

TB

ID# 230366

THE WHITE HOUSE  
CORRESPONDENCE TRACKING WORKSHEET

0083

INCOMING

DATE RECEIVED: APRIL 17, 1991

NAME OF CORRESPONDENT: THE HONORABLE NICK J. RAHALL II

SUBJECT: FORWARDS A COPY LETTER FROM MR. MCDONALD CARY  
URGING THE USE OF MINORITY-OWNED BUSINESSES  
IN THE REDEVELOPMENT AND REBUILDING OF KUWAIT

| ROUTE TO:<br>OFFICE/AGENCY | (STAFF NAME)   | ACTION      |                  | DISPOSITION  |        |                       |
|----------------------------|----------------|-------------|------------------|--------------|--------|-----------------------|
|                            |                | ACT<br>CODE | DATE<br>YY/MM/DD | TYPE<br>RESP | C<br>D | COMPLETED<br>YY/MM/DD |
| FREDERICK MCCLURE          |                | ORG         | 91/04/17         | FM           | A      | 91/04/19              |
| 99 DOS                     | REFERRAL NOTE: | R           | 91/05/06         |              |        | / /                   |
|                            | REFERRAL NOTE: |             | / /              |              |        | / /                   |
|                            | REFERRAL NOTE: |             | / /              |              |        | / /                   |
|                            | REFERRAL NOTE: |             | / /              |              |        | / /                   |
|                            | REFERRAL NOTE: |             | / /              |              |        | / /                   |

COMMENTS: SEE ID 229789

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

ADDITIONAL CORRESPONDENTS: MEDIA:L INDIVIDUAL CODES: 1230 \_\_\_\_\_  
MAIL USER CODES: (A) \_\_\_\_\_ (B) \_\_\_\_\_ (C) \_\_\_\_\_

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*ACTION CODES:          *DISPOSITION                *OUTGOING                *
*                       *                               *CORRESPONDENCE:        *
*A-APPROPRIATE ACTION  *A-ANSWERED                *TYPE RESP=INITIALS    *
*C-COMMENT/RECOM       *B-NON-SPEC-REFERRAL      *           OF SIGNER   *
*D-DRAFT RESPONSE      *C-COMPLETED              *           CODE = A     *
*F-FURNISH FACT SHEET  *S-SUSPENDED              *COMPLETED = DATE OF   *
*I-INFO COPY/NO ACT NEC*                               *           OUTGOING    *
*R-DIRECT REPLY W/COPY *                               *                               *
*S-FOR-SIGNATURE       *                               *                               *
*X-INTERIM REPLY       *                               *                               *
*****

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REFER QUESTIONS AND ROUTING UPDATES TO CENTRAL REFERENCE  
(ROOM 75, OEOB) EXT-2590  
KEEP THIS WORKSHEET ATTACHED TO THE ORIGINAL INCOMING  
LETTER AT ALL TIMES AND SEND COMPLETED RECORD TO RECORDS  
MANAGEMENT.

April 19, 1991

Dear Nick:

Thank you for your recent letter to the President and the enclosed copy of a letter from Mr. McDonald Cary of Charleston, West Virginia, regarding the rebuilding of Kuwait.

We appreciate being apprised of Mr. Cary's interest in having a twelve percent goal of minority participation in the rebuilding and redevelopment efforts in Kuwait. I have taken the liberty of sharing your comments with the President's advisors for their prompt review.

Thank you again for your interest in writing.

With best regards,

Sincerely,

Frederick D. McClure  
Assistant to the President  
for Legislative Affairs

The Honorable Nick Joe Rahall II  
House of Representatives  
Washington, D.C. 20515

FDM:TSB:

bcc: w/ copy of inc to Dept. of State - for Direct Response

*J*  
NICK J. RAHALL II  
4TH DISTRICT, WEST VIRGINIA

2104 RAYBURN BUILDING  
WASHINGTON, DC 20515  
(202) 225-3452

815 FIFTH AVENUE  
HUNTINGTON, WV 25701  
(304) 522-NICK

110½ MAIN STREET  
BECKLEY, WV 25801  
(304) 252-5000

1005 FEDERAL BUILDING  
BLUEFIELD, WV 24701  
(304) 325-6222

R K BUILDING  
LOGAN, WV 25601  
(304) 752-4934

**Congress of the United States**  
**House of Representatives**  
**Washington, DC 20515**

April 15, 1991

230366  
COMMITTEES:  
INTERIOR AND INSULAR AFFAIRS  
SUBCOMMITTEES:  
CHAIRMAN:  
MINING AND NATURAL RESOURCES  
NATIONAL PARKS AND  
PUBLIC LANDS  
PUBLIC WORKS AND  
TRANSPORTATION  
SUBCOMMITTEES:  
SURFACE TRANSPORTATION  
ECONOMIC DEVELOPMENT  
EDUCATION AND LABOR  
SUBCOMMITTEE:  
ELEMENTARY, SECONDARY  
AND VOCATIONAL EDUCATION

*McDonald*  
The Honorable George Bush  
President of the United States  
1600 Pennsylvania Avenue  
Washington, D. C. 205000

Dear President Bush:

I have been contacted by Mr. McDonald Cary, President, West Virginia Minority Small Business Association regarding the efforts of this organization to have you establish a specific, irrevocable, participatory goal of twelve (12) percent for minorities, and minority owned businesses interested in the redevelopment and rebuilding of Kuwait, and additionally the economic rebuilding of the United States. I am enclosing for your information a copy of a letter sent to you concerning this matter.

I want to take this opportunity to express to you my fullest strongest support for their goal of twelve (12) percent minority participation, and I respectfully request your giving this matter favorable consideration.

Once you have reviewed this request, and a decision has been rendered, please advise me through my Beckley District Office at 110½ Main Street, Beckley, West Virginia, 25801.

With warm regard, I am

Sincerely,

NICK J. RAHALL, II  
Member of Congress

NJR/rmn

CC: Mr. McDonald Cary, President  
West Virginia Minority Small Business Association



WEST VIRGINIA MINORITY SMALL BUSINESS  
ASSOCIATION  
(WVMSBA)  
Post Office Box 2641  
Charleston, West Virginia 25330  
PHONE (304) 345-7054 FAX (304) 345-7055

1991 APR -1 PM 12:03

RECEIVED

March 25, 1991

APR 8 1991

George Bush, President of the United States  
The White House  
1600 Pennsylvania Avenue, NW  
Washington, DC 20500

Dear Mr. President:

The West Virginia Minority Small Business Association (WVMSBA) is an organization made up of minority owned businesses that participate in the Small Business Administration's (SBA) 8(a) Program. We organized approximately four years ago for many reasons, among the most important of which was to more effectively participate in the economic flow and mainstream of our local and national economy.

A few weeks ago, we, along with millions of other Americans, listened closely to your speech given at the end of hostilities in Kuwait and Iraq. We were pleased at your emphasis regarding the economic and social development of our country.

We, like most Americans, are certainly against war, but we fully support and understand the reasons behind our recent war effort. As you know, Black Americans, as well as other minorities, have supported and protected this country fervently since the Civil War. The "War In The Gulf" was no exception to our demonstrated interest in serving and protecting this country.

It has been reported that the minority participation of the War In The Gulf was between twenty and thirty percent. Although the overall death and casualty rates were extremely low, Black Americans comprised nearly twenty percent of those killed or wounded.

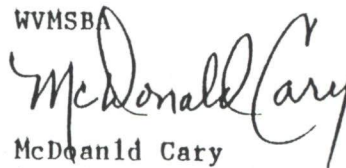
Of major interest to us is the fact that when these minority individuals return to the USA, they will be no better off financially or economically than before. This is, unless something is done.

We are asking that you, as President of this nation, and leader of the war effort to free Kuwait, lead the effort to establish a specific, irrevocable, participatory goal of twelve percent for minorities and minority owned companies interested in participating in the redevelopment and rebuilding of Kuwait as well as in the economic rebuilding of the USA. Although twelve percent is far below the percentage of Black Americans participating in the war effort, it is felt that this goal will do much toward assisting minority owned businesses, allowing young Black American males to participate in a vast, new economic opportunity, while also demonstrating to these minority individuals, organizations and businesses, that you care about "all" Americans.

Time is of the essence. Please respond to this need quickly and in a positive way. It is recognized that some financial (loans) and technical assistance will be required to make this effort succeed, but this could be done through the SBA 8(a) Program. We are looking forward to hearing from you soon.

Sincerely,

WVMSBA



McDonald Cary  
President

MC/kh

cc: The Honorable Robert C. Byrd  
The Honorable John D. Rockefeller  
The Honorable Nick Joe Rahall, II  
The Honorable Alan B. Mollohan  
The Honorable Harley O. Staggers, Jr.  
The Honorable Robert E. Wise, Jr.



TB

ID# 230366

THE WHITE HOUSE  
CORRESPONDENCE TRACKING WORKSHEET

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DATE RECEIVED: APRIL 17, 1991

NAME OF CORRESPONDENT: THE HONORABLE NICK J. RAHALL II

SUBJECT: FORWARDS A COPY LETTER FROM MR. MCDONALD CARY  
URGING THE USE OF MINORITY-OWNED BUSINESSES  
IN THE REDEVELOPMENT AND REBUILDING OF KUWAIT

| ROUTE TO:<br>OFFICE/AGENCY | (STAFF NAME) | ACTION      |                  | DISPOSITION  |                           |
|----------------------------|--------------|-------------|------------------|--------------|---------------------------|
|                            |              | ACT<br>CODE | DATE<br>YY/MM/DD | TYPE<br>RESP | C COMPLETED<br>D YY/MM/DD |
| FREDERICK MCCLURE          |              | ORG         | 91/04/17         | FM           | A 9/10/91                 |
| REFERRAL NOTE:             |              |             |                  |              |                           |
| V99 Dos                    |              | R           | 9/10/91          |              | A 9/11/91                 |
| REFERRAL NOTE:             |              |             |                  |              |                           |
| Lamcccl                    |              | CA          | 9/15/20          |              | C 9/15/20                 |
| REFERRAL NOTE:             |              |             |                  |              |                           |
| REFERRAL NOTE:             |              |             | / /              |              | / /                       |
| REFERRAL NOTE:             |              |             | / /              |              | / /                       |
| REFERRAL NOTE:             |              |             | / /              |              | / /                       |

COMMENTS: SEE ID 229789

ADDITIONAL CORRESPONDENTS: MEDIA:L INDIVIDUAL CODES: 1230  
MAIL USER CODES: (A) (B) (C)

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(ROOM 75, OEOB) EXT-2590  
KEEP THIS WORKSHEET ATTACHED TO THE ORIGINAL INCOMING  
LETTER AT ALL TIMES AND SEND COMPLETED RECORD TO RECORDS  
MANAGEMENT.

UNCLASSIFIED

DEPARTMENT OF STATE  
EXECUTIVE SECRETARIAT

TRANSMITTAL FORM

S/S 9107966

Date May 18, 1991

FOR: Mr. William F. Sittmann  
Executive Secretary  
National Security Council Staff  
The White House

REFERENCE:

To: President Bush

From: McDonald Cary

Date: March 25, 1991

Subject: Congressional Inquiry Regarding Kuwaiti  
Reconstruction

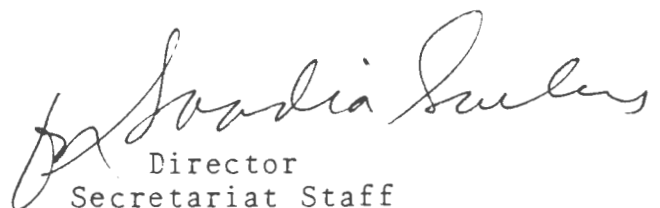
WH Referral Dated: May 6, 1991  
NSCS ID# (if any) 230366

\_\_\_\_\_ The attached item was sent directly to the  
Department of State.

ACTION TAKEN:

- \_\_\_\_\_ A draft reply is attached.
- \_\_\_\_\_ A draft reply will be forwarded.
- \_\_\_\_\_ A translation is attached.
- X An information copy of a direct reply is attached.
- \_\_\_\_\_ We believe no response is necessary for the reason  
cited below.
- \_\_\_\_\_ The Department of State has no objection to the  
proposed travel.
- \_\_\_\_\_ Other (see remarks).

REMARKS:

  
Director  
Secretariat Staff

UNCLASSIFIED



United States Department of State

Washington, D.C. 20520

6

Dear Mr. Rahall:

On behalf of President Bush, I am pleased to reply to your letter of April 19, 1991, which shares the comments of your constituent, Mr. McDonald Cary, regarding the rebuilding of Kuwait.

The U.S. Department of Commerce, rather than the Department of State, is taking the lead in assisting U.S. firms in pursuit of commercial opportunities in the Persian Gulf Region. The Minority Business Development Agency (MBDA) of the U.S. Department of Commerce has formed a Kuwait Reconstruction Task Force which, in conjunction with Commerce's International Trade Administration (ITA) Gulf Reconstruction Center, is working to assist the U.S. minority community to equitably participate in the Gulf Reconstruction Program. Information packages on both ITA's Gulf Reconstruction Center and MBDA's Kuwait Reconstruction Task Force are enclosed for your information.

Thank you for your interest in the Kuwait Reconstruction Program. Hopefully the information provided will be of help to your constituent.

Sincerely,

Janet G. Mullins  
Assistant Secretary  
Legislative Affairs

The Honorable  
Nick J. Rahall, II,  
House of Representatives.



April 19, 1991

9107966

'91 MAR-04 11:27 AM

Dear Nick:

Thank you for your recent letter to the President and the enclosed copy of a letter from Mr. McDonald Cary of Charleston, West Virginia, regarding the rebuilding of Kuwait.

We appreciate being apprised of Mr. Cary's interest in having a twelve percent goal of minority participation in the rebuilding and redevelopment efforts in Kuwait. I have taken the liberty of sharing your comments with the President's advisors for their prompt review.

Thank you again for your interest in writing.

With best regards,

Sincerely,

Frederick D. McClure  
Assistant to the President  
for Legislative Affairs

The Honorable Nick Joe Rahall II  
House of Representatives  
Washington, D.C. 20515

FDM:TSB:

bcc: w/ copy of inc to Dept. of State - for Direct Response

T H E   W H I T E   H O U S E   O F F I C E

REFERRAL

9107966

'91 MAY-04 11:26 AM

MAY 6, 1991

TO: DEPARTMENT OF STATE

ACTION REQUESTED:

DIRECT REPLY, FURNISH INFO COPY

DESCRIPTION OF INCOMING:

ID: 230366

MEDIA: LETTER, DATED APRIL 15, 1991

TO: PRESIDENT BUSH

FROM: THE HONORABLE NICK J. RAHALL II  
U.S. HOUSE OF REPRESENTATIVES

WASHINGTON DC 20515

SUBJECT: FORWARDS A COPY LETTER FROM MR. MCDONALD CARY  
URGING THE USE OF MINORITY-OWNED BUSINESSES  
IN THE REDEVELOPMENT AND REBUILDING OF KUWAIT

PROMPT ACTION IS ESSENTIAL -- IF REQUIRED ACTION HAS NOT BEEN  
TAKEN WITHIN 9 WORKING DAYS OF RECEIPT, PLEASE TELEPHONE THE  
UNDERSIGNED AT 456-7486.

RETURN CORRESPONDENCE, WORKSHEET AND COPY OF RESPONSE  
(OR DRAFT) TO:

AGENCY LIAISON, ROOM 91, THE WHITE HOUSE, 20500

SALLY KELLEY  
DIRECTOR OF AGENCY LIAISON  
PRESIDENTIAL CORRESPONDENCE

NICK J. RAHALL II  
4TH DISTRICT, WEST VIRGINIA

2104 RAYBURN BUILDING  
WASHINGTON, DC 20515  
(202) 225-3452

815 FIFTH AVENUE  
HUNTINGTON, WV 25701  
(304) 522-NICK

110 1/2 MAIN STREET  
BECKLEY, WV 25801  
(304) 252-5000

1005 FEDERAL BUILDING  
BLUEFIELD, WV 24701  
(304) 325-6222

R K BUILDING  
LOGAN, WV 25601  
(304) 752-4934

Congress of the United States  
House of Representatives  
Washington, DC 20515

April 15, 1991

9107966  
'91 MAY-04 11:27 AM

230366  
COMMITTEES:  
INTERIOR AND INSULAR AFFAIRS  
SUBCOMMITTEES:  
CHAIRMAN:  
MINING AND NATURAL RESOURCES  
NATIONAL PARKS AND  
PUBLIC LANDS  
PUBLIC WORKS AND  
TRANSPORTATION  
SUBCOMMITTEES:  
SURFACE TRANSPORTATION  
ECONOMIC DEVELOPMENT  
EDUCATION AND LABOR  
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ELEMENTARY, SECONDARY  
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Sincerely,



NICK J. RAHALL, II  
Member of Congress

NJR/rmn

CC: Mr. McDonald Cary, President  
West Virginia Minority Small Business Association

**WEST VIRGINIA MINORITY SMALL BUSINESS  
ASSOCIATION  
(WVMSBA)  
Post Office Box 2641  
Charleston, West Virginia 25330  
PHONE (304) 345-7054 FAX (304) 345-7055**

1991 APR -1 PM 12:

SECRET

March 25, 1991

APR 8 1991

George Bush, President of the United States  
The White House  
1600 Pennsylvania Avenue, NW  
Washington, DC 20500

Dear Mr. President:

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Sincerely,

WVMSBA



McDonald Cary  
President

MC/kh

cc: The Honorable Robert C. Byrd  
The Honorable John D. Rockefeller  
The Honorable Nick Joe Rahall, II  
The Honorable Alan B. Mollohan  
The Honorable Harley O. Staggers, Jr.  
The Honorable Robert E. Wise, Jr.

THE WHITE HOUSE

WASHINGTON

ORM OPTICAL DISK NETWORK

ID# 230366

\_\_\_\_\_ Hardcopy pages are in poor condition (too light or too dark

\_\_\_\_\_ Remainder of case not scanned.

\_\_\_\_\_ Oversize attachment not scanned.

\_\_\_\_\_ Report not scanned.

✓ \_\_\_\_\_ Enclosure(s) not scanned.

\_\_\_\_\_ Proclamation not scanned.

\_\_\_\_\_ Incoming letters(s) not scanned.

\_\_\_\_\_ Proposal not scanned.

\_\_\_\_\_ Statement not scanned.

\_\_\_\_\_ Duplicate letters attached - not scanned.

\_\_\_\_\_ Only table of contents scanned.

\_\_\_\_\_ No incoming letter attached.

\_\_\_\_\_ Only tracking sheet scanned.

\_\_\_\_\_ Photo(s) not scanned.

\_\_\_\_\_ Bill not scanned.

\_\_\_\_\_ Comments:

\_\_\_\_\_  
\_\_\_\_\_  
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\_\_\_\_\_  
\_\_\_\_\_



UNITED STATES DEPARTMENT OF  
**COMMERCE**  
**NEWS**

WASHINGTON, D.C. 20230

MINORITY BUSINESS  
DEVELOPMENT AGENCY

CONTACT: John R. Winston  
(202) 377-3007

MBDA 91-03

FOR IMMEDIATE RELEASE

MBDA ANNOUNCES MINORITY  
BUSINESS PERSIAN GULF  
INITIATIVE

The Minority Business Development Agency (MBDA) of the U. S. Department of Commerce has embarked on a new initiative to assist the minority business community to equitably participate in the potential \$100 billion reconstruction of the Persian Gulf Region.

MBDA Director Joe Lira today announced the formation of the MBDA Kuwait Reconstruction Task Force. According to Lira, the group is composed of top MBDA officials who will gather and dispense up-to-date strategic information on business opportunities in the Persian Gulf.

The Task Force is headed by MBDA Deputy Director William Bailey and will be working in conjunction with the Commerce Department's International Trade Administration (ITA) Gulf Reconstruction Center, and the U. S. Foreign Commercial Service's offices.

The Task Force will provide daily updates on key business contacts both in the U.S. and the Persian Gulf. The vital information will be forwarded to the MBDA's more than 107 nationwide network of Minority Business Development Centers (MBDCs) located across the Nation, through the Agency's six Regional Offices. Minority business trade associations, chambers of commerce, congressional caucuses and similar minority business networking groups will also receive the information.

