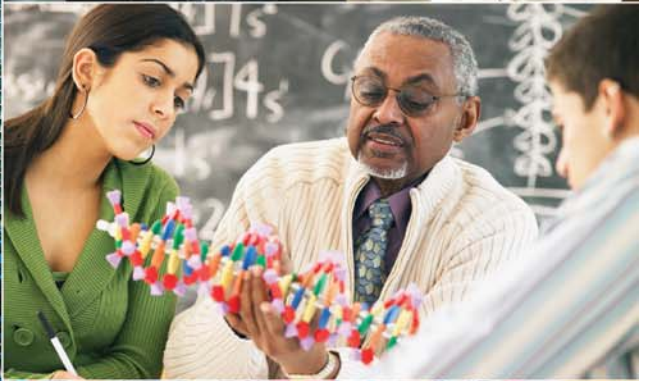


Paving the
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Harper's
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in Ties
with
India





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U of A, IIT Bombay in Health &
Energy Partnership

Founder Chairman
Late Shri R.K. Prasad

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The news items and information published herein have
been collected from various sources, which are considered
to be reliable. Readers are however requested to verify the
facts before making business decisions using the same.



Dear Reader,

Greetings. India and Canada, the two vibrant economic powers and democracies, offer many similarities. Canada was one of the first countries to help India in the field of nuclear energy. As many as 35 years after India faced a ban on its global nuclear interaction following the testing of an atomic bomb, the country is back on the peaceful path of nuclear energy use, following its historical deal with the US in the civilian use of nuclear energy in October 2008. India has since inked pacts with countries such as France and Russia. It is Canada's turn now. Canadian Prime Minister Stephen Harper is visiting India and one of the issues on his agenda is a civilian nuclear deal. However, the issue of a free trade is on the top of the agenda and the two countries are working towards accomplishing a pact on this. Canadian Prime Minister Stephen Harper's India visit is the cover story of the current issue of the Indo-Canadian Business. British Colombia (B.C.) is on an aggressive mode to take advantage of opportunities available in this country. In an interview with Tripti Chakravorty, Pratap Raju gives a detailed account of how he wishes to facilitate investment between India and B.C. It's an established fact that Immigrants have contributed to the growth of the spectacular success of the Canadian economy. We carry a write-up on this issue of the significant importance to the country's pluralism. Recognizing the importance of India as a partner in a variety of industrial collaborations, Canada has started to step up its presence in India and accordingly expanded the network of its offices in India. We carry a detailed account of it. Mining is a crucial sector that is contributing to the Canadian economic growth. But corporate social responsibility is an area, which is often neglected. The Government has appointed as the first corporate CSR counselor to oversee the country's operations abroad. Education has always been the most import sector of Indo-Canadian cooperation and collaborations in various fields. We a carry a detailed account of this crucial issue. Besides these, there are plenty of news and features that enliven your interest. These include deals between the chambers of commerce between the two countries and a feature on how the retail market is offering a huge opportunity to Canadian companies to market their products in this country.

Wish you happy reading


Satya Swaroop

Managing Editor
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Paving the Path for FTA

Harper's Visit to Herald New Era in Ties with India

Canadian Prime Minister Stephen Harper's visit to India this month is expected herald a new era in Indo-Canadian relations, paving the way for a historic free trade agreement between the two countries. On invitation by Prime Minister Manmohan Singh, Harper's India visit, showcasing a closer relationship with the world's largest democracy, will also provide the Canadian leader a rare opportunity to maximize his global standing ahead of key summits next year. This trip to the Asian economic powerhouse could pay rich dividends for Canada's standing on the world stage as it prepares to host key summits in 2010 - the G8, and a G20 in Huntsville in July.

The Canadian Prime Minister, who will be accompanied by a high-powered business delegation, will be holding talks in New Delhi as well as in the other key cities of Mumbai, Chennai and Hyderabad where Canadian companies are active.

Canada has ramped up activities in India in the last few years, opening several trade offices in the hopes of boosting bilateral trade valued now at a relatively low level of \$2 billion a year, which is far below the potential. "The footprint of Canada is very strong in India and it suggests that the government is building a foundation on which to really expand trade, which has been minimal," according to Harper's government.

Canada is being widely perceived to be a model of financial-sector regulation. While every other G8 country had to bail out a bank or prop up financial sector players in the last year, Canada and its banking system has continued to operate normally.

Against the backdrop of stagnating Indo-Canadian trade, Harper's visit may provide a turning point for bilateral relations, leading to conclusion of a series of trade-related deals, including nuclear commerce, which could pave the way for the first phase toward a free-trade agreement, providing for lower tariff barriers.

Although India is a fast-rising economic power, Canada is only its



26th-largest supplier of goods and services. Many believe New Delhi, courted for trade by many countries, has little interest in Canada.

However, in early October this year, India's Commerce Secretary Rahul Kullar met in Ottawa with Trade Minister Stockwell Day and other officials and signalled that after years of little progress, Delhi wants real advances in trade with Canada.

A long-awaited deal on investment, an agreement on energy exchanges, and an accord that allows Canada's nuclear industry to sell to India are expected within about a month, he said, along with a green signal to start the long process toward a broader free-trade agreement.

Since the start of this year there have so far been six federal ministerial visits paying the way for increasing trade ties. At least some of those agreements, like an accord for greater co-operation on energy exchanges, are expected to be signed during Harper's visit.

Last year, Ottawa shifted long-standing policy and backed India's move to join the world's civilian nuclear trade even though it had used Canadian nuclear technology to develop nuclear weaponry. Harper government ministers trooped to the subcontinent, but advances were slow.

Now India, seeking to diversify its trade after the recession hit big markets such as the United States and Europe, is prepared to move aggressively, indicated Khullar. He said he wants to approve a batch of trade-related agreements as a signal of change.

A long-delayed bilateral investment protection agreement is down to one or two minor points, he said. A memorandum of understanding on developing energy ties is essentially completed.

Bilateral Trade

The total bilateral trade between India and Canada from January till November 2008 stood at US\$ 3956 million registering a 21.45 percent increase over the corresponding period last year. During the period, India's exports to Canada increased by 11.6 percent and imports from Canada by 32.4 percent over the same period last year.

Major items of India's exports to Canada during January-December 2008 were garments, diamonds and jewellery, rice, hosiery, chemicals, cotton, marble and granite, medicines, electrical equipment, carpets, etc.

Major items of India's imports from Canada included potash, pulses, newsprint, wood pulp, communication

equipment, ores, asbestos, diamonds, machinery, scrap, etc.

India's exports to Canada during the first half of current fiscal registered a decline of 12.64 percent from the same period in 2008. India's imports from Canada during the same period showed a much larger decline, 21.53 percent. Bilateral trade in the first six months of 2009 registered a 16.8 percent decline over the same period last year.

Trade sources say that more ground needs to be covered if Canada-India Free Trade Agreement has to be initiated. Harper's visit would just be a facilitator in the process.

Improved Competitiveness Rankings

In the recent World Economic Forum Global Competitiveness Rankings, India and Canada were positioned at higher levels, both among only five countries with positive national competitiveness prospects in the wake of present global recession. In the rankings on 8 September 2009, Canada took 9th spot in the Forum's Global Competitiveness Index, up from 10th in 2008, 13th in 2007, and 16th in 2006. In three years Canada moved past the U.K., South Korea, Hong Kong, Norway, the Netherlands, Israel and Iceland. India rose one spot to 49th spot, behind 48th ranked Italy, moving ahead of Lithuania. Amongst the countries that India outranks in the index are Brazil, Hungary, Romania, Greece, Mexico, Turkey, and Russia.

India's position was aided with an improvement notably in its foreign market size ranking to 4th, and innovation ranking to 30th, and its continued strong rankings in financial market sophistication 16th, and business sophistication 27th, quality of management schools 15th, and quality of math and science education 22nd, and availability of scientists and engineers 4th, also stand out. India has also seen notable improvement where it has been challenged, notably macroeconomic stability a subcategory in which it rose to 96th from 109 (out of 133).

Also notable were the findings of the recent survey of selected (16) macro and business economists from the Forum's Global Agenda Councils. Asked to rate the degree the present global recession will have a positive or negative effect on selected countries, the survey found only in five countries that the experts believe competitiveness will improve. From most improved to least the rankings were Brazil, India, China, Australia, and Canada. ■

Canadian Firm in Talks with Indian Cos Ahead of N-Deal

India and Canada are in talks to sign a nuclear cooperation pact soon. Canadian Prime Minister Stephen Harper is visiting India on 15 and 16 November, 2009 and the deal in all likelihood will be signed then. Meanwhile, Atomic Energy of Canada Ltd, or AECL, is in talks with three private sector Indian power generation companies, including Anil Ambani's Reliance Power Ltd, for setting up nuclear power generation plants based on its Candu (Canada Deuterium Uranium) reactor.

The Candu pressurized heavy water reactor technology, developed by Canada and currently meeting around 16 percent of that country's electricity demand, is marketed worldwide by AECL. India has developed expertise in the whole lifecycle of a nuclear programme, including life extension of pressurized heavy water reactors.

"We are in talks with three Indian private sector firms who have plans to set up nuclear power projects," said Hugh MacDiarmid, President and CEO of state-run AECL, on his recent visit to India. "There is mutual synergy between our markets."

Industry sources confirmed preliminary talks between AECL and Reliance Power. Under the current policy guidelines in India, atomic energy is exclusively reserved for execution only by Nuclear Power Corporation of India Ltd (NPCIL), a public sector company under the Department of Atomic Energy (DAE).

This will change as part of the planned opening up of the sector following the civilian nuclear energy agreement with the US, freeing up overseas companies to enter the country.

"The private sector is doing the preparatory work. As contractors they have come in quickly, but as developers they will take some time. For that the present laws, rules and regulations need to be changed," said Anish De, Chief Executive at Mercados Asia, an energy consultancy firm. "Reliance Power has been at it for the last few years. However, the timing will depend upon the change in regulations."

The participation of the private sector and other PSUs is expected to increase with the expected changes in the legal



and policy framework, the effects of which will only be visible by 2019.

The participation of private firms is expected to give a boost to the sector once the government liberalizes rules governing atomic energy. Private sector power firms such as Tata Power Co. Ltd, GMR Energy Ltd, Jindal Steel and Power Ltd, JSW group, NTPC Ltd, Vedanta Resources Plc and Reliance Power have earlier evinced interest in setting up nuclear power plants once this takes place.

AECL is seeking opportunities in the Indian market, given the significant demand for electricity in the country and its inability to sell a single reactor in the last 10 years. Out of India's installed power generation capacity of nearly 150,000 MW, nuclear energy accounts for only 4,120 MW, even as it tries to close the gap between galloping demand and deficient supply.

