

# AMCHAM NEWS

## American Chamber of Commerce in New Zealand

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November/December 2017

### Asia-Pacific's Largest Federation of American Business Associations Urges Congress to Adopt Territorial Taxation for U.S. Individuals

The Asia Pacific Council of American Chambers of Commerce (APCAC) calls on the United States Senate and House of Representatives to include territorial taxation for individuals within their respective tax reform packages. The U.S. is the only developed country that has a system of citizenship-based taxation (CBT) which subjects citizens to worldwide taxation even when they reside and work overseas. It is high time that this rule be abolished and replaced with a residence-based taxation plan, which will allow American entrepreneurs and businesses to compete and win at home and around the world.

Jackson Cox, Chairman of APCAC, said, "Unfortunately, the tax reform bills introduced recently in the U.S. House and Senate fall short of advancing American commercial interests around the world by the omission of territorial taxation for American citizens abroad. Congressional leaders are well aware of the issue and are familiar with the revenue-neutral solution that business groups have been advocating for years."

Richard Weisman, a Hong Kong-based attorney and a leader of APCAC's Tax Committee provided further comment, "While we are encouraged that both the House and Senate bills include elements of territorial taxation for American companies, it is important to extend territorial taxation also to American individuals abroad. We remain hopeful that a solution will be included in the final tax reform bill."

APCAC has recently launched a broad-based advocacy effort to mobilize support for the inclusion of territorial taxation for American individuals abroad as part of the current tax reform effort in Congress. APCAC is the association of 29 American Chambers of Commerce in the Asia-Pacific region. APCAC's collective membership represents over 15,000 American companies and over 50,000 overseas American executives in the Asia-Pacific region. Securing Resident-Based Taxation for Americans abroad has been a pillar of APCAC's advocacy work going back near 50 years.

AmCham New Zealand supported APCAC's letter to Congress.

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

AmCham Malaysia is working hard to plan a meaningful and impactful APCAC Spring Business Summit from April 3-5, 2018 in Kuala Lumpur. 2018 marks APCAC's 50th Anniversary, so we are making an early push to encourage every AmCham in Asia to bring a delegation of AmCham leaders, business leaders, and U.S. and host country government officials.

### Government introduces BEPS tax bill

Legislation just introduced to Parliament will prevent multinationals from avoiding tax by shifting profits out of New Zealand, Revenue Minister Stuart Nash said today. The legislation also reflects an important objective of the Labour New Zealand First Coalition Agreement.

"Some multinationals use aggressive strategies to pay little or no tax anywhere in the world. This is known as base erosion profit shifting, or BEPS, and is a massive problem. It denies a country its taxation revenue and erodes confidence in the fairness of the tax system. Inland Revenue estimates the new measures could raise approximately \$200 million per annum."

"I am very pleased to introduce legislation that will introduce fairness and equity back into the tax system. New Zealanders expect every company to pay its share of tax, no matter how big or powerful that company may be," said Mr Nash.

The Taxation (Neutralising Base Erosion and Profit Shifting) Bill contains measures aimed at preventing

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**BEPS Tax Bill** (Continued from page 1)

multinationals from achieving a tax advantage through:

- artificially high interest rates on loans from related parties to shift profits out of New Zealand
- hybrid mismatch arrangements that exploit differences between countries' tax rules
- artificial arrangements to avoid having a taxable presence in New Zealand; and
- related-party transactions to shift profits to offshore group members.

"The proposed new rules will be an effective response to current avoidance techniques, but are not the end of the story. The Government will continue to investigate further options, both legislative and administrative, to counter aggressive tax practices.

"Multinational companies are a welcome part of our economy but they must abide by the rules. They must pay their fair share of tax," Mr Nash says.

The legislation is expected to have its First Reading on Tuesday 12 December. AmCham's Tax Committee will reconvene in the New Year to review the legislation and will revert to members.

## Busy season at US Consulate – apply early for visas & ESTA's

We have had several approaches from members and others who are looking for appointments at the US Consulate for visas. Please be aware that this is the busiest time of the year and the earliest B1/B2 appointments are now in early February. Members applying for a B1/B2 visa should complete the application and select the first available appointment, then check EVERY SINGLE DAY in the online appointment system, to see if they can change to an earlier appointment. People cancel or move their appointments, and our Consular section routinely changes unused petition appointments to be B1/B2 appointments. If they check often, it is possible they can then snag a free last-minute (or earlier) appointment.

Wait times for visa appointments in New Zealand are currently longer than normal. We recommend applying for your visa at least 90 days before your travel dates, and submitting your ESTA form at least 2 weeks in advance of your travel. To check the latest wait times, please visit <http://usvisas.state.gov>

Please do not pay for travel arrangements such as airfare without having a U.S. visa in your possession. The Embassy/Consulate bears no responsibility if you do so. The Embassy/Consulate is unable to guarantee the issuance of a visa before any fixed travel date.

Please email [support-newzealand@ustraveldocs.com](mailto:support-newzealand@ustraveldocs.com) or call 09 887 5999 for any visa related questions.

