
II. THE ABCs OF THE ADB

1. Sources of Information for Business

Companies that wish to take advantage of the contracts offered by the ADB should first consult the quarterly summary of the Bank Group's operations and its annual loan program published in November each year. Copies of these documents are available in the commercial division of the Embassy in Abidjan, in commercial divisions of Canada's embassies throughout Africa, and in Canada in the Africa Trade Development Division (GAT), Department of External Affairs.

When reading these documents, your firm will identify projects which correspond to its professional capabilities and fields of expertise. You may select several projects of interest and then telex the commercial division at Abidjan, identifying as specifically as possible the project name(s) and the recipient country. The information required would include the following:

- the present stage of the project;
- costs and components: proportion of cost of services and cost of equipment;
- equipment needs;
- types;
- names and addresses of the executing agency;
- probable timetable of project until the loan agreement is signed;
- pre-qualification schedule for consultants, if applicable;
- approximate period for evaluation by Bank experts;
- names of other funding bodies and the components they are funding;
- names of Bank experts responsible for each successive stage of the project(s).

Needless to say, companies should limit themselves to investigating a few projects that they are capable of completing. For strategy reasons, they should focus their action plan on regions of the African continent and countries that they know well, and on their main fields of specialization. To have an overabundance of Canadian competitors on the same projects would not benefit any of the companies.