

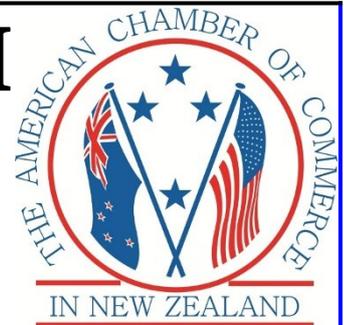
AMCHAM NEWS

American Chamber of Commerce in New Zealand

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June / July 2017

New AmCham President appointed at AGM - Graham Lintott, Managing Director of Strategy and Business Development for Lockheed Martin New Zealand



At the recent AGM I was elected to be President of the American Chamber of Commerce in NZ for the next year. It is an honour to accept this role and I am looking forward to working with our Executive Director, Mike Hearn, and the Board to provide the best value for our members whether they are large corporates or small enterprises - our goal is to encourage trade, business, inter-government, and general relationships between New Zealand and the USA. We are always looking for ways to assist and enhance this two way relationship, so if you have ideas I encourage you to engage with Mike me or any board member to discuss how we might improve the way we conduct AmCham business here in NZ.

I would like to acknowledge the work of Derek Syme who has been the President for the last three years. Under Derek's stewardship we have progressed a number of initiatives including the " Future AmCham " committee, enhancing our already excellent rapport with the US Embassy & Consulate, and establishing a trans- Tasman AmCham dialogue.

We need to continue this good work. I am very keen to support and energise the Future AmCham committee as we look to make AmCham relevant and diverse in composition. We live in an uncertain world which is fast paced and ever changing, so we need to be ready to take advantage of opportunities when they arise.

The new US Ambassador to NZ, Scott Brown and his wife Gail, arrived only a few weeks ago but have already engaged several times with us - the Ambassador is a long-time supporter of AmCham. We look forward to their support during their tenure here in NZ, and the continuing support of the US Embassy staff in Wellington and the Consulate in Auckland.

I look forward to meeting you at the AmCham awards dinner on 3 August or at other events as the year progresses.

Graham Lintott
President

Other board appointments

Vice President - Eric Mahoney, Partner, Castle Point Funds Management
Treasurer - Stephen Titter, Director & Business Mentor, Hahei Consulting Ltd
Immediate Past President - Derek Syme, Chief Country Officer, Citibank N.A. NZ

Directors

Alex Broughton, Partner, Business IQ Ltd
Mike Smith, Managing Director, IBM New Zealand Ltd
Tim Ritchie, Chief Executive Officer, Meat Industry Association of New Zealand (Inc)
Matthew Cheetham, Managing Director, New Zealand Screen Association
Geoff Perry, Deputy Vice-Chancellor, Auckland University of Technology
Robert Falvey, Senior International Counsel, Minter Ellison Rudd Watts
Michael Brick, Legal & Corporate Affairs Director, Microsoft New Zealand Ltd
Jonathan Mason, Professional Independent Director
Gareth Richmond, NZ Lead, Pfizer Essential Health
Sue Ironside, Partner, Baldwins

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AmCham would like to thank Geoff Perry and the team at Auckland University of Technology for hosting our board meeting, AGM and reception.

At the post AGM reception Ella Monahan, Development Manager, Corporate Governance & Development Group at Auckland University of Technology spoke about the university's successful Internz programme. (see separate article on this programme).



Ambassador Scott Brown arrives and hits the ground running“

Kia Ora Aotearoa! I am proud, humbled, and delighted to begin my service officially as the Ambassador of the United States to New Zealand. My wife Gail and I were very moved by the warm welcome, the beautiful Maori pōwhiri, and the Royal New Zealand Air Force Guard of Honour salute we received at Government House today. It was an honor to present the Letter of Credence from President Donald J. Trump to the Governor-General of New Zealand, Her Excellency the Right Honourable Dame Patsy Reddy, accrediting me as the United States Ambassador to New Zealand”.

[Read more.](#)

The Ambassador is only the second U.S. Ambassador to be appointed and in market. He and wife Gail arrived in time to host both the Wellington and Auckland 241st U.S. Independence Day Celebrations, and he also spoke at an AmCham lunch in Auckland.



“I am glad to represent the United States at a time when the relationship between our nations is so strong and broad. We share so much in common, and I look forward to working with the people of New Zealand to make the most of the opportunities our shared values, history, and respect for the rule of law and fairness provide”.

We are delighted that Ambassador Brown has continued the tradition of becoming AmCham’s Patron and we look forward to working closely with him during his time here in New Zealand.

E-1 & E-2 Visa bill introduced by Congress

On 20 July, Bill H.R.3324 was introduced to Congress by Rep Darrell E. Issa (R-CA). and co-sponsored by Rick Larsen (D-WA) and Kevin Brady (R-TX). Larsen & Brady are the Co-Chairs of the Congressional Friends of NZ Caucus. The bill - To include New Zealand in the list of foreign states whose nationals are eligible for admission into the United States as E-1 and E-2 non-immigrants if United States nationals are treated similarly by the Government of New Zealand.

A similar bill was introduced back in 2015 but was never ratified. To put this into perspective, Iran has E-1 & E-2 visas, a hangover from the days of the Shah. If passed this will put assist NZ businesses greatly and put us on an equal footing with Australia.

