



Friday, 25 October 2024

Update from the Executive Director

Kia ora!

All eyes will be on the United States on the 6th November as they decide on their next President. Whoever the American public selects, there will be implications for New Zealand businesses and exporters.

Next Wednesday, I'll be joining DHL's Selina Deadman on a lunchtime webinar to discuss the results of the **ExportNZ DHL Export Barometer Report** for 2024 and how DHL is helping exporters lower their costs. The link to register for the webinar is in the events section of the newsletter.

ExportNZ and the BusinessNZ Network are running several events in the lead up to Summer -We've got events in Hastings, Christchurch, and Hamilton, we hope to see you there!

Finally, there will be both relief and frustration for exporters with two stories we've included this month. Relief that there is a delay to the introduction of deforestation reporting by the European Union, but frustration from dairy operators that Canada is not adhering to the agreement it signed up to through the CPTPP. NZ officials are working on both issues, and along with other industry voices, ExportNZ will continue to advocate on behalf of members.

Enjoy the long weekend!
Josh



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Trade Update - October

Trade & Export News Update

- US Election – Things Get Even Tighter
- Comprehensive & Progressive Trans-Pacific Partnership – Dairy Dispute Continues
- United Arab Emirates – UAE-NZ FTA, a Comprehensive Agreement
- Gulf Cooperation Council – Negotiations Tracking Well
- India – High-Level Engagements Show a Warming Relationship
- Indo-Pacific Framework for Prosperity – A Box Ticked
- Supply Chain & Shipping Update

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Canada Stands Tough on Latest CPTPP Trade Dispute

Canada shows no sign of backing down in its dairy quota dispute with New Zealand.

On Friday October 18, the NZ government requested formal negotiations in its latest effort to force Canada to meet the commitment it made under the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) to a minor opening up of its domestic dairy market to imports from NZ.

[More ->>](#)



TE KUNENGA
KI PUREHURUA
MASSEY
UNIVERSITY
UNIVERSITY OF NEW ZEALAND

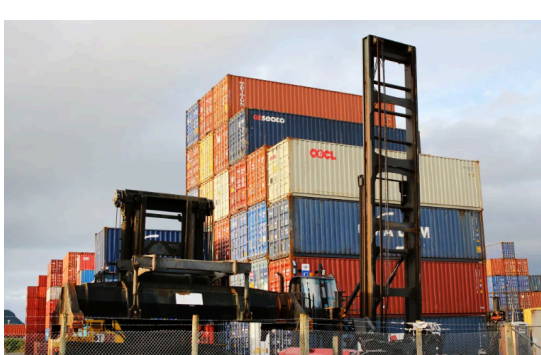
TE KURA
WHAI PAKIHU
MASSEY
BUSINESS SCHOOL

Calling all Leaders: Are you Realizing the Potential of Your Culture?

Recognising that culture starts at the top, [Massey University](#) and the [Leadership and Governance Collective](#) have developed a brief 15-minute survey designed **by leaders for leaders**.

This survey was created following years of research and in collaboration with over seventy New Zealand CEOs and senior leaders from both the public and private sectors. It has been designed from the ground up to generate valuable data with meaningful insights. With your input, we aim to provide you with actionable recommendations for your benefit.

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Exporters Relieved EU Deforestation Rules May Be Delayed

The European Union may extend a deadline for exporters to comply with new deforestation rules that were to come into effect at the end of this year, prompting a sigh of relief from New Zealand officials and industry representatives.

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MINISTRY OF BUSINESS,
INNOVATION & EMPLOYMENT
HIKINA WHAKATUTUKI

Tell us what you think of government procurement in New Zealand

The government procurement business survey helps us understand what businesses think of government procurement.

Each year, government agencies spend around \$51.5 billion on goods and services. To deliver value for all New Zealanders, it's vital we work effectively with businesses. We seek feedback from businesses supplying goods and services to any government entity, not just the Ministry of Business, Innovation and Employment (MBIE). Our findings and insights will be published, allowing comparisons by business type and sector.

All responses are confidential and will be combined during analysis to produce a summary report.

[More ->>](#)



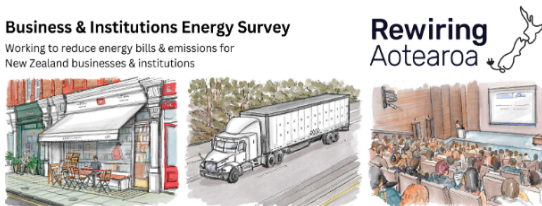
Strengthened cyber security support for New Zealand businesses

The Government has reaffirmed its commitment to ensuring New Zealand is a safe and secure place to do business with the launch of new cyber security resources, Small Business and Manufacturing Minister Andrew Bayly says.

