

# NEW ZEALAND

*A Guide  
for  
Canadian Exporters*

External Affairs and  
International Trade Canada

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1989  
STORAGE

Canada

(Publié également en français)

# NEW ZEALAND

## A Guide for Canadian Exporters

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Asia Pacific South Trade Development Division  
External Affairs and International Trade Canada  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2

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# I. THE COUNTRY

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## Geography and Climate

New Zealand is situated in the southwest Pacific Ocean, just west of the international dateline. It is some 1 600 km (994 miles) from Australia, 9 000 km (5 593 miles) from Tokyo and Singapore and slightly more than 11 000 km (6 835 miles) from Vancouver. New Zealand has a combined land area of 260 000 km<sup>2</sup> (100 393 square miles). The coastline is 6 400 km (3 978 miles) long, indented with numerous bays and coves.

New Zealand is made up of two main islands: North Island which is 114 687 km<sup>2</sup> (44 284 square miles) and South Island which is 150 460 km<sup>2</sup> (58 097 square miles), as well as Stewart Island, the Chatham Islands and a few smaller islands. The two main islands are separated by Cook's Strait and are each less than 450 km (280 miles) at their widest point, with a chain of mountains running through each one. The rivers are short and turbulent and the amount of land available for cultivation is limited. Pasture land, however, is ideally suited to grazing.

The climate in the extreme north is subtropical, while in the arid portion of South Island, it is almost continental. The major cities are subject to strong westerly winds. Other factors which influence the climate of New Zealand are its position in the midst of a vast ocean, its shape and topography. Summers are rarely uncomfortably hot and winters, except in the far south, are usually short and mild. Generally, sunshine and rainfall are spread evenly throughout the year.

New Zealand's climate is similar to that of the Pacific Coast between Los Angeles and Vancouver, with much the same seasonal variations.

## History and Form of Government

New Zealand was discovered in 1642 by the Dutch navigator Abel Tasman and was inhabited solely by Maoris (the original Polynesian indigenous race). It was not until 1769 that detailed exploration was begun by Captain Cook, with the first European settlers arriving in 1792.

Whaling stations were organized along the coast, but permanent settlement was not established until 1840 on the

site of present-day Wellington. In 1861, gold was discovered on South or "Jade" Island, leading to a large influx of people from many parts of the world.

Representative institutions were granted to New Zealand in 1853 and Dominion status was achieved in 1907. Complete autonomy from Britain was not gained until 1947 when the Statute of Westminster (1931) was formally adopted by the New Zealand government.

New Zealand is an independent member of the Commonwealth. The reigning monarch, Queen Elizabeth II, is represented by a governor-general, appointed for a term of five years.

The political system is democratic and modelled after that of Britain. The 92 members of the House of Representatives are elected by universal adult suffrage for three-year terms. Citizens can vote at 18 years of age.

There is no Upper House or Senate. Wellington is the capital and seat of government. The major political parties are the Labour Party and the National Party.

## Human Resources

The population of New Zealand is approximately 3.4 million (1987), of which some 280 000 are of Maori descent. Population is concentrated mainly in urban areas. With a growth rate close to zero, the population is not expected to pass the four-million mark before the middle of the twenty-first century. Approximately 73 per cent of New Zealanders live on North or "Smoking" Island.

## Principal Cities

Population (1987):

### North Island

Auckland	889 225
Wellington	352 035
Hamilton	167 711

### South Island

Christchurch	333 191
Dunedin	113 592

Auckland is the chief industrial centre, followed by Wellington and Christchurch. Wellington has been compared to Ottawa and Auckland to Toronto or Montreal. More

than one-half of New Zealand's 50 top companies are based in Auckland.

English is the only language universally understood by business people in New Zealand. There is no official state church, although the majority of the population is Christian.

## Local Customs

Since most New Zealanders are of European origin, Canadian visitors will usually feel quite at home.

## General Information

### *Public Holidays.*

**New Year's Day** — January 1

**New Zealand statutory holiday** — January 2

**Waitangi Day** — February 6

**Good Friday to Easter Monday** — March or April

**Anzac Day** — April 25

**Queen's Birthday** — June (first Monday)

**Labour Day** — October (fourth Monday)

**Christmas and Boxing Day** — December 25 and 26

*Weights and Measures.* Conversion to the metric system has been completed and is almost universally used.