About E-1 and E-2 Visas:

The trader and investor categories, known as E-1 and E-2 visas respectively, were created expressly to benefit the U.S. economy by promoting capital infusion and job creation. The United States currently allows temporary entry for traders from more than 50 countries (under E-1 visas) and for investors from more than 80 countries (under E-2 visas). U.S. citizens are already eligible for similar visas in New Zealand.

<https://travel.state.gov/content/visas/en/employment/treaty.html>

Largest CODEL to visit NZ.

At the end of July a Congressional delegation of thirteen congressmen led by CM Mike Rogers (R-AL), House Armed Service Committee, Subcommittee Chairman on Strategic Forces came to Auckland. The group visited Rocket Lab and then met with AmCham members at a lunch at Villa Maria Winery along with US Ambassador Scott Brown. Members had the opportunity of appraising the CODEL of their businesses and interests in New Zealand.

AmCham was delighted to welcome Rep Rick Larsen (D-WA), who is the Co-chair of the friends of New Zealand caucus in Congress.



APCAC Washington Doorknock

AmCham Executive Director was back in Washington to participate in the 2017 NZInc summit at the New Zealand Embassy followed by a week of meetings with members of the Administration, Congress and Think Tanks as part of the Asia Pacific Council of American Chambers of Commerce Doorknock.

The key issues raised by APCAC in meetings were:

- Engage in bilateral and regional multi-party agreements on trade
- Adopt a territorial (residence-based) tax system
- Reform the Foreign Account Tax Compliance Act (FATCA)
- Pass APEC Business Travel Card legislation (ABTC) – up for renewal in 2018



Six months into the new administration, despite controlling the White House, the Senate & the House, there were still 558 positions unfilled with 7 awaiting nomination; 94 formally nominated and 42 confirmed. 415 positions with no nominations.

The key issues facing Congress are healthcare reform, a budget & the impending fiscal cliff and taxation. Their aim is to resolve these before the end of the year however the first one on the legislative process, healthcare, has hit a speed bump with two democrat senators vowing to vote against it.



On the trade front, the US's priorities are reviewing and enforcing existing trade deals. The US has implemented a Section 232 Investigation (The Effect of Imports on the National Security) on steel imports with a report due at the end of July. The next major one is NAFTA where renegotiations are due to start after 16th August. They will then be looking at countries where the US has a trade imbalance (China, Korea plus a number of others). On new trade deals, their focus will be bilateral FTAs and have an interest in negotiating with Japan, Vietnam, Malaysia and UK once the UK has concluded Brexit negotiations.

While Trade Minister Todd McClay had a positive meeting with the newly appointed USTA Robert Lighthizer, New Zealand is well down the list of priorities.

Finalists for the 2017 AmCham-DHL Express Success & Innovation Awards announced

2017 AmCham - DHL Express Success & Innovation Awards Congratulations to this year's finalists

Join us in celebrating the success and innovation of companies doing business with the USA.

Importer of the Year

- Exeed Ltd
- Protempo Ltd
- SOS Hydration Ltd

Investor of the Year to or from the USA

- Constellation Brands New Zealand Ltd

Exporter of the Year to the USA under \$1 million

- Kami Ltd
- Packaworld International Ltd
- Wherewolf Ltd

Exporter of the Year to the USA \$1 million to \$10 million

- Ailseworx
- Figured Ltd
- Flintfox International Ltd
- Merlot Aero Ltd
- Pharmaceutical Solutions Ltd

Exporter of the Year to the USA over \$10 million

- Compac Sorting Equipment Ltd
- New Zealand Mint Ltd
- Pushpay Holdings Ltd
- Scott Technology Ltd
- Zespri International Ltd

Bilateral Services Award

- Auckland University of Technology Internz programme
- Auckland University of Technology Project Connect
- Crimson Education Ltd
- IEP New Zealand Ltd
- Kiwi Landing Pad

Contribution to Tourism

- American Airlines
- Brand USA
- Canuckiwi Ltd
- DBA Virtuoso Australia Pty Ltd
- The Big Foody Ltd
- The Walshe Group

The AmCham-DHL Express Awards black tie gala dinner is being held on Thursday 3rd August 2017 at The Pullman. For tickets and details: <http://www.amcham.co.nz/event-2484297>



AmCham submission on BEPS

Following consultations with members and other US multinationals, AmCham, with the assistance of Ernst & Young submitted to the IRD. [Click here for AmCham's submission](#)

(Continued on page 4)



Supporting AmCham

New US Chamber survey: Small Businesses Bullish on Hiring Despite Economic Concerns

The MetLife & U.S. Chamber of Commerce Small Business Index released for the first time today, this new quarterly survey of 1,000 small business owners captures the 360-degree view from Main Street, including entrepreneurs' views about the health of their own firms, their perspective on the broader economy, and their plans and expectations for the near future.

This quarter, we found that small business owners are bullish on the outlook for their own companies, with 60 percent expecting revenues to increase next year, while about five companies plan to add staff next year for every one company planning to cut workers. Conversely, small business leaders are slightly less positive about the economy, with one in four rating America's current economic health as poor. [See survey results.](#)

[Staged sea-rescue to strengthen United States, New Zealand ties](#)

What do Netflix, Kiwi innovators and a small town in Texas have in common?

