



# Business Opportunities in Canada

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Please send your enquiries/comments to [comsec@cgitoronto.ca](mailto:comsec@cgitoronto.ca)

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### **Harper Government unveils plan for Canada's digital future**

On April 4<sup>th</sup>, Industry Minister James Moore unveiled Digital Canada 150, an ambitious path forward for Canadians to take full advantage of the opportunities of the digital age. Digital Canada 150 encompasses 39 new initiatives that build on our government's successful measures for a more connected Canada. It is based on 250 submissions that were received from more than 2,000 Canadians who registered to participate in online consultations held over three months in 2010. There are five key principles guiding Canada's digital future: Connecting Canadians; Protecting Canadians; Economic Opportunities; Digital Government and Canadian Content. Digital Canada 150 provides important funding, \$36 million in total, to repair, refurbish and then donate computers to public libraries, not-for-profit organizations and Aboriginal communities, giving students access to the equipment they need to take part in the digital world. Source: Industry Canada

### **Ottawa releases new details of proposed hybrid pension plan**

A new hybrid pension plan aimed at sharing investment risk between employers and employees proposes a system where some benefits are more secure than others. The Conservative government released extensive details on a proposed target benefit plan on April 24<sup>th</sup> that would see federal legislation lay out the rules as to what these funds would look like and how they should be managed. The target benefit plan is meant to be a hybrid of traditional defined benefit plans that offer guaranteed payouts in retirement and the increasingly common defined contribution plans, where workers are left with a lump sum when they retire that is based in part on the success-or lack thereof-of their investments. The new proposal would see employees and employers work together to govern a plan in which contributions are managed in order to provide a targeted payout for life in retirement. If the fund underperforms expectations, joint decisions would be made about reducing benefits, raising contributions, or both. The federal proposal also outlines how pension surpluses could be managed. Source: Globe and Mail

### **Re-Opening of Federal Skilled Worker Program**

On April 23<sup>rd</sup>, the Government of Canada announced new occupations and caps for the popular Federal Skilled Worker (FSW) program. Additional important information has been announced for the Federal Skilled Trades (FST) and Canadian Experience Class (CEC) programs. The new changes go into effect for all three programs on May 1, 2014. Effective May 1, 2014, the FSW will be accepting an overall total of 25,000 new applications. Applicants must have at least one year of work experience in one of 50 eligible occupations. A maximum of 1,000 applications will be accepted per eligible occupation. The eligible occupations include many widely practiced professions.

Source: Citizenship and Immigration Canada

## **Canadian economy edges ahead**

The Canadian economy grew by 0.2 % in February from January, meeting economists' expectations but recovering only modestly from December's weather-induced decline, as per Statistics Canada data. In December, the economy contracted by 0.4 % (revised from 0.5 %), and in January it expanded by 0.5 %. Production in February was only 0.3 % higher than it was three months earlier in November, before a harsher-than-usual winter took a toll on the economy. February's gains in Canada were led by the mining and oil and gas industries. Mining and quarrying rose 4.8 %, particularly because of copper and nickel, and oil and gas extraction rose by 0.7 %, mainly because of higher natural gas production. The agriculture and forestry sector declined 1.5 %, principally because of expectations of lower crop production after last year's record harvest. Manufacturing rose 0.6 % after gaining 1.6 % in January, and goods production was up 0.5 %. Services rose 0.1 %. Source: Globe and Mail

## **Government Invests in Aerospace Research and Development**

On April 23<sup>rd</sup>, the Honourable Kerry-Lynne D. Findlay, P.C., Q.C., Member of Parliament for Delta–Richmond East and Minister of National Revenue, on behalf of Industry Minister James Moore, announced a \$4.4 million investment in Avcorp Industries Inc.'s latest research and development (R&D) program. The project will develop new technologies in metal bonding and aircraft parts manufacturing. The contribution, made through the Strategic Aerospace and Defence Initiative (SADI), will allow Avcorp to realize greater market opportunities. Through SADI, the Government of Canada is making this repayable contribution to support R&D by Avcorp. The company is a leader in the design and fabrication of composite and metal-bonded aircraft structures. With this investment, Avcorp will develop advancements in metal-bonding technology, which it will use to manufacture new aircraft components, such as structural panels, rudders and wing parts. This multi-year project will help the company to realize a competitive advantage through cost-effective advanced manufacturing. The manufacturing, final assembly and testing of all components will be done in Canada.

Source: Industry Canada

## **Governments of Canada and Manitoba finalize agreements to help Manitobans get jobs**

On April 23<sup>rd</sup>, the Honourable Jason Kenney, Minister of Employment and Social Development, and the Honourable Theresa Oswald, Manitoba Minister of Jobs and the Economy, signed three agreements today to help connect Manitobans with available jobs. The Canada Job Grant is an innovative, employer-driven approach to help Canadians gain the skills and training they need to fill available jobs. It is designed to be flexible enough to meet the needs of businesses of all sizes, in all industries and regions. The Canada Job Grant will be delivered through the new Canada–Manitoba Job Fund (formerly known as a labour market agreement). Also signed was the new Canada–Manitoba Labour Market Agreement for Persons with Disabilities (LMAPD). With increased employer involvement and improved reporting of outcomes, the new agreement will better connect Canadians with disabilities with available jobs. The LMAPDs are the single largest federal government investment in helping Canadians with disabilities get

jobs. Under this agreement, the Government of Canada will provide close to \$9 million per year to Manitoba, a contribution that will be matched by the province.

