

## 7. Networking

"Contacts make contracts and business is relationships". These homilies are why many local Boards of Trade or Chambers of Commerce operate international business committees. Consider joining one. Several groups in cities across Canada like Toronto, London, Waterloo, Sudbury, Winnipeg, Calgary and Vancouver have started export clubs. Call your economic development officer at your local municipal government office to learn if one is operating in your area. If one does not exist consider getting together with others to start one (contact The Federation of Export Clubs Canada, c/o DEPAG, Charles Janthur, B.A., Manager, 67 Yonge Street, Suite 1402, Toronto, Ontario, M5E 1J8, tel: 416-364-4112, Fax: 416-364-4074 for more information on how to start one).

Alternatively, to meet your education, training and networking needs, you could join the Canadian Exporters Association (613-238-8888), the Canada-India Business Council (613-238-4000), or the Indo-Canada Chamber of Commerce (416-224-0090). The Canadian Manufacturers Association (416-798-8000, ext. 230) and the Conference Board of Canada (613-526-3280) also have active India-Canada linkage programs. These groups are good for making contacts related to your primary research which will compliment the other research sources mentioned in this section. Your own industry association may also be an important source of primary research.

## 8. Online Contacts

"Getting On-line" is another method of networking. E-mail, discussion groups and electronic newsletters are a way of extending your contacts and learning about new sources of information. One such group is DFAIT's departmental electronic bulletin board which operates an "India Forum". Type J 4 at main prompt command. This forum is also available via the Internet by sending a message to "listserv@fait.gc.ca" with the command "subscribe India-Nepal" in the body of the message.

There are several other India related Internet news/discussion groups such as "clari.world.asia.india" and "soc.culture.india". Another good source of information is India D-Editor. Internet users should send a mail message to [LISTSERV@INDNET.BGSU.EDU](mailto:LISTSERV@INDNET.BGSU.EDU) and in the mail message, leave the subject line blank. The first line of the mail message should be: {Here, Personal Name should be a 2-part name}

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