



# Business Opportunities in Canada

*From Consulate-General of India, Toronto, Canada*

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### **Harper Government continues to focus on jobs and growth**

The Honourable Gary Goodyear, Minister of State for Science and Technology met with representatives from small and medium-sized businesses to hear their views on the economy and the policies that the Harper Government should adopt to continue to create jobs and stimulate economic growth. "Our government's top priority remains the economy. As the Prime Minister promotes trade in Davos, my colleagues and I are consulting with Canadians across the country on Canada's Economic Action Plan," said Minister Goodyear. "These consultations will help to decide how to invest Canadians' hard-earned tax dollars to create jobs and growth while keeping taxes low and returning to a balanced budget." The Minister pointed out to the business leaders that while the government's programs to encourage business research and development (R&D) are among the most generous offered among industrialized nations, Canada continues to lag behind other countries in private sector investment in R&D. Source: Industry Canada

### **Minister Oliver wants quicker reviews**

Natural Resources Minister Joe Oliver vowed the federal government will mandate strict timelines on regulatory reviews of industrial projects in Canada as part of legislation that will be introduced this year. Warning that lengthy reviews cause investment dollars to leave Canada, Oliver said he wants to eliminate overlap in environmental assessment of economy-boosting mining and energy projects by Ottawa and the provinces and territories. "The fundamental reorganization we need to make requires system-wide legislative changes and lots of it," Oliver said, noting the provinces and territories are broadly on board with the idea to co-operate on regulatory approvals. "The ultimate goal is simple - one project, one review in a clearly defined time period," he said. Oliver also said the changes will still allow "legitimate" intervention by Canadians concerned about the environmental impact of projects, including aboriginal groups, but that strict timelines need to be enforced. Source: Edmonton Journal

### **Minister Paradis welcomes the Canadian production of Honda's 2012 CR-V in Alliston**

The Honourable Christian Paradis, Minister of Industry, made the following statement, welcoming the news that Honda of Canada Manufacturing will begin mass production of the fourth-generation Honda CR-V in Alliston, Ontario: "The Government of Canada welcomes the news that Honda of Canada Manufacturing has chosen its Alliston plant to manufacture the 2012 Honda CR-V. We are proud that Ontario will now be home to Honda's top two best-selling Canadian vehicles, the Civic and CR-V. "The automotive industry is an essential part of the Canadian economy, and Honda is a key contributor in this regard. The decision to manufacture these two great vehicles here is a testament to the company's confidence in Canada as a competitive auto manufacturing country. It also demonstrates that Canada continues to put in place the right conditions for automotive investment, thereby creating jobs and growing our economy. Source: Industry Canada

## **Minister Fast welcomes new Canadian Headquarters for Siemens AG**

The Honourable Ed Fast, Minister of International Trade and Minister for the Asia-Pacific Gateway, welcomed the news that Siemens AG will be expanding its presence in Canada by constructing a new headquarters in Oakville, Ontario. Minister Fast's remarks follow a meeting with Peter Löscher, President and Chief Executive Officer of Siemens AG, on the margins of the World Economic Forum's annual meeting in Davos, Switzerland. "Our government is pleased that Siemens recognizes that Canada is a great place to do business, as shown through its investment in a new headquarters in Oakville, Ontario," said Minister Fast. "This facility will solidify Siemens' presence in Canada and could serve as a platform for future growth. Canada's strong economic fundamentals and world-leading competitive advantages make it an investment destination of choice for savvy global investors. Siemens is one of the largest and most diversified companies in the world, specializing in electronics and electrical engineering, energy, health care and urban infrastructure. In Canada, it employs approximately 4,500 Canadians, based primarily in Ontario and Quebec. Source: Industry Canada