Believe it or not, these three things all have something in common. [Click here](#) to read Sébastien Aymeric's of James & Wells article and find out what the common factor is.

TOURISM

Tourism NZ US roadshows

TNZ is organizing two bespoke weeklong event roadshows following the opening of the Tuku Iho exhibition in Washington, DC and Los Angeles. Each event will be custom designed to showcase important East and West coast US cities.

SUCCESS STORIES WITH USA

Google launching its WiFi product in New Zealand this week

US tech accelerator snaps up C-Prize finalist

New York CIS case study lauds New Zealand security system

New Zealand's Digital Economy among the World's Best

Pushpay raises \$25 mln in bookbuild, plans US listing

Invivo Announces Nigel Barker As USA "Glambassador"

American Air to come back stronger

Vista shares rise 3.5% as Fox sign-up to Movio

GE Healthcare to Partner with Dunedin-Based Oritain

Unisys helps NZTA become Agile

Third Ramada Suites Announced for Auckland

ERoad quarterly US sales accelerate in June

Stratasys Expands Partnership with Ricoh NZ

Rubicon buys out ArborGen partners for \$US29m, raises funds from US investors

Possible Global Expansion with Promapp Deployment

RDI - Reading Receives \$36.6MM related to NZ/Oz Properties

Another New Zealand software success story

Glidepath awarded new terminal system contract

Wellington company 8i launches hologram app backed by Ashton Kutcher

NZ security startup in asset sale to US outfit

\$100m hotel planned for Queenstown

Model confirms love for Invivo NZ wine brand with US ambassadorship

Air New Zealand secures US Navy engine overhaul contracts

Kiwi tech company Enlighten Designs works with Microsoft for US data journalism project

McDonald's NZ beats Burger King to post larger profit, sales in 2016

Wellington's Kaynemaile wins NYCxDesign Award

SmartHealth provider HealthTap opens Apac hub in Hamilton

AWS scores whole of NZ Government cloud services supply deal

ExxonMobil NZ division turns to \$91m profit in 2016

Burger Fuel® opens in USA

Wipster's video review software integrated with Brightcove

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Commercial News USA

The **July/August 2017** issue of Export USA, the official export promotion magazine of the U.S. Department of Commerce, is currently online at <http://exusa.think.global/072017/>

International Buyer Program – Trade Show Schedule 1 Jan to 31 Dec 2017

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

From NZTE

UBCO's American partnership for global traction (+VIDEO)

A Kiwi-designed all-terrain electric bike (winner of an innovation award at Fieldays 2014) is set to make tracks globally, thanks to a partnership with an American technology group.

[Watch](#)

(Continued on page 5)

From NZTE (Continued from page 4)

Four keys to telling a great brand story in the USA

Baseball, barbeque, fireworks and freedom: the Fourth of July is a reminder that nobody brands like the United States. With eight of the world's top ten brands being American, they're clearly onto something - so here's four tips for creating content and stories that sell, drawn from four American brand and marketing gurus.. [Take a closer look.](#)

State of the art: top Kiwi innovators from a US perspective

US venture capital guru Bill Reichert, managing director of [Garage Technologies Ventures](#), recently spent four weeks in New Zealand meeting promising and passionate startups, innovators, educators, and regulators. Here he tells *Idealog* about the New Zealand companies that impressed him most.

[Bill Reichert's New Zealand innovation report, part 1: impressive effort, but must try harder](#)

[Bill Reichert's New Zealand innovation report, part 2: The top ten \(and a bit\) New Zealand businesses](#)

[Check out NZTE's introduction to the United States](#)

EVENTS FOR YOUR DIARY

- 3 August 2017 AmCham-DHL Express Success & innovation Awards Dinner, Auckland
- 9 August CEO lunch Wellington (invitation only)
- 17 August - CEO lunch Auckland (invitation only)
- 14th Sept Investment Alabama breakfast in Auckland
- 14th Sept Investment Alabama reception in Auckland
- 21st Sept CEO lunch Auckland (invitation only)
- 16th Oct The Trump Administration 1 Year on: An Insiders view, Jim Green, Senior Vice President of Government Affairs and Public Policy at Salesforce.com in Wellington
- 21st Nov 2017 AmCham Stableford Golf Tournament

MONTHLY FOREIGN EXCHANGE RATES

As at 9am	26/06	24/07	
USD	0.7285	0.7452	↑
AUD	0.9628	0.9415	↓
EUR	0.6501	0.6391	↓
GBP	0.5718	0.5735	↑
CAD	0.9651	0.9348	↓

HiFX

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Contact: doug.warren@hifx.co.nz

GENERAL

Wellington Youth Orchestra seeking sponsorship

I like to draw your attention a high profile concert in the Wellington Michael Fowler Centre on Labour Day (Monday 23 October 2017). The concert will be performed by the Wellington Youth Orchestra (WYO) and friends, many choirs from New Zealand and Australia and a Youth Choir, as well as soloists. It will be conducted by Dr. Jonathan Griffith , principal conductor of Distinguished Concerts International New York (DCINY). Since Dr. Griffith is a distinguished American conductor, who won the American Prize for Conducting two years in a row.

