

tics using both source of supply and borrowing country as concurrent parameters. As a result, it is difficult to determine in which countries Canada is particularly successful. However, data is available which enables regional comparisons to be made.

In FY 1992, Canadian disbursements dropped to 1.89 percent of foreign disbursements in the East Asia and Pacific region and a 1.8 percent share in the South Asia region.⁷ This compares with a 2.5 percent share acquired in FY 1991 in the then combined Asia region. Canada's procurement share in the Asia region had been approximately 2.5 percent for the three years prior to FY 1991 also.

Canadian disbursement results for Africa showed an improvement from the 1.5 percent share achieved in FY 1992 to a 2.2 percent share in FY 1992. In each of the three years prior to FY 1992, Canada's performance in this region had declined slightly.

Disbursements to Canada for work in the Europe and Central Asia (ECA) and in the Middle East and North Africa (MNA) regions, previously one region known as EMENA, showed a decline when considered together.⁸ The Canadian disbursement share in this combined region declined from 1.9 percent in FY 1991 to 1.03 percent in FY 1992. When considered separately, we see that Canada performed especially poorly in ECA with a .56 percent share of disbursements in FY 1992. In MNA, Canada fared better, achieving a 1.75 percent share of total World Bank foreign procurement disbursements in FY 1992. It is interesting to note that procurement disbursements to the United States from the two regions also declined, from \$160 million or an 8 percent share to \$124 million or a 6.1 percent share over the past fiscal year.

Canadian performance in Latin America and the Caribbean (LAC) increased significantly from \$35 million or a 1.8 percent share in FY 1991 to \$64 million or a 3.2 percent share in FY 1992. This represents a return to the identical percent share that Canada had achieved in the region in FY 1990. As a comparison, in FY 1991, Canada received \$45.6 million in foreign procurement disbursements for work in projects funded by the Inter-American Development Bank (IDB) in LAC. This represents a 1.6 percent share, and a significant improvement from the \$25.6 million, 1 percent share received in FY 1990.

Canadian Success by Sector

Canadian firms have continued to do relatively well in power projects funded by the World Bank. Of the \$167 million in disbursements achieved by Canadian firms in FY 1992, \$31 million or 19 percent resulted from participation in power sector projects. World Bank total local and foreign disbursements for power amounted to \$1.688 billion in FY 1992. Canadian disbursements for power sector work came mostly from the East Asia and Pacific region. Canada ranked fifth in foreign disbursements for power after Japan, Germany, France and the United States, respectively.

Canadian procurement was also significant in the transport sector in FY 1992. Canadian firms received \$41 million for work in this sector, almost half of which arose from projects in the Latin America and Caribbean region. An additional one quarter of these disbursements arose from project work in Africa, and the remaining one quarter from work in Asia. World Bank disbursements for the transport sector (foreign and local) totalled \$1.691 billion in FY 1992. Much of the \$41 million transport disbursement total for Canada is likely related to railway projects.

Canada's largest source of cash disbursements in FY 1992 was in the non-project sector. These disbursements generally relate to imports of commodities and other raw materials, financed under structural and sectoral adjustment loans. For example, Canada has won contracts for potash and other fertilizers, and petrochemicals from these types of Bank funded operations. Exhibit 5 shows sectoral break-downs of disbursements for Canada, by region for 1992.

Consulting Services

Canada's procurement performance has traditionally been strongest in the field of consulting services. FY 1992 was no different in this respect. Canada obtained \$45 million or a 7.69 percent share of total World Bank disbursements to foreign consultants, in FY 1992. This share allowed Canada to retain its fourth place position behind the United Kingdom, the United States and France.

The United Kingdom has out-performed the United States in this area for the past two fiscal years.