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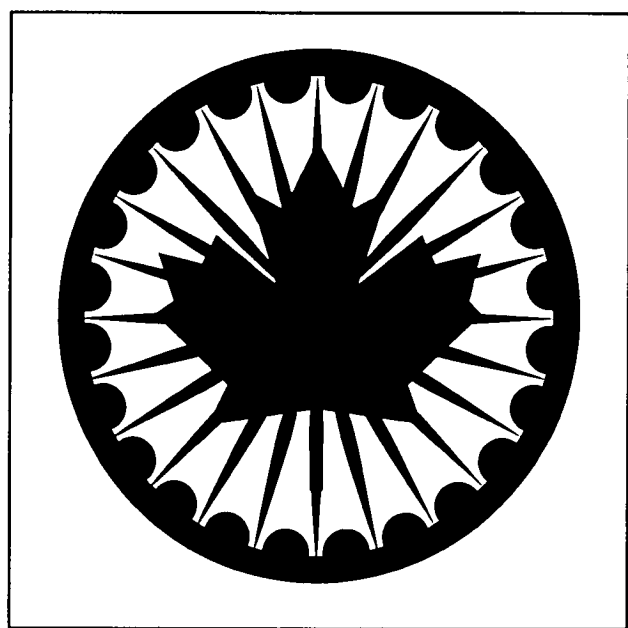


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Department of Foreign Affairs and International Trade /
Ministère des Affaires étrangères et du Commerce international

FOCUS INDIA

A Business Guide for Canadian Medical Devices and Services Firms



Prepared by the

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Focus India: A Business Guide for Canadian Medical Devices and Services Firms

INTRODUCTION

While the government of India is committed to providing adequate health services to its entire population by 2000, the large, and growing, middle class is able to fund its own. That segment of the population, estimated to be 200-million strong, can afford, and is starting to demand, health care at facilities outfitted with state-of-the art equipment and services.

New facilities are being built and equipped, and older ones are being refurbished. The latter needs a wide range of products: a member of a Canadian hospital group visiting India was astonished to see hospital beds from the 1930s, and light in operating rooms not much brighter than candlelight.

Medical professionals are highly trained and will opt for the best equipment they can afford, indigenous or imported. They're looking for diagnostic, therapy, rehabilitation and patient-monitoring equipment. The largest segment of the medical market is electronics equipment: it's growing by 20% each year. The Government of India's Department of Electronics projects the demand for medical electronic equipment

will exceed US\$300 million by 1997.

Despite India's large pool of scientific and technical manpower, there is not yet a great deal of indigenous medical technology development. Although companies will import equipment to meet the growing demand, they would rather establish joint-ventures and do the manufacturing themselves.

Canadian corporations and professionals will benefit from entering the Indian market early. Canada is at the international forefront of medicine. Understanding what India needs will ensure its leadership in that country as well.

AN OVERVIEW OF INDIA'S MEDICAL INDUSTRY

- * Medical equipment market growing 15% to 25% per year
- * Imports: 60% to 70% of the market
- * Percentage of GDP spent on health care: 1.5%. World Health Organization recommends 4.8%.
- * GDP, US\$252 billion.
- * Per capita spending: US\$21.
- * Government spending on health care: approximately 20% of total health care spending. Private sector: 80%

of total.

- * Percentage of spending taken up by salaries: 70% to 80%.
- * No. health care facilities in India: 25,452
- * No. hospitals: 7,300
- * No. medical colleges: 146
- * Ratio of people to beds, 1991: 0.74:1,000
- * Government target, 2000 AD: 1:1,000.
- * No. of new beds that must be added to reach target: 400,000.
- * People per doctor: 2,165. In Canada: 446.

HEALTH CARE SYSTEM

The central government manages and finances the infrastructure, and provides preventive care, while the private sector provides mostly ambulatory care for acute illnesses, or those that don't require hospitalization. Government's contribution to total health care spending is 20%; private enterprise's is 80%. Salaries account for up to 80% of health care spending.

Of all India's hospitals, 4,000 are owned or managed by government; 2,000 by charitable trusts, which receive

partial funding from government; 1,300 private, of which only a small percentage (12%) have state-of-the-art equipment.

In 1991, the ratio of people to hospital beds was 0.74:1000. The government's goal is a ratio of 1:1000 by 2000 AD. To help it reach the target, the government encourages corporations to build facilities and invest in projects.

India does not have national medical associations, nor does it have national standards for medical education. It is, however, interested in creating such associations and standards.

The medical profession in India is not unlike that in Canada: power structures, hierarchies, attitudes and personality types within specialties are much the same. Anyone who is familiar and comfortable with the Canadian system will find themselves well equipped to understand the Indian system.

STATISTICS

- * Total hospitals: 7,300
- * Government hospital dispensaries: 304
- * State governments/municipal corporation owned hospitals: 4,000
- * Primary health centers: 21,640
- * Subsidiary health centres: 133,339
- * Community health centres: 19,640
- * Number of hospital beds: 600,000
- * Bed-population ratio, 1991: 0.74:1,000
- * Government target, 2000 AD: 1:1,000.
- * No. of new beds that must be added for government to

reach target: 400,000.

* Expenditure per capita, 92-93: 11.30 Rs

MARKET SEGMENTS

Medical electronics equipment

The US and UK have identified this as one of the fastest-growing sectors.

* US sales 1994: US\$85.2 million; 1995, US\$106.4 million.

* UK predictions for 1997: US\$300 million.

* Growth: 25% per year.

* Import market: 50 to 60%.

* Domestic production: US\$29.9 million, 1994. US\$7 million of that was exported.

* Includes ultrasonic equipment; inhalators; x-ray, laser technology; phototherapy and nuclear medicine.

Biotechnology

* US sales, 1994: US\$57 million; 1995, US\$74 million.

* Growth: 30%.

Cancer diagnostic and treatment equipment:

* 1991 market: US\$12.6 million

* Imports: 82%

* Growth: 3 to 5%

* Domestic production: US\$2.3 million.

Medical Imaging Equipment

* 1992 market: US\$68 million

* Expected market in 1995:

US \$90 million

* Domestic production: approx. 30% of market (x-ray and ultrasound equip)

* Imports 1992: US\$58 million

* Expected imports, 1995: US\$77 million.

Hospital Administration and Services

* 1991 market: US\$73 million

* Imports: 10%

* Estimated annual growth rate: 25%.

Electronic Artificial Aids

* Total market, 1995: US\$1.32 million. Average growth: 17%.

* Import market, 1995: US\$0.17 million. Average growth: 20%.

Pathology Equipment

* Total market, 1995: US\$1.76 million. Average growth: 42.5%.

* Import market, 1995: US\$1.65 million. Growth: 21.4%

Patient care equipment

* Total market, 1995: US\$2.35 million. Average growth: 92%.

* Import market, 1995: US\$1.42 million. Average growth: 80%

Patient monitoring equipment

* Total market, 1995: US\$8 million. Average growth: 8%.

* Import market, 1995: US\$4.6 million. Average growth: 7%

Therapy equipment

* Total market, 1995: US\$0.43 million. Average growth: 12%.

* Import market, 1995: US\$0.17 million. Average growth: 12.5%

Diagnostic equipment

* Total market, 1995: US\$31.8 million. Average growth: 12.4%.