## **Export surge pushes trade surplus above \$1-billion**

Canada's trade balance roared back to a big surplus in November, owing mainly to strong energy exports. The Bank of Canada has made three key points over the past few tumultuous months: the European crisis is causing an extreme amount of uncertainty even as the U.S. economy shows some signs of progress; Europe's potential impact on the Canadian economy is through "indirect channels" like trade and confidence, both here and in the U.S.; and, regardless, businesses should look past the current turmoil and keep investing for the future. Canada unexpectedly posted a huge surplus of more than \$1-billion in November, Statscan said. Exports saw a healthy gain of 3.2 per cent, led by energy and automobiles, with much of the gain attributed to U.S. customers. The agency also revised the previous month's trade deficit, cutting it almost in half. Source: Globe and Mail

## **2011 M&A transaction volumes hit all-time high in Canada**

Amidst a year of turmoil, Canadian dealmakers were motivated and busy in 2011, with volumes hitting an all-time high of 3,173 M&A transactions, worth \$189 billion. A report released by PwC also points to deal values rising by 22% compared to 2010 and double the 2009 value tally. Many Canadian entities were focused outward this year with the percentage of Canadian M&A deals involving a domestic target dropping to 51%, down from a high of 81% in 2006. The report shows that Canadian deals represented 10% of the global M&A market in 2011, up from 7% at the 2007 market peak. Also, for the first time in history, the value of Canadian acquisitions into the US outpaced the value of US-led deals in Canada. In 2012, Canadian M&A will likely move forward at a measured pace. The report says: "We anticipate Canadian M&A to outpace global M&A growth rates and end the year in-line or moderately below the 2011 domestic tempo." PwC outlines five trends that will help to shape the 2012 deal market. Source: Digital Journal

## **Fisher: Canada playing bigger role on world stage, at last**

The International Monetary Fund reckons that Canada's gross domestic product moved ahead of the U.S. by about \$3,000 on a per-capita basis last year. Canadian banks are the most stable in the world. Few Canadian homeowners are losing their homes to foreclosure. Driven by oil, potash and once again wheat, our economy has outpaced most other western countries for some time. In a quiet acknowledgment of these facts, the governor of the Bank of Canada, Mark Carney, was appointed as the new Chief of the Financial Stability Board. New trade deals and links with the Americas, the Pacific Rim, India and Europe have been completed or are in prospect. There has been a major shift on relations with China that has been clearly designed to enhance trade. Travel and trade between Canada and the U.S. will become easier. The Harper government opted out of the Kyoto Protocol on climate change because it would have badly hurt Canada economically by cutting our greenhouse gases while some of the world's major polluters would not have been obliged to do so. Source: Montreal Gazette

## **Canadian SMEs warming to emerging markets**

Canada's small businesses say they will begin to look to emerging markets for export opportunities to supplement their trade activity with the United States, according to a recent study commissioned by UPS Canada. The Angus Reid survey shows one in five SMEs (21 per cent) say they will consider conducting business in emerging markets such as China, India or Mexico with some looking to broaden their export practices to overseas markets. The shift in attention is being spurred by a greater sense of optimism related to emerging markets with 59 per cent of SMEs believing blooming middle classes in these markets have a growing appetite for Canadian goods. There is also a sense that current national export activity predominantly carried out by big business is not sustainable over the long term. In fact, two-thirds of the survey respondents were unsure that Canada can remain globally competitive if export generation comes solely from large enterprise. Source: Canada NewsWire

## **Canadian Dollar close to parity in comparison to US Dollar**

The Canadian dollar has been trading close to parity in comparison with the US Dollar during January. It closed at 0.99 US dollar on January 31<sup>st</sup> 2012. Source: Bank of Canada

# **INDIA - CANADA**

## **India-Canada to fast-track CEPA negotiations**

Union Minister of Commerce and Industry, Anand Sharma and his Canadian counterpart, Ed Fast, have agreed to fast-track the CEPA negotiations between the two nations. Minister Sharma informed this during his meeting with his Canadian counterpart at the World Economic Forum at Davos on January 27th. Both the Ministers agreed to fast-track the CEPA negotiations and committed to advise the negotiators who are meeting in February accordingly. It was decided that a CEO forum will be formed and will meet for the first meeting when Minister Sharma visits Canada in May-June this year. Both the

leaders reviewed the bilateral ties and expressed satisfaction over the deepening economic ties. Meanwhile the President of Walmart International, Doug McMillon also met the Indian Minister and discussed investment climate in India. He conveyed his commitment to invest in Indian market as and when FDI in multi brand retail is allowed.