"We are following the Commerce Department's lead to aggressively assist all U. S. firms and especially minority businesses in pursuit of commercial opportunities in the Persian Gulf Region," said Lira.

- More -

According to Lira, hundreds of contracts for the first stages of emergency Persian Gulf relief/damage assessment and construction design work have already been signed. Seventy percent of these contracts worth over \$500 million have already gone to U. S. companies.

\*An up-to-date listing of the MBDA's six Regional Offices and all MBDC service centers is attached. (See Attachment).

# # #

03/11/91





## The Minority Business Development Agency Provides Assistance Through Its Network of MINORITY BUSINESS DEVELOPMENT CENTERS

The core of the Minority Business Development Agency (MBDA) program is its nationwide network of Minority Business Development Centers (MBDCs). These centers provide the services that result in an increase in the formation and expansion of minority-owned businesses, a decrease in the failure rate of minority businesses, and an increase in business opportunities for minority entrepreneurs in U.S. and international markets.

Offering full business assistance services in 36 states, the District of Columbia, the Virgin Islands, and Puerto Rico—MBDCs are operated in large metropolitan areas by business development

organizations funded annually by MBDA to assist minority individuals.

MBDCs counsel individuals on accounting, administration, business planning, inventory control, negotiations, referrals, networking, construction contracting and subcontracting, marketing, and on SBA's 8(a) certification to participate in minority set-aside contracting opportunities with the Federal Government. They provide managerial and technical assistance for bonding, bidding, estimating, financing, procurement, international trade, franchising, acquisitions, mergers, joint ventures, and leveraged buyouts.

### ATLANTA REGION

Alabama  
Florida  
Georgia  
Kentucky

Mississippi  
North Carolina  
South Carolina  
Tennessee

Canton Eccles  
MBDA Regional Director  
461 W. Peachtree St., N.W.,  
Suite 1300  
Atlanta, GA 30308  
404 730-3300  
FTS 257-3300

Rodolfo Suarez  
District Officer  
MBDA Miami District Office  
Federal Office Building, Room 1340  
51 S.W. First Ave., P.O. Box 25  
Miami, FL 33130  
305 533-5354  
FTS 350-5054

ATLANTA MBDC  
75 Piedmont Ave., N.E., Suite 256  
Atlanta, GA 30303  
404 586-0973

AUGUSTA MBDC  
1218 Laney Walker Blvd.  
Augusta, GA 30901-2796  
404 702-0994

BIRMINGHAM MBDC  
2100 16th Ave. South, Suite 203  
Birmingham, AL 35205  
205 930-9254

CHARLESTON MBDC  
701 E. Bay St., Suite 1539  
Charleston, SC 29403  
303 724-3477

CHEROKEE MBDC  
Alquoni Rd., Box 1200  
Cherokee, NC 28719  
704 497-9335

CHEROKEE MBDC  
165 French Broad Ave.  
Asheville, NC 28801  
704 252-2516

COLUMBIA MBDC  
2711 Middleburg Drive, Suite 114  
Columbia, SC 29204  
303 256-0528

COLUMBUS MBDC  
1214 First Ave., Suite 430  
Columbus, GA 31902-1696  
404 324-4253

FAYETTEVILLE MBDC  
1141 1/2 Anderson St.  
Fayetteville, NC 28302  
319 483-7513

GREENVILLE SPARTANBURG MBDC  
300 University Ridge, Suite 200  
Greenville, SC 29601  
303 271-3753

JACKSON MBDC  
5235 Galaxie Drive, Suite A  
Jackson, MS 39206  
601 362-2260

JACKSONVILLE MBDC  
333 N. Laura St., Suite 466  
Jacksonville, FL 32202-3508  
304 353-3825

LOUISVILLE MBDC  
511 West Main St., 4th Floor  
Louisville, KY 40202  
502 589-7603

MEMPHIS MBDC  
5 North Third St., Suite 2000  
Memphis, TN 38103  
901 527-2298

MIAMI FT. LAUDERDALE MBDC  
1200 N.W. 79th Ave., Suite 301  
Miami, FL 33126  
305 591-7655

MOBILE MBDC  
901 Executive Park Drive, Suite 102  
Mobile, AL 36606  
205 471-5165

MONTGOMERY MBDC  
770 S. McDonough St., Suite 207  
Montgomery, AL 36104  
205 834-7593

NASHVILLE MBDC  
404 J. Robertson Pkwy., Suite 1920  
Nashville, TN 37219  
615 255-2432

ORLANDO MBDC  
132 E. Colonial Dr., Suite 211  
Orlando, FL 32801  
407 422-6234

RALEIGH, DURHAM MBDC  
317 New Bern Ave., Suite 8  
Raleigh, NC 27601  
919 833-6122

SAVANNAH MBDC  
31 W. Congress St., Suite 201  
Savannah, GA 31401  
912 236-6708

TAMPA ST. PETERSBURG MBDC  
4601 W. Kennedy Blvd., Suite 200  
Tampa, FL 33609  
813 289-8824

WEST PALM BEACH MBDC  
2301 Broadway, Suite 501  
Riviera Beach, FL 33404  
407 393-2530

### CHICAGO REGION

Illinois  
Indiana  
Iowa  
Kansas  
Michigan

Minnesota  
Missouri  
Nebraska  
Ohio  
Wisconsin

David Vega  
MBDA Regional Director  
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GULF RECONSTRUCTION -- COMMERCIAL INFORMATION

- o The U.S. Government is aggressively assisting U.S. firms in pursuit of commercial opportunities in the Persian Gulf Region, and will continue to do so. Just Kuwait's reconstruction will cost between \$60 billion and \$100 billion, and the Kuwait Government has said U.S. companies will be favored in contracting for the 5-year rebuilding program.
- o The Kuwaitis have a two-stage reconstruction plan. In the first phase (lasting approximately 90 days), the focus will be on emergency relief and damage assessment; food, water, medicine and communications will be highlighted. Hundreds of contracts for this phase have already been signed, worth over \$500 million, of which some 70% has gone to U.S. companies.
- o The second phase of the Kuwaiti plan will include detailed damage assessment and design work. The Kuwaiti oil sector has been hard hit; its reconstruction is being directed by the Kuwait Oil Company office in London. Intensive rebuilding will go on for years, and is likely to be financed by Kuwaiti assets and reserves in foreign banks, and by restored oil revenues.
- o The Army Corps of Engineers has been given a \$46 million contract by the Kuwaiti Government to direct the initial stages of damage assessment and rebuilding design. Contracts have begun to be awarded by the Middle East/Africa Projects Office located in Winchester, Virginia.
- o The Department of Commerce has established the Gulf Reconstruction Center to serve as an information clearinghouse for businesses, who can call the Center at 202-377-5767 for assistance and counselling. Commerce Department officials are located in most U.S. commercial centers and in several Gulf cities, to provide a network of experienced professionals at the service of U.S. businesses.
- o At least initially, entry into Kuwait will be strictly limited, to avoid overtaxing basic services and the local infrastructure. As soon as safe and practicable, U.S. diplomatic, consular and commercial personnel will be able to assist travellers to the area; trade missions will be organized so that U.S. industry can bring its capabilities directly to the attention of Gulf governments.



FOR FURTHER INFORMATION, PLEASE CONTACT:

Gulf Reconstruction Center  
Counselling and Referral Services 202-377-5767  
Mailing Address:  
Gulf Reconstruction Center  
Room H-2039  
U.S. Department of Commerce  
Washington, D.C. 20230

Firms may want to contact the following industry sector offices within the Commerce Department's Trade Development Agency:

Capital Goods & International Construction  
a) Capital Goods (Construction Equipment, etc.) .....202-377-0681  
b) International Construction.....202-377-2373  
Services Industries (Health Care, Air Cargo,  
Trucking/Distribution, etc.).....202-377-1421, -1443  
Aerospace.....202-377-8228  
Basic Industries  
a) Metals, Minerals and Commodities.....202-377-0575  
b) Chemicals and Allied Products.....202-377-0128  
c) Forest Products & Domestic Construction.....202-377-0384  
Science & Electronics  
a) Telecommunications.....202-377-4466  
b) Computers and Business Equipment.....202-377-2053  
c) Microelectronics & Instrumentation.....202-377-2587  
Textiles & Apparel.....202-377-5153  
Automotive Affairs & Consumer Goods.....202-377-2422

Firms wishing to locate product distributors or Kuwaiti partners for construction ventures should contact International Trade Administration District Offices. As soon as commercial services are restored at the American Embassy in Kuwait, your request will be processed.

Firms wishing to submit proposals or product information to the the Kuwaitis should send it to:

Kuwait Emergency and Reconstruction Program (KERP)  
1510 H Street, N.W.  
Washington, D.C. 20005  
Phone calls and fax messages are not being accepted.

For other information related to Gulf reconstruction, please contact:

U.S. Army Army Corps of Engineers 703-665-3798  
Middle East/Africa Projects Office  
P.O. Box 2250  
Winchester, VA 22601-1450

Department of State  
Economic & Business 202-647-1942  
Travel Advisory 202-647-0900

Kuwait Petroleum Company, London  
071-491-4000, (FAX) 071-493-7996





US Army Corps  
of Engineers  
Middle East Division

# News Release

Release No. 91-05

Contact: Public Affairs Office

Date: 19 Feb 91

Phone: (703) 665-3936

SUBJECT: Restoration of The Government of Kuwait Municipal Facilities!!

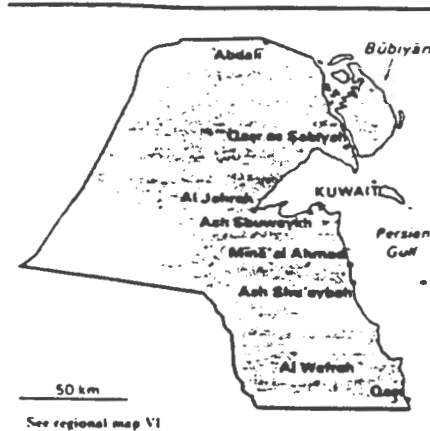
17. Damage Assessment, Planning, Studies, Programming Preparation of Final Designs and Specifications, Cost Estimates, Construction Schedules, Geotechnical Services and Topographic Surveys, and other services required to procure competitive construction bids for restoration of infrastructure roads, bridges, harbors, piers, public buildings, housing complexes, airports, school facilities, hospitals facilities, furniture, furnishings, equipment, petroleum facilities, cold storage facilities, chemical processing facilities, religious facilities, communication systems, computer facilities, dams, desalinization water plants, fire protection, industrial facilities, industrial waste treatment plants, irrigation systems, power generation facilities, correctional facilities, railroad systems, waterway structures, security systems, and utility systems in Kuwait. The Government reserves the right to make multiple selections and award more than one contract from this announcement, based on Kuwait Government's requirements, the firm's professional capability, and the firm's experience in the Middle East and Kuwait country. Award of the proposed contract(s) is subject to authorization and funding. The proposed contract will be firm fixed price. Title II services may be required at the Government's option. Interested firms and/or their consultants must have and indicate in their submittal (Section 10/11 of SF 254), current or recent design experience in profile codes (listed in numerical order): 002 (Aerial Photogrammetry); 005 (Airports; Navais; Airport Lighting; Aircraft Fueling); 006 (Airports, Terminals & Hangars, Freight Handling); 010 (Barracks; Dormitories); 011 (Bridges); 013 (Chemical Processing & Storage); 016 (Cold Storage; Refrigeration; Fast Freeze); 018 (Communications Systems; TV; Microwave); 019 (Computer Facilities; Computer Service); 021 (Construction Management); 023 (Cost Estimating); 024 (Dams (Concrete; Arch)); 025 (Dams (Earth; Rock); Dikes; Levees); 026 (Desalinization (Process & Facilities)); 029 (Educational Facilities; Classrooms); 036 (Fire Protection); 039 (Garages; Vehicle Maintenance Facilities; Parking Decks); 040 (Gas Systems (Propane, Natural, Etc.)); 042 (Harbors; Jetties; Pier; Ship Terminal Facilities); 046 (Highways; Streets; Airfield Paving; Parking Lots); 048 (Hospital & Medical Facilities); 050 (Housing (Residential, Multi-Family; Apartments; Condominiums)); 052 (Industrial Buildings, Manufacturing Plants); 054 (Industrial Waste Treatment); 056 (Irrigation; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Streets; Memorials; Athletic Fields, Etc.)); 072 (Office Buildings; Industrial Parks); 074 (Ordnance, Munitions, Special Weapons); 076 (Petroleum and Fuel (Storage and Distribution)); 077 (Pipelines (Cross-Country - Liquid & Gas);

-more-

079 (Planning (Site, Installation, and Project)); 083 (Power Generation, Transmission, Distribution); 084 (Prisons & Correctional Facilities); 087 (Railroad; Rapid Transit); 089 (Rehabilitation Buildings, Structures, Facilities); 092 (Rivers; Canals; Waterways; Flood Control); 094 (Security Systems; Intruder & Smoke Detection); 095 (Seismic Designs & Studies); 096 (Sewage Collection, Treatment and Disposal); 097 (Soils and Geologic Studies, Foundations); 102 (Surveying, Plotting, Mapping; Flood Plain Studies); 104 (Storm Water Handling & Facilities); 105 (Telephone Systems (Rural; Mobile; Intercom, Etc.)); 107 (Traffic & Transportation Engineering); 111 (Utilities (Gas & Steam)); 113 (Warehouses and Depots); and 115 (Water Supply, Treatment and Distribution). Significant evaluation factors to be considered, in the order of priority, are:

(1) Registered Professional Architects and Engineers with technical expertise and recent experience in design of similar facilities; (2) Adequacy of Internal Quality Assurance Plan for Design Management; (3) Staff Size (minimum prime firm/JV, 100 persons with distribution of a minimum of 2 professionals in each of the Architectural, Civil, Electrical, Mechanical, and Structural Disciplines) and capability to meet possible accelerated design completion schedules; (4) Specific experience in the design of facilities, systems, and structures listed above; (5) Prior experience in overseas projects for the U.S. Government, preferably in the Middle East and/or Kuwait; (6) Recent experience in the use of the Corps of Engineers Computer Aided Cost Estimating System; and (7) Volume of work previously awarded to the firm(s) by the DOD. Interested firms shall indicate, in Block 3 of SF 255, if your business is large or small. A small business is one whose average annual receipts and those of its affiliates for its preceding 3 fiscal years does not exceed \$2,500,000. Firms must also indicate, in Section 10 of the SF 255, its internal quality assurance plan for design management, in addition to the dollar value of all DOD awards made to the firm and its affiliated offices during the previous 12 months (do not include consultants). Interested firms desiring consideration shall submit SF 255 and current SF 254 postmarked within 30 calendar days of the date of this advertisement appears in the Commerce Business Daily. Minority firms and firms utilizing minority firm participation are encouraged to submit. This is not an RFP. Submit forms to the Middle East/Africa Projects-Office, ATTN: CESAI-ED-MC, P.O. Box 2250, Winchester, VA 22601-1450.

## Kuwait



### Geography

Total area: 17,820 km<sup>2</sup>; land area: 17,820 km<sup>2</sup>

Comparative area: slightly smaller than New Jersey

Land boundaries: 462 km total; Iraq 240 km, Saudi Arabia 222 km

Coastline: 499 km

Maritime claims:

*Continental shelf:* not specific

*Territorial sea:* 12 nm

Disputes: ownership of Warbah and Būbiyān islands disputed by Iraq; ownership of Qarūh and Umm al Maradim Islands disputed by Saudi Arabia

Climate: dry desert; intensely hot summers; short, cool winters

Terrain: flat to slightly undulating desert plain

Natural resources: petroleum, fish, shrimp, natural gas

Land use: NEGL% arable land; 0% permanent crops; 8% meadows and pastures; NEGL% forest and woodland; 92% other; includes NEGL% irrigated

Environment: some of world's largest and most sophisticated desalination facilities provide most of water; air and water pollution; desertification

Note: strategic location at head of Persian Gulf

### People

Population: 2,123,711 (July 1990), growth rate 3.8% (1990)

Birth rate: 29 births/1,000 population (1990)

Death rate: 2 deaths/1,000 population (1990)

Net migration rate: 11 migrants/1,000 population (1990)

Infant mortality rate: 15 deaths/1,000 live births (1990)

Life expectancy at birth: 72 years male, 76 years female (1990)

Total fertility rate: 3.7 children born/woman (1990)

Nationality: noun—Kuwaiti(s); adjective—Kuwaiti

Ethnic divisions: 27.9% Kuwaiti, 39% other Arab, 9% South Asian, 4% Iranian, 20.1% other

Religion: 85% Muslim (30% Shi'a, 45% Sunni, 10% other), 15% Christian, Hindu, Parsi, and other

Language: Arabic (official); English widely spoken

Literacy: 71% (est.)

Labor force: 566,000 (1986); 45.0% services, 20.0% construction, 12.0% trade, 8.6% manufacturing, 2.6% finance and real estate, 1.9% agriculture, 1.7% power and water, 1.4% mining and quarrying; 70% of labor force is non-Kuwaiti

Organized labor: labor unions exist in oil industry and among government personnel

### Government

Long-form name: State of Kuwait

Type: nominal constitutional monarchy

Capital: Kuwait

Administrative divisions: 4 governorates (muḥāfazat, singular—muḥāfazah); Al Ahmādī, Al Jahrah, Al Kuwait, Ḥawallī; note—there may be a new governorate of Farwāniyyah

Independence: 19 June 1961 (from UK)

Constitution: 16 November 1962 (some provisions suspended since 29 August 1962)

Legal system: civil law system with Islamic law significant in personal matters; has not accepted compulsory ICJ jurisdiction

National holiday: National Day, 25 February

Executive branch: amir, prime minister, deputy prime minister, Council of Ministers (cabinet)

Legislative branch: National Assembly (Majlis al 'Umma) dissolved 3 July 1986

Judicial branch: High Court of Appeal

Leaders: *Chief of State*—Amir Sheikh Jabir al-Ahmad al-Jabir Al SABAH (since 31 December 1977);

*Head of Government*—Prime Minister and Crown Prince Sa'd Abdallah al-Salim Al SABAH (since 8 February 1978)

Political parties and leaders: none

Suffrage: adult males who resided in Kuwait before 1920 and their male descendants at age 21; note—out of all citizens, only 8.3% are eligible to vote and only 3.5% actually vote

Elections: *National Assembly*—dissolved 3 July 1986 and no elections are planned

Communist: insignificant

Other political or pressure groups: large (350,000) Palestinian community; several



small, clandestine leftist and Shi'a fundamentalist groups are active  
Member of: Arab League, FAO, G-77, GATT, GCC, IAEA, IBRD, ICAO, IDA, IDB—Islamic Development Bank, IFAD, IFC, ILO, IMF, IMO, INTELSAT, INTERPOL, IPU, ITU, NAM, OAU, OPEC, UN, UNESCO, UPU, WFTU, WHO, WMO, WTO

Diplomatic representation: Ambassador Shaikh Saud Nasir AL-SABAH; Chancery at 2940 Tilden Street NW, Washington DC 20008; telephone (202) 966-0702; US—Ambassador W. Nathaniel HOWELL; Embassy at Bneid al-Gar (opposite the Hilton Hotel), Kuwait City (mailing address is P. O. Box 77 Safat, 13001 Safat, Kuwait City); telephone [965] 242-4151 through 4159

Flag: three equal horizontal bands of green (top), white, and red with a black trapezoid based on the hoist side

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### Economy

Overview: The oil sector dominates the economy. Of the countries in the Middle East, Kuwait has oil reserves second only to those of Saudi Arabia. Earnings from hydrocarbons generate over 90% of both export and government revenues and contribute about 40% to GDP. Most of the nonoil sector is dependent upon oil-derived government revenues to provide infrastructure development and to promote limited industrial diversification. The economy is heavily dependent upon foreign labor—Kuwaitis account for less than 20% of the labor force. The early years of the Iran-Iraq war pushed Kuwait's GDP well below its 1980 peak; however, during the period 1986-88, GDP increased each year, rising to 5% in 1988. GDP: \$20.5 billion, per capita \$10,500; real growth rate 5.0% (1988)

Inflation rate (consumer prices): 1.5% (1988)

Unemployment rate: 0%

Budget: revenues \$7.1 billion; expenditures \$10.5 billion, including capital expenditures of \$3.1 billion (FY88)

Exports: \$7.1 billion (f.o.b., 1988); commodities—oil 90%; partners—Japan, Italy, FRG, US

Imports: \$5.2 billion (f.o.b., 1988); commodities—food, construction material, vehicles and parts, clothing; partners—Japan, US, FRG, UK

External debt: \$7.2 billion (December 1989 est.)

