



Business Opportunities in Canada

From the Consulate-General of India, Toronto, Canada

Number 8/2010

1 Aug 2010

INDEX

Contents	Page
Canadian Economy	2
India – Canada	4
Corporate News	5
Forthcoming Events In Canada	8
Business Offers For Indian Companies	10

Please send your enquiries/comments to comsec@cgitoronto.ca

The data used in this bulletin has been obtained from various published sources. The Consulate General of India in Toronto does not accept any responsibility for its accuracy.

Prospects for jobs looking up across Canada

The future looks bright for job-seekers in Canada, though prospects in some of Canada's major cities are disappointing in the near term, according to a report. The Conference Board of Canada's Help-Wanted index for June shows prospects for near-term employment are up or stable in 19 of the census metropolitan areas, which include cities and their surrounding suburban areas, included in the study, and down in eight. In the Atlantic region, prospects are good in St. John's, N.L., Saint John, N.B., but down in Halifax, as per the report, based on the seasonally adjusted number of new jobs posted across 79 job-posting websites during the month. Of Ontario's 11 CMAs, near-term prospects were looking up in Kingston, Toronto, Hamilton, London, Windsor, Kitchener and Thunder Bay, while things were stable in Greater Sudbury and not as optimistic in Ottawa-Gatineau, Oshawa, or St. Catharine's-Niagara. Source: Financial Post

Canada adds 93,000 jobs in June

Canada's economy added about five times as many jobs as expected in June suggesting the recovery hasn't lost its momentum despite recent disappointing growth data. Employers hired 93,000 workers in the month with the jobless rate falling to 7.9%, Statistics Canada said. It was the first time the unemployment rate has dropped below 8% since January 2009. Economists had been looking for a gain of about 18,000 jobs. Canada has now recouped nearly all of the jobs that were lost during the recession. Adjusting for population, Canada has created four million jobs since July 2009 compared with 176,000 in the U.S., according to TD Bank Financial. Ontario and Quebec accounted for nearly all the gains, with 90,000 jobs created in the two provinces. The private sector added 51,900 new jobs, taking the total created by businesses to 246,200 in the past four months. Source: QMI Agency

Foreign buys of Canada securities hit record in May

Foreigners bought a record C\$23.16 billion in Canadian securities in May, nearly double the amount bought the month before, according to Statistics Canada, as federal government bonds drew strong investor interest because of their safe-haven status. Statistics Canada said the May investment was up from C\$12.36 billion in April and nearly triple the C\$8 billion expected by analysts in a Reuters poll. The total May investment by non-residents beat the previous record of C\$21.4 billion, set in April 2004. Foreigners also purchased C\$15.2 billion worth of Canadian bonds in May, the largest investment in a year. Of that, C\$11.5 billion was invested in federal government bonds as yields declined to their lowest level since April 2009. Foreigners added C\$5.3 billion of Canadian stocks, to their portfolios, the biggest investment in shares since September 2009. Source: Reuters

Canadian restaurant sales pick up

An increase in sales at full-service restaurants helped boost overall sales in the food and drinks industry in May, according to Statistics Canada. Sales at food and drink businesses increased 0.1% to \$4.1 billion, with two of the industry's four sectors posting gains. The biggest increase was in the sector that includes caterers and mobile food services, where sales rose 2.7%. Sales in full-service restaurants, the biggest sector in the survey, rose 0.2%. Six provinces recorded higher sales, led by Saskatchewan and Alberta.

Source: Statistics Canada

Canada to balance books earlier than forecast: report

The federal government is likely to be balanced a full year earlier than forecast, though some provinces will continue to struggle to balance their books for the foreseeable future, according to a report by an independent think tank. The Conference Board of Canada said it forecasts nominal gross domestic product growth this year to be 7.2%, much stronger than the government's budget forecast of 4.9%. Preliminary figures also put the deficit for this fiscal year at about \$7 billion lower than initially forecast. Though Canada's debt is sizeable, the country's financial position remains the envy of its industrialized peers, with public debt levels in Europe, the U.K. and U.S. exploding since the recession. In Japan, public debt is now at more than 200% of GDP. Source: QMI Agency

