

number and value of new contracts awarded to Canadian firms (for which disbursements tend to flow over subsequent years) marked a substantial increase, surging to an impressive CDN \$103 million.

Much of Canada's success to date has been in consulting services. However, the greatest share of IDB disbursements (about 85%) still goes to the purchase of goods and equipment and to civil works. Accordingly, any major improvement in the Canadian record must come from the goods and equipment sector.

Obtaining Information on Project Opportunities

Apart from agents and other personal contacts firms have in the borrowing countries, the best public source of general project information is the tabloid Development Business which covers the World Bank, Inter-American Development Bank, and other regional multilateral financial institutions. However, the most valuable source of IDB-specific information is the Bank publication entitled *IDB Projects*. It is published monthly by the IDB itself and contains a list of new IDB projects organized by sector, as well as a list of recently approved projects, procurement notices and contracts awarded. A subscription costs \$150 per year.

Companies can also obtain a two-page publication, Project Profiles, from the Bank's Office of External Relations, which summarizes information on recently approved projects. This office also publishes a free monthly newsletter, IDB News, which offers news and brief descriptions of approved loans. In the future these will be included in IDB Projects. Such project documents are also published electronically and made available over the IDB's World Wide Web site on the Internet: <http://www.iadb.org>.

The Canadian Technical Cooperation Programme

The 20 year old Trust Fund called the Canadian Project Preparation Fund (CPPF) at the IDB was recently amended and renamed the Canadian Technical Cooperation Programme (CANTAP), with the aim of expanding the scope of this trust fund. The fund may be used to finance any or all of the steps in the preparation and design of a project to be financed by the IDB. Use of the fund is triggered by a request from an IDB member country, or a Project Officer at the IDB headquarters or an IDB regional office. As with Canadian Consultant Trust Funds at the World Bank, Canadian firms cannot directly activate the use of the CANTAP.