

.b2909725E)

DOC
CA1
EA438
9603
ENG

1996
Canadian Directory of Trade Consultants
to South Asia
(First edition)

Prepared by the
South Asia Division (PSA/A5)
Asia Pacific Branch
Foreign Affairs and International Trade
125 Sussex Drive, Ottawa, Ontario, Canada, K1A 0G2

**** Cette documentation est disponible en français ****

Dept. of External Affairs
Min. des Affaires extérieures
DEC 1 1996
RETURN TO DEPARTMENTAL LIBRARY
REPOURVENIR A LA BIBLIOTHÈQUE DU MINISTÈRE

NON - CONSULTER SUR PLACE

32788876

43778-115

Disclaimer: the Department of Foreign Affairs and International Trade (DFAIT) has taken the utmost care in preparing this document. However, even though the information has been gathered from sources generally regarded as reliable, DFAIT cannot and does not guarantee the accuracy of the information, nor of the absence of error or omission and therefore assumes no liability for the article's contents. In the purchase of any professional services the application of good purchasing practices and in general the doctrine of *CAVEAT EMPTOR* should apply.

1996 CANADIAN DIRECTORY OF TRADE CONSULTANTS TO SOUTH ASIA

The South Asia Division of the Department of Foreign Affairs and International Trade created this trade directory to assist Canadian companies interested in marketing their products and services in South Asia; i.e., India, Pakistan, Bangladesh, Sri Lanka, Nepal , Bhutan and Afghanistan.

South Asian countries represent emerging markets that offer significant growth opportunities for certain Canadian companies. For example, since the 1991 economic reforms in India, India has experienced high economic growth and which should continue for the foreseeable future. However, we believe that for Canadian companies to be successful in these markets, it is critical that as much pre-entry research as possible be completed before travelling to the market.

This directory was designed to provide the names and brief profiles of private sector consultants who claim to have experience and expertise in the various aspects of pre-market research and development work that are a necessary part of any market entry. This names and information in directory was provided by those consultants who responded to our survey. The experience of these consultants is varied and crosses many industrial sectors, from agri-food to high technology, marine resources to industrial engineering. The consulting services range from feasibility studies and market research to technology transfer and joint venture facilitation. Many of these consultants have a network of associates in India with whom they work, others have branch offices in India or another country in South Asia. There is a significant amount of knowledge and experience in this group of consultants and a broad range of areas of specialization.

All consultants known to have experience in South Asian countries were surveyed for details of their particular functional and sectoral areas of expertise. It is from the input of those consultants who responded that this directory was compiled but it is not inclusive. All comments should be addressed to:

South Asia Division, Department of Foreign Affairs and International Trade,
Telephone: (613) 996-5903, Facsimile: (613) 996-5897.

Template for Profile of Trade Consultants

(If you are a Trade Consultant active in South Asia and wish to be included in future editions of this directory please provide the following data on diskette in Wordperfect 5.1/5.2 for Windows or in plain DOS text/ASCII format and submit to PSA/DFAIT, 125 Sussex Drive, Ottawa, Ontario, K1A 0G2 or e-mail via Internet to psa.extott@extott02.x400.gc.ca)

Name: -name of consulting company
Address: -mailing address

Telephone:
Facsimile:
E-mail address:

Contact Name: Primary name of consultant responsible for South Asia markets.
Position: Position in consulting company

Languages Spoken & Read:

General Consulting Services Offered: this section should describe in thirty words or less what your consulting firm knows how to do and can do that clients have paid for in the past. It should also describe which databases and industry networks you are familiar with.

Company Profile: this section should briefly profile who the principals are, their experience and generally what the consulting company does and the services it offers in three or four lines at most.

Expertise in South Asia:

Industry Sectors:

describe which sectors your consulting company specializes in.

Market Experience:

describe which specific market entry services your firm has offered in the past (market research, joint venture formation, partner selection, project financing, etc)

Offices in South Asia:

provide list of cities and countries where own or associated offices are located as well as coordinates.

ALPHABETICAL DIRECTORY

A B TRADING INC		
Calgary, Alberta	Tel: (403) 547-0199	Fax: (403) 547-3443
AHMAD, PROF. J		
Montreal, Quebec	Tel: (514) 848-3921	Fax: (514) 848-4536
ALMEX INTERNATIONAL TRADE & SERVICES GROUP INC.....		
Toronto, Ontario	Tel: (416) 441-0165	Fax: (416) 441-0092
APPLIED INTERNATIONAL ECONOMICS		
Ottawa, Ontario	Tel: (613) 225-4797	Fax: (613) 224-1667
ARIMEX ENTERPRISES.....		
Winnipeg, Manitoba	Tel: (204) 453-0850	Fax: (204) 453-0505
ASIA PACIFIC EXPORT CO-ORDINATOR INC		
Vancouver, British Columbia	Tel: (604) 438-7777	Fax: (604) 438-7700
BENNICK INTERNATIONAL		
London, Ontario	Tel: (519) 686-9979	Fax: (519) 686-0692
BROWNSTEIN, BROWNSTEIN & ASSOCIATES		
Montreal, Quebec	Tel: (514) 939-9559	Fax: (514) 939-2289
CANADA-INDIA BUSINESS COUNCIL		
Ottawa, Ontario	Tel: (613) 238-4000	Fax: (613) 328-7643
CANADA-PAKISTAN BUSINESS COUNCIL		
Montreal, Quebec	Tel: (514) 488-3979	Fax: (514) 488-3979
COGINTER, GROUPE.....		
Montreal, Quebec	Tel: (514) 849-1710	Fax: (514) 849-1384
THE DELPHI GROUP.....		
Ottawa, Ontario	Tel: (613) 562-2005	Fax: (613) 562-2008
EAST WEST INSURANCE AND FINANCIAL SERVICES LTD		
Edmonton, Alberta	Tel: (403) 488-4124	Fax: (403) 482-1448
EASTERN APPROACHES INC		
Montreal, Quebec	Tel: (514) 735-3337	Fax: (514) 735-3288

EMERGING MARKETS ADVISORS INC		
Toronto, Ontario	Tel: (416) 941-5828	Fax: (416) 941-5801
ERNST & YOUNG		
Toronto, Ontario	Tel: (416) 943-3137	Fax: (416) 365-5300
GRAHAM & ASSOCIATES		
Ottawa, Ontario	Tel: (819) 827-5536	Fax: (819) 827-5537
GROUP KCD.....		
Brossard, Quebec	Tel: (514) 465-3132	Fax: (514) 465-3132
HIR INTERNATIONAL LTD.....		
Winnipeg, Manitoba	Tel: (204) 269-4362	Fax: (204) 269-2991
INCA GLOBAL ENTERPRISE		
Ottawa, Ontario	Tel: (613) 729-3792	Fax: (613) 761-9808
IDMAG - INTL DEVELOPMENT MANAGEMENT ADVISORY GROUP		
Ottawa, Ontario	Tel: (613) 236-3315	Fax: (613) 237-5466
INDO-CANADIAN ENTERPRISES		
Calgary, Alberta	Tel: (403) 248-7747	Fax: (403) 280-8869
INFO-ELECTRONIC SYSTEMS INC.....		
Dollard-des-Ormeaux, Quebec	Tel: (514) 421-0767	Fax: (514) 421-0769
KAISER ASSOCIATES INC		
Toronto, Ontario	Tel: (416) 932-9923	Fax: (416) 932-9924
MCEACHIN & ASSOCIATES LTD.....		
Scarborough, Ontario	Tel: (416) 299-4556	Fax: (416) 299-4148
MIHALY INTERNATIONAL CANADA LIMITED		
Oakville, Ontario	Tel: (905) 849-1214	Fax: (905) 849-4823
MMC CANADA ENTERPRISES		
Pickering, Ontario	Tel: (905) 831-3307	Fax: (905) 420-0767
NECTAR CANADA ASIA TRADING HOUSE		
Mississauga, Ontario	Tel: (905) 823-0324	Fax: (905) 855-8138
NORTH-SOUTH INTERMEDIUM LIMITED		
Nepean, Ontario	Tel: (613) 828-2977	Fax: (613) 828-3680