The concert is a performance of the latest composition of Sir Karl Jenkins, Cantata Memoria. For the Children of Aberfan. Sir Karl Jenkins wrote this work to commemorate the 50th anniversary of the mining disaster in Aberfan, Wales, where a dislodged mountain of mine waste engulfed a primary school, killing 116 children and 28 adults. The world premiere was performed in Cardiff in October 2016 and the Wellington performance will be the New Zealand Premiere of this work in its entirety. The concert will be performed by a 60 - 70 person orchestra, a 150 person adult choir, an 80 person children's choir and soloists (Soprano, Baritone, Harp, Euphonium and Violin). Dr. Griffith conducted the USA premiere in the New York Carnegie Hall in January 2017.

Staging a concert of this magnitude, while keeping the admission fees affordable for a large part of the music-loving population, requires a sizeable amount of funding, despite countless hours of labour donated by volunteers. We are, therefore, approaching organisations to sponsor this project. For more info contact Wim Oosterhoff, Event Manager email: wim@sound-advice.co.nz

See [back page](#) of this newsletter for more details on the sponsorship opportunity with the Orchestra.

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

Travel management:

We work with many of our corporate clients to streamline or current proof their company travel policy for their travelling employees, in particular balancing the current focus of your duty of care responsibilities whilst giving the travellers at varying levels of seniority the best tools to work with so they can go and get the business! We have a few golden rules for our client companies to develop the best policy; a clear and precise business travel policy developed in collaboration with all the stake holders (procurement, travel bookers, travellers, their managers and the travel agent) is the most important tool in getting optimal value with your policy, so here are several golden rules:

1. It's a company **Policy** and not a 'procedure' – a Policy is 'not negotiable'
2. Use black and white **language** – You must take the best airfare at the time requested and remove any clause such as 'unless it doesn't suit you' or 'unless I don't like the colour of the plane'.
3. **No ambiguity** around what can be spent on hotels, meal allowances etc – allowing a dollar amount maximum eg \$250 per hotel night is usually better than saying the traveller can choose a 4-star hotel/motel
4. Anything asked for outside of the policy needs to be **signed off** by the most senior employee
5. The most senior employee needs to follow the policy
6. There are innumerable elements to a great travel policy so let our team know if we can assist you in current proofing your policy.

Airline update:

- From December, **Air New Zealand** will change the **Auckland to Houston** operation from the Boeing 777-200 to a daily Boeing 787-9 Dreamliner (daily for the peak tourist season). Note that the 787-9 has a smaller Business Class cabin, offering only 18 seats instead of the 26 on the 777; Premium Economy drops from 40 on the 777 to 21 on the 787. Whilst it becomes a daily flight clearly this infers early booking is essential if you want to travel on a certain date.
- As with United Airlines, **American Airlines** has also announced a seasonal pause on their route between Los Angeles and Auckland, albeit only for six weeks between 06 August and 07 October (ex AKL). American will return though with a new aircraft, their newest **Boeing 787-9 Dreamliner** which offers around 60 more seats than the current smaller 787-8 version. AA will also **introduce** a full **Premium Economy Class** area with 21 seats and an increase in the number of Business Class lie flat beds which will now be in a new 1-2-1 cabin configuration all facing forward.
- American's newly renovated **FlagShip** Lounge has just opened at New York JFK and offers pre-flight dining in the Flagship First restaurant area. Previously only an International Travellers facility, qualifying Business Class travellers heading back to Los Angeles to connect to Auckland flying AA Business Class qualify for access.
- From this month United Airlines introduces its premium full-service product that it currently operates New York to Los Angeles/San Francisco onto the Boston to San Francisco route. The trans-Continental service offers 28 lie-flat Business Class seats as well as full-service in Economy Class. United has also announced daily seasonal flights between Denver and London Heathrow.
- Hawaiian Airlines is taking delivery of the latest generation single aisle A321-Neos in early 2018 and has announced a number of new 'secondary routes'. Portland, Ore. to Maui and Los Angeles and Kona offering improved options for New Zealand based business travellers to avoid the large hubs.
- New routes around the globe include **Singapore Airlines** - Singapore to Stockholm, **Emirates** - Dubai to Zagreb, Croatia, **Air New Zealand** has returned to Ho Chi Minh, Vietnam for a few months seasonal flying and **Sichuan Airlines** has commenced flying between Auckland and Chengdu (China)
- As with United Airlines, **American Airlines** has also announced a seasonal pause on their route between Los Angeles and Auckland, albeit only for six weeks between 06 August and 07 October (ex AKL). American will return though with a new aircraft, their newest **Boeing 787-9 Dreamliner** which offers around 60 more seats than the current smaller 787-8 version. AA will also **introduce** a full **Premium Economy Class** area with 21 seats and an increase in the number of Business Class lie flat beds which will now be in a new 1-2-1 cabin configuration all facing forward.

