



# Business Opportunities in Canada

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### **Wireless firms must consult with Canadians on cell towers: Minister Moore**

On February 5<sup>th</sup>, Industry Minister James Moore announced that telecom companies will be required to consult with communities when it comes to building new cell phone towers, regardless of their size. This addressed the loophole under current federal regulations, where cell phone companies are not required to notify municipalities if towers being built are under 15 meters high. That led to many companies building towers across Canada just under the height limit, therefore bypassing the requirement to engage with communities. Mr. Moore said Canadians "need to have a say" in how towers will be built in their towns. Many communities have expressed frustration with unsightly cell towers popping up without their consent. Residents in St. John's, Nfld., protested the construction of a Bell Media tower last summer, which was set to go up a few hundred feet from a local elementary school- raising fears of potential health hazards. Mr. Moore announced that wireless companies must also better inform local residents of upcoming consultations. In the announcement, the Minister said wireless firms must personalize the mail to residents and clearly address it to the homeowner "so people can be properly engaged." There will also now be a time limit of three years on the consultative process. Companies must build towers within three years after consulting with Canadians. If they wait too long, companies must restart talks with the communities. Mr. Moore said that there are more than 18,000 towers in Canada. Last year, about 400 were built or fixed. The government has been taking steps to reduce the number of cell towers across the country, the Minister said. One of those steps is the recent federal auction of the 700 MHz wireless spectrum. Source: Industry Canada

### **Budget 2014: Highlights**

Finance Minister Jim Flaherty tabled the 2014 federal budget in the House of Commons on February 11th. Some of the budget's main points are:

- No major tax cuts, spending falls for 3<sup>rd</sup> year in a row.
- \$2.9 billion deficit this year, \$6.4 billion surplus next year (2015-16).
- New Canada Job Grant starts April 1, with or without agreement of the provinces and territories.
- Legislation to cap wholesale domestic wireless roaming costs.
- \$305 million over 5 years to expand rural high-speed internet.
- \$500 million over 2 years to an Automotive Innovation Fund for research & development
- \$1.5 billion over 10 years for a Canada First Research Excellence Fund to fund research at post-secondary institutions.
- Government will bring regulation to Bitcoin, the virtual currency, to ensure it isn't used for money laundering.
- Interest-free loans for apprentices and funding for new internships where skilled workers are needed.
- \$391.5 million over 5 years for highways, bridges, dams in National Parks.
- \$10 million more over 2 years for snowmobile and recreational trails.

- Retired public sector workers will pay twice as much for voluntary medical benefits.
- Money for bridges in Windsor and Montreal
- Legislation promised to tackle cross-border price gaps Source: [Ministry of Finance](#)

### **PM announces details of historic 10-year infrastructure plan**

On February 13<sup>th</sup>, Prime Minister Stephen Harper released important details on the New Building Canada Plan, including support that will ensure small communities have stable, long-term and unprecedented access to funding for vital infrastructure projects. He was accompanied by Mr. Denis Lebel, Minister of Infrastructure, Communities and Intergovernmental Affairs and Minister of the Economic Development Agency of Canada for the Regions of Quebec, and Paul Calandra, Parliamentary Secretary to the Prime Minister and for Intergovernmental Affairs. Details released relate to key elements of the New Building Canada Fund, including dedicated funding for small communities, Provincial-Territorial allocations, project categories eligible for support, cost-sharing thresholds, and public-private partnership (P3) screening requirements. The new Plan will provide municipalities, provinces and territories with the information they need to plan public infrastructure projects in their jurisdictions. The New Building Canada Plan, which will provide significant funding in support for infrastructure in Canada over the next ten years, is expected to launch in spring 2014. The new Plan will support projects that focus on economic growth, job creation and productivity, including building roads, bridges, subways, commuter rail and other public infrastructure that ensures the prosperity of all Canadians. Source: [www.pm.gc.ca](http://www.pm.gc.ca)

### **PM participates in signing of Canada-Mexico Air Transport Agreement**

On February 18<sup>th</sup>, Prime Minister Stephen Harper and Enrique Peña Nieto, President of Mexico, witnessed the signing of the expanded Canada-Mexico Air Transport Agreement, which will provide enhanced business opportunities for Canadian and Mexican air industries, as well as benefits for trade, investment, and tourism. The signing, by Ed Fast, Minister of International Trade, and Gerardo Ruiz Esparza, Mexican Secretary of Communications and Transport, is an important milestone in the ratification and implementation of the Canada-Mexico Air Transport Agreement which was reached in 2011. The signing took place during the Prime Minister's first official visit to Mexico from February 17<sup>th</sup>-18<sup>th</sup>. The expanded Air Transport Agreement will provide a completely open framework for direct flights between Canada and Mexico, thereby allowing any number of airlines from both countries to offer more services between any Canadian and Mexican cities. The agreement will also provide greater flexibility to adjust prices according to market conditions, and modernize safety and security provisions. Once ratified by both countries, the new rights under this agreement will be fully available for use by air carriers in both countries. Source: [www.pm.gc.ca](http://www.pm.gc.ca)

### **PM welcomes North American Leaders' Summit outcomes**

On February 19<sup>th</sup>, Prime Minister Stephen Harper met with Enrique Peña Nieto, President of Mexico, and Barack Obama, President of the United States, for the 7th North American Leaders' Summit (NALS). Their discussions addressed a wide range of

regional and global issues, with a particular focus on enhancing North American competitiveness in the 21st century. The leaders also underscored the importance of protecting their citizens from transnational crime and drugs, and re-committed to addressing insecurity and advancing freedom, democracy, human rights and the rule of law in the Americas.

Highlights of the meeting included commitments to:

- Develop a North American Competitiveness work plan focused on investment, innovation and increased private sector engagement;
- Develop a North American Transportation Plan, beginning with a regional freight plan, and the establishment of a North American Trusted Traveller Program in 2014, which will facilitate the movement of people;
- Develop our ability to foster innovation, provide our citizens with access to high quality educational opportunities and to technology, and promote a workforce with the skills needed for success in the 21st century global economy;
- Collaborate on disaster risk prevention and insurance, wildfire management, access to affordable and clean energy, and the promotion of sustainable social development; and,
- Continue to coordinate and pursue new areas of cooperation to counter drug trafficking, arms trafficking and other illicit trade, as well as cooperate with partners in Central America and the Caribbean, and with other countries in the hemisphere, to promote development, economic growth and citizen security.
- In order to promote transparency, accountability and inclusiveness, the leaders asked officials to report on progress in implementing joint efforts before each NALS. They also asked them to develop a new outreach mechanism in 2014, through which experts and stakeholders will be able to share their perspectives on the agenda and activities.
- The leaders also recognized the enormous benefits conferred by the North American Free Trade Agreement, which is celebrating its 20th anniversary.
- Finally, Prime Minister Harper committed to hosting the next North American Leaders' Summit. [Source: www.pm.gc.ca](http://www.pm.gc.ca)