NOVACAN INTERNATIONAL		
Winnipeg, Manitoba	Tel: (204) 489-1690	Fax: (204) 489-1690
NUEX TECHNOLOGY INC.....		
Winnipeg, Manitoba	Tel: (204) 489-1105	Fax: (204) 489-9831
NUMBER TEN ARCHITECTURAL GROUP		
Winnipeg, Manitoba	Tel: (204) 942-0981	Fax: (204) 947-9626
PAN CONTINENTAL BUSINESS & DEVELOPMENT CONSULTANTS INC		
Ottawa, Ontario	Tel: (613) 860-0400	Fax: (613) 823-6958
PARAX DEVELOPMENT INTERNATIONAL INC.		
Saskatoon, Saskatchewan	Tel: (306) 934-1632	Fax: (306) 931-3133
POLICY RESEARCH INTERNATIONAL		
Ottawa, Ontario	Tel: (613) 746-2554	Fax: (613) 744-4899
PROMARKET INTERNATIONAL		
Ottawa, Ontario	Tel: (613) 729-6030	Fax: (613) 729-3752
REDMA CONSULTANTS LIMITED		
Toronto, Ontario	Tel: (416) 621-1525	Fax: (416) 621-9526
RESMET INTERNATIONAL		
Ottawa, Ontario	Tel: (613) 233-1227	Fax: (613) 233-1227
SAMUEL, J. & ASSOCIATES.....		
Ottawa, Ontario	Tel: (613) 523-5349	Fax: (613) 523-4640
SANDHU, TARRY INC.....		
Richmond, British Columbia	Tel: (604) 275-1218	Fax: (604) 438-7700
SERVICE GROWTH CONSULTANTS INC.....		
Ottawa, Ontario	Tel: (613) 722-8853	Fax: (613) 722-5082
SRINGTEC INTERNATIONAL CONSULTING INC		
Ottawa, Ontario	Tel: (613) 565-0582	Fax: (613) 565-7687
TRADESTRAT INC		
Midhurst, Ontario	Tel: (705) 721-1064	Fax: (705) 721-0961
TRAVERS INTERNATIONAL GROUP		
Toronto, Ontario	Tel: (416) 323-1338	Fax: (416) 324-8760

URE, CAMM W. ASSOCIATES LIMITED
Ottawa, Ontario Tel: (613) 235-8744 Fax: (613) 233-4877

**TRADE CONSULTANTS
SORTED BY MARKET EXPERIENCE**

INDIA

AB Trading Inc.	Tel: (403) 547-0199	Fax: (403) 547-3443
Ahmad, Prof. J.	Tel: (514) 848-3921	Fax: (514) 848-4536
Almex Intl Trade & Services Group Inc.	Tel: (416) 441-0165	Fax: (416) 441-0092
Applied International Economics Inc.	Tel: (613) 224-4797	Fax: (613) 224-1667
Arimex Enterprises	Tel: (204) 453-0850	Fax: (204) 453-0505
Asia Pacific Export Co-ordinator Inc.	Tel: (604) 438-7777	Fax: (604) 438-7700
Bennick International.....	Tel: (519) 686-9979	Fax: (519) 686-0692
Brownstein, Brownstein & Associates	Tel: (514) 939-9559	Fax: (514) 939-2289
Canada India Business Council	Tel: 9613) 238-4000	Fax: (613) 328-7643
The Delphi Group	Tel: (613) 562-2005	Fax: (613) 562-2008
East West Insurance & Financial Ser. Ltd	Tel: (403) 488-4124	Fax: (403) 482-1448
Eastern Approaches Inc.	Tel: (514) 735-3337	Fax: (514) 735-3288
Emerging Markets Advisors Inc.	Tel: (416) 941-5828	Fax: (416) 941-5801
Ernst & Young	Tel: (416) 943-3137	Fax: (416) 365-5300
Graham & Associates	Tel: (819) 827-5536	Fax: (819) 827-5537
Group KCD	Tel: (514) 465-3132	Fax: (514) 465-3132
HIR International Inc.	Tel: (204) 269-4362	Fax: (204) 269-2991
INCA Global Enterprise.....	Tel: (613) 729-3792	Fax: (613) 761-9808
IDMAG	Tel: (613) 236-3315	Fax: (613) 237-5466
Indo-Canadian Enterprises	Tel: (403) 248-7747	Fax: (403) 280-8869
Info-Electronic Systems Inc.	Tel: (514) 421-0767	Fax: (514) 421-0769
McEachin & Associates Ltd.	Tel: (416) 299-4556	Fax: (416) 299-4148
Mihaly International Canada Ltd....	Tel: (905) 849-1214	Fax: (905) 849-4823
MMC Canada Enterprises	Tel: (905) 831-3307	Fax: (905) 420-0767
Nectar Canada Asia Trading House	Tel: (905) 823-0324	Fax: (905) 855-8138
North-South Intermedium Limited	Tel: (613) 828-2977	Fax: (613) 828-3680
Novacan International	Tel: (204) 489-1690	Fax: (204) 489-1690
NuEx Technology Inc.	Tel: (204) 489-1105	Fax: (204) 489-9831
Number Ten Architectural Group	Tel: (204) 942-0981	Fax: (204) 947-9626
Pan Continental Consultants	Tel: (613) 860-0400	Fax: (613) 823-6958
PARAX Development Intl Inc.....	Tel: (306) 934-1632	Fax: (306) 931-3133
Policy Research International	Tel: (613) 746-2554	Fax: (613) 744-4899
ProMarket International	Tel: (613) 729-6030	Fax: (613) 729-3752
Redma Consultants Ltd.....	Tel: (416) 621-1525	Fax: (416) 621-9526
Resmet International	Tel: (613) 233-1227	Fax: (613) 233-1227
Samuel, J. & Associates Inc.	Tel: (613) 523-5349	Fax: (613) 523-4640
Sandhu, Tarry Inc.....	Tel: (604) 275-1218	Fax: (604) 438-7700
Service-Growth Consultants Inc.....	Tel: (613) 722-8853	Fax: (613) 722-5082

INDIA cont.

Sringtec International Consulting Inc..... Tel: (613) 565-0582 Fax: (613) 565-7687
Tradestrat Inc..... Tel: (705) 721-1064 Fax: (705) 721-0961
Travers International Group Tel: (416) 323-1338 Fax: (416) 324-8760
Ure, C.W. Associates Limited Tel: (613) 235-8744 Fax: (613) 233-4877

PAKISTAN

Canada-Pakistan Business Council Tel: (514) 488-3979 Fax: (514) 488-3979
Ernst & Young Tel: (416) 943-3137 Fax: (416) 365-5300
Graham & Associates Tel: (819) 827-5536 Fax: (819) 827-5537
Group KCD Tel: (514) 465-3132 Fax: (514) 465-3132
HIR International Ltd..... Tel: (204) 269-4362 Fax: (204) 269-2991
IDMAG Tel: (613) 236-3315 Fax: (613) 237-5466
Kaiser Associates Inc..... Tel: (416) 932-9923 Fax: (416) 932-9924
Mihaly International Canada Limited Tel: (905) 849-1214 Fax: (905) 849-4823
MMC Canada Enterprises Tel: (905) 831-3307 Fax: (905) 420-0767
North-South Intermedium Limited... Tel: (613) 828-2977 Fax: (613) 828-3680
Number Ten Architectural Group ... Tel: (204) 942-0981 Fax: (204) 947-9626
Redma Consultants Ltd..... Tel: (416) 621-1525 Fax: (416) 621-9526
Sringtec International Consulting Inc..... Tel: (613) 565-0582 Fax: (613) 565-7687
Ure, C.W. Associates Limited Tel: (613) 235-8744 Fax: (613) 233-4877

BANGLADESH

Ernst & Young Tel: (416) 943-3137 Fax: (416) 365-5300
Mihaly International Canada Limited Tel: (905) 849-1214 Fax: (905) 849-4823
MMC Canada Enterprises Limited Tel: (905) 831-3307 Fax: (905) 420-0767
Redma Consultants Ltd..... Tel: (416) 621-1525 Fax: (416) 621-9526
Sringtec International Consulting Inc..... Tel: (613) 565-0582 Fax: (613) 565-7687

SRI LANKA

Coginter, Groupe..... Tel: (514) 849-1710 Fax: (514) 849-1384
Ernst & Young Tel: (416) 943-3137 Fax: (416) 365-5300
IDMAG Tel: (613) 236-3315 Fax: (613) 237-5466
Mihaly International Canada Limited Tel: (905) 849-1214 Fax: (905) 849-4823
MMC Canada Enterprises Limited ... Tel: (905) 831-3307 Fax: (905) 420-0767
Sringtec International Consulting Inc..... Tel: (613) 565-0582 Fax: (613) 565-7687

NEPAL

HIR International Ltd.	Tel: (204) 269-4362	Fax: (204) 269-2991
Mihaly International Canada Limited	Tel: (905) 84901214	Fax: (905) 849-4823
Service-Growth Consultants Inc.....	Tel: (613) 722-8853	Fax: (613) 722-5082
Sringtec International Consulting Inc.....	Tel: (613) 565-0582	Fax: (613) 565-7687
Ure, C.W. Associates Limited	Tel: (613) 235-8744	Fax: (613) 233-4877

A B TRADING INC.
47 Edenvold Place NW.
Calgary, Alberta
T3A 3T8

Tel: (403) 547-0199
Fax: (403) 547-3443
E-Mail: niko@netway.ab.ca

Contact: Ash Bhasin, President

Languages: English, Hindi, Punjabi

General Consulting Services Offered: A B Trading Inc. (ABTI) provides international consulting services in technology transfer, strategic alliances, and procurement in the energy and environment industries. The company focuses on collaborative initiatives between Canada and India. These initiatives include market and project evaluation, identification and selection of strategic partners, strategy development, negotiation and facilitation of business development in India. The company also provides consultation in accessing government assistance programs and in investor relations.