Source: SME Times News Bureau

### **Scope for tie-ups between Indian MSMEs, Canadian companies: MSME Minister Virbhadra Singh**

Indian and Canadian companies can collaborate and form joint ventures in various areas including finance, pharmaceuticals, medical equipment and services, MSME Minister Virbhadra Singh said. "MSMEs in India are looking to exploit opportunities in countries like Canada through joint ventures, collaboration and technical tie-ups," Mr. Singh said. Segments such as machine tools, pharmaceuticals, textile machinery, auto components, medical and mining equipment provide excellent opportunities for such collaborations and tie-ups, he added. He said the combined strengths of Canada's and India's respective services sectors largely complement each other. Canadian firms can collaborate with their Indian counterparts to harness each other's strengths in developing innovative products and services, Singh added. Source: Economic Times

### **Minister of Micro Small & Medium Enterprises addresses “India - Canada Partnership: the Way Forward”**

To strengthen business relations between India and Canada, the Indo Canada Chamber of Commerce along with Confederation of Indian Industry and India-Canada Business Chamber, organized a Round Table. The purpose was to establish direct linkages between Canadian and Indian companies to boost business between the two countries. Minister of Micro Small & Medium Enterprises, Mr. Virbhadra Singh said, “I would like to give you a snapshot of the MSME sector in India. The Micro, Small and Medium Sector has emerged as an engine of growth of the Indian Economy. It has contributed significantly towards India’s robust economic growth even in the face of the global financial crisis. The Sector consisting of 26.1 million units, as of today, provides employment to over 60 million persons. The Sector through more than 6,000 products contributes about 8% to GDP besides 45% to the total manufacturing output and 40% to the exports from the country. The Sector has also the distinction of creating comparatively much more employment per unit of investment. The Sector is expected to perform an important role during the 12th Five Year Plan Period (2012-17) in enabling the country to achieve the envisaged overall growth rate of 9% during the Plan.” Source:

Press Information Bureau

### **Canada to enter Indian auto parts market via CEPA**

Canada proposes to drive into the Indian auto component market through the Comprehensive Economic Partnership Agreement (CEPA) now being negotiated between the two governments, said Stewart G. Beck, Canada’s High Commissioner to India. “We are looking at tariff reductions across sectors but the focus is to get maximum access to the Indian auto component industry where tariffs continue to be high. India, on its part, is looking at services sector as well as labour mobility to Canada under this agreement,

which will be mutually beneficial to both the countries as we compliment each other,” Mr. Beck said. According to him, the fourth round of negotiations between the two countries will be held in February in New Delhi and the agreement is likely to be concluded by 2013. The effective import duty on auto components in India, as of now, stands at 7.5% and Canada, which has free trade of components within North American continent, finds it “very high” by all standards. Source: mydigitalfc.com

### **Indo Canada Chamber of Commerce wins diaspora honour**

A Canadian organization has received the greatest overseas tribute granted by the Indian government. The Pravasi Bharatiya Samman Award (PBSA) was presented to the Indo Canada Chamber of Commerce (ICCC) by Pratibha Devisingh Patil, President of India. “This award is the ultimate recognition that an overseas Indian organization aspires to get. I am gratified that the Government of India has acknowledged the sterling contributions of our Chamber during the last 35 years,” said Satish Thakkar, President of the ICCC, as he accepted the award. The Indo Canada Chamber of Commerce is a non-profit organization, headquartered in Toronto with several chapters across Canada. It has a mandate to increase trade between Canada and India. Source: Globe and Mail

### **Microbix signs drug partnership deal with Zydus Cadila of India**

Microbix Biosystems Inc. a Toronto-based biotechnology firm, has signed a deal with Indian drug company Zydus Cadila to sell Microbix's anti blood-clotting drug Urokinase in the North American market. Financial terms of the deal were not revealed. The Urokinase drug had been widely used for decades but was pulled off the market a few years ago. Microbix bought the rights to the drug in 2008 and sought a partner to help pay the costs of relaunching the drug and getting regulatory approval in North America. The company said it estimates the size of the market for Urokinase in the U.S. alone could hit \$400 million by 2020 for use in lung artery blockages, catheter use, cancer and eye treatments. Source: Canadian Business