Hotel and holiday update:

ATPI Business World Travel curated the very successful **Auckland City Art Gallery's** inaugural **Foundation** tour to **Hong Kong, Beijing and Shanghai** lead by Gallery Director **Rhana Devenport**. This applauded first tour took in prestigious art shows and architecture, diverse galleries and doors were opened to private collections. We are currently planning a similar style tour for 2018 tour which is headed in the direction of the **US** – focusing on the diverse and sophisticated art scene in **Texas**. You would rarely accomplish such visits travelling alone

(Continued on page 7)



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

Reviewing your Corporate Travel? Call our Team: Business World Travel Wellington 04-470 6044

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

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

BUSINESS TRAVEL (Continued from page 6)

so why not join the **2018 Art Gallery Foundation Tour**. The tour planning is still underway and it is likely to be September/October 2018. The tour is exclusive to Foundation members – for access to our tour or more information on the **Foundation** start by speaking with **Penny Dever** at the Foundation. (Tel. 09-8902252; Email: penny.dever@aucklandartgallery.com)

With the winter weather as it is throughout NZ and for Aucklanders, hard to believe we know, but seemingly with more rain than ever before, our Holiday travel specialists here at BWT are on stand-by and ready to book your **Hawaiian** holiday. We've just returned from some pre-season limbering up in Hawaii and fine tuning our product knowledge around the right resorts and hotels for your family's mid-winter break. Here's some notes:

Clearing US Immigration and Customs in Honolulu is a nice experience. The staff are welcoming and friendly – just imagine!

*Make sure you include **Ravish**, the new signature restaurant at **The Modern Hotel**. This recently opened restaurant replaced the famous Morimoto Japanese restaurant which has closed. **Ravish** is receiving great accolades and it has a well-thought out and well-priced menu offering multiple delicious options! **Ravish** looks over the Marina and has wonderful views of the sunset if you're there on time! **The Modern** is also one of our **Virtuoso** hotels and if staying there we will provide you with a US\$100 credit to enjoy some cocktails and dinner at one of the great bars or at **Ravish**!*

*We applaud **Four Seasons Resort at Wailea Maui** which is one of the few resort hotels in the Hawaiian Islands **not to charge a resort fee!** Common in the US we believe that Resort Fees can be justified if there is a valued packed resort programme, free water equipment and luxury loungers included and not just basic towels and loungers by the pool, which is often the mis-guided case! **The FS Wailea** has just completed a major renovation and the rooms are looking great.*

***Andaz Maui** also located at **Wailea** on Maui and does charge a resort fee that is great value and easily justified (US\$40 per room per day). **Andaz** includes free paddle boarding lessons and excursions to see the turtles, kayak tours, sunset yoga, free **Andaz** water bottle fill-ups are amongst other inclusions. Add to this and great beach, 5 swimming pools, an exceptional gym and spa facility and you start to see good value for a resort fee! This is a contemporary styled resort that will suit families with older teenage children or couples who like good design will appreciate **Andaz**. We offer our **Virtuoso** amenities at **Andaz Maui**.*

*BWT/Virtuoso special privileges are assigned to you when you book **The Modern**, **Four Seasons Wailea** or the **ANDAZ** with us – US\$100 spa or food & beverage credit, breakfast for two daily, a room category upgrade, early and late check in/out.*

Travel better! At ATP/Business World Travel we're a member of the prestigious US-based **Virtuoso, AmCham Awards Contribution to Tourism finalist** and 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. US\$100 bar, restaurant or spa credits, early check-in/late check-out, room category upgrades and just some of the benefits we offer as standard and at the regular best available hotel rate. Take a look at www.virtuoso.com to really see how you'll travel better in 2017.

For those driving to **Auckland Airport** from out of town or who have an early flight departure or late arrival we recommend an overnight stay at the airport. **Jet Park Inn** has adjusted its regulations around their **free car parking**. You can park your car free for up to **10 days** if you stay one night in the hotel (pre- or post- flight) but this car parking package is offered at certain rates only and the **car-park must be booked in advance**. It has become so popular that hotel guests can no longer arrive without the addition of the car booking as well. And for travellers departing **Christchurch Airport** on **Singapore Airlines** you can stay just one night at **Peppers Clearwater** and park your car for 21 days – amazing value!

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

Congratulations to AmCham members in Queen's Birthday Honours:

Sir Michael Jones, MNZM, on his knighthood for services to the Pacific community and youth.

Geoffrey Whitcher, ONZM for services to business and education

[Fonterra Global Foodservice has taken out the supreme award for the 2017 Air New Zealand Cargo ExportNZ Awards for Auckland and Waikato regions.](#)

EverEdge Expands Into Asia

We are delighted to announce that EverEdge and IP ValueLab - a subsidiary of the Intellectual Property Office of Singapore (IPOS) - have signed an agreement to provide strategic intangible asset advisory services in Singapore. The agreement positions EverEdge to expand into the burgeoning intellectual property market in Asia, through a new office in Singapore - its first in Asia – joining its existing offices in the United States, the United Kingdom, Australia and New Zealand. [Read more.](#)

EverEdge's Auckland based Paul Adams (CEO) and Paul Davies (Head of IP) have been named among the world's elite intellectual property strategists. This is the 5th and 3rd year running respectively for the two - a feat never achieved before by any New Zealand-based intellectual property strategist.

The Langham, Auckland unveils Australasian first with EarthCheck Platinum Plaque

The Langham, Auckland celebrated its EarthCheck Platinum status yesterday afternoon with an unveiling ceremony officiated by guest of honour, the Right Hon Sir John Key.