Industrial production: growth rate 3% (1988)

Electricity: 8,287,000 kW capacity; 21,500 million kWh produced, 10,710 kWh per capita (1989)

Industries: petroleum, petrochemicals, desalination, food processing, salt, construction

Agriculture: virtually none; dependent on imports for food; about 75% of potable water must be distilled or imported

Aid: donor—pledged \$18.3 billion in bilateral aid to less developed countries (1979-89)

Currency: Kuwaiti dinar (plural—dinars); 1 Kuwaiti dinar (KD) = 1,000 fils

Exchange rates: Kuwaiti dinars (KD) per US\$1—0.2915 (January 1990), 0.2937 (1989), 0.2790 (1988), 0.2786 (1987), 0.2919 (1986), 0.3007 (1985)

Fiscal year: 1 July-30 June

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### Communications

Highways: 3,000 km total; 2,500 km bituminous; 500 km earth, sand, light gravel

Pipelines: crude oil, 877 km; refined products, 40 km; natural gas, 165 km

Ports: Ash Shuwaykh, Ash Shuaybah, Mina al Ahmadi

Merchant marine: 51 ships (1,000 GRT or over), totaling 1,862,010 GRT/2,935,007 DWT; includes 18 cargo, 5 container, 5 livestock carrier, 18 petroleum, oils, and lubricants (POL) tanker, 5 liquefied gas

Civil air: 19 major transport aircraft

Airports: 8 total, 4 usable; 4 with permanent-surface runways; none with runways over 3,659 m; 4 with runways 2,440-3,659 m; none with runways 1,220-2,439 m

Telecommunications: excellent international, adequate domestic facilities; 258,000 telephones; stations—3 AM, 2 FM, 3 TV; satellite earth stations—1 Indian Ocean INTELSAT, and 2 Atlantic Ocean INTELSAT; 1 INMARSAT, 1 ARABSAT; coaxial cable and radio relay to Iraq and Saudi Arabia

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### Defense Forces

Branches: Army, Navy, Air Force, National Police Force, National Guard

Military manpower: males 15-49, about 688,516; about 411,742 fit for military service; 18,836 reach military age (18) annually

Defense expenditures: 5.8% of GDP, or \$1.2 billion (FY89)



**U.S. TRADE WITH NEAR EAST/NORTH AFRICAN COUNTRIES**

1988, 1989, 1990

(In millions of dollars)

|                           | <u>U.S. Exports</u><br>(Including reexports) |                 |                 | <u>U.S. General Imports</u> |                 |                 |
|---------------------------|--|-----------------|-----------------|-----------------------------|-----------------|-----------------|
|                           | <u>1988</u>                                  | <u>1989</u>     | <u>1990</u>     | <u>1988</u>                 | <u>1989</u>     | <u>1990</u>     |
| <b>Total Area</b>         | <b>14,541.3</b>                              | <b>15,064.8</b> | <b>15,017.0</b> | <b>14,845.3</b>             | <b>17,444.9</b> | <b>21,862.4</b> |
| <b>% of U.S. Total</b>    | <b>4.5</b>                                   | <b>4.1</b>      | <b>3.8</b>      | <b>3.4</b>                  | <b>3.7</b>      | <b>4.4</b>      |
| <b>Arab Countries</b>     |  |                 |                 |                             |                 |                 |
| <b>Near East</b>          | <b>7,541.6</b>                               | <b>8,255.3</b>  | <b>7,778.0</b>  | <b>9,404.9</b>              | <b>11,894.0</b> | <b>15,360.0</b> |
| Bahrain                   | 280.6  | 488.7           | 718.4           | 110.0                       | 79.8            | 80.7            |
| Iraq                      | 1,156.1                                      | 1,173.5         | 731.8           | 1,605.4                     | 2,408.3         | 3,014.5         |
| Jordan                    | 372.8  | 380.7           | 309.1           | 13.2                        | 8.6             | 11.5            |
| Kuwait                    | 690.3  | 855.0           | 400.7           | 506.8                       | 975.0           | 569.9           |
| Lebanon                   | 123.4  | 93.4            | 98.1            | 42.1                        | 30.6            | 24.3            |
| Oman                      | 129.6  | 169.6           | 162.8           | 82.2                        | 117.0           | 291.9           |
| Qatar                     | 98.7   | 100.7           | 114.7           | .6                          | 50.4            | 52.8            |
| Saudi Arabia              | 3,799.2                                      | 3,576.0         | 4,034.8         | 6,236.9                     | 7,181.3         | 9,974.3         |
| Syria                     | 88.5   | 91.5            | 98.2            | 42.1                        | 98.2            | 52.1            |
| UAE                       | 710.5  | 1,239.6         | 998.2           | 616.2                       | 685.0           | 888.5           |
| Yemen                     | 85.5   | 78.7            | 111.2           | 129.8                       | 258.9           | 399.5           |
| <b>Arab Countries</b>     |  |                 |                 |                             |                 |                 |
| <b>North Africa</b>       | <b>3,685.1</b>                               | <b>3,926.5</b>  | <b>3,872.0</b>  | <b>2,363.2</b>              | <b>2,217.2</b>  | <b>3,182.8</b>  |
| Algeria                   | 732.6  | 758.5           | 947.7           | 1,972.2                     | 1,836.4         | 2,645.3         |
| Morocco                   | 428.0  | 398.0           | 497.0           | 102.1                       | 98.3            | 109.1           |
| Libya                     | --   | --              | --              | --                          | --              | --              |
| Tunisia                   | 184.8  | 160.0           | 178.5           | 46.0                        | 56.0            | 32.0            |
| Egypt                     | 2,339.7                                      | 2,610.0         | 2,248.8         | 242.9                       | 226.5           | 396.4           |
| <b>Non-Arab Countries</b> |  |                 |                 |                             |                 |                 |
| <b>Near East</b>          | <b>3,320.6</b>                               | <b>2,890.7</b>  | <b>3,367.0</b>  | <b>3,076.3</b>              | <b>3,333.7</b>  | <b>3,319.6</b>  |
| Iran                      | 73.1   | 60.0            | 166.5           | 8.3                         | 8.6             | 7.0             |
| Israel                    | 3,247.5                                      | 2,830.7         | 3,200.3         | 3,068.0                     | 3,325.1         | 3,312.6         |

**Including Special Category Commodities**

Exports - f.a.s.  
Imports - customs

Source: U.S. Department of Commerce  
Compiled by: Bureau of the Census  
Office of the Near East  
February 20, 1991

## KUWAIT: Telecommunications Market Summary

All telecommunications services in Kuwait are under the control of the Ministry of Communications. Services include telephone, cable, telex, facsimile, radio fax, videotext and data bank, and are provided through various facilities which are constantly being upgraded and expanded.

There is one main telecommunications center that was built in the seventies, boosted by six regional telecommunications centers in various areas of Kuwait. A huge telecommunications tower is currently under construction and once completed, will be the third highest telecommunications tower in the world.

There are 24 telephone exchanges covering various areas in Kuwait. The total capacity of these is 461,600 lines. Currently the demand is for electronic exchanges.

The three earth satellite stations in Kuwait were built in 1969, 1977, and 1981 respectively. They operate either with the Indian Ocean satellite or with the Atlantic Ocean satellite. They transmit using 2-3 transformers for telephone and television services with a total capacity of 1,160 telephone channels and six television channels.

Another maritime earth station affords ship-to-shore telecommunications using five telephone circuits, 22 telex circuits and two safety circuits.

Kuwait also has a fourth earth station for telecommunications via the Arab satellite (Arabsat).

The best prospects in the telecommunications sector in Kuwait include: electronic digital telephone exchanges, microwave links, and fiber optics.

While figures are not available, it is estimated that the Kuwaiti telecommunications market represents some \$25 million annually.

Current or major projects and development plans in the telecommunications sector, according to the American Embassy in Kuwait, include: electronic telephone exchanges for several areas in Kuwait, pulse code modular system and digital microwave, the new telecommunications tower building, optical fiber links as part of integrated digital communications system (2,300 km linking 16 telephone exchanges), improvement to underground cable in Kuwait city, installation and maintenance of telephone cables in areas not covered by the improvement program, telecommunications network monitoring service, computerised central control system for telephone network (deferred until later in 1989), Kuwait-Saudi Arabia coaxial cable, modernization of the telecommunications network for the Ministry of Interior, and fiber optic submarine cable between Kuwait and Bahrain.

KUWAIT RESTORED INITIATIVE

1991

MARKETING PLAN

GULF RECONSTRUCTION CENTER  
Office of the Near East  
Room H-2039  
Department of Commerce  
Washington, DC 20230

contacts: Karl Reiner, Director  
          Corey Wright, Kuwait Desk Officer  
          Paul Scogna, USFCS Kuwait  
phone: (202) 377-2515, (202) 377-5767  
fax: (202) 377-5330

February 28, 1991

KUWAIT

FY91 COUNTRY MARKETING PLAN

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## COUNTRY MARKETING PLAN KUWAIT

### I. COUNTRY OVERVIEW

#### A. PROFILE (pre-invasion)

##### POPULATION:

1,915,426 including 534,827 Kuwaiti nationals (27.9 percent) according to January 1989 government of Kuwait (GOK) statistics.

##### RELIGION:

96 percent Muslim (70% Sunni; 30% Shia), with one Roman Catholic, one Evangelical and one Anglican church serving the non-Muslim community.

##### GOVERNMENT:

Kuwait is an hereditary Amirate, with certain constitutional limitations and procedures introduced in 1963. Both the Amir and the Crown Prince are chosen by members of the ruling family, in power since 1750. A 50 member National Assembly, elected by adult male Kuwaiti nationals, has played an active but intermittent role in the preparation of laws and has served as a national sounding board for public opinion. It has twice been dissolved, in September 1976 by the previous Amir and again by the current Amir in July 1986. Elections were conducted in June 1990, but 25 additional members were to be appointed by the GOK. As a result many members of the powerful commercial families and other community leaders boycotted the elections. It is not clear how this political drama will play out in postwar Kuwait, but it is reasonable to assume that calls for participatory democracy will intensify.

##### LANGUAGE:

Arabic, with English widely spoken. There are also significant Persian, Urdu, and Malayalam speaking minorities.

##### WORK WEEK:

Six day week (Saturday - Thursday)

Kuwait - Key Economic and Trade Indicators  
 (All values in millions of US Dollars unless otherwise indicated)

| <u>B. DOMESTIC ECONOMY:</u>            | <u>1987</u> | <u>1988</u> | <u>1989</u> |
|--|-------------|-------------|-------------|
| GDP (current USDOLS)                   | 22,092      | 20,055      | 23,049      |
| GDP Growth Rate (percent)              | 19.7        | -9.2        | 14.9        |
| GDP Per Capita (current USDOLS)        | 11,795      | 10,243      | 11,254      |
| Government Spending as % of GDP        | 38.3        | 44.7        | 40.9        |
| Inflation (percent)                    | 0.6         | 1.5         | 3.4         |
| Unemployment (percent)                 | NIL         | NIL         | NIL         |
| Foreign Exchange Reserves (USDOLS)     | 4,140       | 1,923       | 2,834       |
| Average Exchange Rate 1 USDOL = X KD   | .279        | .279        | .294        |
| Foreign Debt (USDOLS)                  | -0-         | -0-         | -0-         |
| Debt Service (% of goods and services) | N/A         | N/A         | N/A         |
| U.S. Economic Assistance (USDOLS)      | -0-         | -0-         | -0-         |
| U.S. Military Assistance (USDOLS)      | -0-         | -0-         | -0-         |

| <u>C. TRADE:</u>                       | <u>1987</u> | <u>1988</u> | <u>1989</u> |
|--|-------------|-------------|-------------|
| Total Exports (USDOLS)                 | 8,355       | 7,722       | 11,030E     |
| Total Imports (CIF, USDOLS)            | 5,293       | 6,100       | 6,500E      |
| U.S. Exports (USDOLS)                  | 505         | 690         | 855         |
| U.S. Imports (USDOLS)                  | 568         | 506         | 975         |
| U.S. Share of Host Country Imports (%) | 10.7        | 8.2         | 15.0E       |

| <u>Trade with Leading Partners</u> | <u>1987</u> | <u>1988</u> | <u>1989</u> |
|------------------------------------|-------------|-------------|-------------|
| Japan Exports                      | 857         | 730         | N/A         |
| Japan Imports                      | N/A         | N/A         | N/A         |
| W. Germany Exports                 | 402         | 410         | N/A         |
| W. Germany Imports                 | N/A         | N/A         | N/A         |
| United Kingdom Exports             | 369         | 423         | N/A         |
| United Kingdom Imports             | N/A         | N/A         | N/A         |

Principal U.S. Exports: Autos, Parts and Equipment; Tobacco Products; Aircraft; Trucks, Trailers and Buses; A/C and Refrigeration Equipment; Construction Machinery and Equipment; Consumer Goods.

Principal U.S. Imports: Crude oil

SOURCES:

Central Bank of Kuwait: Quarterly Statistical Bulletins  
 Ministry of Planning: Statistical Abstract  
 Official Gazette.

U.S. Trade Statistics - U.S. Department of Commerce  
 E - Embassy estimates from past year statistics  
 N/A - Not available



## II. COMMERCIAL ENVIRONMENT

Background. Iraq's invasion of Kuwait on August 2, 1990, and the subsequent looting of equipment and supplies and destruction of infrastructure by the Iraqi occupiers, presents the GOK with an enormous reconstruction task over the next five to ten years. The cost could approach \$100 billion. With sizeable financial resources and proven oil reserves of more than 90 billion barrels, Kuwait may be able to bear the enormous costs of restoration, but it will not be easy.

Contractors and suppliers from allied nations will be favored when contracts are awarded. To date about 70 percent of these contract awards have gone to U.S. firms. Under plans drawn up by the U.S. Army Corps of Engineers (COE), hired by the GOK to run the first phase of the cleanup, construction crews will start clearing rubble and repairing roads, bridges, seaports and airports. They will presumably also be charged with clearing mines, unexploded ordnance and the like. Shortly thereafter the GOK is expected to spend another \$500-800 million to restore basic health care, sanitation, communications, utilities including water and food supplies for the population still in Kuwait.

Because of Iraq's scorched earth policy in Kuwait, some 200 oil wells now burning must be snuffed out. Simultaneously, crude oil production and export facilities must be restored. We understand that Bechtel Corporation has been named program manager for oil sector restoration, but to date no contract has been signed. Some procurement is being handled by the:

Kuwait Coordination and Follow-up Center  
1510 H Street NW  
Washington DC 20005

They will accept any proposal submitted by mail for forwarding as appropriate.

U.S. suppliers of goods and services who meet international specifications and have prior experience in the region should find excellent market opportunities as a result of Kuwait's misfortune. U.S. firms who already have a Kuwaiti agent or representative will have an advantage because prospective agents may be difficult to locate for some time. Kuwaiti adherence to the Arab League boycott of Israel has prevented some U.S. firms from doing business in Kuwait in the past. It remains to be seen how vigorously the boycott will be enforced now. Before any U.S. firm sign a contract in postwar Kuwait, it should clarify whether or not Kuwaiti corporate tax law applies. If it does, the U.S. firm should seek professional advice to understand the cost implications.

Commercial Outlook: Measures adopted by the Kuwaiti government in recent years to stabilize oil prices and resolve the banking sector's bad debt crisis caused by the Souk Al-Manakh stock market crash had strengthened the economy in 1989. But growth began to slow in the months preceding the August 2, 1990 Iraqi invasion.

The massive destruction wreaked upon Kuwait now must be undone. Indeed an economic boom is likely to develop as Kuwait struggles to restore itself and other Gulf states reassess their security needs.

Development Spending: Spending will target restoration of essential services in the areas of housing, roads, bridges, harbors, piers, airports, public utilities, water desalination, petroleum facilities, waste collection and treatment, education, telecommunications and medical care. There should be sufficient project variety and volume to attract international contractors; design, engineering and project management firms; and suppliers.

Major Projects: The number of major projects to be undertaken to restore Kuwait are too numerous to enumerate here. Those wishing to receive regular information should contact the Commerce Department's Office of Major Projects on (202) 377-5225. Current indications are that most project awards will be on a fixed cost, turnkey basis. Another source of information for COE projects relating to restoration of Kuwait's municipal facilities is the:

U.S. Army Corps of Engineers  
Middle East Division  
Public Affairs Office  
Phone: (703) 665-3936

o Prequalification - U.S. firms wishing to bid on COE-managed major projects must submit SF 255 and current SF 254 to:

Middle East/Africa Projects Office  
ATTN: CESAI-ED-MC  
P.O. Box 2250  
Winchester VA 22601-1450

U.S. firms interested in bidding on major projects or government tenders in Kuwait **AFTER THE LEGITIMATE GOVERNMENT IS RESTORED**, must be pre-qualified with the appropriate GOK agency before it will be considered for short-listing. A summary of procedures follows:

A. Consultancy, Project/Construction Management Services - for major projects undertaken by the development ministries (excluding the Kuwait National Petroleum Company, Kuwait Oil Company, Petrochemical Industries Company, Arab fund, Kuwait Fund), firms must be pre-qualified with the:

Consultants Department  
Ministry of Planning  
P O Box 15 Safat  
13001 Kuwait  
Fax: (965) 2430477  
Tlx: 22468 KT  
Attn: Mrs Wafa'a Al-Majed, Director

Firms should submit introductory letters along with company brochures, financial statements, information about experience particularly in the Middle East, etc. While it is not essential to be affiliated with a local firm prior to being awarded a contract, it is usually advantageous to have a local contact to assure your firm will be considered for pre-qualification. (This also applies for the entities described in (B.) and (C.) below.)

B. Contractors - Construction contractors interested in non-military projects should register with:

Ministry of Public Works  
P O Box 8 Safat  
13001 Kuwait  
Fax: (965) 2424335  
Tlx: 22753 ASHGHAL KT

Attn: Ali Al-Abdullah, Chief Engineer  
Roads Administration (for highways & bridges)  
or  
Attn: Bader AlQabendi, Deputy Chief Engineer  
Major Projects Department (for other projects)

Note: Terms of reference for recent major project tenders have specified that bids be for turnkey, fixed cost construction.

C. Contractors - Military Projects - The first step in pre-qualification for military construction projects is to write to:

Engineering Department Military Projects  
Ministry of Defence  
P O Box 1170 Safat  
13012 Kuwait  
Fax: (965) 5618397  
Tlx: 22526 ENGDEPT KT  
Attn: Asst. Under Secretary, EDMP

NOTE: THE ABOVE, VALID BEFORE THE INVASION, IS FOR INFORMATION ONLY.



Getting Into the Market: To penetrate the Kuwaiti market, a local agent or representative is usually required under Kuwaiti law. In any case local representation is essential for timely notification of major projects and tenders, and to maintain contact with ministry officials and decision makers. Use of the Department of Commerce's Agent Distributor Service (ADS) is an excellent and inexpensive tool to establish initial contact with potential agents or distributors (more information on this service can be obtained from the nearest Department of Commerce US&FCS District Office). However, the U.S. businessman who makes periodic trips to Kuwait will be the most successful. The importance of direct contacts and personal relationships with Kuwaiti counterparts cannot be overemphasized.