*Electricity.* New Zealand uses the Multiple Earthed Neutral System, i.e. system earthed (grounded) at all consumer, as well as generating points.

Distribution: 33 kV and 12 kV 50 Hz

Consumer supply: 11 kV, 400 V and 230 V 50 Hz

- 11 kV (3 phase)
- 400 V (3 phase and Neutral)
- 230 V (3 phase and Neutral)

New Zealand, Australia, British Standard Specifications and some IEC (e.g. IEC72 Electrical Motors) are acceptable, as are U.S. Underwriter's Specifications for use in hazardous locations.

*Local Time.* Standard New Zealand Time is 17 hours ahead of Ottawa (Eastern Standard Time). For example, 12:00 noon (Standard New Zealand Time) on the twelfth equals 7:00 p.m. EST in Toronto on the eleventh. The time difference varies with the introduction of daylight-saving time in New Zealand (November to February) and in Canada (April to October).

**Postal Service, Telephone and Telecommunications.** New Zealand has an efficient postal service with many post offices. Air mail to Canada takes from seven to ten days, while mail and parcels sent by surface mail take approximately one month.

### **Business and Banking Hours**

**Banks:** 10:00 a.m. to 4:00 p.m.  
Monday to Friday  
Closed on statutory holidays.

**Shops:** 9:00 a.m. to 5:30 p.m.  
Monday to Friday  
Shopping to 9:00 p.m. on Thursdays or Fridays,  
depending on locality.  
Shops in the major centres are usually open until  
noon on Saturdays.

Industrial premises are open five days a week during normal business hours. Government offices are open from 8:30 a.m. to 5:00 p.m. The Canadian High Commission in Wellington is open from 8:30 a.m. to 4:30 p.m. year-round.

**Health.** No special health precautions are necessary. All local water supplies are potable. All food supplies meet strict New Zealand government regulations.

**Clothing.** Canadian spring and fall clothing is suitable year-round. Suits are recommended for evening wear. It is advisable to carry a raincoat and sweater during the winter months (June to August).

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## II. THE ECONOMY

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New Zealand's prosperity is based on diversified industrial and commercial activity, but it remains dependent on primary products and processed foods for about 60 per cent of export earnings. New Zealand's external economy is heavily dependent on agriculture, particularly livestock products. Wool, meat and dairy products together provide about 40 per cent of annual export earnings. Horticulture in New Zealand is of moderate size, but in recent years has undergone rapid expansion. Over a twenty-year period, exports increased from NZ\$820.5 million in 1968 to NZ\$13 466.2 billion in 1988.

The manufacturing sector provides about one-quarter of New Zealand's export earnings and a similar percentage of gross domestic product (GDP) and employment. The management of forests, providing the basis of the pulp and paper industry, is a rapidly expanding sector; more than 450 000 ha (1 111 934 acres) were planted between 1966 and 1981. New Zealand's annual output of roundwood should reach 36 million m<sup>3</sup> (47 million cu. yd.) in the year 2000. Light industry comprises chiefly food processing and canning, the assembly of motor vehicles, the manufacture of other transport equipment, wood and cork products, clothing, footwear and textile goods.

The New Zealand government seeks both to reduce (and eventually eliminate) the country's dependence on imported fuels, and to increase its energy-related exports, mainly by using natural gas, hydroelectric power and coal, and to increase the output of energy-intensive products such as aluminium. New Zealand also has extensive proven coal reserves.

Economic conditions in New Zealand are improving. The general view is that the economy had bottomed out in 1988 and that New Zealand is now poised for a gradual recovery. After a period of no growth, real growth in GDP of two per cent is expected in 1990. The average annual rate of inflation fell from 15.4 per cent in 1985 to 4.7 per cent in 1988. The trade surplus for 1988 was NZ\$2.2 billion versus a 1987 deficit of NZ\$92.9 million.

The Government of New Zealand continues to stress the need for a tight monetary policy although it has attempted to bring down interest rates which remain high despite the fall in inflation. The government projects a balanced budget by 1990-1991.

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### III. BUSINESS ASSISTANCE AND INFORMATION

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#### **Business Assistance**

The Government of Canada offers a trade promotion program in support of its objective of developing Canadian exports to New Zealand.

