Bringing the appropriate solution to the appropriate mill in either *investment*, *knowledge* or/and *technology* represents a growing opportunity.

Expansion
Many in India believe that the only way for mills to ensure survival is to expand their capacity, streamline production and lower costs. This requires an infusion of new technology, investment and know-how. Labour costs in India are not high and there is an abundance of workers, therefore, automation *is not* a selling feature.

Pollution
The Indian Government has passed a series of more stringent pollution laws. Added to this are state and regional conservation pollution regulations and the courts are beginning to actively enforce these regulations. In many cases, the mills must go from having virtually no pollution control equipment to having to invest large sums of money in it. Despite the initial costs, the majority of the industry feel that it is worth the investment and could lower costs in the long run. There is an entire knowledge and reporting structure required to function within a regulatory framework. This knowledge and know how can be exported to India.

Wastepaper
Wastepaper was seen as a promising alternative in India at one time. Several factors have emerged to complicate matters. India does not have a large source of wastepaper to draw from. The largest supplier of wastepaper is the USA. More and more wastepaper is being recycled within the USA thus less is available for export. The quality of wastepaper (contamination) is also a problem as it adds increased costs for processing. Wastepaper prices have been increasing as demand has increased. In 1995 (11 months) Canada exported C$536, 000 of wastepaper to India.[4] Canada could emerge as a reliable source for wastepaper, processing technology and other technological aspects (such as de-inking technology) that are in demand.

Agricultural waste
The small agro-based mills need to find ways to cut production costs and upgrade their technology. The problems of supply and demand must be ironed out particularly by the smaller mills if they wish to remain viable. Storage and transportation are two key areas that need development. This is another area where Canada has knowledge and technology. Our skills when combined with local knowledge of the middlemen who pass on the waste is a good blend.

Sugar mills
One method of eliminating some of the transportation costs and storage problems associated with agricultural waste is to combine the mills with agricultural activities. Sugar mills are a profitable venture in India, much of the waste produced by the mills is used to power their boilers. Combining sugar production with paper mills has been suggested. It is a favourable option from a forestry and environment perspective