The Langham, Auckland is the first hotel in Australasia to gain the prestigious EarthCheck Platinum Certification, representing 10 years of continuous certification with EarthCheck – the world's leading Sustainability certification authority for Travel and Tourism.

The unveiling, which took place in the Chandelier Room at The Langham, Auckland hosted 50 guests in a celebration of Champagne, speeches and the first preview of the prestigious Platinum plaque.

Guests were treated to a bespoke themed Afternoon Tea designed by Executive Chef Volker Marecek, which consisted of a stunning edible centrepiece featuring cauliflower and broccoli ice cream and edible stones.

Franz Mascarenhas, Managing Director at The Langham, Auckland lead the event by sharing stories of the 10 year journey to the EarthCheck Platinum status.



Glidepath awarded new terminal baggage handling and security system contract

Scheduled for completion in 2020, international construction firm Aecon has awarded Glidepath a multi-million US dollar baggage and security systems contract for the new terminal at LF Wade International Airport Bermuda.

Situated at the northern most point of the Bermuda Triangle, Bermuda is a British Overseas Territory with an economy mainly made up of off shore insurance/reinsurance and tourism industries. Glidepath completed a similar contract out in the Atlantic at Nassau, Bahamas in 2013.

[Read more.](#)

Orion Health taking huge changes in healthcare around the world – from ExportNZ

As one of New Zealand's first tech exporters, now with operations all around the world, Orion Health is set to change the way healthcare is delivered both in New Zealand and globally.

We spoke to CEO and founder Ian McCrae, about how ground-breaking technology will support the practice of Precision Medicine. This is the new revolution in healthcare that will personalise healthcare and use comprehensive information about individual patients to enable the best possible care. [Watch Video here->>](#)

Zespri opens new pan-American office in California

It was an all-New Zealand affair in Orange County, California today as Zespri officially opened its regional office to manage growing sales across Northern, Central and Southern America.

Zespri Chief Executive Lain Jager says Zespri is growing strongly across North America with most of this growth coming from the new gold variety Zespri SunGold Kiwifruit, which is proving hugely popular.

"The New Zealand kiwifruit industry is on track to more than double sales to \$4.5 billion by 2025 and an important part of this growth will come from developing markets like North America, as well growing sales in our more established markets. Zespri is relaunching the kiwifruit category in the United States and the wider Americas region to attract new consumers and grow sales," says Mr Jager.

Kiwifruit in the US is an underdeveloped category at number 21 in the overall fruit bowl compared to ranking in the top 10 for most European and Asian countries. However sales of all kiwifruit in the US – Zespri and other brands – are growing well above general fruit sales.

Zespri SunGold sales volumes in North America have grown over 100 percent over the past two years and are projected to hit nearly US\$50 million in 2018/19, as consumers respond to the delicious tropical sweet flavour. At present, around 40 percent of SunGold sales are through Asian-American retail outlets, as these communities are more familiar with Zespri Kiwifruit. However the new variety appeals to mainstream American consumers too, with exciting growth through mainstream customers.

Mr Jager explains that retailers' needs are changing and Zespri is working with distributors to meet those needs. "By appointing market development managers, we've been able to work with key retailers to build meaningful programmes to expand our distribution across the country and returned more value to our retail partners and New Zealand growers," says Mr Jager.

Zespri is increasing its marketing investment to introduce more people to the great taste of Zespri Kiwifruit with an integrated PR, digital and social media campaign which includes in-store geotargeted mobile advertising, along with new eye-catching retail packaging.

Mr Jager explains Zespri is growing its offshore presence to deliver increased sales around the world, officially opening an office in Dubai

(Continued on page 9)



Supporting
AmCham



Members News (Continued from page 8)

earlier this year to service the regions of the Middle East, India and Africa. "More than half of our 450+ staff are based offshore now, with offices in 21 countries delivering sales and marketing programmes in 59 countries around the world this season," says Mr Jager.

A Maori cultural delegation officially opened the new office at an event with senior Zespri executives, Ambassador Tim Groser and Mayor of Newport Beach Kevin Muldoon, with karakia/prayers and waiata/songs to bless the new whakairo/carving commissioned for the office. Carver James Tapiata has made several other carvings for Zespri offices in New Zealand and around the world and he created this work Te Puawaitanga (The Flowering) for the new office. Around 10 people will be based in the office.

New Members

C.H. Robinson Worldwide (NZ) Ltd, Auckland - **Mark White**, Sales Manager – formerly APC Logistics, recently acquired by US logistics company C.H. Robinson Worldwide, Inc. The company is one of the world's largest third party logistic providers—delivering innovative supply chain solutions to more than 113,000 customers across the world. Whether you need truckload services, ocean or air shipping, supply chain consulting, or more—we use the strengths of our knowledgeable people, proven processes, and global technology to provide unmatched connectivity, capabilities, and experience. www.chrobinson.com

DROPIT Ltd, Tauranga – **Peter Howell**, CEO - Founded in 2014, DROPIT Inc. launched into the U.S. market as a leader in creating an innovative fan immersion experience. Initially tested in the New Zealand market over 338 activations, DROPIT yielded 92.5% returning users and a 55% engagement with millennials. DROPIT is a Mass Audience Activation Platform (MAAP). We create adrenaline pumping brand loyalty, unconditional love for brands & unforgettable in-venue experiences!" www.engage.dropit.xyz

