

# *THE ARABIAN GULF STATES*

*Kuwait*

*Bahrain*

*Qatar*

*United Arab Emirates*

*Oman*

*A Guide*

*for Canadian Exporters*

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A Guide  
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Department of External Affairs  
125 Sussex Drive  
Ottawa, Canada  
K1A 0G2

1988

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## History

Ancient civilizations dating back to 3000 B.C. existed on Failaka, an island off the coast of Kuwait, and on Bahrain. The latter is thought to be the ancient civilization of Dilmun and a contender for the Garden

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# IMPORTANT NOTE

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*This guide is intended only as an introduction to some aspects of doing business in the Gulf States — it is not exhaustive. Furthermore, the mixture of practices and customs applicable to commercial transactions can alter quickly with little or no warning or may be inconsistently applied. Canadian firms are strongly advised to seek appropriate and up-to-date professional advice related specifically to their individual circumstances and proposals before making any financial or legal commitment.*

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# I. GENERAL

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## Geography

The autonomous Arabian Gulf States are situated along the south shore of the Arabian Gulf on the eastern coastline of the Arabian Peninsula. From northwest to southeast they are Kuwait, Qatar, Bahrain, the United Arab Emirates and Oman. On the other side of the Gulf is Iran; bordering each state to the west is Saudi Arabia.

**Kuwait**, with an area of 18 000 km<sup>2</sup> (7 200 square miles) borders Iraq to the north and on the south shares the administration of the oil-rich partitioned zone with Saudi Arabia.

**Qatar**, a peninsula 160 km (100 miles) long by 64 km (40 miles) wide, has much the same topography as does **Bahrain**, an island archipelago between Qatar and Saudi Arabia. Bahrain's principal island is 64 km (40 miles) by 16 km (10 miles) and apart from two small outlying islands is the only inhabited part of the state.

**The United Arab Emirates (UAE)**, consists of seven sheikhdoms with a total area of 156 000 km<sup>2</sup> (60 000 square miles). The largest is Abu Dhabi, 65 000 km<sup>2</sup> (25 000 square miles) of coastal desert and islands. Dubai and five smaller sheikhdoms (Sharjah, Ahman, Fujairah, Umm Al-Qaiwain and Ras El-Khaimah) make up the rest of the UAE.

**Oman**, with 320 000 km<sup>2</sup> (130 000 square miles) of area and a coastline of well over 1 600 km (1 000 miles), flanks the Gulf of Oman from the Strait of Hormuz to its western border with the People's Democratic Republic of Yemen (once known as Aden).

## History

Ancient civilizations dating back to 3000 B.C. existed on Falaika, an island off the coast of Kuwait, and on Bahrain. The latter is thought to be the ancient civilization of Dilmun (and a contender for the Garden

of Eden). Oman is thought to date from the same era and was a colourful and important base of operations for the Portuguese in the sixteenth century before becoming a sea power in its own right and exerting hegemony over Zanzibar, East Africa and parts of India for a period of time.

In more contemporary times, tribes from the interior of the Arabian Peninsula migrated to the upper Gulf States in the eighteenth century and founded settlements based on fishing, pearling and seaborne commerce. In the nineteenth century, various treaties were signed with Britain, which maintained sovereignty of some sort over the area until after the Second World War.

Kuwait became fully independent in 1961; Qatar, Bahrain and the United Arab Emirates in 1971. Oman remained relatively closed to the outside world until 1970 when its present ruler opened its doors to the international community.

## Government

Each of the Gulf States is governed by a ruling family. The United Arab Emirates is the only one with a national assembly at present. Each government has its own completely distinct and complex apparatus. With the exception of Oman (with its history of separate government and administration at the national, regional and local levels) the Gulf States could be considered as "city states" dominated by centralized forms of government.

## Population and Cities

Country	Population	Principal Cities
Kuwait	1 695 000 (1985)	Kuwait*
Qatar	281 000 (1983)	Doha*
Bahrain	397 000 (1983)	Manama*
United Arab Emirates	1 220 000 (1983)	Abu Dhabi*, Dubai Sharjah, Al-Ain
Oman	1 130 000 (1983)	Muscat*

\* denotes capital city



Over half the population of Kuwait is non-Kuwaiti. The same situation applies in Qatar, to a lesser extent in Oman and Bahrain, and to a greater extent in the United Arab Emirates, where it is thought that 80 per cent of the population are non-nationals. Major expatriate groups, found at all levels of business, are from Palestine, Egypt, Iran, India and Pakistan.