#### **Program for Export Market Development (PEMD)**

PEMD is a trade promotion program of External Affairs and International Trade Canada that offers assistance to Canadian businesses to participate in or undertake various types of export promotion activities. It covers projects initiated by both industry and government, and is designed to assist companies regardless of size.

For further information on PEMD, please contact the Asia Pacific South Trade Development Division of External Affairs and International Trade Canada in Ottawa or the nearest International Trade Centre co-located with the regional offices of Industry, Science and Technology Canada.

#### **Customs Regulations and Documentation**

##### **Tariff**

The New Zealand Customs Tariff is based on the Harmonized Commodity Description and Coding System.

The tariff has two columns: *normal* and *preferential*. The normal tariff applies to all countries not entitled to preferential tariff status. Preferential rates are available for selected items only and are noted in the preferential columns. Canadian preferential rates are preceded by the letters "CA."

Exclusions from the requirements to pay duty are defined in the publication *Decision of the Minister of Customs Relating to the Customs Tariff of New Zealand*. This publication lists

tariff item numbers and products which qualify for concessionary entry and which, in general, may be admitted free of duty from all sources.

Unless stipulated in the tariff, or if concessionary entry applies, duty is assessed as a percentage of the current domestic value of the goods concerned.

## Tariff Preferences

To qualify for preferential rates of duty, goods must be:

- wholly Canadian products;
- wholly manufactured from materials that are either raw materials or partly manufactured materials, if these are of a type specifically provided for in the New Zealand Tariff (a list of such materials can be obtained from New Zealand Customs or through the Canadian High Commission, Wellington); or
- partially manufactured in Canada, provided the final manufacturing process was performed in Canada and at least half of the factory or works cost of the article in its finished state is of Canadian origin and/or that of another country with preferential privileges.

## Concessionary Entry

Upon receipt of an application, the New Zealand Department of Customs may grant concessionary entry of "free from all sources" for products not available locally. If granted, preferential margins are temporarily suspended for the duration of the order.

## Value for Duty

Since July 1, 1982, value for duty has been assessed in light of the principles of the General Agreement on Tariffs and Trade (GATT) on value for duty. This agreement provides for an assessment system under which value for duty is established on the basis of the actual price paid or chargeable for the imported goods.

## Documentation

The official invoice and accompanying certificates are usually combined into one form which includes invoice, certificate of value and certificate of origin.

Documents should be carefully prepared and include all relevant information. This is particularly important where the goods in question qualify for preferential rates of duty.

Sample forms and further details for exporters may be obtained from External Affairs and International Trade Canada, Asia Pacific South Trade Development Division; the Canadian High Commission, Wellington; or from the New Zealand Department of Customs, Wellington.

## **Import Controls and Licensing**

Import controls were first introduced in New Zealand in 1933 as a measure to conserve foreign exchange reserves. Import controls have since been used by the government to protect domestic industries and local jobs, and as one of the tools for balance of payments management. In recent years, the import licensing system has been progressively curtailed, leaving only a limited number of products subject to the system.

## **Other Restrictions**

New Zealand depends on the export of agricultural products for its livelihood. To avoid the accidental introduction of disease, stringent regulations are maintained on the importation of a wide range of animal and plant products. Canadian exporters of products in these categories should familiarize themselves with the regulations before undertaking major promotional programs. The special regulations include:

- Food and Drug Regulations
- Technical Standards
- Merchandise Marks Act
- Quarantine of Plant Regulations
- Importation of Agriculture and Vegetable Seeds

## **Packing Materials**

Under the regulation covering the import and export of forest products, all imports and exports of construction lumber and forest products must be entirely free of bark, insects and mould. Such imports are inspected on arrival at a New Zealand port and, regardless of any certificates issued, are subject to treatment if deemed necessary by a health official.

Wooden packing materials destined for New Zealand must meet the following criteria:

Item 3, regulation 8 stipulates that: "It is prohibited for any person to import into New Zealand any case, crate, pallet or container of wood or plywood, unless:

1. the container has been entirely freed of bark and any sign of infection;
2. the container is accompanied by the following declaration:

"The construction lumber used in packing was stripped of bark and showed no sign of the presence of insects or mould at the time of shipping."

Signed:

Date:

Exporters who use cartons, bales or other containers not made of wood are requested to declare on each copy of the invoice that their containers are not made of wood.

