

Good cooperation was received from those interviewed, particularly in light of the fact that the assignment was conducted at a time when many respondents were busy preparing bids on various major projects, participating in country visits and addressing their own financial difficulties.

In addition, an important part of our task was to prepare a number of case studies illustrating market realities. We worked closely with the Steering Committee responsible for this study to define cases of interest and a great deal of time and effort was spent in trying to secure and develop preferred cases with Canadian players.

However, for a variety of reasons including proprietary considerations, end client sensitivity, potential negative impact on existing negotiations and the like, we were unable to "showcase" a number of the case studies that were of greatest interest. Moreover, in the case studies that were completed some players were able to respond more fully than others. The information presented in this report represents the most that could be revealed while protecting confidentiality of the respondents' business positions.