

AMCHAM NEWS

American Chamber of Commerce in New Zealand

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Email: amcham@amcham.co.nz



August / September 2017

Visit by Alabama State

AmCham, in conjunction with the U.S. Foreign Commercial Service, recently hosted a delegation from Alabama led by Greg Canfield, Secretary of Commerce, State of Alabama. The high level group held a breakfast with AmCham members that showcased Alabama as investment destination.

Later in the day they hosted a reception for local agents of the delegation, others doing business with Alabama and those interested in investing in Alabama.

www.madeinalabama.com



Alabama companies represented included

- Atlas RFID Solutions – www.atlasrfid.com
- Irrigation Components – www.irricomp.com
- MechOptix – www.autobrakelight.com www.cyclebrakelight.com
- Pinnacle Solutions Inc – www.pinnaclesolutions.com
- Quality Valve Inc- www.qualityvalves.com
- Warren Manufacturing – www.feedtrucks.com



AmCham would like to thank Christina Stimpson and the Mobile Area Chamber of Commerce and the U.S. Foreign Commercial Service team for their assistance in staging these events.

We have some brochures left over from the trip for anybody interested in looking at Alabama as an investment destination. Please email amcham@amcham.co.nz

US Embassy Youth Council summit

The U.S. government aims to better engage young people in New Zealand to solve the pressing challenges of today while also building greater connectivity and networks to shape the world of tomorrow.

Recently the Embassy, in conjunction with AmCham held a two day summit for a group of 30 youth councilors. Topics included -



- Workshop on Developing International Policy in the 21st Century Content
- Regional Stability in the Pacific. NZ & the U.S.: How could we do more?
- Cyber Security: risk and response
- Innovation and Entrepreneurship: Idea Development – Lessons from Silicon Valley in the NZ Environment

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This was followed by a session on the importance of networking with Gail Brown speaking to the students before a speed networking took place with a number of AmCham guests. AmCham would like to thank Graham Lintott, Kat Lintott, Hamish Clark, Paul Grover, Phil Veal, Jenna Raeburn, Mitch Cooper, Andy Prow, and Dan Khan for giving up their time to share their stories with the group.

AmCham would also like to thank Bell Gully for allowing us to use their offices for the summit.

BELL GULLY

Zespri International wins Supreme Award at 2017 AmCham- DHL Express Success & Innovation Awards

The 18th annual AmCham DHL Express Success & Innovation Awards were held at the Pullman Auckland Hotel in early August, with Zespri International winning the Supreme Award for trade with the United States.

AmCham was delighted to welcome back the Hon Steven Joyce as keynote speaker and presenter of the three key exporter awards with the new U.S. Ambassador Scott Brown presenting the Importer of the Year award.

While trade of goods with the USA was down marginally in the last year by dollar value, the USA still represents 11% of New Zealand total merchandise trade, with total bilateral trade worth around \$16 billion.



The companies on show at these awards highlighted some of New Zealand's most innovative products and services that are taking on the world.

Mark Foy, Country Manager for DHL Express New Zealand, who announced the supreme winner, said: "Zespri has established itself as a leading innovator in the horticultural industry, with their focus on sustainability and continuous improvement a testament to their achievements. Zespri's successful growth into the US market is a reflection of their market research on this key export trade lane and DHL congratulates them on their success."



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

Importer of the Year from the USA - [SOS Hydration Ltd](#)

Investor of the Year to or from the USA - [Constellation Brands New Zealand Ltd](#)

Bilateral Services Award - [Kiwi Landing Pad](#)

Contribution to Tourism - [Canuckiwi Ltd](#)

Exporter of the Year to the USA under \$1 million - [Kami Ltd](#)

Exporter of the Year to the USA \$1 million to \$10 million - [Flintfox International Ltd](#)

Exporter of the Year to the USA over \$10 million - [Zespri International Ltd](#)



(Continued on page 3)



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Awards 2017 Continued from page 2)

Ernst & Young Ltd were presented with the Trevor Eagle memorial award as AmCham Supporter of the Year.

This year's award finalists were some of the strongest AmCham has seen in the last eighteen years and the judges decided to award a number of Highly Commended certificates. These were presented to: **Brand USA**;; **Crimson Consulting**; **Pharmaceutical Solutions Limited**; **Scott Technology Ltd**.

