

Can NZ Facts

THE NEWSLETTER OF THE CANADA NEW ZEALAND BUSINESS ASSOCIATION

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No of Pages 8

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AGM & Reception with new Canadian High Commissioner Caroline Chrétien

The Association is holding its AGM and reception to introduce members to the new Canadian High Commissioner Caroline Chrétien.

Ms. Caroline Chrétien (LLB, Université de Montréal, 1989) served as policy analyst, Quebec and constitutional affairs, with the National Liberal Caucus Research Bureau of the House of Commons; as special assistant to the leader, Quebec and constitutional affairs, with the Office of the Leader of the Official Opposition; and as senior special assistant to the Prime Minister prior to joining the Department of Foreign Affairs and International Trade in 2001. Since joining, she has served as deputy chief of protocol and director, Diplomatic Corps Services; director, Korea and Oceania Division; and director, East Asia Division II and more recently she was high commissioner to Nigeria 2007-9.

Ed Sims, GM International Airline at Air New Zealand will also provide an update on their Vancouver route.

Tuesday 27th October 2009, at Air New Zealand, 185 Fanshawe Street, Auckland, 5.00 pm AGM - AGM 5.15 – 7.00 pm Reception, cost: \$35 (inc GST) To register email ibanz@xtra.co.nz

John Allen, Secretary & Chief Executive, MFAT breakfast 17 November

John Allen the new Secretary & Chief Executive of MFAT has agreed to speak at a CANZBA breakfast on 17th November at the Auckland Club, 34 Shortland Street, Auckland. 7.30-9.00 am. Cost: \$40 (inc GST) Invite will be sent out shortly. To register email ibanz@xtra.co.nz

2010 Winter Olympics opening ceremony event

CANZBA is working with the New Zealand Olympic Committee and their sponsors to run an event and fundraiser for the NZ Olympic Committee on **Saturday 13th February from 2.00 pm to 6.00 pm** to coincide with the Official Opening Ceremony of the 2010 Winter Olympic Games taking place in Vancouver. More details to follow so put the date in your diary now.

Eddie Prentice

We have just been notified that Eddie Prentice who was the NZ representative for CP here in NZ and also a former Canadian Honorary Consul died on Sunday 20th September.

Canada's John Jung Addresses Auckland Audience on Intelligent Communities

While visiting New Zealand in July, John Jung, CEO of Canada's Technology Triangle Inc and Chairman/Co-Founder of the global think-tank called the Intelligent Community Forum, presented to a full room in Auckland his perspective on how regions around the world are recognizing the impact of broadband and its role as an essential utility for economic growth. John illustrated, with several globally diverse examples, how communities have turned their downward economies into prospering ones by addressing key elements for building on a new economy. Several of these elements are hitting New Zealand headlines around the need for high quality infrastructure, attracting innovation and creativity, promoting digital inclusion and ensuring health and safety. John indicated that intelligent communities respond to the challenge of local economic development in the broadband economy, work to maintain a high quality of life and leverage their unique qualities and traditional strengths in a new economic environment.

In his role as CEO of Canada's Technology Triangle, the economic development agency for the Region of Waterloo in South Western Ontario, John went on to talk about the City of Waterloo, which won the Intelligent Community Award for 2007. John mentioned how Waterloo, the home of the Blackberry maker Research In Motion, was recognized not for efforts to transform a failing economy, but for its commitment to fostering institutions that drive technology innovation and share its benefits with the community at large.

Neil Movold, Managing Director of SB2 International Ventures Ltd followed John by describing how SB2 and CANZBA were helping New Zealand companies to enter and expand into North America by utilising the Waterloo Region as a safe landing gateway. Representatives from Stages Foods and High Profile Solutions were in attendance to describe their experiences and successes in Canada and how SB2 and CANZBA have been helpful to that end.

For more information on Intelligent Communities, visit the Intelligent Community Forum's website at www.intelligentcommunity.org. SB2 can be reached through its website at www.sb2ventures.com

Our thanks to Minter Ellison Rudd Watts for allowing us to use their offices to hold this event and to Mud House Wines for supplying the wines.