Source: Employment and Social Development Canada

### **Ottawa posts \$5.1 billion surplus in February**

The federal government posted a \$5.1-billion surplus in the month of February, dramatically increasing the chances that the deficit for the 2013-14 fiscal year will be smaller than expected. Finance Canada's monthly Fiscal Monitor reported recently that over the first 11 months of the 2013-14 fiscal year, the deficit stood at \$5.4-billion with just one month left to report. That is in contrast to a deficit of \$10.7-billion during the same 11 months one year earlier. Monthly deficit and surplus figures can fluctuate dramatically due to the timing of government transactions. The official numbers for the 2013-14 fiscal year will not be known until the fall release of the Public Accounts. The \$5.1-billion surplus for February was an improvement over the \$3.2-billion surplus posted in February of 2013. The Conservative government's Feb. 11 budget estimated the 2013-14 deficit would come in at \$16.6-billion, and would then drop to \$2.9-billion in 2014-15 followed by a \$6.4-billion surplus in 2015-16. Source: Globe and Mail

### **Foreign investment in Canada climbs to \$6.1 billion in February**

Statistics Canada says foreign investment in Canadian securities grew by \$6.1 billion in February, including a \$3.9 billion purchase of federal government business enterprise bonds, the largest since May 2009. Non-residents bought \$2.2 billion in Canadian bonds in February. Government business enterprises include utilities, liquor boards and crown corporations. Most of the sales were in corporate paper and provincial bonds, as foreign investors continued to divest holders of federal government bonds. As Canadian stock markets continued their upward trend, foreign investment in Canadian equities grew by \$1.6 billion in February, the sixth straight month of increased purchases of equities. Meanwhile Canadians bought \$6 billion in foreign securities, led by \$2.7 billion in foreign bond purchases. Canadian investors made their largest investment in US Treasury bills since October 2010. Source: CBC News

### **Canadian government considering selling 50-year bonds**

Ottawa says it may soon issue a 50-year Government of Canada bond to take advantage of a strong bond market and low interest rates in order to lock in long-term funding. In a release, the Department of Finance says it has been studying the potential benefit of such a move, provided the market conditions are favourable. Right now, the government's longest-term bond is 30 years, and its long-term debt is in high demand, according to the release. Bank of Montreal Chief Economist Doug Porter says there would be advantages for the government if it were able to borrow money for half a century at a cost not much higher than the 2.94 % currently on the 30-year bonds. He says insurance companies and pension funds would be the natural customers for such long-term treasury bills. Canada is one of the only major industrialized nations countries with a AAA credit rating from all three of the major credit-rating agencies, meaning its ultra-long-term debt would be in high demand. Source: CBC News

### **Wholesale trade advances 1.1 % in February**

Canadian wholesalers fared better than expected in February as sales rose in all subsectors, led by motor vehicles and parts, and across eight provinces, according to Statistics Canada data. Wholesale trade rose 1.1 % in the month, following a 0.5 % gain in January and beating the market forecast of a 0.7 % increase. In volume terms, relevant for calculating gross domestic product, sales were up 0.8 %. Motor vehicle and parts wholesalers saw sales jump 3 % from January after two months of declines, with motor vehicles accounting for most of the increase. Excluding the auto industry, wholesale trade grew 0.8 %. Wholesale inventories rose 0.4 %, with the largest contributor in dollar terms coming from the machinery, equipment and supplies subsector. Source: Globe and Mail

### **Canadian retail sales edge up in February**

Canadian retail sales climbed in February as consumers spent more at pharmacies and department stores. Receipts rose 0.5% to \$41.0 billion, as per Statistics Canada, matching the median of a Bloomberg survey with 19 responses. The Ottawa-based agency revised its estimate for January's gain to 0.9% from 1.3%. The report supports the Bank of Canada's forecast last week for a "gradual strengthening" of the world's 11th largest economy, when it projected growth of 2.3% this year from 2.0% in 2013. The country's recovery hinges on an upturn in exports and investment, the central bank said. Wholesalers posted a second straight month of gains in February, led by increased shipments of motor vehicles, Statistics Canada reported. Retail sales at health and personal care stores, including pharmacies, rose 2.6% to \$3.11 billion in February, Statistics Canada said. General merchandise stores, which include department stores, posted a 1.4% increase to \$5.22 billion. Motor vehicle and parts sales were little changed at \$9.48 billion. Sales rose in 7 of 11 categories making up 56% of retailing, Statistics Canada said. Sales excluding motor vehicles and parts climbed 0.6% in February. Economists surveyed by Bloomberg forecast a 0.5% increase for that measure.

Source: Bloomberg

### **Bank of Canada Governor expects inflation and interest rates to stay low**

Resource-rich provinces and sectors are booming, while much of the rest of the country is still in the throes of a "post-crisis repair job," Mr. Poloz said recently. That means that interest rates will stay low for longer, while inflation will remain below the central bank's 2-per-cent target for at least another two years, he forecast. Citing continuing economic weakness, the central bank held its key overnight interest rate at 1 %, marking the 29th successive no-decision from the bank, stretching back to September, 2010. Most economists expect the bank's next move to be a rate hike – probably in the second half of next year. But Mr. Poloz told reporters the bank is sticking to "true neutrality." Mr. Poloz said the resource price boom of the past decade has been more of a gift than a curse for Canada. But he acknowledged that the benefits have been spread unevenly across the country. Mr. Poloz said the growing gap between the value of resource exports and import prices since 2002 means gross domestic income—a measure of the purchasing power of Canadians—is 7-per-cent higher than it would have been. Source: The Globe and Mail

## **Demand for Canadian Crude to remain robust: Bank of Canada**

In its latest Monetary Policy Report issued on April 16<sup>th</sup>, the Bank of Canada contends that even with the recent shale oil boom in the United States, which now produces approximately three million barrels a day, demand for Canadian crude will remain strong because a large portion of the existing refining capacity in the United States is for heavy oil and not the lighter shale. The Bank of Canada notes that the increase in supply will have a dampening effect on global oil prices, but because shale oil is often as expensive to produce as the heavier crude from Canada's oil sands, its impact will affect only the higher cost Canadian projects. The Monetary Policy Report also highlights that Canadian light oil exports should continue to perform well as a large proportion of the expected growth in U.S. shale oil production consists of ultra-light condensate, which cannot be used to directly replace Canadian light oil exports. The Bank does acknowledge that recent political uncertainty regarding the approval of infrastructure projects, particularly pipelines like the proposed Keystone XL that would send Canadian crude to the United States, do pose some risk to Canadian oil exports. Source: Bank of Canada

## **Canada ranks fifth among G7 countries in job creation, OECD report says**

A new OECD report suggests Canada's labour market has yet to fully recover from the recession and is not the strongest in the G7, as often claimed by the Harper government. The numbers from Paris-based Organization for Economic Co-operation and Development suggests Canada places 5th in terms of job creation. The OECD data measures what economists call the employment rate, which is the percentage of the working age population that actually has a job. By that measure, only two countries in the G7-Germany and Japan-have a higher percentage of employed today than when the recession began in the fall of 2008. Meanwhile, the United Kingdom and France are close to returning to pre-slump levels. Canada's employment rate at the end of 2013 stood at 72.4 % among 15 to 64 year olds which, while high, is still 1.3 percentage points lower than before the recession. The worst performers are the United States and Italy, with employment rates of 3.8 and 3.3 percentage points below pre-recession levels respectively. Economists say while Canada did create over one million new net jobs since the recession, that growth barely kept up with population growth and, as a result, there are more unemployed Canadians today than in 2008. Source: Globe and Mail