It is often necessary to obtain a health certificate from Agriculture Canada for exports of plants, plant products, animals and products of animal origin. For information on the conditions to be met in each case, exporters intending to export such types of products are advised to contact the Health of Animals Directorate (animals and products of animal origin), or the Plant Products and Quarantine Division (plants and plant products) of Agriculture Canada, either in Ottawa or at one of the regional offices.

## Commercial Samples

New Zealand is a signatory to the Customs Convention regarding Administration Temporaire Admission (ATA) carnets for the temporary admission of merchandise. The carnet system greatly facilitates the sending of commercial samples, professional equipment and related equipment. More information on the carnet system may be obtained from the issuing office, The Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Montreal, Quebec H2Z 1T2, Tel: (514) 866-4334.

## **Infrastructure, Transportation and Communication**

**Rail.** Almost all major population centres in New Zealand are served by an extensive rail network of about 4 300 km (2 672 miles). Most services are provided by the New Zealand Railways Corporation, a state-owned company. Freight cars of all types are available for any kind of product, including bulk raw materials and containers. There is an efficient rail/ferry service linking the North and South islands.

**Roads.** In addition to the railway network, products can reach consumers over more than 93 000 km (57 789 miles) of highways. A large fleet of trucks and other commercial vehicles offer competition to the railways.

**Air.** Air New Zealand, the national airline, and Ansett New Zealand are the main domestic airlines linking the major centres. Third-level carriers complete the network.

## **Labour Force**

The New Zealand labour force numbers some 1.6 million, with a generally high level of education and training. The labour force is highly unionized; approximately one-half of it is covered by collective agreements which fall within the purview of the Labour Relations Act (1987).

The average work week is 40 hours and most industries operate on a five-day week, Monday to Friday. All collective agreements provide for overtime bonuses. Annual vacations are normally three weeks in length and an additional week is traditionally given to long-service employees. A comprehensive system of social security has been built up over the years.

Foreigners working in New Zealand, with the exception of Australian citizens and citizens of other countries who have an Australian permanent resident's permit, require an entry permit and a work permit. Work permits are generally issued for a period of six months and are renewable for an additional six-month period. Permits for extended periods are, however, normally granted to applicants who possess special skills not generally available in New Zealand.

## Advertising and Promotion

The usual facilities and media used in Canada are also available in New Zealand. Advertising literature should be in English, with measurements in metric. The Canadian company's name, complete address, telephone, fax and telex numbers should be clearly printed on all promotional material.

## Price Quotations

Importers normally prefer c.i.f. quotations, although the provision of f.o.b. prices enables comparison of various shipping alternatives. Quotations are normally acceptable in either Canadian or New Zealand dollars.

## Methods and Terms of Payment

Most Canadian exporters quote sight draft against documents. Credit arrangements vary, depending on the particular agreement reached between the parties concerned.

## Banking Facilities

New Zealand has a highly developed branch banking system which provides complete banking services both domestically and internationally. The five major trading banks are:

### **Australia & New Zealand Banking Group**

27-35 Mercer Street	Corner of Queen and
P. O. Box 1492	Victoria Streets
Wellington, New Zealand	P.O. Box 62
Tel: (04) 738-622	Auckland, New Zealand
Telex: NZ 3385	Tel: (09) 733-490
Fax: (04) 736-919	Telex: NZ 2561
	Fax: (09) 394-267

### **Westpac Banking Corporation**

318-324 Lambton Quay	79 Queen Street
P.O. Box 1298	P.O. Box 53
Wellington, New Zealand	Wellington, New Zealand
Tel: (04) 738-008	Tel: (09) 773-599
Telex: NZ 3365	Telex: NZ 2380
Fax: (04) 737-115	Fax: (09) 376-522