Mud House Wines

It all started with a rammed earth house in deepest, far away New Zealand. Rammed earth structures vary no more than 1 degree over a 24 hour period – The perfect place to horde freshly picked grapes before pressing. Today the winery's philosophy remains the same - protect the fresh, fruity flavours from vineyard to bottle, except nowadays they don't horde all the grapes for themselves.

Mud House Wines is a boutique winery specializing in growing and crafting cool-climate pinot noir and sauvignon blanc from the South Island of New Zealand. The winery is already distributed throughout Canada and has been selected to participate in the 2010 Vancouver Playhouse Festival. www.mudhouse.co.nz

Members of the Canada/New Zealand Business Association - Auckland

Canada, like New Zealand, experiences its fair share of summer festivals. I was delighted to find out this year that there were quite a number of New Zealand artists appearing at various festivals and events in Toronto.

I attended a stunning performance by Te Roopu Kapahaka o Ngai Tuahuriri at the Canadian National Exhibition in Toronto in late August. Their dance performance was nothing short of spectacular and they earned rave reviews. They have subsequently increased their Canadian profile by undertaking a performance on a local television station.

Members of the Toronto branch of Kiwi Expatriates Abroad (KEA) attended the reception to mark the opening of the exhibition and hosted another performance by the group for the New Zealand community in Toronto, which was also well received.

Creative New Zealand partnered with the Planet IndigenUS Festival www.harbourfrontcentre.com/planetindigenus/index.cfm in Toronto and featured a series of Maori dancers, singers, a storyteller and a fashion show throughout the month of August, as part of their festival hosted at the Harbourfront Centre in Toronto.

New Zealand's artistic profile continues in Toronto in September, as New Zealand director Niki Caro premieres her feature film "The Vintner's Luck" at the Toronto International Film Festival (TIFF) (www.tiff.net) on 12 September. Caro has had a good deal of success at the TIFF with her film "Whale Rider" winning the People's Choice Award in 2002. Two other films by New Zealand directors are also being featured at festival, "The Topp Twins" by Leanne Pooley and "Under the Mountain" by Jonathan King. NZ Inc (North American based NZ Government agencies) will be hosting an event on Friday, 11 September (*see website link below*) to celebrate the screening of these films.

All these events highlight the significance of the growing importance of the creative industries, both commercially and as cultural ambassadors for New Zealand.

We remind you again to visit our website. There you will find an assortment of useful information relevant to both Canada and New Zealand, as well as this and previous newsletters. <http://www.nzembassy.com/canada>

Kate Lackey
New Zealand High Commissioner to Canada

New Zealand – Canada Air Transport Agreement signed

A new Air Transport Agreement has been signed between New Zealand and Canada, Transport Minister Steven Joyce and Trade Minister Tim Groser announced back in July.

"New Zealand and Canada have a long-standing partnership. The Agreement, signed overnight in Singapore, creates new opportunities for the further development of business, tourism and people-to-people links between New Zealand and Canada," Mr Groser said.

"The Agreement removes previous limitations on the frequency of flights that can be provided. Additionally, New Zealand and Canadian carriers can now operate to and beyond each others' country over any routing."

"Air New Zealand commenced non-stop services from Auckland to Vancouver in November 2007 and currently operates three flights per week on the route, as well as having in place an extensive code-share arrangement with its Star Alliance partner Air Canada," Mr Joyce said.

Almost 49,000 Canadians visited New Zealand in the year ending April 2009, a 20 percent increase in the last five years. Just over 20,000 New Zealanders travelled to Canada as their primary destination last year, which is a 63 percent increase when compared to five years ago.

The Air Transport Agreement was signed in Singapore by Tim Groser and his Canadian counterpart Stockwell Day. Mr Groser is in Singapore attending the APEC Trade Ministers Meeting.

Minister to represent NZ at OECD conference

Minister of Education and Tertiary Education Anne Tolley will present flagship New Zealand initiatives such as the Youth Guarantee, Trades Academies and National Standards at an OECD conference in Canada. The Minister will also meet with senior US and Canadian education officials while in North America.

"The US and Canada are important trading partners with New Zealand in many areas of international education business," said Mrs Tolley. "The conference will be an opportunity to explore recent innovations in vocational education and training, and discuss what new thinking is required in the current global economic environment.

