Can NZ Facts

THE NEWSLETTER OF THE CANADA NEW ZEALAND BUSINESS ASSOCIATION
P O BOX 2619, AUCKLAND, TEL 09-377-3944, FAX 09-307-3289
Website: www.canada-nz.org.nz Email: ibanz@xtra.co.nz

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CANZBA Forum "Why not Canada"

Bilateral trade with Canada has dropped to $967 million and as John Allen said at a CANZBA breakfast last year, he is underwhelmed by the level of business and interest in the Canadian market. We have taken up the challenge so this is a great chance for you to find out what the opportunities are, hear from some successful companies that have set up business there and network with others.

Date: **Wednesday 27th October**
Venue: **Baldwins, Level 16, HSBC House, 1 Queen Street, Auckland**
Time : **4.00pm to 5.30pm followed by AGM and refreshments & networking.**
Cost: **$40.25 inc GST**

Presenters:

John Allen, CEO & Secretary of Ministry of Foreign Affairs & Trade on state of the relationship.

Kate Starkey, Consul & Senior Trade Commissioner, Consulate & Trade Office of Canada – Canadian economic update.

Alison Foreshaw, International Market Manager North America, New Zealand Trade & Enterprise - Canadian market update & opportunities.

Ross McConnell, Executive Director, Kiwi Expat Association – re KEA Chapters in Canada (TBC)

Panel of Exporters:

David Prentice, Chief Executive Officer, Opus International Consultants
Ben Ridler, Chief Execution Officer, The Results Group
Richard Warren, Chief Executive Officer, Intuto Ltd

The AGM will follow the Forum and will last 10 minutes, followed by refreshments and networking.

Farewell Rob Matthew

In June CANZBA farewelled Rob Matthew of Staples & Rodway who has retired back to Canada. Rob has been the Associations honorary auditor since we started and the Executive hosted a farewell lunch to thank Rob for all his support and hard work over the last 20 years.

As a result of Rob's departure and the size of CANZBA's finances/accounts, a recommendation will be put to the AGM that future accounts need not be audited. The accounts will continue to be produced by William Buck (NZ) Ltd.

2011 Rugby World Cup

The Canadian team have qualified for the 2011 Rugby World Cup and will be based in Kerikeri for 6 nights, Whangarei for 3 nights, Napier for 15 and Wellington for 3 with matches:

Wed 14 Sept v Tonga in Whangarei
Sun 18 Sept v France in Napier
Tues 27 Sept v Japan in Napier
Sun 2 Oct V New Zealand in Wellington

CANZBA is working with the Canadian Rugby Union and has signed up to the Rugby World Cup Business Club.

Canterbury Earthquake

The Association would like to offer or best wishes all our members and readers in the Canterbury region following the recent significant earthquake and subsequent aftershocks.

Great to hear from George Pottinger of HotRot Exports who advises that " Fortunately the impact has been relatively minor for us all personally and the HotRot office was closed for only one day. We're now back in business and working hard to fill a number of client orders before Christmas".

Members of the Canada/New Zealand Business Association - Auckland

In my regular letters to you I usually provide an outline of the recent activities that are taking place at the High Commission and other developments in Canada. This has included recent visits, meetings, as well as other significant economic, political and social developments that I believe would be of interest to your members.

As part of a recent initiative by the Ministry of Foreign Affairs and Trade I am now one of a small number of High Commissioners and Ambassadors around the world who has begun regularly posting a blog. The Ministry is placing increased emphasis on enhancing our connectivity with both business and the general public and our entry into the blogosphere is an element in this process.

The intent of the blog is to set out in clear terms the type of work being undertaken by myself and the staff at the High Commission in Canada. This is in part to de-mystify the function of overseas missions. I write all the blogs myself and will post photos when relevant.

I have now been posting a blog for about three months. I am finding that a weekly blog is a good fit. The blogs so far have covered a range of subjects including tourism, the Rugby World Cup, the earthquake in Christchurch as well as meetings with interesting people. One of my recent blogs covers my visit to the rural area of Bruce County in Southern Ontario where I met with a cross section of the community including politicians, farming groups, and local business leaders.

I encourage your members to visit my blog. I would also be most interested to hear whether or not you find the type of information included to be useful and informative. It can be viewed by visiting https://blogs.mfat.govt.nz/andrew-needs/ or through the link on the High Commission's website www.nzembassy.com/canada

Best wishes

Andrew Needs
New Zealand High Commissioner to Canada

Service Exporters Research

MFAT has completed the first phase of new research looking at the characteristics of NZ commercial services exporters (i.e. services other than travel; transportation; insurance; and government services). The research has found that service exporters are bigger and more productive than firms that don't export; a finding which is consistent with both New Zealand and international research on merchandise exporters. There also appears to be a high degree of foreign ownership among the top exporters. These findings lend weight to the important role international trade and investment has in lifting firm-level productivity performance.