According to the India Energy Outlook report by audit and consulting firm KPMG, the department of atomic energy hopes to build 250,000 MW equivalent of nuclear power capacity by 2050 to meet the country's long-term electricity requirements. ■

India, Canada Close to Inking Nuclear Pact: MacDiarmid

Hugh MacDiarmid, President of Atomic Energy of Canada Ltd (AECL), who was in New Delhi recently to attend the peaceful uses of atomic energy conference, said that Canada was very close to reaching an agreement with India on cooperation in nuclear energy.

In a newspaper interview, he said, "I am not directly involved, but every indication I have is that we are very close to reaching an agreement. The number of issues to be resolved has been reduced to a very small number. And certainly, my understanding is that the progress is now being measured in weeks, not months. We are very hopeful that the deal will be concluded before the end of this calendar year.

MacDiarmid, said that once the nuclear cooperation agreement is signed, a natural first step would be a technology exchange to see where we can help each other.

"Secondly, we have a very significant post-sales services business, supporting existing reactors around



in third-country markets. We would love to find a way to have our Canadian technology localized," he said.

MacDiarmid said that sustaining growth in capital-intensive nuclear energy would require development of the human resources and capabilities at all levels.

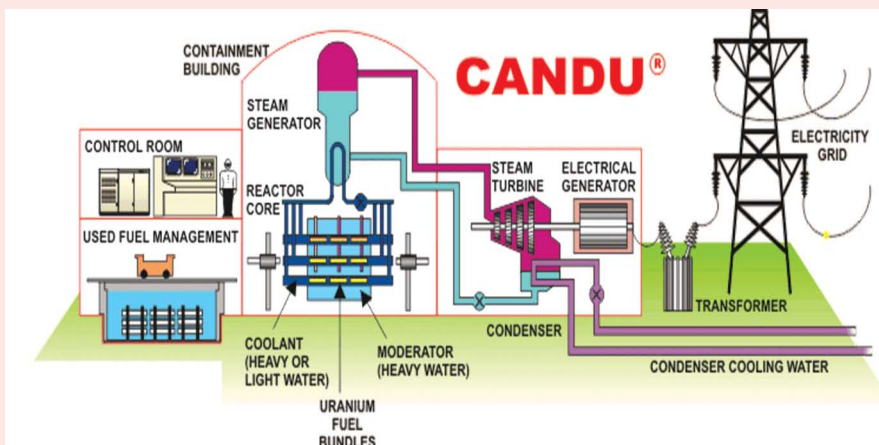
He said, "It requires supply chain and the development of the infrastructure and the logistics to support it. But again, you have large, sophisticated organisations,

AECL and others, investing in the coming competition in this market. That's a very healthy sign. There's no reason, fundamentally, that you can't achieve this. The alternative is to build a lot of coal plants and that would not be desirable environmentally."

With regard to environmental concerns, MacDiarmid said there had been a convergence at G20. "It is an area of great interest to

the world. There is no reason that we can't bring that expertise here. I will do that as a pure commercial venture to see if we can be competitive in providing services to the installed reactors here. And the third, naturally enough, will be whether there can be collaboration in building reactors that could be here or

Canada. Domestically we are very committed to ensuring that nuclear will be a significant part of our energy supply net. I think internationally we feel we want to be a significant nuclear vending country and participate in the marketplace in a number of different country markets."



Canadian Economy

Still Stuck in Recession: study

Canada's economy is still stuck in recession, an international economic organization declared recently in a forecast that runs counter to the Bank of Canada and most private-sector analysts.

The Organization for Economic Co-operation and Development, or OECD, said Canada's economy will shrink at an annualized rate of 2 percent from July to September.

That's in sharp contrast to statements from the central bank, which forecast in July that the economy will grow 1.3 percent in the current quarter. Since then, many private-sector economists have estimated that annualized growth could come in at an even stronger 2 percent.

The OECD report is an interim snapshot, not the official semi-annual forecast for which the high-profile agency is known. It used gross domestic product, or GDP, reports from the first half of the year to make projections on global growth.

That's where the problem lies, one Canadian economist said in an interview. This recession has been very severe. It set in quickly and, as a result, certain economic indicators, such as industrial production and jobs figures, declined very suddenly, said Michael Gregory, senior economist at BMO Capital Markets. "If you were to extrapolate from that, it would look bad."

There is very strong economic data not included in the latest OECD forecast. For example, Chrysler Canada shut down auto production in May but resumed manufacturing in July. Chrysler's minivan plant in Windsor has recently ramped up production to keep up with demand, spurred by the popular cash-for-clunkers program in the U.S.

As well, existing home sales have risen for six consecutive months. "That's a sign that consumers are buying big-ticket items and banks are lending money to consumers to buy big-ticket items. That's the stuff of economic growth," Gregory said.

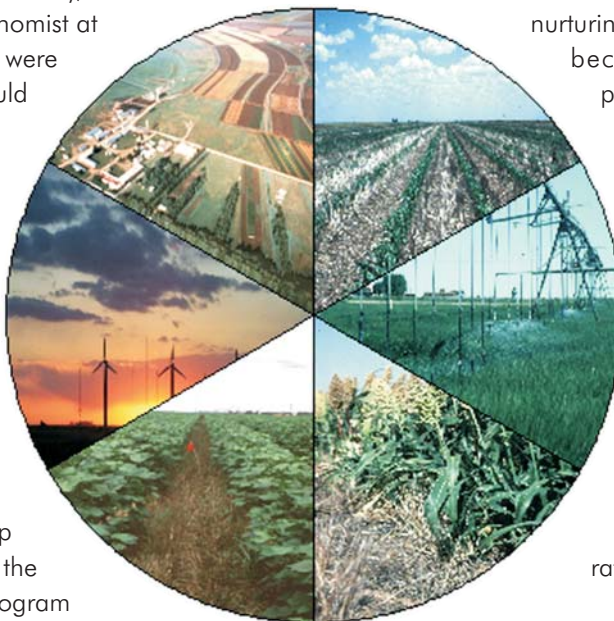
Statistics Canada said last week that Canada's GDP edged up into positive territory in June, and growth is expected to strengthen through the rest of the year. "In this case, the methodology did (the OECD) a bit of a disservice," Gregory said. "You have to kick the tires, smell the air, see what's going on."

Overall, the world economy is headed for an earlier recovery than previously forecast, although the pace of the rebound will likely remain modest for some time to come, the OECD said.

Presenting the report in Paris, the OECD's top economist, Jorgen Elmeskov, cited improving financial conditions, a rebound in trade, and industries that will use up their existing inventory as factors pointing to faster economic recovery in the OECD's 30 member countries.

However, the recovery remains fragile, Elmeskov said. "Recovery looks to be at hand for the OECD economy at large, but it's important not to get carried away," he said. "The green shoots need careful nurturing by policy, if they are to become strong, sustainable plants."

The OECD said Canada's economy will grow by 0.4 percent in the last three months of the year, putting it ahead of the U.K. and on par with Italy, but well behind Germany, France and the U.S. Only Japan's economy is expected to continue shrinking in the final quarter of this year, at a rate of 0.9 percent. ■



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B.C's Avenues in Investment & Trade

Winning Partnerships Await Willing Indian Cos

British Columbia's Ministry of Small Business, Technology and Economic Development has made it to Bangalore, the IT Capital of India, by setting up an office with the sole objective of furthering cooperation with India in the areas of ICT, life sciences and biotech, clean tech, and higher education. **Pratap Raju**, Managing Director, Bangalore office of the Ministry, in an interview with **Tripti Chakravorty** gives a detailed account of how he wishes to facilitate trade and investment ties between India and B.C.



As the Managing Director, Technology, Research & Innovation for India, what is your brief?

My responsibilities include the strategic promotion and facilitation of trade and investment between B.C and India in the four priority sectors of Information and Communications Technology (ICT), Life Sciences and Biotechnology (BT), Clean Technology (CT) and Higher Education. Our team has extensive private sector experience; we know first-hand the energy, commitment, and drive required to identify, pursue and bring opportunities to fruition. And that is why we participate in trade shows and undertake a number of other initiatives to proactively communicate with Indian organizations that wish to obtain advanced technology, approach new markets, or collaborate with expertise-rich partners. If you're such an organization, located anywhere in India, we can help you take advantage of the advantages in B.C.

B.C.'s Ministry of Small Business, Technology and Economic Development plans to open additional offices in India to promote economic cooperation in sectors other than the four priority sectors managed by the Bangalore office.

Why has Bangalore been chosen to be home to the first B.C. Trade and Investment Office in India?

With its knowledge-based economy, innovation centers, and vibrant IT, BT, and CT sectors, Bangalore is not only a microcosm of India's world-class knowledge economy, but also parallels B.C.'s open, innovation-based economy. However, the similarities don't end there. With its pleasant climate, cultural diversity, and livability, Bangalore enjoys the same kind of position that B.C. does in North

America, and is quite similar, in those respects, to B.C.'s principal city of Vancouver, which has been voted the most livable city in the world many years in a row. Our location in Bangalore also makes us conveniently reachable to organizations located in most of India's key centers of business and industry. These are among the primary reasons for establishing B.C.'s first Trade and Investment Office in India in this city. And, during his 2007 visit to India, B.C. Premier Gordon Campbell was highly impressed with Bangalore and the strides made by various technology sectors there.

Can you highlight some of the success stories in the sectors you mentioned as key areas since the opening of the Bangalore office?

Both Indian and B.C. organizations have responded with enthusiasm to the office in Bangalore. When I traveled to Vancouver in June, the B.C. business community—which includes many Indian entrepreneurs—demonstrated great interest in and strong support for our initiatives. Encouraged by this response and the longstanding support of the Indian business community in B.C., we are proactively organizing a number of

initiatives to promote Indo-B.C. economic cooperation in the priority sectors. A delegation from B.C. comprising eminent educationists, researchers, and senior management representatives from leading universities will participate in the FICCI Higher Education Summit (New Delhi, Nov 6th-7th). Following this, we are organizing a high-level business delegation from B.C. that is likely to be led by a B.C. minister. This delegation will participate in the B.C. Pavilion at the Energy India 2009 trade show (Dec 10th-13th, Mumbai) and also make presentations at the dedicated "B.C. Cleantech Opportunities" seminar at the show. Then, the delegation will have high-level meetings with state government ministers and prominent business and government heads, in addition to B2B matchmaking meetings and industrial travel not only in Mumbai, but also in Bangalore and Chennai. We are also working with leading industry associations, apex chambers of commerce, and Indian life sciences and biotech companies to organize a delegation that will represent India at BioPartnering North America (Jan 24th-26th, 2010; Vancouver, B.C.) which will feature a B2B matchmaking summit dedicated to catalyzing Indo-B.C. Cooperation in the sector.

