

Canada's international business development initiatives. For example, IC has helped Canadian oil and gas equipment manufacturers establish a significant export market in India. Also, in the electrical sector, Industry Canada established a Memorandum of Understanding (MOU) between the Electrical and Electronic Equipment Manufacturer's Association of Canada (EEMAC) and its Indian counterpart. IC provides direct assistance to Canadian firms in their international business activities.

Natural Resources Canada (NRCan) - NRCan's Earth Sciences and their Minerals and Metals Sectors are cooperating to enhance bilateral policy addressing scientific and technical relations, with both the Government of India and the Indian minerals industry. The objective is to provide support for the promotion of mining and mineral-related services, technology and equipment from Canada, including those related to environmental products.

Canadian Office for Technology Exchange in the Environment (COTE) - COTE was created in May 1992 in recognition of the global priority accorded to the exchange of environmental technologies. COTE's main function is to assist foreign entities to learn about Canadian technologies with applications to environmental issues and to develop their own technological capacity. To achieve this goal, COTE initiates projects that match international needs with Canadian expertise and works closely with United Nations' organizations and International Financial Institutions (IFIs) active in technology exchange programs.

Canadian Commercial Corporation (CCC) - CCC, a crown corporation reporting to the Minister of Public Works and Government Services was established to assist in the development of trade between Canada and other nations. Its role is to facilitate international trade and it is the prime contractor in the sale of Canadian goods and services to foreign governments, international agencies as well as approved private-sector buyers. CCC provides its buyers a guarantee of performance, on behalf of the Canadian government, that the contract will be executed in accordance with its terms and conditions. CCC has in place a partnership with major Canadian banks whereby the banks set up project lines of credit for approved exporters, up to a maximum of \$2 million per exporter, which such exporters can utilize to cover their pre-shipment working capital requirements.

Alberta Government - The Alberta government established an office in New Delhi in 1993 to provide support to the activities of Alberta companies in India.

British Columbia Government - The British Columbia Trade Development Corporation is increasingly interested in the Indian market and considers it an emerging market of importance. At present, they are concentrating their efforts on four sectors: energy, agrifood, film and video production, and the environment.

Ontario Government - Ontario's Ministry of Economic Development, Trade and Tourism (MEDTT) has prime responsibility for developing business opportunities on behalf of Ontario companies in India. The Ontario International Trade Corporation,