## **Canada's middle class better off than U.S. counterparts: study**

Canada's middle class appears to have pulled ahead of their working counterparts in the United States, according to survey analysis conducted by a Luxembourg data centre and The Upshot, the New York Times politics and policy website. "After-tax middle-class incomes in Canada-substantially behind in 2000- now appear to be higher than in the United States," wrote reporters David Leonhardt and Kevin Quealy, on The Upshot website. The income data from 35 years of surveys was compiled by LIS, a Luxembourg-based data centre and was analyzed in partnership with Upshot staff. "Although economic growth in the United States continues to be as strong as in many other countries, or stronger, a small percentage of American households is fully benefiting from it. Median income in Canada pulled into a tie with median United States income in 2010 and has most likely surpassed it since then," according to the reporters. The shift

can be attributed to “three broad factors” including access to education, unequal distribution of “bounty” and a more aggressive approach by the governments of Europe and Canada to increase the take-home pay of workers, they said. Source: The Star

### **In latest bid to tighten rules, CMHC targets second homes**

Canada Mortgage and Housing Corp. is cutting the types of mortgage insurance it offers, meaning the era of tighter rules for home buyers hasn't come to an end. The Crown corporation said it will stop insuring mortgages on second homes, effective May 30. Anyone who has an insured mortgage will no longer be able to act as a co-borrower on another mortgage that CMHC insures. In addition, it will stop offering mortgage insurance to self-employed people who don't have standard documents to prove their income. CMHC said it does not expect the new rules to have a big impact on the housing market, but hinted more changes are on the way. Mortgage insurance is mandatory in Canada for banks issuing mortgages to home buyers with down payments of less than 20 %, and changes can have significant effects on home sales. Source: Globe and Mail

### **Canada poised for export boom: EDC**

A new forecast from the federal export agency, EDC, predicts Canada's economy is on the threshold of stronger growth thanks to a long-awaited recovery in the export sector. Export Development Canada says renewed strength in the United States and in emerging markets, along with a lower loonie, will trigger a rebound in the lagging export sector, particularly in automobiles, building materials and appliances. EDC chief economist Peter Hall says the volume of shipments will likely start taking off in the second half of this year and expand to 5.8 % growth in 2015. Mr. Hall says the pickup in exports might have happened sooner but for the U.S. government shutdown in October and the unusually harsh weather throughout the winter, which accounts for the EDC's expectation of a modest 2.5 % growth in exports this year. Mr. Hall said going forward, global and U.S. demand will be there, adding that his major worry is whether Canadian exporters and manufacturers have the capacity to ramp up production and shipments. Exports and the manufacturing sector remain the only significant segments of the Canadian economy that still have not fully recovered from the recession.

Source: Globe and Mail

### **CRTC mulls cable rule overhaul that may allow custom packages**

Canada has moved a step closer to pick-and-pay cable television packages for consumers, with the broadcast regulator revealing its thoughts on how best to open up the industry to more customization. The Canadian Radio-television and Telecommunications Commission unveiled the latest report in its ongoing series entitled Let's Talk TV, in which it lays out a variety of options to change the rules for how television channels are sold to consumers. Among them would be to compel cable companies to offer a small, all-Canadian basic service full of local, community and educational programming. That package would be full of channels that are so-called "mandatory carriage." But it could be complemented by an upgrade the CRTC calls "discretionary programming services on a stand-alone basis"-commonly known as the pick-and-pay model, where consumers buy individual channels. A further part of the plan, in the CRTC's words,

would "allow subscribers to build their own custom packages of discretionary programming services (build-your-own-package)." "Under the proposed approach, distributors would also be allowed to continue to offer discretionary programming services in pre-assembled packages for those Canadians who are satisfied with their current offering," the CRTC said. Source: CBC News

### **Canada Post launches new e-commerce program for small businesses**

Canada Post is teaming up with e-commerce platform providers to make it easier for small businesses to go online and grow their business. The new program will be offered by e-commerce software solution providers to their users, with incentives on shipping services by Canada Post, the largest delivery network in the country. The e-commerce platforms already offer Canada Post shipping services, including shipping labels, rating, and tracking capabilities. By integrating their Canada Post customer account into e-commerce platforms, merchants will have access to streamlined built-in services such as creating and printing shipping labels, incorporating tracking directly into their online stores as well as accessing the most convenient return process in the country. In addition, they will qualify for an exclusive incentive offer through their software provider. To benefit from the incentive offer, merchants must connect their new or existing online store with their Canada Post account for the first time through an approved participating solution provider such as Magento, Shopify, 3dcart, WooCommerce, Shopsyte, Ordercup and ShipStation. Source: Canada Post

### **Province pledges \$1 billion to Ring of Fire**

The provincial government says it's prepared to pump up to \$1 billion into all-season access to the mineral-rich Ring of Fire deposit in Northern Ontario- provided Ottawa matches the funding. Calling the \$60 billion site Canada's next great mining development, Northern Development and Mines Minister Michael Gravelle announced on April 28<sup>th</sup> that the funding would go toward a much-needed transportation and power corridor to the remote site located in the James Bay lowlands. "The Ring of Fire represents one of the most significant mineral regions in the province, and includes the largest deposit of chromite ever discovered in North America," said Minister Gravelle. He added that mine development will create thousands of jobs for generations to come and boost Northern Ontario's struggling economy. The Ontario Chamber of Commerce estimates that the project could generate \$9.4 billion in new economic activity over the next decade and support 5,500 jobs a year. Source: The Star

