

# New Zealand Delegation Member Companies' Profiles

DELEGATE	Profile
<p><b>1. Mark Clarkson</b>  <b>Managing Director</b>  <u><a href="mailto:Mark.clarkson@anzcofoods.com">Mark.clarkson@anzcofoods.com</a></u>            +64 274328896</p>	<p><b>ANZCO Foods</b>  <u><a href="http://www.anzcofoods.com">www.anzcofoods.com</a></u></p> <p>ANZCO Foods is a processor and marketer of beef and lamb products. The company operates seven New Zealand slaughter and boning facilities, three manufacturing foods plants and has eight offshore marketing offices. As well as an innovation centre, ANZCO also has three local retail outlets in the South Island. The annual turnover of ANZCO Foods is NZ\$1.5 billion and they employ over 3,000 people globally.</p> <p>ANZCO Foods is jointly owned by Itoham Foods, Nissui, and the directors and management of ANZCO Foods.</p> <p>A dynamic multinational company, ANZCO Foods has four core business activities:</p> <ul style="list-style-type: none"> <li>• To procure the best beef and lamb grown year round on New Zealand's lush, green pastures</li> <li>• To process prime New Zealand beef and lamb in state-of-the-art, accredited facilities</li> <li>• To design and create sophisticated food, healthcare and ingredient solutions</li> <li>• To market and guarantee year-round delivery of premium beef and lamb products to more than 80 countries around the world.</li> <li>•</li> </ul> <p>ANZCO's core business activities are seamlessly integrated, ensuring high quality beef and lamb products are delivered to exact standards, on time and in full from our farmers' pastures to the plate of the consumer.</p> <p>In addition, ANZCO operates three Wakanui Grill restaurants in Japan and Singapore, showcasing our premium beef and lamb.</p>
<p><b>2. Akbar Ghobakhlou</b>            Research Fellow, Electrical Engineering Faculty  <u><a href="mailto:akbar.ghobakhlou@aut.ac.nz">akbar.ghobakhlou@aut.ac.nz</a></u></p>	<p><b>Auckland University of Technology</b>  <u><a href="http://www.aut.ac.nz/">http://www.aut.ac.nz/</a></u></p> <p>AUT is a contemporary New Zealand university focused on providing exceptional student opportunities and learning experiences, and graduate success in a context stimulated by impactful research and industry connectivity.</p> <p>More than 28,000 students are enrolled at AUT in undergraduate and postgraduate programmes, studying at one of our three campuses. AUT has consistently been a leader in undergraduate and</p>

	<p>postgraduate enrolment growth of both New Zealand and international students across a wide range of professional disciplines, and as a result it is now the second largest university in New Zealand.</p> <p>AUT's teaching is innovative and student centred. We encourage our students to collaborate, experiment and to experience working life beyond the classroom. In addition to teaching, we have a strong focus on innovative research in areas such as biotechnology, artificial intelligence and nutrition.</p> <p>As a result, our graduates enter the work force able to challenge routine thinking and provide innovative solutions to industry.</p>
<p><b>3. Kelvin Willis</b>  <b>Director EMEA</b>  <u><a href="mailto:kelvin.willis@enatel.net">kelvin.willis@enatel.net</a></u>  <b>+971 50 1018230</b></p>	<p><b>Enatel Limited</b>  <u><a href="http://www.enatel.net">www.enatel.net</a></u></p> <p>Enatel is an early New Zealand pioneer in power conversion technology. In the late 1980s Denis Chapman, Enatel's main shareholder, invented high frequency switchmode power technology, which revolutionised the industry and is today the foundation of technology used throughout the industry. This pioneering spirit continues today and is a cornerstone of Enatel's growth. Enatel is an industry leader in power density. The company has migrated its expertise and leading technology to other industries, such as solar and electric vehicle charging. Enatel prides itself on its proven reliability - the result of its early decision not to outsource manufacturing to China and its day-to-day focus on its quality assurance programmes.</p> <p>Enatel is based in New Zealand with more than 95% of its production exported and sold in more than 60 countries. We are well known for innovative product design and reliability.</p>
