

RPT82

## TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

## 89/90 EXPORT PROMOTION PRIORITIES

Mission: KUWAIT

Country: QATAR

The Mission selected the following sectors as priority areas for export promotion activities for the coming fiscal year for the stated reason:

1. EDUCATION, MEDICAL, HEALTH PROD  
CANADA HAS GOOD REPUTATION IN COUNTRY THROUGH PREVIOUS CONTACTS. POTENTIAL IN QATAR TO COPY UAF MODEL FOR COMMUNITY COLLEGES. HIGH GOVERNMENT PRIORITY IN HEALTHCARE SECTOR AS GOVERNMENT WANTS TO UPGRADE ITS SERVICES TO MINIMIZE OVERSEAS TRAVEL.
2. OIL & GAS EQUIPMENT, SERVICES  
NORTH FIELD PROJECT WILL HAVE REQUIREMENT FOR OFFSHORE DRILLING AND PRODUCTION FACILITIES, PIPELINES, PORT DEVELOPMENT, CIVIL ENGINEERING, ETC. POTENTIAL EXISTS: CANADIAN BIDDERS ARE REQUIRED.
3. CONSTRUCTION INDUSTRY  
LARGE CAPITAL EXPENDITURES EXPECTED FOR HOUSING, OFFICES, PUBLIC HEALTH FACILITIES ETC.
4. AGRI & FOOD PRODUCTS & SERVICE  
HIGH GOVERNMENT PRIORITY AS DESIRE IS TO REDUCE DEPENDENCE ON FOREIGN IMPORTS. ALREADY EXPORTING SOME PROCESSED FOOD.
5. MINF, METAL, MINERAL PROD & SRV  
RECENT REMOTE SENSING REQUEST WILL DEVELOP CANADIAN RECOGNITION. FMR MISSION IN NOVEMBER 1988 SHOULD INSTILL INTEREST.

The most important current Canadian export sectors to this market are (based on actual export sales):

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|---------------------------------|-------------------------------------|
| 1. MULTIPLE SECTORS             | 4. TRANSPORT SYS, EQUIP, COMP, SRV. |
| 2. CONSUMER PRODUCTS & SERVICES |                                     |
| 3. CONSTRUCTION INDUSTRY        |                                     |