## **Bank of New Zealand**

BNZ House

1 Willis Street

P.O. Box 2392

Wellington, New Zealand

Tel: (04) 746-999

Telex: NZ 3344

Fax: (04) 746-703

125 Queen Street

P.O. Box 2159

Auckland, New Zealand

Tel: (09) 32-353

Telex: NZ 2816

Fax: (09) 371-754

## **National Bank of New Zealand**

170-186 Featherston  
Street

P.O. Box 1791

Wellington, New Zealand

Tel: (04) 729-459

Telex: NZ 31388

Fax: (04) 723-517

Corner of Jean Batten Place and  
Shortland Streets

P.O. Box 18

Auckland, New Zealand

Tel: (09) 770-680

Telex: NZ 2381

Fax: (09) 396-409

## **Post Office Bank Ltd.**

Head Office

Paxus House

79 Boulcott Street

P.O. Box 3900

Private Bag

Wellington, New Zealand

Tel: (04) 731-300

Fax (04) 733-469

Queen Street

Private Bag

Auckland, New Zealand

Tel: (09) 792-200

Telex: NZ 2848

Fax: (09) 794-954

## **Patents and Trademarks**

Canadian exporters are advised to patent their inventions and register their trademarks in New Zealand. All applications should be made directly to the Commissioner of Patents, Patents Designs and Trademarks Office, Justice Department, 330 High Street, Lower Hutt, Wellington, New Zealand; or through a patent attorney or solicitor in New Zealand.

**Patents.** An application for patent is made by the inventor, an assignee (individual, firm or corporation), or any legal representative. To be eligible for patent, the invention must not have been publicly used, sold, described in a printed publication published in New Zealand, or otherwise disclosed prior to the filing date.

Patents are issued for a period of 16 years from the date of receipt of complete specifications. Renewal fees are payable annually from the end of the fourth year.

If a patented invention is not worked in New Zealand within three years from the date the patent was sealed, interested parties may be granted compulsory licences.

**Trademarks.** Trademarks are registered under the Trademarks Act of 1953 for a period of seven years from date of application and are renewable for a further 14 years. Applications for renewal should be made within 12 months prior to expiration of the previous period of registration.

## **Investment**

The Government of New Zealand encourages foreign investment as overseas companies have traditionally played a major role in New Zealand's development. New Zealand has one of the most liberal foreign investment policies in the Organization for Economic Co-operation and Development (OECD). With very few exceptions, 100 per cent foreign ownership is welcomed. There is no restriction on foreign investors transferring profits or repatriating capital.

Foreign investment in New Zealand is monitored by the Overseas Investment Commission (OIC) and its consent is necessary above certain levels. The Minister of Commerce's Investment Unit promotes New Zealand's investment potential and can advise on sources of more detailed information. The government also provides several forms of assistance and incentive for those establishing business enterprises in New Zealand.

Restrictions on overseas ownership levels apply only to the following sectors:

- Domestic aviation
- Deep sea fishing
- Broadcasting
- Rural land

## **Types of Commercial Organizations**

The main types of commercial organizations available to Canadian investors wishing to do business in New Zealand are:

- Company (corporation)
- Branch of a foreign corporation
- Association
- Joint venture
- Sole ownership

Each category is divided into a number of subclassifications, each involving complex regulations. It is recommended to seek advice from a reputable legal firm before undertaking negotiations to establish a business in New Zealand.

## Taxation

A new Canada-New Zealand agreement to avoid double taxation came into force in 1981. New Zealand residents are subject to tax on income derived from any country, but they receive credit for foreign tax paid. Non-residents are also subject to tax on income derived from New Zealand sources. As in Canada, taxes are levied on corporations and individuals. For more information, contact the Inland Revenue Department, which administers the following acts:

- Income Tax Act (1976)
- Estate and Gift Duties Act (1968)
- Stamp and Cheque Duties Act (1971)

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## IV. *YOUR BUSINESS VISIT TO NEW ZEALAND*

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### Services Offered by the Canadian High Commission

The Commercial Division of the Canadian High Commission in Wellington is the link between Canadian and local companies and provides a wide range of services. The trade commissioner looks for business opportunities of potential interest to qualified Canadian companies and conducts market surveys on behalf of Canadian exporters. The trade commissioner also contributes to marketing efforts with recommendations and advice regarding the choice of agents, methods and publicity. Provided sufficient notice is given in advance of your visit, the Commercial Division will arrange meetings with the appropriate people and act as a delivery point for mail.

Anyone planning a business visit should give the trade commissioner as much advance notice as possible. The extent to which the Division can assist a company depends upon the availability of information on the company's products and services, the purposes of the visit and existing contacts within the New Zealand business community. If the product or service is specialized or highly technical, information should be provided on its use, the type of presentation needed and competing products on the market. This will avoid unnecessary research and inappropriate contacts — all of which waste the business person's time. It is also important to inform the trade commissioner of your itinerary, follow-up activities and future plans.

