Contents

Summary 2

Introduction 4

World Bank Lending - FY 1992 5

Canadian Procurement Results-FY 1992 6

Canadian Procurement Results Based On Contract Data FY 1988-FY 1992 9

A Review Of Contracts Lost By Canada FY 1988- FY 1992 11

Canadian Success by Province 13

Canada's "Return on Investment" 14

Trade and Tariff Reform 14

Individual Consultants Retained by the World Bank 15

Inter-American Development Bank 15

The World Bank- Future Trends/ Opportunities 16

General Canadian Export Performance Compared to Canadian Procurement at the World Bank 18

Conclusion 22

Annexes 24