

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

005-COMM. & INFORM. EGP. & 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/MAINTAINING 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 SURVEY OF COMPUTER SOFTWARE AND HARDWARE IMPORTERS. MAINTAIN CONTACT WITH NEW TELECOMS (NZ) LTD AND TO FORWARD TENDERS TO CCC.	SURVEY COMPLETED. REPORT INCOMPLETE. TELECOMS TENDERS SENT ROUTINELY TO CCC.
	QUARTER: 3 COMPUTER/COMMUNICATIONS TRADE MISSION FROM CDA. COMPLETION OF MARKET SURVEY.	ORGANIZED SUCCESSFUL MISSION STILL WAITING FOR REPORT ON RESULTS FROM COMPANIES. MARKET SURVEY COMPLETED.
	QUARTER: 3 PARTICIPATION IN SPACE COMMUNICATIONS SEMINAR.	PARTICIPATION IN SEMINAR. DISTRIBUTED 120 PACKAGES OF CDN TECHNOLOGY TO ATTENDEES HAD MICROTEL AS MAIN SPEAKER.
	QUARTER: 4 -----	