The priority sectors are highly specialized ones, what is the extent of development in these areas in India?

There's lots of research going on in India in all of our priority sectors. We feel that there are tremendous avenues for collaboration, given the advanced IP owned by organizations in B.C. and the cutting-edge R&D happening there, along with the markets available in India now.

Are Indian companies in a position to cope with such advanced development?

Given the low-cost focus here, this is the perfect time to address bottom-of-the-pyramid opportunities by adapting new technology to local requirements. As growth slows in mature markets, Indian partners can adapt B.C. technologies, ideas and products to suit not only India, but also many other emerging and developing markets. This is just one example of how Indian companies can leverage advanced technologies from B.C. Indian firms can also expand and upgrade their offerings to include high-

end solutions. Collaborating with B.C. organizations can speed up the process.

What are the criteria for a one-to-one match between Indian and BC companies?

If there is the prospect between two businesses can be turned into reality that alone is enough to get started. We don't apply any criteria when striking a deal. The companies need to be comfortable about the deal themselves. It goes without saying that companies critically analyze the value each partner brings to the table, complementarities, relative size, and the willingness and ability of the partner to deliver on obligations.

How do you manage the shortcomings that may arise on either side?

It's realistic to expect shortcomings, but B.C. has the unique advantage of being very Asia-Pacific oriented. Many Indian and Asian people and companies are settled in B.C. and do very well. B.C. firms are also doing well in India. Why should the future be any different? I honestly believe that shortcomings can and will be overcome ... in much the same way these companies have overcome them.

Immigration to a city or province depends on the development of its industries and in turn availability of employment. What strategy would you adopt in selling B.C. companies to India and vice versa?

B.C.'s provincial nominee program (PNP) for immigration offers skilled workers, business owners and entrepreneurs the occasion to complete the immigration process on average in as little as a fourth of the time that is required for the federal immigration process. I believe that this program coupled with the fact that Canada in general, and B.C. in particular, offer, in stark contrast with many other industrialized nations, a truly welcoming environment for immigrants where diversity is celebrated, make B.C. a very attractive destination for companies that wish to invest or establish a presence



there, even if it's a small business.

You might also recall that in a May 2009 interview with the Economic Times Microsoft CEO Steve Ballmer said that "We opened a development lab in Vancouver (B.C.) because we could not get visas for everybody, and the Canadians were willing to give visas."

The proactive approach adopted by the government at both the federal and provincial level to facilitating the mobility of talent is just one of the many reasons why we encourage companies to consider making B.C. their North American base.

B.C. has been able to successfully reduce its dependency on fossil fuels and move towards a low-carbon economy by adopting clean energy sources. How does BC intend to help India to cope with its energy needs?

Through long-term R&D initiatives and sustained investment, B.C. has developed cutting-edge IP and advanced technology in the area of renewable energy and clean tech. B.C. has also developed the expertise to take advantage of its abundant resources to produce hydroelectric power. B.C.'s energy, clean tech and green tech cluster comprises of companies with expertise in renewable energy (bio-fuels, small-scale hydro, solar PV and wind), hydrogen fuel cell technology, power technologies such as clean fuel systems, advanced lithium power cells, power conversion, power measurement, and the whole range of energy efficiency and environmental technologies.

B.C. companies are actively looking for projects, partners and funding to help make the same technologies and solutions available in the Indian market and elsewhere, preferably at the significantly lower price points that can be achieved here.

Examples include Legend Power, whose voltage optimization system pays for itself in three years or less by

helping industrial clients cut their electricity consumption by 7-12 percent; Quadrogen Power, whose unique co-gen technology system uses biogas as feedstock to produce electricity and heat; and MSR Innovations, whose modular solar roofing system integrates a solar & electric panel directly into a cost-effective polymer roofing tile simplifying installation and eliminating the need to install both a roof and then a complex PV system on top, thereby cutting the payback period by up to half of comparable systems.

In your opinion how has B.C. been able to weather the economic storm?

Canada has a conservative, well-managed, and stable financial sector. Unlike the U.S., not a single Canadian bank has failed during the current financial crisis. With balanced budgets being required by B.C. law, B.C.'s continued investments in infrastructure and public services, coupled with its robust fiscal position-B.C. is rated AAA by both Moody's and Standard & Poor's-and competitive tax system have put B.C.'s economy on track to outperform both Canada and the U.S. in the medium term. With employment growth of over 3.0 percent in both 2006 and 2007, and stabilizing commodity prices, B.C.'s expanding and diversified economy will continue to generate business and investment. Given the lacklustre economic environment in Canada's traditional partners for trade and investment, I feel that Indian companies can gain enormously by partnering with B.C. firms for trade and investment.

What would your message be to potential investors in B.C.?

B.C. has a long-established tradition of welcoming and valuing immigrants and the diversity and fresh ideas they bring with them. Employees of Indian companies that make an acquisition or establish a company in B.C. will enjoy not only a warm welcome and a mild climate, but also a spectacular quality of life due to the same factors that have won Vancouver "THE MOST LIVABLE CITY IN THE WORLD" ranking for the fifth year in a row from the Economist Intelligence Unit.

Add to this the duty free admittance to U.S. and Mexican markets and you have a winning combination few other investment destinations can surpass. Most importantly, you will enjoy admission to world-leading technology clusters supported by a strong network of world-class universities and research institutions that will help you source the cutting-edge IP and the advanced technology across many sectors that meets not only your firm's, but also India's requirements. ■



Canadian 'Varsities Turn Focus on Value-Added Indian Farming

Agricultural linkages between India and Canada are growing strong with formal relationships being established by both government bodies and companies. Trade in this sector continues to increase and both countries are investing in research to improve agricultural practices. Among those who have been steadily keeping track of the Indo-Canadian relationship, 2009 may be remembered as the year of the farmer. There is immense potential for further collaboration between academics especially as the Canadian Faculties of Agriculture and Veterinary Medicine (CFAVM) decide collectively to turn their attention to India for the next two years.

CFAVM is an organization comprised of researchers, educators and scientists from 12 of the most distinguished universities across Canada. They currently represent over half of public sector research and development in Canada and almost all of Canada's undergraduate and graduate programmes pertaining to agriculture. Many of their members, like the University of Saskatchewan, College of Agriculture and Bio-resources, are already actively interacting with institutions in India, and it is CFAVM's hope that such interactions will increase in 2009.

Farming in Canada can appear quite different from farming in India. "In Canada, a thousand acres supports one farm, but in India it supports 220 farms," explains Prof. Michael Trevan, Dean of the Faculty of Agricultural and Food Sciences at the University of Manitoba. He is

optimistic about the fact that Canadian academics have a lot to learn from India and a lot to contribute, "particularly in the areas of the environmental impact of agriculture and value added agriculture."

Early in 2009, the governments of India and Canada set the stage for collaboration by signing a formal agreement between Agriculture and Agri-food Canada (AAFC) and the Ministry of Agriculture in India. This agreement creates a framework to expand agricultural trade including Canadian pulse crop exports to India. India is the world's largest importer of pulses and as of 2007, Canada was the fourth largest exporter of agricultural goods to India (according to a report released by AAFC at the time of the agreement).

India also has a strong agricultural sector, accounting for 14 per cent of its total exports in 2007. The country produces enough food to feed itself, but a large portion (between 25-50 per cent) is lost to disease and natural elements before it reaches consumers. Indian researchers are working to develop improved genetic engineering and preservation technologies, and could benefit from the experience of similar research done in Canada.

Manitoba Mission on Agro-Processing Business

The province of Manitoba had recently sent a business delegation to India to meet with federal and provincial governments, chambers of commerce and Indian business people. Much of their discussions revolved





around agriculture. Manitoba, a prairie province, has a lot of expertise in the food processing industry yet its current interactions with India have been relatively low. The delegation's aim was to identify possibilities for joint ventures between Canadian and Indian businesses. Such business ventures are likely to coincide with increased academic engagements. Joining the Canadian delegates was Dr. Digvir Jayas, Vice-President (Research) at the University of Manitoba, and an alumnus of the G.B. Pant University of Agriculture and Technology in Pantnagar, India.

Dr. Jayas, who has been actively involved in provincial initiatives with India, recently signed a Memorandum of Understanding (MoU) with the Indian Institute of Crop Processing Technology (IICPT) on behalf of the University of Manitoba. The two institutions plan to collaborate on research and course development as well as exchange faculty, staff and students for research and training purposes. IICPT is a pioneer research and development institute under the Ministry of Food Processing Industries.

India's Minister of Food Processing Subodh Kant Sahai spoke to the delegation emphasizing the need for strong relations between India and Manitoba regarding food technology, an area where academics will continue to play a significant role. Bidhu Jha, who headed the delegation told Ajit Jain of India Abroad "our technology will bring about a new revolution for the Indian farmers..." Manitoba commands several world class agricultural institutions including the University of Manitoba's Richardson Centre for Functional Food and Nutraceuticals.

The Manitoba business delegation resulted in several MoU discussions

Indian Students to Study Environmental Horticultural in Canada

A recent Memorandum of Understanding between the Tamil Nadu Agricultural University (TNAU) and the Nova Scotia Agricultural College (NSAC) has laid the foundation for a new dual degree programme that will allow Indian students the option to study environmental horticulture in Canada. According to Brian Crouse, manager of student recruitment and awards at NSAC, students will have to complete five semesters at TNAU and then three semesters at NSAC in order to obtain certificates from both universities.

Crouse, said that in India, students aspire to study agriculture. The partners originally planned to launch the programme in the fall of 2010, however, immediate interest from students has led them to consider beginning early. "It will depend on how fast the student's visas can be approved," Crouse explains. If all goes well, three Indian students could be arriving in September. Twenty-three more TNAU students are planning to attend NSAC in 2010 or 2011.

TNAU is currently the top ranked agricultural university in India and is actively seeking to create student exchange programmes with universities in the West. The largest obstacle to developing such programmes is the significant cost that students must incur. These programmes equip Indian students to be global citizens and also provide them with valuable North American work experience, but many students cannot afford to participate. Currently, Indian students can avail of financial support for post-secondary studies in Canada.



YOU CAN SAVE ENVIRONMENT WITH 3 R S

Create an Environmental Ethic: Make the environment a priority in your home or organization by educating your family or employees and incorporating savvy practices and ways to reduce your consumptions and waste. Find our things and ways to reuse and recycle.