The research has also found that New Zealand's top markets by value are Australia, the US and China; and the most important commercial service export sectors, by value, are merchanting, other telecommunication services and IT design and development services. As with merchandise exporters services trade is concentrated among a few service exporters (particularly those that also export goods) and the challenge, if we are going to meet the Government's exports goals, is to lift the overall engagement of New Zealand service suppliers in international markets. For a full report see below:

- New Zealand Commercial Service Exporters - First Evidence from the Prototype Longitudinal Business Database, June 2010
- For further information, contact Menaka Saravanaperumal, Economic Division, Ph: 04 439 8403 or email menaka.saravanaperumal@mfat.govt.nz

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Consulate and Trade Office of Canada

P O Box 318 Shortland Street, Auckland, 1140 Tel: (09) 309 3690 – Fax: (09) 307 3111
Website: www.newzealand.gc.ca
Kate Starkey Ext. 3800, Email: kate.starkey@international.gc.ca
Fabienne Bovis Ext. 3353 Email: fabienne.bovis@international.gc.ca

An article on New Zealand has been published in CanadExport online magazine, a publication for Canadian exporters. It is to appear in the print edition as well which comes out twice a year: http://www.international.gc.ca/canadexport/index.aspx

McCain Foods is spending $19 million on an upgrade of its Hastings plant in Hawkes Bay. It will include enhanced processing equipment, new freezers and additional packing configuration, and new bean processing capability. Construction has commenced and is expected to be completed in 2011.

Canadian **Jean Beliveau** left his family behind in Montreal in August 2000 to undertake the huge mission of walking around the world through all 5 continents. Jean is dedicating his journey to the UNESCO 2001-2010 INTERNATIONAL DECADE FOR A CULTURE OF PEACE AND NON-VIOLENCE FOR THE CHILDREN OF THE WORLD. He has already crossed the Americas, Africa, Europe, Asia and Australia and is now preparing to arrive in Auckland. He will start his 2,000km New Zealand walk at Bluff early October and finish at Cape Regina late January.

By the time he reaches New Zealand Jean will have walked 68,300 km and worn out 48 pairs of shoes. For full details of Jean's mission please consult www.wwwalk.org/

TV One Close Up will feature Jean on Thursday 30 September.

In New Zealand Jean will be raising funds for Barnardos which is New Zealand's largest and most trusted child-focussed organisation providing care, education and support services for children and their families. Jean's support team on the ground is keen to help raise funds for Barnardos, and sponsorship opportunities exist. Please contact Bayly Tanner on tanner.brako@paradise.net.nz for more information.

Canadian presence at WasteMINZ conference and trade show
The Consulate and Trade Office of Canada will have a stand at the Waste Institute of New Zealand's (WasteMINZ) **www.wasteminz.org.nz** trade show taking place in Auckland, October 13-15, at SkyCity. Also featuring at the show will be Canadian guest speaker, Vivian De Giovanni, Executive Director of the Municipal Waste Association **www.municipalwaste.ca**. Canada's international sales of waste management equipment account for CDN$190 million of the total Canadian environmental goods distributed globally. Canada's expertise in solid waste management is highly diversified and includes such equipment and products as bailers, compactors, and innovative incinerators for the treatment of hazardous waste as well as patented technologies in such areas as biomass co-generation. For more information, please contact Kate Starkey, tel 09-309-3690 ext. 3800 or **kate.starkey@international.gc.ca**

Update on MAF's review of the Import Health Standard (IHS) for pig meat
Most of the pork sold in New Zealand is imported, from Canada, Australia, Finland, the USA and Denmark. In 2009 the total value of these imports was NZ$ 134 million. In September 2001, New Zealand imposed new requirements suspending the importation of certain pork products due to concerns about porcine reproductive respiratory syndrome (PRRS), an animal health disease which exists in Canada and

the United States and in some other parts of the world but not New Zealand (or Australia which maintains similar restrictions). New Zealand=s measures require that imported pork must be either cooked in the exporting country or in a transitional facility in New Zealand.

In October 2006, New Zealand advised that they had completed a risk analysis for PRRS in pork meat which would permit the importation of high value uncooked retail ready cuts. This was followed in April 2008 by the release of a provisional IHS.