### **Ontario Liberals offer hydro perks to business**

The Ontario's Liberal government rolled out another pre-election-style announcement on hydro rates on April 25<sup>th</sup>, this time aimed at business customers. Energy Minister Bob Chiarelli expanded the number of businesses eligible for a plan that has allowed the province's biggest power users to trim their energy costs substantially. He also announced measures to help small businesses conserve energy. On April 24th, Minister Chiarelli had said he'll terminate the debt retirement charge for householders on Dec. 31, 2015, and sketched out plans to reduce hydro bills for low income earners. Ontario's biggest power users have benefitted since 2011 from a plan that rewards them for

reducing consumption during the five times during the year when power use hits the highest peaks. It allows sophisticated companies to cut their bills by 25 %, according to an official in Chiarelli's office. Minister Chiarelli announced that somewhat smaller power users will now be eligible for the plan, opening participation to "hundreds" of new businesses. More companies will also be eligible for a plan that offers lower hydro rates to companies that expand and create jobs. A company that expands power consumption by 25 % would currently see their hydro price drop by as much as 12 per if it meets all the program requirements. Source: Globe and Mail

### **Home sales, prices in GTA jump in March**

Sales of existing homes picked up in the Toronto area during March after a sluggish winter, coming in 7.2 % higher than a year earlier. But, even with the gain, sales remain a touch below their average level for this time of year. Economists are watching to see whether the slow pace of sales across Canada through the winter month was largely related to the cold weather. Spring is traditionally the time of year when home sales are the highest, and as such March's numbers are being closely watched for hints of what might unfold. Data is still trickling out from local real estate boards across the country, and full national numbers won't be released until mid-month. Toronto and Vancouver have both reported that March's sales were up from a year earlier and from February. But sales levels in both cities remain below their average level of the last ten years. The Toronto area saw 8,081 existing homes change hands last month, the local real estate board reported. That's just shy of the ten-year average level of sales for March, which is 8,107. The average selling price, meanwhile, continued to climb, coming in nearly 8 % higher than a year earlier, at \$557,684. Source: Globe and Mail

### **Grosvenor ranks Toronto, Vancouver and Calgary the world's top cities for long-term real estate investment**

Toronto, Vancouver and Calgary are the world's top cities for long-term real estate investment, a report by Grosvenor's research said. Grosvenor, an international property development company based in the U.K., ranks 50 of the world's cities on their resilience, measured by their vulnerability and how well they can cope with adverse events. "The investment of city leaders in infrastructure and its commitment to upgrading it over the decades has put Toronto at the top of Grosvenor's list of the world's most resilient cities," said Richard Barkham, Grosvenor's Group research director. "For investors in property and real estate, it makes Canada a very sound long-term investment." The Canadian trio beat out all cities in the United States, with Chicago ranking fourth on the list. The five least resilient cities were Dhaka, Jakarta, Cairo, Manila and Mumbai. The report said Canadian cities fared well as they are generally well governed, well planned and have good access to resources, including water and energy.

Source: Financial Post

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

The Canadian dollar traded at around 0.90 cents for the first 3 days of April, it increased to 0.91 cents from the 4<sup>th</sup> till the 15<sup>th</sup>. It decreased again to 0.90 cents and closed at 0.91 USD on April 30<sup>th</sup>. Source: Bank of Canada

### **Canada courts Indian conglomerate**

Export Development Canada is making a \$500-million (U.S.) loan to Indian conglomerate Reliance Industries Ltd. in a bid to entice the company to expand its Canadian supplier base. The five-year financing announced on April 2<sup>nd</sup>, is EDC's largest-ever in India and equals the biggest loan made by the Crown-owned lender anywhere in Asia. "By extending them financial terms, we are encouraging them to augment their Canadian supply chain," said Todd Winterhalt, EDC's Vice-President of International Business Development. Mumbai-based Reliance is India's largest private-sector company. It has more than \$66-billion in annual revenue and has vast holdings in petrochemicals, oil and gas, plastics, textiles, telecom and retailing. The idea is to get more Canadian companies active in the Indian market through Reliance, a long-time EDC customer, he said. The company already buys from roughly 50 Canadian companies, mainly goods and services for its petrochemical business and telecom. These include Evans Consoles, a maker of control room consoles, and Enersul LP, which manufactures equipment for handling sulphur, both of Calgary, plus Nova Chemicals Corp. and PipeSak. Source: Globe and Mail

### **Canada's Brookfield likely to buy Unitech arm Candor**

Canada-based global real estate company Brookfield has offered to acquire Candor Investments, a fully-owned subsidiary of Unitech Corporate Parks Plc (UCP), which owns stakes in real estate projects in the Delhi National Capital Region (NCR) and Kolkata. Unitech Ltd said recently that the London listed but India-focused UCP is in talks with an investor for selling Candor Investments Ltd, the holding company for its 60 % interest in six real estate projects. According to an exclusivity agreement signed between Brookfield and UCP, an entity listed on the Alternative Investment Market of the London Stock Exchange (LSE), the transaction is to be concluded in 45 days. Candor Investments, through its subsidiaries, holds a 60-% stake in six properties, valued at Rs 10,000 crore - two in Gurgaon, three in Noida and one in Kolkata - while the Unitech group owns rest of the equity. Source: Business Standard

### **Canpotex inks pact to sell potash to India**

Canadian potash marketing arm Canpotex Ltd. has agreed to an annual contract with its government and private sector partners in India to supply approximately 1 million tonnes of potash at a price of \$ 322 per tonne on a CFR basis. The price – substantially lower than last year's \$427 per tonne-is similar to what Russia's Uralkali had agreed to sell to India recently. Steven Dechka, President and Chief Executive Officer, Canpotex, stated that this new agreement demonstrates once again the importance Canpotex places on the Indian market and on supporting its loyal and long-term customer base in India. "We are very pleased to conclude these new supply contracts with our long-term Indian customers, and continue our role as a leading potash supplier to this important market," stated Mr. Dechka. He also confirmed that Canpotex intends to expand its market

development programs in India in future to help provide Indian farmers with the educational and other tools needed to improve yields through balanced fertilisation and best management practices. Operating continuously since 1972, Canpotex is the exclusive offshore marketing company owned by the three Saskatchewan potash producing companies: Agrium Inc; Mosaic Canada Crop Nutrition LP, a subsidiary of The Mosaic. Source: Business Standard

### **CAE announces sale of flight simulator in India**

Montreal-based CAE announced new contracts valued at a total of approximately C\$75 million at list prices, including the sale of a flight simulator to India. CAE Simulation Training Private Limited (CSTPL) in Greater Noida, Delhi, India, a joint venture between CAE and InterGlobe Enterprises, has ordered an Airbus A320 full-flight simulator (FFS). The FFS will be the third CAE A320 device to be installed at the CSTPL training centre. CAE provides flight training solutions based on world-leading simulation and modelling technology and integrated training services. Source: CAE Inc. Press Release

