

THIS INAUGURAL issue of Canada New Zealand Trade Relations has been designed to foster the bringing together of parallel developments in the two countries.

It is published by Asia Pacific Economic News in association with the Canadian High Commission in Wellington and the New Zealand High Commission in Ottawa.

It is distributed to business and government leaders in both countries with a known or likely interest in expanding trade, investment, technology and tourist links.

This special publication complements the activities of the Canadian Exporters Association and the Export Institute of New Zealand.

The growth in Canada's links to New Zealand and its neighbourhood is illustrated by expansion of its government trade representation beyond Wellington to include Auckland and Suva. New Zealand is important to Canada not only in its own right, but also as an intensification of its ties with Australia and the Pacific Islands.

Similarly, New Zealand, which has rejuvenated its representation in Canada, evidences recognition that Canada is both important in its own right and as an entry to other Pacific Rim markets.

Both countries represent options for each other — inadequately explored in the past, and now, with potential for the future.

July 1986



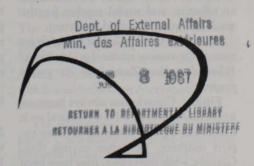
CANADA NEW ZEALAND TRADE RELATIONS 1986



CONTENTS

Trade Overview	2
The Canadian Trade Commissioner in Wellington, Mr James Ganderton, and former New Zealand Trade Com-	
missioner in Vancouver, Mr Peter Finkle, give their views on the developing trade relationship.	
Investment	7
Canada has introduced attractive new policies to encourage and facilitate investment. Five of New Zealand's top 10 companies have strong links with Canada.	
Exporting	9
Exporting for growth has become a top Canadian priority. New markets are being found for one-third of Canada's production.	
Trade Statistics	10
Food and Beverages New Zealand and Canada adopt a "Taste of" technique to promote food products.	15
Transport	17
Canadian Pacific Air recently resumed services to New Zealand.	
Forestry	19
Both countries have vast renewable resources. Canadian technology is sought in New Zealand.	
Communications	22
Revolutionary changes in the telecommunications industry are common to both countries.	

Co-published by Asia Pacific Economic News Ltd in association with the Canadian High Commission and the New Zealand High Commission. Canadian High Commission Commercial Division PO Box 12-049 Wellington, New Zealand Phone (04) 739-577 Telex: NZ3577 New Zealand High Commission Suite 801, Metropolitan House 99 Bank Street Ottawa, Ontario KIP 6G3 Canada Phone (613) 238-5991 Telex: 210-534282 Asia Pacific Economic News Ltd PO Box 3978 Wellington, New Zealand Phone (04) 736-363 Telex: NZ3588 WN CPO HAASPRESS Managing Editor, Anthony Haas



Cover: The CN communications tower dominates the city of Toronto.