

Power again dominated in Latin America, with 22% of the identified contracts falling into that sector. **Transport** was a distant second, with 14% of the identified contracts, and **Public Sector Management** in third with 11%. **Environment** was also a relatively important sector with a 9% share, and **Education** followed with 8%. By value, **Power** earned **three times as much as the next sector, and more than nine times the total earned by the third-ranked sector**. Note that the greater mix of sectors with 5-10% of the contracts in this region is again likely attributable to the preponderance of consulting contracts earned by Canadians.

Exhibit 8.1 Number of Contracts by Canadian Contractor Province of Origin, 1994-1998

Province	Number of Contracts
Alberta	53
British Columbia	81
British Columbia/Alberta	2
British Columbia/Quebec	1
Manitoba	20
Manitoba/Ontario	2
Newfoundland	1
Newfoundland/Ontario	1
Nova Scotia	11
Ontario	321
Quebec	121
Quebec/Alberta	6
Saskatchewan	2
Unattributed	292

The fact that Quebec contractors dominate the analysis is again not surprising, by the large number of contracts won by firms originating from this province in 1998. In fact, 95% of the contracts attributed to contractors from Quebec were earned for work in Africa, particularly, although a small number, nearly 50% of the contracts by the Manitoba firms were in Africa. By contrast, less than 10% of the identified contracts by the firms from Ontario were in the region, though of a much more substantial number.