Company Profile: ABTI was founded in 1992 and has two employees. The company has associates in India. The president, Mr. Bhasin, has over thirty years oil industry experience. He is a member of the Board of Governors of the Calgary Economic Development Authority as well as a member of the Board of Directors of Niko Resources Ltd. in Canada and of Ahmedabad Gases Ltd. in India. Mr. Bhasin travels frequently and maintains a wide network of contacts in India, thus allowing him to monitor current political, economic and social developments.

Expertise in South Asia:

Industry Sectors:

Oil and Gas, Energy Development, Environment

Market Experience:

India : Completed feasibility study for oil & gas project. Marketing power projects. Consulting with a Calgary-based resource firm with investor relations, financing and project management.

Address of Office(s) in South Asia :

D-894 New Friends Colony
New Delhi 110065
Tel/Fax: 91 11 682 8645

PROFESSOR JALEEL AHMAD

Department of Economics,
Concordia University,
Montreal, Quebec
H3G 1M8

Tel: (514) 848-3921
Fax: (514) 848-4536

Contact: Professor Jaleel Ahmad

Languages: English

General Consulting Services Offered: Professor Ahmad offers consultation and advisory services, often accompanied by research. He has focused on India's economic liberalization and sustainable development in India.

Expertise in South Asia:
Market Experience:
India

ALMEX INTERNATIONAL TRADE & SERVICES GROUP INC.

1 Concorde Gate, Suite 100
Toronto, ON
M3C 3N6

Tel : (416) 441-0165
Fax : (416) 441-0092
E-Mail : almex@inforamp.net

Contact : Henry Van Boxtel, General Manager

Languages Spoken & Read : English & Bengali

General Consulting Services Offered : Market Studies, Customer Profiles, Project Information, Market Entry Plans, Business Network Advisor Services, In-house In-country Services & Facilities.

Company Profile : Almex International was set up to facilitate the entry of small and medium sized equipment and service companies into the India market. It also contracts itself out to perform services for large companies, associations and business networks.

Expertise in South Asia:

Industry Sectors :

Mining, Power, Steel, Bulk Material Handling

Market Experience :

Parent company has 20 years of experience in India, past 6 years having their own factory manufacturing equipment for the above sectors.

Extensive Market Research in Mining Sector & Bulk Material Handling

Project & Customer Profiling in Above Sectors

Full Market Entry Plans

Technology Transfers

Mining Trade Show organizer in cooperation with Canadian Association of Mining Equipment and Services for Export (CAMESE)

Networking with Government and Industry

Address of Office(s) in South Asia:

Main Office: New Delhi, India

Associates: Throughout India & Asia

APPLIED INTERNATIONAL ECONOMICS INC.

81 Birchview Road

Ottawa, Ontario

K2G 3G3

Tel: (613) 225-4797

Fax: (613) 224-1667

E-Mail: sungun@superior.carleton.ca

Contact: Sunder Magun, Executive Director

Languages: English

General Consulting Services Offered: Applied International provides analytical services relating to market, industry and trade by commodity. The company's work includes the examination of the competitiveness of an industrial sector in India. Technology transfer and foreign investment in India are also areas of expertise.

Company Profile: The consultancy was established in 1993 and has numerous associates which are used as required.

Expertise in South Asia:

Market Experience:
India

ARIMEX ENTERPRISES

61 Wildwood Park
Winnipeg, Manitoba
R3T 0C8

Tel: (204) 453-0850

Fax: (204) 453-0505

Contact: Asim K. Roy, Partner

Languages: English, Bengali, Hindi, Japanese, Spanish

General Consulting Services Offered: Arimex offers facilitation services for joint ventures, technical collaboration and investment in India. Together with an associate company in India, offers identification of investment opportunities, market entry or acquisition strategy and project viability, technology transfer and venture financing.

Company Profile: Established in 1990, Arimex has two employees. The principals travel frequently to South Asia and have associate consultants with architectural, civil engineering, and town planning expertise.

Expertise in South Asia:

Industry Sectors:

Manufacturing: flexible packaging, herbal medicine, commercial refrigeration.

Service: Hotel management

Market Experience:

India : Advised Canadian manufacturers in seeking joint venture partners and acquisition targets in India.

Assisted Canadian service industry in finding Indian partner to form joint venture offering hotel management services.

ASIA PACIFIC EXPORT CO-ORDINATOR INC.

2829 E. 22nd Avenue
Vancouver, British Columbia
V5M 2Y1

Tel: (604) 438-7777
Fax: (604) 438-7700
E-Mail: apec@mindlink.bc.ca

Contact: Jas Sandhu, President

Languages: English

General Consulting Services Offered: Asia Pacific Export Co-ordinator Inc.(APEC) is a business facilitator for trade, technology transfers and investment between Canada and India. APEC assists both the public and private sectors to identify strategic partners in business.

Company Profile: APEC was founded in 1994. The company has many associates in India with various areas of expertise.

Expertise in South Asia:

Industry Sectors:

Industrial equipment

Market Experience:

India

BENNICK INTERNATIONAL

8 St. Lawrence Boulevard
London, Ontario
N6J 2W8

Tel: (519) 686-9979

Fax: (519) 686-0692

Contact: Brian Burdett, Owner

Languages: English

General Consulting Services Offered: Bennick International focuses on sector data collection and locating distribution networks in the Far East.

Company Profile: The company was established in 1993 and since that time has assisted companies in the hospitality sector with marketing, including market research. Bennick is a registered user of "Business Opportunities Sourcing System" in addition to other database search resources.

Expertise in South Asia:

Industry Sectors:

Hospitality Industry Supplies.

Market Experience:

India : Assisted Canadian manufacturer with market research regarding strategic alliances with Indian distributors.

BROWNSTEIN, BROWNSTEIN & ASSOCIATES

1310 Greene Avenue
Suite 750
Montreal, Quebec
H3Z 2B2

Tel: (514) 939-9559
Fax: (514) 939-2289
E-Mail: Brownstein Accent.Net

Contact: Prashant Ajmera, Director - Asia Pacific

Languages: English, French, Gujarati, Hindi, Marathi

General Consulting Services Offered: Brownstein, Brownstein & Associates is a law firm offering services to promote Indo-Canadian collaboration, joint venture and technology transfer. The firm specializes in executive transfer and assisting companies with branch openings in India.

Company Profile: Established in 1986, the firm has a general, civil and corporate law practice. The staff of nine lawyers includes Indian lawyers.

Expertise in South Asia:

Industry Sectors:

Agri-food, Chemical Equipment, Environment, Pulp and Paper, and many functions for small and medium size companies.

Market Experience:

India : Searching and establishing Alliances with Indian companies especially with regard to technology transfer, joint venture and collaboration for establishing operations in India.

Address of Office(s) in South Asia:

Brownstein, Brownstein & Associates
5 Shivam Complex
Nr. H.L., Comm. College
Navrangpura, Ahmedabad 380 009
Gujarat, India
Phone & Fax: 91 79 441679

CANADA INDIA BUSINESS COUNCIL

c/o Canadian Chamber of Commerce
Suite 1160
55 Metcalfe Street
Ottawa, Ontario
K1P 6N4

Tel: (613) 238-4000

Fax: (613) 328-7643

Contact: Vacant, Executive Director

Languages: English

General Consulting Services Offered: The CIBC arranges and conducts trade seminars, workshops and missions. Workshops about different sectoral business are given. The seminars relate to investment and trade promotion. Business contacts in India are provided through the Joint Business Council with the Federation of Indian Chamber of Commerce and Industries (FICCI).