* Import market, 1995: US\$16.1 million. Average growth: 22.5%

UNDERSTANDING INDIA

Power supplies fluctuate; businesses that require continuous energy flows often have backup generators. Many roads are unpaved, making travel difficult. Phone and fax lines are unreliable; faxing during Indian business hours, when the power is more likely to be on. Service is being turned over to the private sector.

The Internet is being established: an association called Indian Doctors on the Internet has been formed, lead by Dr. P.K. Jain, a respiratory physician, and Dr. Rajest Sheth, a Bombay radiologist. They're trying to convince the carrier (Videsh Sanchar Nigam) to provide a priority line for medical use.

Titles are very important, as is hierarchy. Start at the top of a hierarchy when contacting companies and organizations. Connections are vital, even for patients in hospital. Delays are inevitable. Locals understand how to circumvent bureaucracy.

Foreign Affairs has a checklist for first-time business travellers in India: see source list for more information. Bookstores stock guides as well.

LOCAL BUYERS

Local buyers include hospitals, dispensaries, nursing homes, chemists. Since government hospitals have limited budgets, private hospitals are more likely to be able to afford new equipment and services, particularly hospitals in cities such as New Delhi, Calcutta, Madras, Bangalore (India's Silicon Valley).

Any facility with an annual budget of approximately US\$4 million (Rs. 120 million) is a potential buyer of imported medical electronics equipment, which is one of the fastest growing segments of the health care market. (See source list for names.) The average annual budget of government hospitals is Rs 50 to 70 million. There are a total of 4,325 such facilities. The average annual budget of private and voluntary health organizations is approximately Rs 30 to 40 million. There are 9,113 such facilities.

MDs interested in continuing education and remote consults are also potential buyers.

Buyers look for quality, price competitiveness, good after-sales service (a common complaint for many imports). They'll buy brands they already know. Since many MDs will have trained in the UK or US, they're familiar with high-quality products. Be prepared to offer training on equipment, especially if they've not used it before.

Corporations building hospital facilities in India will be in the market for equipment, supplies and services. Companies just entering the market are: Duncan Agro Industries Ltd., with a 400-bed facility in Calcutta; Wockhardt, with a 150-bed hospital in Bombay; Steel Strips, with a 500-bed hospital in Chandigarh, Haryana State; Peerless General Finance, with a cancer hospital in Patna, Bihar; Gujarat Inject Ltd.; United Group, with a 250-bed hospital in Bhopal. Several Canadian firms are establishing facilities there are well: Interhealth is setting up a cancer-care centre,

and Royalton is working with Peerless on several facilities.

Premier Group of Industries has been in the market for several years, and has looked to Canada for equipment.

The government-run Medical Stores Organisation procures medical equipment and supplies for small hospitals and dispensaries in rural or sub-urban areas. It's in Bombay, Calcutta, Madras, Delhi, Hyderabad and Guwahat. The Indian Railways and Armed Forces have their own hospitals, with separate budgets. These facilities are usually better equipped than are government hospitals.

The Indian government has applied to the International Development Association for a credit of US\$350 million to upgrade health care systems in three states: Karnataka, Punjab and West Bengal. Part of the plan is to ensure adequate medical materials and equipment get into hospitals; it proposes to procure US\$5.4 million in medical lab supplies, US\$76 million in equipment, and US\$16.7 million in other supplies. As part of its health care initiative, the government would like to institute quality assurance programs, and better manage medical waste.

BUSINESS OPPORTUNITIES

Public and private hospitals issue open global tenders through US and Foreign Commercial Service in India, via the US Dept. of Commerce's Trade Opportunities Program. The Asian Development Bank lists opportunities, as does CIDA. Registering with BOSS and WIN exports, and becoming a

member of the Canadian Exporters' Association and the Canadian Manufacturers' Association puts the company on the list of firms that those organizations will contact when an Indian firm wants to join forces or distribute Canadian products.

The US government's Trade Data Bank also lists opportunities: see sources section for Web sites, addresses and phone.

Specific products that facilities and distributors are looking for are: ultrasound-based echo cardiogram units; dopplers; heart diagnostic and treatment equipment, including digital subtraction machines; dental treatment equipment (x-ray equipment with direct print-out, dental burs); ultrasound scanners for abdominal applications and gynecology; cancer diagnosis equipment, x-ray machines, MRIs (magnetic resonance imagers), CAT scan equipment, ECGs, heart-rate meters, cardioscopes, blood pressure monitors, cardiac monitors, fetus heart monitor/detectors, EEGs, flame photometers, blood grouping machines

* Patient care: pacemakers, defibrillators, ICU systems, incubators

* Electronic artificial aids: hearing aids, speech trainers

* Therapy: diathermy, stimulators, infrared equipment, ECT (electro-convulsive therapy) units

* Cancer treatment: Mammographic units, cobalt therapy equipment

* linear accelerators; ultrasound-based echo cardiogram units; dopplers of various types, such as continuous wave, bi-directional, and pocket-sizes;

solid state lasers for ophthalmology, urology, angiology, cardiology, surgery; and therapy lasers and semi-conductors for rheumatology and dermatology

* advanced application of nuclear technology

* improved ambulance and paramedic services, patient-care services

* videoconferencing facilities for continuing medical education

* remote medical consultation services using

videoconferencing facilities

* consultants to establish standardized medical education

* consultants to establish national medical associations

* blood plasma products

* vaccines

* Administration and services: treatment of pulmonary diseases, pulmonary medicine, burn treatment, reconstructive surgery, organ transplantation and laser surgery, sterilization and laundry equipment, registration and monitoring case histories, inventory and management software.

MARKET ACCESS

Companies interested in selling into India can attend trade shows, make contacts within the medical industry and make sales presentations to medical facilities. Canadian firms can enter the Indian market through local distributors, by licensing technology, or setting up joint-ventures to manufacture locally.

Small firms often start by finding a local distributor who understands their product but doesn't represent competing products. The agent will often develop the market; however, if they're carrying many products, yours may get low

priority.

Although corruption is said to be on the wane, a few consultants still caution companies that technology can easily be duplicated and sold more cheaply, once it's being manufactured locally. Patent and intellectual property laws are not rigorously enforced: law firms report that cases can take a decade to resolve. As well, small firms have had products stolen from trade fairs.

Canada's competitive advantage may be its desire to consult with local populations to determine their needs, rather than deliver lectures based on preconceptions. Sending a reputable, prestigious team in to assess needs is vital, and helps establish relationships that will foster contracts.

A firm that produces alcohol analysis units says that before it made any major sales in India it had to educate buyers on the different models and what fit their needs.

Look for opportunities to cooperate with Canadian firms in India, to take advantage of existing relationships and credibility. Medical professionals interested in establishing remote consultation services can look to Canadian firms offering continuing medical education via satellite, for instance.

AGENTS

If your company wants to import, it will require an agent in India. Look for aggressive, reputable agents who are well established in the market. They should be familiar with electronics and medical aspects of the equipment, and have good connections with government officials and

decision makers.

A Canadian firm tried unsuccessfully for five years to break into the market: once they hired an Indian agent, doors opened immediately.

Canadian companies report being approached by medical equipment distributors in India who say they're interested in selling their product. Once the initial contact has been made, and brochures, prices and the like have been sent over, however, very little or nothing transpires. A few years elapse, and the Canadian firm receives another query. This has led at least one Canadian company to suspect the Indian distributor is collecting market intelligence.

