

Email Chain 208

From: Jennie [redacted]  
Sent: Monday, 1 April 2019 12:15 PM  
To: Graeme Solloway -AKL [redacted]  
Subject: New document from OZ

<http://www.defence.gov.au/SPI/Docs/Defence-Policy-for-Industry-Participation.pdf>

Would be interested to talk about whether the local definition will cause NZ any challenges.

Regards

Jennie [redacted]  
[redacted]  
New Zealand Defence Industry Association  
[redacted]  
[redacted]



**Email Chain 207**

-----Original Appointment-----

**From:** Google Calendar <calendar-notification@google.com> **On Behalf Of**

**s6(d), s9(2)(a)**

**Sent:** Friday, 29 March 2019 4:19 PM

**To:** Graeme Solloway -AKL

**Subject:** Accepted: NZTE/NZDIA with **s9(2)(b)(ii)** @ Wed 3 Apr 2019 2pm - 3pm (NZDT) (Graeme **s9(2)(a) s9(2)(g)(ii)** -AKL)

**When:** Wednesday, 3 April 2019 2:00 PM-3:00 PM (UTC+12:00) Auckland, Wellington.

**Where:** \*AKL L6 Te Ohonga Room PH: **s9(2)(a) s9(2)(g)(ii)** - 6px

Email Chain 206

From: Jennie s6(d), s9(2)(a)  
Sent: Friday, 29 March 2019 3:21 PM  
To: Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
Cc: s9(2)(a), s6(d) s9(2)(a), s9(2)(g)(ii); DEBBIE MRS  
s9(2)(a) s9(2)(g)(ii); s6(d) s9(2)(a) - s9(2)(b)(ii)  
s9(2)(a) >; Richard s9(2)(a) s9(2)(g)(ii) >  
Subject: Re: Can we fix a meeting next week to talk Pacific with s9(2)(b)(ii)

Yes I can do 2pm Wednesday.

Regards

Jennie s6(d), s9(2)(a)

s6(d), s9(2)(a)

New Zealand Defence Industry Association Inc.

s6(d), s9(2)(a)  
s9(2)(a)

On 29/03/2019, at 3:13 PM, Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii) wrote:

I can make a meeting on Wednesday afternoon. Shall we meet at NZTE at 2pm, Wednesday?

Graeme

From: s6(d) s9(2)(a), s9(2)(b)(ii), s6(d) >  
Sent: Friday, 29 March 2019 1:46 PM  
To: Jennie s6(d), s9(2)(a)  
Cc: Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii); HOWARTH DEBBIE, MRS  
s9(2)(a) s9(2)(g)(ii) >; s9(2)(a), s6(d) - s9(2)(b)(ii)  
s9(2)(a) >; Richard s9(2)(a) s9(2)(g)(ii) >  
Subject: RE: Can we fix a meeting next week to talk Pacific with s9(2)(b)(ii)

I'm not available on Tuesday. Wednesday is fine.

Kind Regards,

s9(2)(a), s6(d)

s9(2)(a)

s9(2)(b)(ii)

s9(2)(b)(ii)

s9(2)(b)(ii)

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From: Jennie s6(d), s9(2)(a)  
Sent: 29 March 2019 13:42  
To: s6(d) s9(2)(a), s9(2)(b)(ii), s6(d) >  
Cc: Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii) >; HOWARTH DEBBIE, MRS  
s9(2)(a) s9(2)(g)(ii); s6(d) s9(2)(a) - s9(2)(b)(ii)  
s9(2)(a) >; Richard s9(2)(a) s9(2)(g)(ii)  
Subject: Re: Can we fix a meeting next week to talk Pacific with s9(2)(b)(ii)

I am not free Monday but you can meet without me. Otherwise Tuesday Wednesday more options.

Regards

Jennie s6(d), s9(2)(a)  
New Zealand Defence Industry Association  
s6(d), s9(2)(a)  
s9(2)(a)



On Fri, 29 Mar 2019 at 13:22, s9(2)(a), s6(d) wrote:

We are available on Monday after 2pm.

Have a good weekend.

Kind Regards,

s9(2)(a), s6(d)

s9(2)(a)

s9(2)(b)(ii)

s9(2)(b)(ii)

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**From:** Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii) >  
**Sent:** 28 March 2019 16:16  
**To:** Jennie s6(d), s9(2)(a) s6(d) s9(2)(a), s6(d), s9(2)(b)(ii)  
HOWARTH DEBBIE, MRS < s9(2)(a) s9(2)(g)(ii) >; s6(d) s9(2)(a) - s9(2)(b)(ii)  
s9(2)(a) ; Richard s9(2)(a) s9(2)(g)(ii)  
**Subject:** RE: Can we fix a meeting next week to talk Pacific with s9(2)(b)(ii)

Hi Jennie – yes and I am available next week. Monday is good and have time on other days, albeit amongst some other meetings.

Keen to talk to s9(2)(b)(ii) about Pacific 2019 – and their strategy for the defence market in Australia.

Best regards,

Graeme

**From:** Jennie s6(d), s9(2)(a)  
**Sent:** Thursday, 28 March 2019 12:49 PM  
**To:** s9(2)(a), s6(d) >; Graeme Solloway -AKL  
s9(2)(a), s9(2)(g)(ii) >; HOWARTH DEBBIE, MRS s9(2)(a) s9(2)(g)(ii);  
s6(d) s9(2)(a) - s9(2)(b)(ii) s9(2)(a)  
**Subject:** Can we fix a meeting next week to talk Pacific with s9(2)(b)(ii)

Hi

I am talking to s9(2)(b)(ii) about participating at Pacific with a bigger serious presence

Tuesday or Wednesday?

Regards

--

Jennie [REDACTED]  
[REDACTED]  
New Zealand Defence Industry Association  
[REDACTED]  
[REDACTED]

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Email Chain 205

From: Jennie [REDACTED]  
Sent: Monday, 25 March 2019 5:25 PM  
To: Graeme Solloway -AKL [REDACTED]  
Cc: [REDACTED]  
Subject: Re: NZTE defence programme

Hi Graeme

I am delighted that you are confirmed in this role and looking forward to helping NZ Inc and companies get economic runs on the board.

Regards

Jennie [REDACTED]  
[REDACTED]  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[REDACTED]  
[REDACTED]

On 25/03/2019, at 5:21 PM, Graeme [REDACTED] > wrote:

Hi Andrew and Jennie,

I want to bring you a (somewhat belated) update on the Australia defence project at NZTE.

As a result of the work done last year, NZTE has confirmed that it will fund a NZ-based programme leader for the role through to mid-2021. A couple of weeks ago I accepted that role and am transitioning my current work to enable full-time focus on the Australian defence market opportunity for NZ firms.

The aim of the programme is to deepen our defence industry linkages with Australia, by:

- Assisting capable and committed NZTE customer firms to establish and/or develop their relationships with the Australian defence market, [REDACTED]
- Identify innovative companies that have the potential for growth in the market, bringing them into NZTE's customer management model.

- Help Primes identify innovative firms in New Zealand that will s9(2)(b)(ii)

- s6(a)

NZDIA will be an important ally in undertaking this work. Especially to help identify innovative firms, and supporting the engagement with Primes. Your relationships with Primes exceeds that of mine and this is an area of close collaboration I expect – s9(2)(b)(ii)

There are some important limitations on my work, which may be useful to mention here:

- The role is firmly Australia-market focused and will be measured by customer outcomes in that market. I won't be chasing opportunities beyond Australia (although am happy to refer people to the relevant NZTE office).
- My role is not to help Primes or industry to engage with MOD or NZDF. s9(2)(b)(ii), s9(2)(ba)(i)  
But I do recognise that relationships with Primes in NZ can lead to opportunities elsewhere, hence NZTE's interest in the s9(2)(b)(ii) – encouraging appropriate customers to attend the event.
- NZTE's role is to support our customers growth plans, hence we don't try to get too far ahead of our customers. To an extent part of this role will be to promote to NZ firms the opportunities in Australia, but only to targeted audiences, and with the intent of narrowing down to focus on supporting those firms that have a plan, are clearly capable and are committed. I expect most of these firms will be NZDIA members, and while I may suggest to companies the benefits of joining NZDIA, I won't be pushing that. Nor will NZTE advocate for the defence sector – that is firmly NZDIA's role.
- I have a limited budget for the role, with marketing funds tied principally to Pacific 2019 in the 2019-20 FY (our budget year is July-June). Anything else will need to be carefully thought through and require a bid for funding. I also have to consider whether there are existing services that could be used – such as our sales leadership services, or Callaghan Innovation's capability mapping tool.

I am good with participating on NZDIA's Working Group on an ongoing basis, and look forward to being at Wednesday's meeting at s9(2)(b)(ii) and am happy to talk to the Working Group on my role and plans. I prefer not to speak to the general members on Wednesday – and I would like to be quite careful and precise about communication to your members on NZTE's role.

I really look forward to working with both of you. I am really excited about the opportunity and a strong working relationship with NZDIA will help us achieve our shared outcomes.

Best regards,








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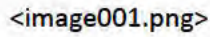
**Graeme Solloway**



Programme Leader Australia

Defence

[www.nzte.govt.nz](http://www.nzte.govt.nz)     



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Level 6, 139 Quay Street, Auckland 1010

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**Email Chain 204**

**From:** [redacted] s9(2)(a), s6(d)  
**Sent:** Tuesday, 26 March 2019 11:08 AM  
**To:** Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
**Cc:** Jennie s6(d), s9(2)(a)  
**Subject:** Re: NZTE defence programme

Thank you for the update Graeme,

... and congratulations on your appointment to the role.

I'm very pleased that you would like to be a part of the Working Group, this is particularly important in our role as an Association in introducing and encouraging our members to consider Defence and National Security opportunities outside of the domestic market and I am keen to understand how we can work together to join the dots.

On Mon, Mar 25, 2019 at 5:21 PM Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii) > wrote:  
Hi s9(2)(a), s6(d) and Jennie,

I want to bring you a (somewhat belated) update on the Australia defence project at NZTE.

As a result of the work done last year, NZTE has confirmed that it will fund a NZ-based programme leader for the role through to mid-2021. A couple of weeks ago I accepted that role and am transitioning my current work to enable full-time focus on the Australian defence market opportunity for NZ firms.

The aim of the programme is to deepen our defence industry linkages with Australia, by:

- Assisting capable and committed NZTE customer firms to establish and/or develop their relationships with the Australian defence market, s9(2)(b)(ii) [redacted].
- Identify innovative companies that have the potential for growth in the market, bringing them into NZTE's customer management model.
- Help Primes identify innovative firms in New Zealand that will s9(2)(b)(ii) [redacted].
- s6(a) [redacted]

NZDIA will be an important ally in undertaking this work. Especially to help identify innovative firms, and supporting the engagement with Primes. Your relationships with Primes exceeds that of mine and this is an area of close collaboration I expect – s9(2)(b)(ii) [redacted].

There are some important limitations on my work, which may be useful to mention here:

- The role is firmly Australia-market focused and will be measured by customer outcomes in that market. I won't be chasing opportunities beyond Australia (although am happy to refer people to the relevant NZTE office).
- My role is not to help Primes or industry to engage with MOD or NZDF. s9(2)(b)(ii) [redacted]

[redacted] But I do recognise that relationships

with Primes in NZ can lead to opportunities elsewhere, hence NZTE's interest in s9(2)(b)(ii) encouraging appropriate customers to attend the event.

- NZTE's role is to support our customers growth plans, hence we don't try to get too far ahead of our customers. To an extent part of this role will be to promote to NZ firms the opportunities in Australia, but only to targeted audiences, and with the intent of narrowing down to focus on supporting those firms that have a plan, are clearly capable and are committed. I expect most of these firms will be NZDIA members, and while I may suggest to companies the benefits of joining NZDIA, I won't be pushing that. Nor will NZTE advocate for the defence sector – that is firmly NZDIA's role.
- I have a limited budget for the role, with marketing funds tied principally to Pacific 2019 in the 2019-20 FY (our budget year is July-June). Anything else will need to be carefully thought through and require a bid for funding. I also have to consider whether there are existing services that could be used – such as our sales leadership services, or Callaghan Innovation's capability mapping tool.

I am good with participating on NZDIA's Working Group on an ongoing basis, and look forward to being at Wednesday's meeting at s9(2)(b)(ii) and am happy to talk to the Working Group on my role and plans. I prefer not to speak to the general members on Wednesday – and I would like to be quite careful and precise about communication to your members on NZTE's role.

I really look forward to working with both of you. I am really excited about the opportunity and a strong working relationship with NZDIA will help us achieve our shared outcomes.

Best regards,

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Graeme s9(2)(a) s9(2)(g)(ii)

s9(2)(a) s9(2)(g)(ii)

Programme Leader Australia w [nzte.govt.nz](http://nzte.govt.nz)  
Defence



Level 6, 139 Quay Street, Auckland 1010



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s6(d), s9(2)(a)



Box 128261  
Remuera Auckland 1541

s9(2)(a)

Email Chain 203

From: Jennie [REDACTED]  
Sent: Monday, 25 March 2019 5:24 PM  
To: Graeme Solloway -AKL [REDACTED]  
Subject: Fwd: New Zealand @ Pacific 2019, Sydney

Do you want these sent your way or deleted?

Regards

Jennie [REDACTED]  
[REDACTED]  
New Zealand Defence Industry Association  
Box 128261  
Remuera Auckland 1541  
[REDACTED]  
[REDACTED]

Begin forwarded message:

From: [REDACTED] >  
Subject: New Zealand @ Pacific 2019, Sydney  
Date: 25 March 2019 at 5:18:08 PM NZDT  
To: [REDACTED]

Hi Jennie,

Would you be looking after the Pacific 2019 expo for NZ Defence Industry Association? As a custom stand design + build contractor at the show and we can assist you with all stand related matters, hence I thought you'd appreciate the reach-out. If you aren't responsible for NZ brand presence at Pacific, it would be greatly appreciated if you could point me in the right direction.

We are an exhibition design + build specialist and we'd like to invite the opportunity to work with you + propose our best solution for your stand at Pacific 2019. As a preferred supplier of Team Defence SA with award winning work under our belt, we have an established presence as a contractor at Pacific and would love to see you become our client as well.

With 28 years of experience in the industry + nation wide reach, we can be your single point of contact providing a turn key solution for your exhibition programme. Apart from exhibition design + build, we can also assist you with experiential aspects, show collateral and graphic design.

For your reference, below is a few recent stand photos we did for our clients within the industry and more of our work examples can be found on our website, [REDACTED]

You can also check out the stand we did for **s9(2)(b)(ii)** year: [https://vimeo.com/s9\(2\)\(b\)\(ii\)](https://vimeo.com/s9(2)(b)(ii)) and **s9(2)(b)(ii)** : [https://vimeo.com/s9\(2\)\(b\)\(ii\)](https://vimeo.com/s9(2)(b)(ii)) .



If this may be of interest, please let me know and we can schedule a call to discuss further.

Looking forward to hearing from you,

Best regards

s9(2)(b), s6(d)

s9(2)(b)(ii)

s9(2)(a), s6(d)  
s9(2)(a)

s9(2)(a)  
s9(2)(b)(ii)  
s9(2)(b)(ii)



s9(2)(b)(ii)

Please think of the environment before printing this email.

s9(2)(b)(ii)

email has been scanned by the Symantec Email Security.cloud service.

Email Chain 202

From: Jennie [redacted]  
Sent: Friday, 22 March 2019 11:47 AM  
To: Graeme Solloway -AKL [redacted]  
Cc: [redacted]  
Subject: Re: Intro

Hi  
Thanks for the introduction Graeme.

Hi [redacted] nice to meet you. We met [redacted] previously, so are aware of your organisation but would be very interested to get to know some more and see what we can do to help.

I am Auckland based in [redacted] and would be keen to catch up next week or week after?

Regards

Jennie [redacted]  
New Zealand Defence Industry Association  
[redacted]  
[redacted]

On Fri, 22 Mar 2019 at 11:26, Graeme Solloway -AKL [redacted] wrote:

Hi Jennie,  
[redacted] is a NZDIA member, and [redacted] from [redacted] will be later this year setting up their Brisbane office. They have good defence market experience, and [redacted] is keen to get close to what is happening in the defence sector here and in Australia. I thought it might be useful if he has a chance to meet you and tap into your knowledge and experiences. [redacted] works alongside [redacted]

[redacted] at [redacted]  
Regards,

**Graeme Solloway**

[redacted]

Programme Leader

w [nzte.govt.nz](http://nzte.govt.nz)



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Email Chain 201

From: Jennie [REDACTED]

Sent: Monday, 18 March 2019 12:26 PM

To: Graeme Solloway -AKL [REDACTED]; HOWARTH DEBBIE, MRS [REDACTED]

Subject: Pacific 2019 Planning do we start on the project timeline?

