

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.

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.