## **Religion and Social Customs**

All the Gulf States are Muslim, although a large number of Christians are present. During the holy month of Ramadan, which varies from year to year, working hours are reduced. Business activities slacken off, and it is not usually a profitable time to visit on business.

The main social customs for Canadians to be aware of are the following:

1. Muslims are forbidden by their religion to drink alcohol.
2. Traditional-style meals and food should be taken with the right hand.
3. Arabic coffee, or tea, when offered, should be taken and the cup returned with the right hand only. It is considered impolite to refuse the first cup, but additional cups may be refused.
4. Pork should not be eaten in the presence of Muslims.
5. A knowledge of the more common Arabic greetings is useful, especially at preliminary business meetings.

Many women in the Gulf States still wear the veil. It is not customary for wives to accompany their husbands to social functions, although this practice is changing. At institutes of higher learning in the Gulf, women now outnumber men. They are taking their place in the civil service and in business. Canadian business-women can come to the Middle East on business, although they need to be sensitive to the former traditional all-male environment.

It is customary to address all government ministers, the president of a chamber of commerce, and other dignitaries as "Your Excellency." The appellation "sheikh" is normally applied exclusively to members

of the Royal Family. The Gulf Arabs are a dignified and cordial people and marks of respect, however phrased, are appreciated and reciprocated.

## Language

Arabic is the national language of all the Gulf States. English, however, is widely spoken in business circles. Interpreters are available if necessary.

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## II. *ECONOMY AND FOREIGN TRADE*

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### **General**

The economies of all the Gulf States are based to a greater or lesser degree on oil and gas. In Kuwait, Qatar and the Emirates, this is almost exclusively the source of official government revenues and foreign exchange. Not surprisingly, these three countries have among the highest per capita incomes in the world. Bahrain's smaller reserves are depleting and it is turning to other economic activities. Oman appears to have a number of other natural options.

Although fundamentally sound, all Gulf State economies have suffered declining oil revenues since 1981 when the Organization of Petroleum Exporting Countries (OPEC) cut the price of its oil. Development expenditures have been slowed in all cases except Oman. Qatar and the United Arab Emirates have been hardest hit, Bahrain less so, while Kuwait has enjoyed some protection thanks to substantial earnings on overseas investment. Oman has continued to bring on new production of oil and copper and so has continued to increase development spending, most recently with some help from international loans.

### **Development and the Role of the Gulf Co-operation Council (GCC)**

Each Gulf State has taken a slightly different path to development. All realize that dependence on crude oil places them in a vulnerable position. The challenge then is to provide for sustainable economies based either on production of higher value petroleum products or on non-petroleum related industries.

Prior to 1981, there was little co-ordination in the development of various facilities and industries. Since 1981, however, some headway has been achieved in co-ordinating economic and industrialization policies under the auspices of the GCC. The GCC, whose membership includes the five Gulf States plus Saudi

Arabia, was created in 1981 to develop joint policies in matters of defence, internal security, economics, trade and social services.

The GCC's principal achievement to date has been the Unified Economic Agreement, which calls for a common market approach to trade relations; free movement of capital, citizens co-ordination of financial and monetary policies; and co-operation in transportation, communications and technical matters. A uniform tariff scheme has been adopted, a Gulf investment corporation has been created and uniform rates for utilities are being adopted. In industry, the wasteful duplication of the past is gradually being overcome by joint participation of GCC members in new projects. The Arab Iron and Steel Company and the new petrochemical complex, both in Bahrain, are examples of such co-operation.

Infrastructure development is basically complete throughout the GCC except in Oman. Port facilities are good, while adequate roads and good air services link the nations. Desalination plants have been built adjacent to electricity generating plants with new capacity being added as demand warrants. Telecommunications facilities are adequate but have become a priority for future upgrading. Maintaining the existing telecommunications network, once neglected, is now taking on greater importance.