Company Profile: In 1986, the CIBC was formed a non-profit organization to promote better bilateral relationships between Canadian and Indian Businesses.

Expertise in South Asia:

Industry Sectors:

Import/Export, Manufacturing, Services, Natural Resources, Banking and Transportation.

Market Experience:

India : Organized a Ministerially lead trade mission to India in October 1994.

Address of Office(s) in South Asia:

Deputy Secretary General
FICCI
Federation House
Tansen Marg
New Delhi - 110 001
India

CANADA-PAKISTAN BUSINESS COUNCIL

4329 King Edward Avenue
Montreal, Quebec
H4B 8H4

Tel: (514) 488-3979
Fax: (514) 488-3979
E-Mail: 75823.2252@compuserve.com

Contact: Werner R. Strub, President

Languages: English, French, German

General Consulting Services Offered: The Canada-Pakistan Business Council (CPBC) arranges and conducts trade seminars, workshops and missions. Workshops about different sectoral businesses are given. The seminars relate to investment and trade promotion. Business contacts in Pakistan are provided through the CPBC Pakistan Chapter.

Company Profile: In 1981, the Council was formed as a non-profit organization and in 1984 had their first mission to Pakistan. The Pakistan Chapter was established in 1994.

Expertise in South Asia:

Industry Sectors:

Import/Export, Manufacturing, Natural Resources, Retailing & Wholesaling, Transportation, Communication, Banking, Real Estate and Education.

Market Experience:

Pakistan : Organized four business linkage missions, three sectoral business workshops, in various cities in Pakistan. Many members solidified contracts as a result of these missions and workshops.

Address of Office(s) in South Asia:

Secretary CPBC Pakistan Chapter
c/o PILCORP, 4th Floor, PAAF Building
7 - D Kashmir/Egerton Road
P.O. Box 2287
Lahore 5400
Pakistan

GROUPE COGINTER

276 rue Saint Jacques ouest
Suite 922
Montréal, Quebec
H2Y 1N3

Tel: (514) 849-1710
Fax: (514) 849-1384
E-Mail : cogin@cam.org

Contact: Alain Berranger, President

Languages: English, French, Spanish

General Consulting Services Offered: Market penetration, energy efficiency, environmental analysis, urban sector analysis, real-estate and development; with a specialization in project management, technology transfer, BOT, joint-venture management.

Company Profile: The core group is comprised of five partners and principals which is enhanced by Coginter's access to a resource pool of specialized associates. Coginter's associates each have over twenty years of experience in the fields of management consulting and project implementation, at both the national and international levels.

Expertise in South Asia:

Industry Sectors:

Energy, Urban, Industry, Real-estate, Environment, Public Services and Infrastructure.

Market Experience:

Sri Lanka - Business plan for rehabilitation and development
- Environmental Studies
- Energy and efficiency building codes
- Demand side management of energy
- Regional planning
- GIS
- have assisted in the transfer of technology in a variety of sectors.
energy, environment, industry and urban

Address of Office(s) in South Asia:

Currently situated in project office at Urban Development Authority in Colombo

THE DELPHI GROUP

45 Rideau St.
Suite 700
Ottawa, Ontario
K1N 5W8

Tel: (613) 562-2005
Fax: (613) 562-2008
E-Mail: chrish@on:infoshare.ca

Contact: Christopher Henderson, Chief Executive Officer

Languages: English, French, German

General Consulting Services Offered: Corporate environmental strategy, technology and market analysis, environmental financing, technology transfer and joint venture structuring, and clean technology development.

Company Profile: The Delphi Group is a Canadian consulting company that was established in 1988. The company currently has thirteen employees with offices in Ottawa, Ont, Vancouver, B.C., London, England and a representative office in Mumbai, India. The company has global capacity in environmental management, technology, and financial consulting. The company has a strong joint venture brokering trade record.

Expertise in South Asia:

Industry Sectors:

Environment and Clean Energy, Financial Services

Market Experience:

India : Delphi has been very active in India since 1991. The company has assisted both financial services and environmental companies in establishing operations in India. Key areas of expansion are energy efficiency, renewable energy, industrial pollution prevention, environmental infrastructure and financing.

Address of Office(s) in South Asia:

c/o Sundeep Warlekar
B-704 Montana
Lokhandwala Complex
Andheri West
Mumbai 400 053
India

EAST WEST FINANCIAL SERVICES LIMITED

P.O. Box 11661
Edmonton, Alberta
T5J 3K8

Tel: (403) 488-4124

Fax: (403) 482-1448

Contact: James S. Edwards, P.C., Director

Languages: English, French

General Consulting Services Offered: Resourcing joint venture and equity investment opportunities in India for North American businesses; identifying corresponding situations in North America for Indian concerns.

Company Profile: A Canadian company recognized as an "NRI" (Non Resident Indian) company under Indian law.

Expertise in South Asia:

Industry Sectors:

Life insurance, leasing, financing and mutual funds, environmental products and services, pipelines, telecommunications, broadcasting.

Market Experience:

India : Company partners have decades of Indian experience.

Address of Office(s) in South Asia:

c/o : Capital Trust Limited
Att: Mr. Harinder Garga
47 Community Centre
Friends Colony, New Delhi 110 065
Fax 91-11-691-4744

EASTERN APPROACHES INC.

16 Strathcona Drive
Suite 600
Montreal, Quebec
H3R 1E4

Tel: (514) 735-3337

Fax: (514) 735-3288

Contact: John K. Palkivala, Managing Director

Languages: English, Hindi, Gujarati, Punjabi, Tamil

General Consulting Services Offered: Eastern Approaches is a consultancy whose mission is to facilitate the entry of Canadian businesses into India and other selected markets in South-East Asia. The company also provides business development research and assessment of proposed strategic alliances and joint ventures. Particular attention is paid to assisting clients choose the most appropriate markets.

Company Profile: Eastern Approaches was founded in 1994 by John Palkivala, former Managing Director, Asia-Pacific, with Canada Steamship Lines. The consultancy has associates in Mumbai, Chandigarh/Delhi and Madras many with extensive experience in conducting research for business development.

Expertise in South Asia:

Industry Sectors:

Shipping and shipbuilding, Port infrastructure; Fertilizer, chemicals, oil, soaps, agriculture and mining chemicals.

Market Experience:

India : Consulted on port infrastructure and coal delivery on West and East coasts of India. Investigated proposals for port development and shipping and assisted with a project to develop artificial offshore ship terminals.

Researched marketing opportunities for a new food-processing technology.

Address of Office(s) in South Asia:

Eastern Approaches Inc.
27 Laxshmibai Jagmohanda Marg
Mumbai 400 026
India
Attn: Mr. R.K. Lalkaka, Resident Director
Tel: 91 22 363 1242 or 91 22 363 3925
Fax: 91 22 363 4272

EMERGING MARKETS ADVISORS INC.

181 Bay Street
Suite 2370
Toronto, Ontario
M5J 2T3

Tel: (416) 941-5828

Fax: (416) 941-5801

Contact: Frank Potter, Chairman

Languages: English, French

General Consulting Services Offered: Emerging Markets Advisors (EMA) assists corporate investors making and managing direct investments outside the OECD.

Company Profile: EMA supports investors in analyzing jurisdictional risk, political and economic, in dealings with host governments and regulators, co-investors and potential local partners, and in negotiating access to cross-border financing and investment guarantees, particularly multi-lateral.

Expertise in South Asia:

Industry Sectors:

Direct Investment Only.

Market Experience:

India : Currently involved in the facilitation of several major investments, assisting the development of a joint venture in the financial sector.

EMA has good working relationships with the economic policy agencies in Delhi.

ERNST & YOUNG

P.O. Box 251
Toronto-Dominion Centre
Toronto, Ontario
M5K 1J7

Tel: (416) 943-3137

Fax: (416) 365-5300

Contact: Satya Poddar, Partner
Ram Narain, Associate

Languages: English

General Consulting Services Offered: Ernst & Young assists companies with the identification of business opportunities and structuring the proposed business organization as well as repatriation of earnings.

Company Profile: Ernst & Young is a multinational consulting and accounting services firm with offices in countries worldwide. The company has opened an India Desk to help Canadian companies penetrate this rapidly expanding market.