HOW CAN I R EDUCE

Send inter-office memos, notes, announcements, and newsletters via email • Buy long-lasting energy efficient items like compact fluorescent light bulbs and rechargeable batteries • Use reusable cups, plates, utensils, and condiment containers (i.e. salt, pepper, sugar) instead of disposable ones at home and in the office • Buy items with minimal packaging like bulk items, concentrates, no packaging needed items, and avoid "convenience items" like disposable pens, paper napkins etc. • Place signs urging family members or employees to use water saving techniques. Use water saving efficient toilets or make adjustments (i.e. a gallon jug in the toilet tank) to conserve water.

HOW CAN I R EUSE

Used items in good condition can be purchased at and donated to local thrift stores • Reuse envelopes and send them through the mail again whenever possible • Make several copies and circulate them at meetings instead of making excess copies for everyone • Refurbish home and office furniture or buy pre-owned furniture.

HOW CAN I R ECYCLE

Office paper, envelopes, mailings etc. can all be printed on recycled paper, and common items like paper towels, toilet paper, and napkins can also be made out of recycled products • E-waste such as old computers, telephones, printers, fax machines should be recycled • Old paints, varnishes, and stains are toxic and need to be dealt with accordingly • Make sure that your vehicles' motor oil and car batteries are properly recycled • Place separate receptacles for different recyclables i.e. glass, paper, aluminum, etc., so that your recyclables are pre-sorted for drop-off.



MAHARASHTRA POLLUTION CONTROL BOARD

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Canadian Economy: A Success Carved By Immigrants

Canada's immigration has traditionally been a major shaping factor in society and culture. The present success of the Canadian economy is based on the immigration policy it adopts and is willing to change with changing times.

Minister of Citizenship and Immigration Jason Kenney had recently visited India and on assessment of the visa issuing authorities at the New Delhi and Chandigarh offices, he mentioned that although the visa approvals from Canadian Consulates were on the rise, frauds too were also on the rise.

Most recently a new proposal mooted by his ministry, suggested that applicants from Safe Countries could be fast tracked.



The reform, if it passes, would change the system so that applicants from countries that are generally deemed "safe" would be able to enter the country much more quickly, opening up resources to allow other applicants to also have their documents judged more quickly.

In a push by the Conservatives for reform to make the Canadian visa system more similar to the British, this proposal would attempt to speed up the laborious and lengthy process that is prevalent in Canadian immigration.

Minister Kenney said the fast-track reform is: "One dominant idea that has been proposed that I think is worth consideration. The reality is there's been, for good

reason, a great deal of caution from successive governments about this issue."

Rules to Safeguard Foreign Temporary Workers

In the near future companies seeking to bring temporary foreign workers into Canada will be more closely watched and those not following the rules will be 'named and shamed' according to the new guidelines issued by Citizenship and Immigration Canada.

These new practices are being brought in to help care for temporary foreign workers as they play a crucial role in Canada's economy. Kenney said. "We have a duty to them, employers and all Canadians, to ensure that the program is fair and equitable."

Proposed changes to the Foreign Worker Program

- Thorough assessment of the authenticity of the job offer
- Limits to the length of a workers stay in Canada.
- A two-year probation period imposed for employers wishing to recruit temporary foreign workers who have been found to have been treating temporary workers poorly, providing significantly different wages and working conditions for those workers.
- Any employers who have been prohibited from hiring temporary foreign workers will be listed on the Citizenship and Immigration website.

The regulatory changes being proposed are the consequence of extensive consultations and address the most significant concerns identified through that process, said Minister Kenney.

A key part of the new regulations is to limit the length of time workers can stay and work in Canada before returning back to their home countries. After a cumulative total of four years of working in Canada a worker would be not eligible to work in Canada for six years after that. This reflects that the program is designed to address short-term labour shortages and is not a long term solution. ■

Successful Integration of Immigrants

According to immigration experts, Canada has been more successful than most countries at integrating immigrants into society.

Unlike in many European countries, almost all of Canada's immigrants become citizens, says William Kymlicka, the Canada Research Chair in political philosophy at Queen's University and a leading expert on Canadian immigration. And their children outperform offspring of non-immigrant families when it comes to education, something that doesn't happen in any other Western democracy, he adds.

Kymlicka also argues that visible minorities, both first and second generation, claim to feel a great sense of pride in Canada, which is on par with that felt among white Canadians. According to research, Muslims feel more welcome in Canada than in other countries, says Kymlicka. As a result, the vast majority of Canadians feel comfortable with immigrants as neighbours and co-workers.

Unlike other countries where immigrants often chose to live within their own communities resulting in such areas becoming ghettos, Canadian society does not lock people into poverty or breed anti-Canadian feelings. ■



Ontario: An Immigration Success Story



North Bay, Ontario has been recognized as a success in terms of immigrant attraction and retention reports a case study by Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA).

North Bay's mayor, Vic Fedeli, stated that the city's focus on immigrant attraction and retention originated after realizing that the city was homogenous. On doing the program they realized that there were huge gaps in the labour pool and immigration was one way to bring people to the place he stated.

The community project included three cities namely North Bay, Brockville and Chatham-Kent. The results will contribute to new government policy aimed at encouraging immigrants to settle in communities other

than major cities such as Toronto, Montreal and Vancouver.

The first step before developing the project was to work with the area newcomers. Marla Tremblay of the Mayor's Office of Economic Development formed the North Bay Newcomer Network (NNN). After listening to Citizenship and Immigration Canada note how settlement agencies are funded, NNN members chose a non-profit media organization, Young People's Press, to apply for settlement funding. Their work resulted in the opening of the North Bay and District Multicultural Centre in February 2008.

With the progress that has happened in three years, Fedeli still sees immigration as a priority. "We've got a lot of sweat equity into our immigration strategy and it would be a huge step backward to let it fall from being a priority," he says.

Statistics Canada points out that by 2011, all net growth in the Canadian labour force will be through immigration, and by 2026 all growth in population will be through immigration. ■

Committee for Community Historical Recognition Projects

Three individuals have been named to the newly formed Indo-Canadian Advisory Committee for the Community Historical Recognition Program (CHRP). The CHRP, announced in 2006 and launched in 2008, is a grants and contributions program for community-based commemorative and learning projects related to historical immigration restrictions and wartime measures that were applied in Canada.



The three-member committee is chaired by Jack Uppal. The other members are Dr. Ratna Ghosh (Vice-chair) and Iqbal Gill. The committee met to review submitted proposals for projects that recognize the experiences of the community. The committee will provide advice to the Citizenship, Immigration and Multiculturalism Minister Jason Kenney on the merit of the proposals. Members of the Indo-Canadian

Advisory Committee are appointed for a two-year term with the option of an additional two-year term.

Jack Uppal is a successful business person and well known

in the community, often described as one of the most prominent figures in Canada's South Asian community.

Dr. Ghosh is a professor at McGill University and is a Member of the Order of Canada.

Iqbal Gill is a teacher with the Peel District School Board and serves as the chief editor of 'Khabarnama', a weekly newspaper focused on the Punjabi-Canadian community.

"These three individuals have demonstrated great leadership and made major contributions on issues important to their community," said Minister Kenney. "The advice they are providing on the merit of eligible Indo-Canadian Community Historical Recognition Program projects is extremely valuable."

A total of \$2.5 million is available to the Indo-Canadian community for projects related to the Komagata Maru incident of 1914, such as monuments, commemorative plaques, teaching materials and exhibits. The Komagata Maru was a ship that arrived in Vancouver harbour carrying approximately 376 East Indian passengers, most of whom were not permitted to land because the ship did not make a continuous journey to Canada, as prescribed by Canadian immigration regulations at the time.

"This Government believes it is important for all Canadians to learn about our history. These important projects enable the communities affected to undertake meaningful commemorative and instructive activities to ensure that their experiences are shared with others," said Minister Kenney. ■

Economic Action Plan Helps Canadians Retain Jobs

As companies experience a temporary slowdown, more Canadians can keep their employment through Canada's Economic Action Plan which is helping workers and businesses by extending and easing

availability to Work-Sharing agreements.

Work-Sharing is an element of the Employment Insurance (EI) program that can be instrumental in assisting businesses experiencing a temporary slowdown

caused by factors beyond their control. It is designed to avoid layoffs by offering EI income support to qualifying workers willing to work a reduced work week while their employer recovers.

Under Work-Sharing, employers can retain employees and avoid expensive re-hiring and re-training costs, and employees are able to continue working and keep their skills up to date.

Companies in key sectors of Canada's economy, such as forestry and manufacturing, are already using the Work-Sharing program. As of June 14, 2009, Work-Sharing was benefiting over 31,000 Quebecers and more than 135,000 Canadians. In Quebec, there were over 750 agreements, with 64 of them directly helping the forestry sector.

There are seven active Work-Sharing agreements in the

Outaouais region involving over 250 employees, including more than 70 at Louisiana-Pacific.

"Our Government knows that, by keeping Quebecers, and indeed all Canadians working, we can minimize the impact of this difficult economic time," said Minister of Foreign Affairs Lawrence Cannon, and Minister responsible for the Outaouais region.

"Improvements to the Work-Sharing program provide companies like Louisiana-Pacific Canada and their employees with easier and extended availability to Work-Sharing agreements while these companies recover from temporary slowdowns."

Minister Cannon made the statement on behalf of the Honourable Diane Finley, Minister of Human Resources and Skills Development, in an address to employees at Louisiana-Pacific. ■

Canada Free from Anti-immigration Backlash

The Organization for Economic Co-operation and Development (OECD) claims that Canada is among the western democracies least likely to develop an anti-immigrant backlash. This finding was reported after a presentation urging western democracies to keep their ports of entry open to newcomers despite the economic crisis.



Although the recession has disproportionately affected migrants, OECD called on member countries to come up with better programs to help struggling immigrants adapt in their new homelands.

OECD's John Martin, director for employment, labour and social affairs, described Canada as a "country of permanent settlement" because most newcomers typically arrive with the intention of making Canada their permanent home.

In many European countries, immigrants, many with

basic schooling who arrive to take low-wage employment no one else wants, are often viewed as temporary travelers even if many end up establishing roots.

"I think the sense of backlash is much less in countries of permanent settlement like Canada, Australia, New Zealand and the United States. These are all countries that were built on immigration; people still feel it's important to accept immigrants," said Martin.

Immigration Minister Jason Kenney had announced in February that Canada welcomed 247,202 permanent residents in 2008, 70,000 more than a decade earlier. The government has plans for 240,000 to 265,000 this year.