### **Canada invites Coal India to explore mining opportunities**

On April 8<sup>th</sup>, Canada invited world's largest miner Coal India Ltd to explore mining opportunities in the country. "We want Coal India to come to Canada and invest in the coal sector, mainly in metallurgical and coking coal," Canadian High Commissioner Stewart Beck said on the sidelines of an interactive session with members of CII eastern chapter in Kolkata. He also met senior officials of Coal India Ltd (CIL) to discuss opportunities for the company. A few Indian steel companies have started importing some grades of coal from Canada. CIL was planning to import coal on behalf of its power plant consumers to meet the shortfall in supply and tender has already been floated seeking bids for the same. But as CIL is looking at thermal coal to feed the power plants, it is looking at coal sources closer home. Source: Press Trust of India

### **Canada keen to boost trade with India**

Ties between India and Canada are improving and the country including the Eastern Region is being increasingly explored as favourable business destination, Stewart Beck, High Commissioner of Canada to India told a group of industry captains at a CII-organised interactive session in Kolkata on April 8. Canada, he said, has already set its focus on four key areas that include food security, energy security, education and infrastructure; and, is working overtime to boost its trade and investment with the country. "In my view, Canada can bring efficiency and effectiveness in food processing industry and agricultural logistics, help in clean technologies and waste water management," Mr. Beck said. According to the High Commissioner, bilateral trade (between the two countries) is expected to grow by around 12%. In 2013, bilateral trade stood at \$ 5.5 billion. Apart from investment in specific sectors, Canada could "contribute significantly" in the fields of innovation and entrepreneurship, the CII said in its release.

Source: The Hindu

## **Suven Life secures 2 Product Patents for their NCEs in Canada and Hong Kong**

On April 10<sup>th</sup>, Suven Life Sciences Ltd (Suven) announced that the grant of one product patent from Hong Kong (HK 1133002) and one product patent from Canada (CA 2737282) corresponding to the New Chemical Entities (NCEs) for the treatment of disorders associated with Neurodegenerative diseases and these Patents are valid through 2023 and 2029 respectively. The granted claims of the patents include the class of selective 5-HT compounds discovered by Suven and are being developed as therapeutic agents and are useful in the treatment of cognitive impairment associated with neurodegenerative disorders like Alzheimer's disease, Attention deficient hyperactivity disorder (ADHD), Huntington's disease, Parkinson and Schizophrenia. With these new patents, Suven has a total of fifteen (15) granted patents from Canada and fourteen (14) product patents from Hong Kong. These granted patents are exclusive intellectual property of Suven and are achieved through the internal discovery research efforts. Products out of these inventions may be out-licensed at various phases of clinical development like at Phase-I or Phase-II. Suven Life Science is a biopharmaceutical company focused on discovering, developing and commercializing novel pharmaceutical products, which are first in class or best in class CNS therapies through the use of GPCR targets. Source: Suven Life Sciences Press Release

## **Clearford launches sales initiatives into the State of West Bengal, India**

On April 15<sup>th</sup>, Clearford Industries Inc. announced it has expanded its Indian sales effort into the State of West Bengal. Clearford has spent over twenty years developing a unique, proprietary sewage collection and treatment system to meet sanitation needs in areas of low or variable water supply and help mitigate the tremendous loss of life and income earning opportunity that is caused by water borne diseases. Clearford has entered into an Agent of Representation (AOR) agreement with Kolkata based, JB Enviro Consultants Pvt. Ltd. to bring the Clearford system to West Bengal, India. The Clearford-JB Enviro partnership has already identified a number of viable projects in West Bengal including the new educational campus of the famous St. Xavier's School, founded 1860. The prestigious school provides education to 2,300 students. Clearford first became active in the Indian market in 2010 and the entry into West Bengal completes the first phase of Clearford's India strategy with local capable partners identified and actively pursuing regional private and public opportunities in all four geographic zones. Clearford has also developed a strong working relationship with Engineers India Ltd (EIL), one of the leading design and engineering organizations in South Asia.

Source: Clearford Industries Inc. Press Release

## **IFFCO gets approval to set up \$1.6 billion urea plant in Canada**

On April 19<sup>th</sup>, leading fertiliser cooperative IFFCO said that its subsidiary received permission from the provincial government of Quebec to set up a \$1.6 billion urea plant. A decision in this regard was taken on March 26 by the Cabinet of the Canadian province and was notified in the April 19th edition of the official gazette of Quebec, the Indian Farmers Fertiliser Co-operative Ltd (IFFCO) said in a statement. The proposed facility will have a production capacity of up to 1.6 million tonnes of urea and 7,60,000 tonnes of diesel exhaust fluid (DEF), it said. The estimated project cost of \$1.6 billion is based on

the most recent feasibility study. La Coop federee, an agri-food organisation in Quebec that is one of the project shareholders, has agreed to purchase some 5,00,000 tonnes of urea a year for distribution across the province, Canada and several US states, it added.

Source: Times of India

### **Tata Steel set to finalise investment in Canada**

With the financial viability of its iron ore mining and pellet project in Canada confirmed by a study, Tata Steel is set to decide on an investment, says the project team. Tata Steel is a strategic partner and the biggest stakeholder in the Toronto Stock Exchange-listed New Millennium Iron Corp (NML), which is pursuing the project. NML did not disclose the size of the proposed investment. “The project financials have been evaluated with capital expenses, excluding certain infrastructure-related capital expenses in the mine, port and ferroaduct (of over 600 km to carry the ore concentrate slurry to the pellet unit),” NML said. These would be owned by third parties. In a statement, Robert Patzelt, President and CEO, NML, said: “We are very pleased with the results of this joint study...We believe the results present a compelling case for a profitable, successful, long-term iron ore operation.” He added that the favourable geological and mining characteristics of the two deposits- Labmag and KéMag in eastern Canada’s sub-Arctic region- were “manifested in the study’s operating cost estimates”. The study has suggested that the project has the potential to become one of the low-cost pellet producers of the world. It said the project would produce premium products whose estimated supply and demand will balance out over the next decade. The project could produce 17 million tonnes a year two types of pellets and 6 million tonnes a year of pellet intermediates for export. Source: Business Standard