A firm that went through a similar, prolonged experience with a distributor continued to maintain contact, and after 10 years of very small, intermittent sales, was successful in securing a large contract. That company noted Indians' penchant for letter-writing, and confirmed others' observation that patience is essential in India.

Staff at the Canadian consulate and embassy in India can help identify reputable firms and helping establish connections. See source list for agents, importers and distributors.

IMPORTING

Hospitals run by the government and public trusts can import free, providing there is no local manufacturer for the product. Products to be used for R&D, by R&D facilities, are also exempt, as is life-saving equipment. Otherwise, general import duty on medical equipment is 25%.

Expects months of

paperwork when importing: Canadian firms have commented that a transaction that's completed in 24 hours in North American can take three months when dealing with organizations in India.

The Indian government generally doesn't permit advanced payment for imported goods. Exporters look for irrevocable letter of credit, payable against presentation of shipping documents through the importers bank.

JOINT VENTURES

The Indian government allows foreign firms to hold up to 51% of a joint venture, and more than 51% for medical electronics equipment. Establishing joint ventures for this kind of equipment would bring down production price (by lowering labour costs), which would increase market share. However, a Canadian company in a manufacturing joint-venture there says that in India efficiencies are not as good, and materials are hard to come by; sourcing them elsewhere bring prices back to North American levels.

The Canadian consulate, the Indian Investment Centre and the Chambers of Commerce in India can help identify potential partners, and establish credentials (assets, credit rating, experience). The Canadian Manufacturers' Association also actively facilitates joint-ventures through links with the Confederation of Indian Industry: the CMA has been in India since the early '80s and has helped approximately 150 companies find partners.

Be prepared to turn over local marketing initiatives to

Indian partners: they know the market and may want the freedom to act independently.

Given that patent protection and copyright laws are not as stringent in India as in Canada, at least one firm protects its product through royalty agreements and by withholding one part of the product, which is ultimately supplied by the Canadian operation and installed in India.

For a list of Indian medical companies identified as seeking joint-ventures, see the Sources section.

INDIGENOUS MANUFACTURING

Medical electronics equipment was first manufactured in India in the 1970s. ECG and x-ray machines were first out of the plant; production jumped from US\$800,000 in 1972 to US\$22.6 million in 1990. Manufacturers now turn out defibrillators, fetal monitors, cardioscopes, gamma ray scanners, CT scanners, and ultrasound scanners. Production is primarily founded on foreign technology: Siemens, Phillips Medical, GE Medical, Hitachi, Hewlett Packard, Shimadzu, and Toshiba have a presence in India.

MORE INFORMATION

TRADE SHOWS

Biotek South Asia '96: 1996 October Biennial, Ashok Hotel, New Delhi. Convex Convention Expos, Ms. Pushpa Nai, Manager, 14-F Basant Lok, Vasant Vihar, New Delhi 110 057. Phone 91-11-670-346. Fax 91-11-687-5598.

Delhi International Healthcare Exhibition,
May 24-27. Jame Dormer,
Dept. Trade & Industry, UK
Gov't., 0171-215-8477

Health & Medicare '96:
medical and hospital
equipment and supplies,
healthcare products. 1996,
Sept. 15-18 Biennial. Pragati
Maidan, New Delhi.
Dusseldorfer Messegesellschaft
gmbH Nowea, Mr. Werner
Pohl, Postfach 101 006,
Stockumer Kirchstrasse 61,
40001. Phone 49-211-456001.
Fax 49-211-4560668.

Health & Medicare India:
health-related exhibition and
medicare, 1996 December
Biennial, Pragati Maidan, New
Delhi. India Trade Promotion
Organization, Mr. V. P.
Chowdhary, Pragati Maidan,
New Delhi, 110 001.
Phone 91-11 331 9581.
Fax 91-11-331-8142.

Meditech India '96:
electromedical equipment,
medical technology, lab
equipment. 1996 September,
Nehru Centre, Bombay.
Chemtech Foundation, Mr.
Indra Mohan, Sec. General,
Taj Building, 210, Dr. D.N.
Road, Bombay, 400 001.
Phone 91-22-204-2044.
Fax 91-22-285-0170.

COMPANIES

INDIAN IMPORTERS AND/OR DISTRIBUTORS OF MEDICAL SUPPLIES

* Ankita Cardio Invasives
Pvt Ltd., J-1913 Chittaranjan
Park, New Delhi 110 019,
Phone 641 8140, 6433156,
Fax 91-11-6447347.
Mr. P. Chakravorty, director.
* Aravali International Pvt
Ltd., Ashoka Centre, 4E/15

Jhandewalan Extn, Post Box
5719, New Delhi 110 005,
Phone 77 7079, 44 8188,
Fax 91-11-779152. General
mgr. medical systems div.,
Mr. S.K. Bhatia.

* Blue Star Ltd., Sahas,
414/2 Veer Savarkar Marg,
Prabhadevi, Bombay 400 025,
Phone 430-6155,
Fax 22-430-7078. Exec. Dir.
medical electronics div.
Mr. M. D. Mansukhani.

* British Physical
Laboratories India Ltd., BPL
Towers, 13 Kasturba Rd.,
Bangalore 560 001,
Phone 214992, 214993,
Fax 91-812-564771.

Chief executive Mr. P.
Yathindranate.

* Consolidated Products
Corp., 804-A Chiranjiv Tower,
43 Nehru Place, New Delhi 110
019, Phone 641-6979, 641-
6324, Fax 91-11-643-0110.
Sales dir. S. Saigal.

* Dynamic Sales Services
International Pvt Ltd., 210
Upadhyia Marg, Rouse
Avenue, New Delhi, 110 002,
Phone 331 0130, 331 0136,
Fax 91-11-3312720. Lt. Gen.
K.D. Kapoor (retd), director,
medical div.

* Galtron Electromedical
Pvt. Ltd., G/1 Nahar Seth
Industrial Estate, Chakala,
Andheri East, Bombay 400
099, Phone 91-22-8345018.

* General Electronic
Instruments, 12-2-458/3 First
Floor, Hill Colony, Hyderabad
500 028.

* Gordhandas Desai Pvt Ltd.,
Bombay

* Imperial Surgical Co. Pvt
Ltd., Bombay

* Jyoti Surgical Co., 200
Princess St., Box 2698,
Bombay 400 002,
Phone 91-22-2088889,
Fax 91-22-2060208.

* Lifeline Systems Pvt. Ltd.,
50/10 Yusuf Sarai, New Delhi

110 016, Phone 665940,
6868932, Fax 91-11-6862680.
S.K. Aggarwal, director.

* Medical Co-ordinators Pvt
Ltd., 304, Hill View Indl.
Estate, Chatkoper West,
Bombay 400 086,
Phone 91-22-5170552,
Fax 91-22-5170560.

* Merino Electronics Ltd.,
Taj Building, Floor 3, Dr.
D.N. Road, Fort, Bombay 400
001, Phone 91-22-2044837,
Fax 91-22-2046255.

* MW Enterprises, H-33 Bali
Nagar, New Delhi 110 015,
Phone 594676,
Fax 91-11-5437539. Managing
director V.K. Virmani.

* Rallis India Ltd., 21, D.S.
Marg, Box 229, Bombay 400
001, Phone 204-8221,
Fax 22-204-7755, chief
executive Mr. V. Rai.

