

From the President

I hope you enjoy this edition of Opportunità and I wish to acknowledge Nature's Flame for generously supplying an article about their entry into the Italian market.

Recently, I had the honour of conferring, on behalf of the ICCNZ, our first Life Membership Award. The recipient, Mariano Leonti, served as President of the ICCNZ from 2005 to 2010 with extraordinary energy, passion and dedication and continues to be actively involved in the Chamber.

The NZEBC Luncheon with His Excellency Jose Manuel Barroso, President of the European Commission, in Auckland on Thursday 8th September is a sold out event and we look forward to seeing ICCNZ members there.

As always, any news or announcements you would like included in the next newsletter, simply email this through to president@iccnz.com.

Buona lettura! Happy Reading!

Liz Maxwell
President

Life Membership Awarded to Immediate Past President, Mariano G.M. Leonti



The ICCNZ in its 10th year, is proud and honoured to confer Life Membership on Immediate Past President, Mariano G.M. Leonti. Mariano has dedicated significant energy, passion and dedication to the ICCNZ as well as serving as President of the ICCNZ from 2005 to 2010 and I know members will join, along with the Executive, in extending their heartfelt thanks for his support in the past and in the future.

September 2011

News and Events

- Life Membership Award – Mariano Leonti
- ICCNZ website – Italiano and English
- Italian beachhead for quality New Zealand renewable heating fuel
- Nelson's First XV Wine Competition
- Italian Festival - Nelson
- REAL NZ Showcase 2011
- Nelson Tasman Chamber of Commerce - Business Events during Rugby World Cup 2011
- Innovative Travel
- Stephens Lawyers – Director Appointment
- Marriott and Global Hotel Alliance – Italy
- Vespa PX
- The New Ferrari 458 Spider
- Alfa Romeo 4C
- The Alfa Romeo Italian Film Festival 2011 NZ

New Members

- Beretta New Zealand Limited
- Darmec S.r.l.
- Discovery Education & Travel Limited
- IVECO
- Pizza Pomodoro

Trade Fairs & Exhibitions

- BioEnergy Italy - BioMass and Renewables
- Fieragricola – International Agri-business Show

Newsletter can also be viewed online www.iccnz.com

ICCNZ Website – www.iccnz.com



Work continues on offering visitors to the website, the option to read in English or Italiano. We acknowledge the contribution of time and expertise, by ICCNZ members, **Elisa Cavalmoretti, Italian Translator and Allyson McKay, Language Facilitation Limited** for the Italian translations. On the Italian pages, you will find their contact links, should you require language translation, interpreting and other services, at any time. Thanks also to **Vince Cabrera of Rio Bravo Consulting** for his work on the ICCNZ website. Other website refinements - the News page now features general news with a tab taking you to the Newsletters page and there is now an Events page, listing upcoming events of interest for ICCNZ members.

Italian beachhead for quality New Zealand renewable heating fuel



With its **miopellet** brand of wood pellet fuel, New Zealand company **Nature's Flame** is making a strong push into the Italian home-heating market and, going into the northern autumn, the signs are looking positive.

Nature's Flame has two modern wood pellet factories in the central North Island, the heart of New Zealand's massive plantation pine forest industry. Both plants carry DINplus certification (the leading European quality standard for domestic wood pellet fuel) and the small amount of ash the fuel generates is also certified by Biogro as an input for organic products.

Kerry Ellem, the General Manager of Nature's Flame, says these endorsements of the fuel's quality are an important advantage. "The Italian market for wood pellets as a home-heating fuel is well developed so the consumer is educated about quality and also has some concern about the sustainability of what they are buying.

"I understand there are only a very small number of plants outside Europe which have DINplus certification. One very strong advantage we have is that New Zealand's radiata pine is 100% renewable, sustainable forestry. Already, around 80% of the huge New Zealand plantation resource has Forest Stewardship Council (FSC) accreditation and that proportion is growing all the time. Both of our plants have FSC chain-of-custody approval.

"That's a big part of the Nature's Flame story – it means a buyer doesn't need to worry that their home comfort is coming at the expense of old growth forest or rainforest. These issues are becoming more and more important to consumers."