The AmCham DHL Express Success & Innovation Awards celebrate success and innovation in the export, import and investment sectors between New Zealand and its third-largest trading partner, the USA. Winners of the importer, exporter, tourism and bilateral services award categories receive an Economy Plus® Round Trip Ticket to the USA from United Airlines.



In addition to AmCham, DHL-Express and United Airlines, the Awards are also supported by 3M New Zealand, Baldwins, Fonterra, The Pullman Auckland Hotel, media partner The Business, and event manager Lime & Soda.



U.S. Congress approves APEC Business Travel Card

The APEC Business Travel Card (ABTC) allows fast and efficient travel for business people within APEC. The Asia Pacific Council of American Chambers of Commerce have lobbied Congress for a number of years to reauthorize the existing bipartisan legislation. Without it, U.S. citizens would no longer be issued these cards after 2018 while business travellers from other APEC economies will continue to enjoy the benefits. Bill S504 was passed on 26th September with no expiry date. APCAC president Jackson Cox commented "This is great news and allows us to focus on other important issues including tax reform. I'd like to thank APCAC Vice Chair Steve Okun for his great work on this issue for many years and also to APCAC's very capable team in Washington at the BGR Group.

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) along with thirteen other cosponsors. 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.

The bill was referred by the House Judiciary Committee to Subcommittee on Immigration and Border Security on 23 August. It is impossible to predict how long it will take for the bill to pass through the House before being referred to the Senate given the current political dynamics around immigration policy more generally.

World Class New Zealand Celebration, New York

KEA are excited to announce we are hosting the first ever World Class NZ black-tie event in NYC later this year, celebrating Kiwis who have achieved significant success in the USA. All proceeds will go to the AUT Internz programme, which helps young Kiwis get work experience in the US. Only 200 tickets are available.

MFAT launches New 'Trade Barriers' online clearing house

MFAT recently launched a new website called Trade Barriers to help exporters notify government of non-tariff barriers that are holding them back from competing effectively overseas.

These barriers can include a wide range of issues – from government policies, through to regulations that favour local suppliers. And they are costing New Zealand businesses billions of dollars every year.

We want to work with businesses to tackle these barriers and make it easier for them to notify us. Part of this process is raising awareness of non-tariff barriers and the support that is available. To that end, we make a request that you share the Trade Barriers website with your stakeholder networks.

This website does not stop businesses from approaching relevant government agencies directly for support in this area, which we encourage. Rather, it is designed to remove the guesswork for those that are unsure about where to turn for help. Exporters can expect the same response whichever route they choose with an acknowledgement within two working days and work out next steps within six weeks. <https://www.tradebarriers.govt.nz/>

SUCCESS STORIES WITH USA

[Future Mobility Solutions buys US boat-maker Willard Marine](#)

[US approval for 'grass-fed' infant formula will take longer](#)

[Whānau Tahi Breaks into US Market](#)

[New Kiwi business pitching to Silicon Valley tycoons](#)

[DROPIT & NBA's Phoenix Suns Sign Three-Year Partnership Deal](#)

[Flitways aims to shake up NZ travel market](#)

[Insite Software chooses Ecommerce Specialists Solutionists](#)

[2degrees chooses Chorus for national 100Gbps backhaul net](#)

[International collaboration makes sense](#)

[US-based DMC Insider Experience lands in NZ](#)

[Upside appoints leading US life sciences executive to Board](#)

[Connexionz Strengthens US Presence - Opens California Office](#)

[Virsa Boosts Head Count as UC Service Management Grows](#)

[The New Zealander taking our coffee to the world](#)

[Online payment service Stripe launches in NZ](#)

[Victoria University picks Panopto campus video system](#)

[Rachel Hunter a hit as Auckland's new US ambassador](#)

[Kiwi company's sport app aims for US market](#)

[How Mount brothers' \\$30m app broke into the US market](#)

TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

Commercial News USA

The **September/October 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/092017/>

International Buyer Program – Trade Show Schedule

1 Jan to 31 Dec 2017 – for details and support contact Janet Coulthart: janet.coulthart@trade.gov

From KEA

Personnel tracker software seeks procurement experts in the US oil and gas industries

WhosOnLocation is a SaaS platform for managing the location of employees, contractors and visitors. Their platform enables companies to track who's on-site, manage people remotely and improve the way they account for people in an emergency. WhosOnLocation would like to grow their business in the utilities and energy sector in Houston, Texas. They would like to connect with experts in the utilities and energy sector, especially those familiar with health and safety requirements and who can help them understand the procurement process for SaaS apps. www.whosonlocation.com

