

AIRPORT SECURITY

The Government is considering the installation of full body scanners at major domestic and international airports, in light of the spate of hijackings which took place in the first half of 1993. The Government plans to import about 50 such scanners at a cost of about Rs. 100 million. Initially 15 full body scanners would be installed at each of the international airports in Bombay and Delhi. Scanners would subsequently be installed at Calcutta, Madras, Lucknow, Srinagar, Chandigarh, Trivandrum, Amritsar and Goa.

DOING BUSINESS WITH INDIAN AIRPORTS

As public sector undertakings, the IAAI and the NAA follow public sector procurement and tendering practices prescribed by the Bureau of Public Enterprises (BPE), Ministry of Industry (Government tender guidelines are outlined in Appendix G). The majority of their tenders are domestic. Global tenders are restricted primarily to sophisticated equipment, which is not available in India. In the last two years, global tenders have been floated for: air traffic control systems; terminal and en route surveillance radars; aerobridges; baggage conveyors; crash and fire vehicles; electronic display boards; and communication equipment.

To be successful on global tenders, Canadian companies should have a permanent local presence, either through a representative office or an appointed agent. For advice on selecting an agent, contact the Canadian High Commission, New Delhi, or the Consulate of Canada, Bombay. Key aviation sector contacts are listed in Appendix H.

The second AVIA India airshow will be held in Bangalore December 15-18, 1993. This show provides the best opportunity for Canadian companies to meet Indian firms, government officials, agents and industrial collaboration partners involved in the airports, aviation and aerospace sector. AVIA India is being organized by Convex in cooperation with Hindustan Aeronautics Limited. For further details on AVIA India contact Ms Pushpa Nair, Convex, 14-F Basant Lok, Vasant Vihar, New Delhi-110 057, Tel: (91-11) 67-0346, 60-7582, Fax: (91-11) 687-5598, Tlx: 031-82031.