



## EMISSIONS TRADING - New Game, New Rules

Brush aside the millennium bug, the bird flu, even the 1970 scare of a new ice age, because there is a new game in town to take our attention.

Believe in Global warming or not – believe in the cause being the greenhouse effect or not – believe that greenhouse is caused by humans carbon emissions or not - doesn't matter, this new game has many players and new rules.

In the 1990's the new concern became global warming and it was being blamed on higher levels of carbon dioxide in the atmosphere. By 2000 the term had been replaced by 'climate change'. From that date and on going, there is debate among scientists as to whether the temperature is rising or not, and to what extent human intervention versus natural events has as a part to play in it. The debate continues, but most governments have accepted the findings of "The Intergovernmental Panel on Climate Change" (IPCC) which says climate change is a real issue requiring international action and cooperation. We have all heard what impact 'Global Warming' will have, and if the predictions of these scientists are correct, there should be reason for concern.

To avoid catastrophic changes in climate, scientists warn that we need to reduce levels of Co<sup>2</sup> by half the current rate by the end of the century, but if developing countries such as China and India do not participate in Kyoto, then the countries that want to shoulder the world's problems, like us, will need to cut emissions by 90 percent. In a global sense New Zealand is not, I will boldly say, a contributor to the problem, accounting for (according to the accepted math model) less than one quarter of one per cent of the human active portion of the worlds overall greenhouse gas emissions.

These emissions, under the 'Kyoto' definition include sheep and cows that generate almost half of the NZ emissions. Sure it's methane and nitrates not Co<sup>2</sup>, but the gases are included in the greenhouse equation. New Zealand's figures as at November 07 were: Transport 20%, Electricity generation 9%, Industry 7%, Agriculture/methane 51%, Agriculture/other 2%, Residential 1%, Commercial 2%, Industrial Processes 5%. Believe it - New Zealand is a world leader in the generation of electricity from renewable sources with more than 65% of our generation coming from hydro, wind, and geothermal. Southland for its part is helping to contribute, with the newly commissioned White Hills 29 turbines generating for 30,000 homes, the proposed Kiawera 83 turbines of 240mw east of Gore and the planned Slopedown site at Wyndham with 150mw. By comparison Australia generates almost all its energy from low grade coal and China is building the equivalent of one Huntley coal fired power station every week. NZ's only coal fired power station, Huntley, together with our entire transport sector account for only 0.075 percent of emissions to the global total, and our largest industrial emitters are directly responsible for 0.02 percent of the global total. Further, it is being demonstrated that most of our large industrial emitters are maintaining their 1990 levels or are operating within a few percentage points of world's best practice for energy efficiency. We only have to point to our own aluminum smelter New Zealand's largest single energy use who has made enormous advances in energy efficiency programs and scrubber technology with emissions, northern cousins take heed.

So, on that basis it seems unreasonable to blame industrial emitters for our climate change problems. Chamber Southland in its submission to the Select Committee on the Emissions Trading and Renewable Preference Bill (Feb 08) is not saying that we are squeaky clean. We do support action to reduce global emissions of greenhouse gases, but we believe the Government should not be imposing restrictive measures upon New Zealand businesses ahead of other countries. We have submitted that we should not introduce emissions trading or any other price based mechanism to reduce greenhouse gas emissions until our major trading partners face similar costs, other wise our already suffering export sector will lose any competitive advantage by it being offset through the direct effect of added emissions taxes.

The role of the Chamber of Commerce Southland is to influence and inspire business vitality in the Southland region and to help you to be the **'Best you can be'** in business

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## CHAMBER WELCOMES NEW MEMBERS:

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If these are businesses you have not heard of, visit them  
and add them to your contacts list

## NEW MEMBER PROFILES

Part of the membership package is a profile in the Chamberlink. This is a good way of letting others know about your business and finding out about new businesses which have started up.



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PEL works with individuals and companies or as part of a committee. We are happy to act as sole organiser or become part of the steering team. We can provide all of the ideas or become another resource in a brainstorming team. In all cases we undertake the responsibility and management of the day to day tasks that go into organising any event.