### **Canadian economy posts 2.9% advance in fourth quarter**

Canada's economy showed surprising strength at the end of last year, shaking off the December deep freeze and weakness in the United States to post a respectable 2% annual growth rate- the best since 2011. The 2.9% advance in the final quarter was four-tenths of a point better than economists had predicted, and the annual growth rate was three-tenths of a point higher than either the Bank of Canada or Finance Minister Jim Flaherty had been projecting. The strong results also halted the recent decline of the Canadian loonie. "The headline number looked pretty good ... this is a clear sign the economy is not falling off the cliff as some people had suggested," said Peter Buchanan, a Senior Economist with CIBC World Markets. Mr. Buchanan noted that not all the news was good. Inventories accounted for almost half the growth, which means they will have to be shipped out at a future time and could slow output at the beginning of 2014. One of the surprises is that with the strong quarter, in combination with upward revisions in the first half of the year-which turned out not to have been as weak as first thought -Canada may have edged out the U.S. for growth in 2013 at 2% over 1.9%. Beating the U.S. in growth

is a mixed blessing for Canada, which is counting on a strong American recovery to keep its economy pushing forward in 2014. Another soft part of the GDP report, said economists, was that consumer spending rose 3.1%. That is considered unwelcome because of the high level of consumer debt and the Bank of Canada's hope that the economy will start relying less on consumers and more on exports and business investment. Source: CTV News

### **Inflation at 1.5% in January: Statistics Canada**

The pace of inflation picked up in January as the consumer price index rose 1.5% compared with a year ago, its biggest jump since the summer of 2012. Statistics Canada said the gain compared with a CPI uptick of 1.2% in December, while the Bank of Canada's core index, which excludes some of the most volatile items, was up 1.4% for January after posting a gain of 1.3% in December. Eric Lascelles, Chief Economist at RBC Global Asset Management, said the stronger inflation rate helps put to rest the slim chance of the Bank of Canada lowering interest rates to stimulate growth. The Bank of Canada's recent forecast that inflation will remain below its target of 2% for about two years has raised concern of an economy too weak to push up prices. Seven of the eight major components of the consumer price index were up from a year ago. In addition to higher shelter costs which increased 2.1% compared with a year ago, a 2% increase in transportation costs and a 1.1% increase in food prices contributed the most to the rise. Excluding food and energy prices, the consumer price index was up 1.2% compared with a year ago. Source: The Star

### **New indicator forecasts modest growth for Canadian economy**

The Canadian economy will expand in the first six months of 2014, but only modestly. The forecast comes from a new leading economic indicator, unveiled by the Conference Board of Canada recently. The Composite Leading Index rose by 0.3 of a percentage point to 137.2 points in December, matching the gains made in both October and November, the Conference Board wrote in a release. The overall trend shows that the economy is growing, but will not pick up pace until later in the year. "The modest gains and the fact that growth varied widely among the index components suggest that the economy has not yet begun to feel the benefits of strengthening U.S. demand," Philip Cross, Creator of the index, wrote in a research note. The new index takes stock of 10 indicators that track the short-term course of the economy. It aims to signal big upswings or severe downturns that are coming six or seven months down the road. The new barometer includes the housing index, the U.S. leading indicator, the money supply, the stock market, the average workweek in manufacturing and new orders for durable goods. These six components used to be included in the now-defunct Statistics Canada Index. The four other components are: the Conference Board of Canada's Index of Consumer Confidence, commodity prices; claims received for Employment Insurance, and the spread between the interest rate for private versus government short-term borrowing. Four out of 10 components expanded in December and six declined, the Conference Board said. Source: The Star

## **FATCA deal takes some pressure off Canadian banks**

Canada has finalized a deal with the U.S. government that takes a lot of pressure off Canadian banks -but could spell big problems for thousands of their customers. Finance Minister Jim Flaherty and National Revenue Minister Kerry-Lynne Findley signed the agreement to implement the U.S. Foreign Account Tax Compliance Act. Introduced in the U.S. in 2010, the law is meant to track down U.S. tax cheats living abroad. But it has also caught up an unknown number of people who didn't realize the U.S. is only one of two countries in the world that requires its citizens to file taxes no matter where they are living. It has also caught "accidental Americans," people who didn't realize becoming a citizen of another country doesn't supersede their U.S. citizenship, or that the U.S. automatically confers citizenship on anyone with at least one U.S. parent. It is estimated one million U.S. citizens live in Canada. The rules affect each of them, their children and anyone with whom they may hold a joint account or co-own a business or property. Canada is the last G7 country to sign an agreement with the U.S. to implement FATCA, in part because government officials say they spent a long time negotiating exemptions for Canada. Canada also successfully negotiated exemptions for most of the registered accounts held by Canadians. Source: CBC News

## **Canada's new home prices see moderate gains in December**

New home prices in Canada climbed 0.1% in December from November, as expected, for an average annual increase in 2013 of 1.8%, the slowest since 1999, according to Statistics Canada data. The monthly advance matched the median forecast in a Reuters poll of analysts and reinforces the view that the country's housing market is stabilizing after a recent boom. The closely-watched Toronto-Oshawa region was the top contributor to the monthly advance in the new housing price index with a gain of 0.2% in December and of 1.4% year-on-year. Vancouver saw a 0.1% monthly decline in prices and a 1.1% decline from a year earlier. Nationwide, prices rose 1.3% in the 12 months to December, down from 1.4% in November and the fifth straight month of slowing growth. Overall, prices were unchanged in 11 metropolitan regions, down in five and up in five. The new housing price index excludes condominiums, which the government says are a particular cause for concern. Source: The Globe and Mail

## **Existing home prices still climbing in Toronto**

The average sale price of a Toronto home climbed to \$526,528 in January, a 9% increase from a year ago. It became difficult to find a home last month in the city as the number of houses listed for sale dipped sharply, said the Toronto Real Estate Board. "Looking forward, it is possible that strong price growth, and therefore an increase in home equity, will act as a trigger for more households to list their homes for sale," said Dianne Usher, President of the board, in a release. Sales in the city dropped to 2.2% in January from a year ago as new listings for the month were only 8,822, a 16.6% decline from a year earlier. Jason Mercer, TREB's Senior Manager of Market Analysis, expects strong price growth for 2014. "Similar to last year, competition between buyers for singles, semis and town homes in the City of Toronto and surrounding regions will continue to exert upward pressure on selling prices," he said. Source: Financial Post