Nature's Flame started in Europe by sending bulk shipments of wood pellets to electricity generators who use the fuel to leaven more traditional fuels and so reduce the carbon emissions from thermal plants. Those initial bulk orders encouraged the company to consider how it might tap into the higher-margin home-heating market and how far into the market it could penetrate. Northern Italy was chosen for the beachhead because its market for bagged pellets is around one million tonnes a year, growing at 10-to-15 per cent a year.

"When we identified that Italy had good potential, we started a relationship with an agent and sent up a number of trial shipments of bagged product," Kerry says. "That was very well received, so in the last year we have established a company, **Nature's Flame Italy srl**, and developed our brands – "miopellet" for Italy alone and "pinoflam" for the wider European market. The product is bagged in New Zealand and shipped in containers.

"We think if we intend to fully explore the potential Italy and Europe generally has to offer, and we do, then we needed to be there with a serious commitment. It was important to be in the market developing our own brand and distribution channels and operating in local conditions. By having our own company in Italy, we have direct contact with retailers and retain ownership further through the value chain. It's early days yet, but the signs are encouraging.

"Our sales agent now works and sits alongside our Italian company as a commission sales agency and we have strong forward orders with a base of more than 100 retail outlets. Nature's Flame Italy srl retains ownership of the product through to that sale to the retailer. This is our first winter with our own brand in the market and considering it is so early in the season, we've been surprised by how much commitment there has been from retailers. We did not expect demand to really show until September or October."

As well as having a supportive sales agency, Nature's Flame Italy srl has worked hard to secure an efficient and committed logistics provider. "For us this is crucial. Throughout Europe, internal freight and materials handling can be relatively costly," Kerry says. "We are fortunate to have established a good relationship with a cost-effective firm which can see the product's potential and which has the skills to facilitate clearance of goods from a number of ports, then either deliver direct to customers or deliver product to warehousing for devanning and on-delivery to customer retailers."

Clean-burning and with very low ash, wood pellets are rapidly moving into the mainstream of heating fuels. Users of Nature's Flame wood pellet fuel value its energy output and controllability as well as its environmental credentials.

Nature's Flame -- www.naturesflame.co.nz -- is a business of state owned enterprise Solid Energy New Zealand Ltd -- www.coalnz.com



The **New Zealand Italian Festival**



Taking the Competition off the Rugby Field and into the Winery

A thrilling line up of international aromatic wine is waiting quietly in Nelson for this month's big taste-off.

This is a New Zealand first...some of the best Pinot Gris, Riesling and Gewürztraminer from Nelson, Italy and the United States will be tasted blind in Nelson just days before the Italian and American rugby teams battle it out on Nelson's Trafalgar Park on September 27th.

Nelson was home to New Zealand's very first game of rugby in 1870 and looks forward to hosting three games in the Rugby World Cup. "We are celebrating our elegant Nelson aromatics from both the Moutere Hills and Waimea Plains, and we are confidently putting them alongside wines from Alto Adige, Trentino, Friuli, Willamette Valley, Finger Lakes and Russian River", says Mike Brown Chairman of Nelson Wineart.

The judging will be done by internationally respected judges Leslie Sbrocco from the United States, Riccardo Castaldi from Italy and Sam Kim from New Zealand, while Ralph Kyte-Powell from Australia will chair the ensuing tasting.

Leslie Sbrocco says "Not only has the Nelson First Fifteen Competition created excitement in New Zealand, the energy has rippled across the deep blue to our shores. As a fan of Kiwi wines I have touted their beauty worldwide, but I'm also proud to showcase American aromatics to an audience who may not have tasted them before. Let the games begin." Results will be announced at a dégustation dinner at Nelson's glamorous gravity-fed Woollaston Winery; John Hawkesby is the MC and tickets are open to the public but are selling fast.

"Nelson is such a beautiful place; we have three national parks, great restaurants, and a world class art community as well as some of New Zealand's finest wines. We want people to come to Nelson to watch the rugby, discover our food including New Zealand's best scallops, appreciate our artists and of course enjoy our wines." says event organizer, Gisela Purcell.