CleanTech company seeks partnerships with those interested in graphite and carbon markets

CarbonScape has developed technology to convert sawdust, forestry waste, coconut shells and other biomass into high-value carbon products such as high purity graphite, activated carbon, biochar and green coke for the steel industry. To scale their operations. CarbonScape is seeking strategic partnerships with individuals and organisations with an interest in the high purity graphite and activated carbon markets. www.carbonscape.com

Handmade horn eyewear-maker seeks distribution advice for US

Lewis Fredericks produces handmade eyewear in time-honoured silhouettes fashioned from waste horn, a once discarded by-product of domesticated buffalo, ox and ram. The brand is seeking to connect with fashion influencers in the US for advice in distribution or potential collaboration. Digital product agency seeks insights and feedback in the US www.lewisfredericks.com

Roam

Roam is a digital product agency that designs and develops mobile and web apps, with a focus on high value user experience and creativity. As they expand into the US, they're looking to connect with innovators or digital decision makers to help them with market validation and positioning in the US. www.roamltd.com

Seismically secure partition product seeks support for US market entry

Tracklok develops partitions and wall braces designed to improve building resilience during earthquakes and other seismic activity. Tracklok's product is US patented and is in the process of acquiring its US engineering certification. Tracklok is seeking connections with experts in the US to help bring their product to market. www.tracklok.com

RECENT EVENTS

How business & institutions are countering the challenge of disruption event

AmCham members and guests recently had the opportunity of hearing from Professor Jayne M Godfrey, Dean, University of Auckland Business School; Laura Maxwell, Chief Digital Officer, NZME and Jeremy Muir, Partner of Minter Ellison Rudd Watts on the ways they are facing these challenges. These include better preparing students for the workplace; the use of AI and collating different channels through digital marketing. AmCham would like to thanks Minter Ellison Russ Watts for their support in hosting this event.



MinterEllisonRuddWatts
LAWYERS

EVENTS FOR YOUR DIARY

- 15th Nov Doing business with the USA seminar, Hamilton with ExportNZ
- 16th Nov CEO lunch Auckland (invitation only)
- 16th Nov Annual Year End Celebration and New Member reception
- 21st Nov 2017 AmCham Stableford Golf Tournament
- 22nd Nov CEO lunch Wellington (invitation only)
- 23rd Nov Doing business with the USA seminar, Wellington
- 7th Dec Malcolm Gladwell, Live in Auckland - The Future: Disrupted & Reimagined
- 19th March John C. Maxwell, Liz Wiseman & Michael Bungay Stanier LIVE – Peak Performance Leadership Summit, Auckland

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

Are you looking for a hot spot office in the CBD

USGlobalTax has a couple of spare desks that they are offering to "Hot Spot" so if any SME or company outside of Auckland wants to have an Auckland Central Business address with access to all facilities, including internet, desk with dual screens, board room, kitchen facilities, mail collection plus many more bonuses please email Managing Director Business Development Tony Eaton at Tony@usglobaltax.com to discuss further.

HP Celebrates 50 Years in New Zealand

Innovation across products, industries, and partnerships paves the way for a strong future.

September marks a special event in the history of HP – 50 years on the ground in New Zealand.

Born in a one-car garage in Palo Alto and the Birthplace of Silicon Valley, HP's legacy now spans more than seven decades of innovation, including five decades on the ground in New Zealand.

HP New Zealand managing director Grant Hopkins says the milestone signifies HP's commitment to the New Zealand market.

"HP have been present in New Zealand since 1967, providing market leading products to consumers and cutting-edge IT solutions to small, medium and large Kiwi businesses.

"We have a rich local history and long-standing relationships with our customers and partners. We are also proud of the community partnerships we have established over the years including Te Papa; WOW, Trelise Cooper and ATEED.

"We bring the best of HP's global innovation to New Zealand and also provide a pathway for our local customers and partners to creatively push the boundaries and export homegrown innovations to global markets.

"On behalf of all the HP New Zealand team, I'd like to thank our customers and partners for all their support over the last 50-years. I'm more confident than ever that our most exciting and important years are ahead of us."

(Continued on page 6)

Stockwell International has just opened their very own full service office in the USA.

Stockwell International Inc is a fully licensed FMC and NVOCC forwarder based in Los Angeles.