Kuwait is basing its future on further development of refined petroleum products, which can now be marketed through Kuwaiti-owned distribution outlets worldwide. With petroleum reserves estimated to last over 300 years at present rates of production, this is a realistic approach for Kuwait, which has no plans for other heavy industry.

Bahrain will likely exhaust its crude petroleum reserves in the next decade and has established alternative industries, such as an aluminum smelter and associated industries, a dockyard, an iron pelletizing plant and a petrochemical complex which uses non-associated gas as feedstock. Bahrain will continue to develop its role as a regional centre for banking and tourism and should benefit particularly in these areas from the new Bahrain-Saudi Arabia causeway.

Qatar has gone the heavy industry route with an iron and steel complex, cement plants, fertilizer plant and petrochemical complex. There is now greater confidence in the future as Qatar begins development of the massive offshore North Gas Field which will ensure stable feedstock for domestic industry and should earn substantial, long-term export revenues.

In the United Arab Emirates, industrial cities have been developed near Abu Dhabi and Dubai in an attempt to overcome dependence on oil exports. Major non-petroleum related projects include an aluminum smelter, Dubai dry dock, several cement plants and a host of secondary manufacturing plants.

Oman is still putting its infrastructure together. Oil production continues to rise as does export capacity. Economic diversification is being achieved through the development of mineral resources, agriculture and fisheries. Plants have been built to manufacture cement, fertilizers and various secondary products.

The Gulf States now enter an era of new concerns and fresh spending priorities. Development of educational facilities, especially universities and technical institutes, will continue to be a priority as the Gulf States seek to overcome their dependence on expatriate labour. Social services, already well advanced, will continue to be improved and expanded, especially hospitals and public housing. Local financial institutions and markets will be upgraded to give Gulf nationals greater control over the management of their capital resources. Telecommunications will be expanded and modernized.

## **Petroleum and Mineral Resources**

The discovery of oil in Bahrain in the early 1930s led geologists to correctly believe that hydrocarbons underlay the entire Gulf region. The fields of the Gulf States are both offshore and onshore and contain various grades of conventional hydrocarbons.

Prior to this decade, the emphasis was on oil extraction with much of the associated gas being flared as any alternative was uneconomic. All Gulf States have built systems for gas gathering, distribution and liquefaction and very little gas is now flared. Most

power plants, heavy industries and petrochemical complexes in the Gulf now depend on gas.

The difficulty faced as a result of this new dependence on gas is that supplies have fallen in step with declining crude oil production. Heavy industries, starved for gas, have had to reduce production accordingly. It is in this regard that Qatar's North Gas Field assumes such importance and why it is likely to be the basis of an inter-Gulf gas distribution network.

In all five Gulf States, national oil companies now dominate the ownership and control of the extraction and processing industries and are playing an increasingly important role in marketing their own products. Kuwait Petroleum Corporation has grown and diversified such that it has earned a reputation as the "Eighth Sister." All national companies are engaged in exploration for new reserves of oil and gas, but most activity is found in the Emirates and Oman.

Only Oman has mineral deposits of any significance, chiefly copper. Asbestos, chromite, manganese and coal also exist. Oman and Qatar have modest deposits of construction minerals such as limestone, gypsum and clay.

## **Agriculture and Food**

At present almost all food consumed in the Gulf States must be imported, representing a market for foodstuffs in the order of \$2 billion (US) per year. Climate, poor soils and lack of fresh water severely restrict native agriculture. All Gulf States have committed significant funds to agricultural research and a good deal of work is being done in hydroponics. A number of dairy and poultry farms are in operation, relying almost exclusively on imported feeds.

Oman was once heavily dependent on agriculture but the development of oil and other resources has greatly reduced its significance to the economy. Nonetheless, the natural potential for agriculture remains, for both crops and livestock, and the government is committing more funds to research, extension programs and loans to farmers.

Fishing is a traditional industry in the Gulf and the catch continues to meet almost all local demand. Shrimp is caught in sufficient quantities to allow some export from the region. All Gulf States operate fishing fleets, many of them under partial or total government ownership.

