

production. Total imports of food processing equipment in 1991-92 (latest statistics) were US\$3.5 million.

Industrial and Electrical Machinery - This sector is characterized by a lack of technological sophistication and specialization. This offers opportunities for Canadian companies in terms of providing equipment and machinery to upgrade India's industrial capacity and through industrial collaborations in India. Domestic prices are often 40-100 percent higher than imported equipment. In 1992-93, imports into India area were estimated at US\$2.5 billion, about 20 percent of India's total imports. While imports in this sector have grown at an average rate of about 9 percent in past years, they are expected to increase by about 12 to 15 percent in the next few years. There are excellent opportunities in the following areas: filtering and purifying equipment for liquids and gases; sophisticated machine tools for working metals, carbides, cement, glass, stone and ceramics; industrial furnaces and ovens; plate and finned heat exchangers; mining extraction and processing equipment; measurement control instrumentation; and spares for pumps, and steam and electrical generating equipment.

Medical Equipment - Medical electronic equipment is one of the fastest growing sectors in India with an annual growth rate of about 20 percent. The market is estimated at US\$130 million and India imports as much as 85 percent of its requirements. India must upgrade and expand the level and quality of its medical services. Subsequently, there is a requirement for diagnostic, therapy, rehabilitation and patient monitoring equipment. The demand for this type of equipment could exceed US\$300 million per annum by 1997. There are excellent opportunities in the following areas: ultrasound based echo cardiogram units; dopplers of various types; heart diagnosis and treatment equipment; equipment for dental treatment; ultrasound scanners for abdominal applications and gynaecology; diagnostic equipment for cancer treatment; solid state lasers for ophthalmology, urology angiology, cardiology, surgery; and therapy lasers and semi-conductors for rheumatology and dermatology.

Mining, Metals and Minerals - India is among the world's top producers of minerals such as coal, iron ore and chromate, with production in 1991 valued at US\$5.5 billion. The annual growth rate of this sector, which was around 17 percent in the 1980's, has slowed down to about 4 percent in 1990-91. India already manufactures a wide range of mining equipment. However, there are increasing opportunities in specialized high technology equipment such as DTH drilling machines; walking draglines; electric and hydraulic shovels; and load haul dumpers which are needed to improve the productivity in the mining sector. As part of its economic reforms, India has recently amended regulations allowing foreign companies to hold a controlling interest in mining operations. It is also lowering the level of protection given to the domestic industry and amending its environmental protection regulations. Consequently, the industry will have to become more competitive and environmentally conscious.