Expertise in South Asia:

Industry Sectors:

Energy, Telecommunications, Financial & Insurance Services,
Road & Traffic, Hydrocarbons and Petroleum Products.

Market Experience:

India : Ernst & Young has assisted companies with marketing, joint venture partnering, and project financing.

Address of Office(s) in South Asia:

India : Bangalore, Mumbai, Calcutta, Cochin, Goa, Hyderabad,
Jamshedpur, Madras, New Delhi, Pune
Bangladesh: Chittagong
Pakistan: Islamabad, Karachi, Lahore
Sri Lanka: Colombo, Galle, Kandy

GRAHAM & ASSOCIATES

301 Metcalfe St.

Ottawa, Ontario

K2P 1R9

Tel: (819) 827-5536

Fax: (819) 827-5537

E-Mail: grahamd@intranet.on.ca

Contact: David Graham, President

Languages: English, Hindi, Urdu

General Consulting Services Offered: Graham & Associates offer consulting services in Business Development with a focus on Asian markets. Strategic planning and marketing are two specific areas of specialization.

Company Profile: Graham and Associates was established in 1990 and has developed alliances with several associate companies in order to be able to offer the widest possible range of services to its clients. David Graham, born in India, has extensive private and public sector expertise in marketing and industrial development. In the private sector, he has held senior positions in manufacturing, business publishing and international trade. As a Director General in the public sector, he specialized in economic development with a special emphasis on industrial development and implementation. The company has access to database search.

Expertise in South Asia:

Industry Sectors:

Engineering, Energy, High Technology and Trading.

Market Experience:

India : Arranged strategic alliance with local engineering companies.

Acted as liaison for high tech SMEs entering market.

Established commodity trading house.

Pakistan : Arranged a joint venture with an environmental engineering company as well strategic alliances with local engineering companies.

Acted as liaison for high tech companies.

Involved in major hydro project.

GROUP KCD

1180 Pelouin Street
Brossard, Quebec
J4W 2T6

Tel: (514) 465-3132 or (514) 848-2943
Fax: (514) 465-3132 or (514) 848-4554
E-Mail: dhawan@vax2.concordia.ca

Contact: Dr. K.C. Dhawan, Managing Director

Languages: English, French

General Consulting Services Offered: KCD is a consulting firm which offers executive development and training seminars for executives wishing to enter South Asian markets. The company also has experience in joint ventures, foreign direct investment and marketing.

Company Profile: Dr. Dhawan has more than 20 years of experience in South Asian markets. All of the company's other senior executives are also natives of India or Pakistan.

Expertise in South Asia:

Industry Sectors:

Education, Telecommunication, Food Processing, and Construction.

Market Experience:

India : Engaged in joint venture collaboration studies in food processing sector, telecommunication sector and energy sector.

Assisted Engineering Consulting firms enter sectors named above.

HIR INTERNATIONAL LTD.

14 Dubois Place
Winnipeg, Manitoba
R3V 1N1

Tel: (204) 269-4362 or (204) 694-5505
Fax: (204) 269-2991 or (204) 633-0665
E-Mail: jball@sysmon.mb.ca

Contact: Hemant M. Shah, President

Languages: English, Hindu, Urdu, Tamil, Malayam

General Consulting Services Offered: HIR is an international marketing consultant and trading house. The company specializes in marketing feasibility studies, assistance with financing arrangements and export documentation. HIR also has experience in joint ventures involving technology transfer.

Company Profile: HIR was established in 1980 and currently employs 6 people. The company has received both the Manitoba Export Award and the Entrepreneur Award. Mr. Shah is the Chairman of the India Trade Committee of the Winnipeg Chamber of Commerce.

Expertise in South Asia:

Industry Sectors:

Aviation, Agriculture & Mining Equipment, Agrofood, Grain, Fast and Frozen Food, Electronics, Environment and Small Power Projects.

Market Experience:

India : Initiated export of Canadian manufactured agricultural equipment as well as agrofood.

Pakistan : Developed export of Canadian grain into private sector.

Nepal : Currently acting as liaison for Canadian exporter of aircraft and parts.

Address of Office(s) in South Asia:

Mr. Bharat K. Nagda - Executive Director
Regal Services PVYT Ltd.
Dexion Bldg, Killick Industrial Estate
Sakivihar Road Sakinaka
Mumbai 400 0072
India
Phone: 91 22 578 7290
Fax: 91 22 579 3205

IDMAG - INTERNATIONAL DEVELOPMENT MANAGEMENT ADVISORY GROUP

275 Slater Street
Suite 1776
Ottawa, Ontario
K1P 5H9

Tel: (613) 236-3315
Fax: (613) 237-5466
E-Mail: rshowman@idmag.ca

Contact: Robert Showman, Managing Director

Languages: English, French, German, Spanish, Portuguese, Russian

General Consulting Services Offered: IDMAG provides consulting services in public sector governance and policy development, economic management, institutional and regulatory reform, and information management.

Company Profile: IDMAG was founded in 1993 and is composed of 8 partners and 16 senior associates. The company produced a report entitled "India's Power Sector: Business Opportunities for Canadians" which was used as background for industry members of the Team Canada mission in January, 1996.

Expertise in South Asia:

Industry Sectors:

Energy (electricity, oil & gas) , Regulatory Issues

Market Experience:

India
Pakistan
Sri Lanka

INCA GLOBAL ENTERPRISE

1306 Wellington Street
Suite 503
Ottawa, Ontario
K1Y 3B2

Tel: (613) 729-3792
Fax: (613) 761-9808
E-Mail: trgder@cyberus.ca

Contact: Girish Parekh, Manager

Languages: English, Hindi, Gujarati

General Consulting Services Offered: Inca Global Enterprise assists businesses in the development, promotion, management and delivery of import and export goods and services. The company also assists businesses with market research and entry, strategic alliances and partnerships, joint ventures, and technology transfer.

Company Profile: Inca Global Enterprise has been in business since January 1995. The company has strong linkages with government and industry in India. The management team has over 10 years experience in India and understands the cultural barriers and the business practices of India.

Expertise in South Asia:

Industry Sectors:

Computer software development, Safety and Security products and related software systems integration, Geomatics

Market Experience:

India : Wholesale and distribution of products.

Address of Office(s) in South Asia:

Mr. A. Shamsi, Manager
Harivansh Apts.
Mithakhali
Ahemedabad, Gujarat
India 380 006
Phone/Fax: 91 79 442 247
E-Mail: asaf.shamsi@lwham.nandanet.com

INDO-CANADIAN ENTERPRISES

120 Del Rio pl. N.E.
Calgary, Alberta
T1Y 6N7

Tel: (403) 248-7747

Fax: (403) 280-8869

Contact : Deepak Obhrai, President

Languages : English, Hindi, Punjabi, Swahili

General Consulting Services Offered : ICE offers consultancy in Investments, Management, Marketing, Technology transfers and joint ventures.

Company Profile : Mr. Deepak Obhrai, president of ICE, is past president of India Canada Association and VP National Indo Canadian Council. He has successfully organized three successful seminars on doing business with India. ICE is promoting joint ventures targeting small and medium size business that may find the high entry cost of doing business overseas prohibitive.

Expertise in South Asia:

Industry Sectors:

Pharmaceuticals, Financial services, Garments, Tourism, Manufacturing

Market Experience:

India : Company is currently involved in a joint venture project with India company to set up a pharmaceutical project in Rajasthan. (Memorandum of Agreement signed in New Delhi on Jan 13, 1996)
Company is also promoting marketing opportunities for Indian companies to promote garment products in North America.

Address of Office(s) in South Asia:

Bombay, Delhi, Chittorgarg (Associated)

INFO-ELECTRONIC SYSTEMS INC.

72-A Brunswick Blvd
Dollard-des-Ormeaux, Quebec
H9B 2C5

Tel: (514) 421-0767
Fax: (514) 421-0769
E-Mail: les@cam.org

Contact: Dr. Harinder P.S. Ahluwlia, President

Languages: English, French, Hindi, Punjabi, Urdu (spoken)

General Consulting Services Offered: Info-Electronic Systems (IES) is a high technology company active in Industrial Automation, Communication, Instrumentation and Meteorology. The company also provides Office Automation products and services in India. Working with its joint-venture company IES India, the company will assist Canadian high technology companies with marketing services and joint ventures. It will also assist Canadian companies in developing ISO 9000 compliant software in India for competitiveness in international markets.

