agricultural inputs (fertilizer, seeds, livestock), medical supplies, construction materials, wire and cable, textbooks, paper, etc.

Canadian firms received $66 million for the supply of equipment in FY 1992, a decrease of $2 million from FY 1991. This follows a $3 million decline in FY 1991 from the FY 1990 total of $71 million. This downward movement comes on the heels of a 34 percent increase in Canadian disbursements for equipment from FY 1989 to FY 1990. Despite the $2 million decline over the past fiscal year, Canada's share of foreign disbursements for equipment remained stable at 1.5 percent.

In the all-other goods category, Canadian firms received $55 million, which demonstrates a marginal improvement from Canada's $52 million performance in FY 1991. However, this represents a significantly smaller amount than the disbursement figure for Canada in FY 1989 of $133 million, or the FY 1990 figure of $76 million. Together, Canada's goods and equipment procurement amounted to $121 million, or 1.5 percent of the foreign disbursement total. This share is comparable to that achieved in FY 1991. Given the incomplete nature of contract data, it is extremely difficult, if not impossible to determine exactly why Canadian procurement was as high as it was in FY 1989, relative to subsequent years. It might be suspected that large contracts were disbursed in this year in such sectors as potash, pulp, agricultural inputs/chemicals (i.e. semi-processed goods) which would fall into this catch-all, other goods category. It is impossible to draw any definite conclusions from the available contract data for Canada for this year.

Civil Works

Faced with increasing competition from some of the Part II countries themselves (particularly China, Yugoslavia, Spain) and from other C7 countries such as Italy, France and Germany, Canadian firms have shown modest success in winning civil works contracts in World Bank funded projects, receiving only $3 million as a result of such efforts in FY 1992. This number represents a $2 million increase from the FY 1991 figure of $1 million. At the same time, total World Bank foreign disbursements for civil works increased to $485 million in FY 1992 from $422 million in FY 1991. Accordingly, Canada's percentage share of World Bank total foreign disbursements for civil works demonstrated an improvement from 0.2 percent (FY 1991) to 0.61 percent (FY 1992). This compares with an achievement of $6 million (1 percent) in FY 1987, $3.9 million (.7 percent) in FY 1988, $9 million (1.6 percent) in FY 1989 and $5 million (1 percent) in FY 1990.

It should be noted that, in FY 1992 World Bank foreign disbursements for civil works only comprised of a small percentage of the Banks total foreign disbursements (about 5 percent). Importantly, Non-OECD countries captured 32 percent of this market. Although this represents a substantial portion, this figure compares with a FY 1991 share of 40 percent and a FY 1990 share of 45.1 percent. In fact, the FY 1992 figure represents the lowest share achieved by these nations over the last six fiscal years. At the same time, total foreign and local disbursements for civil works amounted to $3.58 billion in FY 1992 (23 percent of total combined disbursements), out of which all but $422 million represented disbursements to borrowing countries for payment of local firms. Foreign disbursements for civil works have been declining steadily over the past decade, at a rate of 4.3 percent per annum over the past six fiscal years.

Canadian Procurement Results Based On Contract Data FY 1988-FY 1992

This section examines contract data from FY 1988 through FY 1992, as opposed to disbursement data which served as the basis of previous sections of this report, in an attempt to identify those areas in which Canada has experienced definite procurement success and those in which Canada may stand to improve. It should be noted that contract data is highly unreliable as it may only present up to 30 percent of all contracts actually awarded. As a result, contract data cannot be used to predict future disbursement flows with any degree of accuracy and now firm conclusions about the past performance can be drawn. However, contract data provide an additional window onto WB procurement which can provide useful indications of performance.

Canadian firms were awarded 69 contracts in FY 1992 totalling $108.54 million, which were subject to prior review, and thus recorded by the World Bank. (There were many other contracts