You may not need a visa... [please check if you are eligible for ESTA here.](#)

## President Trump announces picks for ACTPN

On December 4, the White House announced the president's intention to name three individuals to serve 4-year terms on the Office of the U.S. Trade Representative's Advisory Committee for Trade Policy and Negotiations. The appointees are: Zippy Duvall, president of the American Farm Bureau Federation; Dan DiMicco, a former trade advisor to the Trump campaign and CEO of Nucor; and Leslie Daniels a partner in private equity firm AE Industrial Partners.

## Kiwis in New York celebrate in World Class style with Taika Waititi & Nancy Gilbert

New Zealand's undeniable man of the moment and internationally acclaimed director Taika Waititi was awarded the very first World Class New Zealand Award outside of New Zealand at a gala event in New York last week.

The event, hosted by Kea and Auckland University of Technology (AUT), was held at the Water Club in Manhattan and hosted some of New Zealand's most successful expats in the United States including Sean Marks, GM of Brooklyn Nets, Craig Nevill-Manning, Head of Engineering of Sidewalk Labs, Kirsty Graham, VP of Pfizer, and Dr Maia Nuku, Curator at the Met Museum.

The World Class New Zealand Awards celebrate globally influential Kiwis who are making an impact on the world stage and contribute strongly to New Zealand's prosperity and social, cultural and economic development. The World Class New Zealand Celebration in New York specifically acknowledged these factors for Kiwis and friends of New Zealand in the United States, while raising funds for AUT's Internz programme which provides scholarships for Kiwi students to complete internships in the US.

The first World Class New Zealand Award to be presented outside of New Zealand, Taika received the Award in honour of his achievements in film and his commitment to New Zealand culture.

Another award recipient on the night was Nancy Gilbert, Founder of the Wahine Toa project, which showcases women in leadership working to better their communities.

"I knew the moment we had our first powhiri, that NZ was incredibly special, of all the places we've been in the world my heart felt full," Nancy said.

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*Kiwis in New York Continued from page 2)*

"I knew the power of it was mostly held by these incredible Māori women in Aotearoa. Helping showcase the incredible work they were already doing in their businesses and communities, and helping make international connections for them, it changed my life, and I am incredibly honored to be a lifelong Friend of New Zealand."

AUT alumnus Toiroa Williams also received an award following his internship with the Sundance Institute in Los Angeles, where he introduced a Māori holistic health and wellness philosophy to the strategic plan for Sundance's Native American and Indigenous Program.

170 guests including Award winners Taika Waititi and Nancy Gilbert; Sarah Robb O'Hagan; Former United States Ambassador to New Zealand and Samoa Mark Gilbert; GM of Brooklyn Nets Sean Marks; Head of Engineering of Sidewalk Labs Craig Nevill-Manning; VP of Pfizer Kirsty Graham; and Curator at the Met Museum Dr Maia Nuku

Tens of thousands of dollars raised for AUT Internz scholarships to the US. Profits will be used to grow AUT Internz, which provides cultural exchange scholarships to North America for outstanding New Zealand graduates

## **Nancy Gilbert appointed New Zealand Honorary Consul for Florida**

Nancy Gilbert is currently back in New Zealand for training for her new role as New Zealand's Honorary Consul for Florida.

Nancy has said that "It's a great honor to continue promoting New Zealand and I look forward to finding and making cultural , educational and business connections between Florida and Aotearoa."

## **ExportNZ DHL Export Barometer - exports to the USA up 6%**

The recently released ExportNZ DHL Export Barometer shows Kiwi exporters are feeling confident and expecting orders to increase in the next twelve months.

Optimism is very positive with 71% of New Zealand exporters expecting international orders to increase – this is a jump from 63% in 2016.

The research shows that overall 2017 has been a good year, with just over half (55%) of exporters achieving an increase in international orders.

While the survey was carried out prior to the NZ election, ongoing political support for the export environment will be crucial to ensure Kiwi businesses achieve the perceived upcoming boost to orders. [See full report here...](#)

## **2017 Open Doors Student Mobility Report Shows Increase in Two-Way Educational Exchange**

We wanted to bring to your attention some NZ-U.S. education stats that have been released in the annual U.S. education report, the '2017 Open Doors Report on International Educational Exchange' by the Institute of International Education (IIE) and the U.S. Department of State Bureau of Educational and Cultural Affairs (ECA). The November 13th release (US time) coincided with the start of International Education Week, #IEW2017.

The data shows increases in the number of American students choosing NZ as a study destination (2015/2016 U.S. academic year), as well as increases in the number of Kiwi students going to the U.S. (2016/2017 U.S. academic year). Overall, the United States saw an increase by hosting more than one million international students for the second consecutive year, reaching a record high of 1.08 million. This also marks the eleventh consecutive year of continued expansion of the total number of international students in U.S. higher education.

We have highlighted some key findings from the report:

### **New Zealand Students in the U.S.**

- In New Zealand, 1,741 students chose to study in America during the 2016/17 academic year, demonstrating the highest figures to date and a five-year increase of 33%.
- Much of the increase reported for the past couple of years can be attributed to more students pursuing Undergraduate Degrees and Optional Practical Training (OPT) related to their academic fields after their degree studies, and thus remaining longer in the U.S. higher education system and gaining valuable career skills and connections before returning home.
- International students benefit U.S. communities, colleges and universities, in many ways, including economically. In 2016 international students brought \$39 billion to the United States economy, through their spending on tuition, room and board and living expenses, according to the U.S. Department of Commerce. Their roles on campus as teaching and research assistants support the faculty in many departments, especially in STEM fields (Science, Technology, Engineering and Math), and their diverse perspectives help enrich classroom learning for U.S. students.