Company Profile: IES was formed in 1981 and has a joint venture company, IES India with Patheja Group of Industries, a large Indian manufacturer listed on the Mumbai Stock Exchange. IES India has a full-time staff of 42 as well as consultants who were senior officials of the government of India.

Expertise in South Asia:

Industry Sectors:

High technology, Industrial & Office Automation, Instrumentation, Communication, meteorology and computer graphics.

Market Experience:

India : IES has established strong contacts with Indian government and private sector companies. IES has assisted Canadian high technology companies access the Indian market.

Address of Office(s) in South Asia:

Mr. A. G. Manikandan
Info-Electronics Systems India Pvt.Ltd.
250 A Boat Club Road (Patheja Building)
Sangamwadi
Pune Maharashtra 411 001
India
Tel: 91 212 623 794
Fax: 91 212 630 034
e-mail: les.pune@ies.sprintprg.sprint.com

KAISER ASSOCIATES INC.

Canadian Correspondent:
Gibson Kennedy & Company
16 Maxwell Avenue
Toronto, Ontario
M5P 2B5

Tel: (416) 932-9923
Fax: (416) 932-9924
E-Mail: 102647.1654@compuserve.com

Contact: David Gibson, Principal

Languages: English, Hindi, Punjabi

General Consulting Services Offered: Through the effective use of competitive research that is completely client driven, Kaiser obtains data and explanations that support management in the decision-making process.

Company Profile: Kaiser Associates, Inc. is a global strategic consulting firm with offices in Washington, D.C. and London, England. Since its inception more than 15 years ago, the company has completed more than 500 market analysis studies which are distinguished by several key characteristics: obtaining hard-to-find data, understanding how and why new markets are attractive and helping clients apply the knowledge to the development of strategic plans.

Expertise in South Asia:

Industry Sectors:

Telecommunications

Market Experience:

Pakistan : Analyzed market dynamics for personal communications software for a major international provider of telecommunications projects and services.

MCEACHIN & ASSOCIATES LTD.

P.O. Box 187, Station D

Scarborough, Ontario

M1R 5B7

Tel: (416) 299-4556
Fax: (416) 299-4148
E-Mail: mceachin@inforamp.net

Contact: Richard McEachin, President

Languages: English

General Consulting Services Offered: McEachin & Associates prepare Canadian companies with the market intelligence that is required before moving into a foreign market. The company prepares market intelligence reports that evaluate potential markets and joint ventures, establish branch offices and design marketing and advertising campaigns all with the insight gained by understanding the market forces and culture of the host country.

Company Profile: McEachin & Associates has been in business since 1993. The company specializes in foreign and secondary market research. A large network of agents and associates is used for assist in gathering information and assessing domestic and foreign companies and markets from both a local and global perspective.

Expertise in South Asia:

Industry Sectors:

Environment, Aerospace, Software, Biotechnology

Market Experience:

India : Conducted research in India.

Published "Canadian Guide For Researching Markets in India" to assist a new market entrant in the preparation and evaluation of the market.

MIHALY INTERNATIONAL CANADA LIMITED

81 Charwell Road
Oakville, Ontario
L6J 3Z3

Tel: (905) 849-1214
Fax: (905) 849-4823
E-Mail: nightrain@aol.com

Contact: John Walker, President

Languages: English

General Consulting Services Offered: Mihaly International offers project management services on large capital projects such as power, water and wastewater. The firm also participates in the resolution of business-government issues in international markets.

Company Profile: Mihaly International was established in 1987 and since that time has been active in the development of projects and investment opportunities in India, Pakistan, Nepal, Sri Lanka and Bangladesh. The firm has offices in the U.S. in addition to its association with international consultants. John Walker was a member of the Team Canada mission to India in January, 1996.

Expertise in South Asia:

Industry Sectors:

Energy, Capital Projects

Market Experience:

Sri Lanka & Bangladesh : Developed two consortia for power plants in both countries.

India : Reviewing investments in infrastructure.

Pakistan : Involved in financing private power project.

Nepal : Assisted development of Ontario Hydro presence.

Address of Office(s) in South Asia:

South Asia Electricity Corporation Limited
c/o Julius & Creary
Hong Kong & Shanghai Bank Building
Colombo 1, Sri Lanka

MMC CANADA ENTERPRISES

633 Weyburn Square
P.O. Box 448
Pickering, Ontario
L1V 2R7

Tel: (905) 831-3307

Fax: (905) 420-0767

Contact: Madanmohan Chawla, President

Languages: English, Hindi, Punjabi

General Consulting Services Offered: MMC Canada (MCE) offers project focused application engineering, sales and technical support for custom designed products and integrated systems. The company facilitates technical, marketing and financial support to companies in Canada and overseas.

Company Profile: Since MCE was established in 1979 it has been assisting clients in Canada and overseas with project development, procurement and management. The company assists with all areas of market entry, from concept and research to completion.

Expertise in South Asia:

Industry Sectors:

Alternative Energy (waste to energy, solar, wind, hydro) Technology,
Integrated Systems

Market Experience:

India : MCE is currently developing projects in alternative energy, such as mini-hydro, waste to energy, and overall energy efficiency and improvement. MCE has facilitated investment in secondary tier industries.

Pakistan : Involved in alternative energy projects.

Sri Lanka : Involved in energy conservation and efficiency improvement.

Bangladesh : Involved in power system distribution protection and safety equipment and energy conservation and management technology.

Address of Office(s) in South Asia:

Associates Offices: Delhi, Faridabad, Puna

NECTAR CANADA ASIA TRADING HOUSE

2696 Widemarr Road
Mississauga, Ontario
L5J 1M3

Tel: (905) 823-0324
Fax: (905) 855-8138
E-Mail: sundeep@netrover.com

Contact: Sundeep Khosla, President & Founder

Languages: English, Hindi, Punjabi

General Consulting Services Offered: Services include facilitating the transfer of Canadian technology and products to India. Research and analysis of target markets and assistance with financing are also available.

Company Profile: Nectar began operation in 1988 and employs fourteen people in its various offices. The company uses its broad network of private and government contacts to assist with the transfer of Canadian technology and services to India as well as to facilitate manufacturing and distribution agreements with Indian businesses.

Expertise in South Asia:

Industry Sectors:

High Technology, Education, Energy, Telecommunication, Environment Sciences, Recycling, Plastics, Agriculture, Railway and Transit, and Biotechnology and Energy Transmission.

Market Experience:

India : Facilitated Joint Venture of Community College and Vocational School. Sourced manufacturer for Canadian software. Technology transfers in micro-beer manufacturing, waste water management and pavement management.

Address of Office(s) in South Asia:

F-82 Bhagat Singh Market
New Delhi 110001
Phone: 91 11 336 2375
Fax: 91 11 681 3006

NORTH-SOUTH INTERMEDIUM LIMITED

180 McClellan Road
Nepean, Ontario
K2H 5W1

Tel: (613) 828-2977
Fax: (613) 828-3680

Contact: Carlyle L. Mitchell, President

Languages: English

General Consulting Services Offered: North South Intermedium Limited provides consulting services for economic and resource development with a focus on marine resources, marine transport and infrastructure. The company also offers marketing expertise, economic feasibility studies, and project preparation and economic justification.

Company Profile: Established in 1981, North-South Intermedium has two full time employees and many associate consultants.

Expertise in South Asia:

Industry Sectors:

Natural Resources, Fisheries

Market Experience:

India : Participated in workshop on the Exclusive Economic Zones Management of the Indian Ocean, Goa, India.

Pakistan : Developed a long term plan including market prospects for fisheries products.

NOVACAN INTERNATIONAL

827 Lanark Street
Winnipeg, Manitoba
R3N 1M5

Tel: (204) 489-1690
Fax: (204) 489-1690
E-Mail: kpuckall@mbnet.mb.ca

Contact: Ken Puckall, President

Languages: English, Hindi, East Indian Dialects

General Consulting Services Offered: Novacan offers marketing consulting services, including feasibility studies and market evaluations, with a focus on construction and agricultural equipment. The company is experienced at introducing new products into markets with a focus on technical products and services area.

Company Profile: Formed in 1994, Novacan employs three consultants who combine to offer more than sixty years expertise in international trade, marketing, advertising and engineering. Extensive experience with database searching.

Expertise in South Asia:

Industry Sectors:

Construction Equipment, Furniture Manufacturing

Market Experience:

India : Introduced dy-core extrusion equipment to the Indian construction industry. Investigated market opportunities for Canadian furniture manufacturer in India.

NUEX TECHNOLOGY INC.