Food processing takes place on a limited scale in all Gulf States and is a priority for future development. Items currently produced include dairy products, eggs, flour, bread, soft drinks, biscuits, pasta and processed meat products.

## Foreign Trade and Import Controls

A large percentage of the Gulf States' consumer goods is imported. Imports rose dramatically until the early 1980s when declining oil revenues began to seriously affect economic activity. Between 1982 and 1983, the value of imports fell significantly in all Gulf States. Nonetheless, the regional market is worth over \$20 billion (US) to the world's exporters. Leading suppliers are the United Kingdom, Japan, the United States and Western Europe.

Import duties on products entering the Gulf States are minimal. The minimum duty (4 per cent in most cases) is applied to all goods regardless of origin while higher duties (10 to 25 per cent) are charged on luxury goods and, in select cases, where there is a need to protect local producers. There are no exchange restrictions and all Gulf currencies are strong.

## Trade with Canada

The following table summarizes Canadian exports to the Gulf States since 1980:

<b>Canadian Exports to the Gulf States</b>					
	('000 \$ Cdn)				
	1982	1983	1984	1985	1986
Kuwait	96 506	64 439	66 479	29 092	24 366
Bahrain	5 576	4 697	5 211	5 984	7 604
Qatar	18 582	9 951	11 013	5 544	7 642
UAE	47 441	31 001	23 596	18 872	24 278
Oman	22 077	8 549	6 853	8 940	5 906
<b>TOTALS</b>	<b>190 176</b>	<b>118 737</b>	<b>113 152</b>	<b>68 432</b>	<b>69 796</b>

Source: Statistics Canada

The following table indicates the composition of Canadian exports to the Gulf States:

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**Major Canadian Exports to Gulf States**  
**— 1986** ('000 \$ Cdn)

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<b>Kuwait</b>	
Industry chemical speciality and explosives	3 979
Cars 110–120 cu. ft. and int. vol., new	2 795
Parts and accessories for motor vehicles	2 223
Passenger car tires, pneumatic, new	1 839
Trucks and chassis, commercial	1 717
Station wagons, new	937
Prefabricated structures and parts	378
Medicinal and pharmaceutical products	334
<b>Bahrain</b>	
Aluminum bar rod plate sheet circle	2 931
Carpets in rolls	593
Insulated wire and cable	492
Floor and ceiling tiles	415
Soap and detergents	407
Cars 100–120 cu. ft. int. vol., new	208
Commercial telecommunications equipment	190
<b>Qatar</b>	
Laboratory instrumental equipment and parts	2 187
Trucks and chassis, commercial	1 100
Cars 110–120 cu. ft. int. vol., new	1 045
Carpets in rolls	820
Aircraft assemblies equipment and parts	388
Telephone apparatus equipment and parts	328
<b>UAE</b>	
Petrol, coal, gas products machinery parts	4 176
Aircraft assemblies equipment and parts	3 161
Cars 110–120 cu. ft. int. vol., new	1 102
Carpets in rolls	1 069
Metal working machinery and parts	965
<b>Oman</b>	
Newsprint paper	634
Commercial telecommunications equipment	945
Aircraft assemblies equipment and parts	786
Cars 100–120 cu. ft. int. vol.	461
Telephone apparatus equipment and parts	361



Pipes and tubes, iron and steel, welded	255
Earth drilling and related machinery parts	248

Source: Statistics Canada

As the foregoing tables indicate, Canadian exports rose until 1982 and then fell dramatically. This is not surprising in view of the drastic fall in oil revenues and the reduction in imports experienced by all Gulf States. Canada's share of the market has always been less than 1 per cent, however a wide range of products is exported. Cars and trucks have always accounted for approximately half of total exports. Canada has not played a major role in any of the large infrastructural of industrial projects in the Gulf States.

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### III. *DOING BUSINESS IN THE GULF STATES*

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#### **General**

All Gulf State governments play a major role in planning, financing and executing major projects.

However, day-to-day commerce is very much a free enterprise situation and to make a sale to a government client without the involvement of a local businessperson is virtually impossible. The private sector in each country is dominated by a few powerful merchant families, members of which may also occupy key positions in government. Most Gulf States now have laws which limit bidding on government contracts to local suppliers or building contractors if the necessary technical and performance standards can be met.