### **American Students in New Zealand**

- The number of American students choosing New Zealand as a study abroad destination increased more than 14% to 3,806 students.

*(Continued on page 4)*

**Open Doors Student Mobility Report** (Continued from page 3)

New Zealand is now the 17th most popular study abroad location for U.S. students.

- Overall, study abroad by American students has more than tripled in the past two decades; however, the rate of growth had slowed following the financial crisis in 2008. The population of U.S. students studying abroad continues to diversify, with greater inclusion of racial and ethnic minorities.
- Twenty-five percent of all American students who studied abroad were majoring in STEM fields, a number which has been growing faster than the average, followed by Business, Social Sciences, Foreign Language and International Studies, and Fine and Applied Arts.

**Tripartite makes its mark in Guangzhou**

Mayor Phil Goff led a delegation of more than 70 businesses to the Tripartite Economic Summit in Guangzhou, last week. The Guangzhou summit built on Auckland's hosting of the other Tripartite Economic Alliance partners, Los Angeles and Guangzhou last year. The strong interest from businesses in investing in the delegation followed a series of workshops that ATEED delivered to help interested companies succeed in China by developing skills to build effective business partnerships and relationships. The delegation made great connections and indications are there will be strong future outcomes in terms of deals and investments for our region's growth companies. [Read more.](#)

AmCham looks forward to working with ATEED on the follow up to this summit in 2018 and to expand connections with Los Angeles.

**U.S. Antarctic Icebreaker to visit New Zealand**

The United States has sought, and been granted, New Zealand's permission for a U.S. Coast Guard icebreaker, the U.S. Coast Guard Cutter (USCGC) POLAR STAR (WAGB-10), to make a port call at Lyttelton on its way to complete its seasonal operations in support of the National Science Foundation-managed U.S. Antarctic Program. [Read More.](#)

**Calling Scholars: Apply for a fully funded 2018 exchange program in the United States**

Apply by Friday January 12, 2018 at 5pm New Zealand time online using this form. What is the program about? Study of the U.S. Institutes for Scholars (SUSIs) are intensive post-graduate level academic programs with integrated study tours whose purpose is to provide foreign university faculty and other scholars the opportunity to deepen their understanding of U.S. [Read More.](#)

**Calling Secondary School Educators: Apply for a fully funded 2018 exchange program in the U.S.**

Apply by Friday January 12, 2018 at 5pm New Zealand time online using the Form. What is the program about? The five-week Study of the U.S. Institutes for Secondary Educators are intensive post-graduate level academic programs with integrated study tours whose purpose is to provide foreign secondary educators and administrators the opportunity to deepen their understanding of U.S. [Read More.](#)

**TOURISM****Strong operator support sells New Zealand to USA**

Around 600 travel sellers from the US are ready to sell New Zealand following massive training roadshow. [Read more.](#)

**Partnership with Bryce and Nat Geo a winning formula**

The credibility and reach of National Geographic Travel combined with the likeability of tourism ambassador Bryce Dallas Howard is motivating more Americans to consider a New Zealand holiday. [Read more.](#)

**SUCCESS STORIES WITH USA**

Rocket Lab announces second test launch dates

OIO decision reveals Apple paid more than \$100m for NZ's PowerbyProxi

BioNona gains FDA approval for Atopis eczema cream, plans to start online US sales

Eroad first-half loss widens on US investment

Anadarko pulls out of oil exploration in NZ

Mohawk Industries to buy carpetmaker Godfrey Hirst

Unisys scores 10 year Ministry of Education APaaS deal

Goodnature Traps Help Save Threatened Hawaiian Species

Pushpay plans for US listing, capital raising

Genoapay plans Australian expansion, mulls US push

Foley Family Wines buys Mt Difficulty for \$55m

Kiwi Firm Datagate Generates Buzz at US Technology Conference

IKE Wins Major New Utility Deal in U.S. Market

Fonterra to buy into US-based whey protein maker

Anchorage Family Estate secures distribution partnership with WX Brands

Benefit of Icebreaker sale to US giant lead to cheaper prices

Kiwi company a showstopper at Seattle

Big investment in Aroa Biosurgery's Commercial Partner

Westpac NZ deploys ACI Worldwide payment and fraud detection

Promapp goes to university: in the USA

NZ's responsible investment conundrum spurs invite to NY

Forecast Apple will take wireless charging R&D overseas after NZ purchase

Serko Establishes U.S. Presence with Key Appointment

Tamarillo Products Exported to US Boutique Food Company

Carrfields' Just Shorn® Rugs Reach Artwork Status in US

[ERoad US sales jump 31% in second quarter as US compliance deadline looms](#)

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

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

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

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

[Helen Clark lands at Kiwi event in San Francisco](#)

## TRADE, BUSINESS and INVESTMENT OPPORTUNITIES

### Commercial News USA

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

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

For details and support contact Janet Coulthart: [janet.coulthart@trade.gov](mailto:janet.coulthart@trade.gov)

### From KEA – NZ Companies seeking US connections

**Luxe bakery brand seeks advice from gourmand members in US** [www.thecaker.co.nz](http://www.thecaker.co.nz)

The Caker is an Auckland based business that produces specialty made-to-order cakes, recipe books and luxury baking mixes. It has quickly become one of the most prominent cake businesses in New Zealand and an internationally recognised brand. The Caker frequently collaborates with other influential brands to create exclusive products. Their most recent collaboration was with renowned fashion designer Karen Walker with whom they created two limited edition cookie mixes, and a pop-up cake shop in her flagship store.