### **Tourism Commission will invest around C\$ 3 million in the Indian market in 2012**

Canadian Tourism Commission (CTC) is aggressively tapping the Indian market, said Derek Galpin, Managing Director - China & India, CTC. There are obviously some challenges affecting some of our traditional markets such as UK, Europe and the USA but for China we are seeing growth of some 24% year on year and in India growth of around 10%. We would see these trends continuing in 2012 as we invest more funds into these two markets. The economic difficulties in Europe and the USA may have an impact on travellers and where they decide to spend their discretionary income. I think it is too early to judge if the weakening Indian currency will impact outbound travel. The Canadian Tourism Commission's (CTC) will be investing around CAD three million dollars in the Indian market in 2012 with a focus on consumer advertising campaigns inspiring travellers to visit Canada across the four seasons and investing funds with our key account travel agent partners in co-op advertising campaigns. Source: Express Travel World

## **World Trade Centre Montréal signs a Memorandum of Understanding with World Trade Centre Mumbai and All Indian Association of Industries**

The Board of Trade of Metropolitan Montreal and its team of international trade experts, the World Trade Centre Montréal announced the signing of a memorandum of understanding with World Trade Centre Mumbai and All Indian Association of Industries as part of the 2012 Quebec-India trade mission headed by Minister of Health and Social Services of the Government of Quebec, Dr. Yves Bolduc. "The signature of the agreement with World Trade Centre Mumbai is a continuation of the initiatives instigated during the 2011 trade mission to India by the former Minister of Economic Development, Innovation and Export Trade, and which the Board of Trade attended. This memorandum of understanding will facilitate the exchange of information and collaborations," said Michel Leblanc, President and CEO of the Board of Trade of Metropolitan Montreal.

Source: Board of Trade of Metropolitan Montreal

## **Tata Steel Minerals signs rail deal to export ore through Quebec port**

Tata Steel Minerals Canada Ltd. has entered into a rail deal to transport iron ore products from a joint venture project in Labrador to a Quebec port. The deal, announced on January 30th by Tata's joint venture partner, New Millennium Iron Corp. will see product from their ore project transported from Emeril Junction, N.L., to Arnaud Junction in Sept-Iles, Que. The product will then be exported to Europe. Under the confidential life of mine agreement with Quebec North Shore and Labrador Railway Co., Tata will supply the rail cars while the railway, a subsidiary of Iron Ore Company of Canada Ltd., will supply the locomotives. "This new agreement is an important step in the logistics process of delivering iron ore products to Tata Steel Europe, said New Millennium President and CEO Dean Journeaux. Journeaux added that the deal will provide cost and transport certainty for the project over the life of the mine, expected to be 15 years or more.

Source: Canadian Business

## **RIM retains cool in India after global shake-up**

With two high-profile executives exiting Research in Motion (RIM), the makers of BlackBerry, it might look like the Canada-based smartphone vendor is in trouble. But its problems won't manifest in India, say experts. The Indian market, in the first 11 months of 2011, saw smartphone shipments cross the 10-million mark for the first time, accounting for six per cent of the 166 million shipments. RIM's ability, say experts, to survive in a market full of Nokia and Samsung products will depend on its capacity to turn around consumers' perception of the brand. Also, it must retain corporate clients. Two years ago, the company re-branded its product from a phone for executives to that for youngsters. It is also targeting low-usage customers, with packages for pre-paid customers (comprising a little more than 80 per cent of the telecom market in India). RIM and its operator partners have renewed efforts to bring younger users to the BlackBerry fold. Source: Rediff Business