With this information, the commercial staff will be pleased to arrange an appropriate itinerary and make appointments on your behalf which you should confirm on arrival. Because of the increasing number of Canadian business people visiting trade posts abroad, hotel reservations should be made by a travel agent.

Canadian business visitors should bring several copies of their product brochures with them, and work out the c.i.f. prices and amount of product that can be packed in a 6 m (20 ft.) or 12 m (40 ft.) container, for at least part of their product range.

Business visits should be scheduled between February and November. The summer holiday season, when most businesses are closed, takes place during December and January.

## **Business Meetings**

New Zealand business people are not so different from their Canadian counterparts that one can note specific points during business meetings. Naturally, as in all western countries, normal courtesies such as punctuality are appreciated. Depending on the time for which the meeting is scheduled, you may wish to consider inviting your contact for cocktails and/or dinner. It is considered good form to leave behind small presents bearing the name of your company.

## **Follow-up**

Adequate and timely follow-up is crucial in a business trip. Letters of thanks, samples, brochures and information and individual price lists that have been requested should be sent immediately upon your return to Canada. Regular correspondence with resource persons and representatives encountered during the visit, as well as with the Commercial Division of the High Commission, will underline the serious interest of your company and the progress of negotiations. Subsequent visits should also be planned if events demonstrate favourable market potential.

## **Passports and Visas**

All visitors to New Zealand must have valid passports. Canadian citizens will normally be granted an entry permit on arrival and do not require visas.

## **Health Regulations**

Although a valid International Certificate of Vaccination is not required for travel directly between Canada and New Zealand, it is advisable to obtain such a certificate before leaving Canada because of possible diversion en route.

## **Agricultural Health Regulations**

Visitors arriving in New Zealand are required to make a declaration to New Zealand agricultural inspectors about any animal, fruit or vegetable products or plants being carried.

For travel through countries in which certain livestock diseases are endemic, the inspectors may legally require items of clothing and produce to be disinfected under supervision. Animal products, fruits and vegetables and plants may have to be surrendered for destruction.

## How to Get There

All international flights, with the exception of some between Australia and New Zealand, pass through Auckland International Airport. Some flights between the eastern seaboard of Australia and New Zealand use Christchurch International Airport. There is limited daily air travel between Sydney, Australia and Wellington International Airport.

For North America, the following alternatives exist:

- Canadian Airlines International Ltd. (CAIL) flights depart from Toronto and Vancouver to Auckland.
- Air New Zealand operates a service from Vancouver to Auckland.
- There are Los Angeles-Auckland flights with Continental Airways, United Airlines or Air New Zealand.

## Travel within New Zealand

**Air.** Air New Zealand and Ansett New Zealand use jet or jet-prop aircraft, and operate frequent daily flights between some 30 centres.

**Rail.** New Zealand Railways operates daily services on its extensive rail network. There are two daily services in each direction between Auckland and Wellington, each taking about 12 hours. There is one daily service (of about six hours) in each direction between Christchurch and Dunedin.

**Inter-Island.** Drive-on, drive-off and rail traffic ferries are operated several times daily by New Zealand Railways in each direction between Wellington and Picton.

**Road.** Rental cars are available in all but the smallest centres. Users are required to produce a valid driver's licence when taking delivery. Traffic travels on the left side of the road. Major roads are generally well-surfaced but nearly all roads pass through difficult terrain and reasonable care should be exercised. Although the speed limit on the open highway is 80 km (50 miles) per hour, it is seldom that more than 50 km (31 miles) per hour can be sustained on a trip. Public buses also operate between main centres.

## Hotels

In all main centres, there is a range of quality hotels with fully serviced rooms. Prices quoted are for rooms only. Because of the tourist traffic in New Zealand, business visitors should arrange accommodation through their travel agent. Motels which provide accommodation and cooking facilities are less expensive than hotels and are generally clean and well-equipped.

## Restaurants

There is a range of restaurants of varying quality and prices in most cities, providing an alternative to hotel meals. Licensed restaurants serving wines and spirits of international quality are located in all main centres. Recommendations should be obtained before making a reservation. Prices are generally high. Some restaurants do not provide bar service on Sundays and nearly all require reservations.

## Tipping

Tipping is not a usual practice in New Zealand, although in the more exclusive hotels and restaurants, it is generally expected.

## Telegraph

Telegrams as such no longer exist in New Zealand. However, Red Eagle faxagrams, operated by private enterprise, link 750 towns throughout New Zealand and Australia.

