

construction and operation, in the hopes of minimizing the amount of time for project implementation.

Over the next year, we can anticipate further discussions highlighting policy areas in need of additional clarification, which will continue to pave the way for the private sector to take the lead role in developing the Indian roads network.

Again, the overall business environment is welcoming and private-sector/foreign participation will be important to the development of this sector. Joint ventures are a preferred means for involvement in the roads sector.

### AVIATION

The next year should see the aviation sector as a focus of considerable political debate. Recently, Prime Minister Gujral has stated his displeasure with the current aviation policy. Continued private-sector pressure for policy changes can be seen with the long-standing application for the Tata/Singapore Airlines joint-venture airline, and a recent request from Jet Airways for rights to international routes.

### Action Plan

- Although opportunities exist in a wide number of subsectors of transportation industries, the post will focus its efforts on three specific areas: air transport, railways and ports.
- Increased market intelligence and information will be provided to Canadian firms to ensure awareness of changes in India's legislative framework and investment environment in this sector.
- Specific projects will be identified that provide opportunities for Canadian firms to participate in the development of air-transport and port facilities.

## Specific Initiatives

### Incoming Port-Development Mission (June 98)

Project developers, representatives of engineering firms, public works departments (ports) from selected states and large industrial houses that own jetty and port facilities to tour Canada to view our technologies in port development, cargo and bulk-materials handling technologies/systems and port-management services.

### Aero India '98 (December 98)

An information booth at Aero India '98, India's premier aerospace exposition, to highlight Canadian technologies in the aviation and aerospace sector, and the post to encourage direct participation by firms.

## Reference

- India Market Report: Urban Transit Sector

This can be obtained from DFAIT's Enquiries Service at:

Tel: 1-800-267-8376 or (613) 944-4000

Fax: (613) 996-9709

E-mail: [sxci.enqserv@extott09.x400.gc.ca](mailto:sxci.enqserv@extott09.x400.gc.ca)

or

Contact: Terry Greenberg, India Desk Officer,  
PSA, DFAIT, Ottawa

Tel: (613) 996-5903

Fax: (613) 996-5897

The officer responsible for this sector in India is:

Nancy Segal

Canadian High Commission, New Delhi

Tel: (91-11) 687-6500

Fax: (91-11) 687-5387

E-mail: [delhi.commerce@delhi01.x400.gc.ca](mailto:delhi.commerce@delhi01.x400.gc.ca)