PayPal Australia Pty Ltd, Sydney – **Simon Edwards**, Director Government Relations - Fueled by a fundamental belief that having access to financial services creates opportunity, PayPal (Nasdaq: PYPL) is committed to democratizing financial services and empowering people and businesses to join and thrive in the global economy. Our open digital payments platform gives PayPal's 203 million active account holders the confidence to connect and transact in new and powerful ways, whether they are online, on a mobile device, in an app, or in person. Through a combination of technological innovation and strategic partnerships, PayPal creates better ways to manage and move money, and offers choice and flexibility when sending payments, paying or getting paid. Available in more than 200 markets around the world, the PayPal platform, including Braintree, Venmo and Xoom, enables consumers and merchants to receive money in more than 100 currencies, withdraw funds in 56 currencies and hold balances in their PayPal accounts in 25 currencies. www.paypal.com

People on the move:

Auckland Mayor Phil Goff has appointed Taha Macpherson as his new Chief of Staff

Nick Hill has been appointed chief executive of Auckland Tourism, Events and Economic Development

Deloitte have appointed 31 new partners – [see](#)

James & Wells has appointed Ben Cain and David Macaskill to Senior Associate, and Rebecca Pennell to Human Resources Manager

Massey Ecentre has appointed Jackie Young as Chief Executive

Mike Smith, Managing Director of IBM New Zealand has been elected onto the board of NZTech.

Paul Robinson has been appointed General Manager Manpower Group – NZ

US Global Tax has appointed Anu Chavali. Anu's speciality is Transfer Pricing Agreements.

Mika Joronen is the Director, New Zealand for DXC Technology

Buckley Systems has appointed Bill Dodge as its Chief Executive Officer; Arron Sands as Chief Operations Officer; .Doug Lennon as Chief Financial Officer and Dion Orbell as Chief People Officer.

John McLennan has retired from Matson New Zealand with Greg Chu appointed General Manager.

MEMBER SERVICES**Karstens offer 15% discount to members on first booking**

From the company's inception, Karstens Centres (www.karstens.com) are designed to deliver superior conference and meeting services. Through countless guest experiences, our tailored focus has proven to deliver a distinct level of service excellence that goes beyond attendee satisfaction and contributes to the productivity and success of our clients. Karstens have recently opened a professional conference and meeting centre in Auckland at 205 Queen Street and are offering AmCham members a 15% discount on their first booking. To book contact: Harriet Cox, email: Harriet.Cox@karstens.co.nz mobile: 027 949 1483

Host an AUT intern in the USA, Canada or NZ

Auckland University of Technology (AUT) is a key partner of AmCham and is offering members in North America and New Zealand priority access to intern talent through its unique online matching service, [AUT Internz](#).

AUT Internz (Continued from Page 9)



2017 AUT Internz International Scholarship Recipients who headed to USA and Canada this year.

Scholarships to help fund AUT interns in USA and Canada

AUT offers scholarships and work experience visas to graduating students recruited by host employers, enabling their relocation for up to one year. [Find out more about hosting an intern in USA.](#)

NZ employers can access work-ready interns year-round

AUT connects NZ employers with interns all year round from study areas like business, law, engineering, computer science, health, communications, marketing, events, culinary arts, hospitality, languages and many others. [Find out more about hosting an intern in NZ.](#) [Sign up to start advertising.](#)

What US and New Zealand employers say

Since 2014, dozens of companies have strengthened and diversified their talent pipelines by hosting top interns from AUT. Watch how these AUT interns supported their employer hosts.

How can AUT help you?

Please visit internz.aut.ac.nz or [contact AUT Internz](#) to find out.



Entries open for Deloitte Fast 50!

Entries are [now open](#) for the 2017 Deloitte Fast 50! We're on the hunt for companies like yours as we celebrate New Zealand's fastest growing businesses.

The [Deloitte Fast 50](#) measures percentage revenue growth over a three year period with the full index announced in November.

Don't quite meet the [Fast 50 criteria](#)? Enter the [Rising Star award](#), which only requires your company to have been in business for one full year and have a complete set of accounts.

Perhaps you're a season explorer? Then our new [Master of Growth award](#) is for you! To enter this award, you need revenue of \$5M in FY13 and a full set of verified accounts for both FY13 and FY17.

Entering is easy - do it now!

To find out how to enter the Deloitte Fast 50 and why your business should enter, visit www.fast50.co.nz. Entries close **28 July 2017**.

If you have any questions or would like help with your entry, contact our Fast 50 team at nzfast50@deloitte.co.nz or call 0800 FAST 50 (0800 327850).

Marketing Opportunities for Members

For more details - phone 09 309 9140

Members have the opportunity of:

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

- ◆ 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

- ◆ 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.
- ◆ Free global membership to Regus Plc's 1,000+ serviced offices worldwide, including over 400 in the USA.
- ◆ Discounted costs & special rates for remitting foreign exchange through AFEX - Associated Foreign Exchange Pty Ltd



EY Darden Master Class & Executive Programme

Invitation

Dear

We are delighted to invite you to join us for two unique opportunities to expand your network and learn with like-minded senior executives.

