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BRITISH NEW ZEALAND
BUSINESS ASSOCIATION INC.

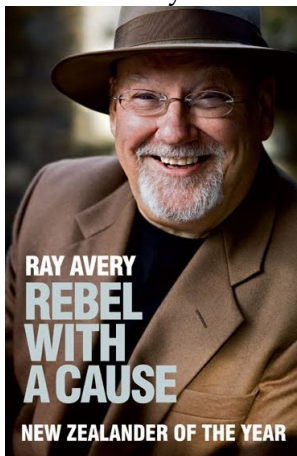
BNZBA BUZZ

Issue five. March 2011



Sir Ray Avery to Address Luncheon Meeting

2010 New Zealander of the Year, Sir Ray Avery will be the speaker at the British New Zealand Business Association luncheon on Thursday 24 March.



An Englishman by birth, Sir Ray says he loves the number eight wire Kiwi 'can do' attitude. It is what made him decide to settle here. He says New Zealanders do not understand how phenomenally clever they are. 'If Aussie is the lucky country, then New Zealand is the clever country,' he says.

In 2003 he established Medicine Mondiale, an independent

development agency and charity. He was both knighted and declared 'New Zealander of the Year' in 2010. Sir Ray will be personally signing copies of his best seller, 'Rebel With a Cause' at the event.

BNZBA is presenting the luncheon in association with Gold Sponsor, HSBC and attendance can be arranged at bnzba.co.nz/Events.asp

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Member Profile

Andrew Criglington, Miers Laboratories

BNZBA National Board Member, Andrew Criglington is the CEO of Miers Laboratories. They developed a range of unique, natural remedies based on original scientific research, with No-Jet-Lag the flagship product.

The majority of their production is exported and Andrew's experience in international trade is invaluable to BNZBA. No-Jet-Lag is a successful brand and through intellectual property work, Andrew knew BNZBA sponsor A J Park well before he joined the organisation.

Miers Laboratories is based in Wellington. Their production plant was constructed by Ebert Construction, which is also a strong associate of BNZBA. Andrew wears several hats and before concentrating solely on Miers Laboratories he was a market

economist specialising in forecasting and international economics. With some arm twisting he has agreed to contribute articles on economics in future editions of this newsletter. More at www.nojetlag.com

British High Commissioner, Vicki Treadell's Introductory Address at the Christmas Breakfast

While sharing some festive anecdotes from her international background, Vicki proffered some useful insights into Britain's world role in the wake of the global financial crisis and the establishment of a coalition government.



When Prime Minister, David Cameron was initially elected as leader of the opposition, Vicki hosted him at her

Liverpool base where she was UK Trade & Investment's Director for the North West of England. He remarked that he was keen to visit Mumbai, to really get amongst the new, emerging economies to assist with defining the UK's role in the rapidly evolving international economy. He also signalled a commitment to significant, new initiatives in the private sector economy creating true wealth and moving beyond dependence on the public sector economy. David Cameron's general election success reflected the UK's acceptance of this expressed direction. Private sector growth is at the core of Britain's economic future. Vicki went on to become the Deputy High Commissioner in Mumbai before her posting to New Zealand. There she was involved with India's Tata Group's acquisition of British

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brands, Jaguar and Landrover. The deal was threatened by the global financial meltdown and there was very important government strategic support and input to keep things on track. 'The Tata investment resulted in commercial stability, the creation of over 1,000 new jobs in Halewood, and the UK remains the sixth largest carmaker in the world.'

Following this Indian experience Vicki was pleased to receive her posting to New Zealand where there are very strong traditional UK links that are ripe for review and refreshment in the context of private sector growth. 'Why do we matter to each other today? The UK regards New Zealand as an important strategic partner on many fronts. Not the least of these is New Zealand's huge, positive influence in the Pacific where the geopolitical importance of eighteen nation votes is significant,' she said. 'And the Pacific is integral to Asia – that's

where it's all happening.' So partnerships founded on tradition and refreshed in light of today's integrated world economies have a crucial role to play. New Zealand and Britain are set to become mutual beneficiaries of the new economic dynamism.

From Whence We Came?

Hon Treasurer, Charles Lloyd has been trolling through the archives.

It is a fact of record that BNZBA's grandparent organisation was the British Trade Association of New Zealand, incorporated on 27th February 1932.