Commercial Contacts:

o For General Market Information:

Corey Wright, Desk Officer (Kuwait)  
Department of Commerce  
Room 2039, HCHB  
Washington, D.C. 20230-6200  
Tel: (202) 377-2515

o For Upcoming Trade Promotion Events (trade missions, catalog shows, etc.):

John Flannagan  
Regional Export Development Officer  
Department of Commerce  
Room 1510, HCHB  
Washington, D.C. 20230-6200  
Tel: (202) 377-1209  
Fax: (202) 377-5179

o For General Market Information:

Commercial Attache  
American Embassy Kuwait  
Department of State  
Washington, D.C. 20520-6200  
Tel: Kuwait (965) 2424192  
Fax: (965) 2407368

o For Current Status of Major Projects:

Office of Major Projects  
Department of Commerce  
Washington, D.C. 20230  
Tel: (202) 377-5225

### III TRADE & INVESTMENT CONCERNS

The Kuwaiti market is free and open for competition. There are no restrictions on currency exchange, nor on the transfer of profits and dividends. Tariffs are for the most part nominal, i.e. 4% ad valorem. There are a number of products whose duties are in the 15-30% range to protect local industry. The main ones are listed below, and present no particular threat to U.S. exports. However there are several primarily non-tariff barriers which can hamper U.S. commercial ties with Kuwait (also addressed below).

Customs Duties: Generally, goods, materials, and commodities imported into Kuwait are subject to duty at a rate of four percent ad valorem (CIF value).

Exempt from customs duties are most foodstuffs, books and periodicals, movie films, gold and silver bullion, most live animals, and animal feeds.

Items that are subject to duty higher than 4% as a protective measure for local industry include:

- o Cast iron pipes 50-150 mm. dia., up to 3 meters long (15%)
- o Plastic bottles, cups, etc. (15%)
- o Polyethylene/polypropylene sacks and covers (30%)
- o Car batteries (15%)
- o Chemical cleaners, liquid shampoos, and deodorants (15%)
- o Cigarettes and imported tobacco (50%)
- o Automotive and industrial lubricants (30%)
- o Paper products (25%)
- o Portland cement (15%)
- o Fiberglass insulation (25%)
- o PVC pipes, all diameters (25%)
- o Paint, except automotive (25%)
- o Wooden furniture, doors, windows, prefab Houses (25%)
- o Prefabricated iron buildings, Kirby system

Non-Tariff Barriers: The Kuwaiti government has and is imposing a number of documentation and standards requirements in order to:

- o Implement Arab League boycott regulations;
- o conform with Gulf Cooperation Council (GCC) countries standards and specifications;
- o and, to combat the importation of counterfeit (knock-off) goods.

NOTE: The latter two types of requirements are only referred to as barriers because they seem to be so to many U.S. exporters, and potential exporters. If U.S. firms understand and comply with local (and international) standards and regulations, they will find a ready market here (and overseas). Those firms who see the international market as just another outlet for their standard U.S.- market product line are doomed to failure in the longer term.

The most significant documentation and standards requirements are summarized below:

1. Certification (or Authentication) of Origin (of goods) on documentation for export to Kuwait (e.g. bills of lading, invoices, letters of credit, etc.):

A. If U.S. goods originate in a state where there is a U.S.-Arab Chamber of Commerce (currently San Francisco, CA, Chicago, IL, or Washington, DC), or the Embassy or Consulate of any Arab country except Egypt, then one of these must certify origin of goods;

B. If U.S. goods originate in a state where there is no Arab diplomatic or commercial presence, then any U.S. Chamber of Commerce in that state may certify origin.

In either case (A. or B. above), documents must also be certified by the Kuwaiti Embassy in Washington, DC or Consulate in New York City.

NOTE: Certification of origin means origin of manufacture. If goods are shipped from the United States, but were manufactured wholly or in part in other countries, then each country of manufacture must be listed for certification. That is, if Kuwaiti customs officials inspect a shipment and find components or subcomponents on which the country of manufacture is clearly marked, each different country of manufacture should correspond with those certified on export documentation.

When discrepancies are noted by customs officials, customs clearance is usually delayed. Beginning January 1, 1989, entry of such goods may be denied.

2. Country of Origin Markings: Effective January 1, 1989, goods or commodities shall not be exhibited or sold in Kuwait unless the country of origin (i.e. country of manufacture) is shown thereon in a clear and indelible way. If a product is impossible to so mark, then a sticker may be used (e.g., apples or a bunch of grapes).

It shall be sufficient to show the country of origin on cans or packages containing products or commodities on which the country of origin can not be shown.

NOTE: A local supermarket has already stopped importing a well known U.S. brand of rubber household products because "Made in U.S.A." is not embossed on the products themselves. In this case, a sticker is apparently not acceptable to Kuwaiti customs.



3. Arabic Language Requirements: Effective January 1, 1989, the Importers of durable goods which include instruction manuals for usage and maintenance, shall add thereto a translation in the Arabic language.

NOTE: While the language requirement is imposed on the importer, it is reasonable to assume that importers will tend to favor exporters who already provide instructions in Arabic.

4. New Electrical Standards: Effective January 1, 1989, major household appliances (white goods) must operate unaided (i.e. without transformers) on Kuwait's power transmission grid (240 volts, 50 hertz (cycles)).

NOTE: Similar electrical standards were also to be imposed for small household appliances (brown goods), but action has been deferred.

Investment: Participation in the Kuwaiti real estate and equity markets is limited to Kuwaiti nationals only. However, an Amiri decree issued July 23, 1989, has opened the door to permit foreigners to invest in in the local futures markets for foreign exchange and gold bullion. Local investment companies are now planning to launch mutual funds, but it is not yet clear whether foreigners will be permitted to invest in local shares.

Foreigners are permitted and encouraged to participate in joint ventures, but foreign ownership is limited to 49 percent.

Joint Ventures and Licensing: Joint ventures with Kuwaiti firms are the best means for competing successfully on major project work. In addition, numerous private sector Kuwaiti's have expressed interest in establishing joint ventures and/or licensing arrangements to produce goods locally to replace those which are now imported. Proposals range from the manufacture of breakfast cereals to chemicals and catalysts for the oil refining and petrochemical industries. With government plans to continue to upgrade its refinery operations, and to develop a major petrochemical industry in Kuwait, we believe there will be significant opportunities for U.S. licensees and joint venturers.

Advantages which can accrue to such ventures are management control, limited liability for the partners, and possible shelter from Kuwaiti corporate taxes. Joint-venture arrangements are generally flexible enough to assure a generous apportionment of profits, not necessarily confined to respective ownership shares.

Taxation: There is no personal income tax in Kuwait. However, income arising out of Kuwait to any foreign enterprise operating directly, or indirectly through representation, will be subject to tax on profits. Rates of tax range up to 55 percent.

A directive issued in January 1980 requests that all Kuwaiti Government entities withhold final payment (usually five percent of total contract value) due to foreign entities until such entities present a tax clearance certificate from the Income Tax Department. The five percent of total contract value withheld often became a sort of minimum tax. This is no longer the case, and the taxation authorities have become far more aggressive in making claims. While tax liabilities are computed more or less on the basis of profits disclosed, allowable deductions may vary significantly from U.S. practice.

We strongly urge representatives of U.S. firms contemplating commercial activity in Kuwait to seek competent advise on taxation before tendering for projects or entering joint venture arrangements.

Treaties and Bilateral Agreements: The Overseas Private Investment Corporation (OPIC) and the government of Kuwait have a bilateral agreement. OPIC has already issued political risk insurance for several U.S. firms bidding on major projects.

No other commercial treaties between Kuwait and the U.S. exist as at this time. However, the Kuwaiti government has requested consultations with the U.S. government to negotiate a double taxation treaty.

Visa Regulations: Foreigners entering Kuwait, other than nationals of other GCC countries, must be in possession of a valid Kuwaiti visa. Business visas are issued to business-sponsored applicants either in Kuwait or by Kuwaiti Embassies abroad. Business visitors are usually sponsored by their local agents, or prospective agents.

Those without any such contacts can request sponsorship by one of the major hotels operating in Kuwait (e.g., the Sheraton, the Kuwait International, the Holiday Inn, the Ramada Inn), while booking into the hotel for your stay.

Visa applications should be made at least 15 days prior to the desired travel date.

| HS commodity  | Time period: | 1989    | 1990    |
|---|--------------|---------|---------|
| Total all commodities.....                                      |              | 854,968 | 400,685 |
| 2402200000--Cigarettes containing tobacco.....                  |              | 42,842  | 31,844  |
| 8703240075--Pass veh,spark ign,nesoi,new, >3000 cc & >6cylindr: |              | 154,488 | 28,277  |
| 8803300050--Parts,nesoi,of airplanes or helicopters,nesoi.....  |              | 29,147  | 22,624  |
| 8703230090--Vehicles,nesoi,used,eng exc 1500,not exc 3000 cc..  |              | 29,167  | 18,919  |
| 9880004000--U.s. low value estimate.....                        |              | 0       | 8,586   |
| 8703240090--Pass mtr veh, spark ign, over 3000 cc, used.....    |              | 17,591  | 7,376   |
| 8703240060--Pass veh,spark ign,nesoi,new,>=3000 cc, 6cyl.....   |              | 23,764  | 6,659   |
| 8471910030--Digtl proc unt w storage,input or output,color crt: |              | 692     | 6,515   |
| 8431434000--Pts of offshore drilling and production platforms.. |              | 1,853   | 5,697   |
| 8708990050--Parts and accessories,nesoi,for vehicles,nesoi..... |              | 10,144  | 5,574   |
| 8409914000--Parts f spark ign eng f rd tr, bus, auto or trucks: |              | 8,252   | 5,549   |
| 5703200000--Carpets,etc,nylon/othr polyamides,tuftd,w/n mde-up: |              | 4,608   | 5,064   |
| 3815110000--Supported catalysts w nickel/nickel compound etc..  |              | 532     | 4,901   |
| 8708402000--Gear boxes and parts for vehicles of heading 8703.. |              | 2,858   | 4,628   |
| 7306201500--Casing of iron or nonalloy steel nt smls, nesoi...  |              | 0       | 4,609   |
| 9801100000--Value of repair/alter articles previous imported..  |              | 6,663   | 4,017   |
| 4011100010--Radial tires of a kind used on motor cars.....      |              | 3,239   | 3,950   |
| 8431438010--Pts of oil & gas field mach,nesoi,of subhd 8430.49: |              | 5,554   | 3,782   |
| 9809000000--Shipments under \$10,001, nik.....                  |              | 3,575   | 3,374   |
| 1005902000--Corn (maize) yellow dent, except seed.....          |              | 11,479  | 3,288   |
| 8703330090--Pass mtr veh, diesel eng, over 2500 cc, used.....   |              | 3,465   | 3,220   |
| 8415900000--Parts, nesoi, of air conditioning machines.....     |              | 4,810   | 3,169   |
| 5701900000--Carpets&oth tex floor covr,oth tex materials,knotd: |              | 1,886   | 3,063   |
| 8431390050--Parts of oil and gas field machinery.....           |              | 2,794   | 2,752   |
| 8703220000--Pass mtr veh,spark ign eng, >1000cc but =<1500cc..  |              | 2,967   | 2,668   |
| 4412195010--Plywd one outer ply douglas fir both softwd, nesoi: |              | 0       | 2,664   |
| 3303000000--Perfumes and toilet waters.....                     |              | 3,151   | 2,654   |
| 8803300010--Parts,nesoi,of airplanes or helicopters for civil.. |              | 4,563   | 2,564   |
| 8415820065--Air cond mach incorporating a refrig unit, nesoi..  |              | 3,555   | 2,504   |
| 8708401000--Gear boxes,parts,subhd8701.20,hdg8702 or 8704.....  |              | 1,205   | 2,448   |
| 0402210000--Mlk/cream cntrd nt swtn pwd/oth solids ov 1.5% fa:  |              | 4,476   | 2,320   |
| 8414308060--Compressors, ref & a/c,exc ammonia,exc 1 n/exc 3hp: |              | 1,575   | 2,308   |
| 8703230020--Vehicles,nesoi,new,eng exc 1,500,exc 3,000cc<=4cyl: |              | 436     | 2,184   |
| 8414308070--Compressors, ref & a/c,exc ammonia,exc 3 n/exc10hp: |              | 3,154   | 1,809   |
| 8703230060--Vehicles,nesoi,new,eng exc >1500<=3000cc,>4<= 6cyl: |              | 13,972  | 1,779   |
| 8704310040--Truck, sprk ign eng, gvw >2.5 but =< 5 m tons.....  |              | 7,940   | 1,741   |
| 2106907000--Edible preparations, not canned or frozen, nesoi..  |              | 2,250   | 1,637   |
| 0402290000--Mlk & crm,cntd,swtnd,powdr/solids, over 1.5% fat..  |              | 605     | 1,559   |
| 8421230000--Oil or fuel filters for internal combustion engine: |              | 97      | 1,469   |
| 6208220000--W/g nightdresses & pajamas manmade fibers, not kt.. |              | 1,259   | 1,449   |
| 7606920050--Oth nonrect plts shts strp alum alys ov 6.3mm thck: |              | 3,809   | 1,431   |
| 8474900020--Parts of mach for crushing or grinding minerals...  |              | 30      | 1,415   |

Source: Compiled from official statistics of the U.S. Department of Commerce.  
Top 70 commodities sorted by Total exports, F.a.s. value in 1990.

Table 11--Kuwait: Leading U.S. Total exports, F.a.s. value  
(Thousands of dollars)

| HS commodity   | Time period: | 1989    | 1990    |
|--|--------------|---------|---------|
| :8708390000--Brakes and servo-brakes,parts, of 8701,8705.....    | :            | 2,425   | 1,311   |
| :7013390000--Other table or kitchen glassware nesoi.....         | :            | 1,852   | 1,280   |
| :3815190000--Supported catalysts, nesoi.....                     | :            | 14      | 1,241   |
| :0207410000--Chicken cuts and edible offal (ex livers), frozen.  | :            | 1,843   | 1,236   |
| :8708915000--Radiators for vehicles, nesoi.....                  | :            | 1,092   | 1,230   |
| :8473300000--Parts & accessories for adp machines & units.....   | :            | 1,707   | 1,215   |
| :6815990000--Oth articles of stone or oth min substnces nesoi..  | :            | 616     | 1,195   |
| :8471200030--Digital adp mch w cpu & input/output unt,color crt: | :            | 852     | 1,188   |
| :8544592080--Insulated electric conductors nesoi of copper.....  | :            | 0       | 1,178   |
| :9403100040--Metal furniture of a kind used in office, nesoi...  | :            | 1,390   | 1,164   |
| :8414902090--Parts of compressors, nesoi.....                    | :            | 2,454   | 1,162   |
| :8421290020--Oil-separation equipment.....                       | :            | 3       | 1,154   |
| :0710900000--Vegetables mixtures, raw/cooked by boiling, frozen: | :            | 930     | 1,151   |
| :8529905000--Parts, nesoi, of apparatus in headings 8525 to 852: | :            | 5,047   | 1,149   |
| :8708290050--Pts and accessories,nesoi,of bodies hdg 8701,8705.. | :            | 9,341   | 1,143   |
| :8703330030--Motor homes with diesel engine, ov 2500 cc.....     | :            | 2,426   | 1,142   |
| :8703230075--Vehicles,nesoi,new,eng >1500,<=3000cc, >6 cylindr:  | :            | 1,188   | 1,122   |
| :8415100080--Air-cond,wind/wall,self-contain 4.98 kw/hr or>....  | :            | 3,086   | 1,107   |
| :8471910090--Digta proc unt w storage,inpt or outpt unt,w/o crt: | :            | 1,132   | 1,085   |
| :8418100040--Refrig-freez comb,sep ext drs, comp,vol382 liters&  | :            | 2,482   | 1,042   |
| :8703230010--Pass veh,spark ign,nesoi,new, >3000 cc & >6cylindr: | :            | 0       | 1,037   |
| :8703210000--Pass mtr veh, spark ign eng, not ov 1,000 cc.....   | :            | 2,421   | 1,021   |
| :8413919500--Parts, nesoi, of pumps for liquids.....             | :            | 1,932   | 988     |
| :7304208000--Oil well drill pipe, of alloy steel.....            | :            | 161     | 962     |
| :0802120000--Almonds, fresh or dried, shelled.....               | :            | 2,375   | 951     |
| :8302300000--Oth bs metl mountngs fttngs etc for motor vehicles: | :            | 3,823   | 939     |
| :9306304050--Empty cartridge shells, nesoi.....                  | :            | 1,826   | 905     |
| :8471200090--Digital adp mch w cpu & input/output unt, w/o crt.: | :            | 853     | 887     |
| :Total of items shown.....                                       | :            | 477,716 | 265,222 |
| :Total other.....  | :            | 377,252 | 135,463 |

Source: Compiled from official statistics of the U.S. Department of Commerce.  
Top 70 commodities sorted by Total exports, F.a.s. value in 1990.



Table 11--Kuwait: Leading U.S. Domestic exports, F.a.s. value  
(Thousands of dollars)

| HS commodity  | Time period: | 1985    | 1986    | 1987    | 1988    | 1989    |
|---|--------------|---------|---------|---------|---------|---------|
| Total all commodities.....                                      |              | 484,146 | 628,258 | 475,854 | 650,398 | 843,841 |
| 8703240075--Pass veh,spark ign,nesoi,new, >3000 cc & >6cylindr  |              | 10,668  | 15,504  | 30,654  | 45,412  | 148,599 |
| 2402200000--Cigarettes containing tobacco.....                  |              | 34,812  | 34,699  | 35,813  | 40,996  | 42,712  |
| 8704225060--Truck, diesel eng, gvw >12 but =< 15 metric tons.   |              | 0       | 1       | 1       | 30      | 30,047  |
| 8803300050--Parts,nesoi,of airplanes or helicopters,nesoi.....  |              | 5,669   | 2,980   | 2,614   | 2,795   | 29,137  |
| 8703230090--Vehicles,nesoi,used,eng exc 1500,not exc 3000 cc.   |              | 212     | 240     | 3,787   | 14,874  | 29,106  |
| 8704225080--Truck, diesel eng, gvw >15 but =<20 metric tons...  |              | 0       | 1       | 1       | 30      | 23,136  |
| 8703240060--Pass veh,spark ign,nesoi,new,>=3000 cc, 6cyl.....   |              | 12,192  | 17,719  | 35,034  | 51,899  | 22,241  |
| 8703240090--Pass mtr veh, spark ign, over 3000 cc, used.....    |              | 141     | 160     | 2,524   | 9,916   | 17,545  |
| 8703230060--Vehicles,nesoi,new,eng exc >1500<=3000cc,>4<= 6cyl  |              | 1,562   | 530     | 4,809   | 6,579   | 13,909  |
| 1005902000--Corn (maize) yellow dent, except seed.....          |              | 5,110   | 8,400   | 6,677   | 6,849   | 11,479  |
| 9880000000--Estimat of under \$1501 data.....                   |              | 3,742   | 4,912   | 5,562   | 7,782   | 11,443  |
| 8502300000--Generating sets, etc, nesoi.....                    |              | 0       | 0       | 0       | 0       | 10,550  |
| 8708990050--Parts and accessories,nesoi,for vehicles,nesoi..... |              | 3,155   | 2,573   | 2,348   | 3,063   | 9,868   |
| 8803909050--Parts,nesoi,of goods,nesoi,of heading 8801 or 880   |              | 5,669   | 2,980   | 2,614   | 2,795   | 9,540   |
| 8708290050--Pts and accessories,nesoi,of bodies hdg 8701,8705.  |              | 3,155   | 2,573   | 2,348   | 3,063   | 9,341   |
| 1001902000--Wheat and meslin, except seed, nesoi.....           |              | 0       | 0       | 0       | 0       | 9,145   |
| 8409914000--Parts f spark ign eng f rd tr, bus, auto or trucks  |              | 3,609   | 3,954   | 4,297   | 7,179   | 8,165   |
| 8706002060--Chassis fitted with engines for veh, head 8705..... |              | 0       | 7       | 0       | 0       | 7,967   |
| 8704310040--Truck, sprk ign eng, gvw >2.5 but =< 5 m tons.....  |              | 12,881  | 8,938   | 26,793  | 33,742  | 7,925   |
| 7303000030--Soil pipe of cast iron.....                         |              | 9,671   | 16,967  | 21      | 7,230   | 7,711   |
| 9801100000--Value of repair/alter articles previous imported.   |              | 915     | 1,089   | 1,842   | 4,043   | 6,663   |
| 8703240050--Pass veh,spark ign, nesoi, new, > 3000 cc,&4<=4 cyl |              | 7,315   | 10,631  | 21,020  | 31,139  | 6,306   |
| 4801000000--Newsprint, in rolls or sheets.....                  |              | 0       | 0       | 0       | 5,572   | 5,829   |
| 8431438010--Pts of oil & gas field mach,nesoi,of subhd 8430.49  |              | 11,814  | 12,842  | 8,687   | 7,132   | 5,485   |
| 8529905000--Parts, nesoi, of apparatus in headings 8525 to 852  |              | 1,047   | 207     | 304     | 1,439   | 5,010   |
| 8415900000--Parts, nesoi, of air conditioning machines.....     |              | 1,836   | 1,705   | 1,021   | 2,251   | 4,805   |
| 5703200000--Carpets,etc,nylon/othr polyamides,tuftd,w/n mde-up  |              | 9,362   | 7,687   | 5,897   | 9,041   | 4,608   |
| 8803300010--Parts,nesoi,of airplanes or helicopters for civil.  |              | 9,861   | 6,667   | 11,451  | 8,686   | 4,539   |
| 0402210000--Mlk/cream cnctrd nt swtn pwd/oth solids ov 1.5% fat |              | 0       | 0       | 0       | 409     | 4,476   |
| 8411917010--Parts of turbojet & turbopropeller a/c eng,civil..  |              | 0       | 1       | 58      | 0       | 3,865   |
| 8302300000--Oth bs metl mountngs ftngs etc for motor vehicles   |              | 302     | 2,783   | 3,062   | 1,814   | 3,823   |
| 7606920050--Oth nonrect plts shts strp alum alys ov 6.3mm thck  |              | 0       | 0       | 0       | 0       | 3,809   |
| 8703900000--Passenger motor vehicles, nesoi.....                |              | 649     | 1,289   | 1,987   | 7,766   | 3,791   |
| 1201000040--Soybeans, whether or not broken, ex seed for sowng  |              | 3,731   | 2,969   | 5,732   | 4,115   | 3,677   |
| 3815900000--Reaction initiators & accelerators, etc, nesoi..... |              | 853     | 560     | 26      | 3,085   | 3,567   |
| Total of items shown.....                                       |              | 159,935 | 171,570 | 226,984 | 330,727 | 529,820 |
| Total other.....  |              | 324,210 | 456,688 | 248,869 | 319,671 | 314,021 |

Note: 1983-88 data are estimated.

