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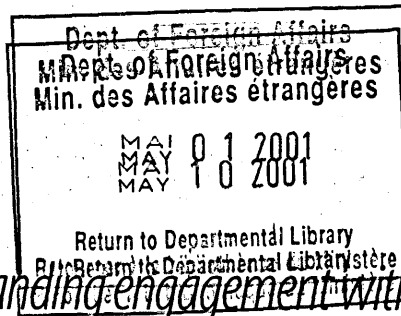
UNITED NATIONS
PROCUREMENT GUIDE
(See insert.)

Canada



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Long-standing engagement with India

Cubex Limited

Hemant Shah, CEO of Winnipeg-based joint-venture company **KLR Cubex Indo Canada JV** (Cubex India), isn't shy about crediting the Canadian Trade Commissioner Service (TCS) for his many export successes. The introduction to his current joint-venture partner, in fact, came from

the Canadian High Commission (CHC) in New Delhi. And that's neither the beginning nor the end of the story. Shah's connection with TCS in his exporting endeavours to India goes back more than 20 years, and isn't about to stop. With Canada's recent official re-engagement with India, CanadExport is pleased to profile a businessman and business embodying the very kind of relationship the Government is committed to re-establishing and pursuing.



Cubex C.E.O. Hemant M. Shah with his megamatic mining drill in action.

When Hemant Shah emigrated from India in 1978, he immediately began to explore opportunities for exporting back to his homeland. Almost from the start he received support from the International Trade Centre (ITC) in Winnipeg. "The trade commissioners
Continued on page 3 – Cubex Limited

Technical assistance for Latin America, Caribbean projects

EDC-OAS agency link to benefit Canadians

Canadian companies looking to do business in Latin America can benefit from a new co-operation agreement between Export Development Corporation (EDC) and the Inter-American Agency for Co-operation and Development (IACD) of the Organization of American States (OAS).

Under a Memorandum of Understanding signed last month at the Conférence de Montréal, the two organizations will work together to

enhance the delivery of technical assistance projects in Latin America and the Caribbean.

The IACD is responsible for the financing and strengthening of technical co-operation and training within and among the 34 member countries of the OAS. To this end, IACD will be establishing a database of required projects as well as the public agencies and private companies that can deliver projects

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