

How Canadian Posts Can Help You

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nical assistance contracts (both firms and individual consulting contracts) valued at US\$3.15 million representing a 5.6 per cent share by value of 1989 AsDB technical assistance contracts. In this regard, Canada ranked seventh, after Australia, France, New Zealand, the Philippines, the U.K. and the U.S.

The Role of Canada's Posts in Supporting Canadian Supply Initiatives

The Department of External Affairs and International Trade Canada (EAITC) maintains a resident Trade Commissioner in most of the countries eligible for assistance from the Asian Development Bank. For those countries, such as Nepal, where Canadian trade commissioners are not present, service is provided from neighbouring posts in the region.

On a responsive basis, these posts can provide interested Canadian equipment suppliers, construction contractors and consultants with project alerts and intelligence and identify and arrange meetings with relevant officials in the respective project executing agencies in the borrowing nations. Where joint ventures or associations with other foreign or domestic companies are advisable for specific tenders, the posts can suggest the names of appropriate firms to approach.

The Liaison Office at the Canadian Embassy in Manila, which covers the AsDB, provides project intelligence on a timely basis and identifies the appropriate project officers within the Bank. The post in Manila also passes project information to EAITC on a regular basis. Such information is disseminated to Canadian industry at large. To the extent possible, the post also tries to alert Canadian firms directly on upcoming projects.

The AsDB Liaison Office at the Embassy in Manila has established a good record over the years

in assisting Canadian consultants in making AsDB shortlists.

This has been accomplished by providing both general guidance in the drafting of letters of interest (carefully tailoring them to suit each project) and detailed information on the specific terms of reference. The post can also lend support to Canadian efforts by approaching project officers at AsDB.

Once a company is shortlisted, there is no evidence to suggest that continued Embassy "lobbying" is effective. In fact, it can be viewed as interference by project officers and therefore may be counterproductive.

To assist the AsDB Liaison Office in these endeavours, it is very

helpful if companies expressing interest in AsDB technical assistance assignments copy to the Embassy their correspondence with the Bank.

Canadian equipment suppliers have established a reasonably good track record on AsDB projects once they have been prequalified by the executing agencies. Unfortunately, relatively few companies manage this hurdle, rendering Canada's overall procurement record with the Bank somewhat weak. This largely reflects the paucity of Canadian manufacturers, construction firms and equipment packagers established in developing Asian markets.

AsDB to Hold First Board of Governors Meeting in Canada

The 1991 annual meeting of the Board of Governors of the Asian Development Bank (AsDB) will be the first such meeting ever held in North America. It will take place in Vancouver.

This gathering of more than 1,500 planning and finance officials — all of whom are involved in Asian development — will be hosted by Canada from April 24 to 26.

Also for the first time, the meeting will be preceded by a two-day (April 22-23) seminar which will provide a forum for discussion of the key financial and development issues to be faced over the next decade.

The theme of the seminar is "Asian Development - A Global Partnership". Topics will emphasize, from many points of view, the role of the private sector in development work.

Speakers and moderators will come from Asian, North American, and European countries, and will include ministers and other government officials, international banking representatives, senior officers of major corporations, and representatives of international agencies.

The seminar, with a wider range of participation than the AsDB meeting itself, is sponsored by the private sector and the governments of Canada and B.C. It is an opportunity for business people with interests in economic development in Asia and, more specifically, the work of the AsDB, to meet. It also affords Canadian companies the opportunity to showcase their expertise to their peers and to international visitors.

About 600 people are expected to attend the seminar. This figure includes participants from the Developing Member Countries who are being sponsored by the Canadian International Development Agency (CIDA) and other agencies. Other participants will include representatives of development agencies, aid groups, and academics.

For further details contact the Asian Development Business Seminar Society. Tel.: (604) 663-1991. Fax: (604) 663-3423. Write: 730-999 Canada Place, Vancouver, B.C., V6C 3E1.