### **More visas being issued to people from India seeking a new life in Canada**

Canada remains a destination of choice for visitors, students and business travellers from India with more than 130,000 visas being issued to people coming to visit family, friends or as tourists last year. There were also almost 14,000 student visas granted and more than 33,000 Indian citizens who became permanent residents of Canada, according to the latest figures announced by Immigration Minister Chris Alexander. He said that for over a century Canada has benefited from the talent and hard work of newcomers from India. ‘Tens of thousands of Indians continue to make the journey to Canada every year to help us build our country, our economy and, in many cases, to settle permanently and become Canadians,’ he explained. ‘The government has been making changes to facilitate legitimate travel, welcoming more visitors, businesspeople and students to Canada than ever before,’ he added. This includes the Business Express Programme (BEP) that was introduced in 2008 and created to ensure faster processing of visa applications for business people. The Worker Express Programme, which provides expedited service to applicants sent to Canada by companies under the BEP, was introduced in India in June 2009 and has since benefited more than 7,200 Indian citizens. In addition to the BEP, in July 2011, the government extended the duration of multiple entry visas from five to 10 years allowing visitors to enter and exit Canada for up to six months at a time over a 10 year period. Source: Expat Forum

### **Valeant's \$44.4B bid to buy Botox maker Allergan would mark biggest takeover in Canadian history**

Valeant Pharmaceuticals International Inc.'s US\$44.4 billion bid to buy Botox maker Allergan Inc. would mark the biggest takeover in Canadian history. The proposed acquisition by Laval, Quebec-based Valeant would surpass Vivendi SA's US\$43.9 billion purchase of spirits maker Seagram Co. in 2000, and Rio Tinto Group's US\$42.9 billion acquisition of Alcan Inc. in 2007, according to data compiled by Bloomberg. Transactions are announced values and include debt. Valeant recently offered Allergan investors US\$48.30 in cash and 0.83 of a share for each Allergan share they own. Pershing Square Capital Management LP, the fund run by Bill Ackman and Allergan's largest shareholder with a 9.7% stake, supports the offer, Valeant said. Barclays Plc and Royal Bank of Canada's RBC Capital Markets unit are advising Valeant on the transaction, as well as providing US\$15.5 billion of debt financing.

Source: Bloomberg and Financial Post

### **Fairfax to acquire Indonesia's Batavia Insurance**

Toronto-based Fairfax Financial Holdings Limited announced that it has, through its wholly-owned subsidiary, Fairfax Asia Limited, entered into a share purchase agreement pursuant to which it will acquire 80% of Indonesia-based PT Batavia Mitratama Insurance. Batavia is a general insurance company that specializes in vehicle coverage. Fairfax is a financial services holding company engaged in property and casualty insurance and reinsurance and investment management.

Source: Fairfax Financial Holdings Ltd. Press Release

### **Canadian Natural Gas Producer plans IPO for Royalty Arm**

Encana Corp., a major Canadian producer of natural gas, is taking steps towards an IPO of its PrairieSky Royalty Ltd. unit, an oil and gas royalty business. The IPO was expected as Encana had pledged to spinoff the business in 2014 as part of its broader restructuring effort. Encana plans to retain a majority stake in the spun off business. The driving factor behind the restructuring and this planned spinoff has been the decline of natural gas prices over the past few years; Encana derives the majority of its revenue from natural gas and has been exploring ways to cut costs and increase profits under its newly appointed CEO Doug Suttles. Encana has filed a preliminary prospectus and it is reported that the share offering should close in early June. The IPO, is expected to create a company that oversees the rights to mineral fee titles and royalties, which includes over 5 million net acres of land in southern Alberta. The plan calls for have PrairieSky to farm out land for exploration and development of oil and gas to third parties who will pay royalties. Source: Wall Street Journal

### **Teachers, partner to sell Insight Pharmaceuticals for \$750-million**

The Ontario Teachers' Pension Plan and Swander Pace Capital have signed a deal to sell Insight Pharmaceuticals to Prestige Brands Holdings for US\$750-million. Insight has a portfolio of nearly 30 brands of non-prescription medicines and personal care products including Monistat, the over-the-counter yeast infection treatment. Prestige said the deal is expected to boost its annual revenue to about \$800-million. Prestige sells household cleaning products and other over-the-counter treatments like the sore throat remedy Chloraseptic and PediaCare. Earlier this month, Prestige said that it would buy Hydralyte, an over-the-counter treatment for dehydration sold in Australia and New Zealand. In 2012, it paid \$660-million to buy 17 over-the-counter product brands from British drugmaker GlaxoSmithKline. Those include Goody's pain relievers and Sominex sleep aids. Teachers' made its first investment in Insight in 2011 through Teachers' Private Capital. Source: Globe and Mail

### **Teachers' announces GE Aviation Strategic Partnership with Development Bank of Japan**

The Ontario Teachers' Pension Plan (Teachers') announced it has entered into a strategic partnership with US-based GE Aviation to support the development of technologies for the GE9X engine. In connection with this partnership, Teachers' also entered into a transaction with the Development Bank of Japan (DBJ) that establishes an ongoing global financing relationship. GE Aviation, an operating unit of GE, is a provider of jet and turboprop engines, components and integrated systems for aircraft. DBJ, 100% owned by the Japanese government, provides investment and loan services.

Source: Ontario Teachers' Pension Plan Press Release

### **FedEx extends Canadian retail reach with Home Hardware pact**

FedEx Express is going after a bigger piece of the burgeoning online shopping market by expanding its retail presence in Canada through a deal with Home Hardware Stores Ltd. Federal Express Canada Ltd. says it has reached an agreement with Home Hardware that will allow the home-improvement chain's dealer-owners to house full-service FedEx shipping centres within their stores. FedEx describes the deal as its "most comprehensive Canadian retail expansion in the company's history. FedEx says e-commerce is the biggest single force in the global economy; the company projects in its 2013 annual report that e-commerce will reach \$1-trillion (U.S.) by 2016. Last November, FedEx Express Canada estimated that 60 % of Canadians would use some form of online shopping for the 2013 holiday season. To better tap into this market, transportation companies must offer more proximate points-of-access options for drop-off and pick-up services, FedEx Express Canada said in a news release. Home Hardware has 1,100 stores across Canada. The new shipping centres are to be rolled out across Canada in stages throughout the year. Source: Globe and Mail