Jordan and Anouk Rondel, the sister duo who own The Caker, are now seeking advice and insights from experts in the high-end food, design, and lifestyle categories in California, to learn about expanding their operations into the US.

**App for personal trainers seeking industry members in health and fitness in US**

[www.ptminder.com](http://www.ptminder.com)

PTminder is software that manages and grows day-to-day business for personal trainers. The platform offers sessions' scheduling, payment processing, client management, client assessments, reporting, and more. PTminder is seeking partnerships and further networks in the health and fitness sector in the US.

**Cloud-based emergency plan for SMEs seeking insights from US health and emergency services** [www.emepoint.com](http://www.emepoint.com)

EmePoint is an intuitive online tool designed to support the SME community in customising their organisations own emergency response and business continuity plan. The product helps businesses store important contact details, identify risks and prepare for emergencies, plan appropriate responses, and recover quickly. EmePoint is the only fully customisable cloud based emergency planning system of its kind on the market. It is the recommended national tool for general practice in Australia and provides resilience to a whole sector, vital to supporting the community should a crisis occur. EmePoint is seeking market validation from health and emergency services in the US.

**SPM Assets seeking to connect with North American government organisations**

[www.spmassets.com](http://www.spmassets.com)

SPM Assets is a SaaS platform for asset managers of buildings and facilities. The platform enables companies to better understand their buildings, their risks, and the level of money that's needed to keep them to a standard or allowing them to last forever.

SPM Assets would like to explore the potential for extending the business in the US government sector. They would like to connect with service providers (consultants and other technology companies) to the local government and social housing sectors in and around San Francisco who could help understand the legislation for asset management planning, the types of products and software currently being used by the sectors, the need for longer term planning aligned with ISO 55000, and the procurement process for software applications.

**Conqa seeking assistance with understanding the American Construction Market & Landscape** [www.conqa.nz](http://www.conqa.nz)

Conqa is a market-leading platform that makes quality assurance simple, accountable and transparent. They are needing assistance with understanding the American Construction market & landscape. Conqa helps forward-thinking construction companies transform QA into a genuine measure of progress, and helps to massively reduces two of the biggest problems in construction - delays and disputes. The data they capture is used to monitor progress and support payments.

**aimyPlus seeking to connect with early-childhood providers to trial product**

[www.aimyplus.com](http://www.aimyplus.com)

aimyPlus is a cloud based software managing kids programmes such as after school care, holiday programmes and day care. Realtime booking, automated invoicing and digital roll calls. aimyPlus is looking to grow the business in the Californian after school care sector and would like to connect with experts in the education sector. Especially those who have connections with after school care and holiday programs providers.

**Unleashed Software seeking USA market entry advice** [www.unleashedsoftware.com](http://www.unleashedsoftware.com)

Unleashed is a powerful, integrated platform that allows businesses real-time visibility of accurate inventory information. They are seeking assistance with understanding the best way to position themselves in the market (develop product/market fit) in anticipation of a market

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From KEA (Continued from page 5)

expansion into that region in 2018/19. They are currently in operation in NZ, UK, and Australasia, but do not want to assume the same strategies will work for the US.

Unleashed provides precise tracking data on each and every item of stock and helps businesses of all sizes reduce their costs and increase profits. They partner with a range of eCommerce, point of sales and accounting software to provide an end-to-end business management solution. Ideal connections would be complimentary software (e.g. ERP, MRP, Warehousing, Logistics, Supply chain) or services (e.g. business services, accountancy, strategy) experience in the West Coast of the USA for medium sized manufacturers, wholesalers or distributors.

**TracMap seeking advice regarding US expansion and growth [www.tracmap.com](http://www.tracmap.com)**

TracMap is a precision farming GPS guidance and job management system for growers in the agriculture, horticulture, viticulture and aviation industries. They are transitioning from essentially a hardware company (outright purchase) to a SaaS focus with hardware as part of the solution. They would like to connect to companies who have transitioned into a SaaS company while growing in anticipation for a US expansion. They want to avoid some of the pitfalls as they make these big changes, and want to learn from others' war stories and lessons learnt on everything from the cultural change through to business model.

**EVENTS FOR YOUR DIARY**

- 2nd February** Breakfast and panel discussion with US ABAC members focusing on the APEC/ABAC initiatives that US is working on, Auckland.
- 22nd Feb – 2018** United Airlines-AmCham Ambrose Golf Tournament, Akarana Golf Club
- 6 / 7 or 13 / 14 March 2018** Annual AmCham Wellington Reception for Members, MP's, Government officials and companies doing business with the USA
- 28 or 29 May - 2018** AGM & AGM reception hosted by Auckland University of Technology
- 9 or 16 August – 2018** AmCham-DHL Express Success & innovation Awards dinner.

