

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

POST : 531-WELLINGTON

004-DEFENCE PROGRAMS, PRODUCTS, SERV  
NEW ZEALAND

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ARMAMENTS & VEHICLES

PROVIDING ASSISTANCE & INCENTIVE FOR NZMOD TO ESTABLISH BROAD  
MOU WITH DND. TO DISTRIBUTE CDN INFO & DETAILS ON CDN MARINE EQUIP  
TO PROMOTE \$2 MILLION DATA LOGGING EQPT TO RNZN. TO OBTAIN OPPOR-  
TUNITY FOR COMPUTING DEVICES TO BID ON EQUIP. REQUIREMENTS.

INCREASED SALES OF CDN DEFENCE EQUIPMENT  
TO N. Z.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 PROVIDE FOLLOW-UP REPORTS OF HITECH TO TDD AND  
TO INCREASE THE NUMBER OF AGENCIES.

REPORTS COMPLETED.

QUARTER: 3 -----

QUARTER: 4 ORGANIZED A "CANADA FIELD DAY" AT ARMY CAMP  
WAIROA FOR FIRE FIGHTING EQUIPMENT.

FOREST FIRE EQUIPMENT HAS BEEN SOLD TO MOD AND  
MORE EQUIPMENT WILL BE PURCHASED AS A RESULT.  
MOD HAS COMPLETELY ACCEPTED CDN STANDARDS.