[REDACTED] will be running the planning and organising from our side.

Regards

Jennie [REDACTED]

[REDACTED]

New Zealand Defence Industry Association

[REDACTED]



Email Chain 200

From: Jennie [REDACTED]  
Sent: Monday, 18 March 2019 11:46 AM  
To: Graeme Solloway -AKL [REDACTED] >  
Subject: have you got news to tell me???

Jennie [REDACTED]  
[REDACTED]  
New Zealand Defence Industry Association  
[REDACTED]  
[REDACTED]



Email Chain 199

From: Jennie [redacted]  
Sent: Friday, 15 March 2019 12:05 PM  
To: [redacted] >  
Cc: Scott [redacted] >  
Subject: Re: Post [redacted] Industry Day

[https://www.google.com/search?safe=active&ei=FNqKXNmCbO0mgf34r7wDQ&q=CAGE+code&og=CAGE+code&gs\\_l=psy-ab.3..0i67l2j0l8.18557.21043..21247...0.0..0.212.1440.0j8j1.....0....1..gws-wiz.....0i71j0i131i0i131i67.134k0GwBhaw](https://www.google.com/search?safe=active&ei=FNqKXNmCbO0mgf34r7wDQ&q=CAGE+code&og=CAGE+code&gs_l=psy-ab.3..0i67l2j0l8.18557.21043..21247...0.0..0.212.1440.0j8j1.....0....1..gws-wiz.....0i71j0i131i0i131i67.134k0GwBhaw)

Looks like get a DUNS Number first and then you can apply for a Cage no to identify your facility.

Jennie [redacted]  
New Zealand Defence Industry Association  
[redacted]  
[redacted]



On Fri, 15 Mar 2019 at 12:03, Jennie [redacted] wrote:  
<https://www.fws.gov/international/pdf/sam-duns-registration-instructions.pdf>

I now remember that we once had to apply for a code to [redacted]. That covers DUNS. See pdf

Jennie [redacted]  
New Zealand Defence Industry Association  
[redacted]  
[redacted]

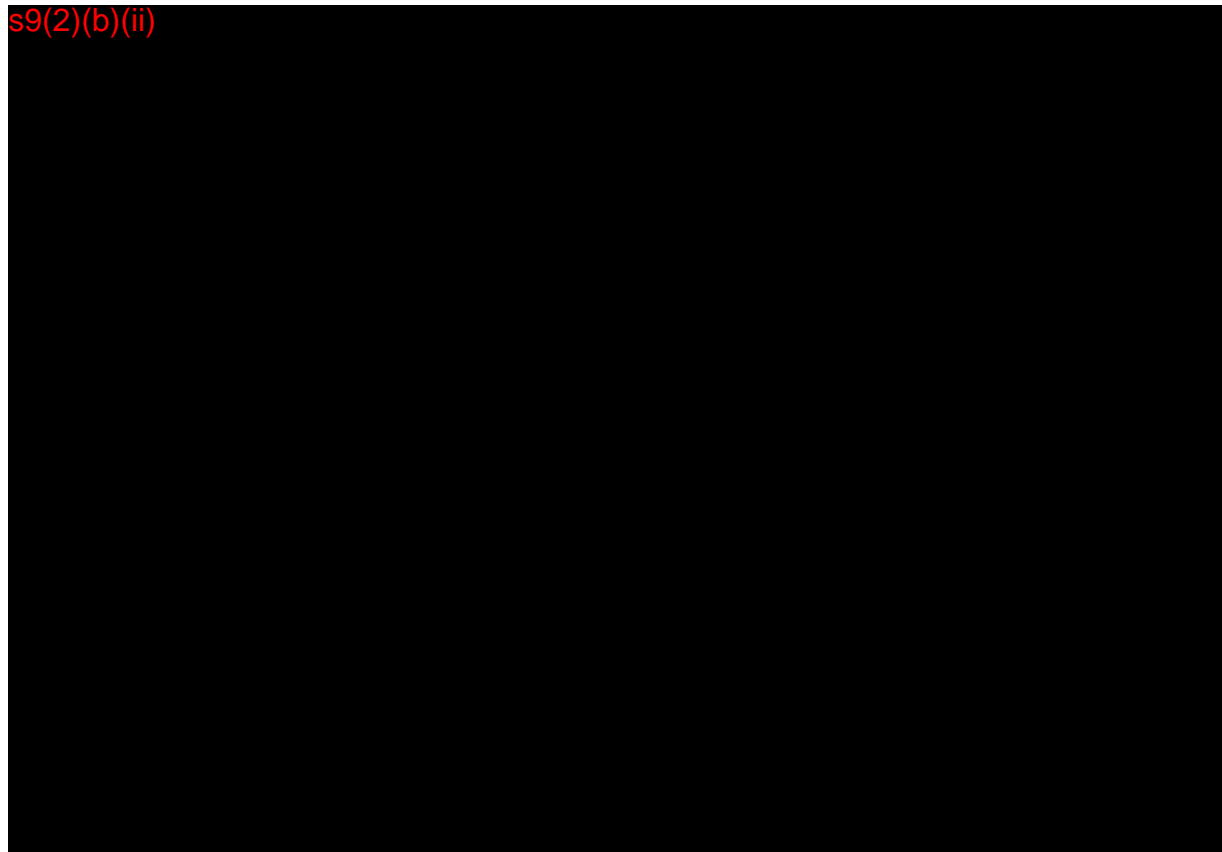
On Fri, 15 Mar 2019 at 11:57, [redacted] > wrote:

Hi Scott,

Firstly, thank you very much for the invitation and for hosting the [redacted] Industry Day yesterday.

As recommended by **s9(2)(a), s6(d)** **s9(2)(b)(ii)** ) I have gone to register on their supplier web portal: **s9(2)(b)(ii)** (click "Become a Supplier").

There is a compulsory field "CAGE CODE / DUNS NUMBER" (see below). I am unaware of how to get such a number.



Jennie **s6(d), s9(2)(a)** has recommended you as the solution provider to my query – hopefully you can help?

Kind Regards,

**s9(2)(a), s6(d)**

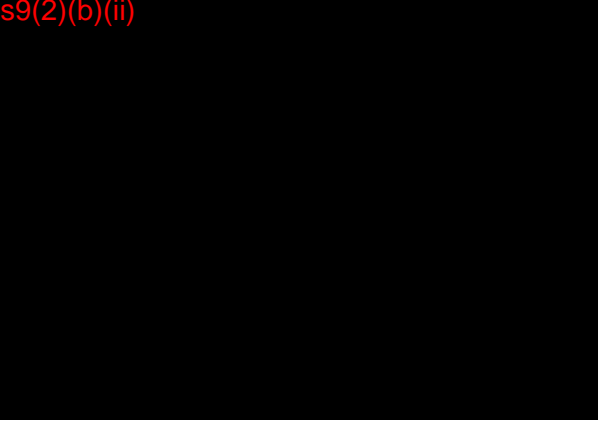
**s9(2)(a), s6(d)**

**s9(2)(a)**



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s9(2)(b)(ii)



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### Email Chain 198

-----Original Appointment-----

**From:** s6(d), s9(2)(a)

**Sent:** Monday, 11 March 2019 12:27 PM

**To:** s9(2)(a) Scott s9(2)(a) s9(2)(g)(ii)

**Subject:** Updated invitation: s9(2)(b)(ii) Industry Day @ Thu 14 Mar 2019 8:45am - 1:30pm (NZDT)  
s9(2)(a) s9(2)(g)(ii)

**When:** Thursday, 14 March 2019 8:45 AM-1:30 PM (UTC+12:00) Auckland, Wellington.

**Where:** NZTE Office, Level 6, 139 Quay Street, Auckland 1010

### Email Chain 193

**From:** s9(2)(a), s6(d) >

**Sent:** Monday, 11 March 2019 10:19 AM

**To:** Scott s9(2)(a) s9(2)(g)(ii) >

**Subject:** Out of Office Re: Names for Thursday

hi

I'm out of the office and not available to respond to emails.

If your query is urgent please call me on s9(2)(a), otherwise I will respond when I return on Monday.

Many thanks

--

s9(2)(a), s6(d)

s6(d), s9(2)(a)

s9(2)(a)

[www.nzdia.co.nz](http://www.nzdia.co.nz)

Email Chain 197

From: s9(2)(a), s6(d)  
Sent: Wednesday, 6 March 2019 6:11 PM  
To: Scott s9(2)(a) s9(2)(g)(ii); Sarah s9(2)(a) s9(2)(g)(ii); 'Jennie s6(d), s9(2)(a)  
Subject: RE: s9(2)(b)(ii) Industry Day - Register your interest

Lovely thanks, I can be there.

From: Scott s9(2)(a) s9(2)(g)(ii) >  
Sent: Wednesday, 6 March 2019 4:02 PM  
To: s9(2)(a), s6(d); Sarah s9(2)(a) s9(2)(g)(ii); 'Jennie s6(d), s9(2)(a)  
Subject: RE: s9(2)(b)(ii) Industry Day - Register your interest

Thanks s9(2)(a), s6(d)

As far as I understand we are yet to fully confirm timings etc but I would imagine from around 8 until just after lunch.

If that was feasible great,

Scott s9(2)(a), s9(2)(g)(ii)

From: s9(2)(a), s6(d)  
Sent: Wednesday, 6 March 2019 3:57 PM  
To: Scott s9(2)(a) s9(2)(g)(ii) >; Sarah s9(2)(a) s9(2)(g)(ii); 'Jennie s6(d), s9(2)(a)  
Subject: RE: s9(2)(b)(ii) Industry Day - Register your interest

Hi Scott

I wasn't planning on being there, but I can certainly move things around to help out 😊  
Let me know what time you would like me there from.

Thanks s6(d), s9(2)(a)

From: Scott s9(2)(a) s9(2)(g)(ii) >  
Sent: Wednesday, 6 March 2019 3:23 PM  
To: s9(2)(a), s6(d); Sarah s9(2)(a) s9(2)(g)(ii); s6(d), s9(2)(a) >; s6(d), s9(2)(a)  
Subject: RE: s9(2)(b)(ii) Industry Day - Register your interest

Hi s6(d), s9(2)(a)

Scott didn't mention anything regarding numbers. Ideally I was hoping we might have a few more from NZTE but not worried.

In terms of a late push, I'm just conscious of the process s9(2)(b)(i) have to follow for their due diligence, we might struggle to get them through.

We were hoping to have a few of our events team to support on the day but unfortunately they are going to be involved with our Better by Design event. I was just wondering if you were planning to attend and could support on the day? I'll be looking after rooms, catering etc as well welcoming guests first thing. It would be great to have some support.

Regards,

Scott s9(2)(a) s9(2)(g)(ii)  
s9(2)(a) s9(2)(g)(ii)

From: s9(2)(a), s6(d)  
Sent: Wednesday, 6 March 2019 2:40 PM  
To: Sarah s9(2)(a) s9(2)(g)(ii) 'Jennie s6(d), s9(2)(a)  
Cc: Scott s9(2)(a) s9(2)(g)(ii) >  
Subject: RE s9(2)(b)(i) Industry Day - Register your interest

Hi Sarah

Apologies for the delay. All looks good.  
Is s9(2)(a) happy with the numbers or would he like us to do another push in our newsletter?  
Thanks

From: Sarah s9(2)(a) s9(2)(g)(ii) >  
Sent: Monday, 4 March 2019 10:42 AM  
To: Jennie s6(d), s9(2)(a)  
Cc: s9(2)(a), s6(d) Scott s9(2)(a) s9(2)(g)(ii)  
Subject: RE s9(2)(b)(i) Industry Day - Register your interest

Hi Jennie and s6(d), s9(2)(a)

Were these numbers what you expected? We could potentially send an updated list if you have people you were wanting to chase up.

Kind regards,  
Sarah

---

Sarah s9(2)(a) s9(2)(g)(ii)



s9(2)(a) s9(2)(g)(ii)

w [nzte.govt.nz](http://nzte.govt.nz)

Level 6, 139 Quay Street, Auckland 1010  
[View location map](#)

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster – into international markets.

---

From: Sarah [redacted]  
Sent: Monday, 4 March 2019 9:54 AM  
To: [redacted]; Jennie [redacted]  
Cc: [redacted]; Scott [redacted]  
Subject: RE: [redacted] Industry Day - Register your interest

Hi [redacted]

Attached is the list of pre-registrations. There are 35 registrations of interest. Please let me know if any further information is needed regarding the registrations.

Kind regards,  
Sarah

Sarah [redacted]



NEW ZEALAND  
TRADE & ENTERPRISE  
Te Taurapa Tūhono

[redacted] s9(2)(a) s9(2)(g)(ii)

w [nzte.govt.nz](http://nzte.govt.nz)

Level 6, 139 Quay Street, Auckland 1010  
[View location map](#)

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster – into international markets.

Attachment withheld under s.6(d), s.9(2)(a), s.9(2)(b)(ii).

From: [redacted]  
Sent: Saturday, 2 March 2019 6:59 PM  
To: Jennie [redacted]  
Cc: [redacted]; Sarah [redacted]; [redacted]; Scott [redacted]  
Subject: Re: [redacted] Industry Day - Register your interest

Hi Jennie and Scott,

Please can you forward to me the list of pre-registrations for the Industry Day. I will need to send them soonest to our marketing and compliance team so we can action invitations.

Many thanks.

Kind regards,

[redacted]

E [redacted]

M [redacted]

W [redacted]

From: "Jennie [redacted]"



To: "Scott s9(2)(a) s9(2)(g)(ii) [redacted]"  
Cc: s9(2)(a), s6(d) [redacted] >, "Sarah s9(2)(a) s9(2)(g)(ii) [redacted]"  
Date: 21/02/2019 04:47 PM  
Subject: Re: s9(2)(b)(ii) Industry Day - Register your interest

Thanks  
We will set it up and send it out.  
Regards

On 21/02/2019, at 4:46 PM, Scott s9(2)(a), s9(2)(g)(ii) [redacted] wrote:

Hi Jennie and s6(d), s9(2)(a) [redacted]

Please find below the live version of the invite, this can be shared with your membership. Let me know if there are any issues.

Kind regards,

Scott s9(2)(g)(ii), s9(2)(a) [redacted]

s9(2)(b)(ii) Defence & Security will hold an Industry Day in Auckland on Thursday 14 March 2019  
[Click here](#) to view online

s9(2)(b)(ii) Industry Day: Thursday 14 March  
Kia ora,

We are supporting s9(2)(b)(ii) [redacted] with an Industry Day to be held in the Auckland CBD on Thursday 14 March 2019.

s9(2)(b)(ii) [redacted] and some key partners plan to present on a range of topics including their Corporate profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

with your name, company, email address and mobile phone and we will pre-register you for this	Date
indicate if you would like a "one-on-one" session with s9(2)(b)(ii) [redacted] following the presentations .	Thursday 14 March
For security and compliance requirements we're taking registrations of interest, which are required	Time
March.	
Following registrations of interest s9(2)(b)(ii) [redacted] with contact you with location and further details of the event.	9:00am - 2:00pm

[Register your interest](#)

Please register your interest using the button above.

Kind regards,  
s9(2)(b)(ii) NZDIA and NZTE

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Email Chain 196

From: s9(2)(a), s6(d) >  
Sent: Thursday, 21 February 2019 5:10 PM  
To: Scott s9(2)(a), s9(2)(g)(ii) <s9(2)(a), s9(2)(g)(ii)>; 'Jennie s6(d), s9(2)(a)  
Cc: s9(2)(a), s6(d); Sarah s9(2)(a) s9(2)(g)(ii)  
Subject: RE: s9(2)(b)(i) Industry Day - Register your interest

Thanks Scott.

Jennie template is set up ready for you. Please double test before sending out. I've tested already too.

From: Scott s9(2)(a), s9(2)(g)(ii) >  
Sent: Thursday, 21 February 2019 4:46 PM  
To: 'Jennie s6(d), s9(2)(a) s9(2)(a), s6(d)  
Cc: s9(2)(a), s6(d); Sarah s9(2)(a) s9(2)(g)(ii) >  
Subject: FW: s9(2)(b)(ii) Industry Day - Register your interest

Hi Jennie and s9(2)(b)(ii)

Please find below the live version of the invite, this can be shared with your membership. Let me know if there are any issues.

