members

For more details - phone 09 309 9140

Members have the opportunity of:

- ◆ Platforming your visiting CEOs by having them speak to AmCham
- ◆ Sponsoring an events including the Annual Success & Innovation Awards Dinner
- ◆ Sponsoring a professional speaker / Launching products/service through AmCham
- ◆ Hosting of Forums / Sustaining Member Events or Committee meetings
- ◆ Use us for your Event management / Advertising in our monthly newsletter
- ◆ Direct mail or fax marketing to members

Also don't forget your Membership gives you access to:

- ◆ Key advisors on tax, immigration, setting up a company and doing business in the USA
- ◆ Possible sources of equity.
- ◆ A network of several thousand companies who are trading with the USA
- ◆ The U.S. Chamber of Commerce which is the world's largest business federation representing 3 million businesses with over 8,000 Chambers of Commerce throughout the USA.
- ◆ 112 AmChams in 99 countries including 27 in the Asia-Pacific region.
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How To Thrive In Disruptive Times
Gary Bolles,
 Co-founder, eParachute and Partner, Charrette
 Project Connect - In association with Callaghan Innovation - is proud to present an interactive evening with renowned US entrepreneur, writer and thought leader, Gary Bolles, with a Q&A moderated by Idealog co-founder, Vincent Beerings.

BUY TICKETS NOW

HOW TO THRIVE IN DISRUPTIVE TIMES?

Today's businesses and entire countries are finding themselves challenged even in traditional areas of strength. Companies and economies that sit back and wait for change to happen will inevitably become disrupted, leaving themselves open to the chance that their markets will be taken by others.

By developing strategies as dynamic as the changes affecting them, they can become resilient and adaptive to face any challenges the future might hold. Part of this strategy is normalising failure and recognising it as an integral part of the innovation process.

A vastly experienced Silicon Valley entrepreneur and in-demand business strategist, Gary Bolles will lead an interactive presentation that will help you:

- Better understand the impact of automation and globalisation on your business
- Chart the dynamics of disrupted industries - and know which industries are peaking next
- Develop a risk-taking culture and a valued perspective on lessons that can be learned from failure
- Learn how to better leverage your business strengths and factor for weaknesses
- Drive process in parallel to outcomes in the transition to a 'gig economy'
- Create a resilient and adaptive organisational team or workforce.

19 May
5.30pm – 7.30pm

Sir Paul Reeves Building
 AUT
 55 Wellesley St

[BUY TICKETS NOW](#)



DATE

Thursday 16th
 June 2016, 6.30pm



VENUE

Viaduct Events Centre
 161 Halsey St. Auckland

DRESS Black Tie

New Zealand's most prestigious individual achievement awards, the World Class New Zealand Awards recognise inspirational, world-leading Kiwis and friends who are making outstanding contributions to New Zealand's economic, social and cultural development.

The 2016 World Class New Zealand Awards black-tie gala dinner will be a truly spectacular event, and a golden opportunity to meet and network with New Zealand's most influential business people, entrepreneurs and Government leaders.

Tickets to the awards sell out every year, book now to avoid disappointment. [BOOK TICKETS](#)

Kea Inspire 2016: Inspiring Auckland's Future Leaders



Kea Inspire returns to Auckland with an inspirational showcase of global Kiwi success.

Our Inspire 2016 speakers include international celebrity chef Robert Oliver, former GM of Nike and President of Equinox Sarah Robb O'Hagan, serial entrepreneur Linda Jenkinson, internationally acclaimed designer, filmmaker and playwright Professor Welby Ings, legal expert and diversity champion Mai Chen, and CEO of KIWA and executive wellness coach Steven Renata.

Join us as they share their personal stories of triumph, struggle and lessons learnt on the path to global success.

Get your tickets now while you can. After the event, there will be networking and complimentary drinks and nibbles, courtesy of Kea's Global Property Partner Barfoot & Thompson.

Tickets for Inspire 2016 are available [here](#).

Read about the speakers at Kea Inspire 2016 [here](#):