The Gulf Arabs are shrewd businesspersons and are becoming increasingly sophisticated in their management practices. Foreign suppliers hoping to make a quick sale are bound to be disappointed. Business is conducted only on the basis of frequent personal contact, rarely by mail. A minimum of three or four visits *by the same individual* is usually necessary to establish the genuine interest of the seller in the mind of the buyer. Gulf nationals respect titles and consider their projects and market prospects warrant dealing at the highest level. Canadians and their products are well received in the Gulf, but complaints of ineffectual marketing and poor follow-up are often heard.

#### **Working Hours**

The Gulf States operate on a six-day work week, Saturday through Thursday. Friday is always a holiday. Government offices are generally open from 7:30 a.m. to 1:30 p.m., Saturday through Wednesday, and until 11:30 a.m. on Thursday.

Private businesses work two shifts, usually 8:00 a.m. until 12:30 p.m. and again from 3:00 or 4:00 p.m. until 7:00 p.m., Saturday to Wednesday. On Thursdays,

just a morning shift is worked. Informal business discussions may extend into the evening.

During the holy month of Ramadan, business hours are severely shortened and businesspersons are advised not to travel to the area unless they have well-established contacts which they know will be available. The timing of Ramadan varies from year to year. In addition to Ramadan, the hot summer months are characterized by an exodus of both nationals and expatriates on lengthy vacations.

## **Correspondence**

Correspondence can be conducted in English with most business organizations. If dealings are with senior government personnel, an Arabic translation would be considered useful and courteous. Brochures, sales literature and business cards should follow the same principle. All business establishments have telex and much of the communication is conducted in this manner.

## **Representation**

All goods sold, whether to the public or private sector, must be through an agent or distributor who is a national of the country or who represents a locally owned firm. Consulting services can be sold without a local representative but, in practice, business may be difficult to obtain otherwise.

The importance of choosing the "right" partner cannot be over-emphasized. It is highly recommended that an in-depth examination of the background, influence and capabilities of several agents be conducted before selecting a partner. Canadian companies should also be aware that agents rarely undertake aggressive marketing in the North American sense. Nor do many agents have the technical expertise to actively promote high-technology products or to encourage clients to write specifications around a new technology. These responsibilities rest with the manufacturer and can only be achieved by visiting agents and end-users regularly.

## **Government Tenders**

In all Gulf States, government purchases account for a large proportion of imports. Contracts are normally awarded on the basis of a tender open only to pre-qualified companies with registered local agents. Kuwait, Qatar and Oman have central tender committees or tender boards through which all government contracts are tendered and bids evaluated. For Bahrain and the Emirates, tenders are issued directly by the client ministry or municipality.

Time frames for most tenders tend to be short but an effective agent will have wind of a tender before it is officially announced. Consultants must normally be pre-registered with the appropriate ministry of planning or client ministry to receive an invitation to submit a proposal. Government contracts are nearly always awarded to the lowest bidder, often with little apparent regard for technical merit. Ability to deliver on time is a must.

## **Trade Shows and Missions**

A number of important vertical trade shows take place, particularly at the exhibition centres in Bahrain and Dubai. The shows are generally well organized and well attended by buyers from all Gulf States and Saudi Arabia. However, space costs are extremely high.

Details of upcoming trade shows and trade missions can be obtained from regional offices of the Department of Regional Industrial Expansion or from:

Department of External Affairs  
Middle East Trade Development Division  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2  
Tel: (613) 993-7040

## **Terms of Payment**

Irrevocable letter of credit is the normal practice in making payments. Given the strength of local currencies, quotes in Canadian funds are acceptable and, in fact, are highly appreciated by the importers if Cana-

dian funds are available to them at a discount relative to American dollars or other major currencies.

Detailed credit reports or financial statements are generally not available. Banks will provide statements on whether a given company is likely to be able to handle transactions of a certain magnitude, but details are not normally provided.

## **Samples and Promotional Items**

It is largely at the discretion of customs officials whether duty is payable on samples. Reasonable quantities of goods not ordinarily saleable are usually allowed entry without any payment. Samples sent by post or air freight should be accompanied by a declaration that they are samples, while hand-carried items should include an invoice showing the value.