Kind regards,

Scott s9(2)(a), s9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)

s9(2)(a) s9(2)(g)(ii)

[Click here](#) to view online



**NZDIA**  
New Zealand Defence Industry Association

**s9(2)(b)(ii) Industry Day: Thursday  
14 March**

Kia ora,

We are supporting **s9(2)(b)(ii)** with an **Industry Day** to be held in the **Auckland CBD** on **Thursday 14 March 2019**.

**s9(2)(b)(ii)** and some key partners plan to present on a range of topics including their Corporate profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

Please respond with your **name, company, email address and mobile phone** and we will pre-register you for this event.

Please also indicate if you would like a **"one-on-one"** session with **s9(2)(b)(ii)** following the presentations .

For security and compliance requirements we're taking registrations of interest, which are required before **1st March**.

Following registrations of interest **s9(2)(b)(ii)** with contact you with location and further details of the event.

[Register your interest](#) →

Please register your interest using the button above.

Kind regards,

**s9(2)(b)(ii)** NZDIA and NZTE

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Date

Thursday 14 March

Time

9:00am - 2:00pm

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Email Chain 195

From: Jennie [redacted]  
Sent: Thursday, 21 February 2019 4:47 PM  
To: Scott [redacted] >  
Cc: [redacted]; Sarah [redacted]  
s9(2)(a) s9(2)(g)(ii)  
Subject: Re: [redacted] Industry Day - Register your interest

Thanks  
We will set it up and send it out.  
Regards

On 21/02/2019, at 4:46 PM, Scott [redacted] > wrote:

Hi Jennie and [redacted]

Please find below the live version of the invite, this can be shared with your membership. Let me know if there are any issues.

Kind regards,

Scott [redacted]  
s9(2)(a), s9(2)(g)(ii)  
s9(2)(a) s9(2)(g)(ii)

[Click here](#) to view online



**NZDIA**  
New Zealand Defence Industry Association

Date

Thursday 14 March

Time

- **s9(2)(b)(ii) Industry Day: Thursday 14 March**

9:00am - 2:00pm

Kia ora,

We are supporting **s9(2)(b)(ii)** with an Industry Day to be held in the Auckland CBD on Thursday 14 March 2019.

**s9(2)(b)(ii)** some key partners plan to present on a range of topics including their Corporate profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

Please respond with your **name, company, email address and mobile phone** and we will pre-register you for this event.

Please also indicate if you would like a "**one-on-one**" session with **s9(2)(b)(ii)** following the presentations .

For security and compliance requirements we're taking registrations of interest, which are required before **1st March**.

Following registrations of interest **s9(2)(b)(ii)** with contact you with location and further details of the event.

[Register your interest](#) →

Please register your interest using the button above.

Kind regards,

**s9(2)(b)(ii)** NZDIA and NZTE

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**Email Chain 194**

**From:** s9(2)(a), s6(d) >  
**Sent:** Tuesday, 19 February 2019 6:34 PM  
**To:** Scott s9(2)(a), s9(2)(g)(ii)  
**Cc:** 'Jennie' s6(d), s9(2)(a); Sarah s9(2)(a), s9(2)(g)(ii); >; Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
**Subject:** RE: s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi Scott,

Ok no worries, I have sent Jennie an email prompt now 🙄 😊

She has had board today and tomorrow and then member meeting, so may not be able to get to this until Thursday morning.

s9(2)(a), s6(d)

**From:** Scott s9(2)(a), s9(2)(g)(ii) AKL <s9(2)(a), s9(2)(g)(ii)>  
**Sent:** Tuesday, 19 February 2019 2:30 PM  
**To:** s9(2)(a)  
**Cc:** 'Jennie' s6(d), s9(2)(a); Sarah s9(2)(a), s9(2)(g)(ii); >; Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
**Subject:** RE s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi s6(d), s9(2)(a)

I haven't shared the registration link with s9(2)(a) yet as I really wanted NZ DIA and NZTE to be happy with what we had before I shared it with him. When we spoke yesterday you mentioned waiting for Jennie to have a chance to view and feedback. That's all we are waiting on at the moment.

Once that happens I'll get s6(d), s9(2)(a), s9(2)(b)(ii) to sign off and then we can get you the email to share with members. We'll also go out to companies. Once the registrations of interest are collected we'll share that with s9(2)(b)(ii) for due diligence and final invites.

Look forward to hearing from Jennie in due course,

Scott s9(2)(a), s9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)



**From:** s9(2)(a), s6(d)  
**Sent:** Tuesday, 19 February 2019 1:16 PM  
**To:** s9(2)(a), s6(d); 'Jennie s6(d), s9(2)(a) Scott s9(2)(a), s9(2)(g)(ii)  
s9(2)(a), s9(2)(g)(ii); Sarah s9(2)(a) s9(2)(g)(ii) >  
**Cc:** s9(2)(a), s6(d); Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
**Subject:** RE s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi s6(d), s9(2)(a)

Thanks for the wording below.

I'm assuming registrations will be made through the registration link that NZTE are setting up and not via the emails below?

Scott J, let me know when the registration link is ready to send and then we can get comms out at our end.

Thanks

s9(2)(a), s6(d)

**From:** s9(2)(a), s6(d)  
**Sent:** Thursday, 14 February 2019 11:55 AM  
**To:** Jennie s6(d), s9(2)(a) Scott s9(2)(a), s9(2)(g)(ii)  
Sarah s9(2)(a) s9(2)(g)(ii) >; s6(d), s9(2)(a)  
**Cc:** s9(2)(a), s6(d) Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
**Subject:** s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi Jennie, Scott, Sarah and s9(2)(a)

We have approval to go ahead with the next step in seeking "registrations of interest" to attend the s9(2)(b)(ii) Industry Day planned for 14 March.

I have drafted some words that you may like to use or amend. Once we have received registrations of interest, s9(2)(b)(ii) will take the responsibility to approve the attendance list and send invitation letter/correspondence/email.

**Dear NZDIA / NZTE Members,**

We are supporting s9(2)(b)(ii) with an **Industry Day** to be held in the **Auckland CBD on Thursday 14 March 2019**.

s9(2)(b)(ii) and some key partners plan to present on a range of topics including their Corporate profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

Please respond with your **name, company, email address and mobile phone** and we will pre-register you for this event.

Please also indicate if you would like a **"one-on-one"** session with **s9(2)(b)(ii)** in the afternoon.

In turn **s9(2)(b)(ii)** will contact you with confirmation details to attend.

Pre-registrations are required before **27 February** and can be made through NZDIA [email address](#), NZTE [email address](#) or **s9(2)(b)(ii)** **s9(2)(a)**

Kind regards,

**s6(d), s9(2)(a)**

**s9(2)(a), s6(d)**

**s9(2)(b)(ii)**

E **s9(2)(a), s6(d)**

M **s9(2)(a), s6(d)**

W **s9(2)(b)(ii)**

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**Email Chain 193**

**From:** s9(2)(a), s6(d)  
**Sent:** Thursday, 21 February 2019 2:18 PM  
**To:** Scott s9(2)(a) s9(2)(g)(ii)  
**Subject:** RE: s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Cool 🌑 😊

**From:** Scott s9(2)(a) s9(2)(g)(ii)  
**Sent:** Thursday, 21 February 2019 1:57 PM  
**To:** s9(2)(a), s6(d)  
**Subject:** RE: s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi s6(d), s9(2)(a)

Once s6(d), s9(2)(a), s9(2)(b)(ii) approves, happy to share the email invite.

Regards,

Scott s9(2)(a) s9(2)(g)(ii)  
Customer Manager  
s9(2)(a) s9(2)(g)(ii)

**From:** s9(2)(a), s6(d) >  
**Sent:** Thursday, 21 February 2019 1:32 PM  
**To:** Scott s9(2)(a) s9(2)(g)(ii)  
**Subject:** RE: s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi Scott

Can you send me the link please for registration?  
I'm drafting our newsletter now.

Thanks  
s9(2)(a), s6(d)

**From:** Scott s9(2)(a) s9(2)(g)(ii)  
**Sent:** Thursday, 21 February 2019 11:05 AM  
**To:** s9(2)(a)  
**Cc:** 'Jennie s6(d), s9(2)(a) Sarah s9(2)(a) s9(2)(g)(ii) >  
**Subject:** RE: s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi s6(d), s9(2)(a)

We're all good to send the invite to Scott for approval, just waiting on NZ DIA to say there happy.

Regards,

Scott s9(2)(a) s9(2)(g)(ii)  
Customer Manager  
s9(2)(a) s9(2)(g)(ii)

From: s9(2)(a), s6(d)  
Sent: Thursday, 21 February 2019 10:58 AM  
To: s9(2)(a)  
Cc: s9(2)(a), s6(d); Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii); 'Jennie s6(d), s9(2)(a) Sarah s9(2)(a) s9(2)(g)(ii) >; Scott s9(2)(a) s9(2)(g)(ii) >  
Subject: RE: s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi s6(d), s9(2)(a)

Please can you let me know if a notice will be going to NZDIA members to pre-register? I am hoping we can get the word out soonest.

Kind regards,

s9(2)(a), s6(d)

s9(2)(b)(ii)

W s9(2)(b)(ii)

From: s9(2)(a)  
To: s9(2)(a); 'Jennie s6(d), s9(2)(a) 'Scott s9(2)(a) s9(2)(g)(ii)  
Cc: s9(2)(a), s6(d); Sarah s9(2)(a) s9(2)(g)(ii); 'Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
Date: 19/02/2019 01:16 PM  
Subject: RE: s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi s9(2)(a)

Thanks for the wording below.

I'm assuming registrations will be made through the registration link that NZTE are setting up and not via the emails below?

Scott let me know when the registration link is ready to send and then we can get comms out at our end.

Thanks

From: s9(2)(a)  
Sent: Thursday, 14 February 2019 11:55 AM  
To: Jennie s6(d), s9(2)(a) Scott s9(2)(a) s9(2)(g)(ii) >; Sarah s9(2)(a) s9(2)(g)(ii) >;  
Cc: s9(2)(a), s6(d) Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
Subject: s9(2)(b)(ii) Industry Day - proposed pre-registration information.

Hi Jennie, Scott, Sarah and s9(2)(a)

We have approval to go ahead with the next step in seeking "registrations of interest" to attend the s9(2)(b)(ii) Industry Day planned for 14 March.

I have drafted some words that you may like to use or amend. Once we have received registrations of interest, s9(2)(b)(ii) will take the responsibility to approve the attendance list and send invitation letter/correspondence/email.

Dear NZDIA / NZTE Members,

We are supporting s9(2)(b)(ii) with an Industry Day to be held in the Auckland CBD on Thursday 14 March 2019.

s9(2)(b)(ii) and some key partners plan to present on a range of topics including their Corporate profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

Please respond with your name, company, email address and mobile phone and we will pre-register you for this event.

Please also indicate if you would like a "one-on-one" session with s9(2)(b)(ii) in the afternoon.

In turn s9(2)(b)(ii) will contact you with confirmation details to attend.

Pre-registrations are required before 27 February and can be made through NZDIA [email address](#), NZTE [email address](#) or s9(2)(b)(ii) s9(2)(a)

Kind regards,

s9(2)(a)  
s9(2)(a)  
s9(2)(b)(ii)  
E s9(2)(a)  
W s9(2)(b)(ii)

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Email Chain 192

From: Jennie [redacted]  
Sent: Thursday, 21 February 2019 12:33 PM  
To: [redacted]  
Cc: Scott [redacted]; Sarah [redacted]; [redacted]; Graeme Solloway -AKL [redacted]  
Subject: Re: [redacted] Industry Day - proposed pre-registration information.

Hi

Wording looks good. We can fire the email out today to our full database (this is everyone not just Members approx 2.400 people and includes [redacted] who can push it out to their people as well) this afternoon. I think we should push that date to Friday 1st March so that anyone who is busy thinking Avalon will have come up for air on the Friday.

Regards

Jennie [redacted]  
New Zealand Defence Industry Association  
[redacted]  
[redacted]



On Thu, 14 Feb 2019 at 11:55, [redacted] wrote:

Hi Jennie, Scott, Sarah and [redacted]

We have approval to go ahead with the next step in seeking "registrations of interest" to attend the [redacted] Industry Day planned for 14 March.

I have drafted some words that you may like to use or amend. Once we have received registrations of interest, [redacted] will take the responsibility to approve the attendance list and send invitation letter/correspondence/email.

Dear NZDIA / NZTE Members,

We are supporting [redacted] with an Industry Day to be held in the Auckland CBD on Thursday 14 March 2019.

[redacted] and some key partners plan to present on a range of topics including their Corporate profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

Please respond with your name, company, email address and mobile phone and we will pre-register you for this event.

Please also indicate if you would like a "one-on-one" session with s9(2)(b)(ii) in the afternoon.

In turn s9(2)(b)(ii) will contact you with confirmation details to attend.

Pre-registrations are required before **27 February** and can be made through NZDIA [email address](#), NZTE [email address](#) or s9(2)(b)(ii) s9(2)(a), s6(d)

Kind regards,

s9(2)(a), s6(d)

s9(2)(a), s6(d)

s9(2)(b)(ii)

E s9(2)(a), s6(d)

W s9(2)(b)(ii)

Email Chain 191

From: s9(2)(a), s6(d)  
Sent: Thursday, 21 February 2019 11:32 AM  
To: Scott s9(2)(a) s9(2)(g)(ii) >  
Cc: 'Jennie s6(d), s9(2)(a) Sarah s9(2)(a) s9(2)(g)(ii) >  
Subject: RE: s9(2)(b)(i) Industry Day - proposed pre-registration information.

Hi

Jennie is just in a meeting at the moment and will be able to confirm this afternoon. Apologies for the delay.

s6(d), s9(2)(a)

From: Scott s9(2)(a) s9(2)(g)(ii) >  
Sent: Thursday, 21 February 2019 11:05 AM  
To: s9(2)(a), s6(d)  
Cc: 'Jennie s6(d), s9(2)(a) >; Sarah s9(2)(a) s9(2)(g)(ii)  
Subject: RE: s9(2)(b)(i) Industry Day - proposed pre-registration information.

Hi s9(2)(a), s6(d)

We're all good to send the invite to s6(d), s9(2)(a) for approval, just waiting on NZ DIA to say there happy.

Regards,

Scott s6(d), s9(2)(a)

s9(2)(a), s9(2)(g)(ii)

s9(2)(a) s9(2)(g)(ii)

From: s9(2)(a) >  
Sent: Thursday, 21 February 2019 10:58 AM  
To: s9(2)(a), s6(d)  
Cc: s9(2)(a) ; Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii) ; 'Jennie s6(d), s9(2)(a) Sarah s9(2)(a) s9(2)(g)(ii) >; Scott s9(2)(a) s9(2)(g)(ii)  
Subject: RE: s9(2)(b)(i) Industry Day - proposed pre-registration information.



H [s6(d), s9(2)(a)]

Please can you let me know if a notice will be going to NZDIA members to pre-register? I am hoping we can get the word out soonest.

Kind regards,

[s9(2)(a), s6(d)]

[s9(2)(a), s6(d)]

[s9(2)(b)(ii)]

W [s9(2)(b)(ii)]

From: [s9(2)(a)]  
To: [s9(2)(a)] > Jennie [s6(d), s9(2)(a)] ""Scott [s9(2)(a), s6(2)(g)(i)]  
Cc: [s9(2)(a)] > [s9(2)(a), s9(2)(g)(ii)]  
Date: 19/02/2019 01:16 PM  
Subject: RE: [s9(2)(b)(ii)] Industry Day - proposed pre-registration information.

---

Hi Scott

Thanks for the wording below.

I'm assuming registrations will be made through the registration link that NZTE are setting up and not via the emails below?

Scott [s9(2)(b)(ii)] let me know when the registration link is ready to send and then we can get comms out at our end.

Thanks

[s6(d), s9(2)(a)]

From: [s9(2)(a)]  
Sent: Thursday, 14 February 2019 11:55 AM  
To: Jennie [s6(d), s9(2)(a)] > Scott [s9(2)(a), s9(2)(g)(ii)] > Sarah [s6(d), s9(2)(a)]  
Cc: [s9(2)(a), s6(d)] > Graeme Solloway [s6(d), s9(2)(a)]  
Subject: [s9(2)(b)(ii)] Industry Day - proposed pre-registration information.

Hi Jennie, Scott, Sarah and [s9(2)(a)]

We have approval to go ahead with the next step in seeking "registrations of interest" to attend the [s9(2)(b)(ii)] Industry Day planned for 14 March.

I have drafted some words that you may like to use or amend. Once we have received registrations of interest, [s9(2)(b)(ii)] will take the responsibility to approve the attendance list and send invitation letter/correspondence/email.