Given the modern malaise of acronymsia, I suppose we should be grateful that our predecessors chose to rename the Association as the British New Zealand Trade Council on 13th September 1984, otherwise we

might have been known as BRITANZI!! It is however interesting to find among the papers passed on to me by the Director, Tony Andrew, a copy of a report dated 26th November 1920 to the Council of The New Zealand Association of British Manufacturers and Agents, a document from before the birth of time as it were.

This gives us a glimpse of a time gone by, where the term bi-lateral trade between Britain and New Zealand appears to have been unheard of. In the opening paragraph, one reads 'the work of this Association is only in the interests of British trade in this Dominion.'

The report was presented only 2 years after the Armistice. In this post war economic environment there is a definite undertone concerning the threats to British trade with New Zealand. The report observes that 'Home manufacturers have been able to

deliver much larger quantities and in some sections have once more been able to give firm prices.' There is however a warning that 'American competitors have secured a firm footing in many branches of trade.'

The following moves were made by the Association in their quest to secure 'Home' advantage:

- Completing a mutual arrangement with the Federation of British Industries whereby they would act as representatives of the Association in London, and the Association would act as the Federation's representatives in New Zealand;
- Sending a letter signed by the Association's Chairman and addressed by NZ representatives to their 'Home firms' first, urging that 'the latter should ship as much goods as possible ordered from NZ in order to prevent the foreigner gaining a footing, and second advocating the appointment of

separate agents in NZ in preference to giving the territory of NZ to Australian agents'. Copies of this letter went also to every Chamber of Commerce in the UK and to every local body in New Zealand urging that preference be given to British goods.



After all this exciting stuff, the report expresses the Association's gratitude for the assistance received from His Majesty's Trade Commissioner in NZ, Mr R W Dalton. A complimentary lunch was tendered to Mr Dalton on 17th June 1920, which had a large attendance by members and The Right Honourable Prime Minister, Mr William Massey. In the accounts at the end of the report the receipts from members for this lunch are noted as nineteen pounds, seventeen shillings and sixpence, against a cost of thirty

two pounds, eight shillings and sixpence. A loss of thirteen pounds, eleven shillings!!

Members' attention was drawn to the provisions of the UK Finance Act of 1920, under which a UK company could get tax relief for taxes paid in NZ, on presentation of a Certificate of the NZ Tax Assessment and Tax paid in NZ.



Finally there was an update on the position relating to customs tariffs for imports by companies in each of the sections of the Association. It was also noted that in making representations to the Finance Minister for a reduction in duty, an importer should remember that the Minister had to find a proportion of his overall revenue from Customs Duties. I was also interested to see that in 1920, the members of the Association's Council were organised into

different industry sections, such as Drapery, Textiles & Furnishing, Groceries, Provisions and Confectionery, Electrical, Machinery & Hardware, Motors, Cycles and Accessories, Paper & Printers' Requisites, and Fancy Goods & Stationery. Also the membership of the Wellington Branch was 76 British Manufacturers and 90 Agents of British firms. Among these I can only identify one company name which is similar to a current member, J C Raine and Co Limited.

Finally a look at Finance; the receipts and payments summary, as audited by Messrs Henry Kember & Son, is attached to the report. There was 149 pounds in the bank, the Secretary received 75 pounds in salary while subscriptions totalled 233 pounds two shillings of which ten guineas were outstanding! The net increase in funds over the year ended on 30 June 1920 was 21 pounds and fourpence.

To conclude, it would be easy to comment on how quaint the language seems from 90 years ahead in history. But also the report emphasises to me at least how close the tie and relationship with the UK was in 1920, and there was a very real concern that the relationship should work to the mutual advantage of both NZ and the UK and be strong enough to see off competition from 'foreign' countries. It falls to us to ensure that the relationship never dies.

A J Park on Board as Sponsor

Longstanding BNZBA member, A J Park, has become a sponsor, supporting the association's production of communication materials. A J Park is New Zealand's leading intellectual property firm.

The firm acts for nearly half of New Zealand's top 100 companies and almost half of global Fortune 500 companies. Intellectual property is their specialist area of

practice in New Zealand, Australia and the Pacific region. Their people have expertise across most industries, and technologies.



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Upcoming Events

Lunch with Sir Ray Avery, 12.00 pm
Thursday 24 March
BNZBA AGM 2.15 pm
Thursday 24 March

Dates to be confirmed Raines – advantaged purchasing of quality china and collectables over a glass of wine.
Ports of Auckland tour.

Coopers Creek Winery visit – a reprise of last year's popular event.
Visit: bnzba.co.nz/Events.asp

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