<p><b>4. Richard Corney</b>  <b>General Manager</b>  <u><a href="mailto:richard@flight.co.nz">richard@flight.co.nz</a></u>  <b>+64 27 286 9968</b></p>	<p><b>Flight Coffee</b>  <u><a href="http://www.flightcoffee.co.nz">www.flightcoffee.co.nz</a></u></p> <p>Flight Coffee is a Wellington based coffee roasting company. We value action, curiosity and honesty. Our desire is to improve and add value to all parts of the coffee value chain, all the while providing a place of employment that enables our team to learn, grow and progress as individuals in which ever market we operate in. We have established several companies since our beginning in 2008. Raw Material is a specialty green coffee importing company with projects in Colombia and Rwanda. In Colombia we own a specialty coffee farm with local partners. Flight Coffee sells coffee to cafés, restaurants, and home users throughout New Zealand. We specialise in coffee roasting, brewing, and training. Our team is home to Co-Director Nick Clark winner of 2013 NZ Barista Champion, placing 5<sup>th</sup> in the 2013 World Barista Championship, Nic Rapp the 2014 &amp; 2015 NZ Brewers Cup Champion, and John Gordon 3 x United Kingdom Barista Champion. Co-director Matt Graylee and I are Coffee Quality Institute (CQI) Licensed Quality Graders, where Matt is working with CQI and Winrock in Myanmar to bring coffee grown from this emerging producer market to consuming countries. The Hangar is our retail outlet in Wellington showcasing specialty coffee, food and hospitality to</p>

	Wellingtonians.
<b>5. Alexander Turnbull</b> <b>Director Global Consumer Export</b> <u><a href="mailto:alex.turnbull@fonterra.com">alex.turnbull@fonterra.com</a></u> <b>+55 11 98124-7066</b>	<b>Fonterra Co-operative Group Limited</b> <u><a href="http://www.fonterra.com">www.fonterra.com</a></u> <p>Fonterra is a global leader in dairy nutrition – the preferred supplier of dairy ingredients to many of the world’s leading food companies. It is also a market leader with its own consumer dairy brands in New Zealand and Australia, Asia, Africa, the Middle East and Latin America. Fonterra is a farmer-owned co-operative and the largest processor of milk in the world. It is one of the world’s largest investors in dairy research and innovation drawing on generations of dairy expertise to produce more than two million tonnes of dairy ingredients, value added dairy ingredients, specialty ingredients and consumer products for 140 markets.</p>
<b>6. Nader Elhadj</b> <b>Director of Business Development</b> <u><a href="mailto:Nadere@framecad.com">Nadere@framecad.com</a></u> <b>+97150 101 2209</b>	<b>Framecad Ltd</b> <u><a href="http://www.framecad.com">www.framecad.com</a></u> <p>FRAMECAD is an advanced, end-to-end design and build system enabling the rapid construction of quality buildings for businesses, governments and communities worldwide. FRAMECAD provides end-to-end Light Steel Frame building solutions for residential, commercial and light industrial buildings with consistent accuracy thanks to FRAMECAD's combination of software and rollformer production equipment.</p> <p>The FRAMECAD System is a modern method of rapid, quality construction using light-gauge steel framing. The FRAMECAD System is designed to suit a wide range of projects that demand the rapid delivery of quality buildings. To achieve this, FRAMECAD has established a reputation as a global innovator in building design, software programming, detailing, engineering, manufacturing and delivery. The business has local teams on the ground in the Americas, Asia, New Zealand, Australia and the Pacific, the Middle East and Africa.</p>
<b>7. Brian Barriskill</b> <b>Operations Director – UAE</b> <u><a href="mailto:Brian.barriskill@consultmaven.com">Brian.barriskill@consultmaven.com</a></u> <b>+971 6589762</b>	<b>Maven International Ltd</b> <u><a href="http://www.consultmaven.com">www.consultmaven.com</a></u> <p>Founded in 1998, Maven is a profitable, vibrant and exciting group of companies with a head office in Wellington, New Zealand. We work across the Middle East, Australasia and the Pacific and have people based in Wellington, Christchurch, Dubai and Muscat.</p> <p><b>Maven International</b></p> <p>Maven International is charged with the international expansion of Maven as well as overall group</p>

