

nomously but frequently collaborate on projects.

There is no connection between the size of Canada's share in the capital of an IFI and the number and value of procurement contracts awarded to Canadian firms. Canada's membership in these organizations

merely entitles you to compete with other would-be suppliers for procurement by developing countries. Your success in obtaining actual business depends solely on your company's willingness and ability to properly market and offer a competitive product or service.

The World Bank

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Members: 148 countries; nearly
80 borrowing members

Staff: Approx. 6,000; over 100
nationalities represented

Working Language: English

Lending Territory: Developing countries
throughout the world

Lending Categories:

- Ordinary capital lent on IBRD (International Bank for Reconstruction and Development) terms
- Concessional capital lent on IDA (International Development Association) terms

Organization of Lending Functions

The World Bank divides its borrowing members into six regions, each headed by a Vice President. The units, called Regional Vice Presidencies and located in Washington, represent the following regions:

- Eastern and Southern Africa
- Western Africa
- Europe, Middle East, and North Africa
- South Asia
- East Asia and Pacific
- Latin America and Caribbean

These are divided into Programs and Projects Departments. The

officers in the Programs Department, referred to as loan officers, are generally economists and are responsible for assessing the borrowing country's development needs and credit worthiness.

The staff member of greatest importance to the business person is the Project Officer, who is responsible for shepherding a given project through its various processing stages, including procurement. This individual is usually on the staff of a Projects Division within a Regional Vice Presidency (RVPs) in Washington.

The sectors handled outside of the RVPs are those reporting to the Energy and Industry Vice Presidency and include oil and gas, mining, chemicals, fertilizers, telecommunications, and new technologies. Project officers here are very important for companies involved in these sectors.

Nearly all of the World Bank's operational work is carried out by staff working at headquarters and travelling back and forth to the field. The Bank also maintains field offices in 34 developing countries around the world. These generally perform a liaison function between the Bank and the country or region, but are not the focal point in decision-making. This remains centralized in Washington.

Priority Sectors for Lending

In the 1984 fiscal year, the World Bank committed new loans and credits totalling \$15.5 billion to projects in the following sectors:

	%
• agriculture and rural development	22.4
• energy	22.7
• transportation	16.7
• non-project lending	8.9