

Canadian Consulate



Consulat du Canada

Ron Bollman
Consul and Senior Trade
Commissioner
Canadian Consulate
Maker Chambers VI
Nariman Point, Mumbai
400 021 India

July 14, 2000

To Whom It May Concern

I write this letter of recommendation for Mr. Hemant Shah, an individual I have known for 22 years.

Hemant and I go back to the very first days after his arrival in Winnipeg, Manitoba, Canada. Hemant was aware from the outset that there was great trade potential between Canada and India. Indeed all he really needed was a bit of support and some contacts. Because of Hemant's engaging personality and his relentless drive, me and others at the Federal Department of Industry, Trade and Commerce office in Winnipeg were only too glad to oblige. He was introduced to a Manitoba company that manufactured grain cleaners. Hemant was given the marketing rights for India and that was the beginning of the success story. Other Manitoba companies were approached by Hemant, or they heard of his success and approached him. His stable of firms, which now reads like the who's who of the Manitoba business elite, are achieving great success in India with Hemant's help.

Along with his interest in business, Hemant has been a good corporate citizen. He donates his time and resources to worthy causes. Even in India, Hemant is always the first to contribute to a Canada Day event or a Terry Fox Marathon of Hope run. Over here he is known as Mr. Manitoba but I think he should really be known as Mr. Canada since he supports so many national trade promotion activities such as Team Canada missions. As Hemant has matured into a corporate leader in Manitoba, political decision-makers have sought him out for his political acumen and advice. He has been applauded by the Winnipeg Chamber of Commerce and given a special evening in his honour that featured speeches by Manitoba's leading politicians and businessmen. His awards for export performance and community service are many. I know that the Manitoba Sikhs just gave him another one.

Let me just say that Hemant has done more than any individual I know to further Canada/India trade. He has helped Indian contacts to establish themselves in Canada and similarly he has helped Canadians set up their businesses in India. He is a product of India but is devoted to his adopted country. As well, I know of the pride he takes in his family and their individual achievements. While Hemant is around, the future for two way trade between Canada and India will remain bright.

Sincerely yours,

A handwritten signature in black ink, appearing to read 'Ron Bollman', written over a light blue horizontal line.

Sikhs honour businessman

WINNIPEG businessman Hemant Shah has been honoured by the Sikh Society of Manitoba for his community work, in particular his efforts to promote trade and business interests between Manitoba and India.

In a ceremony earlier this month, Shah was presented with the Siropa, a ceremonial robe and an English/Hindi-language Sikh holy book.

Amarjeet Warrich, an official with the society, said "Shah has been very active in the business community for some time doing a lot of good work for Manitoba. We want to honour our own people who are doing such a fabulous job."

"I am very honoured," Shah said. "This comes from the heart."



Shah: fabulous job

CANADA'S 'MR INDIA'

Hemant Shah, the first Asian director in the Winnipeg Chamber of Commerce, has been doing more than his bit to promote Indo-Canadian business ventures

By A Staff Reporter

FROM the sweltering 30 degrees plus heat to the freezing 30 degrees minus cold' is how businessman Hemant Shah describes his migration from Mumbai to Winnipeg in Canada's Manitoba province.

But for Shah, the first Asian Director in the Winnipeg Chamber of Commerce, the warmth of Winnipeg's multi-cultural people offers comfort in Winnipeg's severe winters.

After all, Manitoba has to live up to its reputation - its state slogan is 'Friendly Manitoba'. Scion of an old Gujarati trading firm, Shah migrated to Canada in 1978 to join his brothers who were already there.

But like all good Gujarati businessmen, he wanted to strike out on his own.

A meeting with an old business contact of his father in Canada set him on course and he was soon exporting mining equipment to India.

He went on to start an Indo-Canadian joint venture in Hyderabad to manufacture underground and surface mining machines. A prototype of the machine is

ready. "It is not a very large investment," Shah says about the joint venture, which has brought him to India this time. "But if it succeeds, the project will bring in other investors," he adds. He is also into aeronautics and in India, he represents Standard Aero, a company that provides aircraft maintenance support.

"I have exported equipment to Canada. And I thought it would be nice if I could give something back to my country," says Shah.

Shah's endeavour in promoting Indo-Canadian trade soon earned him the nickname 'Mr India'.

He recently won the 'Hind Ratan' award instituted by the Non-Resident Indian Welfare Society.

Many companies in Manitoba have been seeking Shah's help to explore the Indian market.

When these companies approach Shah, the first thing they get from him is a run down on the Indian market.

"It is not easy to work here. Small things that one is used to in Canada, like getting a quick phone connection, could make life miserable in India. They should be prepared," says Shah.

The small miseries apart, Shah



PROMOTING INDIA: Hemant Shah

thinks India is a market that cannot be ignored.

"India has its negative side with the scandals and chaos. But the world does not have a choice but to come here. Our educational institutions and our skilled, cheap labour holds the key to our future. By 2020, India will be the Asian tiger," Shah predicts.

Shah lives in suburban St Norbert with his wife - a nurse at a Senior Home Care centre and two sons. He dreams of setting up similar homes in India where the rapidly ageing Indian population can enjoy world class medical care.