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## IV. VISITING THE GULF STATES

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### Passports and Visas

Valid passports and visas are needed to enter the Gulf States by citizens of all countries with the exception of GCC citizens. Normally a letter of sponsorship and/or a no-objection certificate (NOC) is required from a local sponsor. Visas are obtainable from the diplomatic missions of the Gulf States accredited to Canada or from the missions of the Gulf States in other countries. Proof of issuance of an NOC should be enough for transportation, but it requires being met at the airport with the certificate and the issuance of a visa there. Transit visas may be issued for 24 hours, providing visitors possess an onward ticket. In Bahrain and Qatar, the period is 72 hours.

Only Bahrain has a diplomatic mission in Canada. Kuwait has an honorary consul in Ottawa who can issue visas in most cases. Addresses of the missions are as follows:

- Kuwait**            Honorary Consul of Kuwait  
1510 Walkley Road  
Ottawa, Ontario  
K1V 0H8  
Tel: (613) 731-3242
- Bahrain**            Bahrain Consulate  
1869 Dorchester Blvd. West  
Montreal, Quebec  
H3H 1R4  
Tel: (514) 931-7444  
Telex: 021-05562235
- Qatar**                Embassy of Qatar  
600 New Hampshire Ave. N.W.  
Washington, D.C. 20037  
Tel: (202) 338-0111  
Telex: (ITT) 440 246 AQTR

**UAE** Embassy of the United Arab Emirates  
Suite 74, 600 New Hampshire Ave. N.W.  
Washington, D.C. 20037  
Tel: (202) 338-9180/338-6500  
Telex: (ITT) 440396 EMARAT

**Oman** Embassy of Oman  
2342 Massachusetts Ave. N.W.  
Washington, D.C. 20008  
Tel: (202) 387-1908/387-2014  
Telex: (ITT) 98547 OMANIYA UI WSH

Upon application for visas, properly supported, up to 30 days may elapse before issuance. Planning must therefore be well in advance.

## **Hotels**

Excellent hotels by world standards are to be found in all the Gulf States. Prices are extremely high, ranging from \$100 to \$150 (Cdn) per night for a single room. Most hotels belong to international chains and offer a full range of services. Reservations should be made in advance. The Canadian Embassy in Kuwait can recommend hotels throughout the region.

## **Canadian Embassies**

Canadian exporters should advise the Embassy in Kuwait when visiting the Gulf States. The address is as follows:

Canadian Embassy  
P.O. Box 25281  
Safat, Kuwait  
Tel: 2511451/2555754  
Telex: 23549 MCAN KT  
(Territory: Kuwait, Bahrain, United Arab Emirates, Oman, Qatar)

Canada also maintains an honorary consulate in Oman which can provide assistance when visiting there. Details are as follows:

Mr. Dan Danesh  
Honorary Consul for Canada  
c/o Cansult Limited  
P.O. Box 443  
Muscat, Oman  
Tel: 601-271  
Telex: 5382 CANSULT ON

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# V. FURTHER INFORMATION

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## **Publications**

The best weekly magazine covering economic, political and commercial developments (including tender notices) in the Gulf States is the *Middle East Economic Digest* published by Middle East Economic Digest Ltd., MEED House, 21 John Street, London, WC1N 2BP, England. It is highly recommended to keep current with activities in the entire Middle East.

Information on other publications can be obtained from the Canadian Embassy in Kuwait.

## **Chambers of Commerce and Industry**

Each Gulf State has a chamber of commerce and industry with which all local companies must be registered. In addition to being a powerful lobby for private sector interests, the Chamber of Commerce and Industry promotes foreign trade by publishing information on local market opportunities and regulations; receiving trade missions from abroad; arbitrating commercial disputes when requested to do so; and generally being helpful to foreign businesspersons.

