

Contacts

Companies wishing to obtain information on project opportunities with the World Bank should consult the business edition of the Development Forum (*Development Business*) or contact the Trade Development Divisions for the Middle East, Africa, East Asia, Pacific, South and South East Asia, Caribbean and Central America, and South America. The regional offices of the Department of Regional Industrial Expansion would also be useful points of contact for companies not located in Ottawa. *Addresses and telephone numbers are listed in Section III.*

World Bank press releases contain brief descriptions of equipment to be procured and are usually issued well in advance of bidding time. These press releases are available from:

World Bank
Publications Unit
1818 H Street N.W.
Washington, D.C. 20433

Consultants wishing to register with the World Bank should write:

World Bank
Consultant Services Officer
Central Projects Staff
1818 H Street N.W.
Washington, D.C. 20433

These registrations would be entered in the DACON system, which is used by a number of the international organizations. Interested firms should note that registration by itself will not suffice to win contracts. Repeat visits to the executing agencies would also be necessary in most cases.

Consultants wishing to be retained by the Bank on an individual basis should write:

World Bank
Chief, Consultant and Secondment Staff Unit
Personnel Management Department
1818 H Street N.W.
Washington, D.C. 20433

Assistance in arranging contacts with appropriate Bank officials can be provided by:

Counsellor (Commercial)
Office for Liaison with International Financial Institutions
Canadian Embassy
2450 Massachusetts Avenue N.W.
Washington, D.C. 20008
Tel.: (202) 483-5505
Telex: 0089664 (DOMCAN A WSH)

The Inter-American Development Bank

The Inter-American Development Bank (IDB), headquartered in Washington, is a large regional institution which operates in Latin America and in the Caribbean. The annual lending program now exceeds \$3 billion, which is about equal to World Bank lending in the region. The 25 regional members of the Bank include many with excellent growth potential, and these markets have already had a significant degree of penetration by Canadian suppliers. The IDB is presently supported by 18 non-regional members, including Canada.

Contacts

Companies wishing to obtain information on IDB project opportunities should consult the business edition of the Development Forum (*Development Business*) or contact the South America and the Caribbean and Central America Trade Development Divisions. The regional offices of the Department of Regional Industrial Expansion would also be useful points of contact. *Addresses and telephone numbers are listed in Section III.*

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Counsellor (Commercial)
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The African Development Bank and the African Development Fund

The African Development Bank (AfDB), the African Development Fund (AfDF), and the Nigeria Trust Fund comprise the African Development Bank Group, which is headquartered in Abidjan, Ivory Coast. The Bank itself has 50 African member states. Recently the Bank decided to open its capital subscriptions to non-African countries and Canada and 21 other non-regional countries became full members of the Bank as a result. It is expected that, as a result of non-African membership, the Bank's lending activities will increase considerably, offering greater scope for Canadian supply participation.

For some time Canada has been a contributing member of the AfDF which provides concessional funds to its poorest members. The participants in the Fund are the African Development Bank and 25 industrialized donor countries. Canadian firms are eligible to bid on AfDF-financed projects. As well, they are free to bid on projects financed by the Nigeria Trust Fund, which is funded solely by Nigeria.

Consulting firms should also note that CIDA has established a \$7 million tied renewable Technical Assistance Fund, to be administered by the AfDB, which can be accessed by client countries to finance eligible Canadian services. Contracts worth more than \$100,000 must be awarded on the basis of competitive tender within Canada.

Contacts

Companies wishing to obtain information on project opportunities with the African Development Bank Group should consult the Africa and Middle East Trade Development Division. The regional offices of the Department of Regional Industrial Expansion would also be useful. *Addresses and telephone numbers are listed in Section III.* For arranging appointments with AfDB officials, consult:

Commercial Division
Canadian Embassy
C.P. 4104
23, rue Nogues
Abidjan 01, Ivory Coast
Tel.: 32-20-09
Telex: (Destination code 983) 23593
(DOMCAN CI)