* Toshniwal Brothers
(Bombay) Pvt. Ltd., 198, J.
Tata Rd., Churchgate, Bombay
400 020, Phone 221565,
Fax 22-2040396. Managing
dir. Mr. Vinay Toshniwal.

* Wipro-GE Systems Ltd.
* Wipro-Biomed

DENTAL EQUIPMENT DEALERS/IMPORTERS

* Avco Den Med Systems,
42 Pusa Rd., New Delhi
110 005.

* CSR Tecnocarts Pvt Ltd.,
1-2-51 Gagan Mahal Rd.,
Domalguda, Hyderabad
500 019.

* Dental Care Centre, C-197
Greater Kailash I, New Delhi
110 048.

* Dental Products of India
Ltd., 25 Ashoka Chambers,
B-5 Pusa Rd. New Delhi
110 060.

* Electomack (India), 3626
Darya Ganj, New Delhi
110 002.

* Gupta Dental Hospital,
941/7 Arjun Nagar, Kotla
Mubarakpur, Delhi 110 003.

* Indian Dental Equipments Co., 32 Rajinder Nagar Market, Box 2892, New Delhi 110 060

* Instruments Orthopaedics, (div. of MSIL), 209-A-2 Industrial Estate, Ganpatrao Kadam Marg, Lower Parel, Bombay 400 013.

* International Trading Corp. of India, 1107 B Bazar Paiwalan, Jama Masjid, Delhi 110 006.

* K.S. Mathur and Co., 82 Chandani Chowk, Delhi 110 006.

* M.W. Enterprises, H-33 Bali Nagar, New Delhi 110 015.

* Moonlight Exports, 17 Demellouss Rd., Madras 600 012.

* Prem Bihari and Co., R-4 Nds Part II, New Delhi 110 049.

* South Delhi Dental Clinic, D-327 Defence Colony, New Delhi 110 024.

* Unident India, 76/5621 Regarpura, Karol Bagh, New Delhi 110 005.

POTENTIAL INDIAN AGENTS

* Birla Medical Technologies, floor 3, Guru Angad Bhawan 71, Nehru Place, New Delhi 110 001, Phone 4616397, 4690683, Fax 91-11-4694393. Ms Ravi Dara, general manager.

* Blue Star Ltd., 13 Community Centre, New Friends Colony, New Delhi 110 065, Phone 683-4262/683-4473, Fax 91-11-684-1845. Mr. Anupam Sharma, regional manager, medical sales.

* Business Development Agency, Microbiology & Biotechnology Div., C-76 Fateh Nagar, Jail Road, New Delhi 110 018, Phone 559-6820, Fax 91-11-559-6820.

Mr. Jagdish Singh, chief executive.

* Consolidated Products Corp., 804-A Chiranjiv Tower, 43 Nehru Place, New Delhi 110 019, Phone 6416979, 6416324, Fax 91-11-6430110.

Mr. S. Saigal, sales director.

* D.P. Medical Diagnostics (P) Ltd., IBC, M 38/A Middle Circle, Connaught Place, New Delhi 110 001, Phone 332-9000, Fax 91-11-332-5045.

Mr. S.S. Rana.

* Genetix, C-88 Kirti Nagar, New Delhi 110 015, Phone 91-11-521714/5467637, Fax 91-11-5467637. Mr. Arun Prakash, director.

* Indchem Ltd., Ratna Building, 231 TTK Road, Alwarpet, Madras 600 018. Phone 450205, 45849, Fax 91-44-455687. Mr. S. Mani, vice-president.

* Indian Vaccines Corp. Ltd., No. 2, Ring Road, Kilokri, Opp. Maharani Bagh, New Delhi 110 014. Phone 630255/630499.

Fax 91-11-684-0513. Mr. K.M. Jariwala, managing director.

* Infar (India) Ltd., 38 Chowringhee Rd., Himalaya House, floor 4, Calcutta 700 071, Phone 297773/297776, Fax 91-33-293579.

Mr. Nabarun Chowdhury

* J. Mitra & Bros Pvt. Ltd., A-180 Okhla Industrial Area Phase I, New Delhi 110 020, Phone 681-8971/681-8973, Fax 91-11-681-8970. Mr. Lalit Mahajan.

* Larsen and Toubro Ltd., Electro-Medical Div., Gulab Bhawan, Bahadur Shah Zafar Marg, New Delhi, 110 002, Phone 3721830, 3721831, Fax 91-11-3713802. K.R. Palta, joint general manager.

* Mass Diagnostics, 5

Community Centre, Naraina, Phase I, New Delhi 110 028, Phone 593689, Fax 91-11-5454045. Mr. Pradeep K. Singhal, Chief exec.

* Modi Biotek, div. of Win-Mediare Ltd., 1400, Menkunt Towers, 98 Nehru Place, New Delhi 110 019, Phone 647-3019, 643-4170, Fax 91-11-7446876. Dr. Dinesh Gupta, manager, biotech.

* Network India Ltd., Poorvi Marg, Vasant Vihar, New Delhi 110 057, Phone 676371, 676470, Fax 91-11-676125. Mr. Rajiv Dayal.

* Nicco Biotek Ltd., Nicco House, 2 Hare St., Calcutta 700 001, Phone 2485102-07 (six lines), Fax 91-33-2209443. Mr. Surojit Sen, chief executive.

* OSB Agencies, 14/147 Main Rd., Geeta Colony, Delhi 110 031, Phone 224 9973, Fax 91-11-2216736. Mr. V.K. Bhatia, chief executive.

* Raibman Bio-Tek (Pvt) Ltd., C-1 Mogappair Industrial Estate, Madras 600 050, Phone 91-044-653104, Fax 91-044-621-2796. Mr. V.J. Nambiar, managing director.

* Ranbaxy Diagnostics, Devika Tower, Floor 11, 6 Nehru Place, New Delhi 110 019, Phone 646-3011, Fax 91-11-643-0633. Dr. Sudhir Gandhi.

* Shiva Scientific Co., CB-84 Ring Rd., Naraina, New Delhi 110 028. Phone 605232/604751. Fax 91-11-674-344. Dr. D.C. Upadhyay, chief executive.

* Toshniwal Bros (Delhi) Pvt Ltd., 3E/8 Jhandewalan Extension, New Delhi 110 055, Phone 523-366/523-597, Fax 91-11-751-6739. Mr. A. Singh.

* Wipro Biomed, 903
Prakash Deep, 7 Tolstoy Marg,
New Delhi 110 001,
Phone 91-11-3325677/371-
1537, Fax 91-11-3324763.
Mr. S. Giridhar, national sales
manager.

POTENTIAL JOINT- VENTURE PARTNERS

* Affiliated Medical
Equipments Ltd., Plot No. 7,
Cochin Export Processing
Zone, Kakkanad, Cochin, 682
020, Kerala, Phone 91 474
802591, 802568. Medical
supplies.

* Anesthoids, 105 Jeejeebhoy
Ind. Estate, Ram Mandir Road,
Goregaon (W), Bombay 400
001, Phone 91 22 204 1495.
Medical electronics equipment.

* Atlas Surgical Co., 332,
Lajpatrai Market, Delhi 110
006, Phone 91 11 292-5870.
Surgical and medical
equipment.

* BET Medical Pvt. Ltd., 19
Casa Major Road Egmore,
Madras 600 008, Phone 91 44
860-124. X-ray equipment.

* Bio-Tech India, Unit 109,
Mahim Service Industrial
Estate, Mori Road, Bombay
400 016, Phone 91 22 463-
076, 540-739. Lab and
hospital equipment.