Addresses of the chambers are as follows:

Kuwait Chamber of Commerce and Industry

P.O. Box 775

Safat, Kuwait

Tel: 2433864

Telex: 22198 GURFTIGARA KT

Bahrain Chamber of Commerce and Industry

P.O. Box 248

Manama, Bahrain

Tel: 253749

Telex: 8691 GHURFA BN

Qatar Chamber of Commerce and Industry

P.O. Box 402

Doha, Qatar

Tel: 423677

Telex: 4078 TIJARA DH



Oman Chamber of Commerce and Industry  
P.O. Box 4400  
Ruwi, Oman  
Tel: 702255  
Telex: 5389 ALGHURFA

Abu Dhabi Chamber of Commerce and Industry  
P.O. Box 662  
Abu Dhabi United Arab Emirates  
Tel: 330880  
Telex: 22449 TIJARA EM

Dubai Chamber of Commerce and Industry  
P.O. Box 1457  
Dubai, United Arab Emirates  
Tel: 221181  
Telex: 45997 TIJARA EM

## **The Canada-Arab Business Council**

The Canada-Arab Business Council is a private sector association of Canadian companies actively trading with the countries of the Arab world. The purpose of the Council is to promote and enhance Canada's commercial ties with the Arab countries. The Council serves in an advisory capacity to various governments in Canada on matters relating to Canada-Arab trade and strives to create a greater awareness in the Arab countries of Canadian business and capabilities. Its Canadian-based activities include the organization of regular meetings among Council members, liaison with Canadian government officials and trade officials of the Arab governments represented in Canada, the holding of business-oriented seminars, and the publication of a regular newsletter containing information on trade with and commercial developments in the Arab world.

Companies wishing to become members of the Council should contact:

Canada-Arab Business Council  
200 Elgin Street  
Suite 301  
Ottawa, Ontario  
K2P 2J7  
Tel: (613) 238-4000

## **DRIE Offices**

If you have not previously marketed abroad, we suggest you contact either the Business Centre in Ottawa or the Trade Director at any of the Regional Offices of the Department of Regional Industrial Expansion (DRIE) at the addresses listed below.

### **Business Centre**

Department of Regional  
Industrial Expansion  
235 Queen Street  
Ottawa, Ontario K1A 0H5  
Tel: (613) 995-5771

### **Alberta**

Cornerpoint Building  
Suite 505  
10179 — 105th Street  
Edmonton, Alberta T5J 3S3  
Tel: (403) 420-2944  
Telex: 037-2752

### **British Columbia**

Bentall Centre — Tower IV  
1055 Dunsmuir Street  
Suite 1101  
P.O. Box 49178  
Vancouver, British Columbia  
V7X 1K8  
Tel: (604) 666-0434  
Telex: 045-1191

### **Manitoba**

P.O. Box 981  
Winnipeg, Manitoba  
R3C 2V2  
Tel: (204) 983-4090  
Telex: 075-7624

### **New Brunswick**

Assumption Place  
770 Main Street  
P.O. Box 1210  
Moncton, New Brunswick  
E1C 3P9  
Tel: (506) 857-6400

### **Newfoundland and Labrador**

90 O'Leary Avenue  
P.O. Box 8950  
St. John's, Newfoundland  
A1B 3R9  
Tel: (709) 772-4053  
Telex: 016-4749

### **Northwest Territories**

P.O. Box 6100  
Yellowknife  
Northwest Territories  
X1A 1C0  
Tel: (403) 920-8568  
Telex: 074-2742

### **Nova Scotia**

P.O. Box 940, Station "M"  
Halifax, Nova Scotia  
B3J 2V9  
Tel: (902) 426-2018  
Telex: 019-22525

### **Ontario**

4th Floor  
Dominion Public Building  
1 Front Street West  
Toronto, Ontario M5J 1A4  
Tel: (416) 973-5000  
Telex: 065-24378

### **Prince Edward Island**

Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown  
Prince Edward Island  
C1A 7M8  
Tel: (902) 566-7400  
Telex: 014-44129

## **Quebec**

800 Victoria Place  
P.O. Box 247  
Montreal, Quebec H4Z 1E8  
Tel: (514) 283-8185  
Telex: 055-60768

## **Saskatchewan**

6th Floor  
105 — 21st Street East  
Saskatoon, Saskatchewan  
S7K 0B3  
Tel: (306) 975-4400  
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# **Export Development Corporation**

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## **Prairie and Northern Region**