Bankruptcies decline in May

The number of bankruptcies fell in May, with both consumers and businesses across the country reporting fewer failures, as per government figures. The number of bankruptcies and proposals in Canada dropped by 11.3% from the previous month and were down 12.8% from the same period last year, according to the Office of the Superintendent of Bankruptcy. The number of insolvencies filed in May has been lower than April in seven out of the past 10 years according to the office. Business insolvencies in the period declined by 13.2%, with transportation, warehousing, construction and other services sectors all reporting fewer failures. Source: QMI Agency

Deficit shrinks to \$4.4 Billion

Canada reduced its budget deficit in the first two months of the fiscal year to \$4.43 billion from a \$7.53 billion shortfall in the same period a year earlier, owing mainly to a greater tax intake and a drop in spending. The Department of Finance reported a \$2.44 billion deficit in April, the first month of the 2010-11 fiscal year, compared with a deficit of \$3.99 billion in April 2009. The gap fell to \$1.99 billion in May from \$3.54 billion a year ago. An increase of revenues from sales taxes and personal income taxes boosted revenues in the two-month period by 7%, or \$2.4 billion. Total program expenses fell 1.4%, or \$500 million, as the government paid out less in employment insurance benefits. Public debt charges fell as lower interest rates offset an increase in the stock of interest-bearing debt. Ottawa reported a preliminary deficit of \$47 billion in the 2009-10 fiscal year ended March 31, below its estimated \$53.8 billion shortfall. Source: Statistics Canada

Canadian inflation cools in June

The rate of inflation in Canada declined in June as price of gasoline, mortgage costs and clothing and footwear all declined, as per government figures. The Consumer Price Index rose 1% in the 12 months to June, compared with a gain of 1.4% in May, Statistics Canada said. The core inflation rate, closely monitored by the Bank of Canada when considering interest rate increases, was up by 1.7%. Gasoline prices fell 2.9%, posting their first decline since October 2009, while a drop in the price of women and children's clothing led a decline of 1.8% in the apparel sector. Overall, eight of the major components of the CPI gained in the 12 months to June, Statistics Canada said. Manitoba was the only province where overall prices didn't rise in the month, though the pace of gains elsewhere slowed from the previous month. Source: Statistics Canada

Energy companies up drilling in Q1

Canada's energy industry is on the rebound after the worst year in seven years in 2009, according to a new report from PricewaterhouseCoopers. Revenue for the top 100 oil and gas producers dropped 32% to \$132.9 billion last year, while profit declined to \$8.5 billion from \$36 billion the previous year, according to the Canadian Annual Energy Survey. The plunging energy prices and financial meltdown led to a round of cost cutting that will benefit the industry in the longer term, the report said. In 2010 there has been a sizeable pickup in drilling activity, the report said. For the first three months of 2010, the rig release count of 3,634 wells increased 22% from the 2009 multi-year low of 2,970.

Source: QMI Agency

Canadian Dollar rising against US Dollar

The Canadian dollar has been rising steadily vis-à-vis the US dollar. It closed at .94 US dollar on July 31st 2010. Source: Bank of Canada

INDIA - CANADA

Gennum Corporation expands sales presence in India

Burlington-based Gennum Corporation, which designs semiconductor solutions and intellectual property cores for advanced consumer connectivity, enterprise, video broadcast and data communications products has expanded its global sales network with the addition of CoreEL Technologies, a technical sales representative in India. CoreEL will provide local sales and technical support for Gennum's entire line of analog, mixed-signal and optical IC products, including the company's signal integrity solutions for video broadcast, networking, storage, telecommunications and high performance computing. CoreEL is a provider of VLSI and embedded system design services and Intellectual Property. Source: Gennum Corporation Press Release

Pyng Medical to expand Global Distribution Network to India

Vancouver-based Pyng Medical Corp., a supplier of sternal intraosseous infusion devices, announced the expansion of its exclusive dealer network to India. vTitan Corporation Private Limited becomes Pyng's first exclusive distribution relationship in India. vTitan is engaged in the design, development, manufacture, distribution and sale of a broad range of medical devices and consumables used in global healthcare markets. Source: Pyng Medical Corp. Press Release

CORPORATE NEWS

Bombardier gets jet order from Lufthansa

Germany's Deutsche Lufthansa has placed firm orders for eight regional jets, worth about \$317 million, as per Bombardier. The airline is exercising previously announced purchase rights for the CRJ900 NextGen jets. Lufthansa has now ordered a total of 109 CRJ series planes. The CRJ NextGen, launched in 2007 are part of the CRJ family of aircraft, which has now received 1,703 orders. As of April 30, Bombardier had delivered 1,591 of the jets, which are in service with more than 60 airlines. Lufthansa was the first airline to begin services with a CRJ series plane in 1992. Source: QMI Agency