The New Zealand Pork Industry Board however requested an independent review of the provisional IHS for pig meat and pig meat products to which New Zealand Ministry of Agriculture and Forestry (MAF) agreed.

In November, 2009, New Zealand established a panel who recommended that the pig meat import risk assessment be revised.

After reviewing the panel's report, the Director General of MAF announced in August 2010 that MAF had decided to follow the review panel's advice and conduct further analysis on the IHS.

MAF has indicated that this process is expected to be completed by the end of October 2010 and will include foreign experts reviewing the validity of MAF's quantitative risk assessment. The stakeholders, who range from NZ Pork to Australian Pork, the EU, Canada, the USA, the NZ Pig Veterinary Society and Federated Farmers, have nominated experts who will work with MAF on reviewing the process.
It is hoped the Director general of MAF will be able to release a decision before the end of the year.

Visit of John Clarkson, Deputy Minister, Ministry of Innovation, Energy and Mines, Manitoba
John Clarkson will attend the NZBio AGM in Palmerston North (14 October) and will be guest speaker at NZBio's FutureVision 2010 on 15 October. John will also conduct meetings in Auckland and Wellington. For more information please contact Fabienne Bovis on (09) 309 3690 Ext. 3353 or **fabienne.bovis@international.gc.ca**.

Visit of Mark Fabro, President and Chief Scientific Officer, Lofty Perch Inc
Mark Fabro, President and Chief Security Scientist, Lofty Perch (www.loftyperch.com) will be in New Zealand from 1 to 3 November. Lofty Perch helps key industrial and utility sectors secure their information infrastructures through a complete suite of services and technology aimed at reducing cyber-related risks. They are well known for their efforts in developing government sanctioned security best practice guidance for SCADA and industrial control systems, and have authored or contributed to several guides for Public Safety Canada, CPNI, and the U.S. DHS Control Systems Security Program (CSSP).

Mark's projects have included working with both the U.S. and Canadian departments of Defense, Public Safety Canada, White House, NERC, DHS, NSA, and Department of State. He has assisted and briefed more than 150 organizations and asset owners (all sectors) worldwide and has testified to Congress regarding the cyber security of the North American bulk power system. He was a contributing specialist to the U.S National Strategy to Secure Cyberspace, the cyber annex to the National Response Framework, the post-Katrina control systems recovery plan, and several of the Recommended Practices for the DHS Control Systems Security Program. He is also a member of the ICSJWG, a member of the NERC Smart Grid Task Force, sits on the UTC Smart Networks Security Committee, and is a founding member of both the Canadian Industrial Cyber Security Council and the Repository for Industrial Security Incidents (RISI).

Mark will lead two roundtables on smart grids and cybersecurity in Auckland and Wellington on 1 and 2 November. For more information please contact Fabienne Bovis on (09) 309 3690 Ext. 3353 or **fabienne.bovis@international.gc.ca**

From New Zealand Trade & Enterprise

Doing business in Canada

Exports to Canada for the year to 30 June 2010 are higher than imports from Canada for the first time since 2005. Exports totalled NZ$479m and imports totalled NZ$454m. However, exports have dropped from NZ$515 last year (as at 30 June year), but imports decreased more significantly from NZ$703m last year.

NZTE office in Vancouver has recruited a new Business Development Manager, Greg Henderson, to replace Colleen Wilkinson who left us a few months ago. The office is staffed as follows:

Claire Eeles – Director West America (responsible for Vancouver, LA and Mexico City offices) and Consul General Canada
Rod McDonald – Regional Manager Canada – responsible for Manufacturing, WBI and Cleantech sectors
Greg Henderson – BDM – responsible for F&B, ICT and Bio sectors
Sasja Smit – Office Manager and Consular officer

NZTE Canada office is working closely with 38 key companies on their strategies for developing the Canadian market, along with reactive work from other NZ companies as required/able.

British Columbia combines sales taxes

The Canadian province of British Columbia is to introduce a harmonised sales tax of 12 percent to replace Provincial Sales Tax (PST) of 7 percent and Goods and Services Tax (GST) of 5 percent. The move, which will take effect this month, will give the province the lowest harmonised sales tax in Canada. All other provinces with a harmonised sales tax, including a recent proposal by Ontario, have a rate of 13 per cent.