	<p>leadership, vision and strategy.</p> <p>Maven started its international journey in 2009 with a services-led proposition focused on the Gulf Cooperation Council (GCC) countries. Since then the company has successfully led and delivered a number of major government-to-government (G2G) programmes of work.</p> <p><b>Maven Consulting (NZ)</b></p> <p>Maven Consulting is an independent strategy and operations consultancy. An innovative progressive company delivering results for more than 18 years, Maven has a strong government focus, having delivered major government reform projects in the defence, education, health, justice and transport sectors.</p> <p>Maven's projects range from small-scale one-off assignments, to advising on projects over \$200m in value.</p> <p>Maven's goal is to source, promote and deliver premium New Zealand artisan products to the Middle East and beyond. By working with international customers we know what appeals to them and their purchasing habits. We identify potential New Zealand partners before customising (or creating) product, marketing and brands for the customers' requirements. Maven manages the supply from New Zealand through its trusted distribution channels.</p> <p>Maven offers importers and exporters a trusted partner located in both New Zealand and the Middle East. We believe New Zealand's true growth will only come from customising our offering and focusing on premium market segments.</p>
<p><b>8. Guy Wills</b>  <b>CEO</b>  <b>NIG Nutritionals Limited</b>  <u><a href="mailto:guy.wills@nignutritionals.co.nz">guy.wills@nignutritionals.co.nz</a></u>  <b>+64 21413111</b></p>	<p><b>NIG Nutritionals Limited</b></p> <p><u><a href="http://newimagegroup.co.nz/en/">http://newimagegroup.co.nz/en/</a></u></p> <p>NIG Nutritionals Limited (NIGN), part of the New Image Group, is a leading New Zealand-based manufacturer and marketer of dairy, nutritional and health products for infants through to older adults. NIGN has an integrated supply chain, sourcing goat milk directly from its contracted farms, spray drying, can making, blending and packing. NIGN has a portfolio of internationally established proprietary brands including Baby Steps™, Sleep Time™, Symbiotics™ and can also offer original equipment manufacturing service that can pack product into bulk infant formula base powder, as well as a range of retail-ready formats, such as cans, pouches, single serve sachets and supplements. NIGN is proud of its pioneering spirit and New Zealand heritage. Since the company was founded in 1984, it has been recognised as a leading innovator, manufacturer and exporter and is the recipient of multiple export, business and technology awards.</p> <p>NIGN operates from three licensed dairy production facilities (RMP, CNCA) in the wider Auckland region and has integrated manufacturing from its dedicated farms through to spray drying, can making, blending and packing and distribution. With expertise in the fields of product formulation, design, regulation and quality management, packaging and distribution NIGN can manufacture dairy nutritional products from goat and cow to meet local and international standards. We currently export to over 14 countries.</p>

	<p>NIGN's success is based on forming strong partnerships, delighting its customers and consumers with high quality and innovative products, offering value and service supported by world class people and expertise.</p> <p>NIGN is fast becoming a world leader in its field and has a vision and passion to provide the highest quality nutrition and to delight people with our products throughout the world. NIGN welcomes discussions with potential partners who also share our vision and passion.</p>
<p><b>9. Grant Bennett</b>  <b>General Manager</b>  <u><a href="mailto:Grant.bennett@pacifichelmets.com">Grant.bennett@pacifichelmets.com</a></u>  <b>+64 21 743 845</b></p>	<p><b>Pacific Helmets Ltd</b>  <u><a href="http://www.pacifichelmets.com/">http://www.pacifichelmets.com/</a></u></p> <p>Founded in 1982 to manufacture motorcycle helmets for the Australasian market, Pacific Helmets (NZ) Ltd now specialise in advanced Fire and Rescue Helmets.</p> <p>The company specialises in manufacturing and exporting safety helmet products to the exacting design and performance specifications of each customer.</p> <p>Over the past 34 years the company has recruited and trained a highly skilled team of management and employees. The senior management team is fully involved in product design, development, testing and marketing. Senior staff also have direct involvement in production and liaise directly with clients.</p> <p>Flexible manufacturing processes and innovative design flair result in products which have created new dimensions in helmet safety. Pacific Helmets have an on-going commitment to the development of new and innovative helmet products.</p> <p>Today the ideas and experience gained in developing the present models also facilitate the development of exciting new models and reduce the lead time required to develop new products. This has resulted in the export of technologically superior helmets to over 80 countries worldwide.</p> <p>The company has a full quality assurance program which is certified to ISO 9001.</p> <p>Pacific Helmets (NZ) Ltd is the only manufacturer of emergency services helmets in the world to manufacture helmets certified to every major global helmet standard.</p>