* Cadila Laboratories Ltd.,
244, Ghodasar, Mani Nagar,
Ahmedabad 380 050, Phone
91 272-354852. Medical
electronics equipment.

* Carewell Mediproducts
Ltd., 502, Mansarovar, 90,
Nehru Place, New Delhi 110
019, Phone 91 11 643-1228,
Fax 91-22-643-7922.

* Chimco Bio-Medical Engg.
Co., Devkaran Mansion-1, 1 fl,
Princess St., Bombay 400 002,
Phone 91 22 299464. Fiber
optic medical instruments.

* Geekay Medical Systems,
Rahimtoola House, 7 Monji
St., Fort, Bombay 400 001,

Phone 91 22 286-0281, 286-
3524, Fax 91-22-286-0996.
Hospital equipment, surgical
instruments, lab equipment.

* Indicare Medical
Disposables Ltd., 25,
Saraswathi Nagar, Dargamitta,
Nellore.

* J. Mitra & Bros Pvt. Ltd.,
6 Kauli Building, RBSK Bole
Road, Dadar, Bombay 400
0028, Phone 91 22 422-0229.
Medical diagnostics

* MSP & Co., Madras:
biomed equipment.

* Peninsula Polymers Ltd.,
P.B. No. 2205,
Sasthamangalam,
Thiruvananthapuram, 695 010,
Phone 91 471 46444. Biomed
products and materials.

* Romsons Scientific and
Surgical Industries (P) Ltd.,
63, Industrial Estate, Agra 282
006, Phone 91 562 44485,
Fax 91 11 328 2924.

* The Modern Scientific
Industries, 199-A, Saket,
Meerut 250 006, Phone 91 121
74086. Medical electronics
equipment, radio therapy
equipment;

* TXAS Pte. Ltd., Box No.
9758, Bombay, 400 098. X-ray
and radiography equipment.

PRIVATE MEDICAL IMAGING EQUIPMENT MANUFACTURERS

* BPL India Ltd., 308 Ashok
Bhavan, 93 Nehru Place, New
Delhi 110 019,
Phone 643-5853.

* Hewlett-Packard India
Private Ltd., B/8 Jangpura 'B',
Mathura Rd., New Delhi
110 014, Phone 690-0329 or
690-340

* IndChem ATL Ltd.,
Vikram Towers, 11th floor,
Rajendra Place, New Delhi
110 008, Phone 572-7920.

* Larsen & Toubro Ltd.,
Electr-medical Div., Gulab
Bhavan, Bahadur Shah Zafar

Marg, New Delhi 110 002

* Philips Medical Systems
Ltd., International Business
Centre, M-38/1 Connaught
Place, Middle Circle,
New Delhi 110 019

* Siemens Ltd., Medical
engineering div., 4-A Mahatma
Gandhi Marg, Indra Prastha
Estate, New Delhi, 110 003,
Phone 331-8144.

* Wipro-GE, Shanti
Chamber, 11/6B Main Pusa
Rd., Karol Bagh, Opp.
Telephone Exchange,
New Delhi, 110 005,
Phone 573-1473/573-3548.

LOCAL MANUFACTURERS OF MEDICAL EQUIPMENT

* Arun Electronics Pvt. Ltd.,
Bombay

* Ascon Deccan,
Secunderabad

* Assoc. Electronic
Engineers, Bangalore

* ATL

* Avon Technics Pvt. Ltd.,
Kanpur: medical electronics
equipment

* BPL India Ltd., Bangalore:
pacemakers, defibrillators,
ECG, cardioscopes, cardiac
monitoring equipment

* Bharat Electronics Ltd.,
Machilipatnam

* Cambridge Instruments
(India) Ltd., Pune

* Campbell Electronics,
Bombay

* Chandriani, Bombay:
pacemakers, defibrillators,
ECG, patient-monitoring
equipment, muscle/nerve
stimulators

* Delta Scientific, Bombay:
medical electronics equipment

* Digicont, Kota: medical
electronics equipment

* Digital Innovation Pvt.
Ltd., Baroda: medical
electronics equipment

* Dipak Electronics, Bombay

* Electro-Biosonics Pvt. Ltd.,
Cochin: medical electronics
equipment
* Electrocare Systems &
Services, Madras
* Electrolab, Bombay:
medical electronics equipment
* ElectroMedical and Allied
Industries Ltd., Calcutta: ECG
* Electromedicals, Indore
* Electromek (India),
Roorkee: medical electronics
equipment
* General Electronic
Instruments, Hyderabad
* Hinditron & Toshniwal
Brothers
* Imsicon (Eastern) Pvt.
Ltd., Calcutta
* Indchem Electronics Ltd.,
Madras: defibrillators, ECG,
patient-monitoring equipment
* Industrial Electronic &
Allied Products, Pune
* International Radios &
Television Pvt. Ltd., Calcutta:
muscle/nerve stimulators
* JN Marshall Pvt. Ltd.,
Pune: medical electronics
equipment
* Kardio Control Co., Delhi:
pacemakers, cardiac monitors,
patient-monitoring equipment
* Kody Medical Electronics
Pvt Ltd., Madras: fetal
monitors; medical electronics
equipment
* Larsen & Toubro
* Meditronics, Pune: medical
electronics equipment
* Naik Industries, Belgaum
* Nath Brothers (Agencies),
New Delhi
* PEICO Electronics &
Electricals (Philips)
* Precision Industries Pvt.
Ltd., Calcutta
* Punjab Biomedical
Equipment Ltd., Mohali
* Ralsonic, Bombay
* Recorders & Medicare
Systems, Chandigarh
* Semiconductors, New
Delhi: medical electronics
equipment

* Siemens India Ltd.,
Bombay: medical electronics
equipment
* Suvik Electronics Pvt.
Ltd., Chandigarh
* Usha Drawgan (P) Ltd.

BIOTECH INDUSTRY IN INDIA

* Bangalore Genei (P) Ltd.,
112/2, 8 main, Near 17th A
Cross, Malleswaram,
Bangalore 560 055,
Phone 432091. Dr. P. Babu,
managing director.
* Bhabha Atomic Research
Centre, Bombay 400 085,
Fax 91-22-5560750.
Dr. C.R. Bhatia, Director.
* Bharat Immunologicals &
Biologicals Corp. Ltd., V-13
Green Park Extension, New
Delhi 110 016. Phone 654753;
6866722. Dr. V.R.
Kalyanaraman, chair and
managing director.
* Biological E Ltd., 18/1 &
3 Azamabad, Hyderabad 500
020, Phone 86731, Fax 0842-
965309. Dr. Vijay Kuman
Datla, chair and MD.
* Biotech Consortium India
Ltd., floor 4, Kundan House,
16 Nehru Place, New Delhi
110 016. Phone 6415314/
6415385, Fax 91-11-643-8926.
Dr. R. Jagannathan, GM.
* Cancer Institute, Madras
* Cancer Research Institute,
Dr. R. Borges Marg, Parel,
Bombay 400 012.
Phone 4123803, Fax 4121089.
Dr. M.G. Deo, resident
director.
* Centre for Cellular &
Molecular Biology, Uppal
Road, Hyderabad 500 007,
Phone 853283; 852241,
Fax 0842-851195. Director
Prof. H. Sharat Chandra.
* Indian Immunologicals, 11
4 657 Lakdikapul, Hyderabad
500 004. Phone 224523;
37522, Fax 91-842-289213.
Dr. C.B. Raju, deputy

manager, production.