## **Ring of Fire must be a national priority: Report**

The Ring of Fire mineral belt in Northern Ontario is expected to generate nearly \$2 billion in tax revenues and up to 5,500 full-time jobs in the first 10 years of mining activity, says a new report. The Ontario Chamber of Commerce's action plan and economic analysis calls on the federal government to make the Ring of Fire a national priority. The report says that within the first decade of development, the mineral-rich area will generate up to \$9.4 billion in GDP and nearly \$6.2 billion for the province's mining industry. Hoping to spur activity in the stalled region, the chamber is calling on Ottawa to take a more active role in the financing of the lucrative mining camp, since it stands to be the primary benefactor of tax revenues and that "should provide a compelling incentive to invest." "At a minimum, it should match any provincial investments in the Ring of Fire infrastructure," says the "Beneath the Surface" report. Mr. Greg Rickford, the Minister responsible for the file, reaffirmed that Ottawa's new Building Canada fund is the way for the province to access major infrastructure dollars. With the estimated \$2 billion cost of building everything from an all-season road to transmission lines, all levels of government stand to recoup their investment within a decade, the document notes. Over the long-term (32 years), the analysis shows it will generate more than \$25 billion in economic activity across Ontario. Source: The Star

## **\$60 Billion Chromite Deposit to be developed in Canada**

The north-western region of Canada's province of Ontario, known as the Ring of Fire, holds the largest deposit of chromite ever discovered in North America. Chromite is the only ore of chromium, which is essential to making stainless steel and chrome plating, among other uses. While the deposit is a major resource, infrastructure investment is required in the region and the government has signalled that it is committed to making significant investment to support the development. The cost of the necessary industrial infrastructure could top \$1 billion while another \$1.25 billion would be required to construct all-season access roads. The development corporation being established will play a key role in bringing together all stakeholders, especially First Nations and industry, who have had some issues reaching agreements on development in the past. Understanding that the development of this resource will be a significant economic boost for the province, working with stakeholders and setting timelines for decisions and development will probably remain a high priority for the Ontario. Source: Financial Post

## **Nova Scotia possible Port for TransCanada Energy East Pipeline**

The Energy East oil pipeline, which is to run from Alberta towards refineries on Canada's east coast and is designed to carry 1.1 million barrels of oil per day, may end up in the Province of Nova Scotia instead of neighboring provinces. The pipeline is to be 1,864 miles long and the terminal point in Nova Scotia – the port of Hawkesbury – is the closest port in North America for oil exports to India and Europe. On account of most of Canada's oil being exported to the United States, the government is placing a large emphasis on export diversity. The Energy East pipeline is one of many proposed projects that put infrastructure behind the broader Canadian strategy of export diversification of Canada's rich oil and gas reserves to overseas markets. Source: Financial Post

### **Canadian hotel sales almost double in 2013**

The Westin Hotels portfolio sale helped turned 2013 turn into a banner year for investment in the lodging sector. The \$765-million deal-in which Starwood Capital Group acquired five Westins in Vancouver, Calgary, Edmonton, Toronto and Ottawa-was key to a year that saw \$2-billion in activity in 2013, easily outdistancing the \$1.1-billion in activity a year earlier, said CBRE Hotels. “This trending is in contrast to total transaction volume of overall commercial real estate transaction activity,” said CBRE about its preliminary results for the hotel sector, in its fourth quarter report for 2013. The activity in large urban centres helped send room prices soaring. CBRE said average price per room went up almost 30% from 2012, reaching \$128,000 per room last year. Eight hotels traded for more than \$200,000 per room. Ontario drove the market with 52% of investment activity last year happening in the province. Alberta and British Columbia contributed to 38% of trades. Based on dollar volume, institutions and equity funds were the No. 1 buyers. However, broken down by deals, private investors led the field and were responsible for 17% of transactions. Source: Financial Post

### **Canadian Dollar at less than parity in comparison to US Dollar**

The Canadian dollar started trading at 0.90 cents during the beginning of the month, and rose to .91 by the middle of the month. It traded at around .90 cents for the rest of the month and closed at 0.90 USD on February 28<sup>th</sup>. Source: Bank of Canada

## **INDIA - CANADA**

### **Oil Imports from Canada could benefit RIL**

Oil companies in India, particularly Reliance Industries Limited (RIL) could receive a shot in the arm as cheaper Canadian crude from Alberta oil sands will reach Indian shores in large quantities four years from now. The production volume right now is quite low; however, it would be ramped up by 2018 with the assistance of a pipeline from the reserve to the east coast. The oil then would be transported to India using ships. Oil imports from Canada are seen as having a significant impact on the revenues of companies. Take the example of Mukesh Ambani’s RIL- Canadian crude can be 14% cheaper for them than from India. This could turn out to be even cheaper with proper infrastructure for transport in place. An oil ministry official explained that it costs \$11-12 per barrel for the transportation of oil by rail from Alberta (located in western Canada) to export terminals on the east coast of the country, and then further shipping the oil to India. India could therefore buy this oil at around \$14-15 per barrel lower than the price at which oil is procured at in other markets. Oil output from Alberta could reach 1.1 million barrels per day. India, at present imports 3.86 million barrels, mostly from West Asia. If Indian companies can get hold of a major chunk, it could mean costs going down, leading to huge savings on oil import bill and oil subsidies. Source: Ground Report

## **Canada strengthens commercial partnerships with India**

A recent eight-day delegation in India to promote Canada as a “safe, secure, reliable market” was a success, according to Joe Oliver, Canada’s Minister of Natural Resources. On Feb. 9<sup>th</sup> Mr. Oliver spoke to members of the Indo-Canada Chamber of Commerce, where he discussed the future of Canada-India commercial partnerships. Roughly 50 patrons at the Pearson Convention Centre in Brampton heard that India’s growing demand for energy and natural resources align with Canada’s bounty of naturally sourced energy. The message to eight provinces and 12 cities in India, said Mr. Oliver, was well-received. “Canada is becoming the leading supplier of energy,” he said. “India needs what we have, and want to diversify its source of supply. “This,” he continued, “creates opportunity.” During the mission, Oliver met with Indian leaders in government and business, and made progress on future partnerships to highlight progress in bilateral trade in the nuclear, forest, oil and natural gas sectors. Oliver and India’s Minister of Steel, Beni Prasad Verma, co-signed a letter of intent to expand cooperation in iron and steel. He also announced financial backing from Canada for a wood market development office in Mumbai, which would introduce India to Canada’s wood products. Source: Brampton Guardian

