

Peas and Pulses - Pulses are an important source of protein in the Indian diet. Even though India is the largest producer of peas and pulses, its production has not kept pace with its population growth. The Indian government continues to permit the private sector to import pulses without any licensing restrictions. Pulse imports were around 792,000 tonnes in 1990-91 valued at \$206 million, but declined to an estimated 400,000 tonnes in 1991-92 due to foreign exchange restrictions. In 1992-93, a record bumper crop left imports at the previous year's level. The main varieties of pulses imported include: peas; kidney beans; chick peas; lentils; green beans; Tyson chick peas; black matpe; and pigeon peas.

Railways - Indian Railways (IR) is the world's second largest system under single management. There are over 300 companies, mostly private, which manufacture a range of railway equipment and components. Indian Railways imports only certain components for its diesel and electric locomotives, sophisticated signalling and telecom equipment, and certain components either not manufactured or in short supply in India. The increased emphasis which Indian Railways has placed on gauge conversion will provide a good opportunity for future sales of Canadian rails. Canadian companies could also participate in Indian Railway's plans to upgrade domestic technologies, such as stronger track, advanced locomotives and rolling stock, modern communications systems, advanced-signalling and interlocking systems, the development of multimodal traffic with large scale containerization, and the development of associated rail, road and port infrastructures.

Road Transportation - India's highway network measures 33,689 km. There are opportunities for Canadian companies in the planning, construction, operation and maintenance of this network, in addition to industrial co-operation opportunities for road maintenance and ancillary equipment. Most projects have been financed by the World Bank and the Asian Development Bank. Given its pressing need to improve and expand its highways and concurrent budgetary restrictions, the Government of India has amended the National Highways Act to allow for privately operated toll roads. The Indian government is looking to the private sector to undertake the construction and operation of badly needed bridges and expressways.

Security Products - The market for electronic and other security products in India is relatively new and still small in size. The current import market is only about US\$3 million per annum which includes baggage X-ray equipment, bomb detectors, access and perimeters controls, burglar alarms, and metal detectors. Most of the buyers have been government agencies either through global tender or direct sourcing. However, this market is expected to grow significantly in the coming years, especially in the private sector. India already produces a wide range of security systems, yet they are not comparable in quality nor technological sophistication to what is available internationally. Opportunities exist in the following areas: access control systems; counter-espionage devices; devices for open space and interior protection; fire safety detection and prevention equipment;