### **Canpotex signs \$60-million deal with Bangladesh**

Canpotex has signed a contract to supply potash to Bangladesh that could be worth up to \$60 million US. The one-year deal calls on Canpotex's members-Potash Corp. of Saskatchewan Inc., Agrium Inc. and Mosaic Canada Crop Nutrition LP - to deliver 120,000 metric tonnes of potash to Bangladesh with an option for an additional 60,000 metric tonnes. This is Canpotex's first potash contract with Bangladesh since 1992. The contract was negotiated between the Canadian Commercial Corporation (CCC) and the Bangladesh Agricultural Development Corporation. The CCC is the Government of Canada's international government to-government contracting organization. In 2013, 50 % of all Canadian exports to Bangladesh came from Saskatchewan, mostly in the agriculture sector. Source: Leader Post

### **Progress Energy Canada, Pacific North West LNG, Petronas sign agreements with Sinopec for BC LNG Project**

Progress Energy Canada Ltd. (Progress Energy), Pacific NorthWest LNG Ltd. (PNW LNG) and Petronas have signed transaction agreements whereby China Petrochemical Corporation (Sinopec), through its affiliates, will acquire a 15 percent interest in Progress Energy's LNG-destined natural gas reserves in northeast BC and in the proposed PNW LNG export facility on the BC coast. As part of the transaction, Sinopec has agreed to offtake 1.8 million tonnes of LNG per annum (MTPA), which represents 15 percent of the LNG facility's production, for a minimum period of 20 years. Sinopec, through its affiliates, has also signed a binding Heads of Agreement with Petronas for the purchase of an additional 3 MTPA of LNG for 20 years sourced primarily from the PNW LNG project. Progress Energy is a Calgary-based a natural gas company owned by Petronas. Vancouver headquartered PNW LNG is a proposed natural gas liquefaction and export facility on BC's coast. Petronas is Malaysia's state owned energy company. Sinopec is a Chinese state owned energy company based in Beijing.

Source: Progress Energy Canada Ltd. Press Release

### **Mega Brands shareholders approve \$460-million Mattel takeover**

Mega Brands shareholders overwhelmingly approved a US\$460-million friendly takeover of Canada's only public toy company by American giant Mattel. A total of 99.96 % of Mega Brands shareholders who voted endorsed the deal, well in excess of the two-thirds requirement. Mattel, the world's largest toy maker will pay C\$17.75 cash per share and 39 cents per warrant, which represents a total enterprise value of US\$460-million, including the net debt. The transaction announced on February 28<sup>th</sup> had the support of shareholders with 39 % of Mega Brands stock, including the Bertrand family and Fairfax Financial. Quebec Superior Court is expected to approve the takeover Friday, leading to a change in ownership on April 30 and a delisting of Mega Brands stock from the Toronto Stock Exchange. U.S. regulatory approval has already been received. The Bertrand family will receive more than \$74-million through the takeover. Mattel is expected to extend its many licences to Mega Bloks construction and Rose Art arts and crafts products, two of the fastest growing toy segments. Source: Globe and Mail

## **CNOOC subsidiary to partner with UK firm on Prince Rupert LNG terminal: Report**

A subsidiary of China's CNOOC Ltd. has signed an agreement with a unit of BG Group PLC to partner on the U.K. company's proposed Prince Rupert LNG terminal on Canada's West Coast, according to China's state-run news agency. CNOOC Gas and Power Group signed a memorandum of understanding with BG International Ltd. recently, Xinhua News Agency said, citing a news release from CNOOC. A joint study is planned for a plant capable of exporting between 21 million and 29 million tonnes of super-cooled gas per year, Xinhua reported. BG last year filed plans with Canadian regulators for a proposed \$16-billion natural gas-export terminal at Ridley Island near Prince Rupert, B.C. capable of processing up to 2.9 billion cubic feet of gas a day, or 21.6 million tonnes annually. It has partnered with Spectra Energy Corp. on a pipeline to the coast. Source: Financial Post

## **Grand & Toy to close all 19 retail stores, keep selling products online**

OfficeMax Grand & Toy says it will close all of its 19 retail stores across the country over the next few months. But the company will continue selling merchandise through its website. The company says retail walk-ins have become a rarity, accounting for only three % of its sales at stores in Ontario, Alberta, British Columbia and Manitoba. About 160 full-time and part-time staff will be impacted by the closures. OfficeMax Grand & Toy currently has more than 1,300 employees. The company says it has seen "tremendous growth" in its online channel over the past several years. "We are concentrating our efforts on ways to better serve our customers in response to their changing business needs," said General Manager Simon Finch. "Our customers overwhelmingly prefer an online experience. It offers more products, a constantly growing selection, and convenient door-to-door delivery." OfficeMax Grand & Toy is an affiliate of Office Depot Inc. and has sold workplace products in Canada for over 130 years. Source: Globe and Mail

## **Shaw-Rdio deal a sign legacy media ready to embrace the stream**

On April 24<sup>th</sup>, Shaw announced that it has formed a strategic partnership with San Francisco-based Rdio Inc., one of the leading streaming music services available in Canada, that will see the telecom company promote the service across its numerous platforms, plus partner for content. Rdio lets users access more than 20 million songs online and through a mobile app with limited free memberships or paid, \$10-a-month subscriptions. The International Federation of the Photographic Industry, which tracks music industry statistics, announced last month that subscription streaming services saw revenues jump 51 % in 2013. Services like Stingray Digital's Galaxie channels are available to Shaw cable customers, offering dozens of programmed music stations, but don't offer the ability to select specific songs and albums to play. That's where the fully-interactive Rdio comes in. The financial terms of the partnership weren't disclosed, but in a further signal of confidence, Shaw also announced it had made an investment into Rdio's holding company, Pulsar Media Inc. Rdio previously announced a similar partnership with the Brazil media conglomerate Grupo Bandeirantes. Source: Globe and Mail

