

## PRIMARY/SECONDARY INDUSTRIAL MACHINERY.

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purifying equipment for liquid and gases; sophisticated machine tools for metal working; industrial furnaces and ovens; measurement control equipment; spares for pumps and electrical generating equipment; and environmental monitoring and control equipment.

### Transportation

Two general areas in the *automotive sector* offer significant opportunities: partnerships with Indian manufacturers for export production; and collaboration with an Indian auto parts manufacturer for production of labour-intensive sub-components on a buy-back basis. In the *after market*, there are some niche opportunities, such as anti-rust coatings (in coastal areas). In the *aviation sector*, a domestic "open skies" policy offers opportunities in the air taxi and airport redevelopment fields. Replacement of aging short-haul aircraft and expansion of the civil aircraft market provide several additional opportunities. The deregulation and privatization of *shipping and ports* means many opportunities for Canadian firms experienced in tank farms, dredging, and navigational aids. In the *railway sector*, gauge conversion and re-modernization create opportunities in signalling, the supply of stronger track, modern communications, multimodal traffic, and associated rail, road and port facilities.

## Know-how in Nepal Stepping-stone to Business in India

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**N.D. Lea International Ltd.**, of Lea Associates Group, based in B.C and Ontario, had been doing transportation project management in Nepal for 25 years before setting up shop in India.

"Our experience in Nepal enabled us to make many contacts in neighbouring India," says Lea International President Greg Wood, "where we established a wholly-registered company to take advantage of the vast opportunities in the Indian sub-continent."

In one multi-million dollar project alone, the company has been entrusted with the overall management of 14 contracts financed by the Asian Development Bank.

As one of only 20 major international companies doing work in this field, Lea International has learned many lessons. These include: develop long-term relations in the host country; commit yourself to the country; negotiate contracts carefully and patiently because the local bureaucracy can be very cumbersome; and find out about the local tax system to make sure you get all the tax advantages that come with international tenders.

Wood also advises to get in on the ground floor since the competition can be fierce. "But it is all worth it," admits Wood, "because there is a lot of business in India and there will be for a long time." He also recommends staying in touch with the Canadian High Commission and Consulates and to seek bidding support from federal and provincial governments.

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## Business Approaches

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in the areas of upgrading skills, modernization of research and development facilities and mutual exchange of science-related information — are promoted by India's Department of Science and Technology.

Many overseas firms — BNR is a Canadian example — have established developmental links with Indian software and research organizations, especially around Bangalore, the new "Silicon Valley" in southern India.

### Financial Services

Canadian companies doing business in India can call on the financial services expertise of several Canadian financial intermediaries including, the Export Development Corporation, the Bank of Nova Scotia and Toronto-Dominion Bank. Both BNS and T-D have offices in India. The other major chartered banks, as well as the Hongkong Bank of Canada and the State Bank of India (Canada), have corresponding banks in India.