

The New Zealand Manufacturers and Exporters Association



The New Zealand Manufacturers and Exporters Association (NZMEA)



A membership organisation that supports and represents New Zealand's vibrant manufacturing sector

We Support
We Connect
We Speak Up

We support your business



- We gather topical, up-to-date information on technology, economics and trade and share it with you.
- Our *Factory Floor* workshops and other channels provide excellent peer-to-peer learning opportunities in an environment of trust
- We share insights through presentations that are tailored for manufacturers, led by industry experts and key influencers
- We provide training courses on key topics that will advance your business, support smarter operations and up-skill your staff
- We help you expand into new markets
- We provide Certificates of Origin free of charge that allow you to gain the benefits of Free-Trade Agreements (FTAs)

We connect you with peers and opportunities



- Share your knowledge, experience and expertise, both in person, and electronically through *MEAssist*, our confidential electronic trading hub for information, advice and business opportunities
- Meet up with and learn from peers at our workshops, networking events and factory tours
- Engage with politicians, officials, and other leaders/influencers at our *Leadership Network* events
- Or, sometimes, just have a yarn to people walking in the same shoes as you over a sandwich and a drink

We speak up on your behalf



- We listen to your views and act on issues. Your collective views inform everything we do
- We communicate your thoughts and concerns directly to politicians and Government officials at all levels, making formal submissions on your behalf
- We work proactively with media to change the perception of and promote understanding of manufacturing, reflecting its true value, growth, and employment opportunities
- We focus solely on manufacturing and exporting, which allows us to speak up on the issues that really matter to your business, without compromise

Summary: Our offer at a glance



Access to services
(training, consultancy,
e.g. LEAN, *etc*)

Networking (per-to-
peer learning)

Access trusted providers through
our Associates scheme and benefit
from our free-to-members services

Tap into and contribute to the collective
wisdom of NZ's manufacturing
community at NZMEA-organised events

Your
manufacturing
business

Benefit from advocacy on your behalf at
local, regional and national level. We work
with other business organisations
for higher impact

Reduce cost and risk by sharing activities
in pre-competitive areas

Trade information, goods, services & business
opportunities on a secure platform

Have your voice heard

MEAssist

Link into collective
activities, *e.g.* workplace
safety and advanced
manufacturing methods

Joining the NZMEA

NZMEA membership continues to benefit our business and has given us access to a network of like-minded, passionate manufacturers

Tom Thomson, Managing Director of EPL

The Cost

- We strive to make membership cost for joining the NZMEA fair, reasonable and accessible for all manufacturers, big and small
- Each member receives an individualised cost, taking into account firm size (ability to pay) and access to our services
- We offer a free monthly credit card payments option, as well as yearly invoice billing



NZmeo

**Why Does Manufacturing Matter to
New Zealand?**

Manufacturing matters, because



- it's a big part of our domestic and export economy
(Economic diversification)
- beyond its contribution to exports, it makes a significant contribution to New Zealand's balance of trade through import substitution
- it's also the back bone of the regional economy in a number of regions (Geographic diversification)
- it supports other industries both nationally and regionally
- it can afford to pay good wages, because each employee creates a lot of value (Productivity)

... and because



- it provides a large number of fulfilling jobs with good career opportunities (**Employment**)
- it is getting increasingly sophisticated, because it has to – and in turn drives innovation across the whole economy (**Economic complexity**)
- it makes best use of NZ's accumulated economic capabilities – culture & mind-set, skills, know-how, institutions, *etc.* (**Specific competitive advantage**)
- unlike our primary industries, it is not limited by physical resources in its growth potential (**Scalability**)