

REPORT 4  
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 87  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

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POST : 531-WELLINGTON

005-COMM. & INFORM. EQP. & SERV  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

FOLLOW-UP OF CONTACTS MADE BY TELECOM MISSION IN NOV'86.

INCREASED TELECOMS SALES BY SUPPORTING/MAIN-  
TAINING CONTACT WITH N Z BUYERS AND CDN  
SUPPLIERS.

DELIVATION OF NEW OPPORTUNITIES DUE TO DEREGULATION OF N Z  
TELECOMS.

INCREASED SALES BY RELAYING TO CDN INDUSTRY  
NEW MARKET OPPORTUNITIES IDENTIFIED.

COMPUTERS, SOFTWARE & SYSTEMS

POST HAS BEGUN MARKET SURVEY OF LOCAL IMPORTERS

LIST OF PRODUCTS REQUIRED BY LOCAL IMPORTERS

SURVEY OF LOCAL SOFTWARE CONSULTING HOUSES

DEVELOP CONTACTS OF SOFTWARE FIRMS POTENTIAL-  
LY INTERESTED IN JV WITH CANADIAN FIRMS.

THREE CATALOGUES SHOWS IN TERRITORY

INCREASE NUMBER OF CANADIAN FIRMS ACTIVE IN  
NEW ZEALAND

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----