34 Hennessey Drive
Winnipeg, Manitoba
R3P 1P8

Tel: (204) 489-1105
Fax: (204) 489-9831
E-Mail: Nuextech@escape.ca

Contact: Kavita Murthy, President

Languages: English, Hindi, Telugu, Kannada

General Consulting Services Offered: NuEx Technology Inc. offers consulting services to the food development industry responding to global health and nutrition requirements. The company can provide market intelligence and analytical services as well as product design and development.

Company Profile: NuEx was established in 1993 to offer scientific and business knowledge to food processors, health food manufacturers and other groups in the agri-food/health sectors. The company has an extensive network of local project consultants who work closely with the branch office in India.

Expertise in South Asia:

Industry Sectors:

Agri-food, Health

Market Experience:

India : Involved in technology transfer of Canadian food processing plant to India. Currently establishing a marketing arm for the value-added agri-food sector.

Address of Office(s) in South Asia:

NuEx Technology Inc.
No. 404/2, 7th. Main Road
9th Cross, II Block, Jayanagar
Bangalore 560 011
India

NUMBER TEN ARCHITECTURAL GROUP

115 Bannatyne Avenue
Suite #310
Winnipeg, Manitoba
R3M 0R3

Tel: (204) 942-0981
Fax: (204) 947-9626
E-Mail: ntag@mbnet.mb.ca

Contact: Terry Cristall, Partner

Languages: English

General Consulting Services Offered: The company offers full architectural, interior design and construction management services. Types of projects include commercial and office buildings, convention centres, hotels, and education and medical facilities.

Company Profile: Formed in 1955, Number Ten Architectural Group employs more than thirty people who are professional architects or interior designers. Participated in trade mission to India. More information can be found on their home page - <http://www.ntag.mb.ca/ntag>

Expertise in South Asia:

Industry Sectors:

Architectural Design, Construction Management

Market Experience:

India : Currently, Spring 1996, involved in early stages of two potential hotel projects in India.

Pakistan : Designed Canadian Consulate in Pakistan.

Address of Office(s) in South Asia:

Associate Office: B. Mehtalia and Associates
807 Imperial Mahal,
Dadar T.T.,
Mumbai 400 014
India

PAN CONTINENTAL BUSINESS & DEVELOPMENT CONSULTANTS INC.
2060 Chalmers Road
Ottawa, Ontario
K1H 6K5

Tel: (613) 860-0400
Fax: (613) 823-6958

Contact: John Samuel, President

Languages: English

General Consulting Services Offered: Pan Continental offers an extensive range of professional services within Canada and internationally. The company has specialists in International Affairs and Policy, Business Management and Labour Relations, Industry and Technology, Environment, Planning, Health and Social Services, and Project Management.

Company Profile: Pan Continental is a consortium of companies and consultants whose primary focus is on bringing projects and services to developing countries.

Expertise in South Asia:

Industry Sectors:

Telecommunications, Start-up and Regulatory Facilitation

Market Experience:

India

PARAX DEVELOPMENT INTERNATIONAL INC.

830-48th Street East
Saskatoon, Saskatchewan
S7K 3Y4

Tel: 306-934-1632

Fax: 306-931-3133

Contact: G.V. Shankar, President & CEO

Languages: English and local Indian Languages

General Consulting Services Offered: The company offers specialized services in Engineering and Projects related to chemical, fertilizer and petrochemical plants. It contracts its special services in marketing in the South Asian Market with an emphasis on India. The company also specializes in areas related to environmental engineering, telecommunications, power and related goods and services. It fosters promoters and engineers to develop infrastructure projects in these markets.

Company Profile: The company was incorporated in 1993 in Saskatchewan with six full time and four time part time employees. The company also has a roster of specialist consultants on its rolls.

Expertise in South Asia:

Industry Sectors:

Telecommunications, Power and Energy, Fertilizers, Chemicals,
Petrochemicals, Alcohol Value Addition including Alcohol &
Fermentation Technologies.

Market Experience:

India

Address of Office(s) in South Asia:

Mr. E. S. Chandraskaran
Resident Director - Parax Dev. Intl. Inc.
H 119/4 33rd Cross Street, Besant Nagar
Madras - 600 090
Telephone: (044) 491 7425

POLICY RESEARCH INTERNATIONAL

6 Beechwood Ave.
Suite 14
Ottawa, Ontario
K1L 8B4

Tel: (613) 746-2554
Fax: (613) 744-4899
E-Mail: arath@pri.on.ca

Contact: Amitav Rath, Director

Languages: English, French, Spanish, Hindi, Bengali, Punjabi, Urdu, Oriya

General Consulting Services Offered: Policy Research International (PRI) offers management consulting services to small and medium sized Canadian companies. In addition to feasibility studies, market assessment, development and research, PRI also assists its clients with technology transfer and strategic partnering. The company also is experienced in project planning, implementation and management.

Company Profile: Policy Research International was founded in 1990. The company specializes in developing policy for international agencies in the energy and environmental sector. The company's senior consultants, all with post graduate degrees, have experience in policy analysis, business and strategic planning, organizational development, trade, and technology. PRI has established a new division, Canada-India Technology Exchange (CITE), to focus on assisting Canadian companies, particularly those interested in trade, technology transfer and joint venture operations, enter the Indian market. Database search capability includes Indian companies and sectoral investments.

Expertise in South Asia:

Industry Sectors:

Energy, Environmental Technology, Manufacturing, Finance.

Market Experience:

India : Advised energy companies on the market for small power projects. Assisted telecommunications company with market assessment and definition of potential market entry strategies.

Address of Office(s) in South Asia:

Management Group
192 Sidharth Enclave
New Delhi, India
Tel: 91 11 691 8894
Fax: 91 11 691 8893

PROMARKET INTERNATIONAL

1226A Wellington Street

Ottawa, Ontario

K1Y 3A1

Tel: (613) 729-6030

Fax: (613) 729-3752

E-Mail: bw514@freenet.carleton.ca or 103531.1647@compuserve.com

Contact: Ravi Philar, President

Languages: English, French, Indian languages.

General Consulting Services Offered: ProMarket offers consulting services in technology transfer, market research and strategy, and business development including financing and joint ventures.

Company Profile: Established in 1992, ProMarket has one full time consultant and five contract associates with particular expertise in metallurgy, food & beverages, business start-up and geophysics. The company also has associates in India with technical and marketing expertise. The company has proven expertise in sourcing and analyzing information from routinely accessible computer databases such as PT-PROMT, Lexis/Nexis, Cassis, etc.

Expertise in South Asia:

Industry Sectors:

Environmental Technologies (effluent treatment & biopesticides)
Sustainable Technologies for developing countries, Food Products and Processing, and Chemical and Materials Technologies, Metals Processing and Pharmaceuticals.

Market Experience:

India : Assisted numerous companies with entry into market: fruit processing and packaging technology, modelling software, and effluent treatment.

Address of Office(s) in South Asia:

c/o Mr. Anand Philar
A/19, Anandashram
10th Main Rd, Mallesharam,
Bangalore 560 003
India
Phone & Fax: 91 080 334 0301

REDMA CONSULTANTS LIMITED

900 The East Mall, Suite 200

Toronto, Ontario

M9W 6K2

Tel: (416) 621-1525

Fax: (416) 621-9542

Contact: David H. Croome, Vice President

Languages: English

General Consulting Services Offered: Country Assessments (government policies/regulations, risk, investment approval.) New Venture Feasibility/Implementation (strategy development, economic and financial impact, JV partner introductions, planning). Export Development (market research and analysis, distribution, representation evaluation).

Company Profile: REDMA was formed in 1968 with its focus on international trade development. The founder, Keith Hillyer, was a Canadian Trade Commissioner in Singapore and Europe, and has also undertaken projects in all major world regions for private sector clients, as well as multilateral and national agencies. David Croome has lived and worked in South and East Asia for more than 20 years and has line market management experience in developing countries as well as providing consulting services across the region. Both are engineers with MBA's.

Expertise in South Asia:

Industry Sectors:

Automotive components, agricultural machinery, environmental technologies, building services, electrical power generation and distribution, ports, transportation, marine products and food processing, timber processes and furniture, metal manufacturing, textiles and clothing, leather goods.

