

AIL of NZ Labour Letter – Special Edition 2025

Celebrating 30 Years in Aotearoa!



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This year, AIL of New Zealand Ltd, a licensed Financial Advice Provider (FAP), proudly celebrates 30 years of serving union whānau across Aotearoa-New Zealand. Since 1995, when American Income Life Insurance Company (AILIC) opened its first agency outside North America, we have stood alongside Kiwi workers and their families, providing financial security and peace of mind.

Under the determined leadership of Steve Friedlander, our first office in suburban New Lynn, Auckland, became the foundation for a journey that has spanned three decades. From those early days, we forged partnerships with trade unions across nearly every industry, ensuring that working-class families had access to affordable, reliable life, health, and disability insurance solutions.

Our Union Legacy and Commitment

Today, AIL of NZ Ltd serves over two dozen trade unions and related organisations, with more than 50,000 individual policies in force nationwide, plus over 250,000 members covered under group Accidental Death & Dismemberment programmes.

- An accredited Living Wage Employer
- A fully unionised workplace (Workers First Union)

- Consistently supporting union campaigns, strike actions, and redundancy protections through features like Strike Waiver of Premium and Layoff Waiver of Premium benefits
- Policy summaries available in five languages: English, Samoan, Tongan, Tagalog, and Te Reo Māori to help members better understand their insurance coverage

With an “*A Excellent*” financial rating (AM Best, October 2024), members can trust that AIL will be there when it matters most.

Supporting Workers in Times of Need

Our product Provider, American Income Life (AIL) has always stood with workers during tough times. For example, during the recent U.S. Government Shutdown, AIL extended its Layoff Waiver of Premium benefit to affected federal employees. In New Zealand, these same waivers remain a cornerstone of our policies, ensuring protection to New Zealander’s during strikes or redundancies.

Celebrating Union Leadership – New Zealand Council of Trade Unions Te Kauae Kaimahi

We congratulate the New Zealand Council of Trade Unions Te Kauae Kaimahi on its new appointments: President, Sandra Grey and new Māori Vice President, Aubrey Wilkinson.

Both bring extensive experience from the Te Hautū Kahurangi New Zealand Tertiary Education Union (TEU) and Rail and Maritime Transport Union (RMTU). We also acknowledge the outstanding contributions of Richard Wagstaff and Syd Keepa. Kia kaha!

Looking Ahead

As we celebrate 30 years, our mission remains clear: to protect Kiwi workers and their families, uphold union values, and deliver financial advice that meets the highest standards of integrity and compliance. If your organisation is not yet partnered with AIL, we invite you to connect with us - because together, we can build a stronger, more secure future for working people.



Contact AIL at: www.ailnz.co.nz/contact