"We will also discuss access for New Zealand tertiary providers to the US Federal Student Aid scheme. Under proposed changes to the scheme, US students may not be able to access student loans to study abroad in countries such as New Zealand.

"This change could severely reduce the US\$4.5million that flows into the New Zealand economy annually through the scheme."

For a copy of the speech <http://www.beehive.govt.nz/speech/canada-alberta+international+vocational+education+and+training+conference>

Consulate and Trade Office of Canada

P O Box 6186 Wellesley Street, Auckland Tel: (09) 309 3690 – Fax: (09) 307 3111

Website: www.infoexport.gc.ca/nz

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>

Wireless Mission to New Zealand

A trade mission of Ontario companies focussed on wireless telecommunications recently visited Auckland.

The timing of the mission was set so as to combine participation at the 'Wireless World' trade show in Sydney (9-11 Sept), with additional meetings in Melbourne (14-15 Sept.) and Auckland (16-18 Sept.).

The mission was led by Sabrina Chan, Area Director Japan/Australia/NZ/Korea, International Trade Branch, Ontario MEDT, and comprised two Ontario companies: Sandvine and Fieldworker (a third participant, Redline Communications, had to cancel because of ill-health). Vancouver-based Wavefront, a commercialisation centre for the BC wireless and new media industry, joined the delegation.

The Canadian Consulate set up a programme of meetings for the companies, and partnered with ICTNZ and the Wireless and Broadband Forum on organising a 'Wireless Thursday' networking seminar, which was attended by approx. 50 industry members, and provided a unique opportunity for the Canadian companies to engage with the local industry.

The mission participants already report some very positive leads.

AusBiotech 2009

Trade Commissioner Fabienne Bovis will be attending AusBiotech2009 in Melbourne, the Australian biotechnology conference. The Canadian Consulate General in Sydney and the Province of Manitoba are event partners of AusBio, and a delegation from Manitoba will attend the conference.

(AusBiotech2009, 27-30 October 2009, Melbourne Convention Centre) www.ausbiotech2009.com.au

Waste Minimisation Conference 2009

Senior Trade Commissioner Kate Starkey will be attending WasteMINZ2009 in Christchurch, the annual conference of the Waste Management Institute of New Zealand.

(WasteMINZ2009, 14-16 October 2009, Hotel Grand Chancellor, Christchurch)

www.wasteminz.org.nz

For more see: www.canada-nz.org.nz

TRANSPORT REPORT

From: Ellery Freight Services Ltd

Seafreight :

- a) **Imports** : Space is still not a problem out of the east coast but ships ex the west coast have been booked out so the pressure is building. A General Rate increase (GRI) of USD175.00 per teu will take effect on Aug 15th. The fuel surcharge will increase on Sept 15th from USD296.00 per teu to USD540.00 per teu.

- b) **Exports** : The fuel surcharge changes monthly and on Aug 1st was up to USD525.00 per teu. On Sept 1st it will have a small increase to USD540.00 per teu.

Airfreight :

- a) **Imports** : The fuel surcharge (Air Canada & Air NZ) had a small increase and is now at CAD0.50 per kg from July 1st. Cathay's fuel surcharge remains at CAD0.80 per kg. Although space continues to be tight in patches cargo is moving through without problem.
- b) **Exports** : No changes for exports with the fuel sitting at NZD0.42 per kg for Air Canada whereas Air NZ has rolled the fuel surcharge into their per kg rate so their fuel surcharge is still nil.

The New Zealand dollar was sitting at CAD0.72 (same as early July) but the USD / CAD cross rate at CAD1.08 has dropped off from a high in early Aug of CAD1.06. (CAD1.15 in early July)

TOURISM REPORT

The Canada Statistics show the number of New Zealanders visiting Canada in May resulted in a decline compared to May last year, down 14.1%. Year to date May 12,873 New Zealanders visited Canada which was down 7.2%. This is slightly worse than the trend with total visitor arrivals into Canada down 5.5% to the end of May.

The New Zealand statistics for the 2nd Quarter of the year report that New Zealanders choosing Canada as their main overseas destination for the month of June declined 8.8%, for the Quarter down 7%, and for the year ended June they increased by 2.2%. On a positive the number of Canadians visiting N.Z. rose 4.6% in June, 13% in the Quarter, but down 4% in the year ended June.

