

Board of Directors, which is resident at AfDB headquarters in Abidjan. The primary role of the Canadian Executive Director (whose chair also includes Spain, Korea, Kuwait and China) is to represent the interests of Canada and other constituents in the day-to-day policy-making functions of the Board of Directors. The Board's activities include approving all loans, establishing financial and investment policies, reviewing country programs, and deliberating budgetary and other operational and administrative issues.

The primary point of contact in Cote d'Ivoire for Canadian firms planning to visit the AfDB is the **Office for Liaison with the African Development Bank (OLIFI-Abidjan)**¹ at the Canadian Embassy in Abidjan. OLIFI-Abidjan officers and staff are dedicated to assisting and supporting Canadian firms by disseminating information and intelligence on AfDB-financed projects and tenders, facilitating contacts with project and loan officers, providing strategic advice and guidance, and intervening should procurement-related problems arise.

Before making contact with OLIFI-Abidjan in Cote d'Ivoire, Canadians interested in pursuing AfDB-financed procurement (particularly firms approaching the market for the first time) should endeavour to obtain preliminary information and orientation from Canadian government sources in Canada. Key contacts (detailed in Annex 3) include the International Trade Centres located across the country, the International Finance Division of Department of Foreign Affairs and International Trade (DFAIT) in Ottawa, the West and Central Africa Relations Division of DFAIT, and the Canadian International Development Agency (CIDA).

As is the case with all the major international financial institutions, there is no relationship of entitlement between a country's capital share and its share of procurement. The only parameter in this regard is that only consultants, contractors and suppliers from regional and non-regional member countries of the AfDB are eligible to compete for the supply of required goods, construction works or consultancy services financed by the Bank.

Procurement to Canada: Despite declines in aggregate AfDB lending and disbursements for procurement in the last few years, there has been an impressive upward trend of improvement in the value of procurement won by Canadian goods and equipment suppliers and consulting firms. Procurement to Canada increased an average 46% per annum throughout the five-year period 1990-1994. Disbursements for goods, equipment and services sourced from Canada amounted to US \$30 million in 1994, representing a 1.45% share of total AfDB procurement disbursements. Disbursements credited to Canada for 1995 declined to US \$18.7 million, however this recent decline can be partially attributed to lower overall Bank procurement disbursements in 1995. Much of the Canadian success over the years has been in the sectors of electric energy, transport, education, water/sanitation, and for projects in virtually every AfDB borrowing member country.

All indications, including a perceptible increase in the number of Canadian firms aggressively pursuing AfDB procurement, are that further gains are achievable. Canadian firms have a strong

¹ The acronym, "OLIFI", stands for *Office for Liaison with International Financial Institutions*. Other OLIFIs include OLIFI-Washington (World Bank and Inter-American Development Bank) and OLIFI-Manila (Asian Development Bank).