"This is the single biggest thing we can do to improve B.C.'s economy," said Premier Gordon Campbell. The province estimated the HST will remove over CAD$2 billion in costs for businesses.
Colin Hansen, the minister of finance for the province, called the PST "an outdated, inefficient and costly tax, some of which is hidden in the price of goods and services, and passed on to and paid by consumers." Source: *www.cbc.ca*

Canada investing in grapes and wine innovation

The Canadian government is investing in wine and grape innovation in British Columbia (BC) to strengthen crops and improve growers' economic viability and sustainability.

The BC Wine Grape Council will receive up to $C2.1 million to address challenges facing grape producers in BC by improving pest and disease measures and enhancing grape quality, Canada's Ministry of Agriculture and Agri-foods said in a statement.

"Canada recognises that investments in agricultural research help Canadian farmers become more competitive and profitable," Canadian Parliamentary Secretary Pierre Lemieux said.

"Improved quality of grapes and a sustainable production cycle will help our farmers boost their bottom line."
The research will focus on enhancing the sensory and aroma qualities of grapes, and identifying new methods for the control of the two most prevalent grape pests, as well as disease management and water conservation techniques.
The project is being funded under Canada's Developing Innovative Agri-Products initiative, which is intended to support industry-led science and technology projects.

The initiative is part of the larger Growing Canadian Agri-Innovations Program, a C$158 million five-year program that promotes industry-led innovation initiatives that help get new agricultural products into the marketplace and improve agricultural processes. Source: *Agriculture and Agri-Food Canada*

Wine fed Angus beef launched in British Columbia

Angus cattle in British Columbia's Okanagan region are being fed red wine with their grain, *CBC News* reported.
The concept was launched by Janice Ravndahl of Sezmu Meats, and is reported to give the meat enhanced flavour, finer marbling and 'beef fat that tastes like candy.'

"The cattle get a litre-blend of red wines daily, but their preference is for sweeter vintages," *CBC News* reported Ravndahl as saying. "The wine appears to make the steers more docile, which enhances the texture of the meat."
While inspectors from Canada's Food Inspection Agency are reported to have questioned Ravndahl over the practice, the company has not been ordered to stop.

Cattle researchers are reported as saying that wine did not appear to have a negative effect on the health of the cattle, and Canadian chefs who have trialled the meat are enthusiastic about the flavour of the wine fed Angus beef.
Source: *CBC News*

From LinkedIn:

For those with business interests in Canada, we are joining with Rugby Canada to co-host 3 Rugby Legends Dinners: Ottawa on Nov 3, Toronto on Dec 2 and Vancouver on Dec 4 Comment or flag »

Started by Claire Eeles, NZ Consul General, Canada; Regional Trade Director West Americas at New Zealand Trade and Enterprise

http://events.rugbycanada.ca/events_details.php?e=4
By Claire Eeles, NZ Consul General, Canada; Regional Trade Director West Americas at New Zealand Trade and Enterprise

All Black Rugby Skills - I am hoping this is real? What do you think and will it win NZ the World Cup? Comment or flag »

Started by Paul Gestro, Director East America & Consul General New York at New Zealand Trade & Enterprise

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TOURISM REPORT

The outbound market from New Zealand to Canada has still not recovered from the decline experienced during a recessionary impacted 2009. Thanks only to very strong growth in June (+20.5%) the total number of New Zealand visitors to Canada for the first 6 months of 2010 is slightly up on the same period last year, + 0.5% (18,299 visitors). New Zealanders who travel to Canada as their “main overseas destination” however fell by 5.7% in the year ended June.

Inbound from Canada the number of Canadians visiting New Zealand has also fallen. In the year ended July there were 48,512 visitors which were down 2.2%. This was similar to the decline experienced from the USA, down 2%. Overall the number of international visitors to N.Z. was up 4% in the same year.

There have been no major changes to airline capacity operating the Pacific to North America. Air NZ continue to operate three weekly non-stop services to Vancouver, which reduces to two weekly flights for 3 weeks in September, before returning to three flights from the beginning of October. Air Canada maintains its daily non-stop service Sydney – Vancouver year round.

The recent announcement by the Canadian Tourism Commission that it is closing its Australia office has been met with surprise within the travel industry. Adopting a “regional office model” the CTC will also close offices in France and Germany and consolidate certain services in its office in London for markets in Europe and Australia. The reasons for the organization changes are cited as ‘reducing overhead costs and driving out some of the complexity within the structure’, and ‘to have a more scalable operation and be better positioned to adjust and compete for tourism business.’ The CTC will appoint a General Sales Agent in Australia to provide travel trade sales and media relations support.

CANZBA’s Executive will be writing to the CTC to register it’s disappointment at this decision on the back of closing it NZ office some time ago.