## **Obzerv Technologies Inc. receives a Contract from Bharat Electronics Ltd. for 46 Range-Gated Cameras**

Obzerv Technologies Inc. has received a contract from Bharat Electronics Ltd. to supply 46 ARGC-2400 cameras. Obzerv's electro-optic cameras will be integrated by Bangalore-based defense Public Sector Company Bharat Electronics Ltd. (BEL) in a multi sensor Coastal Surveillance System. Each system to be supplied to Indian Coastguard will include: the ARGC-2400, a thermal imager, a radar station and meteorological sensors, all of which will be mounted on lighthouses and towers. While the radars and thermal imagers will be dedicated to the detection and location of intrusions from the sea, the ARGC-2400 cameras will be used to classify and identify those targets to provide situational awareness and the ability to counter a threat. Among many features, the main advantage of the long-range night vision cameras developed by Obzerv is their capabilities to perform long-range identification using Obzerv's unique Patent Pending pulse laser source. Source: Obzerv Technologies Inc.

## **Imax Corp signs deal with India's SPI Group**

Imax Corp has signed a deal with India's SPI Group to build four theatres in India focusing on digitally enhanced "Bollywood" movies, Chief Executive Richard L. Gelfond said. Imax, which now has three theatres in India, has been slow to build a presence in the country, which produces 1,000 films annually and is top in the world in movie attendance. So far, the Canada-based company has released only Hollywood movies in India using its digital technology on its signature giant screens. "In India, we cannot just build a world class market with North American films," Gelfond said. "We need to make Bollywood films an important factor." Imax also plans to eventually release Bollywood films in cities such as Toronto and New York, as well as in cities in South East Asia that have large Indian populations. Overall, the company plans to build five theatres in India in 2012 with SPI and other partners, and expects to have a total of 15 to 17 theatres in the country by the end of 2013. Source: Reuters

## **CORPORATE NEWS**

## **Maple Group extends offer for TMX**

Maple Group, the consortium of 13 financial institutions looking to take control of the company that owns the Toronto Stock Exchange is extending its offer for about another month. The offer will now be good until Feb. 29. It had been set to expire on January 31st. Maple says it has made numerous submissions to regulators in an effort to get the approvals it needs to complete the deal, which values the TMX Group at roughly \$3.8-billion. As part of its bid, Maple plans to buy all of Alpha Trading, an alternative trading system owned by the major players in the Canadian securities industry including the big banks, and CDS Inc., a clearing and depository firm, and add them to TMX Group to create a bigger Canadian-based exchange. Approval by Canada's Competition Bureau is a key regulatory hurdle to the deal, and regulators have been concerned about the agreement giving the organization too much control of the prices of stock trades and other fees. Source: Globe and Mail

### **TMX buys 16% minority stake in Bermuda Stock Exchange**

The TMX Group Inc., operator of the Toronto Stock Exchange, said it has purchased a 16 per cent stake in the Bermuda Stock Exchange. Tom Kloet, the group's Chief Executive, will join the BSX's board as the TMX becomes one of its biggest shareholders. "This investment represents TMX Group's commitment to looking beyond Canada for opportunities," Kloet said in a release. "BSX and TMX Group both have a culture of continually striving to innovate and offer our clients enhanced products and excellent customer service. I am certain we will be well aligned as we consider future initiatives together." The transaction comes as business activity between Bermuda and Canada increases, the company said in its announcement. In October, the Bermuda exchange became recognized as a designated stock exchange under Canadian tax rules.

Source: Toronto Star

### **CIBC leads Canadian Banks for Mergers, Ousting Goldman Sachs**

CIBC led Canada's investment banks in advising on Canadian mergers last year, ousting foreign firms such as Goldman Sachs Group Inc. (GS) and Morgan Stanley from the top-three spots for the first time in at least a dozen years. Canadian Imperial Bank of Commerce's investment bank worked on 38 deals valued at \$36.1 billion, including advising Equinox Minerals Ltd. on its sale to Barrick Gold Corp., according to data compiled by Bloomberg. Bank of Montreal (BMO)'s BMO Capital Markets was second, followed by Royal Bank of Canada (RY)'s RBC Capital Markets. JPMorgan Chase & Co. (JPM) was fourth and Toronto-Dominion Bank was fifth. Canadian companies were involved in 2,300 announced takeovers valued at \$177.5 billion last year, down 11 percent from almost \$200 billion in 2010, according to Bloomberg data.