"This is a unique event, innovative and exciting and the perfect way to impress our international rugby visitors."

For more details and a list of the wines in the taste off visit www.nelsonwineart.co.nz

Nelson - 17 and 18 September 2011

The Italian Festival in Nelson will be based on the New Zealand Italian Festival - Wellington model, which has run successfully for 15 years. It will be a weekend in Italy, showcasing the best Italy has to offer on Saturday 17th and Sunday 18th September 2011. There will be similar activities each day, however, the exact same entertainment won't be held, to encourage people to attend both days.

ICCNZ members are warmly invited to exhibit at the Festival and further information:

<http://www.theitalianfestivalnewzealand.com/nelson/>

Long Table Lunch

The Long Italian Table will have one seating on **Saturday at 12pm** and two on **Sunday, one at 12pm and one at 2pm**, for a maximum of 66 people (bookings necessary). **Food will be served in the middle of the table as a traditional shared lunch.**

The cooking demonstrations will be performed by chefs Gabriele Cagnetta of La Bella Italia and James Perry from the NMIT's Academia Barilla.

CiboArte

Nelson School of Music – Saturday 17th September, 2011 7.00pm – 9.00pm

The New Zealand Italian Festival, in conjunction with Wild Tomato magazine and Academia Barilla, presents Nelson's first ever CiboArte event, featuring Italian Soprano Lilia Carpinelli accompanied by Italian pianist Matteo Napoli.

CiboArte is a celebration of regional Italian food (Cibo) and Italian Opera (Arte). Enjoy an evening of superb Italian opera, and supper prepared by Nelson's own Accademia Barilla. Event organized by chef Gabriele Cagnetta and maitre Roberto Arena of La Bella Italia.



Booking information can be found on www.theitalianfestivalnewzealand.com/nelson.

REAL NZ Showcase puts the creativity and innovation of NZ business on show with events up and down the country in 2011.

<http://www.nz2011.govt.nz/business/real-nz-showcase>

Auckland International Boat Show 15 – 18 September 2011

New Zealand's biggest ever on-water boat show will be held in the heart of Auckland City in the magnificent Viaduct Harbour. Hundreds of high-class power and sail, new and used, private, charter and classic vessels will again be on display on the specially constructed floating marina.



A full list of exhibitors and show details available on www.aucklandinternationalboatshow.com

NZ Flair 13-15 October 2011

Three day event in Hamilton, Waikato, to showcase New Zealand's innovation and capability, in aviation design, manufacturing, maintenance, repair and operation (MRO) and pilot training.

www.nzflair.com

Knights of the Sky Exhibition Omaka Aviation Heritage Centre, Marlborough 9-23 October 2011

The Knights of the Sky Exhibition at the Omaka Aviation Heritage Centre in Marlborough contains the world's largest collection of World War One aircraft and rare memorabilia, including a mix of dramatically-staged static displays along with flyable planes



www.omaka.org.nz

National Wood Innovation Showcase 5 September – 22 October 2011

A showcase of innovative wood design and products, at 26 sites throughout New Zealand.



www.winningwithwood.com

Clean Energy Expo 13-16 October 2011

The Clean Energy Expo at the New Zealand Clean Energy Centre near Lake Taupo in the Central Plateau will be a Showcase of New Zealand's clean energy technologies.



www.cleanenergy.expo.co.nz

Rutherford Innovation Showcase

2011 is a milestone year for New Zealand as it hosts the Rugby World Cup and welcomes a global audience of business leaders to the country during this landmark sporting, business and cultural event.

The name Rutherford exemplifies our history of innovation as it commemorates Ernest Rutherford who was the "father of nuclear physics" and led the scientific team that first split the atom.

For the Hi-Tech & ICT sector, 2011 marks the beginning of a growth phase as we take advantage of new Free Trade Agreements, major domestic ICT infrastructure and services opportunities, local government reform, the rebuilding of Christchurch and IT driven transformation of Central Government.

The intention of the Rutherford Innovation Showcase is to provide a collaboration and business development platform for Hi-Tech and ICT companies to engage with key national and international stakeholders, be it potential or existing partners, investors or customers. Along with key partners, New Zealand Trade and Enterprise, Ministry of Science and Innovation and ATEED, we will host a series of events around the country.