Enbridge joins project to capture emissions from coal-fired plants

Enbridge Inc., Canada's largest pipeline company, said it will join TransAlta Corp. and Capital Power Corp. in a pilot project to capture and store carbon-dioxide emissions from power plants. Enbridge will contribute its experience with pipelines and sequestration to the proposed carbon-capture development at a coal-fired power plant being built in Alberta. TransAlta, co-owner of the facility with Capital Power, is leading the project. Project Pioneer, planned for operation by as early as 2015, is intended to reduce pollution that scientists have linked to global warming. Source: Bloomberg News

Travel software buy gives Google a decided edge

Google Inc. has agreed to buy travel industry search-provider ITA Software for US\$700-million in cash, combining its dominance in Internet search with ITA's widely used technology. The deal marks the Internet advertising and search leader's foray into the business of online travel information, and allows Google to shore up its search service and target users more specifically. ITA is a major source of information about airfares to the aviation industry, used by airlines, travel agents and other sites, including AMR Corp.'s American Airlines, Continental Airlines, Hotwire, Kayak, Orbitz and Microsoft Corp.'s Bing. Google's deal beat out reported bidders Expedia, Kayak.com and Travelport. The company continues its acquisition spree, continually looking for new markets to exploit in the Western world as it faces setbacks in China. Source: Reuters

Qantas buys 7 more Bombardier planes for \$218 million

Australia's Qantas Airways finalized a contract with Bombardier Aerospace for the purchase of seven additional Q400 NextGen aircraft for delivery from 2011. Qantas said, the seven Q400 aircraft, valued at \$218 million, would be used by its regional airline subsidiary QantasLink. The Q400 and Q400 NextGen aircraft are replacing or complementing Qantas jet services and replacing smaller and older turboprops on regional routes. Source: Reuters

CGI Group signs deal with The Beer Store

CGI Group Inc. has signed an information technology outsourcing deal with the province's biggest beer retailer and distributor. The seven-year agreement will also provide infrastructure services for Brewers Distributor Ltd. (BDL), which handles bulk beer distribution and beer container recycling in four western Canadian provinces, the North West Territories and the Yukon. Founded in 1927, The Beer Store now operates 438 outlets across Ontario and accounts for 85% of beer sales in the province. The Beer Store also operates as a distributor to over 16,000 bars and restaurants across Ontario. The company supplies Canadian beer to 604 LCBO stores, 141 partner retail stores and 75 other LCBO outlets. Source: QMI Agency

MDS Nordion signs one-year isotope contract

Canadian health product provider MDS Nordion has signed a new contract with its biggest customer, Lantheus Medical Imaging Inc., for the supply of medical isotopes following news Ontario's Chalk River nuclear reactor is slated to re-open in a few weeks time. Under the new agreement, MDS will provide Lantheus with Molybdenum-99 (used in nuclear medical diagnostic and treatment procedures) on a weekly basis for one year once the Atomic Energy of Canada Limited's National Research Universal reactor is up and running again. The closure, which began in May of last year, was a huge blow to MDS, which supplies roughly half of the world's isotopes. Lantheus and its main competitor, Covidien, supply the vast majority of regional health authorities across Canada with usable isotope generators. Covidien primarily supplies hospitals with isotopes originating from the Dutch Petten reactor while Lantheus relies mostly on Chalk River. Source: QMI Agency

Northland readies \$176 Million wind farm

Northland Power Income Fund has started site preparation for a \$176-million wind farm it is developing in the Gaspesie region of Quebec. The 100.5-megawatt Mont Louis project won a 2004 contract to supply power to Hydro-Quebec under a 20-year power purchase agreement. Hydro-Quebec will reimburse about \$30-million in substation and interconnection costs, as per Northland. General Electric Canada is expected to supply 67 wind turbines for the project. Toronto-based Northland expects to raise about \$120-million for the project in debt financing closing around September. Source: Reuters

