

working methods and establish more personal relationships with the various experts in this financial group; this is an advantage that should not be overlooked. The Canadian Technical Assistance Fund had this type of experience in mind when it made available to the Bank the sum of \$4.5 million to finance studies for identifying viable projects and for determining whether they could be assessed in advance. Needless to say, this fund, which is for Canadian competitors only, will give many companies greater familiarity with the Bank's rules and methods of operation.

4. Outline of Suggested Procedure

To conclude these "initial steps" required to win a contract with the ADB, the procedure has been outlined in diagram form.