**Dear NZDIA / NZTE Members,**

**We are supporting [s9(2)(b)(ii)] with an Industry Day to be held in the Auckland CBD on Thursday 14 March 2019.**

**[s9(2)(b)(ii)] and some key partners plan to present on a range of topics including their Corporate**

profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

Please respond with your **name, company, email address and mobile phone** and we will pre-register you for this event.

Please also indicate if you would like a **"one-on-one"** session with **s9(2)(b)(ii)** in the afternoon.

In turn **s9(2)(b)(ii)** will contact you with confirmation details to attend.

Pre-registrations are required before **27 February** and can be made through NZDIA [email address](#), NZTE [email address](#) or **s9(2)(b)(ii)** **s9(2)(a)**

Kind regards,

**s9(2)(a)**  
**s9(2)(a)**  
**s9(2)(b)(ii)**  
E **s9(2)(a)**  
W **s9(2)(b)(ii)**

---

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Email Chain 190

From: [redacted] s9(2)(a), s6(d) >

Sent: Monday, 18 February 2019 4:13 PM

To: s6(d), s9(2)(a) [redacted] s6(d), s9(2)(a)  
<s9(2)(a), s6(d) [redacted] s6(d), s9(2)(a) [redacted] s6(d), s9(2)(a) [redacted] s6(d), s9(2)(a) [redacted] Jennie [redacted] s6(d), s9(2)(a) [redacted] s6(d), s9(2)(a) [redacted] s9(2)(a) s9(2)(g)(ii) [redacted] Kate, Ms [redacted] s9(2)(a) s9(2)(g)(ii) [redacted] >; Howarth Debbie, Mrs s9(2)(a) s9(2)(g)(ii) [redacted] ; Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii) [redacted] >; s9(2)(a), s9(2)(g)(ii) [redacted] >

Subject: Unclassified: Working Group Agenda 20 February

hi team,

Please see attached agenda for working group this Wednesday.

Many thanks.

[redacted] s9(2)(a), s6(d)

s9(2)(a), s6(d)

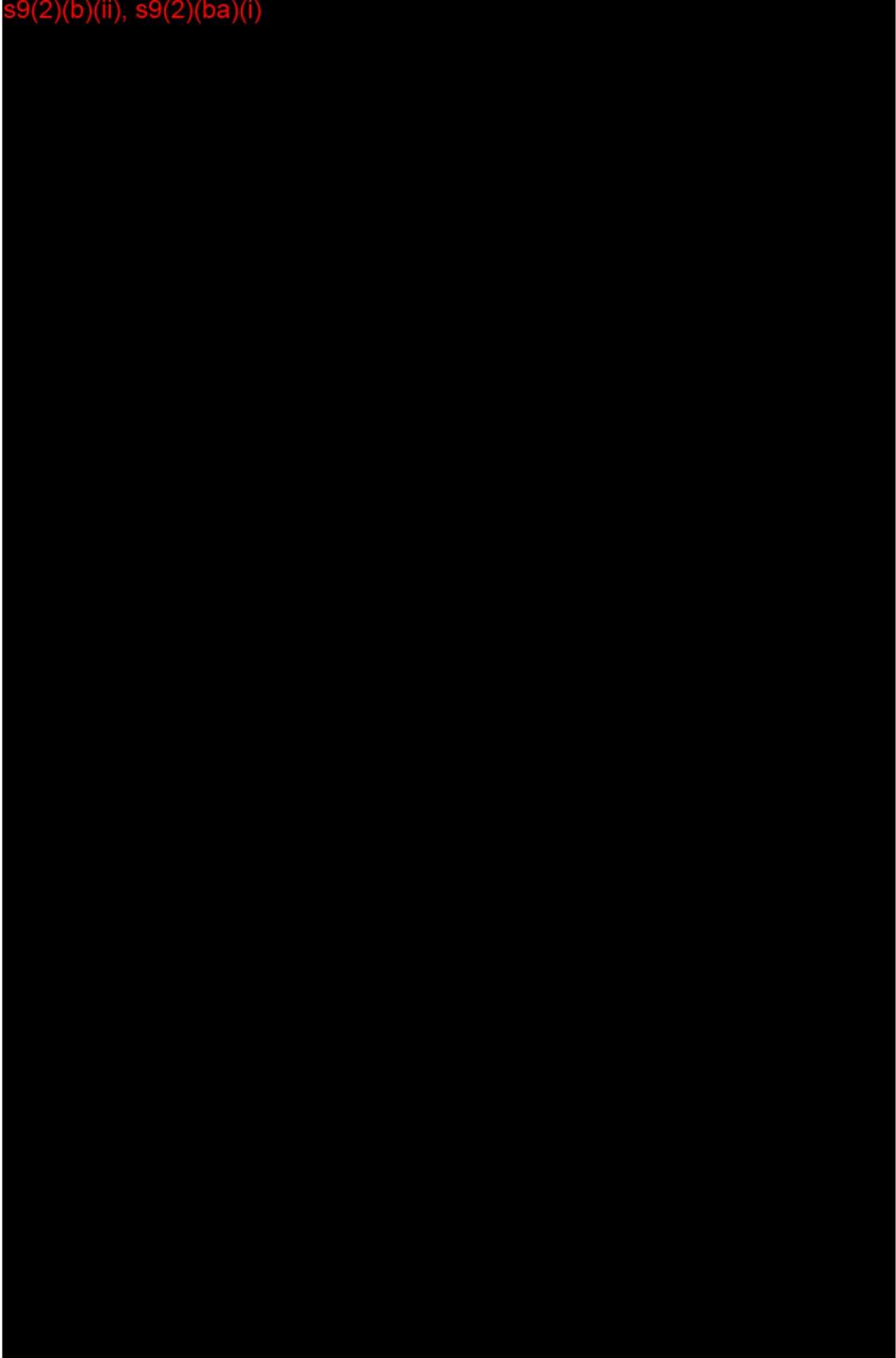
s9(2)(a)

s9(2)(a)

[www.nzdia.co.nz](http://www.nzdia.co.nz)

**Attachment One:**

s9(2)(b)(ii), s9(2)(ba)(i)



Email Chain 189

From: Jennie [redacted]  
Sent: Friday, 15 February 2019 2:18 PM  
To: Scott [redacted] >  
Cc: Graeme Solloway -AKL [redacted] >; [redacted] s6(d), s9(2)(a)  
[redacted] s9(2)(a) s9(2)(g)(ii) >  
Subject: Re: FW: [redacted] s9(2)(b)(ii) Industry Day - Register your interest

Hi

I am just jumping on plane back from Melbourne so answer over weekend.

Regards

On Fri, 15 Feb 2019 at 10:10 AM, Scott [redacted] s9(2)(a) s9(2)(g)(ii) > wrote:

Hi Jennie and [redacted] s9(2)(a), s6(d)

Here is our first go at an invite (registration of interest). Could you review and feedback on wording and layout. Please actually go through and register to make sure you're ok with how it rolls out. When we're happy I will share with Scott to review.

Could we get a high res version of your logo?

When this goes live, essentially we'll be able to send this to you to forward out to members.

Regards,

Scott [redacted] s9(2)(a) s9(2)(g)(ii)

[redacted] s9(2)(a), s9(2)(g)(ii)

[redacted] s9(2)(a) s9(2)(g)(ii)

From: Sarah [redacted] s9(2)(a) s9(2)(g)(ii)  
Sent: Friday, 15 February 2019 11:50 AM  
To: Scott [redacted] s9(2)(a) s9(2)(g)(ii)  
Subject: [redacted] s9(2)(b)(ii) Industry Day - Register your interest

[Click here](#) to view online



# [REDACTED] Industry Day: Thursday 14 March

Date

Thursday 14 March

Time

9:00am - 2:00pm

Kia ora,

We are supporting [REDACTED] with an **Industry Day** to be held in the **Auckland CBD** on **Thursday 14 March 2019**.

[REDACTED] and some key partners plan to present on a range of topics including their Corporate profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

Please respond with your **name, company, email address and mobile phone** and we will pre-register you for this event.

Please also indicate if you would like a **"one-on-one"** session with [REDACTED] following the presentations .

For security and compliance requirements we're taking registrations of interest. Registrations of interests are required before **27 February**.

Following registrations of interest [REDACTED] with contact you with location and further details of the event.

[Register your interest](#) →

Please register your interest using the button above.

Kind regards,

[REDACTED] NZDIA and NZTE

You can manage your preferences or unsubscribe by [clicking here](#)

--  
Jennie [REDACTED]

[REDACTED]  
New Zealand Defence Industry Association

[REDACTED]  
[REDACTED]

Email Chain 188

From: [REDACTED] s9(2)(a), s6(d) >  
Sent: Monday, 18 February 2019 1:54 PM  
To: Scott s9(2)(a) s9(2)(g)(ii) >  
Cc: Jennie s6(d), s9(2)(a) ; Graeme Solloway -AKL  
s9(2)(a), s9(2)(g)(ii) >; Sarah [REDACTED] s9(2)(a) s9(2)(g)(ii) >  
Subject: Re: FW: [REDACTED] Industry Day - Register your interest

Hi team,

I've just registered.

Please see attached logo for NZDIA.

thanks

[REDACTED] s9(2)(a), s6(d)

[REDACTED] s6(d), s9(2)(a)

[REDACTED]

[REDACTED]

[www.nzdia.co.nz](http://www.nzdia.co.nz)

Attachment One:



**NZDIA**  
New Zealand Defence Industry Association

On Fri, Feb 15, 2019 at 12:10 PM Scott s9(2)(a) s9(2)(g)(ii) > wrote:

Hi Jennie and [REDACTED] s9(2)(a), s6(d)

Here is our first go at an invite (registration of interest). Could you review and feedback on wording and layout. Please actually go through and register to make sure you're ok with how it rolls out. When we're happy I will share with Scott to review.

Could we get a high res version of your logo?

When this goes live, essentially we'll be able to send this to you to forward out to members.

Regards,

Scott [redacted]

[redacted] s9(2)(b)(ii)

[redacted] s9(2)(a) s9(2)(g)(ii)

From: [redacted] s9(2)(a) s9(2)(g)(ii)

Sent: Friday, 15 February 2019 11:50 AM

To: Scott [redacted] s9(2)(a) s9(2)(g)(ii)

Subject: [redacted] s9(2)(b)(ii) Industry Day - Register your interest

[Click here](#) to view online



## [redacted] s9(2)(b)(ii) Industry Day: Thursday 14 March

Kia ora,

We are supporting [redacted] s9(2)(b)(ii) with an Industry Day to be held in the Auckland CBD on Thursday 14 March 2019.

[redacted] s9(2)(b)(ii) and some key partners plan to present on a range of topics including their Corporate profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

Please respond with your **name, company, email address and mobile phone** and we will pre-register you for this event.

Please also indicate if you would like a **"one-on-one"** session with [redacted] s9(2)(b)(ii) following the presentations .

For security and compliance requirements we're taking registrations of interest. Registrations of interests are required before **27 February**.

Date

Thursday 14 March

Time

9:00am - 2:00pm



Following registrations of interest **s9(2)(b)(ii)** with contact you with location and further details of the event.

[Register your interest](#) →

Please register your interest using the button above.

Kind regards,

**s9(2)(b)(ii)** NZDIA and NZTE

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On Fri, 15 Feb 2019 at 10:10 AM, Scott **s9(2)(a) s9(2)(g)(ii)** > wrote:

Hi Jennie and **s9(2)(a)**

Here is our first go at an invite (registration of interest). Could you review and feedback on wording and layout. Please actually go through and register to make sure you're ok with how it rolls out. When we're happy I will share with Scott to review.

Could we get a high res version of your logo?

When this goes live, essentially we'll be able to send this to you to forward out to members.

Regards,

Scott **s9(2)(a) s9(2)(g)(ii)**

s9(2)(a), s9(2)(g)(ii)

s9(2)(a) s9(2)(g)(ii)

From: Sarah s9(2)(a) s9(2)(g)(ii)  
Sent: Friday, 15 February 2019 11:50 AM  
To: Scott s9(2)(a) s9(2)(g)(ii)  
Subject: s9(2)(b)(ii) Industry Day - Register your interest

[Click here](#) to view online



**s9(2)(b)(ii) Industry Day: Thursday  
14 March**

Date
Thursday 14 March
Time
9:00am - 2:00pm

Kia ora,

We are supporting s9(2)(b)(ii) with an Industry Day to be held in the Auckland CBD on Thursday 14 March 2019.

s9(2)(b)(ii) and some key partners plan to present on a range of topics including their Corporate profiles, aircraft, products & services, and opportunities for NZ and regional industry collaboration.

Please respond with your **name, company, email address and mobile phone** and we will pre-register you for this event.

Please also indicate if you would like a "one-on-one" session with s9(2)(b)(ii) following the presentations .

For security and compliance requirements we're taking registrations of interest. Registrations of interests are required before **27 February**.

Following registrations of interest s9(2)(b)(ii) with contact you with location and further details of the event.

[Register your interest](#) →

Please register your interest using the button above.

Kind regards,

**s9(2)(b)(ii)** NZDIA and NZTE

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Jennie **s6(d), s9(2)(a)**  
**s6(d), s9(2)(a)**

New Zealand Defence Industry Association

**s6(d), s9(2)(a)**  
**s9(2)(a)**

**Email Chain 179**

**From:** [REDACTED] s9(2)(a), s6(d)

**Sent:** Friday, 15 February 2019 12:10 PM

**To:** Scott s9(2)(a) s9(2)(g)(ii)

**Subject:** Out of Office Re: FW: s9(2)(b)(ii) Industry Day - Register your interest

hi

I'm out of the office today and not available to respond to emails.

If your query is urgent please call me on s9(2)(a), s6(d), otherwise I will respond when I return on Monday.

**Many thanks**

--

s9(2)(a), s6(d)

s6(d), s9(2)(a)

s9(2)(a), s6(d)

[www.nzdia.co.nz](http://www.nzdia.co.nz)

Email Chain 178

From: s6(d), s9(2)(a)

Sent: Wednesday, 13 February 2019 7:58 AM

To: s9(2)(a), s6(d); s9(2)(a) s9(2)(g)(ii);

s9(2)(a), s6(d); Graeme Solloway -AKL;

s9(2)(a), s6(d) s9(2)(a) s9(2)(g)(ii);

s9(2)(a), s6(d) s9(2)(a) s9(2)(g)(ii);

s9(2)(a), s6(d)

s9(2)(a) s9(2)(g)(ii)

s9(2)(a), s6(d)

Subject: Updated invitation: Unclassified: NZDIA Working Group @ Wed 20 Feb 2019 10:30am - 12pm (NZDT) s9(2)(a) s9(2)(g)(ii) )

When: Wednesday, 20 February 2019 10:30 AM-12:00 PM (UTC+12:00) Auckland, Wellington.

Where: s9(2)(b)(ii); s6(d)

Email Chain 177

From: Jennie [redacted]  
Sent: Thursday, 7 February 2019 9:57 AM  
To: [redacted] Graeme Solloway -AKL  
[redacted]; [redacted]  
Subject: [redacted] new person

I have a name, [redacted] he is based in Melbourne. [redacted] gave me the contact.

I am in Melbourne next week and am meeting [redacted] Tuesday afternoon when I land. I will update you after the meeting as to whether he is the right person for us!

Regards

Jennie [redacted]  
[redacted]  
New Zealand Defence Industry Association  
[redacted]  
[redacted]

Email Chain 176

From: Jennie **s6(d), s9(2)(a)**  
Sent: Monday, 4 February 2019 5:02 PM  
To: Graeme Solloway -AKL **s9(2)(a), s9(2)(g)(ii)**  
Subject: **s9(2)(b)(ii)** -I have an interim name of a contact person-who needs to know most?

Hi

I have been connected to **s9(2)(a), s6(d)** for now. I will let **s9(2)(a), s6(d)** know . Who else has chased you for a name?

Thanks

Jennie **s6(d), s9(2)(a)**  
**s6(d), s9(2)(a)**  
New Zealand Defence Industry Association  
**s6(d), s9(2)(a)**  
**s9(2)(a)**

Email Chain 175

-----Original Appointment-----

From: s6(d), s9(2)(a)

Sent: Friday, 1 February 2019 12:59 PM

To: s9(2)(a), s6(d) s9(2)(a) s9(2)(g)(ii)

s9(2)(a), s6(d) s9(2)(a) s9(2)(g)(ii)

s9(2)(a) s9(2)(a) s9(2)(g)(ii) s9(2)(a), s6(d)

s9(2)(a), s6(d) s9(2)(a) s9(2)(g)(ii)

s9(2)(a), s6(d) s9(2)(a) s9(2)(g)(ii)

s9(2)(a), s6(d) s9(2)(a) s9(2)(g)(ii)

s9(2)(a), s6(d) s9(2)(a), s6(d)

Subject: Invitation: Unclassified: NZDIA Working Group @ Wed 27 Nov 2019 11am - 12:30pm (NZDT)

s9(2)(a) s9(2)(g)(ii)

When: Wednesday, 27 November 2019 11:00 AM-12:30 PM (UTC+12:00) Auckland, Wellington.