Note: Compiled from official statistics of the U.S. Department of Commerce.

Top 35 commodities sorted by Domestic exports, F.a.s. value in 1989.



Table 11--Kuwait: Leading U.S. General Imports, Customs value  
(Thousands of dollars)

| commodity  | Time period: | 1985    | 1986    | 1987    | 1988    | 1989    |
|--|--------------|---------|---------|---------|---------|---------|
| al all commodities.....  |              | 183,972 | 266,943 | 521,490 | 463,579 | 974,760 |
| 9002000--Crude petroleum testing 25 degrees api or more....    |              | 15,710  | 71,153  | 312,438 | 366,469 | 932,843 |
| 0001530--Jet motor fuel, kerosene-type.....                    |              | 0       | 0       | 0       | 0       | 10,568  |
| 4100000--Anhydrous ammonia.....                                |              | 0       | 0       | 0       | 0       | 9,128   |
| 0001515--Unleaded gasoline.....                                |              | 0       | 0       | 0       | 0       | 6,881   |
| 3110000--Petroleum coke, not calcined.....                     |              | 0       | 0       | 0       | 0       | 3,888   |
| 1001035--Products of u.s. returned after being export, nesoi:  |              | 3,373   | 9,370   | 18,888  | 23,778  | 3,018   |
| 1130010--Butanes liq min pur of 90 liq vol pct.....            |              | 0       | 419     | 302     | 139     | 2,268   |
| 1120010--Propane, liq, min pur 90 liq volm percent.....        |              | 0       | 749     | 88      | 112     | 1,497   |
| 0000550--Other fuel oils under 25 degrees api nesoi.....       |              | 0       | 0       | 0       | 0       | 1,292   |
| 6130020--Shrimps and prawns, shell-on, frozen.....             |              | 2,522   | 770     | 1,589   | 797     | 529     |
| 0000520--Heavy fuel oils under 25 degrees api.....             |              | 0       | 0       | 0       | 0       | 509     |
| 4624055--Women's shorts of cotton, not knit.....               |              | 0       | 0       | 0       | 0       | 454     |
| 9950000--Estimate of low valued items.....                     |              | 71      | 94      | 127     | 135     | 233     |
| 2390050--Diam exc ind wrkd nt st o strng weighng ovr 0.5 ct:   |              | 0       | 0       | 0       | 0       | 224     |
| 4622030--Women's shorts of cotton, knit.....                   |              | 0       | 0       | 0       | 0       | 195     |
| 3003000--Perfumes and toilet waters containing alcohol.....    |              | 0       | 0       | 46      | 405     | 122     |
| 3115000--Slvr jwelry etc val ov \$18 per doz pcs.....          |              | 18      | 50      | 0       | 2       | 111     |
| 6303010--Women's blouses cotton with >=2 color warp, nt kn:    |              | 0       | 2       | 23      | 1       | 99      |
| 6303040--Wom blses cot nesoi <36% by wgt of flx fib n k/crc:   |              | 0       | 0       | 0       | 0       | 83      |
| 9000000--Containers for one or more modes of transport.....    |              | 0       | 0       | 0       | 0       | 79      |
| 7903000--Parts of telephone sets.....                          |              | 0       | 0       | 0       | 0       | 72      |
| 2002000--Articles for exhibition to encourage agr arts, etc..: |              | 0       | 0       | 0       | 0       | 60      |
| 3304000--Parts of adp mach and units not incorporating crt.:   |              | 63      | 106     | 26      | 19      | 60      |
| 8900050--Coin (except gold coin) nesoi.....                    |              | 0       | 0       | 0       | 0       | 52      |
| 2400000--Black tea fermdt & other partly fermentd tea nesoi:   |              | 0       | 0       | 0       | 0       | 39      |
| 7005530--Galvanzd nails etc nes smooth shnk, 1-pc con rd wr:   |              | 0       | 0       | 0       | 0       | 38      |
| 4624020--Women's trousers & breeches other cotton, not knit:   |              | 0       | 0       | 0       | 0       | 36      |
| 4400010--Power supplies (rectifier type) > 150 w but < 500w:   |              | 0       | 0       | 0       | 0       | 25      |
| 3911000--Parts of fuel-injection pumps for comp-ignit pumps:   |              | 0       | 0       | 0       | 0       | 24      |
| 7000000--Unused postage; banknotes; check forms; stock, etc:   |              | 0       | 0       | 0       | 0       | 23      |
| 5805050--Vehicles not mechanically propelled, nesoi.....       |              | 0       | 0       | 0       | 0       | 22      |
| 1990040--Bibles/testaments/prayer books oth religious books:   |              | 0       | 0       | 0       | 0       | 20      |
| 4692510--Women's trousers art fib cont < 36% wool, n kt/crc:   |              | 0       | 0       | 0       | 0       | 15      |
| 3592090--Nov fab cot cont >85% wgt <200g/m2 prt ot than stn:   |              | 0       | 0       | 0       | 0       | 15      |
| 5000060--Antiques of age exceeding one hundred years, nesoi:   |              | 0       | 0       | 0       | 0       | 15      |
| al of items shown.....   |              | 21,756  | 82,712  | 333,526 | 391,856 | 974,597 |
| al other.....  |              | 162,216 | 184,230 | 187,964 | 71,722  | 463     |

te: 1983-88 data are estimated.

te: Compiled from official statistics of the U.S. Department of Commerce.

> 35 commodities sorted by General imports, Customs value in 1989.

## INDUSTRY SECTOR ANALYSIS

COUNTRY : KUWAIT  
INDUSTRY : CHEMICALS & CATALYSTS  
DATE PREPARED : AUGUST 1989  
ANALYST : FSN - KAMAL ABU ZAHER

### A. MARKET ASSESSMENT

KUWAIT IS A MAJOR OIL PRODUCING COUNTRY. ITS PROVEN OIL RESERVES OF MORE THAN 90 BILLION BARRELS ARE AMONG THE LARGEST IN THE WORLD AFTER SAUDI ARABIA. ITS CURRENT PRODUCTION IS APPROXIMATELY 1.2 MILLION BARRELS PER DAY, FAR LESS THAN ITS CAPACITY BUT IN KEEPING WITH OPEC PRODUCTION SHARING AGREEMENTS. A MAJOR OBJECTIVE OF THE GOVERNMENT OF KUWAIT IS TO ADD VALUE TO ITS CRUDE OIL BY PRODUCING REFINED PRODUCTS AND PETROLEUM-BASED PETROCHEMICALS, AND TO MINIMIZE THE EXPORT OF CRUDE OIL.

ALL PETROLEUM EXPLORATION, PRODUCTION, REFINING, AND MARKETING IS CARRIED OUT BY THE GOVERNMENT-OWNED KUWAIT PETROLEUM CORPORATION (KPC) AND ITS SUBSIDIARIES, THE CHAIRMAN OF KPC IS ALSO THE COUNTRY'S PETROLEUM MINISTER.

THE THREE KPC REFINERIES LOCATED ALONG THE COAST SOUTH OF KUWAIT CITY HAVE A CAPACITY OF 700,000 BARRELS PER DAY (BPD) FOLLOWING THE RECENT START-UP OF ITS NEWEST REFINERY AT MINA ABDULLAH. THE KPC HAS UNDERTAKEN A MAJOR CONTROL ROOM MODERNIZATION EFFORT FOR ITS OTHER TWO REFINERIES LOCATED AT SHUAIBA AND AHMADI.

PLANS HAVE ALSO BEEN APPROVED TO UPGRADE PRODUCTION FACILITIES AT THE MINA AL-AHMADI REFINERY TO PRODUCE UNLEADED GASOLINE. PREQUALIFICATION WAS ANNOUNCED FOR AN ASSOCIATED UNIT TO BE ADDED TO THE REFINERY TO PRODUCE METHYL TERTIARY BUTYL ETHER (MTBE), A NON-LEAD OCTANE ADDITIVE.

KPC MARKETS ABOUT 250,000 BPD OF REFINED PRODUCT THROUGH ITS "Q-8" CHAIN OF GASOLINE STATIONS AND WHOLESALE DISTRIBUTORS IN WESTERN EUROPE. THE CHAIN MAY SOON EXPAND ITS OPERATIONS INTO THE FAR EAST AS WELL.

PETROCHEMICAL INDUSTRIES COMPANY (PIC), A QUASI-PUBLIC CORPORATION, ALSO PLANS TO EXPAND IT ACTIVITIES. PIC HAS RECENTLY INVITED TENDERERS TO PREQUALIFY FOR THE CONTRACT TO BUILD A POLYPROPYLENE PLANT. THE PROPOSED PLANT WILL HAVE AN ANNUAL CAPACITY OF 80,000 TONNES OF POLYPROPYLENE RESIN. THE LICENSOR IS THE U.S. FIRM UNION CARBIDE CORPORATION. COSTS ARE ESTIMATED AT USD 140 MILLION. THE PROJECT INVOLVES ENGINEERING, PROCUREMENT OF EQUIPMENT, ERECTION, CONSTRUCTION AND MAINTENANCE OF A COMPLETE PLANT.

THE ABOVE INDUSTRIES CONSUME LARGE AMOUNTS OF CHEMICALS AND CATALYSTS. THESE ARE PURCHASED THROUGH MAJOR TENDERS WHICH ARE PUBLISHED REGULARLY.



## B. COMPETITIVE SITUATION

THE LOCAL MARKET IS HIGHLY COMPETITIVE, AND IS EXTREMELY PRICE SENSITIVE. THE RELATIVE DECLINE IN THE VALUE OF THE U.S. DOLLAR VIS-A-VIS OTHER MAJOR CURRENCIES IS ENCOURAGING KUWAITI TRADERS TO LOOK MORE AND MORE TO THE U.S. AS AN ALTERNATIVE TO TRADITIONAL EUROPEAN AND JAPANESE SUPPLIERS. HOWEVER, FOR U.S. FIRMS TO BE COMPETITIVE THEY MUST OFFER COMPETITIVE PRICES AND SERVICE. U.S. PRODUCTS MUST COMPLY WITH KUWAITI STANDARDS AND SPECIFICATIONS.

## C. MARKET ACCESS

KUWAIT NATIONAL PETROLEUM COMPANY (KNPC) AND KUWAIT OIL COMPANY (KOC), SUBSIDIARIES OF KPC, ARE THE END USERS FOR MOST CHEMICALS AND CATALYSTS USED IN KUWAIT. SPECIFIC REQUIREMENTS ARE PUBLISHED AS TENDER ANNOUNCEMENTS IN THE OFFICIAL GAZETTE, AND ARE OPEN TO ALL LOCAL FIRMS AND TO FOREIGN FIRMS REGISTERED WITH THE VENDOR'S EVALUATION COMMITTEE AT KNPC.

FIRMS WISHING TO REGISTER AS SUPPLIERS TO THE OIL SECTOR SHOULD:

1. HAVE A LOCAL AGENT OR PARTNER;
2. OBTAIN A QUESTIONNAIRE FROM THE CENTRAL TENDERS COMMITTEE (CTC), COMPLETE AND SUBMIT IT ALONG WITH INFORMATIONAL BROCHURES ABOUT THEIR COMPANY TO THE FOLLOWING:

CENTRAL TENDERS COMMITTEE  
P O BOX 1070 SAFAT  
13011 KUWAIT  
TEL: (965) 2401200  
TLX: 44048 CTC KT  
CONTACT: MR NAYEF AL-MAOSHARJI  
TITLE: SECRETARY GENERAL

THE CTC WILL TRANSFER ALL OF THESE APPLICATIONS TO THE KNPC VENDORS EVALUATION COMMITTEE (VEC).

PREQUALIFIED COMPANIES REMAIN REGISTERED INDEFINITELY.

## D. TRADE PROMOTION OPPORTUNITIES

THE BEST TRADE PROMOTION TOOLS WOULD BE TO PARTICIPATE IN THE OIL AND GAS REGULAR CATALOG (RC) EXHIBITION SCHEDULED IN DECEMBER 1989, AND THE MIDDLE EAST OIL SHOW HELD BIANNUALLY IN BAHRAIN.

FOR THE MOST CURRENT INFORMATION ABOUT TRADE PROMOTION OPPORTUNITIES IN KUWAIT, PLEASE CONTACT:

JOHN FLANNAGAN OR ALAN STERLING  
REGIONAL EXPORT DEVELOPMENT OFFICE  
DEPARTMENT OF COMMERCE  
ROOM 1510, HCHB  
WASHINGTON, DC 20230  
TEL: (202) 377-1209  
FAX: (202) 377-5179

## E. AND F. SALES PROSPECTS AND STATISTICAL DATA

THE CHEMICAL AND CATALYST REQUIREMENTS FOR THE REFINERY INDUSTRY FOLLOW (ANNUALLY UNLESS SPECIFIED OTHERWISE):

| PRODUCT NAME                         | QUANTITY          |
|--------------------------------------|-------------------|
| AMONNIUM SULPHATE (SOLID)            | 60,000 KG         |
| 50 PERCENT CAUSTIC SODA (LIQUID)     | 200,000 KG        |
| SODIUM NITRATE (SOLID)               | 3,000 KG          |
| WETTING AGENT (LIQUID)               | 1,000 KG          |
| TRI-ETHYLENE GLYCOL (LIQUID)         | 1,000 US GALS     |
| SODA ASH (SOLID)                     | 6,000 KG          |
| CRONOX-610 (LIQUID)                  | 200 BARRELS       |
| TML (LIQUID)                         | 2,500,000 LITERS  |
| ASA-3 (LIQUID)                       | 150 US GALS       |
| DYE (YELLOW) (LIQUID)                | 300 KG            |
| EDC (LIQUID)                         | 1,000 LITERS      |
| DMDS (LIQUID)                        | 11,400 KG         |
| TRI-SODIUM PHOSPHATE (SOLID)         | 180 KG            |
| TRI-SODIUM PHOSPHATE (SOLID) BITUMEN | 450 KG            |
| SILICA GEL (SOLID)                   | 1,110 KG          |
| SODIUM SULPHATE (SOLID)              | 450 KG            |
| CYCLOHEXYLAMINE (LIQUID)             | 6,000 KG          |
| NHT CATALYST (SOLID)                 | 69,000 KG/10 YRS  |
| RHENIFORMER (SOLID)                  | 120,000 KG/10 YRS |
| S. SORBER (SOLID)                    | 12,000 KG/2 YRS   |
| MEROX (SOLID)                        | 150 KG/5 YRS      |
| MEROX (LIQUID)                       | 75 KG/2 YRS       |
| AMMONIA (GAS)                        | 180 KG/2 YRS      |
| CHARCOAL (SOLID)                     | 9,000 KG/7 YRS    |

## G. CONCLUSION

KUWAIT HAS THREE MAJOR REFINERIES WHOSE PROCESSES REQUIRE LARGE AMOUNTS OF CHEMICALS AND CATALYSTS WORTH APPROXIMATELY USD 120 MILLION A YEAR. IN ADDITION, A MAJOR EXPANSION OF THEIR PETROCHEMICAL INDUSTRIES ARE PLANNED.

IN THE PAST, FEW U.S. FIRMS HAVE ATTEMPTED TO PRE-QUALIFY FOR A POSITION ON THE OFFICIAL TENDERS LIST. WITHOUT DOING SO, THEY WILL BE UNABLE TO COMPETE FOR THE EXCELLENT OPPORTUNITIES IN THE KUWAITI MARKET.

INDUSTRY SECTOR ANALYSIS

-1989

COUNTRY : KUWAIT  
INDUSTRY : MEDICAL EQUIPMENT AND PHARMACEUTICALS  
POST : KUWAIT  
DATE PREPARED : OCTOBER 1988  
ANALYST : (FSN) KAMAL ZAHER

A. MARKET ASSESSMENT

1. MEDICAL SUPPLIES

THE TOTAL POPULATION OF KUWAIT IS ESTIMATED AT APPROXIMATELY 1.8 MILLION. THIS FIGURE HAS BEEN PROJECTED TO REACH 3 MILLION BY THE YEAR 2000. KUWAITIS NOW REPRESENT APPROXIMATELY 40 PERCENT AND NON-KUWAITIS THE OTHER 60 PERCENT OF THE POPULATION. CURRENTLY, MEDICAL CARE AND SERVICES ARE PROVIDED TO ALL WITHOUT CHARGE THROUGH VARIOUS MINISTRY OF PUBLIC HEALTH (MPH) MEDICAL FACILITIES SITUATED THROUGHOUT KUWAIT.

THERE ARE FIVE REGIONAL HOSPITALS (TOTALING 2192 BEDS) AS FOLLOWS: AL-AMIRI HOSPITAL (330 BEDS); AL-FARWANIYAH HOSPITAL (461 BEDS); AL-ADAN HOSPITAL (500 BEDS); AL-JAHRA HOSPITAL (439 BEDS); AND MUBARAK AL-KABEER HOSPITAL (462 BEDS).

THE AL-SABAH CENTRAL MEDICAL REGION COMPRISES ANOTHER NINE SPECIALIZED CENTERS HAVING 2442 BEDS: SULAIBIKHAT (FOR ORTHOPEDICS (148 BEDS) AND PHYSICAL THERAPY (128 BEDS); MATERNITY HOSPITAL (441 BEDS); CHEST DISEASES HOSPITAL (294 BEDS); INFECTIOUS DISEASES HOSPITAL (192 BEDS); IBN SINA HOSPITAL FOR SURGERY (263 BEDS); KUWAIT CANCER CONTROL CENTER (113 BEDS); PSYCHIATRY HOSPITAL (539 BEDS); AL-RAZI HOSPITAL (294 BEDS); KUWAIT CENTER FOR ALLERGIC DISEASES (30 BEDS).

