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Hi,

It is with great delight that I report the **NZGBA team** is really firing on all cylinders and as you can see below there are plenty of opportunities for members to get involved! Our visit to the “**ideal house**” last Wednesday, jam packed full of German know how and products, showed just how diverse interests are amongst the NZGBA membership and this motivates us to come up with further interesting events from meeting the young men behind **Lifeswap** to seeing **Hamburg Sued** in action. We aim to offer something for everyone from networking to education so do take a good look at our **upcoming events**.

The politics of the United States has been providing ample discussion in the papers and social media around the world, for Germany the issues remain closer to home so it is pleasing to get **positive feedback** from the German business community. Trade agreements seem to be topical around the world and with all the “T”s & “P”s it can get somewhat confusing- one we are really keen to get members involved in, during the negotiation phase, is the NZ/EU Free trade agreement – please **send me** your issues and perspectives so we can channel these through to the appropriate ministries.

Before I demand you read on, please note the newsletter next month will be going to our 3000+ readers based in Germany. If you have news you would like us to plan in for this April issue please **email us** before the end of March.
So happy reading!

Monique Surges
CEO New Zealand German Business Association

IN THIS ISSUE

- [Top Stories](#)
- [Upcoming Events](#)
- [Trade Shows](#)
- [German connections](#)
- [Language matters](#)
- [Member news](#)
- [Job Portal](#)
- [Recent Events:](#)
- [Go Logistics](#)
- [Passive House and](#)
- [Expert Tour 2016](#)



TOP STORIES



Remarkably robust environment

The German economy is in a very good shape and the business community is in a positive mood according to Martin Wansleben, chief executive of the German Industry and Commerce (DIHK), who just recently presented the **current DIHK economic survey**. Free trade negotiations between the EU and the US have been underway since 2013, however, there is a lot of **uncertainty about the TTIP**, especially among small and mid-sized businesses in Germany. Although the so-called Mittelstand might be in danger to lose young entrepreneurs to startups, there are a lot of inspiring **success stories about family businesses in Germany**.



Detecting earthquakes and more

My Shake is a new smartphone app for providing advance warning of earthquakes. It was developed by Deutsche Telekom together with seismologists from the University of California in Berkeley.

Get also informed about **research from Fraunhofer**, which has just announced a new **benchmark in solar-cell efficiency**.

Start of EU-NZ FTA negotiations supported

On 25 February, a non-binding resolution was passed in the European Parliament, in support of the EU commencing negotiations for a Free Trade Agreement with NZ. The resolution won the support of 479 MEPs, 77 per cent of the 619 who voted. [Read more](#)

Integrating refugees and other challenges

As Germany attempts to integrate hundreds of thousands of refugees from the Middle East and Africa, **German magazine Der Spiegel** interviewed experts and people working in the field about everyday challenges and expectations. The flood of migrants entering Europe may eventually lead to the EU having to give up its Schengen passport-free travel zone. But a **fresh study warned** the economic follow-on costs of such a move would be huge.



Trade Show Reviews

The **Fruit Logistica** show in Berlin is one of the most massive perishable spectacles on the planet. Almost 2,900 exhibitors from 84 countries and more than 0,000 high-profile trade visitors attended the event, which marked 'a milestone'.

Only days after Fruit Logistica, organic trade show **BIOFACH/VIVANESS** took place. About 48,000 visitors from over 132 countries travelled to Nuremberg this year and 2,544 exhibitors presented the latest products and trends.



[Back to top](#)

OUR PREMIUM PARTNERS



UPCOMING EVENTS

15 April 2016

Watch us while we work

at Hamburg Sued
Ports of Auckland

4 May 2016

Directors Risk Forum Seminar (East Auckland)

Hosted by Karcher
66, Allens Road, Highbrook, Auckland

5 May 2016

Directors Risk Forum Seminar (North Auckland)

Hosted by Bayer
3 Argus Place, Hillcrest, North Shore,
Auckland

TRADE FAIRS GERMANY

16 - 19 March 2016

Fensterbau/ Frontale, Nuremberg



Leading event for windows, doors and facades.

19 - 21 April 2016

conhIT- connecting Healthcare IT, Berlin



The largest and most important event for Health IT in Europe.