Stockwell International Inc offers the following services:

- Ocean freight LCL/FCL/break bulk
- Air freight
- Customs brokerage
- Domestic trucking

This really does make Stockwell International NZ your specialist USA to New Zealand logistics provider.

For further information

Please contact Stockwell International NZ Managing Director Nick Larsen 64 9 951 5731 or 021 761 697.

www.stockwells.co.nz



Langham, Auckland's Michael Shah honoured at 2017 HM Awards

The Langham, Auckland's Director of Sales & Marketing, Michael Shah, has been honoured as the Sales & Marketing Associate of 2017 at the prestigious HM Awards – the Asia-Pacific's leading awards for the hotel sector.

The glittering awards dinner took place at Sydney's Town Hall on 1 September, recognising the accommodation industry's finest staff, properties, brands and chains across Australia, New Zealand and the Pacific.

Mr Shah, who has been at The Langham, Auckland for over three years, said he was delighted to receive the award, which he shared with Tim Birley, from the Parkroyal, Darling Harbour.

"I was so delighted and proud to receive this award, and to share it with my good friend Tim Birley is an added bonus. In the last 12 months I have been privileged to work with two great teams at The Langham Auckland and Langham Sydney and I'm very proud of the success both these teams have achieved.

"I'm a great believer that at a senior level, success is all about the people you share your day with. Listening to what they need, helping make their job easier, supporting them when they are challenged, and showing them by your own example the behaviours you want to see.

"This is really an award to be shared with all my colleagues who have shown me such great support."

Real America team back in Auckland

The Real America Sales Mission again visited Auckland last week for trade and media appointments and the team hosted a function for industry and media on Monday night at Degree Bar at the Viaduct. The region marketed as the Real America is made up of four US States: Montana, North Dakota, South Dakota and Wyoming.

These States have been coming to New Zealand to market their region since 2009, participating in the Discover America Expos.

This has really begun to pay off with more Kiwis beginning to visit the region and more interest from trade.

Highlights for Kiwis are the National Parks like Yellowstone, Glacier, Theodore Roosevelt and Badlands National Parks, the authentic cowboy & Native American culture, ranches rodeos and wildlife- just to name a few. www.realamerica.co.nz



New Zealand's leading intellectual property specialist AJ Park to join IPH Limited

New Zealand's leading Intellectual Property (IP) specialist, AJ Park, today announced it will be joining the IPH Limited group of companies from 1 November 2017.

IPH is an ASX listed holding company for a number of intellectual property and associated companies offering services and products throughout the Asia-Pacific region.

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Supporting
AmCham



Members News (Continued from page 6)

AJ Park is widely regarded as one of the top IP firms in the Australasian region and advises a third of Fortune 500 companies and over half of New Zealand's top 200 companies.

Founded over 125 years ago, AJ Park has offices in Auckland, Wellington and Sydney and employs approximately 205 people, including 30% of New Zealand's registered patent attorneys.

AJ Park Managing Partner, Damian Broadley, said: "We are confident that significant benefits will flow from being part of the IPH Group. Importantly, we will continue to operate under the same name, with the same high quality people, but will gain access to investment, technologies and networks that will enhance the way we deliver services to our clients.

Being part of IPH will also provide AJ Park team members with more career progression opportunities than may be available in a traditional partnership model. As a result we are very excited about our future as part of this group."

IPH Limited's Managing Director, David Griffith, said: "New Zealand is a strategically important IP market and the addition of AJ Park, which is a high quality IP business will strengthen our position as a leading IP group in the Asia-Pacific region. We recognise its market leadership, world-class reputation, outstanding talent and enviable client list.

IPH is delighted to have reached an agreement with AJ Park and extends a warm welcome to partners and staff."

AJ Park is the first New Zealand patent attorney firm to be acquired as a result of legislation which took effect from February 2017, which removed restrictions on ownership structures for patent attorney firms.

New Member

Canuckiwi Ltd, Auckland – Corey Marshall, Director - Corey Marshall, along with his wife and business partner, Karen McCardle established Canuckiwi Ltd, a representation and consulting firm for the travel and tourism industry in 2012. Canuckiwi specialises in tourism and travel trade marketing, consumer advertising and PR strategies for suppliers and destination marketing organisations worldwide. The unique skill sets and background the team members represent gives clients extensive access to strong relationships with in-market tour operators, travel trade media, digital influencers, airlines, and other stakeholders across Australia, New Zealand and Canada. Canuckiwi's current clients include Travel Oregon, Utah Office of Tourism, Travel Nevada, Discover New England, Visit Anchorage and Cirque du Soleil. <http://www.canuckiwi.com/>

People on the move:

Zespri has appointed Dan Mathieson as their new Chief Executive

Mario Santander, Country Manager NZ for American Airlines has returned to head office in Fort Worth, Texas to take on a role as manager, Oceania.