For further information contact Ronda or Juanita and let them take the pressure off you!!

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**Nind Electrical Services Limited** is an award winning electrical contracting firm, with divisions supporting industrial, dairy farming and commercial and residential projects. The company which has been in operation for over 30 years, has its administration base in Invercargill with branches in Winton, Queenstown, and Cromwell. Nind Electrical employs over 50 staff and places strong emphasis on training electrical apprentices.

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## ROOMS FOR HIRE:

We have an interview room available for use for offsite meetings. This is free to members.

We also have a training room available for hire.

Rates for this are on the back page, or contact us for more details

# 5 <sup>b</sup> connected BUSINESS BUSINESS AFTER FIVE

## NETWORKING DIARY

<b>April 15</b>	Royal NZ Foundation for the Blind
<b>April</b>	Chamber AGM
<b>June 11</b>	NZ Police

Check out details on Chamber website [www.commercesouth.com/events](http://www.commercesouth.com/events)



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## How to Create Business Networking Relationships

Debra Bell

People do business with people – people do not do business with businesses. We prove this when we follow our hairdresser to a new salon. Our relationship is so strong with our hairdresser it overrides our loyalty to the business. So we as individuals have the ability to develop powerful, prosperous business relationships using networking as the vehicle.

Networking is an attitude. It is not something you DO to someone. It is the attitude of 'giving to gain' rather than 'giving to get!' Third party referrals are a valued source of new business. Certain industries thrive on these sources of endless referrals. Strategic alliances are partnerships between individuals and/or businesses which formalize these referral relationships. Businesses cannot thrive in isolation, Developing contacts and connections through strategic alliances creates a depth of resources which can change your thinking about your business. Creative associations with other businesses expands your thinking from 'small', 'limited' and 'lacking in resources' to 'expansive', 'empowering' and 'prosperous'. The depth of your resources is determined by the number of people you know. The game is to develop extensive business connections to support your initiatives.

Based on the premise that people do business with people they know, like and trust – then the strength of your business is determined by the relationships you have with your clients, suppliers and most importantly your team of referrers - advocates who promote your business by word of mouth.

Networking is possibly the most misunderstood and undervalued business strategy. It is the time equity invested in growing your business rather than the cash spent on marketing and advertising. The numerous invitations you receive to product launches, business openings or celebrations are business opportunities providing you do more than turn up for the refreshments.

# 9 connected



"Public opinion is like the castle ghost; no one has ever seen it, but everyone is scared of it"

**Sigmund Graf**

Nothing will ever be attempted, if all possible objections must first be overcome.

**Samuel Johnson**

## MORTGAGES

In the light of the current financial forecast, current borrowing and spending habits of New Zealanders, it is anticipated that the prevalence of Mortgagee sales will increase. A Mortgagee sale is a right vested in the Mortgagee (normally the Lender) by virtue of a charge over property (usually land) created by contract to secure the future payment of money, referred to as a Mortgage.

There is some confusion as to what a Mortgage is. Often people get confused between a Loan and a Mortgage and refer them collectively together as a Mortgage. In fact the Loan and the Mortgage are separate contractual matters that are linked together. The Loan is the lending/borrowing of money and the terms thereof. The Mortgage is a security for the Loan. The Loan may be repaid yet the Mortgage (if registered) may still exist until such is released. This allows some flexibility in the event that future borrowing is required as a Mortgage not only secures present borrowing but also future indebtedness.

Most major Lenders will require a Mortgage to be registered against the Certificate of Title to the land. Registration of the Mortgage creates priority amongst the charge holders. Therefore if there are two Lenders competing for interest in the land, then priority will go to the Lender that has registered the Mortgage first in time although there is no prohibition on the amount of Mortgages that can be registered.

