

directly in this process; rather, the foreign firm's Kuwaiti agent must deal with the CTC on the firm's behalf.

Registration of Consultants - Consulting firms should register with the Ministry of Planning. (As all previous records were burned, it is necessary for all interested consultants to register. The Middle East Trade Development Division of External Affairs has information on what this entails). This sector offers the most potential for Canadian firms as opportunities exist in all sectors for outside consulting assistance.

Investment/Joint Ventures - Though foreign investment in Kuwait is limited to a 49 percent share of any Kuwaiti company, joint ventures with Kuwaiti firms are nevertheless the best means for establishing a local manufacturing or service presence. Establishing a joint venture with a Kuwaiti company is often a successful approach to bidding on major projects and Kuwaiti private sector firms are often interested in joint ventures or licensing with firms that offer attractive technology or products. Profits in joint ventures are not necessarily distributed according to ownership percentage.

BAHRAIN - Attention has now turned to developing the services sector, light industry and tourism. A listing of the backlog of projects range from phase II of the airport expansion program (phase I was completed in October 1991); construction of a \$185 million port and container terminal at southeast Hidd.

QATAR - Besides concentrating on petroleum sector opportunities, Canadian telecommunication firms, especially those with rural systems should consider promoting their capabilities in Qatar.

OMAN - The key areas to consider in Oman are oil, petroleum and rural telecommunications. Telecommunication systems for the major centres of the country are relatively sophisticated but the government now plans to ensure all its population, especially those in remote areas, are linked into the telecommunication system.

For assistance please contact:

- 1) Canadian Embassy, P.O. Box 25281, 13113 Safat, Kuwait, Tel: 965-256-3025, Fax:965-256-4167
- 2) Middle East Trade Development Division, External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa, Ontario, Tel: 613-993-6847, Fax: 613-990-7431

AVIONICS, AVIATION GROUND SUPPORT AND AIRPORT RECONSTRUCTION

Kuwait International Airport was seriously damaged during the Gulf war. All of the airport's avionics equipment was destroyed or looted and several major structures will have to be rebuilt from scratch. The airport is currently running on post-war expedients,