**MONTHLY FOREIGN EXCHANGE RATES**

As at 9am	08/11	08/12
USD	0.6901	0.6846 ↓
AUD	0.9031	0.9097 ↑
EUR	0.5958	0.5801 ↓
GBP	0.5244	0.5099 ↓
CAD	0.8823	0.8778 ↓

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**RECENT EVENTS**



**US update with Ambassador Mark Gilbert**



AmCham was delighted to hold an event for former U.S. Ambassador Mark Gilbert to talk about the state of politics in US; Tax reform; Markets and DPRK/China.

Our thanks to Minter Ellison Rudd Watts for allowing us to use their offices for the event.

**Doing Business with the USA seminars**

Over the last month AmCham has worked with ExportNZ Waikato and Wrestler in Wellington to run seminars on doing business with the USA. Our thanks to US Consul General Melanie Higgins, Linda McWilliam of PODsales and to Zach Norris of Norris Echetebe Law for the Hamilton event and Zach Norris, Hamish Clark of Noel Group Inc, Linda Jenkinson, and Kat Lintott of Wrestler for presenting and hosting in Wellington.

We are working with ExportNZ Bay of Plenty to run one in Tauranga on either 27 or 28 March and will be looking to run one in Christchurch in the first half of 2018.



Supporting AmCham



## 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

### Airline Update:

- **Important note:** We're amidst a bumper summer season of flying! Airports around the country and in Australia are expected to be busier than usual at peak travel times as both business travellers make their December 'last trips' and holidaymakers and tour groups head to their destinations right through January as well. For our clients departing from **Auckland Airport** you will need to leave for the airport **one hour earlier** than you usually would do – taking into account the serious peak time congestion on the airport approach roads as well as the queues going through check-in and security. This includes both domestic and international flights. Regrettably airlines will not wait for you and as most flights are oversold they will gladly leave you behind if you check-in late; they also don't change or refund tickets unless you have a fully flexible ticket. For domestic travellers, either airline, we strongly recommend that you always check-in for your flight through one of the kiosks or for Air NZ at the Koru Valet Desk before you go through security. With queuing time being up to 30 minutes at security at least your airline will know you are in the building. No guarantee but it may improve your chances of making your flight. Better still to avoid the stress just get there early!
- United Airlines announced plans to launch three times weekly San Francisco-Papeete service on 30 October 2018 with Boeing 787 aircraft. The carrier will operate the seasonal route until March 2019. The new service represents United's 13th new international route in 2017. Air France, Air Tahiti Nui and Hawaiian Airlines also operate Papeete-US services with Air New Zealand operating from Papeete to Auckland. Be great if Star Alliance partners United and Air NZ had a chat about a through fare – imagine a week in Tahiti on the way home from a business trip in the US winter - perfect!
- **The BWT team has inspected the new United Airlines Boeing 777-300** during its Auckland lay-over. The new **Polaris Business Class** is a feature of this aircraft and our team were impressed by it. Polaris Business Class Seats recline to fully lie – flat at the press of a button, as opposed to the slightly less appealing folding back mechanism favoured by Air New Zealand and Virgin Atlantic. This aircraft operates **Auckland to San Francisco** and features 60 **Polaris Business Class** seats – but despite so many seats the flight is extremely well patronised up the front. For Economy Class passengers the secret weapon of the US carriers is their extra space economy class seating. United's 777 offers 102 of these seats with a surcharge of US\$180 one way over any Economy airfare including seat-sales. With similar leg room to other airlines Premium Economy and the privacy of its own cabin ( for half the seats) its hard to see the value of the more Premium products. These Economy Plus type products are very worthwhile features that the both United and American Airlines offer from New Zealand.
- Auckland –based Air New Zealand Koru Club members using the airline's Valet Parking Service at Auckland Domestic Terminal now have a new access route. Turn left at Laurence Stevens Drive and enter through the public carpark 'O' – take a ticket at the machine.

### Hotel update:

**Hilton** has confirmed its new '**Connected Room**', a high-tech guest room that enables guests to personalise and control every aspect of their stay from one central point – their mobile device, will debut at properties across the US from next year. Currently in beta testing, the 'Connected Room' is live in one hotel and will start to be deployed in coming weeks in several more. Guests who stay at Connected Room-enabled properties will soon be able to use the Hilton Honors app to manage most things they would traditionally do manually in a room, from controlling the temperature and lighting to the TV and window coverings. Guests will also be able to personalise their room with technology that loads the most popular streaming media and other accounts to in-room TVs.

**The Carlyle** is a New York hotel with plenty of understated style. Most of the 73 rooms feature views of Central Park and the Manhattan Skyline and despite its residential feel it is only minutes on foot from the galleries and boutiques of Madison Avenue. For stays after New Year through to 31 March we can offer a **third night free**. The team at **The Carlyle** are amongst our favourite **Virtuoso** friends and so Christina and her team will also provide all the usual **Virtuoso** benefits. The Carlyle's **Bemelmans Bar** is an iconic New York bar and it's featured in many movies and has been patronised by many famous people. You could be the next.

