

awarded which were not recorded.) The awards consisted of 28 contracts to goods and equipment suppliers totalling \$69.84 million; 40 to consulting firms totalling \$34.57 million, and one worth \$4.14 million to civil works suppliers. As a comparison, Canadian firms were awarded 11 contracts in FY 1991 at the IDB, valued at \$5.3 million dollars.

In geographical terms, more than 50 percent of the recorded contracts awarded to Canadian suppliers in FY 1992 involved three countries; \$24.0 million in contracts arose from projects in India, \$17.7 million from projects in Mexico and \$13.7 million from projects in Algeria. In each case, contracts involved the supply of transportation equipment for railway projects.

When observed over the past five years, Canada was awarded \$308 million in recorded contracts, \$134.96 million in 120 consulting contracts, \$133.74 million in 130 goods and equipment contracts, and \$39.24 million in 14 civil works and miscellaneous contracts not identified by the Bank. See Exhibit 6 for a breakdown, by category, of contracts awarded to Canada over the past 5 fiscal years.

The figures for FY 1988 through FY 1992 indicate that although in dollar terms disbursements to Canadian firms for goods and equipment far exceed disbursements to consultants, recorded consulting contracts have managed to keep pace with recorded contracts for goods and equipment suppliers. Again, however, this data is clearly not an indication of actual current or future disbursement flows.

### **Consulting Contracts Awarded To Canada FY 1988- FY 1992**

Over the past five fiscal years, consulting contracts have comprised 43.8 percent of the value of the recorded contracts awarded to Canada. From FY 1988 through FY 1991, the value of consulting contracts awarded to Canada annually progressively increased as a percentage of the value of all recorded contracts awarded to suppliers, from 21.7 percent in FY 1988 to 68.1 percent in FY 1991. This percentage declined to 31.8 percent in FY 1992.

The available contract lists show some success in the area of institutional and management assistance, in the power sector in the Philippines, Algeria, Ethiopia, and the Central African Republic, in the railway sector in Algeria, Bolivia, Nigeria and Brazil, and in the highway sector in

Nigeria, Rwanda and Zaire. Other small contracts involving institutional and management assistance were won by Canadian consultants in the health, water and urban sectors.

Canadian consultants have also seen success in the area of design and engineering assistance, particularly in the power sector; in Nigeria, Uganda, Sudan, Nepal, India, Rwanda, Senegal and the Philippines, in highway projects in the Philippines, India, and the Republic of Yemen, and in water supply rehabilitation projects in Nigeria, Bahamas, and St. Luia.

Other Canadian consultants have been awarded substantial contracts over the past five years, in the water sector in Lesotho and Zaire. Additionally, Canadian consultants have seen some success in forestry, irrigation and drainage, public sector management and in agriculture. Canadian consultants have also achieved some contract awards for feasibility studies, operational assistance, sectoral studies and training.

**In terms of both the number of contracts and total contract value, on record, Canadian consultants have experienced only minimal success in many of the social sectors, including education and health.** This is an area in which Canadian participation might increase, as World Bank lending to the social sectors is expected to continue to expand, and it is an area in which Canada has considerable expertise. Forestry is another sector in which Canadian consultants have a great deal of knowledge, which is expected to receive progressively greater attention from the Bank, but Canada was awarded only one contract in FY 1992.

### **Goods And Equipment Contracts Awarded To Canada FY 1988-FY 1992**

Over the past five fiscal years, contracts awarded to goods and equipment suppliers have comprised 43.4 percent of the value of recorded contracts awarded to Canadian suppliers. Fiscal years 1989 through 1991 saw a gradual decline in the total value of such contracts awarded to Canada. In FY 1992, however, a relatively high level of goods and equipment contracts, were recorded for Canada, in dollar terms. In fact, more than half of the five year total of \$133.74 million was awarded in FY 1992.

Contracts awarded to Canadian suppliers in the three areas of electrical equipment, mechani-