For a list of Canadian Tour Operators in New Zealand, past issues of NEWSBITES, Canadian travel stories and releases go to www.canada.co.nz/media/index.htm For information on the Canada Tourism Council of New Zealand Steve Rice, Chairman, Auckland, New Zealand, Ph. 09-969-7477, steve.rice@airlinemarketing.co.nz

Star Alliance partners, Air New Zealand and Air Canada provide daily service to Vancouver, Calgary, Toronto, Montreal, Quebec City, Halifax and other points in Canada.

TRANSPORT REPORT

from Don Leith

Seafreight: Services are operating well but both import and export volumes are down

Imports : No problems with space at this stage but as we get closer to December it will tighten up . The fuel surcharge will come down slightly on September 15th from USD712.00 per teu to USD693.00 per teu. A General rate increase (GRI) of USD125.00 per teu will take effect on September 15th. This is the third GRI this year bringing the total increases to USD625.00 per teu.

Exports : The fuel surcharge has had a further decrease from USD720.00 per teu to USD698.00 per teu from August 1st 2010.

Airfreight : Space is tight so planning ahead pays dividends.

Imports : The fuel surcharge usually varies between airlines. but Air Canada, Air NZ & Emirates are all at CAD0.65 per kg since June. Cathay sits at CAD0.85 per kg. Space is very tight on all services and all the gateways are experiencing backlogs and delays – unlikely to improve this year.

Exports : Same story for exports with the fuel still sitting at NZD0.42 per kg for Air Canada whereas Air NZ rolled the fuel surcharge into their per kg rate so their fuel surcharge is still nil.

The New Zealand dollar is sitting at CAD0.73 today and the USD / CAD cross rate has eased to CAD1.06.

TRADE STATISTICS

12 months to August	2009	2010	% change	Ranking as NZ Trading Partner
NZ exports	NZ $529	NZ $471	-10.9%	18th
NZ imports	NZ $689	NZ $460	-33.2%	19th
Trade balance NZ V Canada	NZ $160	NZ $11		

Source – Statistics New Zealand

IEP UPDATE

Work Canada Job Fair was held in Auckland, then Brisbane, Sydney and Melbourne in early August. It was a great success with about 96% success rate for participants getting jobs (80 Kiwis and 190 Aussies)

4 Canadian Ski employers attended in NZ and 6 in Australia:
Asessippi Ski Area, Russell, Manitoba
Marmont Basin, Jasper, Alberta
Panorama Mountain Village, BC
Grouse Mountain, Vancouver, BC
Sunshine Village and The Banff Centre (Aussie only)

The Canadian High Commission are still waiting to hear on the 2nd year visa for Kiwis to work and travel to Canada.

For more info go to www.iep.org.nz

OVERSEAS CONNECTIONS

CANZBA – Vancouver www.canzba.org

Oct 21 - Expat Entrepreneurs
"Send lawyers, guns and money; I'm a desperate man" [Warren Zevon] What do you need for a successful business, and how do you get it when you are away ...

Nov 1 - Melbourne Cup Reception
MELBOURNE CUP LIVE "The Celebration that Stops a Nation" is going to stop Vancouver too!

KEA Toronto www.keanewzealand.com/north-america/groups/kea-toronto

Upcoming Events

September Pub Night
Whether you're new to Toronto or just missing hearing the accent… we meet once a month for a fun social night. Come find us at Hemingways in 'Kiwi Corner', on the patio level (top bar), underneath the large mural of Australia and New Zealand. **When:** Wednesday September 22, 6pm onward. **Where:** Hemingways Restaurant & Patio Bar, 142 Cumberland Street, Yorkville, Toronto.

Tax Advice for Kiwis living in Canada
David Power, a principal with Grant Thornton in Toronto with extensive experience in the taxation of international relocations will give an overview of the tax considerations and planning opportunities for New Zealanders working and residing in Canada **When:** Wednesday October 6, 6.30pm. **Where:** Second Floor of Scallywags Bar, 11 St Clair Avenue West, Toronto (St Clair and Yonge). **Cost:** $10 per person.

New Zealand Wine Tasting
A highly anticipated event! Robert Ketchin of NZ Wine will guide a structured tasting of NZ reds and whites, leading us through with his notes on the characteristics of each offering. Tickets are available online and are sure to sell out. You can register for this event here. **When:** Monday October 18, 6–8pm.
Where: Toronto Lawn & Tennis Club, 44 Price Street, Toronto, ON M4W 1Z4 (Summerhill subway).