## Broadcasting

New Zealand has three state-owned T.V. stations. There is no cable television.

There are two organizations associated with radio broadcasting: Radio New Zealand, which controls the state-owned stations, and the Independent Broadcasters' Association, which covers privately owned stations.

Television and radio coverage is nation-wide.

## Telex and Fax

Main post offices and most modern hotels have telex and facsimile facilities.

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# V. USEFUL ADDRESSES

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## In New Zealand

Commercial Division  
Canadian High Commission  
P.O. Box 12-049  
4th Floor, ICI House  
Molesworth Street  
Wellington, New Zealand  
Tel: (04) 739-577  
Telex: NZ 3577  
(Answerback DOMCAN 3577)  
Fax: (04) 712-082

Ministry of Commerce  
Bowen State Building  
Bowen Street  
P.O. Box 1473  
Wellington, New Zealand  
Tel: (04) 720-03  
Telex: NZ 31530  
Fax: (04) 734-638

Canadian Consulate  
Trade Office  
P.O. Box 6186  
Princes Court  
2 Princes Street  
Auckland, New Zealand  
Tel: (09) 393-690  
Telex: NZ 21645  
(Answerback CANAD)  
Fax: (09) 373-111

Customs Department  
Investment Centre  
Whitmore Street  
P.O. Box 2218  
Wellington, New Zealand  
Tel: (04) 736-099  
Telex: NZ 31213  
Fax: (04) 721-092

Ministry of Agriculture and Fisheries  
Gillingham House  
101-103, The Terrace  
P.O. Box 2526  
Wellington, New Zealand  
Tel: (04) 720-367  
Telex: NZ 31532  
Fax: (04) 729-071

## In Canada

New Zealand High Commission (Trade Office)  
Metropolitan House  
99 Bank Street, Suite 727  
Ottawa, Ontario K1P 6G3  
Tel: (613) 238-5991  
Telex: 210-534282  
Fax: (613) 238-5707

New Zealand Consulate (Trade Office)  
P.O. Box 10071  
Pacific Centre, IBM Tower  
Vancouver, B.C. V7Y 1B6  
Tel: (604) 684-7388  
Telex: 0455186  
Fax: (604) 684-1265

## International Trade Centres

If you have never marketed abroad, please contact the External Affairs and International Trade Canada's International Trade Centre (ITC) in your province. ITCs are co-located with the offices of Industry, Science and Technology Canada, except for the Northwest Territories and the Yukon.

### Alberta

International Trade Centre  
Room 540  
Canada Place  
9700 Jasper Avenue  
Edmonton, Alberta  
T5J 4C3  
Tel: (403) 495-2944  
Telex: 037-2762  
Fax: (403) 495-4507

International Trade Centre  
Suite 1100  
510 - 5th Avenue S.W.  
Calgary, Alberta  
T2P 3J2  
Tel: (403) 292-4575

### British Columbia

International Trade Centre  
Vancouver Centre  
Scotia Tower  
P.O. Box 11610, Suite 900  
650 West Georgia Street  
Vancouver  
British Columbia  
V6B 5H8  
Tel: (604) 666-1437  
Telex: 045-1191  
Fax: (604) 666-8330

### Manitoba

International Trade Centre  
330 Portage Avenue  
Room 608  
P.O. Box 981  
Winnipeg, Manitoba  
R3C 2V2  
Tel: (204) 983-8036  
Telex: 075-7624  
Fax: (204) 983-2187

## **New Brunswick**

International Trade Centre  
Assumption Place  
770 Main Street  
P.O. Box 1210  
Moncton, New Brunswick  
E1C 8P9  
Tel: (506) 857-6452  
Telex: 014-2200  
Fax: (506) 857-6429  
Toll Free: 1-800-332-3801

## **Newfoundland and Labrador**

International Trade Centre  
90 O'Leary Avenue  
P.O. Box 8950  
St. John's, Newfoundland  
A1B 3R9  
Tel: (709) 772-5511  
Telex: 016-4749  
Fax: (709) 772-5093

## **Nova Scotia**

International Trade Centre  
1496 Lower Water Street  
P.O. Box 940, Station M  
Halifax, Nova Scotia  
B3J 2V9  
Tel: (902) 426-7540  
Telex: 019-22525  
Fax: (902) 426-2624