Source: Bloomberg News

### **Scotiabank looks to sell skyscraper headquarters for \$1 billion**

Scotiabank's landmark red skyscraper in the heart of Toronto's financial district could get \$1 billion or more if real estate trusts, pension funds and others get the chance to bid for Canada's second-tallest building, a commercial real estate expert said. Fund managers such as the Ontario Teachers' Pension Plan, the Canada Pension Plan Investment Board and the Caisse de depot et placement du Quebec, as well as the major real estate trusts would all likely be interested in acquiring all or some of the building. Scotiabank confirmed recently that it was in the very early stages of exploring the possible sale of the building as part of a regular review of its operations. Scotiabank is the only one of Canada's big banks that owns its head office in downtown Toronto. Source: Canadian Press

### **Siemens to buy Canada's RuggedCom for \$382 million**

Siemens has agreed to buy RuggedCom Inc, the Canadian maker of data communications networks systems, for about \$382 million in cash, to improve access to markets in North America and the Asia-Pacific region. The deal, considered small for Europe's biggest engineering company, is its largest since Siemens took over Israeli solar thermal fields maker Solel for \$418 million in 2009. The German company said it would offer \$33.00

per share to RuggedCom. RuggedCom, which had revenues of around \$94 million US last year and employs 360 people, makes heavy-duty routers and ethernet cables specifically designed in challenging environments such as those found in electric power substations and smartgrids. Anton Huber, Chief Executive of Siemens Industry Automation division, said the acquisition of RuggedCom would improve Siemens' router and switch products as well as improve access to markets in North America and the Asia-Pacific region. Source: Business News Network

### **McKesson Canada confirms \$25 million centre in Moncton**

McKesson Canada is investing \$25 million into a distribution business in Moncton that will serve the Maritime region. McKesson Canada is moving to a new distribution centre in Moncton's Caledonia Industrial Park, where it will employ 90 people. The new centre will hire 40 new workers on top of the 50 existing employees the company had at its previous facility. Nick Loporcaro, the President of McKesson Canada, said the new centre will enable the company to generate more efficiencies for its customers. The company previously had separate facilities in Moncton and Halifax. Premier David Alward said attracting companies, such as McKesson, to New Brunswick is a key part of the province's economic development strategy. The company said its distribution centres supply 40 per cent of the medicines used in Canada to 6,300 retail pharmacies and 1,350 hospitals, clinics and institutions. Source: CBC News

### **Xerox acquires Oakville's LaserNetworks**

Xerox Corp. will be using Canadian technology to improve service for its North American clients. The Norwalk, based printing giant acquired LaserNetworks Inc., an Oakville, Ontario based provider of managed print services. Although financial terms of the transaction were not disclosed, Industry Canada filings note LaserNetworks has annual revenues ranging between \$10-million and \$25-million, suggesting the final price would be above the high end of that range. The deal has been in the works for about two months, according to Xerox Canada spokesman John Quinn, noting LaserNetworks' annual revenues for its latest fiscal year, ended September 30, was \$46.8-million. Under the terms of the deal, which has closed, Mr. Stoate, founder of LaserNetworks will continue to lead the company as the top executive of a wholly-owned Xerox Canada subsidiary. Xerox operates a research and development facility: the Xerox Research Centre of Canada (XRCC) in Mississauga, a short distance from LaserNetworks' facilities. The XRCC specializes in imaging and materials research. Source: Financial Post

### **Montreal firm with technology to manage cellphone bills sells for US\$ 9million**

Canadian technology to help manage mobile phone bill shock has attracted attention from a major U.S. software firm. Anomalous Networks Inc., a Montreal-based provider of real-time telecom expense management software, was purchased by Tangoe Inc. in January. Financial terms of the deal were not disclosed, although a regulatory filing made by the Connecticut-based acquirer said the offer included a combination of cash and stock worth approximately US\$9-million. "The acquisition of Anomalous Networks will enhance Tangoe's ability to address this challenge by adding additional best-in-class, real-time expense management capabilities to our industry leading [communications lifecycle

management] platform." Al Subbloie, Tangoe Chief Executive, said. Anomalous offers a free app for consumers as well as a paid version for businesses. Source: Financial Post

