

million in FY 1992, while disbursements from Asia declined from \$64 million to \$50 million. Canadian disbursements from Europe and Central Asia, the Middle East and North Africa also declined, from \$38 million in FY 1991 to \$21 million in FY 1992.

Disbursements for Consulting Services

As previous experience has indicated, Canada's greatest success continues to be in the field of consulting services. Disbursements to Canadian consultants amounted to \$45 million or 27 percent of total disbursements to Canada. This figure represents 7.69 percent of the total funds paid to consultants by the World Bank in FY 1992. Although this performance permitted Canada to maintain its fourth place position, behind the United Kingdom, the United States and France, respectively, this number represents a decline from the \$52 million, 9.1 percent share achieved in FY 1991. This occurred at the same time as total World Bank foreign disbursements to consultants increased by \$16 million between fiscal years 1991 and 1992. While it is too early to draw any significant conclusions, given Canada's traditional success in this area, Canada will need to monitor this area closely to discern whether performance is actually declining.

Canada's share of short term consulting assignments contracted directly by the World Bank to assist its staff in project preparation, appraisal, and evaluation declined slightly from 3.71 percent to 3.3 percent, while numerically increasing from 371 to 438 individual assignments. Canada again maintained a fourth place position behind the United States, the United Kingdom and France in this category.

It should be noted that although Canada's traditionally strong performance in the area of consulting services is significant, World Bank disbursements for consulting services in FY 1992 amounted to only 6.5 percent of total foreign disbursements. Almost 90 percent of World Bank disbursements go towards the purchases of equipment, raw materials, etc. It is clear that any significant improvement in Canada's procurement in World Bank projects in the future will necessarily arise from greater success in the supply of goods and equipment.

Ratio of Canadian Disbursements to Canadian Contributions

Total annual cash disbursements to Canadian firms, at the World Bank, for the past several years are in excess of Canada's total contributions to IBRD and IDA. Although Canada's contributions slightly exceeded disbursements in FY 1992 by \$12.6 million, the period from FY 1984 to FY 1992, indicates the ratio of procurement disbursements to cash contributions to IBRD and IDA for Canada, is 1.12 (i.e. Canadian firms received \$1.12 for every dollar of Canadian government contribution to the to the Bank.)

Interestingly, the procurement performance of the developing member countries of the World Bank improved significantly in FY 1992, increasing from 22.2 percent to 27.65 percent of foreign disbursements over the last fiscal year. Developing member nations earned the largest portion of total foreign and local disbursements for World Bank projects ever, at 45 percent in FY 1992.

Procurement Performance of Other Countries

While overall procurement performance by Canada and the United States remained relatively stable in FY 1992, results for Brazil, Japan, and Switzerland showed significant improvement. At the same time, Germany's performance declined somewhat. Germany did however manage to maintain a large portion of the substantial share that it had acquired in FY 1991, likely as a result of increased lending to Eastern Europe in that year. The trend in German performance in 1992 might be a reflection of the fact that World Bank lending to Eastern Europe declined in FY 1992, from 12 percent to less than 10 percent of total lending. The procurement performance of the U.K., Italy, the Netherlands and Belgium also declined in percentage terms in 1992, while China's performance showed marginal improvement.

Contracts Awarded and Lost Data

Additional analysis is provided in this report in the form of an examination of available data on contracts awarded to and lost by Canada be-