

seek to hold wide-ranging discussions to include experience, perceptions, program descriptions, interests and ideas for creative solutions.

- o the views of ADB staff toward Canada's past and potential performance. These will be collected during interviews primarily designed for other purposes.
- o the views of Canadian Consulting Engineers. These interviews would be conducted with four or five groups by telephone. We would explore their thoughts on:
  - the degree to which consultants influence product choice;
  - the competitiveness of Canadian suppliers;
  - the competitiveness of foreign suppliers;
  - the aggressiveness of Canadian and foreign companies in trying to influence specifications;
  - the practices of foreign companies in marketing;
  - their experience with Canadian suppliers;
  - their interest in having Canadian suppliers more successful; and
  - their advice on how they should change to do so.

We feel this would be a valuable input and worthwhile addition to the study.

These steps would complete the review of historical performance. To complete the assessment requires three other steps which are discussed next.