26 May 2016

Negotiating with Germans

Workshop

Hosted by Bauer Media

90 Wellesley St. Cityworks Depot

6 June 2016



Energy Efficiency & Renewables in Buildings Trade Mission

Australia and New Zealand

Energy Efficiency & Renewables Industry Conference

Melbourne, Australia

29 June 2016

NZGBA Annual General Meeting

Members Evening

Hosted by Miele

8 College Hill, Ponsonby

3-5 November 2016



**Speakers,
Programme and
further
information to
assist your
planning**

19 - 21 April 2016

POWTECH, Nuremberg



Leading trade fair for processing, analysis, and handling of powder and bulk solids.

26 - 29 May

Interzoo, Nuremberg



Leading exhibition for the pet supplies industry

31 May- 05 June 2016

ILA Berlin Air Show



International aerospace trade show and conferences

Information on upcoming trade fairs the NZGBA represents is always available on our website, along with quick click through links to purchasing trade passes

[Back to top](#)



[Contact our NZGBA Travel Team now](#) to talk about the **members discounted rates** on the new **Singapore Airlines flights to Dusseldorf!** Flight starts 21 July 2016.
Ask too about the **special members fares** on Lufthansa and Air New Zealand to Germany.

GERMAN CONNECTIONS

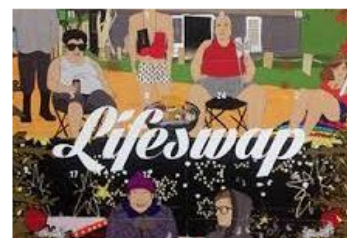
Expert Tour 2016 - In search for change

Following on from their achievement at the South Pacific Passive House Conference 2016 in Melbourne, the Pro Clima team once again delivered a hugely successful and highly influential **Expert Tour between 15 and 19 February 2016** in Auckland, Wellington, Christchurch and Queenstown. See our [pictures below](#).

Celebrating NZ-German connections

Germany is New Zealand's largest non-English speaking scientific partner country. The collaboration between the **National Institute of Water and Atmospheric Research (NIWA)** and **Leibniz University of Hanover** in Germany is one example. Both parties have

LANGUAGE MATTERS



We are delighted to give both members and non-members the opportunity to **meet Steffen Kreft and William Conner, the producers of Lifeswap**, a series of short animated Skype conversations between two fictional young men: Jörg from Germany and Duncan from Wellington. They would really like to hear your encounters with cultural differences in the business world
Date: Thursday 17th March, 6.15 pm

just created a memorandum of understanding to formalise the collaboration.

Visiting VIP from Germany

On the 12th of February, the NZGBA organised and facilitated an "Importing from Germany" workshop for NZGBA members GO Logistics ([see pictures below](#)). This was organised for visiting VIP Jan Philipp Pohlmeier, Managing Director from CGATE Logistics, and attended by participants Importing German products. Are you interested in getting an event like this organised? [Then contact us](#).

[Back to top](#)

Date: Thursday 17th March, 6.15 pm
Venue: Level 14, PwC Tower, 188 Quay St, Auckland CBD. [Register here](#)

Learning languages can make a career in business. NZGBA CEO Monique Surges is a leading example. She was invited by Victoria University in Wellington to talk about the importance of the subject and will again offer a presentation at Auckland University on May 24, 2016, 6pm. [Contact us for more information](#).

Wellington-based Goethe Institut offers **German language courses in Auckland.** To check out dates and venues, please [contact them directly](#).

MEMBER NEWS



[German Design Award for Axor Universal Accessories](#) +++ [Boqe sets new standards with compressors](#) +++ [BMW announces details and pricing of the new BMW 7 Series range](#) +++ [Hansgrohe offers sustainable showering](#) +++ and a lot more. [Check it out](#)

[Back to top](#)

JOB PORTAL

Please don't forget to check the job portal for potential new employees or possible interns:

We constantly uplist new CVs. The majority of seekers have international work experience, and range from financial, logistic, tourism and engineering know how. We have also listed young and ambitious students looking for an internship with fluent English skills.

Access [Job portal](#) and log in to take advantage of the full site.

GO LOGISTICS AND LANGUAGE EVENTS



Byron Upton, Go Logistics (left), and VIP Jan Philipp Pohlmeier



at a workshop, organised and facilitated for NZGBA-member Go Logistics.



NZGBA CEO Monique Surges at Victoria University talking about



the importance of learning language. Above breakfast at the Goethe Institut.

AN IDEAL HOUSE AND THE EXPORT TOUR 2016



Lee Ann and Murray Durbin showed us an



ideal house, full of German know how and products.



This year's Expert Tour was a sell-out event



Keynote speaker Bronwyn Barry from California.

[Back to top](#)



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