Where: Auckland - location to be confirmed



Email Chain 174

From: [redacted] s9(2)(a), s6(d) >  
Sent: Thursday, 31 January 2019 8:58 AM  
To: Jennie s6(d), s9(2)(a)  
Cc: Scott s9(2)(a) s9(2)(g)(ii)  
Subject: Re: s9(2)(b)(ii) Industry Day - 14 March 2019 in collaboration with NZTE

Hi Jennie,

I've just seen this email now, will do :)

[redacted] s9(2)(a), s6(d)

[redacted] s9(2)(a)

[redacted] s9(2)(a)

[www.nzdia.co.nz](http://www.nzdia.co.nz)

On Wed, Jan 30, 2019 at 2:45 PM Jennie s6(d), s9(2)(a) wrote:

s9(2)(a) please send out meeting invite for 11th at 2pm at NZTE office and include s9(2)(a), s6(d) using his s9(2)(b)(ii) email address.

Regards

Jennie s6(d), s9(2)(a)  
s9(2)(a), s9(2)(g)(ii)  
New Zealand Defence Industry Association  
s6(d), s9(2)(a)  
s9(2)(a)

On Wed, 30 Jan 2019 at 12:42, Scott s9(2)(a) s9(2)(g)(ii) > wrote:

Hi Jennie, number listed below. I'm, about to join a meeting until 2.30 any chance you would be free then?

---

Scott s9(2)(a), s9(2)(g)(ii)

Customer Manager



**NEW ZEALAND**  
TRADE & ENTERPRISE  
Te Taurapa Tūhono

s9(2)(a) s9(2)(g)(ii)

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PO Box 2364, Shortland Street, Auckland 1140, New Zealand

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From: Jennie [redacted]  
Sent: Wednesday, 30 January 2019 12:40 PM  
To: Scott [redacted]  
Subject: Re: [redacted] Industry Day - 14 March 2019 in collaboration with NZTE

hi Scott

Further to Graeme's email, could you please let me know a contact number for you so I can give you a call to discuss further.

thanks

Jennie

Jennie [redacted]  
New Zealand Defence Industry Association  
[redacted]

On Tue, 29 Jan 2019 at 17:12, Graeme Solloway -AKL [redacted] wrote:

Hi Scott,

Thanks for the summary below – good to get further clarity. Just to confirm, the hosting organisation will be the NZ Defence Industry Association, but using our facilities in Auckland that I have already booked.

We are keen that NZTE has the opportunity to suggest firms that can be invited to the Industry Day. Scott [redacted] from our Auckland office will be our point of contact, I'll be in Australia that week unfortunately and unable to attend. Meantime, I will be here except for that week and want to stay across the event and its outcomes.

I have also copied in Jennie [redacted] from NZDIA, my suggestion is that invitations go out from NZDIA to its members, and that we then are able to connect in relevant companies that may not be NZDIA members.

I am very keen that the agenda addresses how to engage with s9(2)(b)(ii) and Boeing with respect to opportunities beyond NZDF, particularly in Australia and other Defence Forces in the Asia-Pac region.

Suggest that it might be useful to have a planning meeting: s9(2)(a), s6(d) Jennie, Graeme, Scott s9(2)(b)(ii) within the next 1-2 weeks.

Regards,

---

**Graeme Solloway** s9(2)(a) s9(2)(g)(ii) [Redacted]

---

Programme Leader w [nzte.govt.nz](http://nzte.govt.nz)     

---

 Level 6, 139 Quay Street, Auckland 1010

[View location map](#)

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TRADE & ENTERPRISE**  
Te Taurapa Tūhono

New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.

---

From: s9(2)(a), s6(d) [Redacted]  
Sent: Friday, 25 January 2019 10:06 AM  
To: Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii) [Redacted]  
Cc: s9(2)(a) [Redacted]  
Subject: s9(2)(b)(ii) Industry Day - 14 March 2019 in collaboration with NZTE

Hi Graeme,

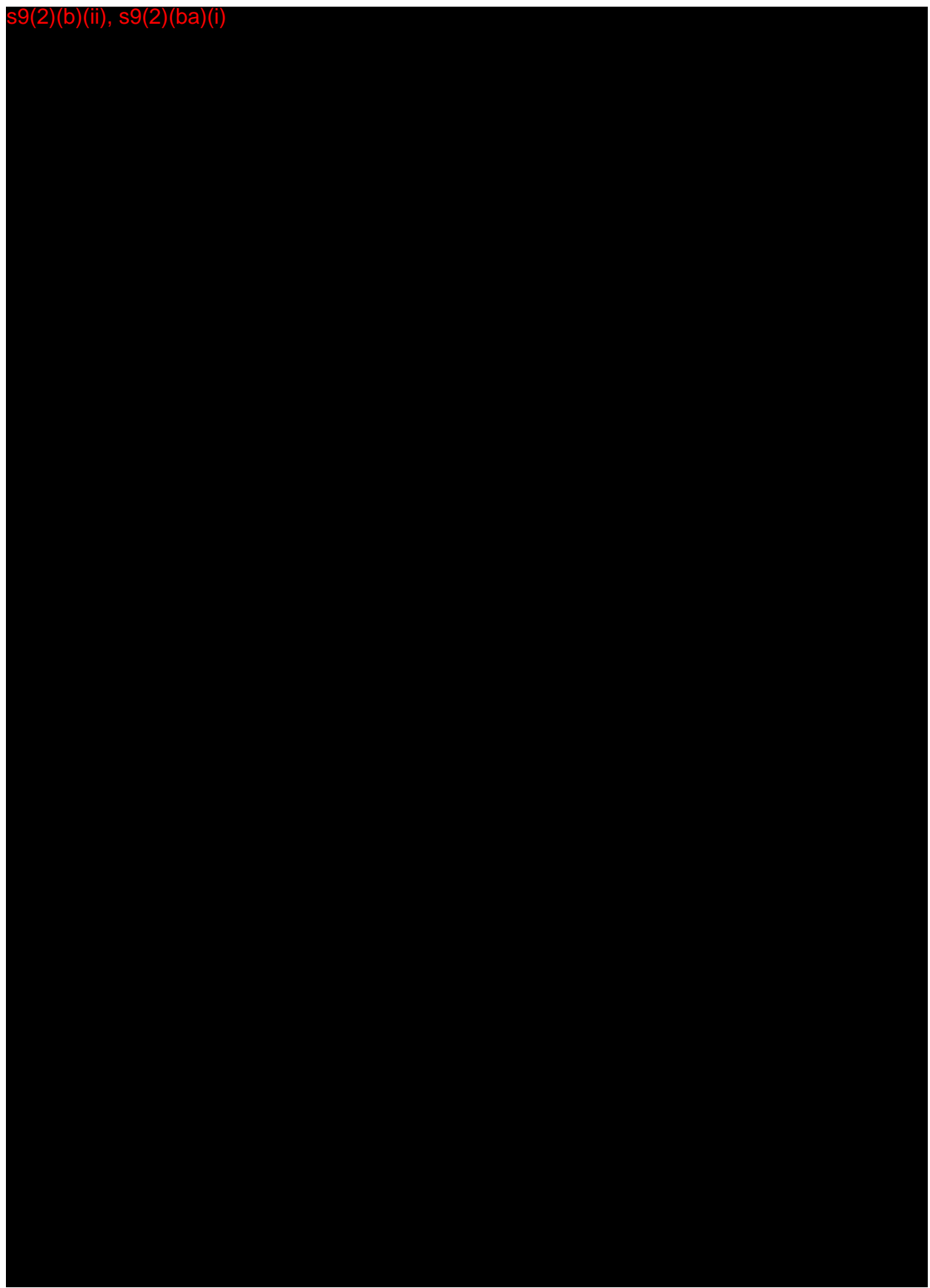
Thank you for agreeing to host the Industry Day we are planning for s9(2)(b)(ii). It is very much appreciated. From our conversation I noted the following:

1. We should plan on using the full day on **Thursday 14 March 2019**, at your Auckland CBD Office.
2. **NZTE and NZDIA, MoD and Defence** will be able to assist with recognising suitable NZ Industry Partners for invitation.
3. Morning Tea, Lunch and afternoon tea can be arranged with costs met by s9(2)(b)(ii) [Redacted]
4. We are finalising internally the plan whereby s9(2)(b)(ii) [Redacted] representatives join us as well as we are negotiating a future relationship with them. See details of the public statements below.
5. We have a **draft agenda** which includes briefings in the morning and one on one sessions in the afternoon until close.
6. I have cc'd s9(2)(a) [Redacted] from our Brazil Office who will assist with much of the organisation.
- 7.

7. **s9(2)(a)** - please share the draft agenda when you can please

8.

**s9(2)(b)(ii), s9(2)(ba)(i)**



s9(2)(b)(ii), s9(2)(ba)(i)

Kind regards,

s6(d), s9(2)(a)

s9(2)(a), s6(d)

s9(2)(b)(ii)

E s9(2)(a), s6(d)

W s9(2)(b)(ii)

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Email Chain 173

From: [REDACTED] s9(2)(a) >

Sent: Thursday, 31 January 2019 8:43 AM

To: Scott s9(2)(a) s9(2)(g)(ii) >; s9(2)(a)

Cc: Jennie s6(d), s9(2)(a)

Subject: s9(2)(b)(ii) Industry Day

hello,

I was wondering if you're both available Monday 11 February at 2pm to meet with Jennie at the Hub to discuss the s9(2)(a) Industry day.

If you can't be there in person we could do a teleconference.

Let me know what suits you best and I will send out an invite.

Many thanks

s6(d), s9(2)(a)

s9(2)(a), s6(d)

s9(2)(a)

s9(2)(a)

[www.nzdia.co.nz](http://www.nzdia.co.nz)

Email Chain 172

From: Jennie s6(d), s9(2)(a)  
Sent: Wednesday, 30 January 2019 2:45 PM  
To: Scott s9(2)(a) s9(2)(g)(ii) >; s6(d) s9(2)(a)  
Subject: Re: s9(2)(b)(ii) Industry Day - 14 March 2019 in collaboration with NZTE

s9(2)(a) please send out meeting invite for 11th at 2pm at NZTE office and include s9(2)(a) using his s9(2)(b)(ii) email address.

Regards

Jennie s6(d), s9(2)(a)  
New Zealand Defence Industry Association  
s6(d), s9(2)(a)  
s9(2)(a)



On Wed, 30 Jan 2019 at 12:42, Scott s9(2)(a) s9(2)(g)(ii) wrote:

Hi Jennie, number listed below. I'm, about to join a meeting until 2.30 any chance you would be free then?

Scott s9(2)(a) s9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)



s9(2)(a) s9(2)(g)(ii)

W [nzte.govt.nz](http://nzte.govt.nz)

Level 6, 139 Quay Street, Auckland 1010  
PO Box 2364, Shortland Street, Auckland 1140, New Zealand

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Export News is our fortnightly newsletter with insights, industry news, global know-how and events.

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**Better by Design**  
CEO Summit 2019

*New Rules* of Business Growth  
19-20 March 2019, Villa Maria Estate, Auckland

From: Jennie [REDACTED]  
Sent: Wednesday, 30 January 2019 12:40 PM  
To: Scott [REDACTED] >  
Subject: Re: [REDACTED] Industry Day - 14 March 2019 in collaboration with NZTE

hi Scott

Further to Graeme's email, could you please let me know a contact number for you so I can give you a call to discuss further.

thanks

Jennie

Jennie [REDACTED]  
[REDACTED]  
New Zealand Defence Industry Association  
[REDACTED]  
[REDACTED]

On Tue, 29 Jan 2019 at 17:12, Graeme Solloway -AKL [REDACTED] > wrote:

Hi [REDACTED]

Thanks for the summary below – good to get further clarity. Just to confirm, the hosting organisation will be the NZ Defence Industry Association, but using our facilities in Auckland that I have already booked.

We are keen that NZTE has the opportunity to suggest firms that can be invited to the Industry Day. Scott [REDACTED] from our Auckland office will be our point of contact, I'll be in Australia that week unfortunately and unable to attend. Meantime, I will be here except for that week and want to stay across the event and its outcomes.

I have also copied in Jennie [REDACTED] from NZDIA, my suggestion is that invitations go out from NZDIA to its members, and that we then are able to connect in relevant companies that may not be NZDIA members.

I am very keen that the agenda addresses how to engage with [REDACTED] and [REDACTED] with respect to opportunities beyond NZDF, particularly [REDACTED].



Suggest that it might be useful to have a planning meeting: s9(2)(a) Jennie, Graeme, Scott s9(2)(b) within the next 1-2 weeks.

Regards,

---

<b>Graeme Solloway</b>	s9(2)(a) s9(2)(g)(ii)	
Programme Leader	w <a href="http://nzte.govt.nz">nzte.govt.nz</a>	    
	Level 6, 139 Quay Street, Auckland 1010	
<b>NEW ZEALAND TRADE &amp; ENTERPRISE</b> Te Taurapa Tūhono	<a href="#">View location map</a>	
	New Zealand Trade and Enterprise is New Zealand's international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.	

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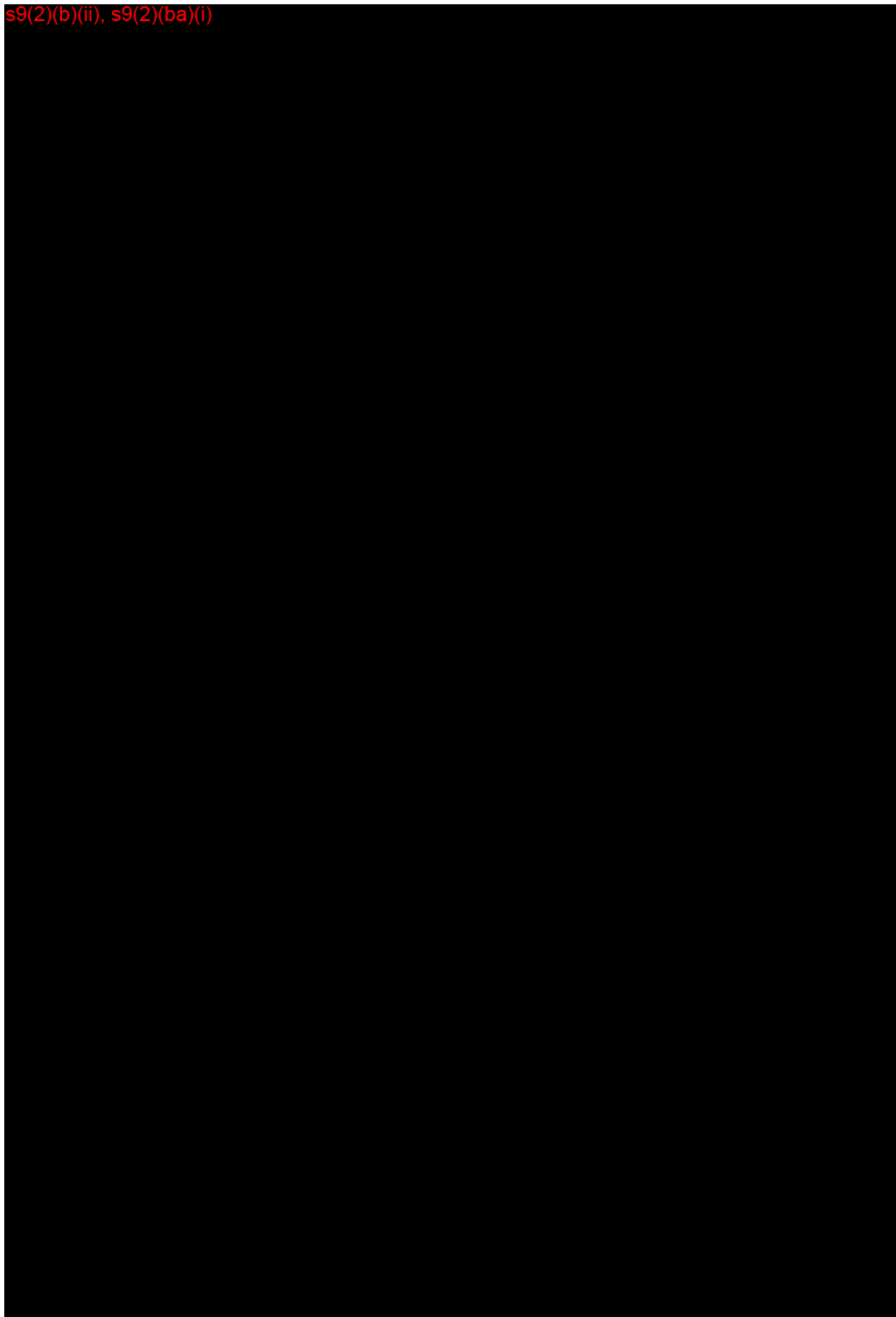
From: s9(2)(a), s6(d)  
Sent: Friday, 25 January 2019 10:06 AM  
To: Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
Cc: s9(2)(a)  
Subject: s9(2)(b)(ii) Industry Day - 14 March 2019 in collaboration with NZTE