Bombardier wins India, Poland train orders

Bombardier Transportation has won orders for new trains from Poland and India in deals worth \$107-million to the maker of commuter rail transit systems. The Berlin-based unit of Canadian industrial giant Bombardier Inc. said the company and its German partner Vossloh Kiepe were chosen to supply 24 low-floor trams for a Polish transit system in Krakow. The order is worth approximately \$76-million with Bombardier's share at about \$52-million. The company recently had won a \$55-million order for 40 additional Movia city transit cars from the Delhi Metro Rail Corporation Ltd. The contract is a follow-on to the original order for 74 vehicles announced last month. The trains will be built at a plant in Savli, India. The Polish trains will be manufactured at Bombardier's site in Bautzen, Germany and the first one is scheduled to be delivered in March 2012. Source: The Canadian Press

West 49 surges on Billabong purchase

Canadian retailer West 49 Inc. has agreed to be acquired by Australia-based Billabong International Ltd. The \$83.2-million all-cash deal is expected to close in August. All things considered, Desjardins estimates the total transaction price to be worth approximately \$100-million, representing an enterprise value/earnings before interest, taxes, depreciation and amortization, or enterprise multiple, of 11.6 times West 49's fiscal year 2011 estimated EBITDA of \$8.6-million. Billabong has been steadily expanding its global presence over the past decade through a series of acquisitions. The company said that buying West 49 was a logical step in achieving its long-term business strategy. Billabong operates more than 300 stores in North America, South America, Europe, Asia and Australia. West 49 operates 138 retail outlets across nine provinces in Canada. Billabong said the acquisition will likely help boost 2011 earnings. Source: Financial Post

Bombardier wins \$373 Million Chinese contract

Bombardier Transportation announced that the Chinese Ministry of Railways made an additional order for high-speed trains with its Chinese joint venture partner. A total of 40 more trains will be delivered under the US \$761 million contract. The Montreal-based transportation manufacturer's share totals \$373 million. The Chinese government signed the deal with Bombardier Sifang (Qingdao) Transportation Ltd., a joint venture between the Canadian company and the Chinese firm CSR Sifang Rolling Stock Co. The new trains each have a capacity for 604 passengers and have operating speeds of 250 km/h. They will also come equipped with a VIP car for first-class seating. Including this latest order, Bombardier Sifang has received orders for a total of 1280 CRH1 cars to date. Bombardier noted the total order is the largest in Chinese rail history in terms of individual cars. Source: QMI Agency

TD Securities buys energy advisors Ross

TD Securities, the investment-banking unit of Toronto-Dominion Bank, bought closely held Ross Smith Sousa Advisors Ltd. to help it advise on oil and gas transactions. Ross Smith, based in Calgary, specializes in asset acquisitions and divestitures. The acquisition will become part of TD Securities' global energy and power advisory group.

Source: Bloomberg News

CGI wins California IT deal

Information technology services provider CGI Group Inc. has won a contract with California involving its financial management and procurement operations. CGI said it was one of three companies that were selected to participate in the project. “With more than 25 years of experience working with the State of California, CGI has a deep understanding of state processes, culture and systems,” according to Josetta Bull, vice-president of CGI California public sector. CGI and its affiliated companies employ approximately 26,000 people. The company provides IT and business services to clients worldwide. Source: The Canadian Press

Magellan wins Airbus deal

Magellan Aerospace Corporation has won a 10-year contract to work on Airbus's A350 XWB aircraft expected to bring in more than \$60-million in revenue. The Toronto-based aircraft component maker said it will work on a package of complex machined aluminium detail components and assemblies making up the pylon used to secure engines to the aircraft. In April, Magellan signed a deal to provide parts for the Airbus A380. It was also selected to perform work on the A350 centre wing box. Magellan designs, engineers and manufactures aeroengine and aerostructure assemblies and components for aerospace markets, advanced products for military and space markets and complementary specialty products. Source: The Canadian Press

Imperial, Exxon, BP form Arctic Canada venture

Imperial Oil Ltd, Exxon Mobil Corp and BP Plc. have formed a joint venture to explore for oil and gas in the Beaufort Sea in Canada's Arctic. Under the deal, the companies will team up to explore, and possibly develop, offshore blocks they bought in 2007 and 2008. The aim is to avoid costly duplication of equipment and personnel in the remote, icy Beaufort, where there is little energy industry infrastructure. The companies signed the agreement as Canadian regulators prepared to review offshore drilling requirements in the country in the aftermath of BP's well blowout in the Gulf of Mexico. Imperial and its majority owner, Exxon Mobil, will each own 25 percent of the venture and one of them will be operator. BP will own the remaining 50 percent. Source: Reuters