AmCham Australia CEO Niels Marquardt is stepping down and returning to the USA with April Palmerlee appointed as his replacement.

Jon Stewart, Director, Government Affairs and Public Policy – Australia, New Zealand and South Pacific for Visa has left to join American Express as Vice President, Public Affairs and Communications – Australia and New Zealand

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

STACK

As New Zealand's leading commercial interior design specialists, STACK have enjoyed a successful and busy 2016 with a range of diverse workplace projects that have achieved on the aspirations of our clients. For almost 20 years we've specialised in commercial interior design and we understand the intricacies of workplace, and its unique opportunities (and challenges). In fact, that's what we love about it.

We've successfully created inspiring functional, workplaces for a wide range of New Zealand companies from firms of four people to large organisations of hundreds. Every brief is different, and every design outcome uniquely tailored to different needs. Yet each one is delivered on time and budget, every time. Proudly NZ-owned and operated, our team brings both local and international experience and too many years' combined experience to count. We're a multi-talented team of around 20 staff, including design and construction professionals, designers, technicians, and quantity surveyors. We're passionate about creating design-focused workplaces that are both unique to your needs and functional'.

If you have a workplace challenge or project that you would like to discuss with us please do get in touch, Info@stack.co.nz or David Maurice on 0212319015 or DavidM@stack.co.nz



New Zealand Bullion Depository

New Zealand Bullion Depository (NZBD) is a focused niche provider in the bullion management industry. We formed NZBD to provide highly discreet services to discerning high value clients who believe in holding a portion of their portfolio in the form of precious metal as “wealth insurance”.



NZBD was created by a group with a shared vision, who recognised a gap in the service and quality delivered by the precious metal industry globally. This opportunity, and the common desire to provide the finest in service and security available, has led to NZBD constructing a world class, secure storage facility, with a focused team of professionals able to attend to clients' needs with absolute discretion and confidentiality.

Our people have been involved with investing and working in the bullion industry since the 1970's, and collectively, have over 100 years of combined experience in Bullion, Banking, Finance, Accounting and Governance, which gives us the confidence to believe in our goal of being the best in the world.

Headquartered in Auckland New Zealand, NZBD is an operation uniquely positioned to provide both access to, and secure storage of, physical precious metals. In addition, New Zealand Bullion Dealers LP offers a premium service for purchasing and selling bullion.



BREAK INTO THE US MARKET AND GROW YOUR SUCCESSFUL NATURAL PRODUCTS BUSINESS

Monday 6 and Tuesday 7 November 2017
The Pavilion, ANZ Centre, 23 Albert St, Auckland

Renowned US natural products entrepreneur Gary Hirshberg (and colleagues) brings his Entrepreneurship Institute to NZ. This 2-day boot camp is based on decades of experience in helping Natural Products entrepreneurs grow successful enterprises, and for those who are ready, to learn the basics of how to break into the US market.

For more details, please find attached:
Programme details & Application form

Please contact Brendan Hoare
bhoare@buypurenz.com : 027 288 8618 : 09 832 8986



THE **FOODBOWL**



This event is proudly sponsored by NZTE, ANZ and The FoodBowl. Buy Pure NZ is facilitating the delivery of the programme and ensuring it is grounded in the reality facing NZ entrepreneurs.

Buy Pure NZ is a registered provider with NZTE Regional Business partner Network and I have registered the training as an event which may entitle your organisation to a 50% cover of the programme. Please see details here: <https://app.regionalbusinesspartners.co.nz/Service/Details/10023> The code is **USA 17**.

A Swingin' Good Time!
 featuring the *Sisters of Swing* (Andrews Sisters tribute band)
Celebrate the 1940s for \$40
 2017 charity fundraiser benefitting Sweet Louise

Saturday, November 11th 7:00pm
 tickets available on eventbrite.com

www.awcauckland.com

CELEBRATING 75 YEARS
 AMERICAN WOMEN'S CLUB OF AUCKLAND

Five Knots at Tamaki Yacht Club

The American Women's Club of Auckland is celebrating our 75th Anniversary!