“Cyber security is crucial for businesses, but it’s often discounted for more immediate business concerns. That’s why we’ve developed these practical, easy-to-use resources to help businesses safeguard themselves against cyber threats.

Unmask Cyber Crime, offers a series of short, educational videos that have been designed to raise awareness and provide small to medium business owners with the confidence to adopt effective cybersecurity practices. It comes as New Zealand businesses are increasingly identifying cyber security as a key concern for their business.

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Machine usage for Rewiring Aotearoa

Whether you're a café, a council, a courier, or a church, electrification nonprofit [Rewiring Aotearoa](#) is calling on businesses and institutions across the country to participate in their [national Machine Count survey](#), as part of a project funded by Ara Ake. The data from this survey will provide key insights on sector electrification pathways, including the potential for savings on energy bills and emissions.

Take the survey before 9 Nov to be in to win 🏆 bit.ly/ra-biz-survey

Survey participants can go in the draw to win over \$3500 worth of prizes including an EV charger and a 2-night retreat at Kinloch Lodge.

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MFAT Market Intelligence Reports

- Corporate Sustainability Due Diligence, Reporting and Disclosure in the European Union - October 2024
- Weekly Global Economic Report - 21 October 2024
- Iceland: green transition & renewable energy - September 2024
- Viet Nam: Renewable energy market - September 2024
- Northern Sweden's Green Industrial Revolution - September 2024
- ASEAN: regional economic outlook - September 2024

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EVENTS



2024 ExportNZ DHL Export Barometer - Learn from the experts (Webinar)

Find out the results of the 2024 ExportNZ DHL Export Barometer results, how exporters are responding to current challenges and what you can change in your business to be prepare for 2025.

In this webinar you’ll learn:

- How to reduce export and supply chain cost
- Untapped opportunities that most exporters can leverage
- How other exporters are tackling challenges

Date: Wednesday, 30 October

Location: Online

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ExportNZ Hawke’s Bay: Embracing Innovation in the Primary Sector Hastings - In Person

Innovative systems and processes now make primary industries highly efficient and technology increasingly takes the guess work out of primary production.

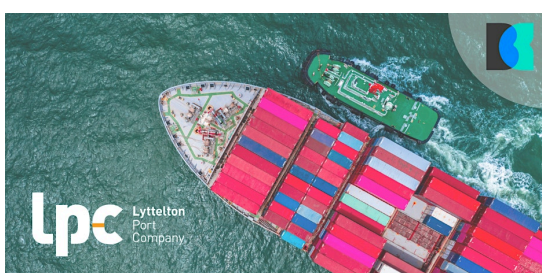
Date: Friday, November 1

Location: Hastings

Type: In-person

Pricing: \$56.35 NZD

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Canterbury ExportNZ Breakfast

Join us for the final ExportNZ Breakfast of 2024, bringing together key players from Canterbury's export and logistics sectors for a morning of valuable insights and networking. Keynote Speaker Graeme Sumner, CEO of LPC.

Date: Wednesday, 20 November

Location: Christchurch

Type: In-person

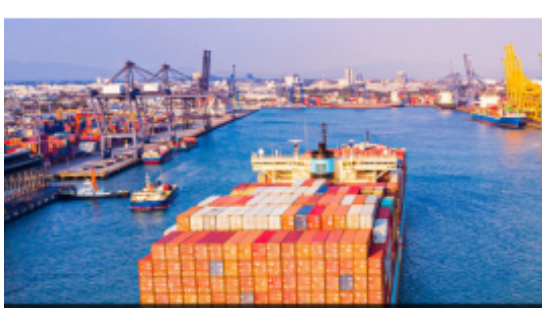
Pricing: Click "more" for pricing details

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ExportNZ Waikato: The Export Landscape in 2025 (Hamilton)

The EMA and ExportNZ, in association with the Ministry of Foreign Affairs & Trade, invite

you to join us in Waikato for an update on the state of international trade.



Hosted by Hunter Filling Systems in Te Rapa, Hamilton, we will update Waikato exporters on the ramifications of the US election as well as pressure points in international trade, from the Middle East to Ukraine and China.

Date: Wednesday, 20 November

Location: Hamilton

Type: In-person

Pricing: Click "more" for pricing details

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Morning Pulse - Political Update from Berlin (Online)

Starting this November, we are launching a new series called **Morning Pulse: Political Update from Berlin**. This complimentary half-hour session will provide crucial insights into the fast-evolving political landscape in Germany and Europe, especially with the 2025 federal election approaching and key changes on the horizon in Brussels.

The event will feature expert analysis from **Robin Arens of the Bernstein Group**, offering an in-depth overview of domestic policies in Germany as well as EU politics. It's an excellent opportunity for business leaders and professionals to stay informed and stay ahead of significant political developments.

- **Date:** 6 November 2024
- **Time:** 9.30 AM – 10.15 AM (NZT)

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