Hi Graeme,

Thank you for agreeing to host the Industry Day we are planning for s9(2)(b)(ii) It is very much appreciated. From our conversation I noted the following:

1. We should plan on using the full day on **Thursday 14 March 2019**, at your Auckland CBD Office.
2. **NZTE and NZDIA, MoD and Defence** will be able to assist with recognising suitable NZ Industry Partners for invitation.
3. Morning Tea, Lunch and afternoon tea can be arranged with **costs met by s9(2)(b)(ii)**
4. We are finalising internally the plan whereby s9(2)(b)(ii) representatives join us as well as we are negotiating a future relationship with them. See details of the public statements below.
5. We have a **draft agenda** which includes briefings in the morning and one on one sessions in the afternoon until close.
6. I have cc'd s9(2)(a) from our Brazil Office who will assist with much of the organisation.
- 7.
7. s9(2)(a) - please share the draft agenda when you can please
- 8.

s9(2)(b)(ii), s9(2)(ba)(i)



[Redacted]

Kind regards,

s9(2)(a), s6(d)

s9(2)(a), s6(d)

s9(2)(b)(ii)

E s9(2)(a), s6(d)

W s9(2)(b)(ii)

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**Email Chain 171**

**From:** Jennie [REDACTED]  
**Sent:** Friday, 11 January 2019 2:30 PM  
**To:** Howarth Debbie, Mrs [REDACTED] z>  
**Cc:** Graeme Solloway -AKL [REDACTED]  
**Subject:** Re: FW: New Funding Opportunity - Defence Global Competitiveness Grants unclassified

Thanks.

On Fri, 11 Jan 2019 at 1:31 AM, Howarth Debbie, Mrs [REDACTED] > wrote:

Hi

In case you do not get this!

Debbie

**From:** [REDACTED] s6(a), s9(2)(a) >  
**Date:** Thursday, 10 Jan 2019, 6:00 PM  
**To:** [REDACTED] s6(a), s9(2)(a)  
**Subject:** New Funding Opportunity - Defence Global Competitiveness Grants

[REDACTED] s9(2)(b)(ii), s9(2)(ba)(i), s6(a)

Colleagues,

A new funding opportunity has been announced.

The Defence Global Competitiveness Grants will help Australian SMEs to invest in projects that build export capability to build a stronger, more sustainable and globally competitive Australian defence industry.

The [Defence Export Strategy](#) defines Australian defence exports as “any defence-specific or dual-use goods or services exported by Australian defence industry, including as part of a supply chain, that are intended for a defence or national security end-user”.

- Up to \$4.1 million is available each year from 2018-19 to 2028-29
- The minimum grant amount is \$15,000
- The maximum grant amount is \$150,000
- The grant amount will be up to 50 per cent of eligible project costs
- The maximum grant period is eighteen months

Project activities can include:

- buying, leasing, constructing, installing or commissioning of capital equipment including specialist software to enhance cyber security
- design, engineering and commissioning activities
- workforce training and accreditations

To be eligible you must:

- be an SME with less than 200 employees
- have an Australian Business Number (ABN)

and be one of the following entities:

- a company, incorporated in Australia
- an incorporated trustee on behalf of a trust

In order to be eligible you must

- provide evidence from your board (or chief executive officer or equivalent if there is no board) that the project is supported, and that you can complete the project and meet the costs of the project not covered by grant funding
- provide an external Accountant Declaration that confirms you can fund your share of the project costs. You must use the Accountant Declaration form available at the bottom of this page.

To be competitive you must score highly against all of the merit criteria.

- Merit criterion 1 The extent that your project will help your business to build defence industry export capability (50 points)
- Merit criterion 2 Your capacity, capability and resources to deliver the project (30 points)
- Merit criterion 3 The impact of grant funding on your project (20 points)

More information can be found on the [business.gov.au](https://www.business.gov.au) website -

<https://www.business.gov.au/assistance/defence-global-competitiveness-grants> or alternatively

please contact **s9(2)(a), s6(a)**, **s6(a)** on **s6(a), s9(2)(a)**

s6(a), s9(2)(b)(ii)

If you prefer not to receive industry update emails from the s9(2)(b)(ii) Group in the future, please email "Stop" to s6(a), s9(2)(a)

\*\*\*\*\*

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Jennie s6(d), s9(2)(a)

New Zealand Defence Industry Association

s6(d), s9(2)(a)  
s6(a), s9(2)(a)



**Email Chain 170**

**From:** Graeme Solloway -AKL

**Sent:** Wednesday, 19 December 2018 3:22 pm

**To:** Jennie **s6(d), s9(2)(a)**

**Subject:** FW: Pacific 2019 is the major trade event in the defence sector in Australia in 2019

Hi Jennie

Attached is the EOI for Pacific 2019. Can you send it out through your membership network? Some people will have received it directly from NZTE but there will be others who have not.

Regards,

Graeme

[Click here](#) to view online



We are seeking expressions of interest from companies who are interested in exhibiting at, or attending, Pacific 2019, the biennial international maritime exposition in Sydney from 8-10 October 2019.

Australia is upgrading its naval fleet with a \$90 Billion programme of new frigates, submarines and patrol vessels. Additionally there are substantial opportunities in the sustainment of existing platforms, infrastructure and services to the Royal Australian Navy and to other parts of Australia's defence forces.

Register your interest as an Exhibitor or Visitor below.

**Great opportunities, perfect partners**

Pacific 2019 is the primary showcase for commercial maritime and naval defence industries to promote their capabilities to decision-makers from around the world.

Exhibiting as part of the New Zealand pavilion, you will benefit from standing alongside the New Zealand Defence Force and being part of a wider New Zealand presence at the show. Leveraging the relationships of our defence partners, NZTE will help you:

- **Identify** your target audiences and how to reach them;
- **Develop** business relationships with key people in the Australian defence sector;
- **Understand** the capability requirements of the Royal Australian Navy;
- **Connect** with the major prime contractors delivering key platforms for the Royal Australian Navy;
- **Network** with fellow defence industry SMEs, supporting agencies and industry associations; and
- **Communicate** your defence industry pitch to the major organisations in the Australian defence sector.

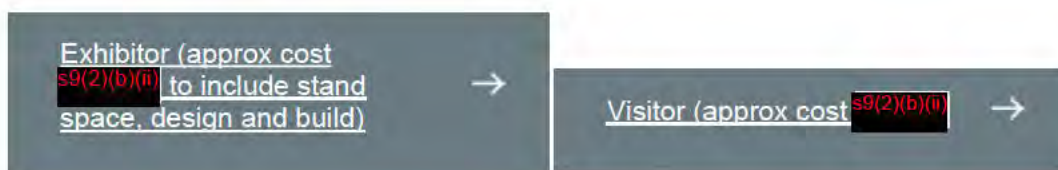
## Register your interest today

There are two packages available:

- as an exhibitor on the New Zealand stand, which includes all of the above; or
- as a visitor to the show, with use of the common lounge facilities on the New Zealand stand.

Both packages include attendance at a New Zealand networking function.

There is no cost to register your interest. We will follow up with you during March to confirm your participation, and will be seeking a contribution to costs at that point.



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Email Chain 169

From: Jennie s6(d), s9(2)(a)  
Sent: Monday, 17 December 2018 4:08 PM  
To: Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii) >; Admin Support s9(2)(a)  
Cc: John s9(2)(a)  
Subject: Re: FW: Asia-Pacific Aerospace Quality Group Space Seminar [UNCLASSIFIED]

Thanks we have a last newsletter going out this week. We will add this item.

Regards

Jennie s6(d), s9(2)(a)  
New Zealand Defence Industry Association  
s6(d), s9(2)(a)  
s9(2)(a)



On Mon, 17 Dec 2018 at 15:46, Graeme s9(2)(a) s9(2)(g)(ii) > wrote:

Hi John & Jennie,

The following seminar in Auckland in late January may be of interest to relevant members of your associations. Please pass information regarding the seminar to your members.

Best regards,

---

Graeme s9(2)(a) s9(2)(g)(ii)

Programme Leader



NEW ZEALAND  
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s9(2)(a) s9(2)(g)(ii)

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From: Dimitri s9(2)(a) s9(2)(g)(ii)  
Sent: Monday, 17 December 2018 1:03 PM  
To: Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
Cc: Ogonna s9(2)(a) s9(2)(g)(ii)  
Subject: FW: Asia-Pacific Aerospace Quality Group Space Seminar [UNCLASSIFIED]

Hi Graeme

It was good to meet with you the other week to discuss your efforts in the Australian market and the cross-over with our work. I wanted to alert you to an upcoming event that is likely to be of interest to some of the companies you're working with.

We have been contacted by **s9(2)(b)(ii)**, on behalf of the Asia-Pacific Aerospace Quality Group (APAQG). In January 2019 the APAQG will be hosting a seminar to engage the New Zealand space sector in their industry standards and supply chain activities.

The IAQG (International Aerospace Quality Group) is committed to achieving significant performance improvements as well as global quality standards in the space industry through the development of standards, industry oversight and guidance materials for use throughout the [supply chain](#). APAQG is the Asia Pacific branch of IAQG.

IAQG is responsible for the 91XX series of aerospace standards which are widely recognised and adopted; notably the three certification schemes - AS9100, AS9110 and AS9120 Quality Management System (QMS) standards. APAQG believes that adopting the 9100 standards that establish a single quality management system for use within the aerospace industry will help the New Zealand space industry when exporting their products overseas.

Japanese and Singaporean members of the APAQG are holding a promotional event for AS9100 in Auckland on Thursday 31 January. This will be an excellent opportunity to engage with global players in space industry regulation.

I'd be grateful if you would send this information out to the relevant companies in your network, asking them to sign up/ RSVP at this link: <http://whoozin.com/YNP-CU3-33DC>

Let me know if you have any questions.

Dimitri



Dimitri **s9(2)(a) s9(2)(g)(ii)**

**s9(2)(a), s9(2)(g)(ii)**



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**Email Chain 168**

**From:** Jennie s6(d), s9(2)(a)  
**Sent:** Tuesday, 20 November 2018 8:57 AM  
**To:** s6(a) s6(a), s9(2)(a) >  
**Cc:** Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii) s9(2)(a) s9(2)(g)(ii) Richard, Mr  
s9(2)(a) s9(2)(g)(ii) >; s6(a), s9(2)(a) s6(d), s9(2)(a)  
s6(a), s9(2)(a) >; s6(a), s9(2)(a)  
s6(a), s9(2)(a)  
**Subject:** Re: s6(a) Visit to NZ unclassified

Hi  
No offence taken. I have experienced the travel issues with s6(a) Be happy that not trying to go to s6(a)  
I look forward to seeing you on 12th in Wellington. s6(d), s9(2)(a) will be attending as well so between us we can put a plan in place for 2019.  
Regards

On Mon, 19 Nov 2018 at 2:00 PM, Defence Advocate (StateGrowth) <s6(a), s9(2)(a)> wrote:  
Hi Jennie,

Thanks for your thoughts below. I have discussed the Auckland component of the visit with s6(a), s9(2)(a), s6(d) and we feel that as we are seeing you at the dinner meeting on the 12th in Wellington and will have addressed a number of potential opportunities directly with the MoD; NZDF & s6(a), s9(2)(b)(ii) that day we might leave Auckland until next time.

Please be assured that there is no disinterest whatsoever but a requirement for us to be back in s6(a) throughout Fri 14th and the apparent 'end of the world' nature of airline scheduling to s6(a) makes it difficult to commit to Auckland on the 13th.

I hope this is not too disappointing and can assure you there will be a next time where we dedicate our focus on industry partnership/opportunities. That focus can be evolved over the dinner meeting I hope.

Looking forward to seeing you next month.

Regards,  
s6(a), s9(2)(a)

s6(a), s9(2)(a) s6(a), s9(2)(a) - s6(a)  
s6(a), s9(2)(a)  
s6(a)

On 19 Nov 2018, at 06:16, Jennie s6(d), s9(2)(a) wrote:

Morning  
Sorry I have been a little quiet. Been trying to get a few ducks in a row! I have a newsletter going out today and have been pondering on whether to invite industry to indicate if they have an interest/availability to come in and join a discussion about opportunities in s6(a) I will go ahead and seek responses. I am sure there are many who are keen but the timing may becoming an issue.

Will come back to you by Wednesday. I will come down with my Chairman on 12th for at least the dinner.

Regards

Jennie [redacted]

[redacted]

New Zealand Defence Industry Association

s6(d), s9(2)(a)

s9(2)(a)

On Sun, 18 Nov 2018 at 20:05, Defence Advocate (StateGrowth)

s6(a), s9(2)(a) wrote:

Hi Richard & Jennie,

All planning is progressing well at this end for the NZ visit (inc the imminent provision of e-invitations to the s6(a) hosted dinner in Wellington on 12 Dec).

We are in the process of booking flights/accomm etc but do not yet have visibility of the potential Auckland visit. Just wondering if you can advise at your earliest convenience whether this is likely to go ahead? We do not wish to push ourselves onto organisations that might be busy etc and certainly consider the planned engagement in Wellington to be particularly valuable in addressing possible 'next steps'. My point being that we will of course take your advice on the Auckland component of the NZ trip but if you judge it to be of lesser/low value at this point and/or an imposition on peoples time etc we will leave it out of this visit.

Thoughts?

Regards,

s6(a), s6(d), s9(2)(a)

s6(a), s9(2)(a)

s6(a)

s6(a), s9(2)(a)

s6(a)

On 8 Nov 2018, at 16:48, Defence Advocate (StateGrowth)

s6(a), s9(2)(a) > wrote:

Hi Richard, Jennie & Graeme,

Thanks for proposing what is an excellent plan that meets all the intent of our proposed visit to NZ. Your efforts are very much appreciated and we look forward to this interaction.

I have just sought s9(2)(a), s6(d) concurrence (she is absent on some medical leave at present) in order to formally 'lock in' all that is scheduled but do believe it to be most appropriate indeed and cannot foresee any changes other than we are keen to host a dinner for a small number of those we have met with on the evening of the 12th and ask that you think through who we could invite and a venue (albeit this is the part I am seeking approval to conduct so no need to lock that in yet).

Hi Jennie - we are most looking forward to meeting with you in Auckland during the afternoon of the 13th. As far as who we meet with, I would take your professional judgement on that. As we have discussed previously,

s6(a) seeks to promote the provision of capability and/or collaboration in areas such as s6(a), s9(2)(b)(i)

. There are of course some other niche areas such as s6(a), s9(2)(b)(ii)

(to name a few) that are potential areas of collaboration.

Please let us know what additional information might be required in order to focus the meeting/interaction schedule.

Thanks again to all. I will confirm program logistics (and the dinner opportunity) tomorrow.

Regards,

s6(a), s9(2)(a) | s6(a), s9(2)(a) | s6(a)

s6(a), s9(2)(a)  
s6(a)

On 8 Nov 2018, at 15:06, s6(2)(a), s9(2)(g)(ii) Richard, Mr s9(2)(a) s9(2)(g)(ii) > wrote:

Hi s6(2)(a), s9(2)(g)(ii)

The Plan is coming together for Wellington and I've brought Jennie s6(d), s9(2)(a) NZDIA into this. Jennie is going to coordinate the meeting on the afternoon of 13 Dec in Auckland with the NZDIA, NZTE and others.

I've managed to secure meetings with both Dave s9(2)(a) (1730, 11 Dec) and John s9(2)(a) (0900, 13 Dec) for you and the rest of the Wellington Programme is as below.