Programme overview www.rutherfordinnovationshowcase.co.nz

NELSON TASMAN CHAMBER OF COMMERCE

Business Vitality

Nelson Tasman Chamber of Commerce extends an invitation to visitors to the region during Rugby World Cup 2011, to attend their Business Receptions on

Monday 19th September at Nelson Marlborough Institute of Technology, Nile Street, Nelson from 5.30pm

Friday 30th September at Deville, 22 New Street, Nelson from 5.30pm.

If you would like to attend, RSVP to phone 03 548 1353 or email: support@commerce.org.nz

Dress: Business Attire

Spectacular Italy highlighted in exciting lifestyle holiday Venice to Mantova



The Innovative Travel Company specialises in selling holidays to Italy through its quality Italian family owned 'Cit Holidays' programme, providing travel options for all of Italy. The company has now added another style of fantastic holiday options for Italy.

'Cycle and Sail from Venice to Mantova' takes you on a relaxing boat trip, where you can choose to cycle as much or as little as you desire, between the villages along the Po Delta. This wonderful trip travels to the heart of the Po plain up to Mantova where many world famous artists left their masterpieces thanks to the financial support of the famous Gonzaga family. This journey also provides you with a wonderful insight into the unique ecosystem of the lagoon and the Po Delta area.

More information and free brochure copies available by contacting TollFree 0508 100111 or view details on www.innovative-travel.com

Alan Henwood joins Wellington Law Firm, Stephens Lawyers

Wellington law firm Stephens Lawyers today announced that Alan Henwood has joined the firm as a Director.



With over 30 years' experience, Alan specialises in commercial and public sector property, including acquisitions and disposals, property development and construction contracts. He also has extensive local government experience, and experience in corporate and trust structures in the public and private sectors.

Prior to joining Stephens Lawyers, he was a specialist property practitioner with Impact Legal and Simpson Grierson where he was a partner in its local government and environment practice.

Stephens Lawyers founder Michael Stephens, a leading film and entertainment lawyer said, "Alan brings with him a wealth of experience and expertise. He will make a significant contribution to the firm's corporate, commercial and local government practice." Michael Stephens says, "I have known Alan for a number of years and we worked together as partners at Simpson Grierson in Wellington. Alan is held in high esteem throughout the profession and by the many people and organisations he has represented. He will make a significant contribution to the expertise of our growing practice, and, in particular to the firm's clients."

www.stephenslawyers.co.nz

Marriott and Global Hotel Alliance expansion in Italy

Marriott has announced the addition of six Boscolo hotels to its Autograph Collection, while Italian group The Lungarno Collection has joined the Global Hotel Alliance. Launched last year and referred to by Marriott as "a group of exceptional independent luxury hotels, each hand-selected for their originality, character and uncommon details", the Autograph Collection now has 26 properties worldwide, with four Italian Boscolo hotels set to join the portfolio, as well as two properties in Budapest and Prague. Two of the Italian properties, Boscolo Exedra and Boscolo Palace are located in Rome, with a third in Venice and one in Milan.

Meanwhile the Global Hotel Alliance - which includes hotel groups such as Kempinski, Leela and Marco Polo - has signed its first Italian member. The family-owned Lungarno Collection counts "luxury hotels, design hotels, private villas and exclusive Swan Sailing boats" in its portfolio, in locations including Rome, Florence and Tuscany.

Vespa PX - The Vespa in its most original form, once again takes its place of timeless legend



Forming the link between the history of the world's most famous scooter and its future, the Vespa PX is back with a choice of its most classic engine sizes. Incomparable style, an engine which respects the most severe emissions standards and the classic four gear transmission make Vespa PX unmistakable and unique.

There has only ever been one Vespa.

The **seventeen million examples of the Vespa** sold across the globe since 1946 have brought together people of different languages and cultures, and have turned the dreams and desire for freedom of entire generations of young people into reality.