And what better way than with a Swing Dance Party... so shine those shoes, roll that hair and celebrate the 1940's with us. Featuring the music of the *Sisters of Swing*, a silent auction, costume prizes, hors d'oevres and a cash bar... *it's a 40's party for \$40.*

Five Knots at Tamaki Yacht Club
30 Tamaki Drive
Mission Bay

We are honouring and celebrating our Veterans on Veteran's Day (and also Armistice Day). Celebrate "V" for Victory and bring along Rosie the Riveter as well as your dancing shoes. It's bound to be a *Swingin' Good Time!*

All proceeds go to [Sweet Louise](#).



Saturday, November 11th at 7pm. Book your tickets now!

[CLICK HERE](#)

[CLICK HERE TO REGISTER / BUY TICKETS](#)

Our mailing address is:

American Women's Club Auckland
 Blackett Crescent
 Meadowbank, Auckland 1072
 New Zealand

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

News from ATPI /BWT

ATPI has teamed up with **Direct Travel** based in **Denver**. **Direct** (www.dt.com) is one of the largest business travel agents in North America with offices throughout the country. Combining Direct Travel's US\$4billion sales brings the **ATPI/Direct Travel alliance** to a US\$7 billion global travel company – giving clients and other New Zealand companies with offices in the US the increased ability to consolidate both your NZ and US office's travel through us here in New Zealand. If you'd like to hear more we'd be happy to drop by the show you the advantages or doing business with us.

Check-in

Travellers from any airport to the US should check in 3 hours in advance of their flight. A new more intensive security regime has been introduced. Please also ensure that all your electronic items (laptops, cell phones) are powered up fully; you could be required to switch them on. Direct flights from Auckland to Honolulu, San Francisco, Los Angeles and Houston on United, American, Hawaiian and Air New Zealand will be affected as will travellers flying via Australian or South Pacific airports to the US. For qualifying travellers your lounge time has to be cut short as the secondary checks will be at the Gates.

Airline update:

Q Air New Zealand's latest 787-9 Dreamliner has some desperately needed additional **Business Class seat (27 instead of 18) and Premium Economy Class (33 instead of 27) seats.** Air NZ is getting 3 of this aircraft configuration for the US services. The older Dreamliner's will not have their 18 seat cabin extended and these aircraft will stick with the Asian and Pacific leisure routes. Not that the airline would be concerned, but the 18 seat version of the Dreamliner is the aircraft to avoid if you're trying to use your Airpoints upgrades as their popular Business Class is usually full with fare paying customers

American Airlines has re-commenced its **Los Angeles to Auckland** service until this season's last flight on 24 March. American has relaunched with their latest **Boeing 787-9** aircraft which features 30 face forward lie-flight Business Class beds, 21 Premium Economy and 230 Economy seats. The BWT team has inspected the new aircraft and believes that the Business Class and Premium Economy seat are amongst the best in the market. Business Class in particular affords considerable privacy to the traveller. **American** in particular has been instrumental in keeping the airfares between NZ and the US down and so **deserve your support** – not in the least on the basis of use it or lose it! We also need to give them a viable reason to fly year round.

United Airlines re-commences flights **Auckland to San Francisco** early November for the NZ summer. They will now be operating their premier Boeing 777-300 aircraft which includes 60 **Polaris Business Class** seats. **United Airlines** will also commence a non-stop **Houston to Sydney** service on 18th January. The service will be daily and has a southbound flight time of 17hrs 40 mins.

Whilst on **United** the airline farewells its final **Boeing 747-400** on Tuesday 07 November in a flight between San Francisco and Honolulu – the same route as the very first **747-100** flight 47 years ago! The **Queen of the Skies** as it is known is being phased out in the 747-400 version. The latest version has been launched – the Boeing **747-8** with its elegantly extended upper deck is operated by **Lufthansa and Korean Airlines.**

The new **United Houston/Sydney** flight puts this new route into the top five list of the world's longest scheduled flights which are currently:

1. Auckland to Doha 18hrs 20mins (Qatar Boeing 777LR)
2. San Francisco to Singapore 17hrs 35mins (Singapore Airlines Airbus A350 and United Boeing 787)
3. Auckland to Dubai 17hrs 15mins (Emirates A380)
4. Dallas to Sydney 17hrs 05mins (Qantas A380)
5. Johannesburg to Atlanta 16 hrs 50mins (Delta Airlines Boeing 777LR)

*Qantas' new Boeing 787-9 Perth to London flight commencing next March will have a scheduled flight time of 17hrs 20mins.

