

the Arab Fund for Economic and Social Development and the Islamic Development Bank to some degree.

Canadian business should also be aware of the ongoing, or at least frequent periodic consultative activities of these funds to aim for efficient use of Arab resources. Regular meetings are held among the development funds mentioned in this report, including the OPEC Fund, BADEA, and the Arab Monetary Fund. These meetings offer the opportunity to hold consultations on matters of common interest, to discuss co-financing strategies, to co-ordinate projects, to set-up joint missions, to follow-up on co-financed projects, to exchange information and views on various financial issues and even to compare lists of projects submitted by beneficiary countries to discuss which Fund is more suitable for a given type of project.

This consultative process is also reinforced by the co-financing requirements of each fund (most will finance only up to 50% of the cost of a project) to reduce exposure. The pivotal point of this consultative structure is the Coordination Secretariat of the Arab National and Regional Institutions Group housed in the Arab Fund for Economic and Social Development (AFESD). Consequently, where a large portion of the required project financing is to be secured, approaching several institutions is required. With a reasonable knowledge based on this report's description of each institution, a Canadian firm will be in a position to advise its client(s) on approaching the appropriate fund and also explore on behalf of its client the financing possibilities with the Coordination Secretariat.

Because procurement preferences are often given to recipient and donor nationals, consultants and contractors are advised to team up, as mentioned above, with local partners. Consultants should duly register with each institution but definitely not omit the AFESD because of the upcoming standardized registration system.

Manufacturers and suppliers should send brochures and references. Because of the lack of a diversified industrial base to protect in donor countries, the national preferential treatment should not constitute a concern for suppliers and manufacturers. Furthermore, designing Canadian specifications by consultants in tender documents has not met with any resistance from donors, and can be of great advantage to Canadian suppliers.

Generally, qualified in-house staff are spread thin and expertise is not readily available in every sector, which makes