The Vespa has been an integral part of our history and a unique phenomenon in the history of popular culture: it was the vehicle that brought personal mobility to Europe in the post-war Europe. It saw younger generations take different sides with their Vespas and Lambrettas, or as Mods and Rockers. It embodied music, rebellion, romanticism and escapism. It represented the promise of freedom for all. It is the symbol of the era of the "Dolce Vita". It played a leading role in the 'revolution of thought' brought to fruition by the young generations of the 1960s and '70s. It welcomed the arrival of Rock'n Roll in Europe and was still here to see the advent of the MTV generation and digital music. And it will continue to go on.

Thirty-four years on the world's roads.

2011 is the thirty-fourth anniversary of the launch of the **Vespa PX**, a milestone that very few vehicles - let alone a two wheeler - can claim to have achieved. Making this achievement all the more extraordinary is the sheer popularity of this classic: **with over 3,000,000 examples sold in every continent.**

The majority of the examples built and sold are still running in countries all over the world - a testimony not only to the proverbial robustness and reliability of the scooter, but also to the deep affection that binds every Vespa and its owner. In the current Vespa range, the PX is the only model which offers the **four gear transmission** on the handlebar: a true "must" for enthusiasts, together with an unmistakable design which goes beyond all fashion.

The legend lives on: revised technical content and style.

Essential lines, elegantly minimalist: Vespa PX maintains all of the classic strong points which determined its success for more than three decades: unmistakable style, functionality and user-friendliness, the legendary sturdiness of a **steel bodyshell**, the **reliability** of a simple and indestructible engine and the possibility (whether as a functional feature or just because you like it) of fitting a **spare wheel**. A new **saddle** for the Vespa PX: with all-new design and upholstery. The proverbial **comfort and space** that have always distinguished the Vespa PX as the touring scooter par excellence have actually been improved. Ideal for two-up riding, the saddle accommodates riders of all statures, offering unparalleled comfort and vehicle control. The new **hand grips** in black rubber are elegantly branded with the Vespa logo. The classic **Vespa logo** also enhances the new central tunnel cover, now refined by an elegant edge in glazed material. The new **grille** cites the style of some of the greatest classics in Vespa history. The Vespa has always been distinguished by a **unibody construction** - an exclusive feature that has always set the Vespa apart from any other scooter. The PX remains true to this construction solution which, in addition to giving the scooter a classic flavour, also ensures superior stiffness and precision.

Vespa PX is available in four colours: **Mediterraneo** sky-blue, **Montebianco** white, **Rosso Dragon** red and **Nero Lucido** black.

For the **Vespa Dealer List** go to www.euroscooter.co.nz or contact: mark@triumphnz.co.nz for more information.



The new Ferrari 458 Spider

The world's first mid-rear engaged berlinetta equipped with a retractable hard top debuts at the Frankfurt Motor Show



The open-topped version of the Ferrari 458 Italia, the new Ferrari 458 Spider, will make its world debut at the 2011 Frankfurt International Motor Show next month (13 – 25 September 2011) and it will be a world first as mid-engined supercar with a folding hard top roof and one that is actually lighter than a conventional fabric hood.

The new Ferrari 458 Spider joins the 458 Italia, widening the range of Ferrari's mid-rear engaged V8s and offering the same uncompromising technological solutions, handling and performance in a refined open-top configuration. It is equipped with a Ferrari patented, fully retractable hard top, a world first for a sports car with this lay-out.

The 458 Spider is powered by Ferrari's naturally-aspirated, direct-injection 4.5 litre V8 which was nominated as the 2011 International Engine of the Year for its engineering excellence in terms of driveability, performance, economy and refinement.

The power is transferred to the road by Ferrari's class-leading dual-clutch F1 paddle-shift transmission through the sophisticated E-Diff, itself integrated with the F1-Trac traction control and high-performance ABS for maximum handling dynamics.

Certain of the car's features, such as its accelerator pedal mapping and the damping of the multilink suspension, have been calibrated to guarantee maximum sportiness and absolute driving pleasure with the top down, in line with Maranello's exclusive spider tradition.

Even the engine soundtrack has been honed to ensure that the car's occupants are completely captivated by the drop-top driving experience.