And for most Indians for whom Canada meant either Toronto or Vancouver, the two largest English speaking cities in Canada, Shah has news.

"Winnipeg has 22,000 Indians. There are seven gurudwaras, several mosques and a temple in the city. Two of the more popular restaurants in the city are Indian," says Shah.

Like many Canadians now, Shah straddles two cultural worlds.

"I may be part of the Canadian mainstream. But I am also part of the Indian community. You have to be multicultural if you have to survive," he says. And how does he survive the long, cold Canadian winters? "I play ice hockey with my sons," he says.

They call him Mr. India

By Michael Thibault
For the Free Press

HEMANT SHAH is happy to be what most people take for granted — an ordinary Canadian. Although he is anything but ordinary.

The businessman, who was born in Bombay and immigrated to Canada in 1978, recently won the Hind Rattan (Gem of India) Award which is handed out by the NRI (Non-Resident Indian) Welfare Society in India to individuals who strengthen India's reputation around the globe.

Shah was specifically awarded for his work in enhancing Indo-Canadian relations, and says he felt extremely honoured to receive the award. And this St. Norbert resident says he is equally honoured to be recognized by Manitobans for his work.

Like many business-oriented immigrants, upon arriving in Canada Shah had visions of setting up an importing company which would import Indian goods and sell them locally.

But then he came to a realization.

"I decided that I could help my new home and instead of importing Indian products, I could export Manitoban products. I just reversed my original vision," he says.

Within a few years of setting up his trading company, HIR Interna-

tional Ltd., Shah found himself assisting local companies in their efforts to sell Manitoba-made products to India.

Since his first sale, Shah has continued working to establish a commercial link between India and Manitoba and has met with success.

Numerous Manitoban companies work with Shah to tackle the Indian market.

"They call me Mr. India," he smiles.

Shah's efforts have been recognized locally, as he is also a member of the Winnipeg Chamber of Commerce as the Chair of India Trade Development.

But Shah attributes his success to the way he embraced Canada, and especially Manitoba, when he arrived here 20 years ago. And the way Manitoba embraced him.

"When I first came here the support I received from everyone was incredible," he says. "I feel loyal to those who supported me. I feel loyal to Manitoba."

The businessman says other immigrants should follow his lead and "join the mainstream."

"You have to get involved, otherwise you'll get left out," he advises.

And Shah makes it clear that he means "involved" with the whole community, not just with a person's cultural community.

"You cannot be separating your-

self," he adds.

Shah, along with his wife and two kids, live in St. Norbert and have done so since moving to Winnipeg.

"It's a great community," he says. "I can afford to live in Tuxedo but I love it there and my kids love it too."

In fact, Shah says he has had offers to move elsewhere in North America to continue the work he is doing here, but he has declined them because he feels devoted to Manitoba for treating him so well when he first came to Canada.

Shah's bond with Canada is even deeper since both his children were born in this country.

"Through them I have learned about hockey and football," he laughs.

Shah attributes his ease of transition to being Canadian in part to Winnipeg's rich diversity.

"People talk about Toronto and Vancouver, but I say Winnipeg is one of the most culturally diverse cities in Canada," he says. "You can keep your culture, but still be Canadian."

To celebrate Shah receiving the Hind Rattan Award, a dinner and dance has been organized by the Trade Development Committee of the Winnipeg Chamber of Commerce. The event is scheduled to take place on April 3 at the Winnipeg Chamber Club House starting at 6 p.m.

KLR drilling rigs launched

HYDERABAD, FEB 5

The indigenously designed and truck mounted hydrostatic core cum DTH drilling rig was launched here on Thursday by the city based KLR Rigs Company.

"It's unique for Indian conditions and first of its kind in the country with many a special feature", Hernanth M Shah, an NRI based in Canada and CEO, GM of KLR Cubex Drilling Equipments International Ltd.

He was addressing a press conference at the company's plant/factory located at Kushaiguda.

K Laxma Reddy is the Chairman and MD of KLR Rigs Company, Hyderabad.

KLR has joined hands with M/s Cubex Limited, Canada to service and sell Cubex products in India. A new joint venture in the name of KLR-Cubex Drilling Equipments International Ltd has emerged to manufacture Blast Holle Drills in India.

The first of the KLR-Cubex (joint venture) product - 'Core Cum DTH Driller' was handed over to one of the leading diamond core drilling contractors RB Bansal of Mining Associates.

The Core cum DTH Driller has many a special feature like Hydrostatic closed loop system for rotation which provides smooth and stepless control over its entire range, Pressure compensated variable displacement pump for accurate pull down control. Twin Hydraulic tanks, one each for closed loop and open loop system. All controls are

grouped together and conveniently located near to drilling area.

KLR started manufacturing DTH-TC Button Bits in all sizes under the brand name of Universal, and soon diversified into all types of drilling products. KLR is also the first medium scale industry, which has been manufacturing earth moving machinery by developing wheel mounted Back Hole Loader.

Today, KLR stands as a pioneer in the drilling under the leadership of K Laxma Reddy. The first indigenously designed and developed 700 mtrs Truck Mounted Hydrostatic Core Cum DTH Drilling Rig is another unique venture from KLR-Cubex.