* Industrial Toxicology
Research Centre, PB No. 80,
Mahatma Gandhi Marg,
Lucknow 226 001,
Phone 248227; 241856;
Fax 0522-248227.

Prof. P.K. Ray, Director.

* International Centre for
Genetic Engineering and
Biotechnology, NII Campus,
Shaheed Jeet Singh Marg,
New Delhi 110 067.
Phone 686-5007/686-7351-
8/686-7361,
Fax 91-11-6862316.

Dr. Amiya R. Nayak, Scientist
Malaria Gp.

* Kasturba Medical College,
Dept. Biochemistry,
Manipal 576 119.
Phone 20060-69, ext. 326.
Mr. Shripad Bhagwat, Jr. Res.
Fellow.

* National Institute of
Immunology, Shahid Jeet
Singh Marg,
New Delhi 110 067,
Phone 657455; 6863004-9;
6863011-13. Mr. Suresh
Chandran, scientific
communicator.

* National Institute of
Virology, 20A, Dr. Ambedkar
Rd., PB No. 11, Pune 411
001. Phone 667301-1; 667299.
Dr. Kalyan Banerjee, director.

* Postgraduate Institute of
Medical Education and
Research, Room 2006,
research block B, PGIMER,
Chandigarh 160 012.
Phone 541-031-38, ext. 270.
Dr. N.K. Ganguly, prof &
head.

* School of Biological
Sciences, Cancer Biology Div.,
Madurai Kamaraj University,
Phone 85226, Fax 91-0542-
85305. Dr. G. Shanmugam,
professor.

* Span Research Centre, 174, New Industrial Estate, Road No. 6G, Udhna Udyognagar, Udhna, Surat 394 210. Phone 686-143; 686-211; 89783; 89311. Fax 91-261-667575; 620500.

Dr. K. Kannan, director.

**INDIAN
MANUFACTURERS OF
HOSPITAL
ADMINISTRATION AND
SERVICES PRODUCTS**

* Eureka Forbes Ltd., Charnjit Rai Marg, Fort, Bombay, 400 002: vacuum cleaners
 * HCL Ltd., 806 Siddharth, 96 Nehru Place, New Delhi, 110 019: computers
 * Mather & Platt (India) Ltd., Udyog Bhavan, W. Hirachand Marg, Ballard Estate, Bombay 400 038: fire fighting equipment
 * Minimax Ltd., Janmaboomi Chambers, W. Hirachand Marg, Bombay 400 038: Fire fighting equipment
 * Nat Steel Equipment Pvt. Ltd., 134 Peters Rd., Madras, 600 086: hospital kitchenware, sterilizers and laundry equipment
 * Sterling Computers Ltd., 19 Cathedral Garden Rd., Nungambakkahm, Madras, 600 034: computers
 * Tata Consulting Services, 185/188 Lloyds Rd., Madras 600 086: Software
 * Vijay Fire Protection Systems, 35 Chandndivali Village, Off Saki Vihar Rd., Bombay 400 072: fire fighting equipment
 * Wipro Information Technology Ltd., 88 M.G. Rd., Madras 600 034: computers
 * Pertinent publications:
Hospital Administration and Health Administration, published by Indian Hospital Association and Indian Society

of Health Administration, listed in Associations.

**FOREIGN MEDICAL
SUPPLY FIRMS IN INDIA**

* Abimed Inc.: US
 * Abbott Laboratories: US
 * Acuson Corp.: US
 * Althin Medical Inc.: US
 * American Piezo Ceramics Inc.: US
 * Baxters: US
 * Bio-Pace Technology: US
 * Boehringer-Knoll Ltd., Germany: diagnostic reagents
 * Brunswick Biomedical Technology: US
 * Cardiotron: US
 * Dustoff Medical Group: US
 * Fischer Imaging Corp.: US
 * GE: assemble and distribute MRIs as Wipro-GE Medical Systems Ltd., Shanti Chamber, 11/6B Main Pusa Rd., Karol Bagh, Opp. Telephone Exchange, New Delhi 110 005, Phone 573-1473/573-3548.
 * Hewlett Packard: MRIs, cardiac monitoring systems through medical division of Blue Star Ltd. in Bombay.
 * Johnson & Johnson Inc.: entered India in 1950s; supply ultrasound imaging equipment, blood analyzers, diagnostic kits and implementation instruments, orthodiagnostic kits (market leader)
 * Labsystems OY (Finland)
 * Medcorp International: US
 * Polaroid Medical Imaging Systems: US
 * Philips: Pieco Electronics and Electricals Ltd., joint-venture established in 1930; manufacture x-ray and other imaging systems under license from the parent company, NV Philips of the Netherlands
 * Picket International Inc.: MRIs, ultrasonic blood flow detectors, image intensifiers; operate through agent, Empire Instrumentation. Manufacture

in collaboration with UB Company, Bangalore.

* Rusch International (US)
 * Sanyo: BPL-Sanyo Ltd. is joint-venture of Sanyo of Japan and BPL India Ltd.; imports instruments from Japan
 * Shimadzu
 * Siemens: imports nuclear MRIs, manufacture in India
 * Toshiba

**CANADIAN MEDICAL
COMPANIES IN INDIA**

* Alcohol Countermeasure Systems Corp., Mississauga: breath analysis equipment.
 * Eckel Industries of Canada Ltd., Morrisburg, ON: biofeedback instruments.
 * Healthlink Communications Inc., Toronto. Provide continuing medical education to MDs. Contact: Tim Patterson, director, International CME Program Development, 416/214-9500.
 * InterHealth Canada Ltd., Toronto: establishing a cardiac care facility; has agreed to transfer technology for small medical devices and informatics systems for manufacture in India.
 * Nordion International Inc., Kanata: radioisotope products and technology.
 * Royalton Medical Management Inc., Montreal: building tertiary care high-tech, multi-system hospitals, primary care and diagnostic centres. Contact: Tej Thind, president, 514/842-2322. Requires full range of medical equipment, supplies and services.
 * Theratronics, formerly AECL Medical, Kanata: Cobalt 60 radiotherapy machines.
 * Thoratec Laboratories, Ottawa: vascular artificial grafts.

Also in India: Bata Ltd., Northern Telecom Ltd., Glenayre, Bank of Nova Scotia, Monenco/Agra Inc., Bell Canada, Quebecor Printing Inc., Canadian Bank Note Co. Ltd., Pacific Electric Power Development Corp., SNC-Lavalin Inc., N.D. Lea International Ltd., Newbridge Networks Corp., International Road Dynamics Inc., Niko Resources, Alcan, Battery Technologies Inc., Novatronics Inc., Tele-Direct International Ltd., SHL Systemhouse, Canadian Marconi, Calian Technologies, Mitel Corp.

HEALTH CARE FACILITIES

The Tata Memorial Hospital & Cancer Research Institute is the major cancer facility and a major user of diagnostic and treatment equipment. It is funded primarily by the Tata Group of Companies.