Entirely in aluminium, the hard-top solution adopted for the 458 Spider offers a number of advantages over the traditional folding soft-top, including a reduction of 25 kg in weight and a deployment time of just 14 seconds. Fully integrated into the styling of the car, the hard-top was engineered to fit neatly ahead of the engine bay without compromising aerodynamics or the performance of the car. The small space needed to house the roof enables the designers to include a generous rear bench for luggage behind the seats.

The rear of the car is characterised by innovative forms with the buttresses designed to optimise the flow of air to the engine intakes and the clutch and gearbox oil radiators. For maximum comfort whilst driving top down the 458 Spider features a generously-sized adjustable electric wind stop. The design was perfected to slow and diffuse the air in the cockpit, enabling normal conversation to be held even at speeds over 200 km/h.

New technical solutions adopted for the chassis guarantee identical levels of structural rigidity with the roof up or down. The result is a car that is truly exciting to drive, blending extreme performance with the responsiveness that has always characterised Ferrari's open-top berlinettas.

The Ferrari 458 Spider will arrive in New Zealand at the end of 2012, when prices and specifications will be announced.

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Alfa Romeo 4C Goes Fluid Metal and the Giulietta Goes Automatic



Alfa 4C Concept
© Copyright Alfa Romeo 2011

After its international public debut at the Geneva Motor Show last April, the Alfa 4C Concept will be exhibited at the 64th International Motor Show in Frankfurt (13-25 September 2011) in a new and exclusive 'fluid metal' exterior colour that dynamically enhances the smooth and sinuous lines of the car alongside new versions of the Alfa Romeo Giulietta equipped with the TCT gearbox that will be central to Alfa Romeo's growth in New Zealand in 2012.

In recent months the project has been refined and enriched with technical contents to enhance the dynamic excellence of the Alfa 4C Concept. Vehicle weight is confirmed at around 850kg, the engine delivering more than 200 bhp and a power to weight ratio less than 4kg per HP – traits worthy of a true 'supercar'. The Alfa 4C Concept showcases the formula of the two-seater, rear-wheel drive coupé with its central engine, a length of approximately four metres and a wheelbase of less than 2.4 metres. These dimensions on the one hand emphasise the Alfa 4C Concept's compact attributes, whilst on the other accentuate its agility. The Alfa 4C Concept uses technology and materials derived from the 8C Competizione – carbon, aluminium, rear-wheel drive – and technology from Alfa Romeo models currently on sale: the 1750 turbo petrol engine with direct injection, the ALFA TCT twin dry clutch transmission; and all the best of Alfa's DNA technology, obviously including the Alfa DNA dynamic control selector.

Also on display on the Alfa Romeo stand are two models that will arrive in New Zealand in January and which be central to the growth of Alfa Romeo in New Zealand in 2012. Following its launch here earlier this year, the Alfa Giulietta equipped with the next generation ALFA TCT twin dual dry clutch semi-automatic transmission will debut at the Frankfurt Show. This innovative transmission ensures greater driving comfort and a sportier feel than conventional automatic gearboxes, combined with improved efficiency and lower fuel consumption levels.

The Giulietta with the Alfa TCT transmission will be available with a choice of two engines: the 1.4 TB MultiAir 170 bhp engine and the 2.0 JTDM-2 170 bhp diesel engine, both which will come to New Zealand.



The Alfa Romeo Italian Festival 2011 New Zealand

Auckland – Rialto Cinemas, Newmarket

28 September – October 16

Bridgeway Cinemas, Northcote Pt

September 29 – October 16

Wellington – Paramount Cinemas

October 12 – October 30

Christchurch – Hollywood Cinema

October 19 – November 2

Dunedin – Rialto Cinemas

October 26 – November 9

Nelson – Suter Theatre

November 2 – November 16

Hawke's Bay – Cinema Gold

November 9 – November 23

Tauranga – Rialto Cinemas

November 16 - November 30

The Italian Film festival is very pleased to welcome Alfa Romeo as the naming rights partner to the festival. The festival is proud to have such an iconic Italian brand associated with the event.

DHL Global Forwarding has been a major contributor to the festival since 2000. DHL GF assist with all 35mm film movement, from Italy and Australia, return, and around New Zealand.