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Check out our website at [www.bwt.co.nz](http://www.bwt.co.nz)

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

Grant Bevin Business World Travel Auckland 09-529 3700 [gbevin@bwt.co.nz](mailto:gbevin@bwt.co.nz)

**BUSINESS TRAVEL NEWS** (Continued from page 7)

**Vancouver** has just had two new hotel openings in the up and coming **Parq Vancouver** area. Located alongside the **BC Place Stadium** is the five-star brand **JW Marriott** as is **The Douglas**, the latter positioning itself as an 'edgy' and fashionable boutique hotel. Both properties are a welcome addition in a city that has gained recent popularity as a stop-over enroute to Europe or New York amongst our clients. Given Vancouver's location it is a major cruise hub as well and so the current stock of hotel rooms does come under pressure.

Our Client Relationship Manager Marie Easton-Myers, recently viewed the **Grand Mercure Hotel Wellington** located at 345 The Terrace. This property was the original Novotel, for those who can cast their minds back twenty years! The hotel has had a complete 'make over' and Marie said its looking fabulous with beautiful décor, a lovely onsite restaurant, pool/ gym and within walking distance to Cuba Street. With rates from \$169.00 this is great value and well worth a stay.

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

- Upgrade on arrival, subject to availability
- Daily Breakfast for two
- Food & Beverage or Spa services credit usually around US\$100
- Early check-in/late check-out, subject to availability
- Complimentary Wifi
- Often some other kind of personalised in-room amenity
- Take a look at [www.virtuoso.com](http://www.virtuoso.com) or call one of our BWT Travel Advisors

**Executive Leisure and Private Clients:**

Small ship adventure cruising has become incredibly popular and you can now explore the wild but stay in complete comfort! **Silversea Cruises'** take on this, is that their off-beat destinations are meant for exploring, not just observing. Their **Alaska** itineraries come jam-packed with adventures. Delve deep into Alaska's indigenous cultures, vast wilderness and amazing wildlife. There is still availability 2018/19 but as these are smaller Explorer category vessels they fill very quickly.

At a loose end this Summer? To celebrate the launch of the **Regent Special Offers**, our cruise specialist **Agota Watt** and our team can now save you **up to 50%** on a select range of cruises, for a limited time only on itineraries this coming **January to March 2018**. There are eleven itineraries available which include one from Los Angeles around the Hawaiian Islands and return as well as various Australia and Asian itineraries. We have one cruise available on this special offer conveniently departing Auckland to Bali (06 March) or stay on-board and continue on to Hong Kong. We like the Regent Seven Seas value – proposition which includes unlimited shore excursions, fine dining options, pre-cruise hotel stay, unlimited wi-fi, premium drinks all included in the price.

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

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 Japan so please register with Kristin Black here at BWT [kblack@bwt.co.nz](mailto:kblack@bwt.co.nz) if you are interested. Tickets sales are probably available this coming February 2018.



Check out our website at [www.bwt.co.nz](http://www.bwt.co.nz)

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

Grant Bevin Business World Travel Auckland 09-529 3700 [gbevin@bwt.co.nz](mailto:gbevin@bwt.co.nz)

## MEMBER NEWS

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

Don't forget to follow us on Twitter @AmchamNZ



THE AMCHAM OFFICE WILL BE CLOSED FOR THE CHRISTMAS HOLIDAYS FROM 18 DECEMBER UNTIL MONDAY 15TH JANUARY 2018.

WE WOULD LIKE TO THANK ALL OUR MEMBERS FOR THEIR SUPPORT DURING 2017 AND WISH YOU ALL A VERY MERRY AND SAFE CHRISTMAS HOLIDAYS.



### Baldwins takes home Trade Mark Firm of the Year trophy at 2017 Asia IP Awards

Forty-four firms from 19 Asia-Pacific jurisdictions took home trophies at the eighth annual Asia IP Awards, held November 3 at the Crowne Plaza Hotel in Auckland. Baldwins took home the trophy for Trade Mark Firm of the Year in New Zealand. [Read more.](#)

### A new look. A new name. A new hotel experience. Devoted to you – Cordis, Auckland

We proudly present Cordis, Auckland, previously The Langham, Auckland, starting 1 November 2017. Unveiling a new look and experience, this is the first Cordis hotel in the Pacific, devoted to guests' well-being.

Located in the uptown area near Upper Queen Street and colourful Karangahape Road, Cordis, Auckland is surrounded by a vibrant neighbourhood and easily accessible to key tourist attractions.

Apart from the newly renovated Eight restaurant, the ongoing refurbishment of the hotel will bring in 411 newly designed guest rooms, Lobby Lounge and the exclusive Club Lounge, scheduled to complete by February, 2018. [Learn more.](#)

Congratulations to Managing Director Franz Mascarenhas and the team at the Cordis.

### 2016/17 WREDA wrap-up video

From achieving a \$52 million increase in visitor spending to being New Zealand's fastest-growing main centre for international students; we love working for Wellington. [Watch our 2016/17 wrap-up video above.](#)

### Synlait Auckland Officially Opened

Synlait Milk (NZX: SML; ASX: SM1) has opened its new Auckland site, which is home to its second state-of-the-art blending and consumer packaging facility.

Located in Mangere, the site was officially opened today by Auckland Mayor Phil Goff at a ceremony alongside all staff.

"We're expecting customer demand for consumer packaged products to increase significantly in the near term," said John Penno, Synlait's Managing Director and CEO.

"We've invested \$55 million into our Auckland site to meet this demand and expect commercial production to start here in the coming week."

With an annual packaging capacity of 32,000 metric tonnes (MT), the new site doubles Synlait's overall canning capacity to 64,000 MT.