## **Piramal, Canada's CPPIB form \$500 million realty financing fund**

Piramal Enterprises Ltd. said it will join with Canada Pension Plan Investment Board (CPPIB) to set up a \$500 million fund to finance residential property projects in India. The deal highlights growing interest by global funds in India's real estate sector on the back of a persistent housing shortage. Long-term demographic changes-urbanisation, rising incomes and more nuclear families are transforming how and where people live in Asia's third-biggest economy. Singapore's GIC Pte Ltd, Temasek Holdings and Oman's State General Reserve Fund last year agreed to invest \$200 million in a sector fund by Indian mortgage lender HDFC Ltd. Piramal and the Canadian public pension fund will invest equally in the venture, which will focus on providing project-level debt to local developers in Mumbai, New Delhi, Bangalore, Pune and Chennai, the Indian company said. The average rate for lending under the alliance is expected to be 20 %, he added. Piramal owns an 11 % stake in Vodafone India Ltd, the country's second-biggest phone carrier, and is also rumoured to be interested in picking a stake in Shriram Capital, among the 26 companies to apply for a new bank licence with the Reserve Bank of India. Last year, CPPIB made its first foray into India's property market after investing \$200 million in a real estate joint venture with India's Shapoorji Pallonji Group. Source: Reuters

## **Tata Motors, Westport launch natural gas engine for medium Commercial Vehicles**

On February 13<sup>th</sup>, Auto major Tata Motors and Canada's Westport Innovations launched a spark-ignited natural gas engine meant for use in medium commercial vehicles. The new engine features the Westport WP580 Engine Management System (EMS) and is designed to support various configurations. The EMS is scheduled to be applied to Tata Motors' 5.7 litre engine for medium commercial vehicles in late 2014, the two companies said in a joint statement. "India has one of the largest natural gas light-duty vehicle fleets in the world and we see an enormous opportunity for natural gas trucks and buses with the development of fuelling infrastructure," Tata Motors Head Power Systems Engineering, ERC Rajendra Petkar said. By expanding the portfolio of natural gas

engines, the company is focused on increasing market share in this category of vehicles and engines, he added. The two companies said their new system has been designed to meet Euro VI emission standards. Source: Economic Times

### **Husky Energy sells east coast oil to India**

Husky Energy Inc. has tapped into a new booming energy market, selling one million barrels of crude from its White Rose offshore field east of Newfoundland to Indian Oil Corp. Chief operating officer Rob Peabody told analysts & reporters that it was India's first purchase of Canadian crude & that White Rose's light oil has been approved for Indian refineries. The opportunity will likely grow once TransCanada Corp.'s \$12-billion Energy East pipeline between Alberta & New Brunswick starts up, the company's Chief Executive Officer, Asim Ghosh Ghosh said. Meanwhile, Husky, controlled by Hong Kong billionaire Li Ka-shing, said it's preparing to start up its massive, multibillion-dollar Liwan offshore natural gas platform in the South China Sea. It's the largest project in the company's history. Source: CBC News

### **Canadian province for collaboration with Punjab**

On February 18<sup>th</sup>, Mr. Lyle Stewart, Agriculture Minister of Saskatchewan evinced keen interest in having collaboration with Punjab in the field of grain storage, bio-sciences and development of new seed varieties of maize and soyabean. A Canadian delegation led by Mr. Stewart called on the Punjab Chief Minister Parkash Singh Badal on the 3<sup>rd</sup> day of Progressive Punjab Agriculture Summit (PPAS), said an official release. Mr. Stewart during interaction with the Chief Minister said there was a tremendous scope of bilateral cooperation in these fields as both the countries have a vast working experience of agriculture. He apprised the Chief Minister that both the states were already working closely in the field of veterinary sciences adding that there was tremendous potential for the mutual cooperation in the other allied sectors of agriculture. The visiting Saskatchewan Agriculture Minister also assured Mr. Badal they would explore the possibility of transfer of water treatment technologies through Global Water Security Institute in Saskatoon to tackle the chronic problem of brackish water and water logging in the southern Punjab. Source: Business Standard

### **Governor General of Canada witnesses signing of three Agreements during visit to India**

The Governor General of Canada, Mr. David Johnson, witnessed the signing of three agreements during his visit to India. An Audio-visual Co-production Agreement to enhance collaboration between Indian and Canadian film producers was signed between India's Ministry of Information and Broadcasting and Heritage Canada. A programme of cooperation was formalized between Grand Challenges Canada and India's Department of Biotechnology to promote research and innovation cooperation in the areas of global health, early child development, women and children's health and mental health. The National Skills Development Council and the Association of Canadian Community Colleges also signed a Memorandum of Understanding to facilitate best practices in translation, transnational standards and certification.

Source: Business Standard Ltd., Governor General of Canada Press Release, Grand Challenges Canada Press Release

## **Canada keen on CEPA; looks to triple trade with India**

Expressing keenness on the Comprehensive Economic Partnership Agreement (CEPA) with India, Canada said it is looking to collaborate with the South-east Asian nation in areas such as education, innovation and infrastructure along with food and energy security. "From the Canadian point of view, we are very excited about it (CEPA) and the sooner the better. Of course our Indian counterparts have their needs, but they have to be met as well. We look forward to that ninth round (of negotiations) occurring as soon as they can be," Canadian Governor General David Johnston said. "It (the CEPA) is very important to Canada... It is a very, very comprehensive agreement which covers not just goods but services as well and when it comes about, and we say when not if, we in Canada would be very pleased," Mr. Johnston said. Asked about the roadmap ahead to broaden bilateral trade with India, Johnston said: We have seen very substantial increase over the past few years, our trade has increased by almost 40 % since 2010. Bilateral trade between India and Canada surpassed USD 5.8 billion last year. This represents a 12 % increase over 2012. Besides, Canadian investment in India totals USD 644 million, whereas Indian investment in the North American country is valued at USD 3.7 billion.

