

cal equipment and transportation equipment accounted for almost 79 percent of the value of all contracts awarded to Canadian goods and equipment suppliers over the 5 year period in question. In fact, almost 53 percent of the total value of goods and equipment contracts awarded to Canada from FY 1988 to FY 1992 is accounted for by contracts in the transportation sector, almost exclusively in railways. Canadian suppliers experienced considerable success in this area in FY 1992, especially in India, Mexico and Algeria.

Canadian suppliers were awarded 21 contracts totalling \$17.9 million for the supply of electrical equipment between FY 1988 and FY 1992. The majority (16) of these contracts involved specifically power projects and likely the supply of turbines, generators and requisite parts to these projects. The remaining 5 contracts stemmed from railway and highway projects.

Canadian suppliers were awarded 11 contracts totalling \$16.9 million for the supply of what the Bank labels mechanical equipment, between FY 1988 and FY 1992. All but three small contracts among these resulted from a single railway project in India. The remaining three contracts involved fertilizers and chemicals in India, power distribution and transmission in Colombia, and a power project in Pakistan.

The contract lists record some, although extremely limited success by Canadian suppliers in the supply of data processing equipment, construction materials, raw materials and chemical commodities, agricultural inputs, construction equipment, agricultural equipment, mining equipment, educational equipment, equipment for industrial plants and medical equipment. Some gains have been made in the supply of telecommunications equipment. Canadian suppliers signed three contracts valued at \$5.1 million in FY 1992, reaching a five year contract total of \$8.5 million.

Notably, only \$14.3 million in contracts with Canadian suppliers on record over the 5 year period in question fall into categories which could be labelled goods, not equipment. This is clearly a gross under-representation of Canadian success in this area, as Canadian disbursements for goods totalled \$133 million in FY 1989, \$74 million in FY 1990, \$52 million in FY 1991 and \$55 million in FY 1992. It is possible that these disbursements are a result of contracts awarded in years prior to 1988, although it is unlikely that this accounts for the entire discrepancy.

Civil Works contracts awarded to Canada FY 1988-FY 1992

Canada was awarded 6 civil works contracts between fiscal years 1988 and 1992, 5 labelled as infrastructure, 1 as building, totalling \$27.3 million. More than half of this total stemmed from proposed work on power projects in Thailand.

Canadian consultants have been awarded only one civil works contract since 1989, which was in 1992, for work on a water supply and solid waste management project in St. Lucia, valued at \$4.1 million.

A Review Of Contracts Lost By Canada FY 1988- FY 1992.

It is interesting to compare contract award data with data describing contracts which Canada bid upon, was among the top four preferred bidders, but subsequently lost. This data reveals a relatively high value of contracts lost by Canada (\$764.5 million in contracts between FY 1988 and FY 1992) in comparison with the above discussed contracts awarded (\$308 million between FY 1988 and FY 1992). This assessment is made as the contracts lost data is extremely limited in its coverage, perhaps even more so than the contracts awarded data. The contracts lost data fully excludes the consulting field, and only includes contracts upon which Canada bid, and was among the top 4 evaluated bidders. The contracts involved in World Bank projects appear to rarely receive less than ten bids and may receive a virtually unlimited number, therefore it is quite likely that Canadians bid upon a multitude of contracts, but fell short of the top four and thus were excluded from the World Bank data set. Additionally, contracts listed are only those which were of a sufficient magnitude to have been subject to prior review by the Bank. Notably, little activity is observed in the contract data in categories of goods designated as goods other than equipment, while the all other goods category accounts for the majority (by value) of historic procurement disbursements to Canada. **In effect, the contracts lost data, while only revealing a portion of the contracts Canada may have bid upon, demonstrates that a substantial volume of contracts have been lost by Canadian goods,**