

NEW ZEALAND

A. THE MARKET

Little information was available on the size or disposition of the market for Canadian towels in New Zealand.

A senior commercial officer with the New Zealand customs department advised the country has "a relatively small population of 3.5 million (that) has proved to be a market highly receptive to many Canadian products."

A freight forwarding company mentioned in his dispatch can give details on freight forwarding between Canada and New Zealand.

Beacon International Dispatch Ltd.
444 Elgin Street, Brantford, Ontario,
Canada N3T 5R7
Tel: 519-756-6463
Fax: 519-756-6800

B. SOURCES OF SUPPLY AND CHANNELS OF DISTRIBUTION

Potential New Zealand towel importers include:

1. DEKA New Zealand Limited
Wellesley Street, PO Box 6043,
Auckland, New Zealand.
Tel: (09) 778-8000
Fax: (09) 372-1700
Contact: Mr. Dave Mellsop, buyer.
2. Levene & Company Ltd.
68 Harris Road, PO Box 51-372, Pakuranga,
Auckland, New Zealand.
Tel: (09) 274-4147
Fax: (09) 274-9699
Tlx: NZ 2528
Contact: Mr. Richard Powell, general manager.
3. Ramsay McDonald (New Zealand) Limited
27 Birmingham Road, PO Box 2200, East Tamaki,
Auckland 1015, New Zealand.
Tel: (09) 274-0926
Fax: (09) 274-8058
Tlx: NZ 2831