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## **London District Office**

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## **Atlantic Region**

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Telex: 053-3745 (TPE)

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INFO EXPORT HOTLINE

(Toll-free service)

1-800-267-8367

Telex: 053-35745 (BTCE)

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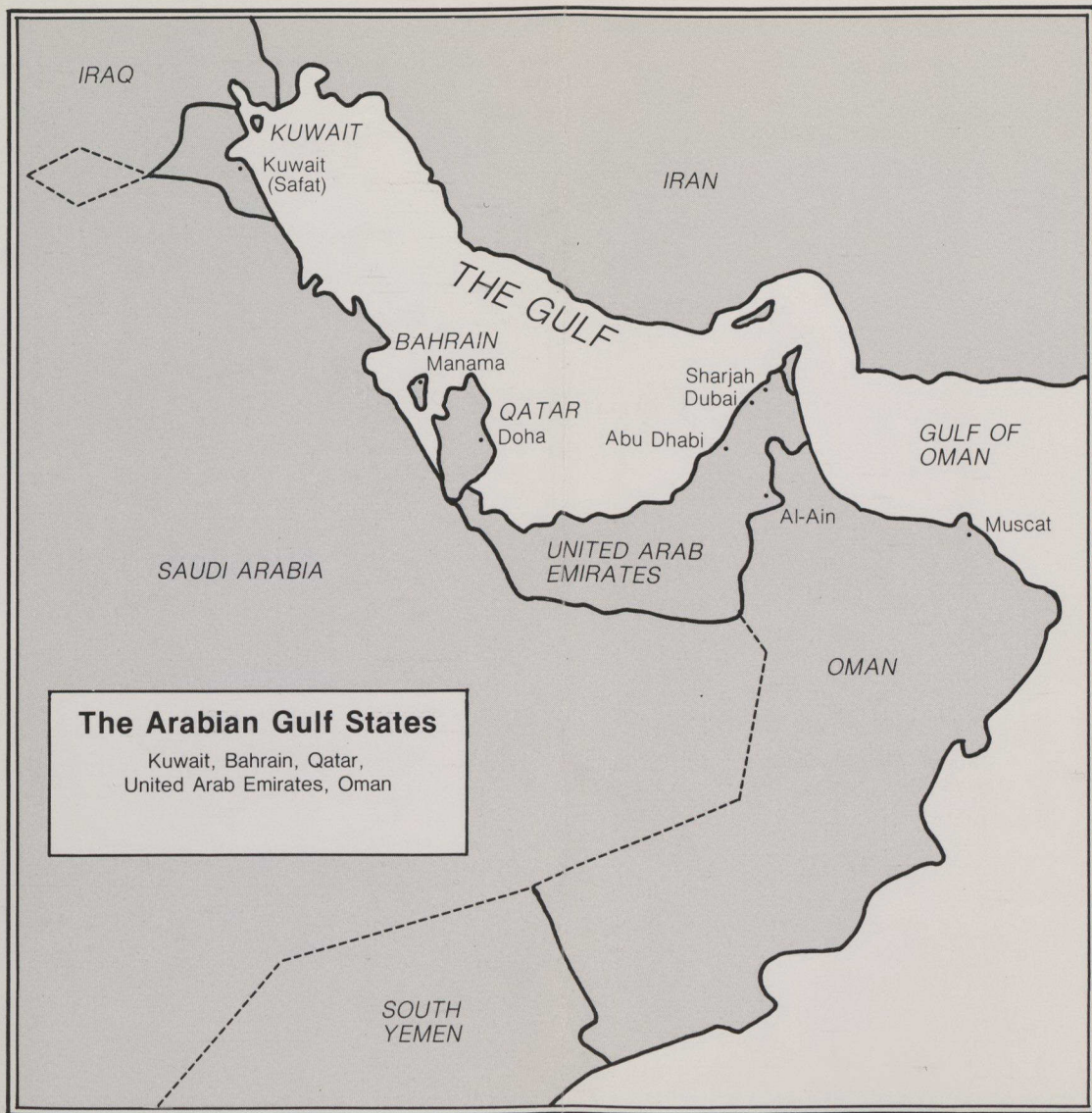
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