<p><b>10. Andrew Rolleston</b>  <b>Director</b>  <u><a href="mailto:andrew@pelco-nz.com">andrew@pelco-nz.com</a></u>  <b>+64 27 272 6103</b></p>	<p><b>Pelco NZ Ltd</b>  <u><a href="http://www.pelco-nz.com/">http://www.pelco-nz.com/</a></u></p> <p>Our business is a family owned fishing company, operating for more than 20 years in Mount Maunganui, New Zealand. We are a fully integrated company from catch to export. We cooperatively work with iwi, the NZ fishing industry and other export related businesses.</p>

<p><b>11. Jasper Holdsworth</b>  <b>CEO</b>  <a href="mailto:jasper@pultron.com">jasper@pultron.com</a>  <b>+64 21 675424</b></p>	<p><b>Pultron Composites</b>  <a href="http://www.mateenbar.com/">http://www.mateenbar.com/</a></p> <p>Pultron Composites is an industrial technology company involved in the research, development and manufacturing of fibre-reinforced polymer (FRP) pultrusions, a composite material. Pultron is considered a world leader in the manufacture and customisation of high performance FRP rods and bars. All manufacturing technology is developed and built in-house. An example of one of Pultron's products is MATEENBAR composite reinforcement, a substitute for steel reinforcement used in bridges, roads, mines, marine and tunnel applications. Mateenbar is 2x the strength of steel; 1 quarter the weight of steel; corrosion-free; non-conductive and non-magnetic; and uses 1 half the energy of steel. Pultron developed Mateenbar to capture a share of the steel market in targeted areas where its unique material properties offers lower cost of life alternatives to a steel reinforced structure and/or serve the application better than traditional materials. Pultron is a small-to-medium sized family operation with 100+ staff; exports over 90% of its output to 30 countries; and has a strong focus on research and development. Pultron is expanding internationally and has recently completed a successful technology transfer to a 2<sup>nd</sup> manufacturing facility in Dubai focussed on production of composite reinforcement (Mateenbar) and is expecting to open a 3<sup>rd</sup> facility in Canada in 2015-16. Pultron has more than tripled the size of its business in the last decade and is at another inflection point with a significant growth profile expected over the next 3-5 years.</p>
<p><b>12. Michael McKegg</b>  <b>Global Business Development Manager</b>  <a href="mailto:mdm@sealord.co.nz">mdm@sealord.co.nz</a>  <b>+64 274503162</b></p>	<p><b>Sealord Group Limited</b>  <a href="http://www.sealord.com">www.sealord.com</a></p> <p>Sealord has been fishing for more than 50 years. Our passion is to provide great quality sustainably caught seafood from New Zealand to the world through our worldwide network.</p> <p>With fishing operations in New Zealand and Australia we're one of the largest seafood companies in the Southern Hemisphere. Our experience in fishing, farming, processing and marketing operations, means our business consistently delivers quality seafood to our customers around the world.</p> <p>Established in 1961, in Nelson, Sealord is half owned by the Māori people of New Zealand, through <u>Aotearoa Fisheries Ltd</u>, and half owned by global seafood company Nippon Suisan Kaisha Ltd (Nissui).</p> <p>Sealord is one of the largest quota holders in New Zealand with partners and subsidiaries around the world through Nissui's global links. In Australia, our major interests are <u>Sealord King Reef</u>, a barramundi farm in Queensland, and <u>Petuna Aquaculture</u>, a salmon and ocean trout joint venture in Tasmania.</p> <p>In New Zealand Sealord fishes our unique deepwater species such as hoki, ling, alfonsino and orange roughy in the pristine waters of the Southern Ocean many miles from land. We ensure that fish caught in these waters are frozen within minutes of reaching the deck. From catch to the customer's plate, Sealord is in control of the process to ensure that every customer gets the best quality product possible.</p>

