

## Export Training Services Ltd

### EXPORT CASE STUDIES

Company	Sector	Website	Source	Notes
<b>Accordo Group</b>	ICT	<a href="http://www.accordo.com/">http://www.accordo.com/</a>	<a href="http://www.nzte.govt.nz/common/files/beachheads-accordo.pdf">http://www.nzte.govt.nz/common/files/beachheads-accordo.pdf</a>	Beachhead programme
<b>Actronic</b>	Specialised manufacturing	<a href="http://www.actronic.co.nz/">http://www.actronic.co.nz/</a>	<a href="http://www.archivesearch.co.nz/default.aspx?webid=MGT&amp;articleid=25227">http://www.archivesearch.co.nz/default.aspx?webid=MGT&amp;articleid=25227</a> <a href="http://www.nzte.govt.nz/common/files/casestudy-actronic.pdf">http://www.nzte.govt.nz/common/files/casestudy-actronic.pdf</a>	Beachhead programme 2006
<b>Argent Networks</b>	ICT	<a href="http://www.argentnetworks.com/">http://www.argentnetworks.com/</a>	<a href="http://www.nzte.govt.nz/common/files/beachheads-argent.pdf">http://www.nzte.govt.nz/common/files/beachheads-argent.pdf</a>	Beachhead programme
<b>Comvita Ltd</b>	Food & Beverage	<a href="http://www.comvita.com">http://www.comvita.com</a>	<a href="http://www.nzte.govt.nz/section/11894/13033.aspx">http://www.nzte.govt.nz/section/11894/13033.aspx</a> <a href="http://www.marketnewzealand.com/MNZ/News/Story/14401/17554.aspx">http://www.marketnewzealand.com/MNZ/News/Story/14401/17554.aspx</a>	Export Award winner 2005, 2006
<b>Datasquirt</b>	ICT	<a href="http://www.datasquirt.com/">http://www.datasquirt.com/</a>	<a href="http://www.nzte.govt.nz/common/files/casestudy-datasquirt.pdf">http://www.nzte.govt.nz/common/files/casestudy-datasquirt.pdf</a>	Beachhead programme 2006
<b>Endace</b>	ICT	<a href="http://www.endace.com/">http://www.endace.com/</a>	<a href="http://www.nzte.govt.nz/common/files/beachheads-endace.pdf">http://www.nzte.govt.nz/common/files/beachheads-endace.pdf</a>	Beachhead programme
<b>Fisher &amp; Paykel Healthcare</b>	Biotechnology and Agritech		<a href="http://www.nzte.govt.nz/section/11894/13036.aspx">http://www.nzte.govt.nz/section/11894/13036.aspx</a>	Export Award winner 2005
<b>Fletcher Construction South Pacific Division</b>	Wood, Building and Interiors	<a href="http://www.fcc.co.nz">http://www.fcc.co.nz</a>	<a href="http://www.nzte.govt.nz/section/11894/12221.aspx">http://www.nzte.govt.nz/section/11894/12221.aspx</a>	Export Award winner 2005
<b>Flintfox</b>	ICT	<a href="http://www.flintfox.com/">http://www.flintfox.com/</a>	<a href="http://www.nzte.govt.nz/common/files/beachheads-flintfox.pdf">http://www.nzte.govt.nz/common/files/beachheads-flintfox.pdf</a>	Beachhead programme