FORTHCOMING EVENTS IN CANADA

Toronto Mode Accessories Show (August 8- 10, 2010, Toronto): is Canada's only trade show devoted to women's fashion accessories, casual apparel and fashion items. It is the definitive marketplace for retailers to source fashion accessories (www.tradefairs.com)

7th Annual Future of Canada's Infrastructure Summit (September 14-15, 2010, Toronto): is Canada's most comprehensive infrastructure summit. Attendees include municipal, provincial and federal leaders as well as senior executives in design-build and engineering firms. (www.infrastructurecanada.com)

International Education Fair- Toronto (September 21-22, 2010, Toronto): is Toronto's leading trade fair for education. The exhibition will provide international education providers an excellent opportunity to recruit high-calibre students looking for International pre-university opportunities and Undergraduate studies (www.biztradeshows.com)

Banff Venture Forum (September 23-24, 2010, Alberta): is the premier company financing event in Canada. It showcases early and growth stage companies in three streams: Information Technology, Energy Technology and Life Sciences Technology. 35 companies will be presenting intention of securing the investment required to grow their businesses. (www.banffventureforum.com)

Grande Prairie Health & Wellness Show (September 25-26, 2010, Grande Prairie): is the most prominent Diabetes Expo and the only Go Green Expo. Exclusive features of this show are a lectures series and a get fit zone. (www.albertahealthshows.com)

Canada India Mining and Metals Forum 2010 (September 27-29, 2010, Toronto): is a forum for engagement among high-profile government and industry leaders from Canada and India, to exchange sector specific intelligence and develop strategies for co-operation in the Mining / Metals sector (www.canadaindia.org)

The Home and Design Show (October 1-3, 2010, Ottawa): The Home & Design Show is designed to help homeowners make big renovations or remodeling decisions. This 3-day show covers almost all areas of the home. Contractors, builders, and designers would be on hand to provide guidance. (www.caneastshows.com)

Canadian Manufacturing Week (October 5-7, 2010, Toronto): is Canada's showcase for design engineering, maintenance products and industrial support services. Only Canadian Manufacturing Week delivers the latest ideas and methods for designing new products, maintaining operations and staying ahead of the competition. Almost 80% of the people attending CMW have a buying influence for the purchase of products in their company. Over 50% of the CMW audience includes high-level manufacturing professionals who attend with their buying teams. (www.sme.org/cmw)

International Home Show (October 8-11, 2010, Toronto): The International Home Show has proven itself to be the best opportunity for exhibitors to show, sell and come face-to-face with thousands of customers. It offers an opportunity to reach an average of 75,000 customers in just 4 days. (www.home-show.net)

Grocery Innovation Canada 2010 (October 25-26, 2010, Toronto): is the only national event in the country dedicated to serving the entire grocery industry. It is the place for grocery retailers to source and buy new products, services and technologies. Exhibitors include food and consumer product manufacturers, equipment, technology and service providers and food processors. (www.groceryinnovations.com)

BUSINESS OFFERS FOR INDIAN COMPANIES

1.	<p>Oliver Olives Sardo Foods Inc. 99 Pillsworth Rd Bolton, Ontario Tel: 905-951-9096 Ext: 335 Email: anthony@sardofoods.com</p>	<p>Manufacturing food company seeking growers/ suppliers for olives and pepper products</p>
2.	<p>Newbury 884 Millwood Road Toronto, Ontario Tel: 416-429-4733 Email: jim@newburygreen.com Website: www.newburygreen.com</p>	<p>Looking for component parts for the cabinet making industry, computer services for website development and administration</p>
3.	<p>C.D.S. 349 Deslauriers St. Laurent, Quebec Tel: 514-331-6554 Mobile: 514-967-9202 Email: dpalermo@cdsbrokers.net Website: www.cdsbrokers.net</p>	<p>Looking for growers /exporters of garlic</p>
4.	<p>iAxxess Inc. Hamilton, Ontario Tel: 905-524-1354 Email: Jsuter@cogeco.ca</p>	<p>Looking for manufacturers or exporters of 15" TVs</p>