#### 11 Dec:

Time TBC: Arrive Wellington  
1730-1800 Meeting with the new CN (location/details TBC)

#### 12 Dec:

0800-0830: Uplift visitors Wellington CBD, drive to Trentham  
0840-1215: Cap Br/MoD: overview of Army/Navy small craft and Transport related Projects. Defence Advocate: overview of the s6(a) Industry base and what they can bring to projects/partnerships, etc.  
1300-1500: Meetings with s6(a), s9(2)(b)(ii) Trentham  
1515-1600 Return Trentham to Wellington

#### 13 Dec:

0900-0930: Meeting with CA (at your hotel or CBD area)  
TBC: Fly to Auckland (mid-to-late morning)  
TBC: Meet with NZDIA, NZTE, s9(2)(b)(ii)... (Afternoon)

Are you ok with the Wellington schedule and does the Auckland meetings, set for the afternoon of the 13<sup>th</sup>, still work? Do let me know if there is anything else for the Defence/Wellington meetings and please work with Jennie for the Auckland meetings.

Kind Regards

Richard s6(2)(a), s9(2)(g)(ii)

From: s6(a) s9(2)(a) s9(2)(g)(ii)

Sent: Monday, 5 November 2018 4:32 p.m.

To: [redacted] Richard, Mr [redacted] >  
Cc: [redacted] [redacted] [redacted] [redacted] [redacted] s6(d), s9(2)(a), s6(a)  
s6(d), s9(2)(a), s6(a) [redacted] s6(d), s9(2)(a), s6(a)  
s6(d), s9(2)(a), s6(a) [redacted] s6(d), s9(2)(a), s6(a)  
s6(a), s9(2)(a), s6(d)  
Subject: Re: s6(a) Visit to NZ unclassified

Hi Richard,

Many thanks. A 0800 pick up is absolutely fine. (earlier if you think necessary)

Just boarding an aircraft to head up to Canberra for 2 days but contactable via email throughout.

Regards,

[redacted] s6(a), s9(2)(a) [redacted] s6(a), s9(2)(a)  
s6(a)  
[redacted]  
s6(a), s9(2)(a)  
s6(a)

On 5 Nov 2018, at 2:19 pm, [redacted] Richard, Mr <[redacted] s9(2)(a) s9(2)(g)(ii)> wrote:

Thanks [redacted]

I'll now refine the plan for the 12th at Trentham. I understand your comments about [redacted] s9(2)(b)(ii) and might move the pickup time to 0800.

I'm also currently checking [redacted] s9(2)(b)(ii) availability on either afternoon of 11th or morning of 13th. I'll get back to you ASAP, so you can organise travel, other meetings, etc.

Kind Regards  
Richard

Sent with BlackBerry Work  
([www.blackberry.com](http://www.blackberry.com))

From: [redacted] s6(a), s9(2)(a)  
Date: Sunday, 04 Nov 2018, 7:55 PM  
To: [redacted] Richard, Mr [redacted] s9(2)(a) s9(2)(g)(ii) >  
Cc: [redacted] s6(a), s9(2)(a) [redacted] s6(a), s9(2)(a)  
[redacted] s6(a), s9(2)(a)  
[redacted] s6(a), s9(2)(a)  
Subject: Re: s6(a), s9(2)(a) Visit to NZ unclassified

Hi Richard,

Many thanks indeed for your email below. The program looks great and we are most appreciative of the effort put in to generate such a schedule and incorporate the number of folks from various organisations. As such, the date and timings look good and are in principle agreed as proposed. We would be coming from Christchurch where we are meeting with s9(2)(b)(ii).

The only adjustment to that proposed is on the matter of s9(2)(b)(ii). I believe there is considerable opportunity for s6(a) to very effectively collaborate on this project as the vehicle types highlighted are exactly those which are designed and/or manufactured in s6(a) by several companies. I therefore ask that the program include sufficient time and appropriate people to thoroughly discuss the s9(2)(b)(ii) project.

I will get back to you with greater detail on our logistic arrangements etc in due course. I suspect we would like to host a small dinner interaction on either 11 or 12 Dec with key officials that we are meeting with. More on that soon but please factor in the likelihood and suggest some names/titles of those you consider appropriate for us to invite.

I would also like to call on the new s9(2)(b)(ii) for short introductory meetings if that could be arranged please. Perhaps late on the 11th or early on the 13th if the 12th is too full.

Again, my sincere thanks to you and your staff for arranging this interaction between the NZ MoD/NZDF and s6(a), s9(2)(b)(ii).

I look forward to seeing you next month.

Regards,  
Steve

s6(a), s9(2)(a) s6(a), s9(2)(a)  
s6(a)  
s6(a), s9(2)(a)  
s6(a)

On 2 Nov 2018, at 13:11, s9(2)(a) s9(2)(g)(ii) Richard, Mr <s9(2)(a) s9(2)(g)(ii)> wrote:

Hi s6(d)

I hope your France trip was a success. Are you able to confirm you will be in Wellington on 12 Dec?

Below is the basic programme. This plan will require you get to Wellington on 11 Dec, we will fill 12 Dec and you move on to Auckland either late afternoon 12<sup>th</sup> or early on the 13<sup>th</sup>. Alternatively you could do Auckland on the 10<sup>th</sup>/11<sup>th</sup> Dec, but personally I think it may be better to have an understanding of some of these project before you start talking about industry partnerships.

12 Dec

0830-0900: pick up delegation Wellington CBD and drive to Trentham



0900-1215: Meeting with Capability Branch Leadership and Project Staff and Project overviews

1) s9(2)(b)(ii), 2) s9(2)(b)(ii), 3) s9(2)(b)(ii)  
\* and 4) s9(2)(b)(ii)

(meetings would include briefings from the project team and an overview from Delegation on s6(a) plans, areas of interest and industry capabilities)

1215-1300: Lunch (Officers mess, TBC)

1300-1500: s9(2)(b)(ii) (confirmed: s6(d), s9(2)(b)(ii))

\* note, we may focus more on the s9(2)(b)(ii), s9(2)(ba)(i) than the s9(2)(b)(ii), s9(2)(ba)(i). As s9(2)(c)(ii), s9(2)(ba)(i) deliver a range of s9(2)(b)(ii), s9(2)(ba)(i) that supports future NZDF ground based garrison and training support capability s9(2)(b)(ii), s9(2)(ba)(i)

s9(2)(b)(ii), s9(2)(ba)(i) project should include opportunities for the manufacture of modules and pods for use on s9(2)(b)(ii), s9(2)(ba)(i)

I have put place holders in calendars of the key Capability Branch and s9(2)(b)(ii), s9(2)(ba)(i) people, and can firm the plan up once you're able to confirm your travel arrangements. Let me know if there is anything else I'm missing.

Kind Regards

Richard s6(a), s9(2)(g)(ii)

From: s6(a), s9(2)(g)(ii) Richard, Mr

Sent: Tuesday, 23 October 2018 10:35 a.m.

To: s6(a) <s6(a), s9(2)(a)>

Cc: s6(a), s9(2)(g)(ii) Ian, s6(a), s9(2)(g)(ii) <s9(2)(a), s9(2)(k)>; s9(2)(a), s9(2)(g)(ii) s6(d), s6(a), s9(2)(a)

s9(2)(a), s6(d), s6(a) s9(2)(a), s6(d) Howarth

Debbie, Mrs s9(2)(a), s9(2)(g)(ii) >

Subject: RE: s6(a), s9(2)(b)(ii) Visit to NZ unclassified

Hi s6(a), s6(d), s9(2)(a)

The 12<sup>th</sup> Dec works for us for the Wellington leg of your visit, and I'll have the key project people available. Unfortunately some of the senior Capability Branch people will be away on the 12<sup>th</sup>, and the 11<sup>th</sup> or 13<sup>th</sup> Dec is out for everyone.

All meetings (Defence and s6(a), s9(2)(b)(ii)) can be held at Trentham - a 35 minute drive from Wellington CBD.

s6(a), s9(2)(b)(ii) at Trentham and that's where their main (Depot Level) Repair & Maintenance, Warehousing and Project activity based. Trentham is also where Capability Branch manages most of the NZDF 'Land' and minor projects (including the s9(2)(b)(ii) from.

s6(a), s9(2)(b)(ii) operation is (2<sup>nd</sup> Line) Logistic support to s6(a) and [indirectly] to s6(a) units that are based there. At times s9(2)(b)(ii) does carry out Projects/refurbishment/engineering/project work at s9(2)(b)(ii).

A suggested programme for Wellington (12 Dec) would look like this:

11 Dec: Arrive Wellington

12 Dec: Drive to Trentham (0830) (I can take you out to Trentham, back to Wellington - or maybe direct to the Airport depending on timings, other meetings or onward plans)

Meetings with Capability Branch Project Teams

Lunch

Meeting with s9(2)(b)(ii) (still need to confirm their availability)

Return to Wellington CBD or direct to Airport

Fly to Auckland (*unless you have other Wellington meetings planned*)

13 Dec: Auckland meetings .....

I'll start working on this and get back to you. Do let me know if you are ok with this rough plan, if there anything else you want to factor in or you have any questions.

I hope Paris is treating you well.

Regards

Richard s6(2)(a), s9(2)(g)(ii)

From: s6(a) s6(a), s9(2)(a)

Sent: Tuesday, 23 October 2018 4:06 a.m.

To: s6(2)(a), s9(2)(g)(ii) Richard, Mr s9(2)(a) s9(2)(g)(ii) >

Cc: s9(2)(a), s9(2)(g)(ii) Ian, s9(2)(a), s9(2)(g)(ii)

s9(2)(a), s9(2)(g)(ii)  
s6(d), s6(a), s9(2)(a)  
s9(2)(a), s6(a), s6(d) s6(a), s9(2)(a), s6(d) s9(2)(a), s6(d); Howarth

Debbie, Mrs s9(2)(a) s9(2)(g)(ii)

Subject: Re: s9(2)(b)(ii), s6(a) Visit to NZ unclassified

Hi Richard et al,

Greetings for Paris where we are located as part of the Euronaval Exposition.

Many thanks for the thoughts below regarding the proposed s6(a), s9(2)(b)(ii) visit to NZ. Of the dates indicated, the 12th (and onwards) works very well from our perspective.

Your thoughts below re sequencing looks good (ie first day in Wellington and thence to Auckland). Would we go s9(2)(b)(ii) for discussions with s9(2)(b)(ii), s6(a) or will they likely travel south for the Wellington/Trentham meetings? We would be happy to drive up there if that works better (ie on day two after the MoD/NZDF meetings)?

In regard to Auckland, we will bow to the advice/program proposals from John, Alan and Scotts thoughts on who we see and thereby the time needed (one or two days).

Thanks again for the assistance with this. We see some real opportunities for collaboration here and look forward to the interaction based around a 'kick off' on 12 Dec.

Regards,

s6(a), s6(d), s9(2)(a)

s6(a), s6(d), s9(2)(a)  
s6(a)

s6(a), s9(2)(a)  
s6(a)

On 19 Oct 2018, at 09:01, s9(2)(a), s9(2)(g)(ii) Richard, Mr s9(2)(a) s9(2)(g)(ii) > wrote:

Hi s9(2)(a), s9(2)(g)(ii)

It was good to catch up in Adelaide.

Regarding a possible visit in early December, we can certainly get you in front of the right NZDF/MoD people to discuss those project you highlighted below, plus other activity. I can also help arrange a meeting with s9(2)(b)(ii). One day would be enough to cover the Defence s6(a), s9(2)(b)(ii) meetings – most likely out at Trentham Camp (Upper Hutt) or possibly here in the Wellington CBD. Either way you shouldn't need a car. If it's Wellington, it's all walking distance. If Trentham, I'll get you out and back.

For your catch up with the Defence Industry Association and New Zealand Trade and Enterprise while here, that is probably best done in Auckland. I've cc'd s6(d), s9(2)(b)(ii) in for the NZDIA and Alan s9(2)(a) s9(2)(g)(ii) and Scott s9(2)(a), s9(2)(g)(ii) who are covering for Graham s9(2)(a), s9(2)(g)(ii) at the moment.

So an overall plan might be: You probably have other meeting/plans. However for our planning, I think one day in Wellington (NZDF/MoD meeting), fly to Auckland for one [or more] days with NZDIA, NZTE.

**What days were you looking to visit?** Early December is getting tight for Capability Branch as we try and land the 2018 Defence Capability Plan Review.....plus all the other end of end of year rushes. A preferred day for Wellington would be 5 Dec, but could also do 3, 4 or 12 Dec (I don't know have these day work for s9(2)(b)(ii), s6(a), but will check)

I hope this is useful and we're keen to assist.

Regards

Richard s9(2)(a), s9(2)(g)(ii)

From: s6(a) ) s6(a), s9(2)(a)  
Sent: Monday, 15 October 2018 10:01 p.m.  
To: s9(2)(a), s9(2)(g)(ii) > s9(2)(a), s9(2)(g)(ii) Richard, Mr  
Cc: s6(a), s6(d), s9(2)(a) <s6(a), s9(2)(a)  
s6(a), s9(2)(a), s6(d)  
Subject: s6(a), s9(2)(b)(ii) Visit to NZ

Hello All,

It was of course good to catch up with each of you during the recent Land Forces event (inc the Defence Export Forum) and/or also at the D&I Conference in Canberra.

We have been progressing a number of state Defence matters over the past few weeks including the finalisation of our 'refreshed' Defence Industry Strategy which we intend promulgating on 22 Nov.

It is now time to pursue the many other matters we have discussed re potential interaction/cooperation with New Zealand across a range of projects identified earlier. As such, we had previously discussed the prospect of a visit to NZ by a small delegation from our s6(a). I write therefore to propose that activity and ask for your assistance/advice in developing a schedule of interactions with the MoD/NZDF and with relevant business.

Specifically (as we have already talked about), we would seek to discuss prospects for cooperation in projects that relate to s6(a), s9(2)(b)(ii) and s6(a), s9(2)(b)(ii). The latter would seem to demand interaction with s9(2)(b)(ii), s6(a) as well (noting their role in current s6(a)).

From a timing perspective, we are proposing early December with specific dates to accommodate availabilities of NZ officials etc. Would this be convenient and if not, can you suggest a better time? I anticipate the delegation would be just 2-3 people with myself and the s6(d), s9(2)(a) as the certain candidates. I suspect a couple of days would be adequate but will of course take your advice on that.

Look forward to hearing from you and of course the prospect of a working visit to NZ.

Regards,  
s6(a)

s6(a), s9(2)(a), s6(d) s6(a), s9(2)(a), s6(d)  
s6(a)  
s6(a), s9(2)(a)  
s6(a)



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Jennie [REDACTED] s6(d), s9(2)(a)

[REDACTED] s6(d), s9(2)(a)

New Zealand Defence Industry Association

s6(d), s9(2)(a)

s9(2)(a)



**Email Chain 167**

**From:** Graeme Solloway -AKL

**Sent:** Wednesday, 14 November 2018 4:26 pm

**To:** Jennie s6(d), s9(2)(a) ; Debbie Howarth

s9(2)(a) s9(2)(g)(ii)

**Cc:** Cheryl s9(2)(a) s9(2)(g)(ii)

**Subject:** Pacific 2019

We have pencilled in 72 sq metres of space at Pacific 2019 – that’s 2x the space at LF. Our location is to the mid-left of the plan of the Hall. Unlike Adelaide, it’s a more cohesive total space which does mean we’re going to have some of the big boys nearby – we’re adjacent s9(2)(b)(ii) in this plan. We’re also surrounded on the other side by s9(2)(b)(ii), I imagine will consist of a large number of French companies.

Costs are A\$1,120 per sq meter for raw space, or A\$9,350 per 3x3 sq m shell. We will take the raw space but must add on stand build costs – not inconsiderable and we want to have more seating/meeting and storage space. The base costs are higher than Adelaide (a single 3x3 shell at LF was \$7,250).

Accordingly, propose the following two prices:

s9(2)(b)(ii) for exhibitors

s9(2)(b)(ii) for walkers

Deb – there is heaps of value in having NZDF folk at the stand – we just need to control the congestion. I’d like to design the stand so that you have the space you need and are not also being crowded by industry. Would you be able to stretch s9(2)(b)(ii), thereby giving you your own corner?

Jennie – how do you envisage NZDIA presence at the show? If you want a space that belongs to the industry association and its members, distinct from other exhibitors and walkers, then can you also stretch s9(2)(b)(ii)?

Am copying in Cheryl who has resumed her event manager role that was so well looked after by Jaime in Adelaide.