THERE ARE ALSO 62 DISPENSARIES AND POLYCLINICS, 57 DENTAL CLINICS, 22 MOTHERCARE CENTERS AND 25 CHILDCARE CENTERS.

THE TOTAL NUMBER OF BEDS IN 1987 WAS 6220 AND IS EXPECTED TO REACH 7350 BY 1990.

TOTAL SPENDING IN FY1984/85 MPH BUDGET WAS USD 600 MILLION. IN FY1986/87 THIS WAS INCREASED TO USD 700 MILLION, ABOUT 5 PERCENT OF THE STATE'S BUDGET. IT IS PROJECTED THAT SPENDING ON MEDICAL SERVICES IN 1990 WILL BE USD 830 MILLION AND WILL GROW TO USD 1.2 BILLION BY THE YEAR 2000.

THE ABOVE MEDICAL SERVICES OFFER THE FOLLOWING HEALTH SERVICES INDICATORS FOR KUWAIT:

BEDS PER 1000 PERSONS : 3.39  
PERSONS PER BED : 294  
PHYSICIANS PER 1000 PERSONS: 1.62  
POPULATION PER PHYSICIAN : 614

SOURCE: HEALTH STATISTICS 1985, VOL. XXIV, PP 10-11.



THE MINISTRY OF PUBLIC HEALTH (MPH) PLANS TO EXPAND SOME OF ITS EXISTING HOSPITALS AS FOLLOWS:

- ADAN HOSPITAL: 50 BED EXTENSION AT A TOTAL COST OF USD 8.05 MILLION.
- AMIRI HOSPITAL: 50 BED EXTENSION AT A TOTAL COST OF USD 6.3 MILLION.
- MUBARAK AL-KABEER HOSPITAL: 150 BED EXTENSION AT A TOTAL COST OF OVER USD 20 MILLION. A LOCAL CONSULTING OFFICE HAS BEEN ENTRUSTED WITH PREPARING A MASTER PLAN FOR THIS EXPANSION.
- AL-FARWANIYAH HOSPITAL: 150 BED EXTENSION AT A TOTAL COST OF USD 23.45 MILLION.

IN ADDITION, THE FOLLOWING NEW HOSPITALS ARE PLANNED TO BE COMPLETED BY 1990:

- (350-BED) HOSPITAL AT MISILA AT ESTIMATED COST OF USD 54.6 MILLION.
- (525-BED) HOSPITAL IN AL-AHMADI AT AN ESTIMATED COST OF USD 85.75 MILLION.
- (350-BED) HOSPITAL AT SUBIYA AT AN ESTIMATED COST OF USD 59.85 MILLION.

AVAILABLE STATISTICS INDICATE THAT KUWAIT'S IMPORTS OF VARIOUS MEDICAL AND HOSPITAL SUPPLIES AND EQUIPMENT IN 1984 WERE USD 93.8 MILLION, WITH THE US FIRMS SHARE BEING USD 18.2 MILLION OR 19 PERCENT.

FIGURES ON LATER YEAR IMPORTS ARE NOT YET AVAILABLE.

## 2. PHARMACEUTICALS:

MEDICAL SERVICES AND MEDICINES ARE OFFERED AT NO CHARGE IN KUWAIT WHETHER IN THE POLYCLINICS LOCATED IN EVERY RESIDENTIAL AREA OR IN THE REGIONAL HOSPITALS. THE KUWAITI COMPANY FOR PHARMACEUTICAL INDUSTRIES PROVIDES A SMALL PORTION OF THE TOTAL NEEDS OF DRUGS. THEREFORE, THE MPH SPENDS OVER USD 70 MILLION YEARLY ON IMPORTED MEDICINES AND DRUGS. THIS DOES NOT INCLUDE THOSE IMPORTED BY PRIVATE PHARMACIES AND HOSPITALS.

## B. COMPETITIVE SITUATION:

THERE IS FIERCE COMPETITION IN KUWAIT'S MEDICAL MARKET AMONG AMERICAN, BRITISH, FRENCH, WEST GERMAN, ITALIAN AND JAPANESE COMPANIES. U.S. FIRMS HAVE A GOOD BUT NOT THE LARGEST MARKET SHARE IN ELECTRICAL APPARATUS FOR MEDICAL PURPOSES, RADIOLOGY EQUIPMENT, AND ORTHOPEDIC APPLIANCES. THE BRITISH ARE MAJOR SUPPLIERS OF OTHER MEDICAL AND PHARMACEUTICAL PRODUCTS, WHILE WEST GERMANS ARE STRONG IN DENTAL AND SURGICAL EQUIPMENT AND HOSPITAL BEDS.

C. MARKET ACCESS:

BECAUSE THE MPH CONTROLS MEDICAL SERVICES IN KUWAIT, IT IS THE END USER FOR ALMOST ALL MEDICAL EQUIPMENT, HOSPITAL SUPPLIES AND PHARMACEUTICALS. ALTHOUGH THERE ARE ALSO SIX SMALL PRIVATE HOSPITALS WITH A TOTAL OF 577 BEDS, THEY REPRESENT DEMAND FOR LESS THAN 10 PERCENT OF MPH'S TOTAL EXPENDITURES. THE MPH PURCHASES ITS MEDICAL NEEDS FROM LOCAL AGENTS EITHER DIRECTLY OUT OF INVENTORY UPON QUOTATIONS OR THROUGH TENDERS RELEASED BY THE CENTRAL TENDERS COMMITTEE (CTC). IN EITHER CASE, EQUIPMENT AND SUPPLIES MUST BE IMPORTED FROM ABROAD. THE LOCAL AGENTS PLAY AN IMPORTANT ROLE IN THE MPH'S DECISIONS ON CHOOSING THE SOURCE.

AGENTS UNDERTAKE THE FOLLOWING:

1. INTRODUCE PRODUCTS TO THE MPH.
2. PROVIDE MPH WITH PRODUCT SAMPLES, INSTRUCTIONS AND DEMONSTRATIONS, AND IN SOME CASES ACT AS STOCKING DISTRIBUTORS FOR HIGH TURNOVER ITEMS AND EXPENDABLES.
3. PROVIDE AFTER SALES SERVICE, TRAINING AND EQUIPMENT MAINTENANCE.
4. KEEP THEIR PRINCIPALS INFORMED OF MAJOR PROJECTS.
5. INVITE MPH OFFICIALS AT THEIR OWN EXPENSE TO VISIT MEDICAL SHOWS HELD ABROAD IN A PROMOTIONAL ATTEMPT.

D. TRADE PROMOTION OPPORTUNITIES:

1. POST USES AVAILABLE DIRECTORIES IN COMMERCIAL LIBRARY FOR LOCATING U.S. SUPPLIERS OF MEDICAL SUPPLIES, EQUIPMENT AND FURNITURE. POST UTILIZES THE TRADE OPPORTUNITY PROGRAM WITH GOOD RESULTS.
2. POST CONCLUDED A REASONABLY SUCCESSFUL VIDEO CATALOG EXHIBITION (VCE) ON MEDICAL EQUIPMENT.
3. POST IS CURRENTLY BUSY IN PREPARING FOR A MEDICAL BUYING MISSION TO NEW JERSEY IN THE SPRING OF 1989.
4. ANY FUTURE TRADE PROMOTION EVENTS ON MEDICAL EQUIPMENT AND SUPPLIES WILL BE WELCOMED BY POST.

E. BEST SALES PROSPECTS (BY SITC CODES):

- (540.001/2) GAUZE, BANDAGES, COTTON & OTHER DISPOSABLES.
- (540.009) OTHER MEDICAL & PHARMACEUTICAL PRODUCTS.
- (726.000) ELECTRICAL APPARATUS FOR MEDICAL PURPOSES AND RADIOLOGICAL APPARATUS AND PARTS THEREOF.
- (861.700) MEDICAL INSTRUMENTS, N.E.S.
- (899.600) ORTHOPEDIC APPLIANCES, HEARING AIDS, ARTIFICIAL BODY PARTS AND FRACTURE APPLIANCES.

F. STATISTICAL DATA: (IN USD MILLIONS)

| -                        | 1984  | 1985 | 1986 | 1989  | GROWTH<br>RATE |
|--------------------------|-------|------|------|-------|----------------|
| PRODUCTS:                | NIL   |      |      |       |                |
| PLUS IMPORTS:            | 93.8  | 96.6 | 98.5 | 106.5 | 2-3 PRC        |
| LESS RE EXPORTS:         | 2.3   | 2.4  | 2.5  | 2.5   | -              |
| APPARENT<br>CONSUMPTION: | 91.5  | 94.2 | 96.0 | 104.0 | -              |
| IMPORTS FROM US:         | 18.7  | 20.0 | 22.0 | 30.0  |                |
| EXPORT TO US:            | 0.038 | 0.04 | 0.04 | 0.04  |                |

MARKET SHARE (PERCENT: USA & MAJOR COMPETITORS):

USA 19.25; UK 24.03; WEST GERMANY 12.90; ITALY 5.86; FRANCE 4.57.  
NOTE: LATEST STATISTICS AVAILABLE ARE FOR 1984. ALL ESTIMATES ARE  
BASED ON THE AVERAGE ANNUAL INCREASE IN KUWAIT IMPORTS WHICH IS  
APPROXIMATELY 3 PERCENT.

GROWTH RATE SHOWN ABOVE IS THE EXPECTED AVERAGE ANNUAL REAL GROWTH  
RATE.

STATISTICAL SOURCES:

1. CENTRAL STATISTICS DEPARTMENT: MINISTRY OF PLANNING, KUWAIT.
2. HEALTH STATISTICS, 1985, VOL XXIV, PP10-11.

G. CONCLUSION: KUWAIT REPRESENTS A GOOD MARKET FOR U.S. MEDICAL  
AND PHARMACEUTICAL PRODUCTS. ANNUAL IMPORTS OF PHARMACEUTICALS  
ALONE ARE OVER USD 70 MILLION. HOSPITALS ARE IN CONTINUOUS NEED OF  
EXPENDABLE SUPPLIES, FURNITURE AND MAINTENANCE SERVICES. WITH THE  
DECLINING VALUE OF THE USD VIS-A-VIS MAJOR EUROPEAN CURRENCIES AND  
THE JAPANESE YEN, WE ANTICIPATE GOOD PROSPECTS FOR U.S. FIRMS TO  
INCREASE MARKET SHARE. WE STRONGLY RECOMMEND A MEDICAL TRADE  
MISSION TO KUWAIT. WE ALSO SUGGEST THAT DISTRICT OFFICES IN AREAS  
WITH NUMEROUS MEDICAL AND PHARMACEUTICAL FIRMS COORDINATE WITH POST  
TO ORGANIZE REVERSE TRADE MISSIONS TO THEIR AREAS TO MEET WITH  
KUWAITI FIRMS.



## INDUSTRY SECTOR ANALYSIS

COUNTRY : KUWAIT  
INDUSTRY : OIL AND GAS FIELD EQUIPMENT AND SERVICES  
DATE PREPARED : APRIL 1989  
ANALYST : FSN - ABDULLA MEJALLI

KUWAIT NATIONAL PETROLEUM COMPANY (KNPC) AND KUWAIT OIL COMPANY (KOC), SUBSIDIARIES OF KPC, ARE THE END USERS FOR MOST CHEMICALS AND CATALYSTS USED IN KUWAIT. SPECIFIC REQUIREMENTS ARE PUBLISHED AS TENDER ANNOUNCEMENTS IN THE OFFICIAL GAZETTE, AND ARE OPEN TO ALL LOCAL FIRMS AND TO FOREIGN FIRMS REGISTERED WITH THE VENDOR'S EVALUATION COMMITTEE AT KNPC.

FIRMS WISHING TO REGISTER AS SUPPLIERS TO THE OIL SECTOR SHOULD:

1. HAVE A LOCAL AGENT OR PARTNER;
2. OBTAIN A QUESTIONNAIRE FROM THE CENTRAL TENDERS COMMITTEE (CTC), COMPLETE AND SUBMIT IT ALONG WITH INFORMATIONAL BROCHURES ABOUT THEIR COMPANY TO THE FOLLOWING:

CENTRAL TENDERS COMMITTEE  
P O BOX 1070 SAFAT  
13011 KUWAIT  
TEL: (965) 2401200  
TLX: 44048 CTC KT  
CONTACT: MR NAYEF AL-MAOSHARJI  
TITLE: SECRETARY GENERAL

THE CTC WILL TRANSFER ALL OF THESE APPLICATIONS TO THE KNPC VENDORS EVALUATION COMMITTEE (VEC).

PREQUALIFIED COMPANIES REMAIN REGISTERED INDEFINITELY.

### A. MARKET ASSESSMENT

KUWAIT'S PROVEN OIL RESERVES OF MORE THAN 90 BILLION BARRELS CONSTITUTE THE LARGEST IN THE WORLD AFTER SAUDI ARABIA AND PERHAPS IRAQ. OPEC HAS ASSIGNED KUWAIT A PRODUCTION QUOTA SLIGHTLY IN EXCESS OF ONE MILLION BARRELS PER DAY (BPD). AT CURRENT LEVELS THESE RESERVES WILL LAST FOR ABOUT 200 YEARS. AS WELL AS EXPORTING CRUDE OIL, THE GOVERNMENT-OWNED KUWAIT PETROLEUM CORPORATION (KPC) EXPORTS ALMOST 70 PERCENT OF ITS PRODUCTION IN THE FORM OF REFINED PRODUCT FROM THREE DOMESTIC REFINERIES. IN ADDITION KUWAIT OPERATES AN LPG PLANT WHICH PRODUCES ANNUALLY APPROXIMATELY TWO MILLION METRIC TONS OF PROPANE AND BUTANE. KUWAIT MAINTAINS ITS OWN TANKER FLEET, AND TO DATE IS THE ONLY OIL-PRODUCING NATION WITH ITS OWN RETAIL SALES AND DISTRIBUTION NETWORK COVERING A MAJOR MARKET. IT CURRENTLY OPERATES APPROX 5000 GASOLINE STATIONS IN WESTERN EUROPE.

KPC CONTINUES ITS SEARCH FOR NONASSOCIATED GAS BY DRILLING DEEP EXPLORATORY WELLS IN SEVERAL AREAS OF THE COUNTRY. THE COMPANY ALSO CONTINUES TO DEVELOP THE RECENTLY DISCOVERED MARRAT AND MINAGISH RESERVOIRS, WHICH CONTAIN A LIGHT, HIGH-QUALITY CRUDE. UP TO NOW ALMOST ALL THE COUNTRY'S WELLS HAVE OPERATED WITH NATURAL WATER DRIVE, BUT KPC IS NOW PLANNING AN EXPERIMENTAL WATER-INJECTION PROJECT IN THE IMMENSE BURGAN FIELD, AND IS EVALUATING A PILOT STEAM-INJECTION PROJECT IN NORTHERN KUWAITI FIELDS.

SINCE OIL AND GAS PRODUCTION AND DISTRIBUTION REMAIN A MAJOR SOURCE OF NATIONAL INCOME, KUWAIT IS EXPECTED TO CONTINUE TO SPEND SUBSTANTIALLY ON THE DEVELOPMENT AND MODERNIZATION OF ITS OIL AND GAS SECTOR.

#### B. COMPETITIVE SITUATION

THERE IS NO LOCAL MANUFACTURING INDUSTRY FOR OIL AND GAS FIELD EQUIPMENT OTHER THAN A FEW LOCAL PIPE MANUFACTURERS. U.S. EQUIPMENT DOMINATES THE KUWAIT OIL AND GAS FIELD EXPLORATION, DRILLING, PRODUCTION AND PIPELINE EQUIPMENT MARKETS, WITH THE U.S. MARKET SHARE IN THESE AREAS AMOUNTING TO 54.0 PERCENT OF TOTAL IMPORTS.

THE JAPANESE ARE REGULAR SUPPLIERS OF PIPES, TUBES AND FITTINGS TO KUWAIT. AMERICAN PUMPS AND OTHER OIL AND GAS EQUIPMENT HOWEVER, ARE ACTIVELY SOUGHT AND UTILIZED.

#### C. MARKET ACCESS

THE OIL SECTOR IN KUWAIT IS DOMINATED BY THE GOVERNMENT-OWNED PUBLIC CORPORATION, KUWAIT PETROLEUM CORPORATION (KPC), WHICH SINCE 1979 HAS BEEN SUBJECT TO CENTRAL TENDERS COMMITTEE (CTC) CONTRACTING PROCEDURES. HOWEVER, OIL COMPANIES CAN PURCHASE DIRECTLY FROM FOREIGN SUPPLIERS IF THE PRICE OF THE REQUIRED EQUIPMENT DOES NOT EXCEED USD 20,000, OR IF THE SUPPLIER IS THE SOLE SOURCE OF THE PRODUCT. IF SOLE SOURCE, THERE IS NO MONETARY LIMIT.

IN ALL OTHER INSTANCES, OIL COMPANIES ARE REQUIRED BY LAW TO SEEK BIDS THROUGH PUBLICLY ANNOUNCED TENDERS. INVITATIONS TO TENDER ARE USUALLY ISSUED BY THE CTC AND PUBLISHED PERIODICALLY IN KUWAIT'S OFFICIAL GAZETTE. ONLY LOCAL FIRMS AND REGISTERED AGENTS CAN BID ON THESE TENDERS. FOREIGN FIRMS MUST BE REGISTERED WITH THE VENDOR'S EVALUATION COMMITTEE AT KPC AND BID THROUGH A LOCAL AGENT.



FIRMS WISHING TO REGISTER AS SUPPLIERS TO THE OIL SECTOR SHOULD OBTAIN A QUESTIONNAIRE FROM THE CENTRAL TENDERS COMMITTEE (CTC), COMPLETE AND SUBMIT IT ALONG WITH INFORMATIONAL BROCHURES ABOUT THEIR COMPANY TO THE FOLLOWING:

CENTRAL TENDERS COMMITTEE  
P O BOX 1070 SAFAT  
13011 KUWAIT  
TEL: (965) 2401200  
TLX: 44048 CTC KT  
CONTACT: MR NAYEF AL-MAOSHARJI  
TITLE: SECRETARY GENERAL

THE CTC WILL TRANSFER ALL OF THESE APPLICATIONS TO THE KPC VENDORS EVALUATION COMMITTEE (VEC).

PREQUALIFIED COMPANIES REMAIN REGISTERED INDEFINITELY.

D. TRADE PROMOTION OPPORTUNITIES

OIL AND GAS REGULAR CATALOG EXHIBITION, NOVEMBER - DECEMBER 1989.

MIDDLE EAST OIL SHOW, HELD BIANNUALLY IN MARCH IN BAHRAIN.

E. BEST SALES PROSPECTS

- (718-427) GAS AND OIL FIELD EQUIPMENT AND SERVICES

F. STATISTICAL DATA

(USD MILLIONS)

| -                | 1986 |
|------------------|------|
| PRODUCTION       | NIL  |
| PLUS IMPORTS     | 43.2 |
| LESS EXPORTS     | 3.5  |
| CONSUMPTION      | 39.7 |
| IMPORTS FROM USA | 23.4 |
| EXPORTS TO USA   | 2.22 |

EXCHANGE RATE USED THROUGHOUT IS USD 3.6 EQUALS KD 1.

MARKET SHARE (PERCENT, USA AND MAJOR COMPETITION):

USA 54.16; JAPAN 13.33; UK 6.96; FRANCE 5.16; W. GERMANY 2.96.

NOTE: LATEST STATISTICS AVAILABLE ARE FOR 1986.

SOURCE OF STATISTICS: CENTRAL STATISTICAL OFFICE,  
MINISTRY OF PLANNING, KUWAIT.

## INDUSTRY SECTOR ANALYSIS

COUNTRY : KUWAIT  
INDUSTRY : TEXTILES AND APPAREL  
DATE PREPARED : JULY 1989  
ANALYST : FSN - KAMAL ABU ZAHER

### A. MARKET ASSESSMENT

DESPITE ITS SMALL POPULATION OF 1.8 MILLION, KUWAIT HAS A SIZEABLE MARKET FOR TEXTILES AND APPAREL. ACCORDING TO THE MOST RECENT OFFICIAL FIGURES, KUWAIT'S 1986 IMPORTS IN THIS CATEGORY WERE APPROXIMATELY USD 465 MILLION, USD 175 MILLION FOR TEXTILES AND USD 290 MILLION FOR APPAREL.