## **Ontario**

International Trade Centre  
Dominion Public Building  
4th Floor, 1 Front Street  
West  
Toronto, Ontario  
M5J 1A4  
Tel: (416) 973-5203  
Telex: 065-24378  
Fax: (416) 973-8714

## **Prince Edward Island**

International Trade Centre  
Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown  
Prince Edward Island  
C1A 7M8  
Tel: (902) 566-7400/7443  
Telex: 014-44129  
Fax: (902) 566-7450

## **Quebec**

International Trade Centre  
Stock Exchange Tower  
Suite 3800  
800 Place Victoria  
P.O. Box 247  
Montreal, Quebec  
H4Z 1E8  
Tel: (514) 283-8185  
Telex: 055-60768  
Fax: (514) 283-3302

## **Saskatchewan**

International Trade Centre  
6th Floor  
105 - 21st Street East  
Saskatoon, Saskatchewan  
S7K 0B3  
Tel: (306) 975-5315/5318  
Telex: 074-2742  
Fax: (306) 975-5334

# Industry, Science and Technology Canada

As noted above, the offices of Industry, Science and Technology Canada are co-located with the International Trade Centres, and are also situated in the following locations.

## **Business Centre**

Industry, Science and  
Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 995-5771

## **Northwest Territories**

Industry, Science and  
Technology Canada  
10th Floor  
Precambrian Building  
P.O. Bag 6100  
Yellowknife  
Northwest Territories  
X1A 2R3  
Tel: (403) 920-8578  
Fax: (403) 873-6228  
AES: (403) 920-2618

## **Yukon**

Industry, Science and  
Technology Canada  
108 Lambert Street  
Suite 301  
Whitehorse, Yukon  
Y1A 1Z2  
Tel: (403) 668-4655  
Fax: (403) 668-5003

# Export Development Corporation

## **Head Office**

151 O'Connor Street  
Ottawa, Ontario  
*Mailing Address:*  
Export Development  
Corporation  
P.O. Box 655  
Ottawa, Ontario K1P 5T9  
Tel: (613) 598-2500  
Cable: EXCREDCORP  
Telex: 053-4136  
Fax: (613) 237-2690

## **Ontario Region**

Export Development  
Corporation  
Suite 810  
National Bank Building  
P.O. Box 810  
150 York Street  
Toronto, Ontario  
M5H 3S5  
Tel: (416) 364-0135  
Fax: (416) 862-1267

### **Ottawa District Office**

151 O'Connor Street  
Ottawa, Ontario  
*Mailing Address:*  
Export Development  
Corporation  
P.O. Box 655  
Ottawa, Ontario K1P 5T9  
Tel: (613) 598-2992  
Cable: EXCREDCORP  
Telex: 053-4136  
Fax: (613) 237-2690

### **London District Office**

Export Development  
Corporation  
451 Talbot Street  
Suite 303  
London, Ontario  
N6A 5C9  
Tel: (519) 645-5828  
Fax: (519) 645-4483

### **British Columbia and Yukon Region**

Export Development  
Corporation  
Suite 1030  
One Bentall Centre  
505 Burrard Street  
Vancouver, British Columbia  
V7X 1M5  
Tel: (604) 688-8658  
Fax: (604) 688-3710

### **Prairie and Northern Region**

Export Development  
Corporation  
Bow Valley Square III  
Suite 2140  
255 - 5th Avenue S.W.  
Calgary, Alberta  
T2P 3G6  
Tel: (403) 294-0928  
Fax: (403) 294-1133

### **Manitoba/Saskatchewan District Office**

Export Development  
Corporation  
330 Portage Avenue  
Suite 707  
Winnipeg, Manitoba  
R3C 0C4  
Tel: (204) 942-0226  
Fax: (204) 983-2187  
Toll Free: 1-800-665-7871

### **Quebec Region**

Export Development  
Corporation  
Suite 2724  
800 Victoria Square  
P.O. Box 124  
Tour de la Bourse  
Postal Station  
Montreal, Quebec  
H4Z 1C3  
Tel: (514) 878-1881  
Fax: (514) 878-9891

### **Atlantic Region**

Export Development  
Corporation  
Toronto-Dominion Bank  
Building  
Suite 1003  
1791 Barrington Street  
Halifax, Nova Scotia  
B3J 3L1  
Tel: (902) 429-0426  
Fax: (902) 423-0881

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