



News Release

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CANADIAN COMPANIES OBTAIN CONTRACTS WORTH \$150 MILLION IN KUWAIT

The Minister of Industry, Science and Technology and Minister for International Trade, the Honourable Michael H. Wilson, announced today that Canadian companies participating in the reconstruction of Kuwait received 17 contracts worth some \$150 million in the first eight months of 1991.

"This is by no means a final tally, as additional contracts are still being negotiated," Mr. Wilson said. "Canadian companies were competitive bidders in securing these contracts. We should all be proud of the role Canadian firms are playing in the effort to rebuild Kuwait."

Canada's oil and gas sector was a leader in the international effort to extinguish some 640 oil well fires ignited in Kuwait during the Gulf War. Safety Boss of Calgary -- selected by the Kuwaitis as one of the original firefighting companies -- brought 178 oil wells under control, the most by any company from any country. Three more Alberta firms received signed contracts from the Kuwait Oil Company. Other Canadian exporters are helping Kuwait address environmental, construction, communications and other needs.

"With the last of the oil well fires extinguished by Safety Boss November 6, the reconstruction effort has entered a new phase in Kuwait," the Minister said. "Business is returning to normal and the Canadian Embassy is at full strength, prepared to work with Canadian exporters interested in penetrating markets in Kuwait or the Gulf states. As a first step, however, new exporters should contact the International Trade Centre (ITC) in their province to explore first-hand how to do business in these important markets and how to take advantage of the assistance available."

There has been no marked increase in employment opportunities for Canadians who wish to work in the Middle East. Just as before the Gulf War, professional and skilled workers interested in pursuing job opportunities in the Middle East should contact their professional associations and recruitment agencies with contacts in the region, or respond to recruitment advertising in newspapers, Mr. Wilson added.

On September 24, the Minister signed a memorandum of understanding between the Export Development Corporation and the Ministry of Finance, State of Kuwait, acting by and through the Kuwait Investment Authority. This memorandum provides for the establishment of a US\$500 million line-of-credit to support the sale of Canadian goods and services in connection with the reconstruction of Kuwait. Conclusion of this line-of-credit is expected to facilitate additional contracts.

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For further information, media representatives may contact:

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BACKGROUND

Following are just some of the Canadian firms in the oil and gas, environmental, construction, communications and other fields supplying goods and services in the reconstruction of Kuwait.

Oil and Gas:

Safety Boss Limited, Calgary, Alberta, operated three crews in Kuwait for seven months and succeeded in bringing 178 wells under control -- more than any other company from any country. A fourth team was employed for six weeks fighting ground fires and performing other ground control work.

Red Flame Oil Well Fire Fighters and Blowout Specialists Ltd., Red Deer, Alberta, and Alert Disaster Control, Calgary, Alberta, received contracts from the Kuwait Oil Company to fight oil well fires.

Dreco Energy Services Ltd., Edmonton, shipped two oil rigs to Kuwait in June. The company has been represented in Kuwait since 1977.

Environment

Bennett Environmental Consultants Ltd., Vancouver, B.C., received a contract for oil spill booms.

Innotech Aviation Ltd., Ottawa, Ontario, supplied aircraft and remote sensing services to establish a Geographic Information System (GIS) in Qatar. Innotech and Delft Hydraulic of the Netherlands are formalizing a proposal to process remote sensing data for the GIS in Kuwait.

S.L. Ross Environmental Research Ltd., Ottawa, provided software programs, services, training and equipment to Bahrain and Qatar as part of Canada's response to the Gulf oil spill.

Construction

Atco Enterprises Ltd., Calgary, Alberta, supplied a series of camp facilities to house UN forces in Kuwait. The company has subsequently secured a contract to house the British firefighting group which is involved in the clean-up following the well control program.

Weatherhaven Resources Ltd., Vancouver, B.C., outfitted completely an 80-person camp accommodating a UN peacekeeping mission. Weatherhaven supplied preharnessed electrical, plumbing and kitchen equipment and furnishings along with portable shelters in a lightweight insulated fabric.

Communications

Firan Corporation, Oakville, Ontario, supplied equipment as a sub-contract to Raytheon Corporation of the United States. During the emergency phase of the reconstruction, Raytheon had prime responsibility to restore Kuwait's airport communications systems.

Mitel Corporation, Kanata, Ontario, obtained orders for some 55 private branch exchanges (PBXs) for a number of hotels and government facilities in Kuwait.

DGB -- a subsidiary of SNC -- Montreal, Quebec, installed a spectrum management system in Kuwait in 1989. The company recently submitted a proposal to replace that system.

Miscellaneous

Canadian Airlines International Ltd., Calgary, is training pilots in Toronto for Kuwaiti Airway under a contract agreed this past summer. The contract also calls for Canadian to provide the Kuwaiti firm with a maintenance crew of 13 Canadians currently supplying engineering assistance over a six-month period on the Airbus A310-300.

McCain Foods, Florenceville, New Brunswick, is supplying frozen food products to Kuwait.

Chart Industries, Pickering, Ontario, supplied collision repair equipment to the Alghanim trading organization, agents and representatives for all General Motors products in Kuwait.

Western Star Trucks, Kelowna, British Columbia, received a contract in July for 47 oil field trucks to be delivered to an oil company in Kuwait by the end of January, 1992.

And Canedcom, Toronto, Ontario, has been contracted for a three-month period by the public authority for applied education and training in Kuwait. Eight Canadians are rewriting job descriptions, developing operational policies and procedures manuals, and restructuring teaching schedules and administrative programs for the Kuwaiti authority.