Annual Christmas Dinner
The planning is coming along for the Kea Toronto Christmas Dinner… and we're working on something special for this year! Don't forget to save the date in your calendar. **When:** Wednesday December 1. **Where:** Hemingways Restaurant & Patio Bar, 142 Cumberland Street, Yorkville, Toronto.

Canadian Australian Chamber of Commerce www.cacc.com.au

CACC Newsletter: September Edition.
In this Issue:

- International Trade Minister Promotes Canada's Free Trade Leadership
- Meet our Victorian Chapter Chair: Dennis Cliche
- Special Offer to Members from American Express FX
- Australia- Canada Economic Leadership Forum
- Highway101 Presents: Social Media for Thought Leadership
- Your Social media Questions Answered
- RBC Capital Markets Seminar: Australian Economic Outlook
- CACC Attends the Import-Export Show
- A Lunch with Ted Wziontek
- RIM Presents: Managing Blackberry Time
- CACC Announces Gold Membership
- Congratulations to the Winner of our Gold Membership Lucky Draw: Schon Condon
- CACC Trade Mission Announcement
- Canada-UK Chamber Profile

MEMBER NEWS

2011 CANZBA Golf Tournament

The date has been set for the 2011 tournament. Tuesday 15th February 2011 at Akarana Golf Club in Auckland so put the date in your diary. This is a very social day and great for networking.

Radical new approach to membership continues to pay off

In an effort to increase the focus on Canada – New Zealand business relations and extend the reach of the Association (CANZBA), the Executive decision to implement a new membership strategy where membership is now be **free** has paid off with a significant number of companies signing up.

Any company that has a trading relationship or who is interested in doing business with Canada is automatically entitled to be a member. For further info email; ibanz@xtra.co.nz

Do you want to be listed on our website?

If you haven't had a look at our website we suggest you do. Members who wish to be listed should email ibanz@xtra.co.nz with their full contact details and a description of their business.

AIR NEW ZEALAND

A special thanks to our Sustaining Members
Air New Zealand – www.airnz.co.nz
Consulate and Trade Office of Canada - www.infoexport.gc.ca/nz
Ellery Freight Services Ltd– www.elleryfreight.co.nz
Methanex New Zealand – www.methanex.com
Pernod Ricard New Zealand - www.pernod-ricard-nz.com
New Zealand Trade and Enterprise www.nzte.govt.nz www.marketnewzealand.com

New Members

Australian High Commission
BNA Nexus Advisory (Canada) www.nexusadvisory.net
Cunningham Gill www.cunninghamgill.co.nz
Ministry of Research, Science & Technology www.morst.govt.nz
NZFS www.fire.org.nz
NZ US Tax Specialists Ltd www.nzustax.com
The New Zealand Internship Institute www.nzinterns.com
Oceania Development Group (EMEAR) Ltd t/a Migration Bureau Consulting Group www.oceaniadevelopment.com
Paul Falconer Consulting http://paulfalconerconsulting.vpweb.co.nz/default.html
Perfect Pizzazz Ltd
Pivotal Engineering Ltd www.pivotalengine.com
Telephony Video Data Limited www.tvd.co.nz
The Results Company www.results.com
Wolrige Mahon LLP www.wolrigemahon.com

Changes at Air New Zealand

Cam Wallace has moved to Sydney with Air NZ and Scott Carr has taken over as General Manager New Zealand Region.

Changes at BC Tourism in Australia

BC's Ministry of Tourism, Culture and The Arts has advised that Ainsley Ericksen and Kate MacLennan in their Sydney, Australia office are moving on. Ainsley is relocating to London to take on a role with Tourism New Zealand and Kate has decided to move back home to British Columbia.

While very exciting news for them both, we are disappointed to be losing two very important members of our team. With their dedication to British Columbia, Ainsley and Kate have greatly contributed to the growth of the Australian and New Zealand markets. They have worked tirelessly to ensure our clients' needs and those of the BC tourism industry were delivered. On behalf of the entire organisation I would like to extend our sincere thanks for their contribution. They will be greatly missed by us all

With this recent change, our General Sales Agent AVIAREPS, has been instrumental in the planning process to ensure British Columbia representation is seamless in the South Pacific market. To that effect, I'd like to announce that Sue Jones, currently employed with AVIAREPS, will be handling the travel trade program for British Columbia and the media relations position will be filled in the very near future.

NEWS

Canadian Club

Thanksgiving Dinner and Silent Auction:

A final reminder that the club Thanksgiving dinner is on this Saturday 09th Oct.
While we have had quite a number of RSVP to attend already we can happily accommodate late comers so please email the club asap. We would love to have you there at our biggest club event of the year. A tradition during the Thanksgiving dinner is a silent auction of items of a Canadian nature (e.g. flags, confectionary, whisky, books etc). If you would like to donate something please email the club.

