

We have found this combination of mail and telephone to be very effective. We gain high completion rates, good cooperation and a thoughtful mix of information.

4. Future ADB Purchasing Plans

The final element of the Assessment will focus on future opportunities for both product sales and co-financing. We will meet with Country Officers and, as appropriate, Project Officers to review the Bank's plans.

The first stage will be to meet with Country Officers to develop a project database. Forms similar to those used in the first phase will be used. A current staff list for the Bank is provided as Appendix I. There are 52 individuals in the Country Department, not including Young Professionals to cover the 20 countries plus the South Pacific Region. The Peoples Republic of China will probably be added to the Bank's membership within the next three years but no responsibility has yet been assigned. We suspect that meetings may be required with up to 38 people in the Country Department. We know from experience that Country Managers will not have full knowledge of the information we require. Thus, meetings with Project Officers will be needed.

The three year horizon should mean that we will find approximately 150 loan projects, many with sub-projects. Most will have some product requirement. However, we feel that detailed information on product requirements will not be available on some. Last month we reviewed the 1987 country plan for Bangladesh. Little detail was evident. Reference