Cheers  
Graeme

---

**Graeme Solloway**

Programme Leader



**NEW ZEALAND  
TRADE & ENTERPRISE**  
Te Taurapa Tūhono

s9(2)(a) s9(2)(g)(ii)

w [nzte.govt.nz](http://nzte.govt.nz)

Level 6, 139 Quay Street, Auckland 1010

[View location map](#)

New Zealand Trade and Enterprise is New Zealand’s international business development agency. Our role is to help New Zealand businesses grow – bigger, better, faster - into international markets.

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Email Chain 166

From: Jennie [redacted]  
Sent: Thursday, 8 November 2018 11:17 AM  
To: [redacted] Richard, Mr [redacted] [redacted] [redacted] s9(2)(a), s6(d)  
Cc: Howarth Debbie, Mrs [redacted] s9(2)(a) s9(2)(g)(ii) Graeme Solloway -AKL  
s9(2)(a), s9(2)(g)(ii) >; Peta [redacted] s9(2)(a) s9(2)(g)(ii)  
Subject: Re: Tasmanian Defence Advocate visit to NZ - unclassified

Hi all

If Debbie is a yes then we are good to make this happen.

I am in Dunedin Chairing an Arb conference so can get the ball rolling on Monday.

I met with [redacted] s9(2)(b)(ii) yesterday in Dunedin and we might convene a meeting on 12th also at the Hub of associations/Engineering Fabricators to discuss the Regional Development Fund engineering opportunity.

Regards

Jennie [redacted] s9(2)(a)  
[redacted] s9(2)(a)  
New Zealand Defence Industry Association  
[redacted] s6(d), s9(2)(a)  
[redacted] s9(2)(a)



On 8 November 2018 at 10:41, [redacted] s9(2)(a) s9(2)(g)(ii) Richard, Mr [redacted] s9(2)(a) s9(2)(g)(ii) wrote:  
Hi Jennie,

As discussed, would you be available to host [redacted] s6(a), s9(2)(a) [redacted] s6(a), s9(2)(a) [redacted] s6(a) ) and two of his [redacted] s6(a) colleagues, along with NZTE and others, in Auckland on the afternoon of 13 Dec?

Graeme and Peta (cc'd into this) can assist with identifying who else should attend. Graeme is away the 13 Dec. Peta will be available to attend.

The basic aim of the, overall, visit is to hold high level introduction meetings between [redacted] s6(a) [redacted] Officials, NZDF/MOD, NZTE, Industry and Associations - to gain insights into Defence opportunities, promote Tasmanian industry and start the discussion about potential trans-Tasman partnerships.

I have meetings locked-in for late afternoon 11<sup>th</sup>, all day 12<sup>th</sup> and early morning of 13 Dec for Wellington. I'll leave Auckland and the afternoon of 13 Dec to you organise a 'two-way' discussion on industry capabilities, areas of interest, support, etc - with this delegation, NZTE and others.

Below is some further background on the Defence Advocate Role and this visit:

- Each Australian State has set up their own Defence Advocate (40 days a year) to liaise on their State industries' behalf with the Australian Federal Government and Defence Department **s6(a), s9(2)(g)(ii), s9(2)(b)(ii)** on Defence capability.
- **s6(a)** is keen to use their Advocate to look at opportunities outside of the ADF.
- There has been ongoing discussions between various Defence Advocates and NZDF, MOD, MFAT, NZTE and NZDIA over the past 12 months.
- The visiting delegation will include; Steve **s6(a), s9(2)(a)**), Lara **s6(a), s9(2)(a)** **s6(a)** ) and possibly one other from the **s6(a)**.
- Particular areas of interests for **s6(a), s9(2)(b)(ii)** are specialised watercraft and land transport related projects.
- Cap Br/MoD will brief on relevant projects and seek information on **s9(2)(b)(ii)** industry areas of expertise/interest.
- Follow-up visits are likely to be between **s9(2)(b)(ii)** and NZ industry (looking at potential partnerships), or **s9(2)(b)(ii)** companies engaging directly into NZ Defence tender opportunities.
- Draft Programme for Wellington:

11 Dec: TBC: Arrive Wellington  
1730-1800 Meeting with Defence

12 Dec: 0800-0830: Uplift visitors Wellington CBD, drive to Trentham  
0840-1215: Cap Br/MoD overview of: Army/Navy small craft and Transport related Projects.

1300-1500: Meetings with **s6(a), s9(2)(b)(ii)**  
1515-1600 Return Trentham to Wellington

13 Dec: 0900-0930: Meeting with Defence (Wellington)  
TBC: Fly to Auckland  
TBC: Meet with NZDIA, NZTE, NZ Marine...

Thanks, in advance, for your involvement – My view is that this is very much a two-way thing and an opportunity to starting the discussion that helps NZ companies partner with **s9(2)(b)(ii)** and access Australian opportunities.

I'll link you into my next email to **s6(a), s6(d), s9(2)(a)** So that you are in the loop and you can confirm with him times/location etc.

Cheers

Richard **s9(2)(a), s9(2)(g)(ii)**

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Email Chain 165

From: Jennie s6(d), s9(2)(a)  
Sent: Friday, 26 October 2018 4:02 PM  
To: Howarth Debbie, Mrs s9(2)(a) s9(2)(g)(ii)  
Cc: Cliff s9(2)(a) s9(2)(g)(ii) Nick s9(2)(a) s9(2)(g)(ii)  
Richard, Mr s9(2)(a) s9(2)(g)(ii)  
<s9(2)(a) s9(2)(g)(ii)>; Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)  
Subject: Re: Australia: Joint fund? unclassified

s9(2)(a), s6(d) is attending the Forum and is part of the team managing defence research grants in OZ.

J

Jennie s6(d), s9(2)(a)  
New Zealand Defence Industry Association  
s6(d), s9(2)(a)  
s9(2)(a)



On 26 October 2018 at 15:57, Howarth Debbie, Mrs s9(2)(a) s9(2)(g)(ii) wrote:

Hi Cliff,

How are you?

There is most definitely joint funding but whether that includes s9(2)(b)(ii) I am not sure.

I have copied in the group who know more on this and hopefully they can shed more light. (You may recognise a few names ☺)

Thanks  
Deb

**Debbie Howarth**

Director - Industry Engagement - JDS, Joint Defence Services  
New Zealand Defence Force  
NZDF Auckland Business Hub | PO Box 90038, Victoria St West, Auckland 1142  
s9(2)(a) s9(2)(g)(ii)  
[www.nzdf.mil.nz](http://www.nzdf.mil.nz)  
s9(2)(a)



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From: Cliff s9(2)(a) s9(2)(g)(ii)  
Sent: Friday, 26 October 2018 2:55 p.m.

To: Howarth Debbie, Mrs <[REDACTED]>

Subject: Australia: Joint fund?

Hi, Debbie

I hope all is well and NZDF is looking after you.

I've received a question here about funding for a project on defence research into [REDACTED]

Question is: Is there a joint funding agreement or mechanism between NZ and Australia whereby NZ can contribute funding to research done with Australian Defence?

I don't have much background on this at the moment, but if there is a joint funding agreement on defence matters then I can find out more.

We used to have something on biotech a long time ago, but I don't know of anything else since.

All the best.

Cheers,

Cliff

Cliff [REDACTED]

[REDACTED]

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New Zealand's Innovation Agency

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[55 Featherston Street](#)

[Wellington 6011](#)

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DDI: [REDACTED]

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Email Chain 164

From: Jennie s6(d), s9(2)(a)  
Sent: Wednesday, 24 October 2018 4:55 PM  
To: Alan s9(2)(a) s9(2)(g)(ii); Peter s9(2)(a) s9(2)(g)(ii) >  
Subject: Fwd: Forum Registrations - Country of Delegates

For our call.

regards

Jennie s6(d), s9(2)(a)

s6(d), s9(2)

New Zealand Defence Industry Association

s6(d), s9(2)(a)

s9(2)(a) s9(2)(g)(ii)



----- Forwarded message -----

From: Admin Support s9(2)(a)  
Date: 23 October 2018 at 16:12  
Subject: Forum Registrations - Country of Delegates  
To: Jennie s6(d), s9(2)(a)  
Hi Jenny

We have delegates registered from the following countries.

- s6(a)
- s6(a)
- s6(a)
- s6(a)
- s6(a)
- s6(a)
- s6(a)
- s6(a)
- s6(a)
- s6(a)

From the Following Governments

- s6(a), s6(d), s9(2)(a)
- s6(a), s6(d), s9(2)(a)
- s6(a), s6(d), s9(2)(a)
- s6(a), s6(d), s9(2)(a)
- s6(a), s6(d), s9(2)(a)

Let me know if you need other info.

s6(d), s9(2)(a)

Email Chain 163

-----Original Appointment-----

From: Google Calendar <calendar-notification@google.com> On Behalf Of

s6(d), s9(2)(a)

Sent: Tuesday, 23 October 2018 3:21 PM

To: Peter s9(2)(a) s9(2)(g)(ii)

Subject: Accepted: NZDIA @ Wed 24 Oct 2018 5pm - 5:15pm (NZDT) (Peter s9(2)(a) s9(2)(g)(ii)

When: Wednesday, 24 October 2018 5:00 PM-5:15 PM (UTC+12:00) Auckland, Wellington.

Where: <https://nzte.zoom.us/j/472063003>

**s6(d), s9(2)(a)** has accepted this invitation.

NZDIA

When Wed 24 Oct 2018 5pm – 5:15pm New Zealand Time

Where <https://nzte.zoom.us/j/472063003> (map)

Calendar Peter s9(2)(a) s9(2)(g)(ii)

Who

- Peter s9(2)(a) s9(2)(g)(ii) - organiser
- s6(d), s9(2)(a) creator
- Alan s9(2)(a) s9(2)(g)(ii)

Hi Jennie and Alan – Alan and I are free, but Jennie – this is up against your AGM, so I hope this works.

Peter s9(2)(a) s9(2)(g)(ii)

You are invited to a Zoom meeting now.

Join from PC, Mac, Linux, iOS or Android: <https://nzte.zoom.us/j/472063003>

Meeting ID: 472 063 003

Invitation from [Google Calendar](#)

You are receiving this courtesy email at the account s9(2)(a) s9(2)(g)(ii) because you are an attendee of this event.

To stop receiving future updates for this event, decline this event. Alternatively, you can sign up for a Google account at <https://www.google.com/calendar/> and control your notification settings for your entire calendar.

Forwarding this invitation could allow any recipient to modify your RSVP response. [Learn More](#).

Email Chain 162

From: Jennie [REDACTED]  
Sent: Monday, 22 October 2018 5:13 PM  
To: Alan [REDACTED]  
Cc: Graeme Solloway [REDACTED] HOWARTH DEBBIE, MRS [REDACTED]; Peter [REDACTED]  
Subject: Re: NZDIA forum

Does Wednesday afternoon work?

Regards

Jennie [REDACTED]  
New Zealand Defence Industry Association  
[REDACTED]  
[REDACTED]



On 19 October 2018 at 16:09, Alan [REDACTED] > wrote:

Good idea Jennie – let me know a few times that will work

Thanks Alan

From: Jennie [REDACTED]  
Sent: Friday, 19 October 2018 10:21 AM  
To: Graeme Solloway -AKL [REDACTED]; HOWARTH DEBBIE, MRS [REDACTED]  
<[REDACTED]>  
Cc: [REDACTED]; Alan [REDACTED] Peter [REDACTED]  
Subject: Re: NZDIA forum

Hi

Alan and Peter would it be useful to schedule a call next week pre Forum to discuss who is coming anyone you think is missing and how best to connect the right export dots?

Regards

Jennie [REDACTED]  
New Zealand Defence Industry Association

[REDACTED]

[REDACTED]

On 11 October 2018 at 15:01, Graeme Solloway -AKL **s9(2)(a), s9(2)(g)(ii)** > wrote:

Hi **s9(2)(a), s9(2)(g)(ii)**

Can you let us know who has registered to attend the NZDIA Forum at the end of the month? We're really keen to know who from Australia (and the Primes) is attending, plus very useful to know which NZ firms are going to be there.

Alan **s9(2)(a), s9(2)(g)(ii)** from NZTE Sydney will attend Day Two on 1 Nov. Unfortunately he can't get over for Day One. Peter **s9(2)(a), s9(2)(g)(ii)** – is looking at attending as well, if so would be for both days Peter has worked closely with TRT and some other defence companies.

There is the Minister's awards dinner on the evening of 1 Nov – any chance of some seats at that?

Cheers,

Graeme

PS I am away on leave from the end of today until 1 November. I'll be in the U.S.

---

**Graeme Solloway**

T **s9(2)(a) s9(2)(g)(ii)**

Programme Leader

W [nzte.govt.nz](http://nzte.govt.nz)



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[Level 6, 139 Quay Street, Auckland 1010](#)

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**Email Chain 161**

**From:** Jennie s6(d), s9(2)(a)  
**Sent:** Monday, 15 October 2018 10:42 AM  
**To:** Peter s9(2)(a) s9(2)(g)(ii) >; s6(d), s9(2)(a)  
s9(2)(a)  
**Cc:** s9(2)(a), s6(d) Alan s9(2)(a) s9(2)(g)(ii) >  
**Subject:** Re: NZDIA forum

Hi all

Kip please can you send the latest delegate list to Peter and Alan. Registrations are still coming in but this will give you an idea.

Regards

Jennie s6(d), s9(2)(a)  
New Zealand Defence Industry Association

s6(d), s9(2)(a)

s9(2)(a)



On 15 October 2018 at 09:29, Peter s9(2)(a) s9(2)(g)(ii) > wrote:

Hi s9(2)(a)

I plan to register shortly, and would value seeing the list of attendees so that Alan and I can prepare to match exporters with opportunities.

Also keen to follow up on seats at Ministers table.

Peter s9(2)(a) s9(2)(g)(ii)

**From:** Graeme Solloway -AKL  
**Sent:** Thursday, 11 October 2018 3:02 PM  
**To:** s6(d) s9(2)(a) >  
**Cc:** Alan s9(2)(a) s9(2)(g)(ii) Peter s9(2)(a) s9(2)(g)(ii)  
Jennie s6(d), s9(2)(a)  
**Subject:** NZDIA forum

Hi s6(d), s9(2)(a)

Can you let us know who has registered to attend the NZDIA Forum at the end of the month? We're really keen to know who from Australia (and the Primes) is attending, plus very useful to know which NZ firms are going to be there.



Alan [redacted] from NZTE Sydney will attend Day Two on 1 Nov. Unfortunately he can't get over for Day One. Peter [redacted] – is looking at attending as well, if so would be for both days. Peter has worked closely with [redacted] and some other defence companies.

There is the Minister's awards dinner on the evening of 1 Nov – any chance of some seats at that?

Cheers,

Graeme

PS I am away on leave from the end of today until 1 November. I'll be in the U.S.

---

**Graeme Solloway**

[redacted]

[redacted]

Programme Leader

w [nzte.govt.nz](http://nzte.govt.nz)



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## Email Chain 160

**From:** Graeme Solloway -AKL

**Sent:** Wednesday, 10 October 2018 11:18 am

**To:** Jennie s6(d), s9(2)(a)

**Subject:** RE: FYI-Update there will be 5 people from the MOD Protected Mobility Project Team at the Forum

Hi Jennie,

The key companies from a PV market perspective are s9(2)(b)(ii), s9(2)(b)(ii) (now that s9(2)(b)(ii) are fully a subsidiary), s9(2)(b)(ii), s9(2)(b)(ii), s9(2)(b)(ii) and s9(2)(b)(ii). There may be others, but I am not aware of their direct interest in a s9(2)(b)(ii). Of course I have been looking at this thru an Aussie market lens, and only assume those same companies would have an interest in the NZDF need.

Graeme

**From:** Jennie s6(d), s9(2)(a)

**Sent:** Tuesday, 9 October 2018 10:00 AM

**To:** s9(2)(a), s6(d) Adam s9(2)(a), s6(d); Gavin s6(d)

s9(2)(a) Graeme Solloway -AKL s9(2)(a), s9(2)(g)(ii)

**Subject:** FYI-Update there will be 5 people from the MOD Protected Mobility Project Team at the Forum

Hi

With 5 people from MOD protected Mobility people at the Forum are there any NZ SMEs you have not seen or would like to see again and or to meet with (with MOD) while there is the opportunity? Now that MOD is including local engagement plans as part of their requirements building the local team is going to be a more important part of a bid.

Graeme, anyone you can think of who could not attend the briefs earlier in the year?

Regards

Jennie s6(d), s9(2)(a)

s6(d), s9(2)(a)  
New Zealand Defence Industry Association

s6(d), s9(2)(a)

s9(2)(a)