### **Pan American Silver buys Minefinders Corp.**

Pan American Silver Corp. plans to create a silver-producing powerhouse with the proposed \$1.5-billion acquisition of Mexico-focused Minefinders Corp. Pan American is offering cash or shares or both for Vancouver-based company Minefinders, owner of the Dolores silver and gold mine in northern Mexico and the nearby La Bolsa property set to begin production later this year. The deal will create a combined company valued at \$4-billion and double Pan American's silver production to 50 million ounces by 2015, with eight mines across Latin America. Pan American Chief Executive Officer Geoff Burns acknowledged that the deal strays from the company's previous organic-growth strategy, but also cited the scarcity of silver assets available around the world to help fuel growth as reason for making the company's largest acquisition to date. Minefinders produced about 3.6 million ounces of silver last year and about 74,000 ounces of gold, with annual sales of \$241-million. Its targeted production will grow 80 per cent by 2015, once the La Bolsa mine starts pumping out metal. Source: Globe and Mail

## ***FORTHCOMING EVENTS IN CANADA***

**Electric Vehicles and Infrastructure Summit: (February 22-23, 2012, Toronto):** the summit will bring together key stakeholders involved in leading EV projects around the world. It will provide an opportunity to hear strategies employed by pioneering markets to overcome major challenges in EV roll-out and ensure that your city is prepared for the highly-anticipated arrival of electric vehicles. ([www.evehiclesummit.com](http://www.evehiclesummit.com))

**Cultivating and Sustaining your Creative Economy Summit: (February 28-29, 2012, Metropolitan Hotel, Toronto):** is a forum that provides best practices and insights for governments, business associations and other stakeholders to nurture and expand their creative economy. ([www.creativecitiescanada.com](http://www.creativecitiescanada.com))

**Prospectors Developers Association of Canada 2012: (March 4-7, 2012, Metro Toronto Convention Centre):** showcases 350 exhibitors promoting the latest technology, products, services and mining jurisdictions, over 27,700 industry representatives attend every year. The show attracts international delegates from 120 countries. ([www.pdac.ca](http://www.pdac.ca))

**Fabtech Canada 2012: (March 20-22, 2012, Toronto Congress Centre):** is the first fabricating, metal forming and welding event in Canada. Fabtech will bring the most relevant and important information on industry standards, The show will also feature expert-led educational sessions and special events focused on different topics. ([www.fabtechcanada.com](http://www.fabtechcanada.com))

**Demo International 2012: (September 20-22, 2012, Saint Raymond, Quebec):** has evolved into one of North America's largest and unique outdoor equipment shows. It will attract over 150 exhibitors featuring the latest technologies in equipment, products and services covering all aspects of woodlands operations, from silviculture and harvesting practices, road construction, biomass harvesting, recovery and transportation systems, to private woodland management. ([www.demointernational.com](http://www.demointernational.com))

***BUSINESS OFFERS FOR INDIAN COMPANIES***

1.	Munro Ltd. Barrie, Ontario Phone: 705-734-2892 Ext: 272 Email: <a href="mailto:mczarnota@munroltd.com">mczarnota@munroltd.com</a>	Manufacturers of pre-cast concrete products for infrastructure projects. Looking for steel casting companies or foundries
2.	Rehtis Holdings Toronto, Ontario Phone: 905-597-4412 Email: <a href="mailto:marcuspaul@gmail.com">marcuspaul@gmail.com</a>	Looking for manufacturers of non-GMO soya bean products
3.	Moka Import Export Quebec City, Quebec Phone: 418-653-5618 Email: <a href="mailto:mokabiz@yahoo.com">mokabiz@yahoo.com</a>	Looking to import Indian long grain rice, Indian basmati rice, soyabean oil, almonds, dried apricots, chickpeas, white kidney beans, green peas, yellow peas and dried raisins