<p><b>13. Rob Hewett</b>  <b>Chairman</b>  <u><a href="mailto:hewettfarmlimited@gmail.com">hewettfarmlimited@gmail.com</a></u>  <b>+64 21 341 744</b></p>	<p><b>Silver Fern Farms</b>  <u><a href="http://www.silverfernfarms.com">www.silverfernfarms.com</a></u></p> <p>Silver Fern Farms is a leading New Zealand processor, marketer and exporter of premium quality lamb, beef, venison and associated products.</p> <p>Incorporated as the Primary Producers Co-operative Society (PPCS) in 1948, the company re-branded to Silver Fern Farms in 2008, heralding its transformation from meat processor to consumer-driven food producer.</p> <p>While the strategy has evolved, the company has retained its co-operative status, today representing more than 16,000 sheep, beef and deer farmers throughout New Zealand.</p> <p>The company operates 16 processing facilities throughout the country, employing more than 7,000 staff.</p> <p>Key markets in North America, China, the United Kingdom and Europe, Asia, the Middle East and New Zealand are supported through a network of international offices.</p>
<p><b>14. Mark Horwell</b>  <b>Managing Director</b>  <u><a href="mailto:mark@switchfloat.com">mark@switchfloat.com</a></u>  <b>+64 21 2511907</b></p>	<p><b>Switchfloat</b>  <u><a href="http://www.switchfloat.com">www.switchfloat.com</a></u></p> <p>Developed on geothermal wells in New Zealand in 2012 and since used on over 40 wells internationally, Switchfloat valves have a solid service history with no downhole failures. Switchfloat valves are becoming recognised as the industry leading string float valve technology providing superior reliability, functionality and ease of use.</p> <p>Switchfloat string float valves provide oil and gas and geothermal drilling operators with greatly improved accessibility within the drill string during unconventional drilling operations. In the event the drill pipe becomes stuck during drilling, Switchfloat string float valves are able to be locked open to allow wireline access within the drill string. This reliably enables the use of pipe recovery techniques to recover all drill string components and drilled hole above stuck point. Switchfloat valves provide further time saving benefits in drilling operations requiring wireline access within the drill string, for example, when wireline conveyed directional surveys are utilised.</p>
<p><b>15. Nic Parker</b>  <b>President</b>  <u><a href="mailto:nic.parker@tairadio.com">nic.parker@tairadio.com</a></u>  <b>+64 21 890 813</b></p>	<p><b>Tait Radio Communications (RW) Ltd</b>  <u><a href="http://www.taitworld.com">www.taitworld.com</a></u></p> <p>Tait Communications is a global leader in designing, delivering and managing innovative radio based critical communications solutions that help our customers keep lights on, keep communities safe and keep cities flowing. Tait was founded nearly 50 years ago in Christchurch, New Zealand, by Sir Angus Tait, one of the country's leading entrepreneurs and business people. The company now has approximately 550 staff across the globe and regional offices in Asia, Australia, the United Kingdom, Brazil and the United States, delivering to customers in more than 100 countries.</p>

	<p>Tait is about smart, practical and secure radio technology solutions for customers in critical and high risk environments like public safety, utilities, mining oil and gas and transportation. They need safe, fast and smart solutions that work all the time. We operate with the highest standard of integrity in everything we do, from the products we make and the services we offer, to the advice we give, so our customers know we are listening to their needs.</p> <p>Tait has adapted with its customers. We have moved simply from designing, assembling and delivering our own mobile radios and mobile solutions, to a highly sophisticated company that has the skills, scale and scope to manage and deliver on a variety of solutions to best suit our customers' needs. With our global network of trusted partners and dealers, we work with customers to manage existing systems and support their move to future products, services and applications.</p>
<p><b>16. Soroush Safaei</b>  <b>Research Fellow, Auckland Bioengineering Institute</b>  <u><a href="mailto:Soroush.safaei@auckland.ac.nz">Soroush.safaei@auckland.ac.nz</a></u>  <b>+64 21 2675046</b></p>	<p><b>University of Auckland</b>  <a href="http://www.auckland.ac.nz">www.auckland.ac.nz</a>  Established in 1883, the University of Auckland is ranked in the top 100 universities in the world*. It is an international centre of learning and academic excellence, situated in the heart of Auckland. The University provides an exciting and stimulating environment for more than 42,000 students, of which 6,300 are international students from more than 110 countries.