Flight frequency from New Zealand to Canada and North America remains consistent, however, from Australia there has been a large boost to capacity with both Delta and Virgin Australia commencing daily services between Sydney and Los Angeles. The intensified competition on the route, at a time of depressed demand, has seen special short life fares being offered at around AUD500 return.

Vancouver, host city for the 2010 Olympic & Paralympic Winter Games commencing 12 February, is progressing its plans to move the many thousands of visitors around the city, both quickly and efficiently. It has just opened the new "Canada Line", the latest service in its existing light monorail system known as the Sky Train. The new line was opened well ahead of its projected November 09 launch. It will take approximately 26 minutes for visitors to travel between Vancouver International Airport and downtown, and includes 3 stops in downtown. Currently a fare on the Canada Line costs CAD\$3.75 per person one-way for a regular 2 zone ticket.

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.

OVERSEAS CONNECTIONS

CANZBA – Vancouver www.canzba.org

From Nerella Campigotto, President

At Boomerang Consulting we are celebrating our 10th anniversary; our first decade since launching the business in August 1999. The new millennium has certainly brought many changes around the globe, and I wanted to take the opportunity to thank all of our clients, colleagues and friends around the world for your support throughout these years - I truly appreciate it! Please visit www.boomerangconsulting.com

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

Please click on the link below to access the CACC August Newsletter. [CACC Newsletter August.pdf](#)

TRADE STATISTICS

12 months to Aug	2008	2009	% change	Ranking as NZ Trading Partner
NZ exports	NZ \$536	NZ \$529	-1.4%	18 th
NZ imports	NZ \$636	NZ \$689	8.2%	16 th
Trade balance NZ V Canada	NZ \$100	NZ \$160		

Source – Statistics New Zealand

MEMBER NEWS

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.qc.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

BecaAMEC Ltd - www.becaamec.com

New Zealand Trade and Enterprise www.nzte.govt.nz www.marketnewzealand.com

New Members

ASKA Research (Vancouver) www.askaresearch.com

ATRAx Group NZ Ltd www.atraxgroup.com

Beltas www.beltas.com

Burnard International www.burnard.co.nz

Business Professional Services Limited www.bpsl.co.nz

CJ Pask Winery Ltd www.cjpaskwinery.co.nz

Cardkey Locks (NZ) Ltd & Creations Water of New Zealand www.acourt.co.nz/home/h0045.htm

D. A. Leith, Freight Consultant

Eagle Technology Group Ltd www.eagle.co.nz

eGlobal NZ www.eglobal.co.nz

Forest Herbs Research Ltd www.Kolorex.com

Geoff Thin

GO Holidays www.gogogo.co.nz

Jackson Allison Medical & Surgical Ltd www.jackson-allison.co.nz

Kate Tolmie Bowden

McApples Enterprises Ltd www.mcapples.co.nz

MobileMentor www.mobile-mentor.com

Neudorf Vineyards www.neudorf.co.nz

New Zealand School of Export www.export.ac.nz

Paua World www.pauaworld.com

REVEL Design Ltd www.revel.co.nz

SAFI Technologies www.safitech.com

Telstrom www.telstrom.net

The Independent Business Foundation www.ibf.org.nz

The Moving Company - New Zealand www.themovingcompany.co.nz

Toll NZ www.tollnz.co.nz

Turning Point Partners Ltd www.tppartners.co.nz

Xero www.xero.com

Canadian Club upcoming events

AGM, Thanksgiving Dinner and Silent Auction

Saturday, 10 October 2009, Scarbro Tennis Centre, 69 Merton Rd, Glen Innes, 6.00pm AGM (everyone invited), 6.30pm Drinks, and Silent Auction begins, 7.00 pm Turkey dinner. Members \$45 (includes one free glass of wine/beer), Non-members \$55, Children (5-12) \$20, Under 5s come free. . Please RSVP to our Treasurer, Erin Macdonald, by October 1, so that we can confirm the numbers with our caterer. Erin's email is erin@digitalmacdonald.com and her phone number is 411 7200.