Source: Business Standard

## **India, Canada ink audio-visual co-production agreement**

On February 24<sup>th</sup>, India and Canada signed an audio-visual co-production agreement which will enable film producers from both countries to collaborate in various facets of film making. The agreement is expected to benefit producers from both the countries in pooling their creative, artistic, technical, financial and marketing resources for co-production, the I&B Ministry said in a statement. It will also lead to exchange of art and culture between the two sides and create goodwill, the statement said. The agreement was signed by I&B Secretary Bimal Julka and High Commissioner of Canada to India Stewart Beck. Since the agreement is expected to boost utilisation of Indian locales for shooting, it will increase visibility of India as a preferred film shooting destination, the ministry said. The agreement will also lead to transparent funding of film production and boost export of Indian films to Canadian market, it said. India has earlier signed similar agreements with Italy, United Kingdom, Germany, Brazil, France, New Zealand, Poland and Spain. The statement said films produced under such agreements would be eligible for National Film Awards and the Indian Panorama section of IFFI. Source: Press Trust of India

## **India, Canada ink Letter of Intent to collaborate on research exchanges**

On February 27<sup>th</sup>, India and Canada inked a Letter of Intent (LOI) to collaborate on research exchanges to increase student mobility between the two countries. The agreement was formalised by Mitacs CEO Arvind Gupta and Additional Secretary Amita Sharma, representing the Ministry of Human Resource Development. "This LOI represents the start of a long and fruitful collaboration which will see exceptional students travelling between our two countries to promote research, share perspectives and build joint R and D capacity," said Dr. Gupta. Launched in 2008, the Mitacs Globalink program has brought top international undergraduate students to Canada for summer research internships. In the first six years of the program, over 800 students have come to

Canada. On January 15<sup>th</sup>, 2014, the Government of Canada announced USD 13 million in funding for Mitacs in its International Education Strategy, enabling Mitacs to launch new initiatives to provide research and training opportunities for Canadian students in Brazil, China, India, Mexico, Turkey and Vietnam. Source: Business Standard

### **Canada invites Indian investments for greater ties**

Pitching for higher Indian investments in Canada, Mr. David Johnston, Governor-General of Canada, said the Canada-India Nuclear Cooperation Agreement, which will allow firms to work together to supply materials, equipment and technology, is a positive move for the two countries. Addressing a joint meeting with industry chambers: Assocham, CII, and FICCI; Mr. Johnston said Canada is helping India meet its food security objectives. The opportunities to collaborate exist in food storage and processing, as well as in cold chain distribution. “Energy security is another area in which we are working together. Canada supplies India with a modest but growing supply of petroleum, and great potential exists for Canada to become a supplier of liquefied natural gas (LNG). We also have expertise in nuclear, hydro, solar and wind energy,” he added. Canada investment in India totals \$644 million, while Indian investment in Canada is valued at \$3.7 billion in areas such as education and innovation, infrastructure, and food and energy security, said Mr. Johnston. Source: The Hindu Business Line

### **Communitech, Canadian Digital Media Network Sign LOI with India's Global Superangels Forum**

Kitchener, Ontario-based Communitech and The Canadian Digital Media Network (CDMN), also based in Kitchener, have signed a letter of intent (LOI) with the Global Superangels Forum (GSF) of India to build stronger business-to-business relationships between Canadian and Indian technology companies. The partnership possibilities include inbound and outbound soft-landing opportunities, strategic partnerships between mid and large-size companies and the twinning of incubator and accelerator programs. The LOI was signed in Mumbai, India in the presence of the Governor General of Canada, David Johnston, during his State Visit to India. Communitech is the Waterloo Region's hub for the commercialization of innovative technologies. CDMN is a federal Centre of Excellence in commercialization focused on digital media.

Source: Communitech Ltd. Press Release

### **India's Ruchi Soya forms R&D Joint Venture with DJ Hendrick, Japan's KMDI International**

Ruchi Soya, an Indian-based consumer goods company and producer of cooking oil and soya food maker, has signed a research and development joint venture with Canada's DJ Hendrick International Inc., a soybean research company, and Japan's KMDI International, a trader and marketer of food-grade soybeans, to develop non-genetically modified soybean. The joint venture will consist of Ruchi Soya supporting infrastructure development, DJ Hendrick providing germ plasm, technology and breeders, and KMDI assisting with marketing and distribution. Ruchi will have a 55% majority stake in the joint venture, with DJ Hendrick holding 35% and KMDI with 10%. Source: Economic Times

### **Canada Pension Plan may invest Rs 2,000 crore in L&T's infrastructure arm**

Canadian pension fund Canada Pension Plan Investment Board (CPPIB) will invest Rs 1000 crore in the wholly owned infrastructure development arm of engineering major Larsen & Toubro, L&T Infrastructure Development Projects (L&T IDPL). L&T is also looking at a second tranche of Rs 1000 crore capital infusion into the company which is also expected to come from CPPIB 12-18 months after the first round. Recently, the foreign investment promotion board (FIPB) cleared CPPIB's investment decision to invest the first Rs 1000 crore via a Singapore arm using a pool of different instruments such as fresh issuance of equity shares, compulsorily convertible preference shares (CCPS), compulsorily convertible debentures (CCD). In December, L&TIDPL had already taken a pre-emptive clearance without naming the strategic investor.

Source: Economic Times

### **Canada shifts to Multiple-Entry Visa Announcement to benefit travellers from India**

Canada has announced that multiple-entry visas (MEVs) will be available to qualified travellers allowing visitors to come and go from the country for six months at a time for up to 10 years without having to reapply each time. There will be a single fee of \$100 CAD for the processing of either an application for a single- or multiple-entry visa. The fee for the temporary resident visa (TRV) program is reduced from \$150 to \$100 for the processing of either a single- or multiple-entry visa. By harmonizing the single- and multiple-entry visa fees, the visa application process will become simpler for applicants and promote tourism and trade by increasing the number of eligible travellers who are able to make multiple visits to Canada. Every year more than 35 million people visit Canada. The multiple-entry visa is particularly popular with visitors from India, China and Mexico who hold 10-year passports and have been eligible to apply for a 10-year Visa. Source: Financial Express

### **India tops Canada as 4<sup>th</sup> largest country growing GM crops**

India has overtaken Canada to emerge as the 4<sup>th</sup> largest country to grow biotech or genetically modified (GM) crops in 2013 as farmers planted Bt cotton in about 11 million hectares. In the previous year, farmers in India had planted Bt cotton-the only approved GM crop for commercial cultivation -in about 10.8 m ha. The global acreages under GM crops continued to expand through 2013 at around 3 %. Acreage under GM crops increased to 175.2 million hectares in 2013, about five million hectares more than last year, according to the International Service for Acquisition of Agri-Biotech Applications (ISAAA) that tracks the GM acreages. The US continued to be the largest country under GM crops, accounting for 40 % of the total planted area globally. Source: Hindu Business Line

### **One Drop, Water For People, develop Sustainable Programming on water and sanitation in India**

Montreal-headquartered One Drop and Colorado, USA-based Water For People, both not-for-profit organizations, have announced a strategic partnership to eradicate water and sanitation poverty in India, building on Water for People's existing investments in

Sheohar district in India's Bihar state. Investment over the project's five-year period is estimated at US\$10.8 million, with Water For People contributing US\$5.8 million and One Drop contributing US\$5 million. One Drop brings expertise in sustainable water, sanitation, and hygiene programs. Water For People brings experience in working with governments and communities to provide sustainable access to drinking water and market-based solutions for access to household sanitation. Source: CNW Group