We welcome both Prodotti d'Italia and Beam Global (Frangelico) as continuing festival partners, together with Heritage Hotels and Gina's Italian Kitchen.

Cav. Tony Lambert, Festival Director, advises a final selection of 19 films has been made. The 2011 selection includes the best of Italian cinema from the years 2009 to 2011, with classics from 2001 and 1948. All films are in Italian with English subtitles.

Further details, of the films and synopses to follow soon. Meanwhile, consider gathering a group of friends and colleagues together, or invite a group of your customers and indulge in around two hours of great entertainment.

www.italianfilmfestival.co.nz

New Members

We extend a warm welcome to –



Beretta New Zealand was established in 2004 as a partnership between the 500 year old Italian firearms manufacturer Beretta, and a local businessman Martyn Coe. The founding ethos of Beretta New Zealand was to offer better value and high levels of service to New Zealand shooters.

Today, Beretta New Zealand is the master NZ distributor for all Beretta Groups brands including Franchi, Sako, Tikka, Stoeger, Benelli, Burris, RC Ammo and more recently Steiner Binoculars.

As the only global arms manufacturer to have a presence in this country, Beretta New Zealand enjoys direct access to Beretta and Benelli factories in the Italian cities of Brescia and Urbino.

The name Beretta is synonymous with quality and elegance, with many of Beretta's hand engraved shotguns selling for between \$3000 and \$100,000.

Beretta New Zealand has established a fully equipped workshop in our Auckland headquarters, where gun fitting, maintenance and stock measuring services are offered by our Italian factory trained gunsmith.

Beretta's motto is 500 years, one passion. At Beretta New Zealand, our passion for hunting and beautiful firearms is underpinned by our strong commitment to service and quality.

www.berettanewzealand.com

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DARMEC S.r.l. is an engineering company based in Borgo Montello (Latina), an important agricultural area where about nine percent of the worlds' kiwifruit production occurs.

DARMEC S.r.l. operates in three distinct areas:

Agricultural – agricultural machinery for harvesting fruit;
Airport – tapes, stairways, exhaust-toilets, drinking water
Building – prefabricated



DARMEC S.r.l. is composed of a team of highly creative professionals, with products of proven quality, a high level of technology and competitive price.

DARMEC S.r.l.

Email: info@darmec.it

www.darmec.it

We take this opportunity to welcome to New Zealand, Mr Valerio Messina of DARMEC S.r.l. who is visiting during September 2011.

Any companies interested to arrange a meeting and presentation on DARMEC products, please contact valeriomessina@darmec.it



Discovery is an education travel agency, based in Auckland, New Zealand and offers a wide range of services to visitors who come to study, live and travel in New Zealand & Australia.

We take pride in the work we do and we highly value the trust our clients and overseas agents have in our work. It is very important for Discovery that all its students and clients have successful experiences in New Zealand and Australia. We welcome students from Brazil, Germany, Italy, Spain and Mexico. We meet with every one of them on their arrival and we keep in frequent communication with the students, their schools and their host parents (when teenagers at High School programs) to ensure they reach their goals, are safe and happy in New Zealand and in Australia.

We have offered:

- ✓ High School Programmes in the top secondary schools throughout New Zealand and Australia;
- ✓ Guided Supervised Tours to overseas students in New Zealand and Australia;
- ✓ Junior Study & Holiday Programmes, ranging from 4 to 10-week programmes at Secondary Schools and at Language Schools, a balanced option of study and travel, with the guidance and support of Discovery;
- ✓ Group Arrival Programmes, this is particularly interesting to larger agents who wish to centralize students' arrival and give them a quality start in New Zealand or Australia after their students' long journeys. Our Arrival Programmes are of high calibre and includes a thorough educational and touristic orientation, with a Maori Welcome, quality transport, hotel, meals and a very friendly team in charge.

