

Minister for
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Trade



Ministre du
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CROSBIE ANNOUNCES SERIES OF SEMINARS ON KUWAIT RECONSTRUCTION

International Trade Minister John C. Crosbie today announced a cross-Canada series of seminars from March 22 to April 10 to provide an assessment of the challenges and opportunities for Canadian companies in the reconstruction of Kuwait.

Officials from External Affairs and International Trade Canada will be joined by representatives from the Canadian Exporters Association, the Canada-Arab Business Council, the Canadian Commercial Corporation, and private companies to describe the range of products and services Kuwait requires in its reconstruction effort, and the channels business people should follow in pursuing contracts and sub-contracts.

"Canadian business people, led by the Secretary of State for External Affairs, the Right Honourable Joe Clark, were the first such delegation to enter Kuwait City after the war," Mr. Crosbie said. "These Canadians were warmly received by the Kuwaitis, not only because we contributed to their country's liberation, but also because they know we can materially help in its reconstruction."

"The seminars we are about to hold across Canada, featuring people who have direct experience with the Kuwait government and private firms, will help ensure the maximum possible participation in the reconstruction effort by Canadian firms," Mr. Crosbie said.

The Minister underlined that Canadian firms will have to compete with firms from other countries to get Kuwait contracts. "Like any customer, the Kuwaitis are looking for quality, price, commitment, and a proven track record, especially in the region. They want to know who they are dealing with. For Canadian firms willing to meet those requirements, these seminars will help show how it can be done," Mr. Crosbie said.