"Our government will not follow the advice of those who believe that Canada should take steps to reduce immigration levels. In fact, we are maintaining our planned immigration levels for 2009," Kenney said. He categorically stated that Canada would not be led by short-sightedness and divisive rhetoric that pits immigration against Canadians and against the economy.

It should be noted that OECD is a Paris-based think-tank funded by Canada and 29 other member countries to provide governments with economic and social policy advice. ■

Canada Steps Up Indian Presence through Trade Offices

India is one of the emerging markets that Canada has been looking at to increasing its trade ties, giving the longstanding economic cooperation between India and Canada a fresh impetus.

Indo-B.C. Trade & Investment Set-up in Bangalore

Very recently the British Columbia (B.C.) Trade and Investment representative Office was opened in Bangalore. It's the first of its offices opened by B.C. Trade & Investment in India headed by Pratap Raju who has been appointed Trade and Investment Representative. Raju, who has a proven track record of establishing business relationships between Indian and international organizations, heads a dedicated panel of professionals with international business and consulting experience.

The Bangalore office is B.C.'s sixth Trade and Investment Office in Asia. The establishment of the office is a component of the province's Asia-Pacific Initiative, a landmark effort to position B.C.'s economy to benefit from the unprecedented opportunities arising in India and Asia as the balance of economic power shifts towards the region. The initiative builds upon B.C.'s legacy of strong economic, cultural, and personal ties with India in order to strengthen its competitive position as the preferred economic and cultural gateway between North America and the Asia Pacific region.

The Bangalore Office helps Indian investors form joint ventures with, and make investments in B.C. firms. The team also helps firms from British Columbia achieve their business objectives. The office focuses on the following sectors: information and communication technology (ICT); biotechnology and life sciences; advanced energy and environmental technology; and advanced education.

B.C.'s bilateral trading relationship with India was worth \$410 million in 2008, an increase of 120 per cent compared to 1999. Over the same period, total exports to India from B.C. have more than doubled to reach \$170 million. Imports from India to B.C. also increased substantially - from \$103 million in 1999 to \$240 million in 2008. B.C. plans to capitalize on its strong and open economy and unique geographical location by becoming the preferred gateway to North America. Further, B.C.'s multicultural population, dynamic SME

sector and highly skilled workforce have proven to be critical elements in the success of many Asian (and Indian) companies located in the province.

Bangalore is India's third most populous city and is known around the world as the 'Silicon Valley of India' due to the numerous research institutes and information technology (IT), software, aerospace and telecommunication companies headquartered in the city.

Stockwell Day Launches Trade Office in Gujarat

The Ministry opened its trade office in Ahmedabad, Gujarat on 25 September coinciding with the penultimate day of Navratri (An Indian festival comprising of dancing and singing for a period of nine



nights). Since Prime Minister Stephen Harper announced last year to deepen trade ties with India, Canada has already opened two trade offices in Hyderabad and Kolkata. This will be the third such office to be opened in India. Prior to these three offices,

Canada had a trade office in Bangalore.

"The opening of a trade office in Gujarat fulfils our long-standing demand. It is a great news for Canadian companies looking for trade with India's fastest growing state," said Winnipeg-based Hemant Shah who lobbied with the Canadian government for the Ahmedabad office. Canada's top companies such as Bombardier and McCain Foods have plants in Gujarat.

Trade Office Opened at Kolkata

Gerald Keddy, Parliamentary Secretary to Stockwell Day, Minister of International Trade and Minister for the Asia-Pacific Gateway, concluded a successful visit to India, where he opened a new Canadian trade office in

Kolkata, a dynamic business, transportation and financial hub and the country's fourth-largest city in January.

"Our new office in Kolkata will give Canadian companies another competitive edge in one of our priority markets and further strengthen our commercial relationship with India," said Keddy. "I am proud to say



that the addition of this new office in India will create one of Canada's most extensive trade networks anywhere in the world."

Keddy visited Kolkata before attending a ministerial-level meeting on the

WorldTrade Organization (WTO) Doha Development Round, held September 3 and 4 in New Delhi.

"Canada continues to support an ambitious and balanced outcome to the Doha negotiations. Canadian agricultural producers, manufacturers and service providers stand to benefit from the expanded entry to global markets and strengthened trade rules arising from successful negotiations," said Keddy. "Our government will also continue to defend supply-managed industries in the WTO negotiations."

Keddy's builds upon a trade mission led by Minister Day in January, during which the Minister announced an agreement to initiate exploratory discussions toward a comprehensive economic partnership agreement between Canada and India.

Mr. Keddy also reinforced Minister Day's commitment to sign a Canada-India Foreign Investment Promotion and Protection Agreement (FIPA) as soon as possible.

India is a dynamic, rapidly growing market that represents a huge potential for Canadian goods, services and technology. In 2008, Canadian merchandise exports to India totalled \$2.4 billion, a 35-percent increase over the year before. Two-way direct investment reached \$1.8 billion in 2008. ■

Dolby Labs Pledges to fund B.C. 'Varsity Imaging Tech

The University of British Columbia has received a pledge from Dolby Laboratories, Inc. to provide \$1.15 million in funding to support research in High-Dynamic Range (HDR) imaging technologies. HDR display technology replaces the single backlight in a typical LCD screen with hundreds of small light-emitting diodes, providing outstanding contrast and crisp brightness to deliver picture quality that matches real-world visual perception of depth, detail, and colour. The core technology in HDR was invented by a team of researchers led by UBC physicist Lorne Whitehead and spun off Brightside Technologies, which was acquired by Dolby last year.

"We are grateful for Dolby's recognition and support of UBC's leadership in this eye-opening technology," says John Hepburn, UBC's vice president, research. "The partnership will accelerate the development of HDR for industry and consumers."

"Dolby aims to provide customers with technologies that improve the overall entertainment experience whether it's with the highest quality audio or image

technology solutions," said Steve Forshay of Dolby Laboratories. "We're eager to see the innovation that results from our support of education and collaboration with the University of British Columbia."

The funding will establish the Dolby Computer Science Research Chair and the Dolby Professorship in Digital Multimedia Endowment in the faculties of science and applied science, respectively. The Chair will support work underway by Computer science assoc. Prof. Wolfgang Heidrich, creator of the image processing algorithms that are a key part of Dolby's HDR display technology.

"HDR gets us much closer to the range of contrast we see in the real world," says Heidrich. "The brights get brighter, the darks darker. The results are simply striking." Heidrich's research also includes development of new HDR applications displays, content authoring tools, and software for converting legacy video to HDR as well as researching how people perceive extreme contrast and colour. ■

Marketa Evans Named 1st CSR Counsellor for Extractive Sector

Canadian Minister of International Trade & Asia-Pacific Gateway Stockwell Day has recently announced the appointment of Marketa Evans as the first corporate social responsibility (CSR) counsellor for the extractive sector. Ms. Evans will help Canadian mining, and oil and gas companies meet and exceed their social and environmental responsibilities when operating abroad.

The counsellor is one of the four key CSR initiatives announced by the federal government in March. The remaining initiatives are:

1. The creation of a new centre of excellence to be housed within the Canadian Institute of Mining, Metallurgy and Petroleum;
2. Ongoing assistance from the Canadian International Development Agency to help foreign countries develop their capacity to manage natural resources; and
3. The promotion of internationally recognized, voluntary guidelines for CSR performance and reporting.

The Office of the CSR Counsellor will submit an annual

report to the ministers of International Trade, Natural Resources and International Cooperation on its activities. The report will be tabled in Parliament by the Minister of International Trade.

The Canadian Government encourages and expects all Canadian companies working around the world to respect all applicable laws and international standards, to operate transparently and in consultation with host governments and local communities, and to conduct their activities in the most responsible manner.

"Ms. Evans' role will be critical to assist in resolving social and environmental issues relating to Canadian companies operating abroad," said Minister Day. "Ms. Evans is extremely well qualified to meet this challenge and support companies with their CSR needs."

On accepting the position, Ms. Evans said, "I look forward to meeting with stakeholders in the coming months as we begin to establish this new office. I am confident this new position will assist in addressing many of the complex issues surrounding CSR." ■



Powering Global Nuclear Commerce



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Gemcom Launches Mining Software Solution Minex 6.0

Gemcom Software International Inc., the largest global supplier of specialized mining productivity solutions, has recently announced the release of Gemcom Minex(TM) 6.0, the only integrated end-to-end mining software specifically designed for coal and other stratified deposits such as lignite, phosphate, bauxite, iron ore, and platinum.

Minex fully integrates all aspects of mining from exploration through rehabilitation, ensuring that resources are evaluated accurately and mined efficiently, improving productivity and profitability throughout the mining lifecycle.

"Minex provides us with an integrated system for surveying, modelling, planning, and blast design so we can manipulate data and interchange information openly. Minex helps avoid these risks," said Steven Sides, vice president of technical services, Carbones del Cerrejón. "Minex helps Cerrejón develop effective mine plans that can be utilized to make prudent business decisions."

In addition to a comprehensive functionality, effective mine scheduling is also a critical part of any mining operation, especially in today's economy, which is why Minex 6.0 incorporates new, feature-rich capabilities in this area. The software provides mine planners with more scheduling options with the addition of detailed interactive scheduling capabilities to the system. Using this approach allows the creation of schedules by interacting with 3D graphic displays generated directly from seam models, pit designs and reserves. Users also have the option of scheduling to meet volume or tonnage requirements in a given period.

"Smart scheduling of layered deposits, using tools specifically designed for the task, can be the difference between an operation being viable, and one being

marginal or losing money. Minex provides numerous scheduling tools to help our clients get the most from their mines, while efficiently planning the costly extraction of waste material," said Mark Godresse, technical product manager stratified deposits, Gemcom.

"With the depth of scheduling capabilities inside of Minex, mine planners have the industry's most robust range of decision making and communication tools available to them. For example, they can run multiple 'what-if' scenarios to find the best scheduling options and then watch and share animations that accurately represent what the schedule will look like, enabling the identification of potentially costly problems."

Additional benefits of Minex 6.0 include:

Minex, unlike other systems, has been developed specifically for coal and other stratified deposits, providing a decision-making environment that reflects the reality of these kinds of operations and the needs of geologists, engineers, surveyors and others who drive them.

