

Education and Training

3.93

KUWAIT

Gulf nationals have a long tradition of learning and commitment to education. Following the Gulf war the priority has been enhanced for Kuwait with the decision to cap the size of the expatriate population and the consequent need for more effective nationals in the Kuwait economy. The same forces are at work elsewhere in the Gulf, including the United Arab Emirates, where expatriate populations sometimes dwarf the native component. The priority on training will be highlighted October 24-27, 1993 with an international educational conference, "Training for the Future", sponsored by the Kuwait Public Authority for Applied Education and Training (PAAET).

Traditionally the United States and the United Kingdom have attracted the bulk of Kuwaiti students. Ties formed through education have given those countries a considerable competitive advantage in commercial activities. However, there is increased interest in Canadian educational and training capabilities. During the past year training contracts have been signed in such areas as management and corporate planning, health, fire-fighting, power and military training. In addition, training components incorporated in commercial proposals are proving increasingly attractive to Gulf buyers since training tends to be underfunded notwithstanding the need.

Forest Products

3.94

MOROCCO

Forest products represent a major sector in Morocco and the country imports nearly all of its requirements. The market has been estimated at Cdn \$215 million in paper and cardboard, \$215 million in wood and \$15 million in services.

MARKET OPPORTUNITIES

Specific opportunities exist in the following areas:

- Wood: Softwoods, mainly white pine, telephone poles, supporting timber for mines.
- Paper and Cardboard: Newsprint, other papers, corrugated cardboard.
- Consultation: Studies and engineering/forestry inventory

MAIN COMPETITIVE COUNTRIES/SUPPLIERS

- Spain
- France
- Sweden
- Russia
- Finland

FINANCING

ADB financing is available for forestry inventory projects. Lumber and paper are generally payable by irrevocable documentary credit.