Darden is one of the world's leading professional development institutions for executive management education and was ranked by the Financial Times in 2017 as the #1 Faculty for the fourth year in a row.

EY Darden Master Class Programme Entrepreneurship: Creating, Leading, Transforming

In this 2.5 day program, you will be challenged to think about how you can create value and build a productive business organization with commonly available resources (e.g. intelligence, insight, energy, initiative and personal relationships).

Entrepreneurship is a vital ingredient for "creating, leading and transforming businesses". Entrepreneurial thinking is also about developing a particular attitude and state of mind; an artful, insightful and innovative mentality rather than just "administration". It is a way of perceiving and creating opportunity wherever it may be needed. In a world undergoing continuous change, the ability to think "like an entrepreneur" has become a core skill of the "managerial mind," and entrepreneurial management the quintessence of "good management practice".

[Programme outline and who should attend](#)

The EY Darden Executive Programme

Twenty five years ago The EY Darden Programme was developed to nurture the managerial talent of New Zealand. Darden's commitment to experiential learning — interactions with no lectures and no limits — means each session is shaped by the expertise and perspectives of every person in the room.

The depth of learning is intensive, inspiring and life changing. Participants learn new techniques, concepts and theories that will help them manage their current role more effectively, while the total experience prepares the executive for broader responsibilities in the future. This networking and learning alongside some of Australasian's emerging and current leaders is then sustained by joining an active lifelong alumni group of top executives.

[Programme outline and who should attend](#)

We look forward to you joining us.

EY | Assurance | Tax | Transactions | Advisory

About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

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Details

EY Darden Master Class

Date: Monday 25 to Wednesday 27 September 2017

Location: EY offices, 2 Takutai Square, Britomart, Auckland 1010

Programme fee: \$4,800 plus GST, inclusive of tuition, course materials and catering but the fee does not include your accommodation or travel.

[Click here to register.](#)

Registrations close on 28 July 2017.

Details

EY Darden Executive Programme

Date: Sunday 4 to Friday 16 March 2018

Location: Huka Falls, Taupo

Programme fee: \$20,000 plus GST, inclusive of tuition, course materials, catering and accommodation but the fee does not include your or travel.

[Click here to register.](#)

Registrations close on 30 November 2017.

Contact

Joanna Doolan, External Director
executive.programme@nz.ey.com

Sponsorship Opportunity Wellington Orchestra

Details of the Concert are on [page 5](#) of this newsletter.

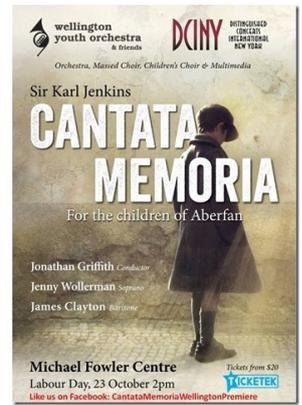
Opportunities are:

1. Adopting a soloist or the conductor
2. Advertising in the programme
3. Purchasing tickets (as a gift to their clients)

The Orchestra invites the American Chamber of Commerce to adopt Dr. Griffith, and be recognised for that fact in the programme. The costs of getting Dr. Griffith to come to New Zealand and rehearse the performers over two days before the concert, are much higher than what we request to be recognised as having adopted the conductor. We have set the minimum donation for this at a notional level of \$2,500.

The organisation adopting Dr. Griffith will be provided with two Premium-A Reserve tickets, which will not only give a good seat in the house but also access to a catered function after the concert (in the Welsh Dragon Bar) where there is a possibility to meet the conductor and soloists.

I would welcome the opportunity to discuss this proposition in more detail. Wim Oosterhoff, Event Manager email: wim@sound-advice.co.nz



Future-Proof Your Leadership

Future-Proof Your Leadership

Wednesday 2nd August
5:30-7:30pm

project.

CONNECT

Advisory Works

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JOHN SPENCE

Author, Business Management Consultant, Executive Trainer

For more than 23 years John Spence has travelled upwards of 200 days-a-year worldwide helping people and businesses be more successful. John is the author of five books and co-author of several more, a business consultant, workshop facilitator, keynote speaker and executive coach with a client list that includes numerous Fortune 500 firms, small to medium-sized businesses, professional associations and other organizations around the globe. John's areas of expertise include: leadership, high-performance teams, managing change, organizational culture, consultative selling, strategic planning, strategy execution and the future of business.

At 26 John was the CEO of an international Rockefeller foundation, overseeing projects in 20 countries. Just two years later Inc. Magazine named him one of America's Up and Coming Young Business Leaders. John has also been recognized as one of the Top 100 Business Thought Leaders in America, one of the Top 100 Small Business Influencers in America, one of the Top 50 Small Business Experts in America and one of the top 500 Leadership Development Experts in the World. The American Management Association named John one of America's Top 50 Leaders to Watch along with Sergey Brin and Larry Page of Google and Jeff Bezos of Amazon.

John has read a minimum of 100 business books year since 1989 and has been a guest lecturer at more than 90 colleges and universities including MIT, Stanford, Cornell and has been a guest lecturer at the Wharton School of Business for more than 15 years. He has been the owner or CEO of six companies and currently serves on the Board or as an adviser to several companies.

John Spence has built his entire career around "Making the Very Complex...Awesomely Simple"