## *CORPORATE NEWS*

### **Telus overtakes Bell as 2<sup>nd</sup>-largest wireless provider**

Telus has overtaken the country's oldest telecommunications company, Bell, in number of wireless subscribers for the second financial quarter in a row. Bloomberg news agency was the first to point out that with its quarterly results released recently, the company that has long been the country's third carrier after Rogers and BCE, solidified its place in the No. 2 spot. The fourth quarter of 2013 was the second consecutive quarter that Telus's wireless subscriber base exceeded that of Bell Mobility, the wireless unit of media empire BCE. The Vancouver-based company had 7.807 million wireless subscribers in the fourth quarter of 2013 (not including customers of Public Mobile, which Telus acquired in November) to BCE's 7.778 million. In the third quarter, it had 7.810 million to BCE's 7.805 million. Telus's subscriber base has grown 1.8 per cent in 2013 while Bell's was up 1.3 per cent in the same period. Rogers, by comparison, which had 9.503 million subscribers by the end of 2013, grew its wireless customer base by 0.7 per cent. Both BCE and Rogers remain significantly larger, more diversified media companies than Telus, which is the youngest of the three, having been founded in 1990. BCE and Rogers date their origins to the 19th century and 1960, respectively. Telus added fewer new post-paid wireless subscribers-meaning those who are on monthly billing cycles rather than pre-paid plan- than Bell in the three months ending Dec. 31 (113,000 versus 119,520) but more than Rogers (34,000). Telus's wireless revenue growth in the fourth quarter was the strongest of the Big Three. Source: CBC

### **Wal-Mart to invest \$500-million in Canada, create 7,500 jobs**

On February 4<sup>th</sup>, Wal-Mart Stores Inc. said it would invest about C\$500-million (\$452-million) this year to strengthen its presence in Canada, creating more than 7,500 jobs including construction. The investments include more than C\$376-million for store projects, C\$91-million for distribution networks to expand fresh food capability and C\$31-million for e-commerce projects. Wal-Mart's expansion plans comes soon after Target Corp said it would open nine new stores across Canada, adding to the 124 it opened last year. Over the past year U.S. retailers such as Wal-Mart and Target have expanded in Canada, posing a threat to local retailers such as Loblaw Cos Ltd, the country's largest grocer, and Empire Co. Ltd's Sobeys grocery chain. Wal-Mart said it planned to complete 35 super centre projects in Canada by Jan. 31, 2015, adding one million square feet of retail space. Wal-Mart's store count in Canada will rise to 395 by the end of January 2015, including 282 super centres and 113 discount stores, the retailer said. Source: Globe and Mail

### **Goldcorp, Barrick selling stakes in Nevada mine**

Goldcorp Inc. said it is selling its joint-venture interest in a Nevada gold mine. Vancouver-based Goldcorp and Barrick Gold Corp. said they are selling their combined interests in the active Marigold mine for \$275-million in cash to Silver Standard Resources, also of Vancouver. “This transaction is consistent with Goldcorp’s ongoing strategy of disciplined portfolio management with an emphasis on creating value for shareholders through the focus on core assets,” Goldcorp President and Chief Executive Officer Chuck Jeannes said. “Marigold has been an important contributor to the growth of Goldcorp and we are pleased that a company with the capabilities of Silver Standard will be taking on this operation.” Goldcorp is also the operator of Marigold; Barrick- the world’s largest gold miner-owns a 33.3% stake in Marigold. For Toronto-based Barrick, the Marigold sale is part of an ongoing strategy to shed some higher-cost assets and reduce the debt burden. Silver Standard president and CEO John Smith said Marigold is a welcome addition to its portfolio of “an operating mine in a well-established, low-risk jurisdiction.” Source: Globe and Mail

### **Bombardier wins \$1.6-billion London train contract**

Britain said it awarded a 1 billion pound (\$1.63-billion) train supply contract for London’s huge Crossrail project to Bombardier Inc, in a move which secures jobs in the UK where the carriages will be built. The Department for Transport (DfT) said that Bombardier would build 65 trains at its plant in Derby, northern England, supporting about 1,000 jobs. The new trains will run on Crossrail, a 15 billion pound project due to open in 2018 which will connect Heathrow airport in the west of London to the county of Essex in the east through 42 km (26 miles) of new tunnels. “The manufacture of these new trains will not only revolutionise rail travel in London, they will deliver jobs and economic growth in their birthplace in Derby and across the UK,” London Mayor Boris Johnson said in a statement. Bombardier, headquartered in Montreal, Canada, has owned the historic train manufacturing site in Derby, which dates back as far as the 1840s, for about 13 years. The deal between the DfT, Transport for London and Bombardier will also involve the firm maintaining the new trains and building a new depot for Crossrail, the largest infrastructure project in Europe. Source: The Globe and Mail

### **Canadian Natural to pay \$3.125 billion for oil and gas lands in Western Canada**

Canadian Natural Resources Ltd will pay \$3.125 billion cash to buy conventional oil and gas assets near its core areas in Western Canada in a major land deal with Devon Canada. CNRL will also acquire six natural gas plants and other infrastructure as part of the transaction, which the Calgary-based company says will immediately add to its production, cash flow and earnings. “This acquisition fits our strategy of opportunistically adding to our existing core areas, where we can provide immediate value, with the opportunity to add value in the future,” CNRL president Stev Laut said in the announcement. In addition to the producing assets, Canadian Natural will acquire more than two million acres of undeveloped land and nearly three million acres of royalty lands from Devon. The Devon Canada lands are adjacent or close to Canadian Natural’s current operations in Western Canada. The deal doesn’t include Devon’s holdings in the Horn River area or its heavy oil properties. Canadian Natural expects the deal to close April 1.

The Devon transaction follows Canadian Natural's decision to hold onto its unconventional shale holdings in the Montney formation after announcing in March 2013 that it was looking for a buyer or partner. CNRL was only one of several major Canadian oil and gas companies that were shopping around major portions of their holdings to simplify their business during a period of low gas prices. Source: The Star

### **CPPIB, EDC to open offices in Latin America**

Canada Pension Plan Investment Board and Export Development Canada are making major bets on Latin America-despite turmoil in emerging markets and steep drops in South American markets in recent months. CPPIB is opening an office in Brazil, becoming the first Canadian pension plan to have permanent staff in Latin America. Also EDC, the federal government's export lender, will open an office in Bogota to help Canadian companies tap a coming infrastructure boom in Colombia. CPPIB Chief Executive Officer Mark Wiseman said the fund is not deterred by recent market upheavals and currency devaluations; he still believes in the long-term potential of key markets such as Brazil and Chile. "If you have a long-term view and you understand the dynamic of what's happening-including the demographic dynamic and the expansion of free market economies in those five countries-now is absolutely the right time to be there to establish that long-term presence in the region." Bogota is the EDC's seventh location in Latin America; it has offices in Mexico, Brazil, Chile and Peru. CPPIB has \$5-billion of investments in Latin America, including real estate and infrastructure holdings.

