

# **TIMING IS EVERYTHING**

The Politics and Processes of New Zealand  
Defence Acquisition Decision Making



# TIMING IS EVERYTHING

The Politics and Processes of New Zealand  
Defence Acquisition Decision Making

PETER GREENER



E P R E S S



E P R E S S

Published by ANU E Press  
The Australian National University  
Canberra ACT 0200, Australia  
Email: [anuepress@anu.edu.au](mailto:anuepress@anu.edu.au)  
This title is also available online at: [http://epress.anu.edu.au/timing\\_citation.html](http://epress.anu.edu.au/timing_citation.html)

---

National Library of Australia  
Cataloguing-in-Publication entry

Author: Greener, Peter.  
Title: Timing is everything : the politics and processes of New Zealand defence acquisition decision making / Peter Greener.  
ISBN: 9781921536649 (pbk.) 9781921536656 (pdf.)  
Notes: Includes index.  
Bibliography.  
Subjects: New Zealand. Ministry of Defence--Procurement.  
New Zealand. Defence Force--Procurement.  
Defense contracts--New Zealand.  
Military supplies.  
Government purchasing--New Zealand.  
New Zealand--Armed Forces--Procurement.  
Dewey Number: 355.62120993

---

All rights reserved. No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic, mechanical, photocopying or otherwise, without the prior permission of the publisher.

The *Canberra Papers on Strategy and Defence* series is a collection of publications arising principally from research undertaken at the SDSC. Canberra Papers have been peer reviewed since 2006. All Canberra Papers are available for sale: visit the SDSC website at [http://rspas.anu.edu.au/sdsc/canberra\\_papers.php](http://rspas.anu.edu.au/sdsc/canberra_papers.php) for abstracts and prices. Electronic copies (in pdf format) of most SDSC Working Papers published since 2002 may be downloaded for free from the SDSC website at [http://rspas.anu.edu.au/sdsc/working\\_papers.php](http://rspas.anu.edu.au/sdsc/working_papers.php). The entire Working Papers series is also available on a 'print on demand' basis.

*Strategic and Defence Studies Centre Publications Program Advisory Review Panel:* Emeritus Professor Paul Dibb; Professor Desmond Ball; Professor David Horner; Professor Hugh White; Professor William Tow; Professor Anthony Milner; Professor Virginia Hooker; Dr Coral Bell; Dr Pauline Kerr

*Strategic and Defence Studies Centre Publications Program Editorial Board:* Professor Hugh White; Dr Brendan Taylor; Dr Christian Enemark; Miss Meredith Thatcher (series editor)

Cover design by ANU E Press

Printed by University Printing Services, ANU

This edition © 2009 ANU E Press