As Discovery celebrates its 11th year of activities in New Zealand and 2nd in Australia, we are pleased to announce we are expanding and introducing, firstly in New Zealand and with the assistance of its partner institutions, the following programmes:

- Language Study Abroad, including the following programmes - Au Pair & English Study, Work & Study, Work & Holiday and Rugby & English Study programs;
- Assistance for those interested in longer stays with academic and/or work purposes;
- Job finding assistance; Inbound tourism organizing, with the best options for groups and FIT travellers, Tailored vocational itineraries & special assistance for business travellers; Outbound tourism, tailor made options for Study Abroad programs and International Trade Fairs participation for New Zealanders in Italy.

www.discoveryoceania.com

Email: roberto@discoverynz.co.nz

IVECO, Italy's leading truck company is proud to be operating in New Zealand.



IVECO designs, manufactures, and markets a broad range of light, medium and heavy commercial vehicles, off-road trucks, vans, cab-chassis as well as special vehicles for applications such as fire fighting, off-road missions, distribution, refrigeration, commodity transportation.

For information on how we can assist your business please call 0800 367 48326 or email cheryl.graham@au.iveco.com

www.iveco.com



Pizza Pomodoro is a family run pizzeria in Wellington since September 2000. Director, Massimo Tolve, hails from Naples where pizza is an art form and he is proud to be able to offer a selection of great Italian pizzas, cooked with fresh ingredients, on homemade pizza dough and baked the traditional way. With the state of the art woodfired pizza oven from Italy and manuka wood to fire it, it ensures their pizza has that unique woodfired flavour.

Pizza Pomodoro
Pizza made with passion

Phone: (04) 381 2929

Email: info@pizzapomodoro.co.nz

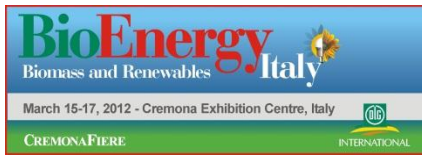
In the courtyard behind the Hannah's building:

24/13 Leeds Street, Hannahs Warehouse, Wellington



www.pizzapomodoro.co.nz

Trade Fairs & Exhibitions



Goals of the Exhibition:

- * Creating a platform for technology producers to get in touch with farmers, municipalities and food industries
- * Creating relationships with the professionals of the supply chain
- * Updating on politics, laws and regulations about bioenergy
- * Creating culture on renewable energy production
- * Being a useful guide for those who want to enter this business

The renewable energy market in Italy is continuously growing; In the last years the renewable energy sector registered a great growth (e.g.: biogas plants +285% in two years; photovoltaic power +400% in one year).

Exhibitor List:

Biogas, biomass, solid and liquid biofuels; PV and solar energy, wind, hydro and geothermal energy; Transport; Energy Production; Cleaning and ventilation of exhaust gases; Recycling and waste disposal; Safety systems Energy distribution; Monitoring, control and measurement systems; Utility; Sales of energy products; Services.

www.cremonafiere.it



Verona 2 – 5 February 2012

FIERAGRICOLA has been a landmark in the international agricultural panorama for more than a century and the only event in Italy ensuring a complete offer of technologies and products in sectors such as agricultural engineering, animal farming, agro-supplies, renewable energy and services for agriculture.

The event achieves high media impact and anticipates the needs of the sector by presenting innovative themes and content, creates relationships between exhibitors, visitors and sector associations and involves operators thanks to its dynamic and inter-active character.

www.fieragricola.it

Trade Fairs & Exhibitions

MACFRUT

International Exhibition of Plants, Technologies and Services for the Production, Conditioning, Marketing and Transport of Fruit and Vegetables
October 5 – 7 2011 Cesena
www.macfrut.com



ABITARE IL TEMPO

International Exhibition of Interior Solution
October 15 – 19, 2011 Veronafiere
www.abitareiltempo.com



FIERACAVALLI

International Horse Festival
November 03-06, 2011 VeronaFiere
www.fieracavalli.com



EICMA Bici

International Bicycle Exhibition
Fiera Milano New Exhibition Centre
November 8 – 13, 2011 Rho-Pero Milano
www.eicma.it



FIERAGRICOLA

International Agri-business Show
February 2 – 5, 2012 VeronaFiere
www.fieragricola.com



CIBUS

16h International Food Exposition
May 7 – 10, 2012 Parma
www.cibus.it



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