By granting a Mortgage, the Mortgagor (the person who owns the land or the Borrower) contracts with the Mortgagee to ensure the compliance of the Mortgagor with all obligations under the terms of the Loan Agreement and Mortgage and especially the repayment of debt to the Mortgagee. The Mortgagor also agrees with the Mortgagee that they will maintain the land in a good condition (as any deterioration will affect the value), pay all rates and levies for the property (rates especially are a charge on the land and rank ahead of any Mortgages), keep the land and improvements insured for full replacement value at all times, not register any further Mortgage without the Mortgagee's consent and to allow the Mortgagee to enter the property at any time for inspection purposes.

If the Mortgagor breaches any terms of the Mortgage or Loan Agreement including the repayment of debt, then the Mortgagee can then proceed to a Mortgagee sale by serving upon the Mortgagor a Property Law Notice specifying the defaults under the Mortgage. If the defaults are not remedied within the required time specified in the notice, then the Mortgagee may proceed to a Mortgagee sale of the land. The proceeds of the Mortgagee sale are then used to firstly in payment of the sale costs such as Real Estates agent's commission and subsequently in repayment of debt secured against the property in order of priority.

We do hope that this brief summary is helpful when considering future borrowing. It always pays to be mindful that once a Mortgage is registered and no further borrowing is likely to occur, then it is advisable to request that your lawyer attend to a discharge of the Mortgage with the Mortgagee's consent.

Please remember, this information is designed as a guide only and shouldn't replace the advice of your legal professional. We welcome your comments: [chris.peddie@awslegal.com](mailto:chris.peddie@awslegal.com)



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For more information visit [www.nzimsouth.co.nz](http://www.nzimsouth.co.nz)

**\*\*NB: Administrative Professional's Day Luncheon  
Friday 9th May**

### Insuring your Intellectual Property Rights

Your patents, trademarks, designs and plant variety rights which make up your Intellectual Property rights, form part of your intangible assets. Theft of these assets is much more common than most people realise. They should be insured like any other property and goods and chattels that you own.

Unlike the theft of your goods and chattels which is a criminal offence, the theft or infringement of your Intellectual Property rights will be treated as a civil case in a Court of Law. Unless you have the cash available to engage expert legal help to recover those rights then you will probably have to abandon them when they are stolen. Insuring your Intellectual Property rights and advertising that you are insured acts as a deterrent to stop others from stealing them and will provide you with the cash to pay the legal expenses associated with recovering those rights when they are stolen or infringed.

It is accepted practice to insure your property and your goods and chattels if you want to use them as security to raise capital.

It is also becoming more common for venture capital providers to invest only in potentially great ideas when they know that the patents that they are investing in are insured too. Many international distributors will only agree to act as your distributor when they know that you have either insurance or sufficient cash to protect them and your assets if a competitor attempts to copy the goods incorporating your patents which they are trying to sell on your behalf.

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## EMPLOYERS' GUIDE TO LONG TERM SICKNESS

Dealing with staff off work with long term sickness can be a difficult and stressful experience and unless you get the process right you could face a personal grievance or unjustified dismissal claim. Here are the steps to follow (modified for each different situation) but please ensure that you follow any processes set out in employment agreements or your office manual as well as those below.

After an employee has been off sick for three consecutive days (not necessarily working days) you can require them to produce a medical certificate at their cost.

The certificate should state when they are expected to be able to return to work (fully or partially).

If the return to work is partial then the certificate should state what types of duties they should be fit to perform.

You need to consider whether you can cover the period of expected illness with current staff or a temp, and the economics of doing so. You may be able to get by with a temp but the costs may be prohibitive or the temp may not be able to perform all tasks. Also consider the pressure that may be put on the other staff having to pick up extra tasks.

If you decide you need to put a time limit on a return to work you need to write to the employee and specify when they need to be able to return to fulltime work. You may also want to specify that they be making sufficient progress by a certain date (perhaps so many hours per day, or certain duties). You will also need to

specify a requirement for their medical practitioner to report on progress at regular intervals.

You need to follow up at the review point with a notice requiring them to be fully fit to resume work by a set date. You also need a certificate from their doctor stating they consider that the employee is (or will be by a certain date) fully fit to resume their duties.