</p> <p>The University's eight faculties are located over five campuses, although most students attend the main City Campus. These faculties are Arts, Business School, Creative Arts and Industries (includes Architecture, Urban Planning, Fine Arts, Music and Dance Studies), Education and Social Work, Engineering, Law, Medical and Health Sciences, and Science.</p> <p>As a research-led university, our courses incorporate the latest findings and perspectives related to each area of study. The University of Auckland is the only New Zealand university invited to join the international networks Association of Pacific Rim Universities, Universitas 21 and the Worldwide Universities Network. Membership of these groups is by invitation only and is limited to research-led institutions of international reputation across a broad range of disciplines.</p> <p>* QS World University Rankings 2015/16</p>
<p><b>17. Peyman Zawar-Reza</b>  <b>Associate Professor</b>  <u><a href="mailto:Peyman.zawar-reza@canterbury.ac.nz">Peyman.zawar-reza@canterbury.ac.nz</a></u>  <b>+64 22 435 5706</b></p>	<p><b>University of Canterbury</b>  <a href="http://www.geog.canterbury.ac.nz">www.geog.canterbury.ac.nz</a></p> <p>The University of Canterbury was the first NZ university to receive 5 Stars rating in 2011 by the international ranking agency QS and has maintained its 5 Stars status since then. The QS website states "A typical five-star institution is generally world-class in a broad range of areas, enjoys an excellent reputation and has cutting-edge facilities and internationally renowned research and teaching faculty."</p> <p>QS also ranked the University of Canterbury 214 in the 2016-2017 World University Rankings. The University is the third ranked University in New Zealand.</p> <p>The University of Canterbury has 19 subjects ranked in the world's top 200 (QS World University Rankings by Subject 2016).</p>



<p><b>18. Richard Walker</b>  <b>General Manager Sales</b>  <u><a href="mailto:rickw@westland.co.nz">rickw@westland.co.nz</a></u>  <b>+64 27 255 2025</b></p>	<p><b>Westland Milk Products</b>  <u><a href="http://www.westland.co.nz">www.westland.co.nz</a></u></p> <p>Westland Milk Products is a dairy co-operative headquartered in Hokitika, on the West Coast of the South Island.</p> <p>Westland is 100% owned by its 430 dairy farmer shareholders, who supply milk to Westland's processing sites in Hokitika and Rolleston, 20 minutes south of Christchurch.</p> <p>Westland services food manufacturers globally with the highest quality dairy ingredients and nutritional products. Westland also provides consumers with its own 'WESTGOLD' branded butter and UHT products to markets around the world.</p> <p>Westland is also the proud owner of EASIYO, a make-at-home yoghurt product. EASIYO is a household brand in New Zealand and is growing its presence in exports markets such as Australia, and parts of Europe and Asia.</p>
<p><b>19. Mike Allen</b>  <b>Geothermal New Zealand Representative</b>  <u><a href="mailto:mike.allen@xtra.co.nz">mike.allen@xtra.co.nz</a></u></p>	<p><b>Geothermal New Zealand</b>  <u><a href="http://www.geothermalnewzealand.com/">www.geothermalnewzealand.com/</a></u></p> <p>Geothermal New Zealand Inc. is a targeted collaboration that provides access to the diverse skills of New Zealand's geothermal industry, moving beyond the traditional consultancy support for which New Zealand is already well recognised.</p> <p>We can introduce you to experts at every stage of a geothermal development, applying international best practices in exploration, resource confirmation, feasibility, design and procurement, construction, commissioning and operations; whether you need an individual or a team of specialists.</p> <p>The Geothermal New Zealand initiative provides a comprehensive and valuable level of support to the international geothermal market. The track record for New Zealand expertise is recognised globally; as part of a \$2 billion geothermal investment programme, the quality and success of recently commissioned plants in New Zealand have set new standards.</p> <p>The rapidly maturing global geothermal market and the entry of a range of new players into this market, demand these standards be replicated wherever possible; Geothermal New Zealand is providing innovative solutions in this new era of geothermal development.</p> <p>Mike Allen is New Zealand Special Envoy for renewable Energy and Executive Director of Geothermal New Zealand Inc. He has been involved in the renewable/clean energy industry for over 40 years with extensive international experience, particularly in the geothermal industry</p>