At our AGM, we will be electing a new committee, and we've got some vacancies to fill. Ruth McKendrick and Erin Macdonald have indicated their willingness to stay on as Secretary and Treasurer respectively, but I will be standing down as President and Marg Friesen will be standing down as Vice-President. Others will remain on the committee but don't feel able to take on these key positions this year due to other commitments.

Is there anybody out there interested in taking on these roles? Please let me know before our AGM on October 10 if you can join us. Email address for replies is: canadianclubnz@gmail.com

NEWS BRIEFS

British Columbia to implement harmonized sales tax

<http://campaignmanager.nzte.govt.nz/tr//dyhtuk/aukdylru/o>

[Canadian authorities to release RFQ for healthcare software](#)

[New organic regulations in Canada](#)

Environmental issues by Minter Ellison Rudd Watts

Please click the link below for the latest edition of *EnviroLink*, a regular newsletter from the Environment team at Minter Ellison Rudd Watts: <http://www.minterellison.co.nz/publications/EnviroLinkSept2009.pdf>

This month's newsletter addresses the recent Select Committee reports on:

- The Supercity Bill on the reform of Auckland governance
- Aquaculture Legislation Amendment Bill (No. 2) which addresses a range of issues related to establishing aquaculture management areas; and
- The review of the Emissions Trading Scheme

It also discusses the Green Party's Sustainable Biofuel Bill which is currently before the Local Government and Environment Committee.

New Zealand Government Representative Visit to Ontario

During the week of the 7th of September, Claire Eeles, the New Zealand Consul General to Canada and Director, West Americas for New Zealand Trade & Enterprise, visited Ontario. SB2 has been working closely with its Canadian Partners to facilitate a comprehensive schedule for Claire while she visited Toronto and the Waterloo-Guelph Region. Representing SB2 and CANZBA, Neil accompanied Claire on this visit.

The visit included meetings with a wide range of Provincial, Federal and Regional Government representatives, as well as Research and Private Sector organisations of interest. The main areas of focus were: Health/Life Sciences, Agritech, Cleantech, Renewable Energy and Specialist/Advanced Manufacturing.

New Zealand Delegation Visit to Canada

SB2 continues to collaborate with its international multi-sector partners and representatives in the interests of facilitating bi-lateral engagement between New Zealand and Canada.

The next New Zealand Delegation visit is being planned for the **week of November 16th**. As well as facilitating targeted meetings for the participating New Zealand companies, this visit will also have a focus on Research and Development.

SB2 is working with New Zealand's Ministries of Research, Science and Technology (MoRST) and Foreign Affairs and Trade (MFAT) to plan an appropriate Research and Development focused agenda.

Representatives from both New Zealand Trade & Enterprise and MoRST are expected to be participating in the visit. www.sb2ventures.com

MMC Software New Zealand brings MY SAFE RIDE HOME® to New Zealand

After the successful launch of the MY SAFE RIDE HOME® program in 2008 and growing support for the program across North America, MMC Software International, based in British Columbia Canada, has expanded their operation with the formation of MMC Software New Zealand.

MY SAFE RIDE HOME® is a 'Risk-Intervention' tool. As our communities become more complex, the responsibility for making our communities safer and ensuring preventable injuries occur with less frequency needs to be shared by all citizens. It's about the realities and risks of many social situations. It provides a '**Smart Choice**' for those who need to remove themselves from a '**Risk-Situation**'.

The MY SAFE RIDE HOME® (MSRH) is a branded program that would put a pre-paid taxi service card in the hands of anyone who may need it. Face value on the MSRH cards varies with jurisdiction and can be re-charged repeatedly. The cards can be distributed / sold through not-for profit organizations as a fundraising mechanism, through corporate sponsorship programs, in association with hotels, as well as host of other possibilities.

Brian Ackles, President/CEO of MMC Software New Zealand, is leading the charge here in NZ and is looking forward to having the program launched by late this year. For more information please contact Brian by email at brian@mysaferidehome.co.nz or call +64 21 270 2151.