You also need to tell them that if they are not able to resume full duties, you will have to make a decision on their continued employment. We suggest you ask them to provide you with any information they wish you to take into account should it become necessary to make a decision on their job.

If they advise that they are unfit to resume work or they fail to attend work by the due date then you need to consider whether you terminate their employment.

If you decide to terminate their employment you need to give them notice. The length of notice will be that in their agreement. You also need to consider whether you will make any payment on termination (as a goodwill gesture).

You do not have to go through a long drawn out process and the time frames you set really depend on how much leeway you are willing to give for the employee to recover. This will probably vary from employee to employee and be guided by how much they offer to the company by way of skills together with any loyalty they have generated by long and valued service.

## Minimum Wage Increase

The minimum wage, which applies to people 16 years and over, will increase to \$12.00 an hour from 1 April 2008. This increase will benefit around 102,400 adult workers, most of whom are women. The youth minimum rate of \$9.00 per hour, for employees aged 16 and 17 years will increase from 1 April with a new entrants minimum hourly rate of \$9.60, or 80% of the adult minimum wage. The new entrants rate can be paid to 16 and 17 year olds for the first 200 hours or three months of employment, then the adult minimum wage applies.

More information can be obtained from:

The Chamber Website – Info-zone

“I couldn’t wait for success -  
so I went ahead without it”

**Jonathan Winters**

## New Zealand Energy Quarter

Key highlights of the December 2007 energy quarter released include:

- Crude oil production reached a record high for NZ due to the Tui oil field coming on line, boosting oil exports by almost 4 times compared with December 2006 quarter.
- Annual gas production rose almost 10% compared with 2006, largely due to Pohokura coming on line
- NZ’s installed wind capacity for electricity generation almost doubled in 2007
- A reduction in coal consumption for electricity generation due to the commissioning of Genesis Energy’s e3p efficient gas-fired generation facility. This reduction in coal use for electricity generation helped reduce greenhouse emissions from electricity generation.
- While petrol and diesel prices increased 5 and 12 percent respectively during the December 2007 quarter, NZ’s strong dollar, especially against the US dollar, continued to shelter motorists from the full impact of high international oil prices.

**Published 18 March 2008**

## International Maritime Organisation must set new pollution standards, ICC says.

ICC’s Committee on Maritime Transport has called on the International Maritime Organisation (IMO) to adopt new emissions standards for ships in the coming months.

Stricter global standards are urgently needed for the emission of nitrogen oxides (NOx) and for assessing technology to curb sulfur oxides (SOx) and particulates. These substances are known to contribute to acid rain, harm biodiversity on land and in coastal waters and are major contributors to rising amounts of ground-level ozone.

ICC advised that measures to address greenhouse gas emissions from ships, particularly carbon dioxide (CO2) are also necessary. New, more effective environmental standards must also take into consideration fuel availability for ships.

The IMO, a UN agency charged with developing a regulatory framework for the world’s shipping industry, is in the final stages of reviewing ways to adopt tighter standards. But to avert the proliferation of regional and local emissions regulations, the IMO must act now, ICC urged. Otherwise, a patchwork of varying regulations would lead to operational difficulties, varying fuel standards and higher costs across the board in the shipping industry, ICC warned.

Air pollution from oceangoing ships is one of the most important issues for the international maritime and port industries, especially in major ports and busy coastal areas.

IMO is looking to amend a treaty which entered into force in 2005 to reflect advances in technology and fuel standards. The current treaty, commonly referred to as MARPOL Annex VI was ratified by countries representing three quarters of the world’s large vessel tonnage. But even before the treaty was implemented, technology to lower NOx emissions below the treaty’s requirements and engine technology and low-sulfur fuels to further reduce emissions were already available, especially in ports and coastal areas.

ICC urged member states to wait until the IMO makes its amendments to the treaty, which ICC expects will set strict enough standards so that no further action will be required.

ICC’s Commission on Transport and Logistics groups shippers, carriers, intermediaries and ports to elaborate global business positions on market liberalization, competition and the environment.

Paris February 2008

Profit  
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## PUBLICATIONS RECEIVED:

The Case for a Forestry Offset Scheme, as part of the New Zealand Emissions Trading Scheme.