Club Committee:

If anyone would like to help the Club in committee roles please come to the AGM at the Thanksgiving Dinner and/or email the club before Saturday 09th Oct.

Erin (club president) is proposing the traditional club roles and associated responsibilities be divided up to make each job smaller and easier for people to help in a small way yet not have to contend with all events. For instance someone could represent a specific event (e.g. Christmas BBQ) and Erin will oversee. The committee organises a number of events such as the Quiz Night, Pancake Breakfast, Thanksgiving Dinner however there is always scope for maybe a Wine and Cheese night, Movie Night, Pub Meet-Up etc. These events don't need to require a lot of planning but would be of interest to many.

Also, it would be great to have a CANZBA rep, a treasurer, a database manager/membership, club promoter - send details out to local newspapers and a Facebook/Twitter rep/manager.

The club committee roles come up for review on an annual basis and the changeover occurs around the Thanksgiving club event. The club needs everyone's support and every little bit of support helps so please let us know where you can contribute so the club can continue to offer all these great events.

Facebook - Change:

The club Facebook Page has been replaced with a Facebook Group. The new site address is:
http://www.facebook.com/?sk=2361831622#!/group.php?gid=164361406914284
The difference between the Page and the Group is that it is easier for the Group site to be administered by the committee, and easier for club members to place content (event photos/videos), discussions, notices about event etc on the site (as long as they have a Facebook account).
The new page now also hosts a copy of the latest club pdf newsletter.
Even if you do not have a Facebook account the group page and all content on it is also accessible to view by those without a Facebook account.
There are Tabs for Wall (notices), Info about the club, Discussions, Photos, Videos and Events.
If you are a Facebook user and currently follow the club Page please leave the Page and associate with the new Group as the old Page will be discontinued and no longer updated.
Facebook makes it a little tricky for account holders to easily see what Groups they belong to. On the left side of your Facebook Home page are News Feed, Messages, Events etc. Below that it may show Groups. If not then you should select *See Hidden*, then select *Groups*, then select *Show Selected Apps*. All going well Groups will then be displayed on the left.

Softball:
The American Club is looking for members to join their softball team. If you would like to play then please let the know asap as they have a deadline to meet to confirm the team. Email the American Club at: americanclub@xtra.co.nz

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OTHER NEWS

Maxine Simmons appointed as one of New Zealand's three representatives on ABAC.
Prime Minister John Key recently announced the appointment of Maxine Simmons as one of New Zealand's three representatives on APEC's Business Advisory Council (ABAC). Maxine Simmons joins New Zealand's current representatives, Tony Nowell and Gary Judd.

Maxine Simmons has a background in biotechnology, and currently runs a company focusing on advising early-stage biotechnology ventures. She was also a founding director of Industry New Zealand, a forerunner to New Zealand Trade and Enterprise.

NZ health IT vendor wins Canadian contract

ARA double gold in Canada

Canadian firm teams up with Vodafone in broadband bid
Vodafone has formed an alliance with Canadian fibre grid operator Axia that will bid for a slice of the Government's $1.5 billion ultra-fast broadband project. - *NZ Herald*

TAG Oil Announces New Light Oil Discovery, Taranaki Basin, New Zealand
TAG Oil Ltd. (TSX-V: TAO) reports a new oil discovery in New Zealand's Taranaki Basin with the Sidewinder-1 exploration well, located within TAG's 100%-controlled, 7,910 acre, Broadside exploration permit PEP 38748.

The Sidewinder-1 well was drilled to a total depth of 1,601m, and encountered 14 meters of net (22m gross) oil-bearing sandstones in the Mt. Messenger Formation. Electric logs indicate excellent reservoir qualities, with average porosities of 22.5% and oil saturations of 60%.

"We are extremely pleased to achieve oil pay in excess of what we had anticipated; these results also increase the likelihood of additional discoveries and the prospectivity of the Broadside permit," commented Garth Johnson, CEO of TAG Oil. "TAG will now proceed to complete the Sidewinder-1 well for production. We'll commence flow testing immediately after completing the fracture stimulation of the Cheal B-3 well, located in our 100%-owned Cheal Mining Permit."