KUWAIT HAS ALMOST NO INDIGENOUS CLOTHING MANUFACTURING INDUSTRY AND IMPORTS NEARLY ITS ENTIRE CONSUMPTION. THESE IMPORTS ARE SUBJECT TO A FEW MINOR RESTRICTIONS, AND DEALERS COMPETING FREELY IN A VERY OPEN MARKET.

MEN, WOMEN AND CHILDREN OF ALL AGES IN KUWAIT ARE VERY FASHION CONSCIOUS. DESPITE THE FACT THAT THE MAJORITY OF KUWAITI'S WEAR TRADITIONAL ARAB DRESS, THEY ALSO DEMAND THE LATEST STYLES IN MODERN DRESS FOR TRAVEL, SOCIAL EVENTS, AND SPORTING ACTIVITIES.

THE MAJORITY OF KUWAITI MEN AND CHILDREN USE THE TRADITIONAL ARAB GOWN CALLED DISHDASHAH, WHICH IS TAILORED LOCALLY BUT PRIMARILY IMPORTED IN QUANTITY FROM TAIWAN, SOUTH KOREA, AND CHINA. THE DISHDASHAH CONSISTS OF 3-5 YARDS OF COTTON OR COTTON-SYNTHETIC BLENDS. HOWEVER, WHEN KUWAITIS TRAVEL ABROAD THEY NORMALLY WEAR WESTERN CLOTHING. ARAB WOMEN LIVING IN KUWAIT CAN USUALLY AFFORD TO TRAVEL ABROAD PERIODICALLY, ESPECIALLY TO EUROPE, WHERE THEY PURCHASE HAUTE COUTURE DRESSES, LINGERIE, UNDERWEAR, ETC. FROM TOP FASHION DESIGNERS.

WE ARE ALSO SEEING A GROWING DEMAND HERE FOR UPMARKET AND DESIGNER TOWELS, BEDDING, DRAPERIES AND CURTAINS.

### B. COMPETITIVE SITUATION

THOUGH THE KUWAITI APPAREL AND TEXTILES MARKET IS SMALL BY U.S. STANDARDS, IT HAS GOOD POTENTIAL FOR FUTURE CONTINUED GROWTH AND IS GENERALLY UNRESTRICTED. THE WORLD'S MAJOR FASHION EXPORTING COUNTRIES COMPETE FOR A SHARE OF KUWAIT'S APPAREL MARKET, IN PART BECAUSE ITS GEOGRAPHIC LOCATION MAKES IT AN EXCELLENT DISTRIBUTION POINT IN THE GULF. HOWEVER, IT SHOULD BE NOTED THAT KUWAIT'S TRADITIONAL ROLE AS A TRANSSHIPMENT CENTER HAS DIMINISHED SIGNIFICANTLY AS A RESULT OF THE LONG IRAN/IRAQ WAR.

BUYING DECISIONS IN KUWAIT ARE OFTEN INFLUENCED BY THE FOLLOWING FACTORS:

- TOTAL MERCHANDISE COSTS INCLUDING LABOR AND MATERIALS, CURRENCY EXCHANGE RATE AND TRANSPORTATION COSTS;
- MERCHANDISE STATUS APPEAL INCLUDING STYLE, QUALITY, IMAGE AND PRESTIGE; AND
- ACCESSIBILITY AND SERVICE OF SOURCES INCLUDING DISTANCE, DELIVERY TIME, SUPPLIER RESPONSIVENESS, RELIABILITY AND ESPECIALLY TRADITIONAL AND PERSONAL RELATIONSHIPS.

THE PRINCIPAL SUPPLYING NATIONS AT THIS TIME ARE TAIWAN, CHINA, KOREA, HONG KONG, ITALY AND TURKEY.

COUNTRIES HAVING MOST MERCHANDISE STATUS APPEAL ARE FRANCE, ITALY, UK, AND USA.

MORE EXPENSIVE U.S. MERCHANDISE HAS SUFFERED CONSIDERABLY AGAINST FAR EASTERN COUNTRIES. HOWEVER, U.S. CLOTHING STYLES HAVE POPULAR APPEAL FOR THE YOUNGER GENERATION OF KUWAITIS AND ALSO THE LARGE EXPATRIATE POPULATION WHICH ACTUALLY ENCOMPASSES THE MAJORITY OF THE KUWAITI MARKET. U.S. CLOTHING IS INCREASINGLY BEING SOUGHT BY THE AVERAGE PERSON WHO IS BECOMING MORE FASHION CONSCIOUS AND STATUS ORIENTED EACH YEAR.

#### C. MARKET ACCESS

KUWAIT IS A FAIRLY OPEN MARKET, IMPOSING ONLY A NOMINAL IMPORT DUTY OF 4 PERCENT ON MOST APPAREL. THERE ARE NO MAJOR TRADE OR EXCHANGE RESTRICTIONS EXCEPT FOR A BAN ON PRODUCTS MADE IN OR TRANSITTING ISRAEL AND SOUTH AFRICA.

IMPORT FIGURES INDICATE THAT U.S. MANUFACTURERS SEEM TO LACK INTEREST IN THE KUWAITI MARKET, CONTRARY TO FAR EASTERN AND EUROPEAN PRODUCERS WHO MARKET THEIR PRODUCTS AGGRESSIVELY AND MAINTAIN CONTINUOUS BEFORE AND AFTER SALE CONTACT WITH RETAILERS AND IMPORTERS. THEY ALSO BENEFIT FROM THEIR GEOGRAPHIC PROXIMITY TO THE GULF REGION AND, IN THE CASE OF FAR EASTERN COUNTRIES, RELATIVELY LOW LABOR COSTS. BUT THERE IS NO REAL REASON WHY U.S. APPAREL MAKERS CAN'T EXPLOIT THEIR GROWING STATUS TO PENETRATE AND TAKE AN INCREASING PERCENTAGE OF THE KUWAITI MARKET.

U.S. APPAREL MANUFACTURERS CAN ACHIEVE SUCCESS IN THE KUWAITI MARKET BY:

- REGULAR AND CONTINUED PRESENCE IN THE MARKET,
- FREQUENT PRODUCT EXPOSURE AT TRADE EVENTS AND EXHIBITIONS,
- CARE IN CHOOSING A DISTRIBUTOR, AND
- PROPER MARKET PROMOTION.



D. TRADE PROMOTION OPPORTUNITIES

THERE IS A YEARLY FASHION AND APPAREL TRADE SHOW HELD IN KUWAIT. THIS REPRESENTS A GOOD OPPORTUNITY FOR AMERICAN TEXTILE AND APPAREL MAKERS TO PERSONALLY CONTACT THE GENERAL BUYING PUBLIC AND TO GAIN LOCAL ACCESS.

THE ANNUAL MOTEXHA/CHILDEXPO FOR WOMEN'S AND MEN'S WEAR, FABRICS, HOME TEXTILES, TOYS AND FASHION ACCESSORIES WILL BE HELD FROM 26TH -29TH OCTOBER, 1989, AT THE DUBAI WORLD TRADE CENTER IN DUBAI, UAE. IT IS REGULARLY ATTENDED BY KUWAITI BUYERS.

E. BEST SALES PROSPECTS (SITC INCLUDED):

A. TEXTILES

- (653-500) FABRICS WOVEN FROM NYLON AND OTHER SYNTHETIC FIBERS
- (651-000) TEXTILE YARN & THREAD, OF ALL MATERIALS
- (652-000) COTTON FABRICS, WOVEN
- (653-100) SILK FABRICS
- (653-200) WOOLEN FABRICS, WOVEN
- (655-500) FABRICS WOVEN OF NYLON AND OTHER SYNTHETIC FIBERS
- (656-911) TOWELS MADE FROM TEXTILE MATERIALS
- (656-912) BED LINENS AND TABLE CLOTHS
- (656-919) CURTAINS AND FURNISHING ARTICLES

B. APPAREL

- (841-001) MENS' & BOYS' OUTER GARMENTS
- (841-002) WOMENS', GIRLS' AND INFANTS' OUTER GARMENTS
- (841-003) SHIRTS FOR MEN AND BOYS
- (841-004) SOCKS AND STOCKINGS
- (841-009) ALL TYPES OF CLOTHING, EXCEPT CLOTHING MADE FROM FUR

F. STATISTICAL DATA:

1. TOTAL KUWAIT IMPORTS OF TEXTILES AND APPAREL (VALUE IN USD MILLION)

|          | 1984  | 1986   |
|----------|-------|--------|
| TEXTILES | 355.5 | 174.25 |
| APPAREL  | 358.0 | 287.28 |

NOTE: 1986 OFFICIAL STATISTICS ARE LATEST AVAILABLE .



2. TOTAL U.S. EXPORTS TO KUWAIT (IN USD MILLION)

|           | 1984   | 1985  | 1986  | 1987  |
|-----------|--------|-------|-------|-------|
| TEXTILES  |        |       |       |       |
| - FABRICS | 4.654  | 4.257 | 5.603 | 5.258 |
| - LINENS  | 3.368  | 3.177 | 1.824 | 2.352 |
| - APPAREL | 11.206 | 8.894 | 8 080 | 7.570 |

SOURCE: U.S. FOREIGN TRADE STATISTICS -- EXPORTS, COMMODITY BY COUNTRY; BUREAU OF THE CENSUS

G. CONCLUSION:

DESPITE ITS RELATIVELY SMALL POPULATION, KUWAIT HAS A POTENTIALLY GOOD MARKET FOR U.S. TEXTILE AND APPAREL MANUFACTURERS AND DISTRIBUTORS. KUWAIT'S ANNUAL TEXTILE/APPAREL IMPORTS ARE APPROXIMATELY USD 500 MILLION. ADMITTEDLY, THE U.S. SHARE IN THIS MARKET IS CURRENTLY SMALL (LESS THAN 5 PERCENT), BUT IT CAN BE INCREASED SUBSTANTIALLY IF U.S. EXPORTERS ARE WILLING TO MAKE THE EFFORT.

POST WELCOMES REQUESTS FOR ASSISTANCE FROM ANY U.S. FIRM WILLING TO DO BUSINESS IN THIS MARKET. PERSONAL VISITS BY COMPANY REPS TO HAVE A FIRST HAND LOOK AT THE KUWAITI MARKET ARE HIGHLY RECOMMENDED.



## OPIC PROGRAMS FOR U.S. COMPANIES PARTICIPATING IN THE RECONSTRUCTION OF KUWAIT

### INVESTOR SERVICES

The Overseas Private Investment Corporation is preparing a number of programs designed to inform the U.S. private sector of the contracting and investment opportunities in Kuwait. These outreach programs will commence as soon as information relevant to the reconstruction procedures becomes available.

- o Kuwait Seminar This will be a one day seminar in Washington with briefings from the government of Kuwait, OPIC, and other U.S. government agencies engaged in the reconstruction process. The purpose of the seminar will be to inform participants of the efforts underway, the opportunities available, and the procedures for getting involved in the Kuwaiti reconstruction process.
- o Contractors Mission Preliminary preparations are already underway to lead a mission of U.S. contractors to Kuwait after the termination of hostilities. This mission, to be organized in cooperation with the U.S. Department of Commerce and the Government of Kuwait, will allow U.S. companies to investigate specific investment and contracting opportunities first hand, as well as provide them with direct access to the public and private sector purchasing agents in Kuwait.

To be placed on the mailing list for these programs please write or fax:

John Hereford  
Investment Development Associate  
OPIC  
1615 M Street, N.W.  
Washington, D.C. 20527  
Fax: (202)-223-3514

### FINANCE

Because of Kuwait's high per capita income status, OPIC's finance program for large projects operates on a case by case basis, subject to OPIC Board approval. OPIC also offers a finance program to assist small business contractors in Kuwait.

Small businesses are deemed to be industrial firms having general sales of less than \$142 million and nonindustrial firms having a net worth of less than \$48 million.

- o This program is designed to assist small contractors who have difficulty getting a financial institution to issue standby letters of credit or other instruments used as performance and advance payment guaranties for projects in Kuwait.
- o OPIC will guarantee an eligible bank or other financial institution against all risks for up to 75% of the letter of credit issued on behalf of the contractor in favor of the project owner.

#### CONTRACTORS INSURANCE

Efforts to rebuild the Kuwaiti economy are well under way. As part of the U.S. Government's effort to assist in this process, OPIC offers political risk insurance coverage to American contractors in Kuwait.

OPIC's Contractors and Exporters insurance program can help minimize the risks associated with doing contractor's business in the Gulf region.

- o OPIC can insure against wrongful calling of bid, performance or advance payment guaranties, customs bonds, and other guaranties, usually issued in the form of bank standby letters of credit. OPIC also provides suppliers of goods and services with political risk protection against loss of bank accounts and or damage to physical assets due to politically motivated violence, as well as protection against unresolved contractual disputes with a foreign buyer.
- o Insurance offered under this program can protect a wide range of U.S. companies in such service industries as engineering, drilling, hotel and hospital management, construction, and telecommunications.

#### Employment Information

The list of U.S. Army Corps of Engineers contract awards made on behalf of the Kuwaiti Government for reconstruction projects may be obtained by writing to the:

Public Affairs Office  
U.S. Army Corps of Engineers  
Middle East Division  
P.O. Box 2250  
Winchester, Va. 22601-1450

Individuals seeking employment should obtain the award list and submit resumes to those firms.



March 1991

U.S. Department of Commerce (USDOC) District Offices  
provide the following services (some free, others at nominal cost):

**Export Counseling:** Trade specialists are available at ITA district and branch offices for individualized export counseling.

**Agent Distributor Service (ADS):** A customized search will identify up to six foreign prospects who could handle your business matters overseas.

**American Traders Index (ATI):** Labels with contact person's name and mailing address of American Companies. No phone numbers on printout.

**Foreign Traders Index (FTI):** Background on Companies, address, contact person, sales figures, size of company, products by SIC code.

**Commercial News USA:** This monthly magazine promotes the products or services of U.S. firms to more than 110,000 overseas agents, distributors, government officials, and end-users.

**Comparison Shopping Service:** This custom-tailored service provides firms with key marketing and foreign representation information about their specific products in narrative format as opposed to statistical format.

**Gold Key Service:** A custom-tailored service for U.S. firms planning to visit a country; i.e., market orientation briefings, market research, introductions to potential partners, an interpreter for meetings, and assistance in developing a sound market strategy and an effective follow-up plan.

**Foreign Buyer Program:** USDOC trade shows conducted in the United States, and promoted world-wide, brings together the buyer and seller.

**Trade Opportunities Program (TOP):** TOP provides companies with current sales leads from overseas firms seeking to buy or represent their product or service. The Journal of Commerce prints TOP leads daily and TOP leads are available electronically from USDOC.

**World Traders Data Report (WTDR):** WTDR reports evaluate potential trading partners.

**Overseas Catalog and Video-Catalog Shows:** Companies can gain market exposure for their product or service, without the cost of traveling overseas.

**Overseas Trade Missions:** Officials of U.S. firms can participate in trade missions. USDOC identifies and arranges a full schedule of appointments.

**Overseas Trade Fairs:** USDOC-endorsed trade fairs enable U.S. exhibitors to gain international recognition and enhance their marketing efforts.

**Matchmaker Events:** Such events are short, inexpensive overseas visits matching a U.S. firm with a prospective joint venture partner.

(Please see USDOC district office list on the reverse side.)

DEN-7-2/HANDOUT2



**International Trade Administration/US&FCS District Offices****ALABAMA**

\***Birmingham**—Rm. 302, 2015 2nd Ave. North, Berry Bldg., 35203, (205) 731-1331

**ALASKA**

**Anchorage**—World Trade Center, 4201 Tudor Centre Dr., Suite 319, 99508, (907) 261-4237

**ARIZONA**

**Phoenix**—Federal Bldg. & U.S. Courthouse, 230 North 1st Ave., Rm. 3412, 85025, (602) 379-3285

**ARKANSAS**

**Little Rock**—Suite 811, Savers Fed. Bldg., 320 W. Capitol Ave., 72201, (501) 378-5794

**CALIFORNIA**

**Los Angeles**—Rm. 9200, 11000 Wilshire Blvd., 90024, (213) 209-7104

**Santa Ana**—116-A W. 4th St., Suite #1, 92701, (714) 836-2461

**San Diego**—6363 Greenwich Dr., Suite 145, 92122, (619) 557-5395

\***San Francisco**—Fed. Bldg., Box 36013, 450 Golden Gate Ave., 94102, (415) 556-5860

**COLORADO**

\***Denver**—680 World Trade Center, 1625 Broadway, 80202, (303) 844-3246

**CONNECTICUT**

\***Hartford**—Rm. 610-B, Fed. Office Bldg., 450 Main St., 06103, (203) 240-3530

**DELAWARE**

Serviced by Philadelphia District Office

**DISTRICT OF COLUMBIA**

\***Washington, D.C.**—(Baltimore, Md. District) Rm. 1066 HCHB, Department of Commerce, 14th St. & Constitution Ave., N.W. 20230, (202) 377-3181

**FLORIDA**

**Miami**—Suite 224, Fed. Bldg., 51 S.W. First Ave., 33130, (305) 536-5267

\***Clearwater**—128 North Osceola Ave. 34615, (813) 461-0011

\***Jacksonville**—3100 University Blvd. South, Suite 200A, 32216, (904) 791-2796

\***Orlando**—College of Business Administration, CEBA II, Rm. 346, University of Central Florida, 32802, (407) 648-1608

\***Tallahassee**—Collins Bldg., Rm. 401, 107 W. Gaines St., 32304, (904) 488-6469

**GEORGIA**

**Atlanta**—Suite 310, 4360 Chamblee Dunwoody Rd., 30341, (404) 452-9101

**Savannah**—120 Barnard St., A-107, 31401, (912) 944-4204

**HAWAII**

**Honolulu**—4106 Fed. Bldg., P.O. Box 50026, 300 Ala Moana Blvd., 96850, (808) 541-1782

**IDAHO**

\***Boise** (Portland, Ore. District)—Hall of Mirrors Bldg., 700 W. State St., 2nd fl, Boise, Idaho 83720, (208) 334-3857

**ILLINOIS**

**Chicago**—Rm. 1406 Mid Continental Plaza Bldg., 55 East Monroe St., 60603, (312) 353-4450

\***Palatine**—W.R. Harper College, Algonquin & Roselle Rd., 60067, (312) 397-3000, x2532

\***Rockford**—515 North Court St., P.O. Box 1747, 61110-0247, (815) 987-8123

**INDIANA**

**Indianapolis**—One North Capitol Ave., Suite 520, 46204, (317) 226-6214

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**Minneapolis**—108 Fed. Bldg., 110 S. 4th St., 55401, (612) 348-1638

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**MISSOURI**

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**Kansas City**—Rm. 635, 601 East 12th St., 64106, (816) 426-3141

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**NEW MEXICO**

**Albuquerque (Dallas, Tex District)**—625 Silver SW., 3rd Fl., 87102, (214) 767-0542

**Santa Fe (Dallas, Tex District)**—c/o Economic Develop. and Tourism Dept., 1100 St. Francis Drive, 87503, (505) 827-0264

**NEW YORK**

**Buffalo**—1312 Fed. Bldg., 111 West Huron St., 14202, (716) 846-4191

\***Rochester**—111 East Ave., Suite 220, 14604, (716) 263-6480

**New York**—Fed. Office Bldg., 26 Fed. Plaza, Rm. 3718, Foley Sq., 10278, (212) 264-0634

**NORTH CAROLINA**

\***Greensboro**—324 W. Market St., P.O. Box 1950, 27402, (919) 333-5345

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**OKLAHOMA**

**Oklahoma City**—5 Broadway Executive Park, Suite 200, 6601 Broadway Extension, 73116, (405) 231-5302

\***Tulsa**—440 S. Houston St., 74127, (918) 581-7650

**OREGON**

**Portland**—Suite 242, One World Trade Center, 121 S.W. Salmon St., 97204, (503) 326-3001

**PENNSYLVANIA**

**Philadelphia**—475 Allendale Road, Suite 202, King of Prussia, Pa., 19406, (215) 962-4980

**Pittsburgh**—2002 Fed. Bldg., 1000 Liberty Ave., 15222, (412) 644-2850

**PUERTO RICO**

**San Juan (Hato Rey)**—Rm. G-55 Fed. Bldg., 00918, (809) 766-5555

**RHODE ISLAND**

\***Providence**—(Boston, Massachusetts District) 7 Jackson Walkway, 02903, (401) 528-5104, ext. 22