Market Experience:

India, Pakistan, Bangladesh

Address of Office(s) in South Asia:

Associates in Delhi and Pune; India

RESMET INTERNATIONAL

19 Findlay Avenue
Ottawa, Ontario
K1S 2T8

Tel: (613) 233-1227
Fax: (613) 233-1227
E-Mail: 71761.1535@compuserve.com

Contact: Dr. Robert Thomson, President

Languages: English, French, Spanish

General Consulting Services Offered: Resmet International offers consulting services in the following areas: market surveys and analysis, product improvement, technology transfer and networking, technology development and R&D planning and monitoring, as well as business development and strategic planning.

Company Profile: The consulting practice was established in 1993 to serve both public and private sector clients in Canada and India. The company has full Internet and commercial database access.

Expertise in South Asia:

Industry Sectors:

Material engineering, Environmental Protection, Metallurgy

Market Experience:

India : Surveyed market scope for Canadian aquaculture expertise.
Technology and product enhancement project and casting process improvement for Indian companies.
Market projections.

JOHN SAMUEL & ASSOCIATES INC.

2060 Chalmers Road
Ottawa, Ontario
K1H 6K5

Tel: (613) 523-5349
Fax: (613) 523-4640
E-Mail: johnsamuel@igs.net

Contact: John Samuel, President

Languages: English, Hindi, Tamil, Gujarathi, Kannada, Telugu Marathi

General Consulting Services Offered: Samuel & Associates offer the following consulting services: identification of opportunities, market research and feasibility studies, preparation of project profiles, project management and facilitation of government approvals.

Company Profile: The consultancy was established in 1994 and has employees in Canada and India. The consultancy is capable of database search.

Expertise in South Asia:

Industry Sectors:

Pharmaceuticals, Real Estate, Human Resources Development, Mining and Banking

Market Experience:

India : Prepared project profiles on Aspirin.
Studied feasibility of setting up a Middle Eastern bank.
A study on demand for gold in India is in progress.

Address of Office(s) in South Asia:

(In association with the business school of the University of Delhi)

TARRY SANDHU, INC.
44-6100 Tiffany Boulevard
Richmond, BC
V7C 5A8

Tel: (604) 275-1218
Fax: (604) 438-7700

Contact: Tarry Sandhu, President

Languages: English, Punjabi and Hindi

General Consulting Services Offered: Currently working for BC Trade on their India initiative. Participated in their Trade Missions to India. Met with a variety of large corporations in India. Very familiar with Indian ways of doing business.

Company Profile: Principal owner, Tarry Sandhu. Born in India. Raised and educated in Canada. Well versed in both cultures. Commerce Degree from University of British Columbia. Worked for 3-M and Fuji Corporation.

Expertise in South Asia:

Industry Sectors:

Agro-Foods, Mining, Film, Power and Environment

Market Experience:

Have participated in finding joint venture partners as this is the most effective way to enter the Indian market. Have very good contacts with associates in Delhi, Mumbai and Chandigarh.

SERVICE-GROWTH CONSULTANTS INC.

411 Roosevelt Ave.

Suite 310

Ottawa, Ontario

K2A 3X9

Tel: (613) 722-8853
Fax: (613) 722-5082
E-Mail: 72772.3262@compuserve.com

Contact: Dr. Dorothy Riddle, CMC, President

Languages: English, Hindustani (spoken)

General Consulting Services Offered: Service-Growth Consultants offers strategic competitive positioning and market entry assistance to service sector firms including government agencies.

Company Profile: Service-Growth Consultants was founded in 1990 by Dr. Riddle who has lived for more than 10 years in India and is thus familiar with the country and its customs. The company employs seven people to assist in its export and consulting activities in Asia, Latin America, the U.S. and Africa.

Expertise in South Asia:

Industry Sectors:

Business Services with particular focus on Computer Services & Training, Women & Development

Market Experience:

India : Assisted business services firms with determination of market entry strategy and profile of strategic partner.

Provided policy analysis work for the Indian Government.

Nepal : Provided consulting services on women & development issues.

SRINGTEC INTERNATIONAL CONSULTING INC

329 Somerset East, Suite #5

Ottawa, Ontario

K1N 6W4

Tel: (613) 565-0582

Fax: (613) 565-7687

Contact : Jane Jamieson, Principal

Languages: English

General Consulting Services Offered: Springtec specializes in technology transfer, strategic alliances and technical assistance in Asia and Central and Eastern Europe. Combining over 25 years experience in international business development and international technical assistance, the Principals, Bill Jamieson and Jane Jamieson head a team of experienced professionals, possessing a range of technical skills. Springtec's India representative, Vinay Khanna, is a Technological Consultant, with over 30 years experience as a Mechanical Engineer. Springtec's Food Processing Industry Specialist, Taras Soltys, has extensive experience with joint venture development and technology transfer in the Middle East, Eastern Europe and North America.

Expertise in South Asia:

Industry Sectors:

Food processing and packaging, automotive, environment and energy.

Market Experience:

Market Research & Field Missions, identify technology transfer and strategic alliance opportunities; on-site and in-Canada assessment of opportunities; partner selection in Asia and Canada; coordination of feasibility studies; joint venture formation' project design and development; access project financing; project management

Address of Office(s) in South Asia:

Springtec Associate Office in India
Systems and Technological Consultants
203 Yogi Tower, Moti Tanki Chowk
Rajkot, 360 001, (Gujarat)
Republic of India
Tel/Fax : 91 281 48568

(Represents Springtec in India, Bangladesh, Bhutan, Nepal, Pakistan and Sri Lanka)

TRADESTRAT INC.

Box 226, 8 Park Trail
Midhurst, Ontario
L0L 1X0

Tel: (705) 721-1064
Fax: (705) 721-0961
E-Mail: cnap@barint.on.ca

Contact: Carole Nap, President

Languages: English, French

General Consulting Services Offered: TradeStrat Inc. offers consulting services to the private and public sectors in the areas of global competitiveness and trade, legislation compliance and standards, environment and health sciences, and technological innovation by providing joint venture and strategic alliance opportunities, feasibility studies, market entry strategies, cultural awareness training and logistics.

Company Profile: TradeStrat Inc. was formed in 1994 by Carole Nap. Carole has extensive experience as a consultant, educator, lobbyist and entrepreneur advising companies on technological change, trade and trends. She was a member of the Team Canada mission to India in January, 1996.

Expertise in South Asia:

Industry Sectors:

Hardware, Housewares, Building supplies, Agriculture, Health Care and Food processing.

Market Experience:

India : The company has conducted market research in India.

TRAVERS INTERNATIONAL GROUP

2 Sultan Street
Suite #408
Toronto, Ontario
M5S 1L7

Tel: (416) 323-1338
Fax: (416) 324-8760
E-Mail: 76141.2413@compuserve.com

Contact: Geraldine A. Pelletier, Principal

Languages: English

General Consulting Services Offered: Travers International Group offers a complete range of services, from market identification and analysis through to implementation of strategic plans, with a special focus on entry into Asian markets.

Expertise in South Asia:

Industry Sectors:

Textiles, Beverage Processing

Market Experience:

India

CAMM W. URE ASSOCIATES LIMITED

500 Laurier Avenue West
Ottawa, Ontario
K1R 5E1

Tel: (613) 235-8744

Fax: (613) 233-4877

Contact: Camm Ure, President

Languages: English

General Consulting Services Offered: Camm Ure Associates focuses its consulting services on assisting Canadian exporters in developing countries with market identification and entry, as well as economic and financial aspects of trade development. Transfer of technology, investment and joint ventures as well as repatriation of capital and profits.

Company Profile: The company was established in 1970 and since that time has assisted both public and private sector clients in more than forty-six developing countries.

Expertise in South Asia:

Industry Sectors:

Transportation Technologies and Urban Transit, Automobile Parts, Energy, Mining, Drilling and Refinery Technologies, Gas and Oil, Telecommunications and Electronics, Agriculture, Livestock Management, Textiles, Industrial Pollution and Water Purification, and Pulp and Paper.

Market Experience:

India : Advised Government Agencies on potential for Canadian technologies in South Asia. Assessed the marketing efforts of Canadian companies who had developed investments or joint ventures in India. As a member of CIDA Task Force, identified commercial opportunities in India, Pakistan, Nepal, Sri Lanka and Bangladesh.

Pakistan : Headed mission to determine investment and commercial opportunities for World Bank shareholder countries.

Nepal : Led mission to Nepal to evaluate budget methodology and acquisition procedures for Canadian ministries.

LIBRARY E A / BIBLIOTHÈQUE A E



3 5036 01078629 4

DOCS

CA1 EA438 96C13 ENG

1996 Canadian directory of trade
consultants to South Asia

32788876