

American Chamber of Commerce Annual Awards

Prizes celebrate US connection

Exporters, importers and investors honoured for boosting trade

The 17th annual AmCham-DHL Express Success & Innovation Awards were held at the Pullman Auckland Hotel last week, with Douglas Pharmaceuticals winning AmCham Exporter of the Year to the USA — over \$10 million category — and the Supreme Award for trade with the United States.

“Douglas demonstrates a very high standard of business strategy, operation and performance,” said award judging panel member Alex Broughton. Since Douglas Pharmaceuticals was established in America in 2003, it has grown dramatically and is now on track to grow global sales to \$244m by 2020.

Jeff Douglas, managing director, commented, “it is extremely pleasing to be recognised by the chamber for our efforts in growing exports to the US, and I am honoured we were awarded both the category prize and also the AmCham Supreme Award. Currently, 70% of our turnover is from exports. Traditionally, the majority of exports have been to Europe, but our focus for growth is on the US, as it is obviously the world’s largest pharmaceutical market, and almost all of our development programme is now targeted there.

“We continue working closely with a number of US in-market



Celebrating Douglas Pharmaceuticals' success (from left): Scott Sherriff, Chris Cuthbertson, Peter Surman, Christine Jenkins, Rod DeSpong, Lisa Craigie, Kent Durbin, Ashmit Anand, Mark Fletcher, Roger Smart. (Right) Jennifer Boggis of Heilala Vanilla, winner of the Exporter of the Year to the US — under NZ\$1 million — category.

Pictures / Supplied

partners, under a model of joint development programmes.”

The three export awards were the most contested in the awards’ 17-year history. This may be due to the category change introduced this year, with the thresholds increased from under \$500,000 to under \$1m; \$500,000 to \$5m increasing to \$1m to \$10m; and the over \$5m category increasing to \$10m-plus.

“Winning the AmCham Exporter of the Year to the USA — under \$1 million — category has given us a renewed confidence and determined focus in the USA as we continue our next phase of growth in this market,” said Jennifer Boggis, CEO and co-founder of Heilala Vanilla.

“Our strategy going forward for the US market will largely be a digital focus to support and build on our recent successful launch on Amazon.”

Aranz Medical won the \$1m-\$10m category, and specialises in 3D scanning and informatics solutions for the healthcare sector, which transform clinical assessment processes, improve quality of care and make service delivery more cost-effective.

Bodeker Science won the

Eric and Kathy Hertz award for citizen diplomacy. Bodeker Science specialises in atmospheric research on the science of stratospheric ozone depletion, stratospheric composition and climate change.

Ford New Zealand won the Importer of the Year from the USA category, for tapping into the history and culture of the Mustang brand.

The winner of the Investor of the Year Award — to or from the US — was Baxter Healthcare for its investment in a new aseptic compounding pharmacy in Auckland, providing an estimated \$77m contribution to GDP and supporting almost 300 jobs in the wider economy.

While there were clear winners in all three categories, the judges also awarded highly commended honours: Autogrow in the under \$1m export category; Howick and Export X in the \$1m-\$10m export category and Constellation Brands and Wherescape in the \$10m-plus export category.

The AmCham-DHL Express Success & Innovation Awards celebrate success and innovation in export, import and investment between New Zealand and its third-largest trading partner, the US. Winners of the importer, Eric & Kathy Hertz award and all the export categories receive 100,000 airline miles from Hawaiian Airlines.



2016 AmCham - DHL Express Success & Innovation Awards Congratulations to this year's category winners...

The AmCham Awards focus on identifying and celebrating success and innovation in the export, import and investment sectors between New Zealand and the USA.

Congratulations to all our winners and to the 2016 AmCham DHL-Express Supreme Award winner, Douglas Pharmaceuticals.

AmCham Long Service Award
• Ross Mathieson

The Trevor Eagle Memorial Award AmCham Supporter of the Year
• Everedge Global (NZ) Ltd

Investor of the Year to or from the USA
• Baxter Healthcare

Importer of the Year from the USA
• Ford NZ & the All New Mustang

Eric & Kathy Hertz Award for Citizen Diplomacy
• Bodeker Scientific

Exporter of the Year to the USA under \$1m
• Winner Heilala Vanilla
Highly Commended Autogrow

Exporter of the Year to the USA \$1m to \$10m
• Winner Aranz Medical
Highly Commended Howick and Export X

Exporter of the Year to the USA over \$10m
• Winner Douglas Pharmaceuticals Ltd
Highly Commended Constellation Brands and Wherescape

AmCham DHL-Express Supreme Award
• Douglas Pharmaceuticals Ltd

Find out more about the American Chamber of Commerce (AmCham) in New Zealand and the benefits of membership of a business community that focuses on New Zealand's third largest trading partner.
www.amcham.co.nz



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