Rapid modelling of all stratified deposit types, including large, deep and complex data-intensive coal projects. Minex's high-speed and efficient modelling technology offers significant time and cost savings over other mining packages. Lower total cost of ownership through the integration of geology, optimisation, design, planning, scheduling, survey, rehabilitation and other functions. Visual confirmation of each stage of the modelling and design process to ensure full confidence in the final model, resources and reserves. Reduction of data duplication by easily connecting to corporate databases and common file and data storage formats, including GIS, CAD and other mine planning data. ■

GEMCOM



India & Canada Partner in the Biggest Mining Show

The Canadian Association of Mining Equipment and Services for Exports (CAMESE), which represents top 400 mining companies, partnered with the Federation of Indian Mineral Industries (FIMI) to hold a three-day Mining Exploration Convention and Trade Show at Bangalore on 16 September, 2009. It was India's biggest mining trade show.

Apart from Canada, mining companies from the UK, Australia and Eastern European countries participated in it. The mining trade show assumed significance as the Indian government is set to unveil a new mining policy which will allow bigger FDI by foreign companies.

Canada, which has the lead in the mining sector worldwide, was represented by Indian-born mining expert Hemant M. Shah, who is also director for a mining equipment major Cubex. He said that Canada was geared up to tap India's untapped mineral wealth.

Shah, who presented a paper 'Perspective of an

Oversees Equipment Vendor in the Indian Mining Sector' at the show, said: "When India announces new mining policy, Canadian companies want to move in quickly to take advantage of it." Despite Canada's expertise, he said, cooperation between the two countries in the mining sector is low.

Currently, about 10 Canadian companies, including Pebble Creek, Wardrop, Versa and Cubex, are engaged in mining operations in Rajasthan, West Bengal, Uttarkhand and Madhya Pradesh.

"Coal India and the National Mineral Development Corporation (NMDC) are very interested in Canadian technology, and they have been participating in our annual mining shows here," he said.

From India, Vedanta has bought a stake in Hudbay Minerals which is a leader in zinc mining in North America. Currently, Canada sells mining equipment worth \$40-50 million each year. ■



Prestigious Schulich MBA Coming to India from 2010



THE SCHULICH MBA in India is a bold new initiative being launched in January 2010. This innovative program allows the person to complete the first year of the Schulich MBA in India in Mumbai, and the second year in Toronto, Canada's financial and cultural centre and one of the world's greatest multicultural cities.

Throughout the studies, one is exposed to the business issues and viewpoints of two very different trade regions on two distinct continents, as you participate in one of the world's leading MBA programs. Throughout this fully integrated program, the student is taught in person by leading Schulich faculty as well as expert Indian practitioners and business faculty.

The first seven months of the program is delivered at SP Jain Institute of Management and Research located in Mumbai focussing on building a foundation in business management fundamentals. In August, the student is then allowed to travel to Toronto and begin a truly

international experience for Year 2 of the program. At this time, one would be able to tailor the MBA studies to meet career goals with 18 specializations to choose from, in functional areas such as finance, accounting and marketing as well as industry focused specializations including Business and Sustainability and Real Estate and Infrastructure.

While at Schulich, one can also benefit from working with classmates from highly varied educational, cultural and professional backgrounds. The diverse perspectives they expose the student to are complemented by Schulich's extensive extra-curricular activities, including student club events, business competitions, conferences and guest lectures. At the same time, one can expand their global network of contacts to draw on for years to come.

Schulich MBA graduates are recruited by leading local and global companies from a wide range of industries and sectors. Schulich MBA in India graduates would have access to counseling and career opportunities in India and around the world through the Schulich Career Development Centre (CDC) and its contacts with corporate stakeholders.



**Schulich Tops
'Beyond Grey
Pinstripes' rankings**

For the first time, Schulich School of Business at York University in

Toronto, Canada, has conquered the top spot of the 2009-2010 'Beyond Grey Pinstripes' rankings.

The rankings, a biennial survey and popular alternative ranking of full-time MBA programs was released by The Aspen Institute and published on TopMBA.com. York University (Schulich) received high marks for the extraordinary number of courses available to students that contain environmental, social and ethical content as well as for the number of relevant scholarly articles being published by the school's faculty members.

While many MBA rankings exist, only one looks beyond reputation and test scores to measure something much more important: how well schools are preparing their students for the environmental, social and ethical complexities of modern-day business. This year, 149 business schools from 24 countries participated in 'Beyond Grey Pinstripes', 18-month effort to map the landscape of teaching and research on issues pertaining to business and society. This is the first year TopMBA.com and the Aspen Institute have partnered to release the rankings. TopMBA.com is a leading specialist MBA website with over 100,000 MBA aspirants visiting the site each month for news and advice on business school.

Nunzio Quacquarelli, editor of TopMBA.com and director of the QS World MBA Tour said, "Beyond Grey Pinstripes provides invaluable insight into those business

schools making a conscious effort to meet the demands of both MBA applicants and MBA employers to deliver a sustainable-focused curriculum. This is a key area of growth in business and society and we expect more top business schools around the world to shape their courses accordingly."

"The best MBA students move quickly into the front ranks of business and the attitudes and values they bring to the table are deeply influenced by their time in business education," says Judith Samuelson, executive director, Aspen Institute's Business and Society Program. "Will they accept the status quo or act on their passion about the positive role business can play at the intersection of corporate profit and social impact? The schools that are competitive in the Beyond Grey Pinstripes ranking are the real trailblazers. They assure that students have the right skills as well as the will to make things happen."

Rich Leimsider, director, Aspen Institute's Center for Business Education says in these challenging economic times, the general public, not just scholars, are questioning whether the established models of business are broken. Beyond Grey Pinstripes schools are thoughtfully pursuing new approaches. They are preparing students who take a more holistic view of business success, one that measures financial results as well as social and environmental impacts. ■

Shastri Partners with AIESEC to Create New Internship Fund

The Shastri Institute has announced a new partnership that will create avenues for more Canadian students to conduct internships in India. Early in September 2009, the Institute signed an agreement with the Canadian branch of AIESEC to provide bursaries for exchange participants traveling to India.

AIESEC is the world's largest student-run organization and has over 50 years experience managing international internships. Each year, AIESEC's Global Internship Program provides 5,500 students and recent graduates with the challenging prospect to live and work in a foreign country in the areas of management, information technology, and development.

From August 2009 to April 2010, the Shastri Institute

will be conducting a pilot project presenting 'Shastri bursaries' of \$1,000 to worthy applicants within AIESEC's Global Internship Program. The aim of the project is to entice more exchange participants to consider India as an internship destination. As an emerging economy, a leader in information technology, and a ground breaker in sustainable development, India would be an ideal destination for students seeking global experience, but currently internship opportunities in India surpass demand from Canadian students.

The Shastri-AIESEC Bursary Fund operates on a competitive application basis. ■

(Courtesy: Shastri Indo-Canadian Institute)

Institutional Proposals Called for Canada Conference Grant

The Canadian High Commission in New Delhi has invited proposals from Indian academic institutions for the Canada Conference Grant. The Canada Conference Grant Program, administered by Canada's Department of Foreign Affairs and International Trade (DFAIT), supports conferences/workshops that address important and timely issues about Canada, its relationship with India or the region, and/or its foreign policy.

The program is designed to assist a teaching or research institution in holding a conference and publishing the ensuing papers and proceedings in a scholarly fashion. The proposed conference must take place between April 2010 and March 2011. The grant being offered is valued up to CAD\$20,000. The application deadline is 15 November, 2009.

The projects should have policy relevance for Canada and Canada's relations with India or the South Asian region. The projects could have a collaboration with researchers at Canadian institutions. Canada's foreign policy priorities are:

- Peace and Security
- North America Partnership (including key Canada-US bilateral issues)
- Economic Development and Competitiveness
- Democracy, Rule of law, Human Rights
- Managing Diversity
- Environment / Energy

Recent Indian recipients of the grant include: 2009-2010

- Gurukula Kangri University, Haridwar

2009

- Madras University M.S. University of Baroda Jammu University

2008

- H.S Gour University
- Kerala University Apurva Society - Jodhpur
- SNDT, Mumbai

The Canadian High Commission is open to assisting any proposal to qualify for funding well before the deadline of 15 November. Application form and guidelines are available at the website: www.cdnstudies.ca. ■

U of T Extends Bridging Scheme to Foreign-trained Lawyers

The University of Toronto (U of T) has recently announced its plans to launch a bridging programme for internationally trained lawyers seeking accreditation to practice law in Ontario. This program, the first of its kind in Canada, joins other bridging programmes at the U of T for professionals such as pharmacists, engineers and nurses. These programmes have proven instrumental in helping Canadian immigrants gain employment in their topic of study.

"My training at the University of Toronto opened up a lot of doors," says Sowmya Vishwanatha, a lawyer originally from India who recently passed the Bar in Canada. After passing her National Committee on Accreditation (NCA) exams, Sowmya joined a working group of NCA-certified international lawyers to help build the proposal for the new bridge programme at U of T. She was elated

to hear that the Government of Ontario agreed to contribute a \$4 million dollar investment, putting the programme on its feet.

A Statistics Canada report from 2006 indicates that over half of recent immigrants holding university degrees are underemployed at some point during their first six years in Canada - almost double the proportion of underemployed Canadian-born citizens. Internationally trained lawyers face several obstacles if they want to become eligible to practice law in Canada. First, they must apply to the NCA to have their credentials assessed and to obtain direction on the steps they must take to obtain a Certificate of Qualification - essentially the equivalent of a Canadian law degree. These steps could include taking courses, attending Canadian law schools and/or write NCA challenge exams.



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Ivey Business School Explore Potential Indian Partnerships

Leaders of the Richard Ivey School of Business visited India in October 2009 to expand the school's ties with the region.



The goal of the trip was to explore partnerships, engage with the academic and business community and to advance Ivey Business School's presence in India.

With Canada and India bolstering their relationship, Ivey Business School is helping build bridges between schools, companies and academics.

"Ivey's involvement in India will extend our accomplishment in China. It strengthens our Asia presence and enhances our capability to train global leaders in Canada and both India and China, the two heavy-weights in today's economy," said Carol Stephenson, Dean, Richard Ivey School of Business and one of the participants on the trip.

Canadian High Commissioner Joseph Caron hosted a lunch for Ivey with guests including academics and policymakers from Indian government. Ivey officials also met with Business School Deans, high-profile academics and business leaders including the CEOs of Birla Sunlife, Naukri.com, as well as senior executives at Indian giants such as Airtel and Infosys, and multinationals including Microsoft, GE, HSBC, and Citigroup.

As a centerpiece of the trip, Ivey leaders today signed a partnership with the Indian School of Business (ISB) for a Case Development Centre. ISB is a world-class business school in India with partnerships with Wharton, Kellogg and London Business School and is a well-recognized leader for preparing executives who can respond well to a rapidly changing global marketplace.