"A tremendous amount of work has gone into this milestone. We acquired this partially-completed facility in May and have executed a significant programme of work to commission it in just over six months," said Mr Penno.

"We have employed a great team of 30 people to operate this facility and we expect that number to increase to 100 in the coming year as we add additional shifts," adds Mr Penno. [Read more.](#)

### Ralph Penning

It is with great sadness that we advise of the passing of Business Professional Services' Founder and Director, Ralph U Penning. After a hard fought battle with cancer Ralph passed away peacefully on Thursday 2 November with his wife Rosemarie by his side. Our condolences to Rosemarie and family.

### New Members *Narrative next page and further photo's page 12.*



**NEW MEMBERS** (Continued from page 9)

**Johnson & Johnson Medical Pty Ltd, Auckland – Nadia Yu**, General Manager & Country Director New Zealand – the company manufactures, markets, and sells medical supplies, including contact lenses, for the orthopedics, vascular disease, obesity, gynecology, urology, sports medicine, and neurology, as well as general surgery. Johnson & Johnson also produce consumer products for baby care; wound care and tropicals; over-the-counter medicines; skin & hair care; oral health and women's health <https://www.jnj.com>

**Silver Fern Foods Ltd, Kerikeri – Mike Seamer**, Director - suppliers of New Zealand's premiere brand of premium bases and flavours for the production of artisan Gelato, Sorbet, Soft Serve and Yoghurt. In 2007 after extensive experience in the importation of equipment, flavours and other ingredients used in the manufacture of artisan Gelato the Directors established their first Gelato Store in Ponsonby, Auckland, New Zealand. The success of this initial operation led to the establishment of eight stores Auckland wide which today still set the benchmark for Gelato in New Zealand. Looking at the US market. <https://vitapuregelatoingredients.nz/>

**People on the move:**

**Max York** has been appointed to take over from Geoff Culbert as Chief Executive Officer, GE Australia. **Kevin Hart** has been appointed the CEO, GE New Zealand & Papua New Guinea.

Google New Zealand has appointed **Caroline Rainsford** as Country Manager

Auckland Airport has announced the appointment of **Andre Lovatt** as its new general manager airport development and delivery.

**Steve Thompson** has been appointed as Head of International Business for Westpac Bank.

Minter Ellison Rudd Watts has appointed **John Conlan, Jane Standage** and **Oliver Skilton** as partners and **Maria Collett-Bevan, John Fowler, Elena Kim, Briar Richardson, Alisaundre van Ammers** and **Wendy Wang** as Senior Associates.

**Mike McClanaghan** has been appointed as General Manager Australia & New Zealand for IEP (International Exchange Programme) with **Ross Carrel** reverting to the role of Finance Manager.

**Andrew Stringer** has been appointed to lead CBRE's New Zealand business with **Brent McGregor** appointed to a newly created position as Executive Chairman, New Zealand

**Grace Nesbit** has been re-elected for a second term as President of the American Club in Auckland.

**Seeking administration position in Auckland**

**Abby-lee Aide** - I will soon be making the move over to Auckland and I am currently looking for an administration type role that will allow me to utilise my skills in time management, communication and teamwork. I am currently working at RSPCA in Port Macquarie at an adoption center, I have been working here for 7 and a half years. My current role at RSPCA provides me with a lot of variation, even though I am need to take the form of many roles and need to be flexible enough to adapt to different situations, the core of my position remains administration focused. The experience of an ever changing position has given me a strong ability to multitask and prioritise my work. I am a relaxed, professional person who is able to adapt and work well with a diverse range of people and personality types. My role is also very customer based, I have experience dealing with customers on the phone, through email and also face to face. I pride myself on open communication with both customers and colleagues and use this to create clear and honest partnerships with the people I interact with. Part of my position is being the Volunteer Coordinator, this means I have experience in recruiting, inducting and training new volunteers and students. I apply my practical skills to utilise technology and am capable of using all Microsoft applications. Having grown up with technology as a large part of my life I am confident in learning new procedures and systems and embrace change.

Contact: Abby-lee Aide email: [abby.lee.aide@gmail.com](mailto:abby.lee.aide@gmail.com)

**Seeking position in health and safety field in Auckland**

**Brad Alsup**, seeking a challenging role in Health & Safety, where an extensive background in training, education and administration can be utilised.

- Broad background within the training related area, including 4 years in Corporate Training and 7 years as a Teacher throughout Asia and North America. Strong understanding of Health and Safety requirements and currently in the process of obtaining a Diploma in Occupational Health & Safety.
- Excellent written and verbal communication skills in English, intermediate Mandarin Chinese, coupled with confident interpersonal skills and the ability to relate effectively and professionally to people from all cultures.
- Strong leadership and managerial skills, with a passion for passing on knowledge through training, applying experience in the classroom and using an approach that builds understanding and commitment.
- Passion for Health and Safety and is committed to achieving challenging business goals as well as delivering a high standard of service to clients.
- Team player, committed to facilitating the growth and development of others, along with the ability to break down complex terms or concepts and deliver them clearly.
- Proven ability to identify areas for improvement and successfully work through problems, recommending and implementing innovative and robust solutions.
- High level of IT-literacy with the ability to adapt and learn new skills easily.