Hotel update:

Changing focus away from US travel momentarily there is a plethora of hotel news occurring around now. New hotel openings or changes between now and the end of the year include the **'M Social'** which is in the old Copthorne Hotel opposite the Viaduct on Auckland's Quay Street. This is a trendy new brand from Millennium Hotels. The original hotel has had a complete makeover and included a halving of the room inventory but doubling the rooms' size. **'QT Queenstown'** will also open as a 'new build' behind its sister hotel **Rydges** on the lakefront. On 01 November **Auckland's Langham** switches brands within the same group to become the **'Cordis'** and will be most of the way through its upgrade (from opulent to minimalist décor – see image at left). **'Sofitel Wellington'**, located on Bolton Street re-opens as we write. Further afield, **Sydney** has three new options. The new **'Sofitel**

(Continued on page 11)



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 10)

Darling Harbour has opened as has **Primus Hotel Sydney**. Built in 1939, the Art Deco headquarters of the Metropolitan Water Sewerage and Drainage Board on Pitt Street Sydney has been transformed into the **Primus**. In Potts Point is the (about to be fashionable) **The Larmont**, which has opened this week. Beyond the region and heralded at the top "**Hotel Openings to Watch Out for in 2017**" by Travel+Leisure Magazine in the US is the **'Alohilani Resort Waikiki Beach'**, formerly the **Pacific Beach Hotel** in which innumerable New Zealand travellers have stayed over the last several decades. The property is 60 steps from Waikiki and has had a complete rebuild including two new swimming pools (adults and nippers). Contemporary five-star brands are about to open: the fashionable **'Mondrian Doha'** has just opened as will the **'Andaz Singapore'**. **'Bulgari Beijing'** opened in September and **Rome's** famous **'Hotel Eden'** at the top of the Spanish Steps has just re-opened after a complete renovation.

Virtuoso has unveiled the list of the hottest luxury hotels debuting in 2018:

Bulgari Hotel Shanghai
Montage Los Cabos, Mexico
Raffles Europejski, Warsaw
Hotel Lutetia, Paris (re-opening)
Six Senses Bhutan

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Executive Leisure and Private Clients:

Auckland City Art Gallery's inaugural **Foundation** tour to the US lead by Gallery Director **Rhana Devonport** has just gone on sale. The 2018 tour is headed to the diverse and sophisticated art scene in **Texas**. Dallas, Houston and Marfa are included. You would rarely accomplish such visits travelling alone so why not join the **2018 Art Gallery Foundation Tour**. The tour is exclusive to Foundation members and departs 01 May 2018. 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) Kristin Black or Grant Bevin at BWT have developed the tour and can also answer any questions.

Elton John Shows

Elton John will only perform 14 more shows for his Million Dollar Piano Las Vegas Residency, after announcing he will be ending the Caesars Palace residency in 2018. Final dates are 28, 29 Apr, 01, 02, 04, 05, 06, 09, 11, 12, 15, 18 and 19 May. Tickets have just gone on sale.

We are now a sub-agency of **All Blacks Tours** which means that we have direct access to accommodation and tickets as well as tours for all of the upcoming **All Black's** fixtures. We're also forward planning for the RWC in Japan 2019 so please register with Kristin Black here at BWT kblack@bwt.co.nz if you are interested.

Our colleagues at ATPI in Australia are handling the ground packages for the **2018 Commonwealth Games**, held in the **Gold Coast**. We have access to tickets to Games and Accommodation combined packages and space is available for most events. Event Dates: **04 April – 15 April 2018**. Take a look at the event details at <https://www.atpi.com/gc2018/>.

After your long-haul flight from Europe, South America or Auckland take your layover in laid-back **Santa Monica**, right near LAX airport. Your first activity should be to glide along the colourful beach bike path from Santa Monica to Venice Beach on a **two-hour segway tour**. Get out in the fresh air and soak up the area's unique culture as you take in iconic sights like Santa Monica Pier and the Original Muscle Beach, as well as the vibrant art of Venice's Graffiti Walls and the skilled skaters at Venice Skate Park. Ask your BWT Consultant to add this into your itinerary

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

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Keynote

Monday 6 November
5:30-7:30pm

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Crowdfund Your Idea To Market

(intensive for entrepreneurs)



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