"We are proud to be partnering with ISB in an ambitious case development and training program which will transform the educational environment in India. In so doing, Ivey will also be able to bolster its own capabilities in managing in emerging markets," said Stephenson. As part of the Case Development initiative, Ivey faculty have already taught three case-writing and

case-teaching workshops in India.

"There is great need for India-based cases," said Charles Dhanaraj, Adjunct Professor at Ivey. "It is important not only for Indian students to better understand business in their country, but also important for students of management education around the world to better understand doing business in this important region."

"Well-written cases make business challenges come alive," said Eric Morse, Associate Dean, Ivey. "Case teaching is a strong way of communicating management education to the next generation of business leaders."

Ivey is the second largest producer of business case studies after Harvard and the largest producer of Asian case studies in the world.

With permanent campuses in Hong Kong, Toronto and London, Ontario, Ivey has an enviable experience working in emerging markets. Ivey opened its campus in Hong Kong more than a decade ago, being the first North American school to establish a permanent campus in the region. Ivey Executive Development courses are taught throughout the world. These programs address industry-specific challenges, support major change in the organization's direction and ensure managers share a consistent interpretation of the company's vision and values.

Through its Asian Management Center, Ivey remains as the top producer of China-based cases, including several hundred available in Chinese. Through case-teaching workshops and case-writing workshops conducted in partnership with several Chinese universities, Ivey has contributed significantly in advancing case-based business education in China. Ivey's case competition in China, launched in 2005 by Ivey's alumni, and sponsored by Coca-Cola is a big draw to hundreds of Chinese MBA students every year. ■

U of A, IIT Bombay in Health & Energy Partnership

Professor Pradipta Banerji, former dean of International Relations at the Indian Institute of Technology, Bombay, travelled to Edmonton to work out the details of a major partnership with the University of Alberta (U of A). The two schools would be collaborating on research in health and energy issues. A three-year agreement is planned involving joint conferences and workshops, joint research projects and a considerable amount of graduate student mobility.



Both institutions see the potential for their partnership to produce globally-relevant, world-class research. U of A and IIT Bombay both rank within the top 50 universities in technology-related domains according to the 2008 Times Higher Education QS World University Rankings. In Life sciences and biomedicine, the U of A is ranked 45th. IIT Bombay is has been ranked too and gaining ground in these areas, moving up 53 spots in the last year alone. In an article released by the University of Alberta, President Indira Samarasekera reiterated that, "this really is an occasion for two ranking institutions to compliment our recognized accomplishments and also, perhaps more importantly, use our collective strengths to work together to help prepare our world for the coming centuries."

IIT Bombay has signed several memorandums of understanding (MoUs) with other universities around the world, including Canada, but this is the first of its partnership that it would be investing in financially. Both institutions are demonstrating that they are serious about ensuring that the partnership is productive and they are hoping that it would grow to become a beacon for others. ■

Once internationally trained lawyers obtain their Certificate of Qualification from the NCA they are then entitled to enter the licensing process in their province of residence. The licensing processes vary from province to province but all involve writing and passing exams and articling for several months. Employment search can be challenging for Canadian educated students and is often even more challenging for internationally trained lawyers. Between 1997 and 2007, less than 40 percent of the 3,206 internationally trained lawyers assessed by the NCA obtained equivalency certificates, and even fewer were called to the Bar.

U of T's bridge programme would not fast-track the process of employment for foreign-trained lawyers in Canada, but it aims to significantly increase their odds of success. The programme is to provide ongoing services, from the time students begin the NCA certification process to their successful employment as a lawyer in Canada. These services would include academic training to assist in preparing for the NCA challenge exam, language referrals, cultural fluency training, employment search skill training, workplace experience, career counseling and services, and membership in a centre association.



The Internationally Trained Lawyers programme starts recruitment this fall for winter 2010 classes and expects to accept up to 90 applicants. Ten law firms in Toronto have already demonstrated their support for the programme by creating work placement positions for programme participants. ■

Indo-Canadian Partnership in Oncology Research

"It is really important for our graduate students to be gaining global health competence on pressing cancer care issues," explains Dr. Carmen Loiselle, the in-charge of a six-year old psychosocial oncology research training (PORT) programme in Canada. PORT trains promising graduate students to develop and test innovative, effective, accessible and patient-centred practices to significantly alleviate the burden this on patients, family members, friends and caregivers. The programme recently received renewed funding for another six years through the Canadian Institutes of Health Research (CIHR).

Last year, Dr. Loiselle established a partnership with India through a Shastri Institute Partnership Development Seed Grant. She and the PORT Programme Manager, Michelle Sterling, travelled to Bangalore to develop working relationships with leading Indian institutions such as Kidwai Memorial Institute of Oncology, the National Institute of Mental Health and Neurosciences (NIMHANS), and Bangalore University. This fall, Dr. Loiselle plans to return to India to expand PORT's institutional collaborations.

"Canada has been approaching its related communication and care

in a more individualistic fashion whereas India - a culture that values collectivism - tends to involve multiple stakeholders in its care interventions. Each approach carries inherent advantages and challenges. Through ongoing exchanges among clinicians and researchers involved in our respective programmes, we are learning so much from one another," claims Dr. Loiselle

Thanks to the relationships formed during Dr. Loiselle's initial trip, researchers in Canada and India now communicate on a weekly basis. PORT and NIMHANS researchers recently co-authored an article in the Indian Journal of Palliative Care entitled "Communication with relatives and collusion in palliative Care: A cross-cultural perspective." As PORT's international program continues to grow, Dr. Loiselle hopes to further faculty and student exchanges and conduct more joint training of both researchers and clinicians. With another six years of renewed funding through CIHR, PORT is expanding to include three new university sites, more transdisciplinary areas, and more international outreach.

(Courtesy: Shastri Indo-Canadian Institute) ■



U of S Signs MoU with Indian Rural University

Dr. Brett Fairbairn, Provost and Vice-President at the University of Saskatchewan (U of S), signed a memorandum of understanding with Dr. Gyanendra Singh, Vice Chancellor of a unique university in rural India that focuses its research and teaching mandate entirely on rural development. The partnership is an excellent possibility for Canadian faculty and students to

work in rural areas in collaboration with a well-established Indian Institution.

The Mahatma Gandhi Chitrakoot Gramodaya Vishwavidyalaya University (MGCGV), which was founded in 1991 in Chitrakoot, Madhya Pradesh, undertakes academic, research, extension and training programmes 'for the empowerment of people and for the

Helping the Helpless: MSSO Celebrates Silver Jubilee

Maharashtra Seva Samiti Organization (MSSO) celebrated 25 years of development work 'bridging miles and minds' between Indo-Canadians and the less fortunate in India. In its 25-year history, MSSO has contributed more than four million dollars to projects in India through matching funds from both the federal and provincial governments of Canada. MSSO has worked with destitute women, the physically and mentally challenged, orphans, youth, tribal people, persons afflicted with leprosy, slum dwellers, nomadic communities, deserving but financially deprived students, innocent prison inmates, oppressed farmers, earthquake victims and many others.

The man who is at the forefront of such activity is Dr. Jagannath Wani, a Canadian of Indian origin who feels a sense of gratitude towards the tutoring he received in India which served as a major stepping stone to the comfortable lifestyle in Canada that he and many like himself enjoy. Back in 1984, a group of Canadians of Indian origin felt the need to repay India for its contribution to their lives. This is how MSSO came to be says Dr. Wani.

What drew me to Dr. Wani's projects over other good projects I could have chosen to work for at the time was the sound development philosophy underlying MSSO work. I feel this philosophy is encapsulated in verse written by an Australian Aboriginal woman:

If you have come to help me, You are wasting your time
But If you have come, because your liberation is bound
up with mine; Then let us work Together.

MSSO does not presume to interpret what is good for people; they decide that; MSSO facilitates carrying out this work says Eilish Hiebert who serves as secretary of the MSSO Board.

After surveying several MSSO projects on behalf of Canadian government funders, Eilish Hiebert was compelled to become more involved with MSSO projects and later joined the MSSO board. Eilish Hiebert alongside Jivan Kayande, Vice-president, Chandrakant D Lad, Treasurer, and Jagannath Wani, founder and President, all form part of the board.

MSSO's silver jubilee event was held at the University of Calgary campus, where around 150 guests witnessed the passionate presentations of several social workers who came all the way from India to report on the success of their MSSO projects. Aparna Velankar, editor of Lokmat newspapers, presented a video documentary, Bridging Miles and Minds, on the work of MSSO and Anuradha Naimpally, with her daughter, danced an eclectic Bharatnatyam performance.

The event also coincided with Dr. Jagannath Wani's 75th birthday and 50th wedding anniversary with his wife, Kamalini. Dr. Wani is an emeritus professor of statistics and actuarial science at the University of Calgary who seems to touch the lives of everyone he meets. His friends and family describe him as a man abounding with energy, relentlessly fixed on making the world a better place. He recently released his memoir in Marathi, and plans on having the English version released by the end of the year. All funds raised through the sale of his book will be donated to MSSO. ■

betterment of rural life.' The University offers multidisciplinary courses through 14 departments and 5 faculties up to the doctoral level.

During the month of July, Dr. Singh met with university officials at the U of S campus including the university's Shastri Institute representative, Dr. Braj Sinha, representatives from the International Research Office and the Office of Global Relations, several college deans, two Vice-Presidents and the President, Peter McKinnon. Dr. Singh also travelled to several agricultural institutes, plants and research facilities throughout Saskatchewan and Alberta.

The Vice-Chancellor's trip and the memorandum signing are both results of a 2008 visit to MGCGV by Dr. R. L. Kushwaha, a University of Saskatchewan faculty member in the Agricultural and Bioresource Engineering Department.

The Shastri Institute facilitates such activities as part of its mandate to enhance linkages between Indian and Canadian universities through a Scholar Travel Subsidy programme.

Courtesy: Shastri Indo-Canadian Institute ■

AIAI Inks MoU with Winnipeg Chamber to Broaden Ties

All India Association of Industries (AIAI) signed a memorandum of understanding (MoU) with Winnipeg Chamber of Commerce, Province of Manitoba, Canada. The MoU was signed by Vijay Kalantri, President of AIAI, and Dave Angus, President and CEO of the Winnipeg Chamber of Commerce on behalf of the Chamber. Kalantri said the MoU would encourage and promote the relationship with respect to laws/regulations and co-operation between the two trade organizations. A high level ministerial delegation visited the City of Mumbai to build up strong business ties between the State of Maharashtra and the Province of Manitoba. Manitoba has strengths in industries such as minerals, geo emission manufacturing, agro products, exploration, education, IT and renewable energy. Canada also offers business avenues in aerospace, IT, biotech and nuclear energy according to John Clarkson, Deputy Minister of Manitoba Science, Technology, Energy and Mines, Province of Manitoba, Canada. According to Dave Angus, small businesses with a turnover up to US\$ 1.25 million were not taxed, while for medium business there

was only one percent tax and the highest tax levied was no more than 10 percent. Dr. Digvir Jayas, Vice-President, University of Manitoba claimed that the University worked with the Government in making necessary suggestions for enhancing the overall development of the society.

