

This represents approximately 2% of the World Bank's total foreign disbursements during this time.

Amongst other World Bank developed member countries, Canada has consistently ranked in the top ten in procurement over the past several years. Canadian firms have been particularly successful in consulting. Canadian consultants received US\$68 million in fiscal year 1994, which represents 8% of total World Bank foreign disbursements for consulting. This ranked Canada in fourth place for the fifth year in a row for consulting services behind the U.S., the UK, and France - on a per capita basis Canada ranked first. However, consulting services represent a small share of total Bank disbursements (less than 6%).

Canadian Government Assistance

Financial and other assistance for pursuing World Bank business opportunities is available through various Canadian Government programs. Two such programs are the Program for Export Market Development (PEMD) and the Professional Services Programs of CIDA. Information on PEMD is available from International Trade Centres, at all regional Industry Canada (IC) offices as well as from the geographic divisions of the Department of Foreign Affairs and International Trade.

Details on the Professional Services Programs, including the CPPS (Capital Project Preliminary Study), the CPDS (Capital Project Detailed Study), and Capital Project Support funding can be obtained directly from the Canadian International Development Agency (CIDA), Industrial Cooperation Branch or from CIDA's regional offices.

To provide further assistance, Canada has established several Consultant Trust Funds at the World Bank. The purpose of Canada's Trust Funds is to encourage and facilitate the use of Canadian consultants in the preparation of Bank projects, and for other Bank directed work. These Trust Funds can only be accessed by World Bank officials responsible for the development of particular projects.

Consultants interested in being hired through a Trust Fund need to develop personal contacts with World Bank officials in their areas of expertise and should consult OLIFI Washington for guidance. These funds are generally over-subscribed and therefore careful planning and close contact with the Bank is required. Generally, fees, travel, and sustenance can be covered under the trust funds. Individual consultants or