The drill rig will now move to the Cheal Mining Permit to initiate drilling of the Cheal-BH-1 horizontal well. This well, with a total measured depth of 2,325m, including a 600m horizontal section, will be drilled into the proven producing area of the Cheal A block, and will target the widespread turbidite fan deposits identified in the Mt. Messenger Formation. Cheal-BH-1 will be completed with a multi-stage fracture treatment along the horizontal section. www.tagoil.com

Canada joins ban on nanotechnology in organics
from Organics Aotearoa NZ www.oanz.org.nz
Canada's national organic rules have been amended to declare nanotechnology a "prohibited substance or method", along with genetic engineering, synthetic pesticides, irradiation and cloned animals, among others.

The Canadian General Standards Board says the reason for the ban is due to consumer concerns about nanotechnology, its incompatibility with organic principles, and because safety aspects of the technology are unknown.

Canada joins several other countries that have either banned or proposed a ban on nanotechnology in organic including the UK Soil Association, Biological Farmers of Australia, and Austrian organic certifier Austria Bio Garantie. The US-based Organic Crop Improvement Association has added a clause in their organic standard to regulate the use of nanotechnology. However, banning nanotechnology in organic

production presents challenges because it is already being used in some products such as pesticides.

ABIC 2010: Bridging Biology & Business

from NZBio www.nzbio.org.nz

The 10th Agricultural Biotechnology International Conference (ABIC) will be held in Saskatoon, Saskatchewan, Canada from 12-15 September 2010, see: www.abic.ca/abic2010 The Agricultural Biotechnology International Conference (ABIC) inspires and encourages the research, development and commercialization of new biotechnologies to improve human health, create a sustainable food supply and foster new energy sources for all nations, including the developing world. Delegates come to network, learn and discuss issues of relevance, particularly for agricultural biotech policy and research enterprises for the good of the whole planet.

The theme of ABIC 2010 is Bridging Biology and Business, with three streams: Energy, Health and Sustainability.

As the host of ABIC 2012, (Christchurch, New Zealand) NZBIO would like to inform our members of this fantastic opportunity to participate in this International Ag Biotech Event.

As a member of the ABIC Foundation Board of Directors, Bronwyn Dilley, Chief Executive, NZBIO will be attending ABIC 2010 in Canada.

TRADE & OTHER OPPORTUNITIES

Advantages of doing research in Canada
http://www.canada-nz.org.nz/NewsReleases/Canadian_RandD_Tax_Incentives.pdf

Pet products for Canada and the USA

Mike the owner of the Trade centre spent 45 minutes talking with a couple of great women from Canada who are in the pet supply business. While their company manufactures a range of foods and supplements specifically aimed at the health and well-being of pets they also work closely with a large distributor who deals with all manner of pet type products. These products range in type from, collars, leads, rubber bones and other such toys. This distributor who already imports from a number of countries is also seeking products from New Zealand for the pet market. **Click here** to enquire further.

Part time position available for a CSIC registered Canadian Supervisor

The Oceania Development Group currently has a part time position available for a CSIC registered Canadian Supervisor and with this in mind we would like to make initial contact with you to establish if you have interest in this role.

Founded in 1993, Oceania Development Group has developed as a specialist operator in the field of migration, recruitment, international relocation, publishing and professional consulting. Today, Oceania owns one of the world's largest officially-recognised visa and job search agencies handling skills and business immigration to Australia, New Zealand, Canada, the United Kingdom and United States. Oceania is widely respected as a market leader.

Oceania is known as an ethical, innovative and forward thinking player in the high-end immigration, visa and relocation consulting sector.

Oceania is one of the leading, officially recognised migration consulting groups, with an international network of offices. Annually the Migration Bureau advises over 3000 prospective migrants to Australia, New Zealand and Canada.

Oceania currently has available an exciting opportunity for a CSIC registered person or a Canadian lawyer to work flexible/varying hours in the area of Canadian immigration.

The role will include supervising client file work and providing advice and guidance where required. The work load will be variable based upon demand. The role will be on an Independent Contractor basis.

Please visit our website for more information regarding our range of services on www.oceaniadevelopment.com. If the above opportunity is of interest to you, please do not hesitate to contact Vicky Kufeldt in writing by return with your application and CV (vicky@oceaniadevelopment.com).

Ed Bernacki visiting

SmartNet regularly host international experts who can work with your organisation inhouse or speak at your event. Upcoming visits include: **Ed Bernacki (Can.)** ***Innovation Consultant*** - Director of *The Idea Factory*-an authority on innovation within the public and private sectors. Author of *"Wow! That's A Great Idea!"* - a guide for executives wanting to find more and bigger ideas in their organisations. Available 18-30 October 2010. More on Ed Bernacki
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