<b>Company</b>	<b>Sector</b>	<b>Website</b>	<b>Source</b>	<b>Notes</b>
<b>Healtheries of New Zealand Ltd</b>	Food & Beverage	<a href="http://www.healtheries.co.nz">http://www.healtheries.co.nz</a>	<a href="http://www.nzte.govt.nz/section/14606/16250.aspx">http://www.nzte.govt.nz/section/14606/16250.aspx</a>	Export Award winner 2006
<b>Kim Crawford Wines</b>	Food & Beverage	<a href="http://www.kimcrawfordwines.co.nz/">http://www.kimcrawfordwines.co.nz/</a>	<a href="http://masseynews.massey.ac.nz/magazine/2007_Apr/stories/09-22-07.html">http://masseynews.massey.ac.nz/magazine/2007_Apr/stories/09-22-07.html</a>	Exporting started 1997. Quebec is an important market.
<b>Les Mills International</b>	Services	<a href="http://www.lesmills.com">http://www.lesmills.com</a>	<a href="http://www.nzte.govt.nz/section/11894/13032.aspx">http://www.nzte.govt.nz/section/11894/13032.aspx</a>	Export Award winner 2005
<b>Mactec Aerospace</b>	Specialised manufacturing		<a href="http://www.archivesearch.co.nz/default.aspx?webid=MGT&amp;articleid=23415">http://www.archivesearch.co.nz/default.aspx?webid=MGT&amp;articleid=23415</a>	
<b>Mercer Technologies</b>	Specialised manufacturing	<a href="http://www.mercers.co.nz/">http://www.mercers.co.nz/</a>	<a href="http://www.nzte.govt.nz/common/files/casestudy-mercerc.pdf">http://www.nzte.govt.nz/common/files/casestudy-mercerc.pdf</a>	Beachhead programme 2006
<b>New Zealand Berryfruit Group</b>	Food & Beverage	<a href="http://www.blackcurrants.co.nz/">http://www.blackcurrants.co.nz/</a>	<a href="http://www.nzte.govt.nz/common/files/casestudy-berryfruit.pdf">http://www.nzte.govt.nz/common/files/casestudy-berryfruit.pdf</a>	Joint venture; Beachhead programme 2006
<b>Noske-Kaesar New Zealand Ltd</b>	Specialised manufacturing	<a href="http://www.noske-kaesar.co.nz">http://www.noske-kaesar.co.nz</a>	<a href="http://www.nzte.govt.nz/section/11894/13031.aspx">http://www.nzte.govt.nz/section/11894/13031.aspx</a>	Export Award winner 2005
<b>Opus International Consultants</b>	Services	<a href="http://www.opus.co.nz">http://www.opus.co.nz</a>	<a href="http://www.nzte.govt.nz/section/14606/16249.aspx">http://www.nzte.govt.nz/section/14606/16249.aspx</a>	Export Award winner 2006
<b>Pacific Forest Products</b>	Wood, Building & Interiors	<a href="http://www.pfpltd.co.nz">http://www.pfpltd.co.nz</a>	<a href="http://www.nzte.govt.nz/section/14606/16264.aspx">http://www.nzte.govt.nz/section/14606/16264.aspx</a>	Export Award winner 2006
<b>Rakon Ltd</b>	Specialised manufacturing	<a href="http://www.rakon.com/">http://www.rakon.com/</a>	<a href="http://www.nzte.govt.nz/section/11894/13037.aspx">http://www.nzte.govt.nz/section/11894/13037.aspx</a>	Export Award winner 2005

<b>Company</b>	<b>Sector</b>	<b>Website</b>	<b>Source</b>	<b>Notes</b>
<b>phil&amp;teds Most Excellent Buggy Company</b>	Specialised manufacturing; Creative industries	<a href="http://www.philandteds.com">Http://www.philandteds.com</a>	<a href="http://www.nzte.govt.nz/section/14606/16247.aspx">http://www.nzte.govt.nz/section/14606/16247.aspx</a>	Export Award winner 2006
<b>Provenco Group</b>	ICT	<a href="http://www.provenco.com">http://www.provenco.com</a>	<a href="http://www.nzte.govt.nz/section/14606/16295.aspx">http://www.nzte.govt.nz/section/14606/16295.aspx</a>	Export Award winner 2006
<b>Skellerup Industries Ltd</b>	Specialised manufacturing	<a href="http://www.skellerup.co.nz">http://www.skellerup.co.nz</a>	<a href="http://www.nzte.govt.nz/section/14606/16292.aspx">http://www.nzte.govt.nz/section/14606/16292.aspx</a>	Export Award winner 2006
<b>Specialist Marine Interiors (SMI)</b>	Wood, Building & Interiors	<a href="http://www.smigroup.co.nz/">http://www.smigroup.co.nz/</a>	<a href="http://www.nzte.govt.nz/common/files/beachheads-smi.pdf">http://www.nzte.govt.nz/common/files/beachheads-smi.pdf</a>	Beachhead programme
<b>SPM Consultants</b>	Services	<a href="http://www.spmconsultants.co.nz/">http://www.spmconsultants.co.nz/</a>	<a href="http://www.nzte.govt.nz/common/files/beachheads-spm.pdf">http://www.nzte.govt.nz/common/files/beachheads-spm.pdf</a>	Beachhead programme
<b>The Sweet Shop</b>	Creative industries	<a href="http://www.thesweetshop.tv">http://www.thesweetshop.tv</a>	<a href="http://www.nzte.govt.nz/section/11894/13035.aspx">http://www.nzte.govt.nz/section/11894/13035.aspx</a>	Export Award winner 2005
<b>University of Auckland International</b>	Education	<a href="http://www.auckland.ac.nz/">http://www.auckland.ac.nz/</a>	<a href="http://www.nzte.govt.nz/section/11894/13034.aspx">http://www.nzte.govt.nz/section/11894/13034.aspx</a>	Export Award winner 2005

The companies listed above as Export Case Studies are a selection of the many case studies that might be useful to exporters. Please report any broken links to: [graeme@export.ac.nz](mailto:graeme@export.ac.nz) Or if you have found a case study which may be useful to other exporters, we would be pleased to know about it to make this list as useful as possible.

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