Facilities with annual budgets of US\$4 million. In New Delhi: All India Institute of Medical Sciences; Safdurjung Hospital; Moolchand Hospital; Army Base Hospital; Dr. Ram Manohar Lohia Hospital; G.B. Pant Hospital; Lok Nayak Jai Prakash Narayan; Sir Ganga Ram Hospital; Batra Hospital; Apollo Group of Hospitals. In Bombay: G.T. Hospital. In Madras: Cancer Institute. In Calcutta: Wockhardt Medical Centre. In Bangalore: Bangalore Heart Hospital and Research Centre.

Medical colleges: PGI College, Chandigarh, with an annual budget of RS 506 million; Central Medical College, Vellore, with a budget of RS 360 million; JIPMER, Pondichery, Rs 208.9 million; Lady Harding Medical College, New Delhi, Rs 173.5

million; Mahatma Gandhi Institute of Medical Sciences, Sewagram, Rs 25 million; NIMHANS, Bangalore, RS 227.2 million.

For addresses and phone numbers, contact the All India Private Hospitals and Nursing Homes Association, or the Indian Hospitals Assoc., which publishes a directory each quarter at a cost of approximately US\$26. Addresses follow, under Associations.

GOVERNMENT

INDIA GOVERNMENT

All Indian Institute of Medical Sciences, Ansari Nagar, New Delhi 110 029, Phone 011-661123; Director.

Chief Controller of Imports and Exports, Ministry of Commerce, Udyog Bhavan, Rafi Marg, New Delhi 110 001, Phone 011-3011777; Mr. D. R. Metha, chief controller.

Director General of Health Services, Ministry of Health and Family Welfare, Government of India, Nirman Bhavan, Maulana Azad Rd., New Delhi 110 001, Phone 011-3018913, 3018988; Mr. G.K. Vishwakarma.

Director General of Foreign Trade, Udyog Bhavan, New Delhi 110 011, Mr. Shyamal Bhosh. *Has Export & Import Policy.*

Director General of Supplies and Disposals, Dept. Supply, Jeevan Tara Building, Parliament Street, New Delhi 110 001, Phone 091- 011-311037/ 352187, Fax 91-011-345536; Mr. R.P. Signal, Director-General

High Commission of India, 10 Springfield Rd., Ottawa, K1M 1C9; Prem K. Budhwar, High commissioner, Phone 613-744-3751, Fax 613-744-0913.

Hospital Services Consultancy Corp. (India) Ltd.,

Bharatyia Kala Kendra Building (III floor), 1 Copernicus Marg New Delhi 110 001, Phone: 011-381257/384106; Chairman

Indian Council of Medical Research, Ansari Nagar, New Delhi 110 029, Phone 011-667204, Director

CANADIAN GOVERNMENT

Canadian Consulate, 41/42 Maker Chambers VI, 4th floor, Jammalal Bajaj Road Marg, Nariman Point, Bombay 400 021, Phone (91) 22 287-6027/28/29/30, Fax (91) 22-287-5514.

Canadian High Commission, 7/8 Shantipath, Chanakyapuri, Box 5207, New Delhi 110 021, Phone (991) 11-687-6500, Fax (91) 11-687-6579.

CIDA Asia Branch, (819) 953-9505.

Dept. of Foreign Affairs and International Trade, 125 Sussex Dr., Ottawa, K1A 0G2; Infocentre, 1-800-267-8376, (613) 944-4000, Fax (613) 996-9709. InfoCentre faxback service: 613/944-4500.

Checklist for first-time business travellers in India is Document # 76660.

BBS: 1-800-628-1581

Industry Canada, Insight Plus CD-ROM, 1-800-390-2555.

Fax request to: 613-991-0959
e-mail: insight.vision@ic.gc.ca

Liaison Office to Asian Development Bank,
Commercial Division,
Canadian Embassy, P.O. Box
2168, Makati Central Post
Office, 1261 Makati, Metro
Manila, Philippines,
Fax: 632-810-1699

International Trade Centres

- * Calgary, Alta:
(403) 292-6660
- * Charlottetown, PEI:
(902) 566-7443
- * Edmonton, Alta:
(403) 495-2944
- * Halifax, NS:
(902) 426-7540
- * Moncton, NB:
(506) 851-6452
- * Montreal, PQ:
(514) 283-6796
- * Saskatoon, Sask:
(306) 975-5315
- * St. John's, Nfld.:
(709) 772-5511
- * Toronto, ON:
(416) 973-5053
- * Vancouver, BC:
(604) 666-0434.
- * Winnipeg, MB:
(204) 983-4540

US GOVERNMENT

Asia Business Centre, Room
3208, US Dept. Commerce,
Washington DC 20230.
Phone (202) 482-2954 or
2522, Fax (202) 482-4453.
Automated info system on
South Asia, (202) 482-3875,
document #1000 is list of all
documents.

Trade Information Centre,
Dept. Commerce, Room 7424,
14th and Constitution,
Washington DC, 20230.
E-mail: tic@ita.doc.gov

National Trade Data Bank
Phone (202) 482-1986. Sells
CD-ROM of market reports.
Online information follows.

UK GOVERNMENT

British High Commission in

India, Chander Tahlianai,
Bombay,
Phone (91) 22-283-0517,
Fax (91) 22-202-7940. May do
research for a charge. Go
through the British Department
of Trade & Industry, Peter
Cook, medical section, Bay
725, Kingsgate House, 66-74
Victoria St., London
SW1E 6SW,
Phone 0171-215-4826,
Fax 071-215-4364.

Export Market Information Research Service

Export Market Information
Centre, Dept. Trade &
Industry,
Kingsgate House
66-74 Victoria St., London
SW1E 6SW,
Phone 0171-215-5707,
Fax 0171-233-6853, E-mail:
emirs@ash001.ots.dta.gov.uk.
Research cost: L30 per half
hour

Export publications

Dept. Trade & Industry
Admail 528, London SW1W
8YT, Phone 0171-510-0171,
Fax 0171-510-0197.

UK INTELLIGENCE

FT Profile

Financial Times Profile
Information, Fitzroy House,
13-17 Epworth St., London
EC2A 4DL,
Phone 0171-825-8000,
Fax 0171-825-7999.

Health Sector Intelligence Ltd.

Bayer Bldg., Lower Bristol
Rd. Bath UK BA2 3DQ
Phone 01225-466-444,
Fax 01225-443-454. Contact
Andy Black or Lawrence
Hamilton. Charges for research
services.

**International Hospitals
Federation, Mr. Suri,**
Indian specialist,
Phone 0171-372-7181

India Research Group,
Mike Ashfield,

Phone 04946 77904,
Fax 01494 670-227

Indo-British Partnership,
Sir Robert Evans ECB,
Co-chair, IBP
Fourth floor, Old Queen St.,
London, SW1,
Phone 0171-976-7635.

Prelink Ltd., Daily export
intelligence by subscription
Export House, Wembley Hill
Rd., Wembley, Middlesex
HA9 8BU,
Phone 0181-900-1313,
Fax 0181-900-1268.

