

Section 4	Canada	69
4.0	Overview	69
4.1	Areas of Strength	71
4.2	Current Involvement in Australia and New Zealand	73
	4.2.1 The Appeal of Australia and New Zealand	
	4.2.2 Difficulties in Operating "Down Under"	
	4.2.3 Channels of Distribution	
4.3	Selected Profiles of Companies Active in Australia and New Zealand	76
	4.3.1 Pathfinder Learning Systems Corporation	
	4.3.2 SMART Technologies Inc.	
	4.3.3 FirstClass Systems Corporation	
	4.3.4 WorldLinx	
	4.3.5 Open Learning Agency	
	4.3.6 TeleEducation New Brunswick	
Section 5	Activities Conducive to Increasing Trade	84
5.1	Challenges	84
5.2	A Forward Program	87
Appendices		91
	Australia Contacts	91
	Australia References	95
	New Zealand Contacts	98
	New Zealand References	100
	Canada Contacts	101
	Canada References	104