World's first nappy composting plant opens

The Huggies Envirocomp Solution – the world's first commercial nappy (diaper) composting plant, utilising **HotRot** technology, was recently opened by New Zealand's Environment Minister the Hon Dr Nick Smith. Representatives from local and central government, business leaders, representatives from the College of Midwives and the Royal NZ Plunket Society, the local community, and a large national media contingent joined HotRot at the opening to congratulate Envirocomp Directors Karen and Karl Upston on establishing what is thought to be a global first. <http://www.envirocomp.co.nz>

Winning Brands Begins Distribution in New Zealand

Winning Brands Corporation (Pink Sheets: WNBD) (Frankfurt: WMU.F), (www.WinningBrands.ca) manufacturer of environmentally sensitive cleaning solutions, is expanding to New Zealand with the appointment of its distributor in Auckland, operating as Winning Colours NZ Limited. Graeme Devereaux, spokesperson for the New Zealand operation, remarks that Winning Colours is likely to have a good future in the Pacific nation.

The first shipment of approximately 3,000 bottles left for New Zealand in July, ahead of the formal launch of Winning Colours Stain Remover in New Zealand at the 2009 Auckland Home Show September 9-13th. A new focus on eco issues is being introduced by the show organizers this year, mirroring the increasing worldwide attention to environmentally preferable choices by consumers, industry and governments.

Winning Brands CEO Eric Lehner puts the arrival of New Zealand to the Winning Colours network into context: "Although the United States has traditionally thought of itself as the world's largest market for consumer goods, the world is changing. A wide range of countries are sophisticated, advanced and fine places to do business. Winning Brands is interested in the world as a whole. North America represents only 5% of the world's people, tastes, habits and preferences. An international orientation is a distinguishing characteristic of companies that have long term relevance for the 21st century. Being international is not about a company's size, it is a question of attitude. Winning Brands is reaching out to other nations and communicating with many interested parties. Much can be learned by being sincerely interested in 95% of the world's population."

Winning Colours New Zealand and Winning Colours Australia will co-operate in the South Pacific region under the strategic management of Winning Colours Product Ambassador Kori Walsh.

Joint CANZBA and NZ School of Export Scholarships Available

CANZBA, in association with the New Zealand School of Export is offering the opportunity for members to apply for an "Export Scholarship" which is valued at \$1200 for those enrolling in the Diploma of International Trade

The Diploma is highly practical and delivered by distance education with one-on-one support, to specifically meet the needs of busy exporters and pre-exporters. The NZ School of Export is this country's only provider of the internationally accredited course and already has a number of graduates who have benefited from the programme. For further information check out: www.export.ac.nz

The School launched the Diploma into New Zealand by working with the Forum for International Trade Training (FITT) in Ottawa. We now have Accredited Provider Status from IATTO and offer our own internationally recognised qualifications, but given our history we are keen to maintain Canadian links and help promote trade between the two countries.

TRADE OPPORTUNITIES

I am interested in getting some trade going between NZ & Canada. I am a NZ resident who spent 5 years in Vancouver working for a NZ based manufacturer as VP Sales & Marketing. I am married to a Canadian citizen. I am looking at Trade opportunities in either country. Contact Geoff Thin Tel 64 3 960-0994 email: sageinc@xtra.co.nz

Advantages of doing research in Canada

http://www.canada-nz.org.nz/NewsReleases/Canadian_RandD_Tax_Incentives.pdf

“Survival Guide for conducting business in Canada” - NZTE have commissioned a document “a Survival Guide for conducting business in Canada” prepared by the Branham Group in Canada. This is a 115-page document that tells exporters everything they need to know. For a copy contact: Jeremy Spanjaard, Acting International Market Manager - North and South America, New Zealand Trade & Enterprise Jeremy.spanjaard@nzte.govt.nz

Canada trading brief published

The *Canada Country Brief* can be read at: <http://www.marketnewzealand.com/MNZ/services/14431.aspx>

Vancouver business guide published

The 12-page guide includes tips on business culture, accommodation and transport. It can be read at:

<http://www.marketnewzealand.com/MNZ/services/14432.aspx>

Large manufacturing projects highlighted in Canada - A number of large infrastructure projects in British Columbia (BC), Canada, spell opportunities for New Zealand manufacturing firms. The projects include a new container port, secondary sewage treatment systems, and construction of facilities to host the 2010 Winter Olympics in Vancouver.

Keep up-to-date on: <http://www.vancouver2010.com/>; <http://www.bcbid.gov.bc.ca/>; or <http://www.vancouver2010.com/en/rss>