## Table of Contents Min. des Affaires étrangères 1 Methodology ..... Return to Departmental Library Retoumer à la bibliothèque du Ministère ... 3 2 Population of Contract Awards Data ......3 Macro Analysis of the Data ...... 5 3 Canadian Contract Threshold Values ......<u>6</u> Category of Sales: Goods and Equipment vs. Works vs. Services .... 9 4 5 Value of Earnings by Cohort of Firms 1994-1998 ......11 Top Goods and Equipment Suppliers, by Number of Contracts, 1994-1998 ... 13 Top Goods and Equipment Suppliers, by Value of Contract(s), 1994-1998 .... 15 Top Service Contractors by Value of all Contracts Earned 1994-1998 . . . . . . . . 20 Distribution of Canadian Contracts, by Region and Country ..... 25 6 Country Rankings by Number of Canadian Contracts 1994-1998 ......29 Country Rankings (top 30) by Category and by Value, 1994-1998 ......30 Country Rankings, Goods Category, by value, 1994-1998, top 10 of 56 ..... 31 Canadian Contracts by Country in Asia 1994-1998 ......32 Contracts in China ......33

Dept. of Foreign Affairs