Contact: Brad Alsup email: [bn.alsup80@yahoo.com](mailto:bn.alsup80@yahoo.com)



## US Embassy & Consulate In New Zealand

### Vacancy Announcement - Political Specialist Wellington

The Political & Economic Section of the U.S. Embassy in Wellington is seeking a qualified individual for the position of Political Specialist.

The Political Specialist is the Embassy's lead advisor and specialist on domestic politics in a growing Political/Economic section, comprising an office manager, three officers in Wellington, two in Auckland, and two other local employees. He/she reports to the Political-Military Officer and is required to generate reporting, research, and analysis on priority political, political-military, international security, regional, and social issues of interest to the Mission and to the Bureau.

Incumbent alerts the Ambassador, DCM, Political/Economic Counselor and other members of the Country Team to key political trends and breaking issues and is responsible for recommending policies and engagement strategies for Mission New Zealand in areas within his/her portfolio.

The incumbent advises and assists the Political/Economic Counselor on building and maintaining external relationships in the political, security, and social arenas. Additionally, the incumbent drafts and coordinates the Section's responses to inquiries on U.S.-New Zealand political and political-military relations and regional security issues.

The incumbent drafts speeches, talking points, social media posts, biographic reports, and related materials for the Front Office's political-related engagements; attends and staffs relevant meetings and events with the Ambassador, DCM, Counselor, and Political-Military Officer; provides subject matter expertise, logistical support, and assistance with contact maintenance; and serves as backup to and provides analytical support for the Mission's Economic Specialist and Advisor and the global issues portfolio of U.S. Consulate General Auckland's Political/Economic Specialist.

A copy of the complete position description listing all duties and responsibilities may be obtained on our website at <https://nz.usembassy.gov/jobs> or contact **Vanessa Palmer** (HR Assistant) on extension 6147.

**Closing Date: Tuesday, 26 December 2017**

[\[more information\]](#) [\[position description\]](#) [\[DS-174 Application form\]](#) [\[DS-174 Application form instructions\]](#)

## 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

### Stableford Golf Tournament

The 24<sup>th</sup> AmCham Stableford Golf Tournament was held at Akarana Golf Club on 21<sup>st</sup> Nov. The winners were:

**US Embassy Trophy – Senior Grade – Wayne Keene**

**AIG Trophy – Intermediate Grade – Peter Mahoney**

**3M Trophy – Junior Grade – Redford Metcalfe**

**Non handicap Winner – Tyler Capson**

**Nearest the Pin – Butch Mawdsley**

**Longest Drive – Hamish Turley**

**Our thanks to:**

**Rosebank Business Association – Mike Gibson for sponsoring a hole**

**Eagle Technology – Duane Eagle for sponsoring a hole**

**Martin Personnel – Mark Douglas Wallace for sponsoring the longest drive**

**US Global Tax – Tony Eaton for sponsoring the nearest the pin**



**Prize donor**

**Oceanic Navigation - Bruce Nisbet**

Also our thanks to the team at the Akarana Golf Club for making us so welcome.

For those of you interested in golf, Phillis Meti, two time world champion longest drive for a female is based at Akarana Golf Club. In July she broke the women's world record long drive in Denver, CO with a drive of 371 meters. Phillis would appreciate any sponsorship offers. <https://www.phillismetigolf.com/about-phillis/>



## Greg Oxtan, Consortium for Service Innovation speaking, Wellington, Feb. 28th

Greg Oxtan, Executive Director, Consortium for Service Innovation, Silicon Valley and thought leader on Service Innovation, will speak on the Future of Support in Wellington, Feb. 28th 9:00 a.m. -12:30 p.m.

We hear a lot about how Support organizations are in the midst of a digital transformation. However, leveraging digital capabilities is a means to an end. The transformation we are seeing is a shift in focus from transactions to value creation. This moves the support process and measures from a one-to-one (cases/incidents) to a many-to-many (value) proposition.

Knowledge is the key to creating a highly leveraged support process, and is indeed at the heart of customer support and engagement.

Attend this half day executive briefing for a big-picture look at the future of support, and learn how Knowledge-Centered Service (KCS®) is the key enabler to improving customer productivity and success. Feb. 28th, 9:00 a.m. - 12:30 p.m., Auldhouse Training Centre, Level 8, Jackson Stone House, 11 Hunter Street, Wellington

For details and to register: [click here \(https://www.eventbrite.com/e/kcs-and-the-future-of-support-executive-briefing-registration-39735764742\)](https://www.eventbrite.com/e/kcs-and-the-future-of-support-executive-briefing-registration-39735764742)

**Greg's Background:** Greg Oxtan is the Executive Director of the Consortium for Service Innovation, which owns and continues to develop the KCS methodology. Through his work with the Consortium members in both iterating on and adopting the methodology, Greg has developed rich insights about Knowledge-Centered Service.

**Greg's specialty** is customer service strategy and organizational development. In his 16 years at IBM, Greg held management positions in customer-service operations, planning, and support strategy development. Greg managed a major worldwide support reengineering effort at Tandem Computers and then became the Director of Global Support Planning for Tandem. Prior to joining the Consortium in July of 1996, he held the position of Sr. Director of Business Development at N.E.T. In 2013, Greg was awarded the Ron Muns Lifetime Achievement Award for his leadership and contributions to the service and support industry.

## New Members Function