The others on the team included Bidhu Jha, Member of the Legislative Assembly and Parliamentary Secretary to the Premier for International Trade and Investment, Diane Gray, Deputy Minister of Federal Province and International Relations and Trade and Deputy Minister of Finance, Province of Manitoba, Canada. In the past, AIAI has signed over 140 MoUs with different chambers of commerce and industries and various state authorities to promote bilateral trade between India and foreign countries.



In another development, the Federation of Andhra Pradesh Chambers of Commerce and Industry signed a memorandum of understanding (MOU) with the Winnipeg Chamber of Commerce to enhance its relationship and to promote trade and investment, technology transfers and collaboration between Canada and India. The key sectors for Canadian companies in India include: agriculture and agri-food, infrastructure, information and communications, electric power, oil and gas and aerospace. The MOU was signed during a delegation visit led by two Deputy Ministers from the government of Manitoba in July.

Canadian RFIDs for Indian Rly Cars

Burlington-based IPICO Inc., radio frequency identification (RFID) solution provider, has announced that Kernex Microsystems (India) Ltd. will deploy a RFID and anti-collision system for railway cars using IPICO's IP-X based UHF passive tags and readers.

Kernex Microsystems (India) Ltd. is a technology

company focused on the development and implementation of automated systems for Metro Sky-Bus Urban Transportation System, Advanced Railway Signal Systems and other safety systems. IPICO produces smart labels and tags based on the IP-X communication protocol. ■

MoU on Marketing Flu Vaccines



Quebec City-based Medicago Inc., a biotechnology company focused on developing vaccines based on proprietary manufacturing technologies and Virus-Like Particles (VLPs) has signed a Memorandum of Understanding (MOU) with Ajanta Pharma Limited to discuss and negotiate an agreement to commercialize Medicago's pandemic and seasonal influenza VLP-based vaccines in India and other territories. ■

Ascent Flight Trainers for Aero Club

The Aero Club of India, an organization of flying and gliding clubs in the country, has purchased two Ascent Flight Trainers from Montreal-based Mechtronix Systems Inc., a designer and manufacturer of flight simulators. The Aero Club will use them to offer Instrument Rating training to its students at its training facilities in New Delhi and Patiala. ■



Order for Traffic Management Systems



Saskatoon-based International Road Dynamics Inc., a highway traffic management technology company specializing in supplying products and systems to the global Intelligent Transportation Systems industry, has been awarded two contracts for the design and implementation of integrated tolling and traffic management systems in India. The first contract, awarded by Madhucon Projects Ltd., is to set up a tolling plaza and provide an integrated traffic management solution in Tamil Nadu. The second, awarded by a consortium led by SREI Infrastructure Finance Ltd., is for the implementation of tolling solutions at three connected toll plazas in Madhya Pradesh. The cumulative value of the contracts is approximately C\$1.5 million. ■

Order for Gas Station Retail Buildings

According to a news report, the wholly-owned subsidiary, Minaean Habitat (India) Private Limited, of Vancouver-based Minaean International Corp. Has



received an order from Shell India Marketing Private Limited for the supply and installation of five gas station retail buildings. The modular retail

outlets for the gas stations will be prefabricated and assembled in MHI's Mumbai facility. The order is valued at C\$ 520,000.

BRISC CARR Group Creates Retail Selling Cadre for India

By David Carr, Senior Partner

The Canadian Retail sector, excluding the auto sector, generates as in the United States, a gross margin of 30 percent. Our Labor Productivity (Gross Domestic Product for every hour worked) in the Retail Sector, however, has been increasing at a time when it has been dropping elsewhere in North America. Canadian Retail has emerged a whole head and shoulders above the rest of the economy with labor productivity close to double the rest of the Canadian economy.

Several factors no doubt contribute to these improved metrics. The key one is our men, women and youth who work as retail selling professionals with a smile and superior customer service. They "Know How To" make their time on the shop floor productive. They know how to create a comfortable shopping experience for their customers who then will return for more.

At a time when India has begun its journey into organized retail, in a range of formats, the key success factor for sustainable returns will be the quality of the workforce in retail.

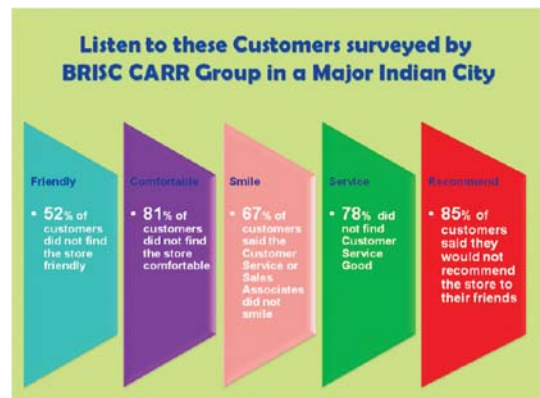
BRISC- CARR Group, a Canadian Retail Consulting and Training firm established by senior management consultants and trainers with extensive experience in India at BRISC Management Group, and David Carr at David Carr Associates, got together in 2006 to quietly prepare and strengthen Indian retail.

Over the last few years, the firm has in addition to building North American partnerships with India successfully, invested and delivered significant initiatives to strengthen Indian retail sales professionals. Apart from the unique Guna Anveshna Kendra®, Assessment Development Centers, for frontline retail sales professionals, the team has recently launched a synthesized culturally sensitive bilingual online training program.

Prior to the development of our bilingual online retail training program, we researched

needs. Here is a sample from what we found:

Is it any wonder then that many Indian retail investors worry about reducing foot falls, and margins shrinking to a level that makes them critically evaluate the



opportunity cost of their investments? As the novelty of more physically comfortable and visually appealing shopping spaces becomes passé, then performance will rest on the shoulders of the men, women and youth who provide customer service and make sales.

We at BRISC CARR Group decided that we would work to combine the experience and knowledge of the Indian customer service milieu - which had been formed by engagements for clients like Baskin & Robbins, Planet M, Bausch & Lomb, Veedol, Cadbury's, Hotel Leela Kempinski and a host of others with the extensive training that tens of thousands of retail selling professionals in Canada and the US receive at Sears, Canadian Tire, Grand and Toy, Shoppers Drug Mart, Home Hardware, LCBO, to name a few. The outcome is an exciting online training solution on an advanced Learning Management System for India. J.P. Singh, formerly Managing Director of Bausch and Lomb India has been leading the effort to implement our online solution for the optical industry. Our integrated operations from Mystery Shopping to training for Customer Service, Visual Merchandizing, Retail Operations, Team Working have been combined with Instructional Design and technology to develop premium online interactive training modules. More than 50,000 professionals have been using our strategy to strategy to generate outstanding sales figures and to create exceptional customer loyalty.

As a Canadian venture, we are proud to have the opportunity to participate in some leading edge innovation and growth in the Indian retail industry. We believe in having fun while we do some serious work in empowering retail selling professionals while they go about their work. Here are some glimpses of our team in action, in Toronto.

Giving Indian trade the wings to fly globally.



Bank's Major Initiatives

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- Overseas Investment Finance
- Lines of Credit
- SME & Agri Finance
- Support for Grassroot Enterprises
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Products and Services

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- Post-shipment
- Investment Abroad
- Advisory Services
- Import Finance
- Export Product Development
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EXIM Bank has undertaken a multitude of promotional activities through innovative projects that have been highly acknowledged by its clientele and stakeholders

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- 'Trade Development Award by the Association of Development Financing Institutions in Asia & the Pacific (ADFIAP) in 2009, and "SME Development Award" in 2008.

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To develop commercially viable relationships with a target set of externally oriented companies by offering them a comprehensive range of products and services, aimed at enhancing their internationalisation efforts.

Our goal for your future

At EXIM Bank we aspire to promote the country's international trade by providing comprehensive to exporters and importers globally. The future will witness a plethora of products and services for the Rural Grassroot and SME sector, as EXIM Bank will take rural products to the

EXIM Bank is dedicated to encouraging globalisation efforts of Indian enterprises across all sections of the economy. • Rated by Moody's (Baa3), ICRA (BBB+), S&P (BBB-) and Fitch (BBB-) • 27 years of continuous profits and dividends • Resources raised in International Debt Capital Markets through Loans/Bonds/FRNs/Samurai Bonds



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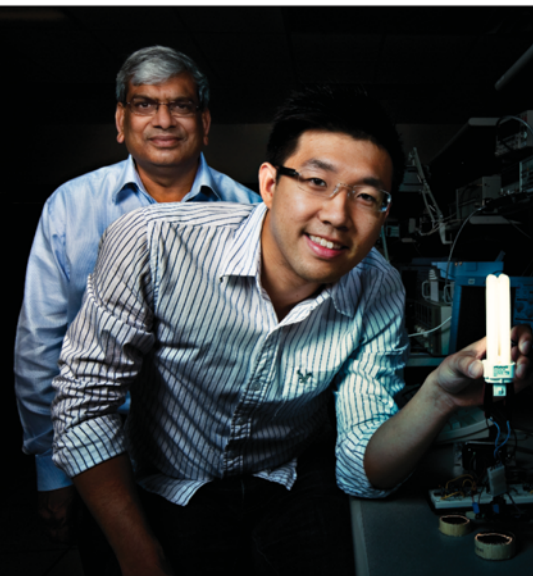
Queen's University visits India

Queen's University is a proud participant in the December, 2009 Ontario Clean Tech Mission to India led by Premier Dalton McGuinty

Located in Kingston, Ontario, Canada on the shores of Lake Ontario, Queen's University has world-class scholars and researchers, renowned academic programs, and excellent facilities. It is home to approximately 21,000 undergraduate and graduate students.

Queen's is among Canada's most research-intensive universities with ongoing and emerging strengths in areas such as green chemistry, astrophysics, environmental research and the social impacts of information technology. Queen's researchers have made significant discoveries in the areas of biology, ecology, clean energy, renewable resource development, Arctic ecosystems, and safe drinking water.

Queen's University looks forward to increasing partnerships in India, developing more academic and research connections, developing comprehensive student exchange programs and increasing international student recruitment.



Dr. Paveen Jain, along with PhD student John Lam, has created a more efficient compact fluorescent light bulb.