Source: Globe and Mail

### **SaskPower to roll out world's first carbon capture-embedded power plant**

Carbon capture storage may be unproven and expensive, but the technology appears set for its global premiere when SaskPower unveils the world's first power plant-CCS installation at Estevan, Sask. within the next few months. The \$1.35-billion Boundary Dam Carbon Capture Project, backed by \$240-million of federal funding, will see a rebuilt coal-fired plant at Boundary Dam Unit 3 embedded with a unit that sequesters carbon dioxide emissions that can either be stored in a deep well or sold. "The capture facility is completed and it's ready to go," Robert Watson, President and Chief Executive Officer of Crown-incorporated SaskPower said. This is new ground not just for SaskPower but also the wider global power industry with CCS seen as a promising way to cut CO2 emissions. In 2012, Calgary-based TransAlta Corp. abandoned plans to build a \$1.4-billion plant despite government backing. Last year, the Alberta government and privately owned Swan Hills Synfuels discontinued their \$285-million CCS funding agreement, citing low natural gas prices. Despite the setbacks, the Canadian government and industry are pushing ahead with two other CCS projects in Alberta: the \$1.35-billion Quest project backed by Shell Canada Ltd., Chevron Corp and Marathon with heavy funding from Alberta and Ottawa; and a \$1.2-billion Alberta Carbon Trunk Line, managed by Enhance Energy Inc. and North West Redwater Partnership also enjoys strong government backing. Source: Financial Post

## **Canada Bread to be sold for \$1.83 billion to Mexico's Grupo Bimbo**

Canada Bread, the country's largest bakery business, has been bought by a Mexican company in a deal valued at \$1.83 billion. The bread maker, which produces food under Dempsters, Bon Matin and other brands, will be acquired by Grupo Bimbo for \$72 per share in cash, with the support of its parent Maple Leaf Foods, the companies announced recently. Maple Leaf Foods owns a 90 per cent stake in the Canada Bread bakery business, which has been pressured by flagging sales as consumers buy fewer bread products. The parent company has been scouring its operations for cost savings as part of a restructuring plan that would improve the profits of the overall business, which is primarily focused on meat products. It hopes to complete the process by next year. Grupo Bimbo, which makes products under such brands as Sara Lee, Mrs. Baird's and Entenmann's, operates in the United States and 18 countries in Latin America, Europe and Asia. It trades on the Mexican stock exchange. Source: The Canadian Press

## **Tim Hortons and President's Choice rank among top 10 influential brands in Canada**

Google once again topped the list of the most influential brands in Canada in 2013, according to an annual ranking from Ipsos Reid. Google once again topped the list of the most influential brands in Canada in 2013, according to an annual ranking from Ipsos Reid. While Google hit the No. 1 spot last year as well, only two of the ten biggest influencers were Canadian brands—Tim Hortons and President's Choice. "We did this in 16 different markets and in any given market there are two or three local brands that hit the top 10," said Steve Levy, Chief Operating Officer at market research firm Ipsos Reid, which conducted the survey last month. Influential brands are defined by "the degree to which a brand can change the way you shop, that it is fundamental to people's lives, that it changes what people do every day, that it helps people interact with each other, that it can impact people emotionally," he said. Tim Hortons, the highest ranking Canadian brand at sixth place, has an enormous presence in this country, Mr. Levy noted, with a footprint of 3,400 stores in this country and almost 100,000 employees. Similarly, Loblaw made some fundamental marketing changes in 2013 for its popular in-house line of food and household products, President's Choice — it introduced the PC Plus loyalty card and mobile app, a program which gives tailored offers to customers based on their shopping habits. President's Choice is the single largest food brand in Canada and has been around for 25 years. In many ways, it has shaped the food agenda in this country.

Source: Financial Post

## **Cargojet awarded Canada Post domestic air cargo contract**

Cargojet has been awarded a multi-year contract to provide domestic air cargo services to Canada Post and its Purolator division. The cargo carrier, based in Mississauga, Ont., says projected revenues from the contract are estimated to be approximately \$1 billion during the initial seven-year agreement, based on projected volumes. After that, the agreement can be renewed for a maximum of nine years. Cargojet says the contract includes Purolator's national air cargo network, and it plans to expand and enhance its domestic overnight network to handle the additional volumes. "Cargojet and the Canada Post Group of Companies will work together to provide Canadians with world-class and

flexible air cargo services in today's changing business environment," said Ajay Virmani, President and CEO of Cargojet. Jacques Cote of Canada Post said that customer demand is shifting from mail to parcel delivery due to online shopping. "This move will drive operational efficiencies, lower our transportation costs and help ensure our parcel delivery remains competitive from a cost and reliability perspective," Cote said. Walter Spracklin with RBC Dominion Securities Inc. said the deal will enable Cargojet to optimize its current fleet. Source: Canadian Press

## *FORTHCOMING EVENTS IN CANADA*

**The Gem Expo (March 14-16, Hyatt Regency, Toronto):** is a three day event being held at Hyatt Regency Toronto Conference Centre. It showcases the best jewellery vendors and jewellery makers of Canada. The event will also display Gem stones, rocks and minerals, precious and semi precious stones, 925 silver jewellery and findings, bead store tools and lamp works from around the world. ([www.thegemexpo.com](http://www.thegemexpo.com))

**Buildex Edmonton: (March 18-19, 2014, Edmonton Expo Centre, Northlands):** is Edmonton's premier tradeshow & conference for three distinct groups of industry professionals: property & real estate management; architecture & interior design; construction & renovation. Hosting over 150 exhibitors and drawing more than 2400 attendees each year, BUILDDEX is the largest event of its kind in Edmonton and has become a must-attend industry event. ([www.buildixedmonton.com](http://www.buildixedmonton.com))

**FABTECH CANADA: (March 18-20, 2014, Toronto Congress Centre):** is a multipurpose trade event where North Americas largest metal forming, fabricating, welding and finishing industry will come closer to create an understanding and display their latest services and discuss about the opportunities in the respective sectors. It is one of the biggest trade events of its kind. ([www.fabtechcanada.com](http://www.fabtechcanada.com))

**Enercon 2014: (April 1-2, 2014, Royal York Hotel):** will bring together researchers, visionaries, practitioners, experts and thought leaders to explore the current state of the energy sector and create a leadership roadmap for the present and future of innovation, business, education, communication, and energy. ([www.enercom.to](http://www.enercom.to))