### **Crescent Point buys CanEra Energy for \$750-million**

Crescent Point Energy Corp. is buying privately held oil and gas producer CanEra Energy Corp. for about \$750-million in cash and stock to expand its position in a Saskatchewan oil formation that is seen as a potentially large new source of supply. Crescent Point said the acquisition, which extends a multibillion-dollar string of Canadian oil-industry deals this year, boosts its reserves in the Torquay formation - which lies beneath the prolific Bakken shale - and will prompt an increase in its production and cash-flow targets. The company is known for its light crude oil production in the Bakken in both Saskatchewan and North Dakota. Booming industry activity with the use of horizontal drilling and hydraulic rock fracturing has made North Dakota the second-largest oil-producing U.S. state. Crescent Point chief executive Scott Saxberg said the Torquay, known as the Three Forks formation in the U.S., has been explored much less than the Bakken. The company announced a large Torquay discovery in an area called Flat Lake earlier this month. Under the agreement, Crescent Point is offering 12.9 million of its shares and \$192-million in cash for a total value of about \$750-million, based on a Crescent Point share price of \$44.50. It will also assume \$348-million in debt. Source: Globe and Mail

### **AutoCanada gears up with deal for eight new stores**

Auto dealership group AutoCanada Inc. has signed deals to purchase eight new stores that generated \$422-million in revenue last year. The new dealerships include a dealership group and other stores unrelated to the group, the Edmonton-based company said in a statement on April 29th. AutoCanada, the country's largest publicly traded auto dealership group, said the agreements are expected to close within 90 days but depend on approval from auto manufacturers. Approvals are expected, but not assured, the company said. The purchases will be financed through debt or issuing equity or a combination of the two. The company now operates 34 dealerships in seven provinces that sold about 36,000 vehicles last year. Source: Globe and Mail

### **Encana to sell some Texas gas assets for \$530-million**

Encana Corporation, Canada's largest natural gas producer, said it had agreed to sell about 90,000 net acres in east Texas for about \$530-million to an undisclosed buyer, as part of a plan to cut its dependence on low-value natural gas. Chief Executive Doug Suttles has been selling assets to reduce exposure to natural gas, which has become cheaper after a U.S. shale boom. Encana, which is focusing on five shale fields in the United States and Canada with reserves high in oil and valuable natural-gas liquids, agreed in March to sell its properties in Wyoming's Jonah natural gas field to private equity firm TPG Capital for \$1.8-billion. The sale announced on April 29<sup>th</sup>, includes areas primarily in Leon and Robertson counties with average production of about 100 million cubic feet per day (MMcf/d) of natural gas and about 1,200 barrels per day (bpd) of total liquids in 2013. Estimated proved reserves of the properties were a little over 200 billion cubic feet equivalent (Bcfe), comprising 97 % of natural gas, at the end of last year. The sale is expected to close in the quarter ending June. Source: Globe and Mail

## FORTHCOMING EVENTS IN CANADA

**Canadian Institute of Mining, Metallurgy and Petroleum Convention 2014: (May 11-14, Vancouver):** The CIM Expo! is Canada's premier mining show, featuring the latest in mining equipment, tools, technologies and services. Vancouver will be hosting around 500 exhibiting companies. The theme of the conference is "Mining 4 Everyone" ([www.cim.org](http://www.cim.org))

**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 APMA Annual Conference & Exhibition: (June 4-5, Caesars Windsor Hotel):** will feature industry leading speakers, an exhibit hall, One-on-One matchmaking opportunities, and numerous networking opportunities. The theme of the conference is "Technological Leadership for Competitive Growth" ([www.apma.ca](http://www.apma.ca))

**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. ([www.globalpetroleumshow.com](http://www.globalpetroleumshow.com))

**Atlantic Canada Petroleum Show: (June 18-19, 2014, Mile One Centre, St. John's, Newfoundland and Labrador):** will be held in conjunction with the (Newfoundland & Labrador Oil & Gas Industries Association) annual conference. It will showcase over 160 companies focused on service, supply chain and services for offshore and onshore development and will have more than 2,000 attendees. ([www.atlanticcanadapetroleumshow.com](http://www.atlanticcanadapetroleumshow.com))

**Mode Accessories 2014: (August 10-12, International Plaza Hotel, 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 from wholesalers and importers. Products exhibited range from handbags, jewellery, hats, scarves, hair accessories, sunglasses, belts, watches, hosiery, apparel, beauty products, body fashions, umbrellas, shoes, and other accessories. ([www.mode-accessories.com](http://www.mode-accessories.com))

**Toronto Gift Show: (August 10-13, International Centre, Toronto):** is Canada's largest temporary trade gift show. The show features over 900 exhibitors and nearly

26,000 qualified retail buyers annually from across Canada. Products at the show include innovative tabletop, house ware, gourmet food, garden accessories, collectibles, stationery, home décor, bath, bed and linen products. ([www.cangift.org](http://www.cangift.org))

**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.canadianwirelesstradeshow.com](http://www.canadianwirelesstradeshow.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 an exhibition and cultural festival, celebrating reading in all forms and embracing all facets of the book trade. The show will feature international, national, regional and local exhibitors. ([www.torontobookfair.ca](http://www.torontobookfair.ca))

**Quebec Mines 2014: (November 17-20, 2014, Quebec City Convention Centre):** The theme of the show will be “Mineral Resources to Transform the World”. It is a showcase for the geosciences and mineral resources sector and touches upon every aspect of mine development in Québec. The exhibition will bring together: commercial, geoscientific, institutional and government exhibitors, along with prospectors and international organizations. The international community will also be present for the second consecutive year. Roughly 20 countries were represented in 2013, and more are expected in 2014. ([www.quebecmines.mrn.gouv.qc.ca](http://www.quebecmines.mrn.gouv.qc.ca))

**2<sup>nd</sup> Annual Construct International Show: (December 3-4, 2014, Metro Toronto Convention Centre):** will expand its presence into the North Building and will be co-located with IIDEX Canada. Construct Canada, PM Expo, DesignTrends, HomeBuilder & Renovator Expo, Concrete Canada and National GreenBuilding Conference will be held in the South Building. Combined, these Shows will create the largest building, design and real estate operations event called “**The Buildings Show**” The show brings together the world of construction to Canada in an exposition focused on showcasing international products and high-level meetings for construction and infrastructure opportunities for domestic and international companies.  
[www.construct-internationalexpo.ca](http://www.construct-internationalexpo.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
2.	Transition Plus Sustainability Solutions Inc. 167 Church Street, Suite 2305 Toronto, Ontario M5B 1Y6 Tel: 416-697-9416 E: <a href="mailto:jwalker@sustainabilitycoaching.ca">jwalker@sustainabilitycoaching.ca</a> Web: <a href="http://www.sustainabilitycoaching.ca">www.sustainabilitycoaching.ca</a>	Engaged in helping companies set up business in Canada