

Minister for  
International  
Trade



Ministre du  
Commerce  
extérieur

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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.

Those interested in attending the seminars should contact the International Trade Centres listed in the attached schedule of seminar dates and locations. Additional seminars will be held as required, and as Kuwait's reconstruction needs become more clearly defined.

The seminars are just one aspect of a Kuwait reconstruction action plan developed by the federal government to assist Canadian firms.

For further information, business people are encouraged to call: Task Force on Kuwait Reconstruction (613) 996-2298.

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For further information, media representatives may contact:  
Media Relations Office  
External Affairs and International Trade Canada  
(613) 995-1874

## SEMINARS - RECONSTRUCTION OF KUWAIT

<u>Date/ Time</u>	<u>City</u>	<u>Location</u>	<u>To Register Contact:</u>	
22 March 9-11 a.m.	Edmonton	Convention Centre	Intl. Trade Centre/ Edmonton	Tel:403-495-6540 Fax:403-495-4507
22 March 2-4 p.m.	Calgary	Convention Centre	Intl. Trade Centre/ Calgary	Tel:403-292-6660 Fax:403-292-4578
28 March 2:30- 4:30 p.m.	Vancouver	Westin Bayshore	Intl. Trade Centre/ Vancouver	Tel:604-641-1259 Fax:604-681-0437 or 604-641-1259 Co-sponsored with Vancouver Board of Trade and BC Trade Dev. Corp.
3 April 9-11 a.m.	St.John's	Newfoundland Hotel	Intl. Trade Centre/ St. John's	Tel:709-772-5511 Fax:709-772-2373
4 April 9-11 a.m.	Halifax	Sheraton Hotel	Intl. Trade Centre/ Halifax	Tel:902-426-7540 Fax:902-426-2624
9 April 9-11 a.m.	Toronto	Metro Convention Centre Street Level Conference Rm 206	Intl. Trade Centre/ Toronto	Tel:416-973-5187 Fax:416-973-8161
10 April 9-11 a.m.	Montreal	Le Centre Sheraton	Intl. Trade Centre/ Montreal	Tel:514-283-7153 Fax:514-283-8794 Simultaneous translation