**SIAL CANADA 2014: (April 2-4, 2014, Palais des Congres de Montreal):** SIAL Canada, the International Food & Beverage Tradeshow, co-located with SET Canada, the National Food Equipment and Technology Tradeshow, cater to North American food-industry professionals. The shows represent two of the industry's most important meeting places for North America. It features 14,000 professional visitors from 61 countries and 750 exhibitors from 45 countries are expected in 2014. ([www.sialcanada.com](http://www.sialcanada.com))

**All Energy Canada Exhibition and Conference: (April 9-10, 2014, Exhibition Place, Toronto):** will bring together more than 200 exhibitors and 2,500 industry professionals. It includes a multi-stream world class conference, and a free-to-attend busy trade show showcasing the complete range of renewable and sustainable technologies. The conference will provide an unparalleled opportunity to gain insight across all areas of the renewable energy industry. It covers all renewable energy sectors and the challenges

facing the industry, as well as associated issues such as grid, funding and increasingly important areas such as business energy efficiency. ([www.all-energy.ca](http://www.all-energy.ca))

**APEX 2014: (April 13-14, 2014, Exhibition Park, Halifax):** ApEx is one of Atlantic Canada's most influential restaurant, foodservice and hospitality events. It provides an opportunity for exhibitors to showcase their products and services to industry professionals. In addition to tasting, testing and sampling your products, attendees are treated to expert seminars, unique show features and chef demonstrations that showcase the very best in Atlantic Canada's culinary scene. ([www.apextradeshows.ca](http://www.apextradeshows.ca))

**Canada India Infrastructure Forum 2014: (April 24-25, 2014, Hotel Shangri-La, Toronto):** The objectives of the conference are to provide a platform for infrastructure sector specific dialogues among Indian and Canadian stakeholders and to present current developments in the infrastructure sector in India ([www.canadaindia.org](http://www.canadaindia.org))

**Mechanical Electrical Electronic Technology Show: (May 7-8, 2014, Moncton):** The show is the second largest event for industry in Canada and the largest trade event east of Montreal. This biennial event attracts exhibitors and visitors from all over Canada and the US, displaying the very latest equipment available to the mechanical and electrical industries. The show provides industry professionals the unique opportunity to see mechanical and electrical companies from across North America under one roof. ([www.masterpromotions.ca/Previous-Events/meet-2014](http://www.masterpromotions.ca/Previous-Events/meet-2014))

**Montreal Manufacturing Technology Show: (May 12-14, 2014, Place Bonaventure, Montreal):** This event, organized by the Society of Manufacturing Engineers and its partners, delivers on the mission to advance manufacturing in Quebec and throughout Canada. The show brings buyers and sellers together in an environment that encourages working toward the common goal of a stronger manufacturing sector. This show, along with a dynamic conference, interactive town hall panel and industry keynote event, add up to a must-attend event for manufacturers. ([www.mmts.ca](http://www.mmts.ca))

**Rendez-vous Canada (RVC) (May 27-30, 2014, Vancouver):** is Canada's premier international tourism marketplace lead by the Canadian Tourism Commission (CTC), helping international buyers to network and connect with Canadian sellers of tourism products. ([www.rendezvouscanada.travel](http://www.rendezvouscanada.travel))

**2014 Global Petroleum Show: (June 10-12, 2014, Stampede Park, Calgary, Alberta):** is one of the largest energy exhibitions since 1968. The show is a powerful platform that unites 63,000+ registered attendees from over 100 countries with 2,000 exhibiting companies. The show offers governments, national oil companies, independent oil companies, local organizations, attendees and exhibitors from around the world opportunities to build relationships, source new markets and network within the international energy community. ([www.globalpetroleumshow.com](http://www.globalpetroleumshow.com))

**17<sup>th</sup> World Congress of Food Science and Technology 2014: (August 17-21, 2014, Montréal):** will provide an opportunity to learn about advances in food science and technology, gain insights into key industry drivers such as food safety, regulatory,

consumers and some of the challenges facing the industry. The theme of the congress is: Research that Resonates. ([www.iufost2014.org](http://www.iufost2014.org))

**International Conference & Exhibition on Mining, Material & Metallurgical Education : (September 15-17, 2014, Quebec City):** is the premier event aims to focus on the exchange of relevant trends and research results as well as the presentation of practical experiences in mining, material & metallurgical Pedagogy and Education. ICMM 2014 conference is committed to further foster mining, material & metallurgical education. The conference is intended for educators, engineers, managers, researchers, students, and representatives from industry who desire excellence in mining & metallurgical education. The conference provides a forum for sharing ideas; learning about developments in mining & metallurgical education; and interacting with professionals, experts, and colleagues in the field. ([www.iaemm.com](http://www.iaemm.com))

**Canadian Wireless Trade Show: (October 29-30, 2014, Toronto Congress Centre):** The show will provide an opportunity for businesses to meet with existing customers and drive new sales. Exhibitors will also get an opportunity to meet thousands of customers, industry leaders, decision-makers and get insights into cutting-edge technologies. ([www.canadianwirelesstradeshows.com](http://www.canadianwirelesstradeshows.com))

**Connect: (November 3-4, 2014, Vancouver Convention Centre West):** Connect is a one-stop shop offering hospitality industry professionals the opportunity to see the newest products and services and to stay ahead of trends. It is the largest hospitality trade show in Western Canada and will bring together thousands of restaurant, hotel and motel operators from across BC. In addition to the hundreds of exhibitors, CONNECT will host educational seminars and networking events for delegates. ([www.connectshow.com](http://www.connectshow.com))

**INSPIRE! The Toronto International Book Fair (November 13-16, 2014, Metro Toronto Convention Centre):** will be part exhibition, part market and part cultural festival, celebrating reading in all forms and embracing all facets of the book trade. The show will provide for the English-language market as well as Toronto's diverse language communities, hosting international, national, regional and local exhibitors. ([www.torontobookfair.ca](http://www.torontobookfair.ca))

**CRFA Show 2015: (March 1-3, 2015, Direct Energy Centre, Exhibition Place, Toronto):** The show provides a comprehensive forum of industry products and attracts thousands of industry professionals and puts them face to face with exhibitors showcasing all their latest products. The show features new trends in foodservice and the latest in energy efficient equipment. ([www.crfa.ca](http://www.crfa.ca))

### *BUSINESS OFFERS FOR INDIAN COMPANIES*

1.	Marks Supply Inc. Phone: 519-578-5761 Mobile: 226-747-6001 Email: <a href="mailto:rsawyer@markssupply.net">rsawyer@markssupply.net</a>	Looking to import Copper and Steel tube and fittings
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