A paper put out by the Flexible Land Use Alliance.

More publications from Turkey – Jewellery, Boat & Yacht Building, Hazelnuts, Fishery, Natural Stones and Fruit Juice.

If you are interested in viewing these, contact the Chamber Office 03 218 7188



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This month, HSBC is pleased to be able to offer the combined financial insights of Stephen King and Stuart Green, HSBC's Chief Economist and Global Economist respectively, as well as the HSBC Global Research team, who have provided Chamberlink with their opinions of the New Zealand economy this month.

### **New Zealand Dollar in trouble?**

The Kiwi has followed a broadly similar path to the AUD for some time now and while we had expected the NZD to underperform relative to its Antipodean neighbour, the pair have traded sideways since the middle of December. Given that rates have likely peaked in New Zealand, and the economic picture has been slowing for some time, we still feel this is the case, but as with the AUD, the main concern is that any bad news will not now be balanced as it has so far, by prospective Fed actions, and that riskier assets will suffer.

### **Risk sentiment still key driver**

On 24th January, the RBNZ left the official cash rate at 8.25%, where it has now been since July last year. NZD remains the highest yielder by some distance amongst the G10 currencies, and because of this, it has traded considerably on the back of rising and falling risk aversion. It seems that yield is being used as a proxy for the risk of a currency in the current market conditions, with high yielders perceived as most risky and low yielders least risky. Therefore when risk aversion has picked up (for example when equity markets crashed on 21st January) NZD has suffered, but when markets calmed (when the Fed cut rates) NZD gained. However, as we mentioned for the AUD, the risk balance is now more tilted towards bad news, as the Fed has already acted considerably and Fed cuts are already priced into markets. Bad news now is likely to be taken less well and this will prove dangerous for NZD.

### **Macro data mixed**

The RBNZ noted the "ongoing turbulence in international financial markets" in its statement, but maintained that the economic picture in New Zealand has held up well through this. The most recent employment data was particularly strong and robust retail sales data (up 2.0% m/m in November) and yearly CPI of 3.2% back up the view. However, building approvals have started to fall away, as have home sales. The picture has been fairly rosy for some time, but the likelihood is the economy will start to slow as the US's pain begins to spread.

### **Downside more prominent than up**

Our view on NZD is linked to market developments and risk appetite. Should everything calm then NZD will perform well. However, this seems the least likely scenario. With bad news still emerging fairly regularly, and now little to counter it following the Fed cuts, the perceived riskier currencies are likely to start to suffer, and with NZD, chief amongst the high yielders, is likely to be hardest hit.

### **Economy at capacity**

New Zealand domestic demand growth slowed in the second half of last year, a trend welcomed by the Reserve Bank of New Zealand. The lively housing market has begun to weaken, while retail sales growth has moderated. Business investment growth faded. Through 2008 we expect export growth to pick up while domestic demand continues to moderate. GDP growth should however remain above 2%. Troubled by a somewhat higher inflation rate than it wants to see, the RBNZ will likely maintain its 8.25% cash rate through 2008. It declined to raise it further after a July 2007 tightening, however, and we think it unlikely that another tightening will need to be seriously considered. As in Australia, the global elevation of lending spreads has done some of the central banks work for it. The New Zealand dollar was volatile through 2007, with a reliably inverse relationship to global risk aversion. It remains a popular asset in the yen carry trade, however, and the yield differences between New Zealand dollar assets and those in Japan, the US and Europe are likely to persist. We look for a little currency weakness in 2008, but not much. Like Australia, New Zealand has enjoyed a protracted expansion. Like Australia it is now challenged by very low unemployment and higher inflation than the central bank is prepared to accept. The essential policy issues in both economies arise from the probability that they will for many years need to operate at the very limit of their capacity.

global



# CHAMBER OF COMMERCE SOUTHLAND

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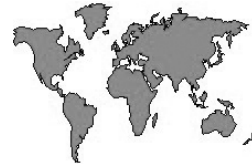
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