ASSOCIATIONS

CANADA

**Canadian Committee
Pacific Basin Economic
Council**
c/o Asia-Pacific Foundation of
Canada, 1100-65 Queen St.
W., Toronto, M5H 2M5,
Phone (416) 869-0541,
Fax (416) 869-1696

**Canada-India Business
Council** c/o Chamber of
Commerce, 1160-55 Metcalfe
St., Ottawa, K1P 6N4,
Phone (613) 238-4000,
Fax (613) 238-7643

**Canada-India Business
Council**
c/o State Bank of India
(Canada), 104-1001 W.
Broadway, Vancouver, BC,
V6H 4B1,
Phone (604) 731-6635,
Fax (604) 731-5268

**Conference Board of
Canada**
Navin Parekh, program
manager, Canada-India
Institute Linkage Program,
(613) 526-3280

**Canadian Exporters
Association**
(613) 238-8888

**Canadian Manufacturers
Association, 75 International
Blvd., Toronto, M9W 6L9,
Phone (416) 798-8000. Doreen
Ruso, India specialist, ex. 230.**

Medical Devices Canada
Dennis W Bryant, President
401 West Mall Suite 510
Etobicoke ON M9C 5J5
Phone (416) 620-1915
Fax (416) 620-1595

INDIA

All India Manufacturers' Organization, Jeevan Sahakar,
Sir P.M. Road,
Bombay 400 001
Phone 2661016/1272

All India Private Hospitals and Nursing Homes Association Secretary, Dr. P. Mahender Reddy, Shravana Nursing Home 5-3-847, Mozam Jahi Market Hyderabad 500 001; *Directory of hospitals and nursing homes in India.*

Associated Chamber of Commerce & Industry of India

Allahabad Bank Building
17 Parliament St., 2nd floor
New Delhi 110 001,
Phone (011) 91-11-310-704,
Fax (011) 91-11-312-193;
Mr. G. H. Singhanian,
president.

Association of Surgeons of India

Dani Sadan, 113 Walkeshwar Rd., Bombay 400 006;
The Secretary.
Phone 022-3626031.

Centre for Monitoring Indian Economy

11-120 Kaliandas Udyog Bhavan Prabhadevi,
Bombay 400 025
Phone (91) 22-430-0531,
Fax (91) 22-437-0558. Web site and E-mail addresses follow.

Computer Society of India
15 Haji Park Rd.
Bombay 400 034

Contact Executive Director
Phone 022-4943422

Confederation of Indian Industry

Mrs. N. Joshi, Admin. of
Good Health Conference 95
23, 26, Institutional Area,
Lodhi Rd., New Delhi 110 003
Phone 91-11-462-9994
Fax 91-11-462-6149/463-3168

Delhi Medical Association

DMA House, Ansari Rd. New Delhi 110 002,
Phone 327 1726

Publishes DMA Newsletter.

Federation of Indian Chambers of Commerce & Industry, Foreign Investment & Trade Promotion Office,
Federation House, Tansen Marg, New Delhi 100 011,
Phone (011) 91-11-331-9251;
Fax (011) 91-11-332-0714.

India Cancer Society

Dr. D.J. Jussawalla,
Founder secretary
Lady Ratan Tata Medical and Research Centre, Maharishi Karve Rd., Cooperage,
Bombay 400 021
Phone 2029941/42

Indian Hospitals Association

B-401, Sarita Vihar,
New Delhi 110 044,
Phone (91) 11-6846648,
682-1267, 682-1315.

Dr. P.N. Ghei, Secretary
General

Publishes Hospital Administration and a quarterly directory of hospitals in India.

India Medical Association

National Pres.: Dr. N.K. Grover
IMA House
Indraprastha Marg
New Delhi 110002

Phone 331-8680/
8819/8053/9009
Fax 91-11-331620
Email: inmedici.gems.
vsnl@mcimail.com
Publishes IMA Journal

Indian Merchants Chamber

Secretary General
Churchgate Bombay 400 020
Phone (011) 911-22-204-6633;
Fax (011) 91-22-204-8508

Indian Radiological and Imaging Association

10-B Kasturba Gandhi Marg
New Delhi 110 001
Phone 3322497, 3329887
Fax 91-11-3713308
Dr. R. N. Bagga, Sec. gen

Indian Society of Health Administrators

104 Cambridge Rd. Cross
Bangalore 560 008
Publishes Health Administration

India Trade Promotion Organization

Pragati Bhawan, Pragati Maidan
New Delhi 110 001
Phone 3318143 Fax: 3318143,
3320855, 3317896
Chairman and managing director Mahesh Prasad
Does market survey reports, products catalogs.

Manufacturers Association of Information Technology

PHD House, Opp. Asian Games Village
New Delhi 110 016
Executive Director
Phone (011) 665425

Medical Council for India

Kottla Rd.,
New Delhi 010 002,
Phone (91) 11-331-1578;
Fax (91) 11-331-6604

**PHD Camber of
Commerce**

PHD House, Opp. Asian
Games Village, New Delhi
110 016, Phone (91) 11-
6363801/02/03/04; Fax (91)
11-686-3135

TARIFFS

Chief Controller of Imports
and Exports, Ministry of
Commerce

Udyog Bhawan
Maulana Azad Road
New Delhi 110 001
Phone 91-11-301-1938 or
301-1275. *Has a guide to
current import tariffs.*

PUBLICATIONS

HOW-TO GUIDES

**Canadian Guide for
Researching Markets in
India**, McEachin & Associates
Ltd., BizInt International, Box
187, St. D., Scarborough,
M1R 5B7, Phone 416/299-
4556, Fax 416/299-4148.

**India: A guide for business
and investors**, May 1995,
Coopers & Lybrand, 145 King
St., Toronto, M5H 1V8,
Phone 416/869-1130. Contact
Raj Kathari.

Indian Investment Manual,
Asia Law and Practice Ltd.,
GPO Box 11886, Hong Kong,
phone (852) 2842-6956. Direct
investment regulations and
restrictions, intellectual
property, corporate law,
infrastructure, taxation and
employment.

**India: Open For Business:
Guidelines and
Opportunities for Companies
Worldwide**, by Hank Gala,
Baltimore Washington
International Consulting,
Odenton, MD. US\$49.95.
Phone 410/579-3025;
Fax 410/519-3073.

**Working With An Indian
Partner**, CIDA,
Fax 819/997-5563.

**BUSINESS/TRAVEL
GUIDES**

**Cultural and Travel Guide:
Working with an Indian
Partner**, Centre for
International Education, CIDA,
200 Promenade du Portage,
Hull, PQ, K1A 0G4

**Multinational Executive
Travel Companion**, Strand
Publishing Co., 207 Atlantic
St., Stamford CT.

DIRECTORIES

**Dun & Bradstreet's Key
Business Directory for India**
4,000 companies with sales
over US\$3.5 million and/or
50+ employees, \$420

Dun & Bradstreet
Information Services, 5770
Huronario St., 10th floor,
Mississauga, ON, L5R 3G5,
1-800-668-1168, Fax 416-568-
6073, Marvyn Williams, Sr.
account exec.

**Khotari's Industrial
Directory**, 1995-96, \$250.
Order from International Press
Publications Inc., 90 Nolan
Court, #21, Markham, ON,
L3R 4L9, 905/946-9588.

BUSINESS

Asia Business
Monthly
Far East Trade Press Ltd.
Block C, 10th floor,
Seaview Estate, 2-8 Watson
Rd., North Point, Hong Kong
Phone (5) 66 83 81
Fax (5) 08 02 55/(5) 08 01 97

Asia Inc.
HZI International Ltd.
Africa House, 64-78 Kingsway
London, WC2B 6AH
Phone 0171-242-6346
Fax 0171- 404-4376. Web site

address follows.

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Business Opportunities**

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Information Office
Asian Development Bank
P.O. Box 789
1099 Manila Philippines

**The Asian Wall Street
Journal**

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Burnett Rd., Box 15, Chicopee
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