**SOUTH CAROLINA**

**Columbia**—Strom Thurmond Fed. Bldg., Suite 172, 1835 Assembly St., 29201 (803) 765-5345

\***Charleston**—JC Long Bldg., Rm. 128, 9 Liberty St., 29424, (803) 724-4361

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\***Knoxville**—301 E. Church Ave., 37915, (615) 549-9268

\***Memphis**—The Falls Building, Suite 200, 22 North Front St., 38103, (901) 544-4137

**TEXAS**

\***Dallas**—Rm. 7A5, 1100 Commerce St., 75242-0787, (214) 767-0542

\***Austin**—P.O. Box 12728, 816 Congress Ave., Suite 1200, 78711, (512) 482-5939

**Houston**—2625 Fed. Courthouse, 515 Rusk St., 77002, (713) 229-2578

**UTAH**

**Salt Lake City**—Suite 105, 324 South State St., 84111, (801) 524-5116

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\***Spokane**—West 808 Spokane Falls Blvd., Suite 625, 99201, (509) 353-2922

**WEST VIRGINIA**

**Charleston**—405 Capitol St., Suite 809, 25301, (304) 347-5123

**WISCONSIN**

**Milwaukee**—Fed. Bldg., U.S. Courthouse, Rm. 606, 517 E. Wisc. Ave., 53202, (414) 291-3473

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\*DENOTES REGIONAL OFFICE WITH SUPERVISORY REGIONAL RESPONSIBILITIES

•DENOTES TRADE SPECIALIST AT A BRANCH OFFICE

MBDA

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**Kuwait  
Reconstruction  
Task Force**

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UPDATE

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MINORITY BUSINESS DEVELOPMENT AGENCY  
U.S. DEPARTMENT OF COMMERCE

KUWAIT RECONSTRUCTION DATABANK

Contact: \_\_\_\_\_  
Title: \_\_\_\_\_  
Firm: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone# \_\_\_\_\_ Fax# \_\_\_\_\_

Have you previously done business in:  
Kuwait? Yes \_\_\_\_\_ No \_\_\_\_\_  
Saudi Arabia? Yes \_\_\_\_\_ No \_\_\_\_\_

Is your firm primarily:  
Consulting Engineering \_\_\_\_\_ Architectural \_\_\_\_\_  
or Contractor \_\_\_\_\_ Equipment Supplier \_\_\_\_\_ (what kinds?).....  
Material Supplier \_\_\_\_\_ (what kinds?).....  
Other (please specify) \_\_\_\_\_

On what types of projects have you worked? Please check.

Housing \_\_\_\_\_ Airports, Harbors \_\_\_\_\_  
Hospitals & Schools \_\_\_\_\_  
Water & Sewerage \_\_\_\_\_ Power \_\_\_\_\_  
including Desalination  
Plants.  
Highways, Bridges, Tunnels \_\_\_\_\_ Telecommunications \_\_\_\_\_  
Environmental \_\_\_\_\_ Chemical & \_\_\_\_\_  
Petrochemical  
Oil & Gas \_\_\_\_\_ Other (please specify) \_\_\_\_\_

Please return to:

U.S. Department of Commerce  
Minority Business Development Agency  
Office of Program Development  
Room 5096  
Washington, D.C. 20230

EXCERPTED FROM: COMMERCE BUSINESS DAILY 2/19/91

U.S. Army Corps of Engineers, Middle East/Africa Projects Office,  
P.O. Box 2250, Winchester, VA 22601-1450

**C -- RESTORATION OF THE GOVERNMENT OF KUWAIT MUNICIPAL FACILITIES**

POC Point of Contract, Mr. Roger Thomas. (703-665-3989)  
Contracting Officer, Marsha Rudolph, (703)665-3693 Damage  
Assessment, Planning Studies, Programming Preparation of Final  
Designs and Specifications, Cost Estimates, Construction  
Schedules, Geotechnical Services and Topographic Surveys, and  
other services required to procure competitive construction bids  
for restoration of infrastructure roads, bridges, harbors, piers,  
public buildings, housing complexes, airports, school facilities,  
hospitals facilities, furniture, furnishings, equipment,  
petroleum facilities, cold storage facilities, chemical  
processing facilities, religious facilities, communication  
systems, computer facilities, dams, desalinization water plants,  
fire protection, industrial waste treatment plants, irrigation  
systems, power generation facilities, correctional facilities,  
railroad systems, waterway structures, security systems, and  
utility systems in Kuwait. The Government reserves the right to  
make multiple selections and award more than one contract from  
this announcement, based on Kuwaits Government's requirements.  
the firm's professional capability, and the firm's experience in  
the Middle East and Kuwait country. Award of the proposed  
contract(s) is subject to authorization and funding. The  
proposed contract will be firm fixed price. Title II services  
may be required at the Government's option. Interested firms  
and/or their consultants must have and indicate in their  
submittal (Section 10/11 of SF 254), current or recent design  
experience in profile codes (listed in numerical order):  
002(Aerial Photogrammetry); 005(Airports; Nav aids; Airport  
Lighting; Aircraft Fueling); 006(Airports, Terminals & Hangars,  
Freight Handling); 010(Barracks; Dormitories); 011(Bridges);  
013(Chemical Processing & Storage); 016(Sold Storage;  
Refrigeration; Fast Freeze); 018(Communications Systems; TV;  
Microwave); 019(Computer Facilities; Computer Service);  
021(Construction Management); 023(Cost Estimating); 024(Dams  
(Concrete Arch)) 025(Dams (Earth;Rock); Dikes; Levees);  
026(Desalinization (Process & Facilities)); 029(Education  
Facilities; Classrooms) 036(Fire Protection); 039(Garages;  
Vehicle Maintenance Facilities; Parking Decks); 040(Gas Systems  
(Propane, Natural, Etc.,)) 042(Harbors; Jetties; Piers; Ship  
Terminal Facilities); 046(Highways; Streets; Airfield Paving;  
Parking Lots); 048(Hospital & Medical Facilities); 050(Housing  
(Residential, Multi-Family, Apartments, Condominiums)); 052(  
Industrial Building, Manufacturing Plants); 054(Industrial Waste  
Treatment); 056(Irrigation; Drainage); 059(Landscape



Architecture); 062 Lighting (Exteriors; Streets; Memorials; Athletic Fields, Etc.,)); 072(Office Buildings; Industrial Parks); 074(Ordnance, Munitions, Special Weapons); 076(Petroleum and Fuel (Storage and Distribution)); 077(Pipelines (Cross-Country, Liquid & Gas)); 079(Planning (Site, Installation, and Project)); 083(Power Generation, Transmission, Distribution); 084(Prisons & Corrections Facilities); 092(Rivers, Canals, Waterways, Flood Control); 094(Security Systems, Intruder & Smoke Detection); 095(Seismic Designs & Studies); 096(Sewage Collection, Treatment and Disposal); 097(Soils and Geologic Studies, Foundations); 102(Surveying, Plotting, Mapping, Flood Plain Studies); 104(Storm Water Handling & Facilities); 105(Telephone Systems (Rural; Mobile; Intercom, Etc.,)); 107(Traffic & Transportation Engineering); 111(Utilities (Gas & Steam)); 113(Warehouses and Depots); and 115(Water Supply, Treatment and Distribution). Significant evaluation factors to be considered, in the order of priority, are: (These evaluation factors supersede those listed in Note 62, and will be used to evaluate submittals for this selection). (1) Registered Professionals Architectures and Engineers with technical expertise and recent experience in design of similar facilities; (2) Adequacy of Internal Quality Assurance Plan for Design Management; (3) Staff size (minimum prime firm/JV, 100 persons with distribution of a minimum of 2 professionals in each of the Architectural, Civil, Electrical, Mechanical, and Structural Disciplines) and capability to meet possible accelerated design completion schedules; (4) Specific experience in the design of facilities, systems, and structures listed above; (5) Prior experience in overseas projects for the U.S. Government, preferably in the Middle East and / or Kuwait. (6) Recent experience in the use of the Corps of Engineers Computer Aided Cost Estimating System; and (7) Volume of work previously awarded to the firm(s) by the DOD. Interested firms shall indicate in Block 3 of SF 255, if your business is large or small. A small business is one whose average annual receipts and those of it's affiliates for it's preceding 3 fiscal years does not exceed \$2,500,000. Firms must also indicate, in Section 10 of the SF 255, its internal quality assurance plan for design management, in addition to the dollar value of all DOD awards made to the firm and its affiliated offices during the previous 12 months (do not include consultants). Interested firms desiring consideration shall submit Sf 255 and current Sf 254 postmarked within 30 calendar days of the date of this advertisement. Minority firms and firms utilizing minority firm participation are encouraged to submit. This is not an RFP. NOTE: Evaluation factors listed in Note 62 so not apply for this selection. (0045)



US Army Corps  
of Engineers  
Middle East Division

# News Release

Release No. 91-05

Contact Public Affairs Office

Date 19 Feb 91

Phone (703) 665-3936

SUBJECT: Restoration of The Government of Kuwait Municipal Facilities!!

17. Damage Assessment, Planning, Studies, Programming Preparation of Final Designs and Specifications, Cost Estimates, Construction Schedules, Geotechnical Services and Topographic Surveys, and other services required to procure competitive construction bids for restoration of infrastructure roads, bridges, harbors, piers, public buildings, housing complexes, airports, school facilities, hospitals facilities, furniture, furnishings, equipment, petroleum facilities, cold storage facilities, chemical processing facilities, religious facilities, communication systems, computer facilities, dams, desalinization water plants, fire protection, industrial facilities, industrial waste treatment plants, irrigation systems, power generation facilities, correctional facilities, railroad systems, waterway structures, security systems, and utility systems in Kuwait. The Government reserves the right to make multiple selections and award more than one contract from this announcement, based on Kuwait Government's requirements, the firm's professional capability, and the firm's experience in the Middle East and Kuwait country. Award of the proposed contract(s) is subject to authorization and funding. The proposed contract will be firm fixed price. Title II services may be required at the Government's option. Interested firms and/or their consultants must have and indicate in their submittal (Section 10/11 of SF 254), current or recent design experience in profile codes (listed in numerical order): 002 (Aerial Photogrammetry); 005 (Airports; Navalds; Airport Lighting; Aircraft Fueling); 006 (Airports, Terminals & Hangars, Freight Handling); 010 (Barracks; Dormitories); 011 (Bridges); 013 (Chemical Processing & Storage); 016 (Cold Storage; Refrigeration; Fast Freeze); 018 (Communications Systems; TV; Microwave); 019 (Computer Facilities; Computer Service); 021 (Construction Management); 023 (Cost Estimating); 024 (Dams (Concrete; Arch)); 025 (Dams (Earth; Rock); Dikes; Levees); 026 (Desalinization (Process & Facilities)); 029 (Educational Facilities; Classrooms); 036 (Fire Protection); 039 (Garages; Vehicle Maintenance Facilities; Parking Decks); 040 (Gas Systems (Propane, Natural, Etc.)); 042 (Harbors; Jetties; Pier; Ship Terminal Facilities); 046 (Highways; Streets; Airfield Paving; Parking Lots); 048 (Hospital & Medical Facilities); 050 (Housing (Residential, Multi-Family; Apartments; Condominiums)); 052 (Industrial Buildings, Manufacturing Plants); 054 (Industrial Waste Treatment); 056 (Irrigation; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Streets; Memorials; Athletic Fields, Etc.)); 072 (Office Buildings; Industrial Parks); 074 (Ordnance, Munitions, Special Weapons); 076 (Petroleum and Fuel (Storage and Distribution)); 077 (Pipelines (Cross-Country - Liquid & Gas);

079 (Planning (Site, Installation, and Project)); 083 (Power Generation, Transmission, Distribution); 084 (Prisons & Correctional Facilities); 087 (Railroad; Rapid Transit); 089 (Rehabilitation Buildings, Structures, Facilities); 092 (Rivers; Canals; Waterways; Flood Control); 094 (Security Systems; Intruder & Smoke Detection); 095 (Seismic Designs & Studies); 096 (Sewage Collection, Treatment and Disposal); 097 (Soils and Geologic Studies, Foundations); 102 (Surveying, Plotting, Mapping; Flood Plain Studies); 104 (Storm Water Handling & Facilities); 105 (Telephone Systems (Rural; Mobile; Intercom, Etc.)); 107 (Traffic & Transportation Engineering); 111 (Utilities (Gas & Steam)); 113 (Warehouses and Depots); and 115 (Water Supply, Treatment and Distribution). Significant evaluation factors to be considered, in the order of priority, are:

(1) Registered Professional Architects and Engineers with technical expertise and recent experience in design of similar facilities; (2) Adequacy of Internal Quality Assurance Plan for Design Management; (3) Staff Size (minimum prime firm/JV, 100 persons with distribution of a minimum of 2 professionals in each of the Architectural, Civil, Electrical, Mechanical, and Structural Disciplines) and capability to meet possible accelerated design completion schedules; (4) Specific experience in the design of facilities, systems, and structures listed above; (5) Prior experience in overseas projects for the U.S. Government, preferably in the Middle East and/or Kuwait; (6) Recent experience in the use of the Corps of Engineers Computer Aided Cost Estimating System; and (7) Volume of work previously awarded to the firm(s) by the DOD. Interested firms shall indicate, in Block 3 of SF 255, if your business is large or small. A small business is one whose average annual receipts and those of its affiliates for its preceding 3 fiscal years does not exceed \$2,500,000. Firms must also indicate, in Section 10 of the SF 255, its internal quality assurance plan for design management, in addition to the dollar value of all DOD awards made to the firm and its affiliated offices during the previous 12 months (do not include consultants). Interested firms desiring consideration shall submit SF 255 and current SF 254 postmarked within 30 calendar days of the date of this advertisement appears in the Commerce Business Daily. Minority firms and firms utilizing minority firm participation are encouraged to submit. This is not an RFP. Submit forms to the Middle East/Africa Projects-Office, ATTN: CESAI-ED-PC, P.O. Box 2250, Winchester, VA 22601-1450.



GULF RECONSTRUCTION -- COMMERCIAL INFORMATION

- o The U.S. Government is aggressively assisting U.S. firms in pursuit of commercial opportunities in the Persian Gulf Region, and will continue to do so. Just Kuwait's reconstruction will cost between \$60 billion and \$100 billion, and the Kuwait Government has said U.S. companies will be favored in contracting for the 5-year rebuilding program.
- o The Kuwaitis have a two-stage reconstruction plan. In the first 90 days, the focus will be on emergency relief and damage assessment; food, water, medicine and communications will be highlighted. Hundreds of contracts for this phase have already been signed, worth over \$500 million, of which some 70% has gone to U.S. companies.
- o The second phase of the Kuwaiti plan will be for the next 90 days and will include detailed damage assessment and design work. The Kuwaiti oil sector has been hard hit; its reconstruction is being directed by the Kuwait Oil Company office in London. Bechtel Corporation has been selected as the program manager of the oil sector restoration. Intensive rebuilding will go on for years, and is likely to be financed by Kuwaiti assets and reserves in foreign banks, and by restored oil revenues.
- o The U.S. Army has two groups assisting the Kuwaitis. An Army Civil Affairs group called Kuwait Task Force Enterprises is on the ground in Kuwait now, and is helping to organize contracting. Also, the Army Corps of Engineers has been given a \$46 million contract by the Kuwaiti Government to direct the initial stages of damage assessment and rebuilding design.
- o The Department of Commerce has established the Gulf Reconstruction Center to serve as an information clearinghouse for businesses, who can call the Center at 202-377-5767 or 5737 for assistance and counselling. The Secretary of Commerce is activating the Trade Promotion Coordinating Committee, to harness all U.S. Government agencies' reconstruction efforts and direct them toward a goal of trade promotion. Commerce Department officials are located in most U.S. commercial centers and in several Gulf cities, to provide a network of experienced professionals at the service of U.S. businesses.
- o At least initially, entry into Kuwait will be strictly limited, to avoid overtaxing basic services and the local infrastructure. As soon as safe and practicable, U.S. diplomatic, consular and commercial personnel will be able to assist travellers to the area; trade missions will be organized so that U.S. industry can bring its capabilities directly to the attention of Gulf governments.





FOR FURTHER INFORMATION, PLEASE CONTACT:

Counselling and Referral Services 202-377-5767  
Gulf Reconstruction Center  
U.S. Department of Commerce

Companies may want to use this contact list for assistance tailored to individual industry sectors:

U.S. Department of Commerce - International Trade Administration offices:

Capital Goods & International Construction.....202-377-5023  
Services.....202-377-5261  
Aerospace.....202-377-8231  
Basic Industries.. .....202-377-0614  
Science & Electronics.....202-377-3548

For other information related to Gulf reconstruction, please call:

Army Corps of Engineers (703) 665-3798  
Winchester, Virginia  
Architecture/engineering: Gary Kula (703) 665-3798  
Construction: Cecil Hutchinson (703) 665-3632  
Supply firms: Pam Friestad (703) 665-3683

Department of State  
Economic & Business (202) 647-1942  
Travel Advisory (202) 647-0900

Overseas Private Investment Corp. (OPIC)  
(for finance and insurance for U.S. companies wanting to do business in the Gulf)  
Washington, D.C.  
202-457-7056

Kuwait Emergency Recovery Office  
1510 H Street, N.W.  
Washington, D.C. 20005

Kuwait Petroleum Company, London  
071-491-4000 (FAX) 071-493-7996



Employment Information

The list of U.S. Army Corps of Engineers contract awards made on behalf of the Kuwaiti Government for reconstruction projects may be obtained by writing to the:

Public Affairs Office  
U.S. Army Corps of Engineers, Middle East Division  
P.O.Box 2250  
Winchester, Va 22601-1450

Individuals seeking employment should obtain the award list and submit resumes to the firms holding contracts for work in Kuwait.

The Bechtel Corporation is hiring data processors, engineers, administrative staff and contract managers. Resumes should be submitted to:

Bechtel Corporation  
P.O.Box 193965  
San Francisco, CA 94119  
Attn: Employment Department

Other firms that have contracts for equipment supply or work in Kuwait Include:

|                        |                        |
|------------------------|------------------------|
| General Motors         | Vehicles               |
| Ford                   | Vehicles               |
| Chrysler               | Vehicles               |
| Mitel Corp.            | Telecommunications     |
| LaFrance Equipment     | Fire Trucks            |
| Kemet                  | Public-Health Supplies |
| Raytheon               | Airport Equipment      |
| FMC Corp.              | Heavy Equipment        |
| Caterpillar            | Heavy Equipment        |
| Motorola               | Telecommunications     |
| Waste Management, Inc. | Waste Removal          |

For other job opportunity information, the U.S. Department of Labor recommends calling the state employment office in your home town. (The number can be found in the state government listing in your phone book.)

As American companies get contracts to rebuild Kuwait, they will let your local employment office know if they are hiring people to go the Gulf or to work here in the States as replacements for others that have gone.

The Sunday New York Times and the daily Wall Street Journal will also list many employment opportunities.

2/28/91





UNITED STATES DEPARTMENT OF COMMERCE  
 International Trade Administration  
 Washington D C 20230

Room H2039

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|                        |                        |
|------------------------|------------------------|
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| Ford                   | Vehicles               |
| Chrysler               | Vehicles               |
| Mitel Corp.            | Telecommunications     |
| LaFrance Equipment     | Fire Trucks            |
| Kemet                  | Public-Health Supplies |
| Raytheon               | Airport Equipment      |
| FMC Corp.              | Heavy Equipment        |
| Caterpillar            | Heavy Equipment        |
| Motorola               | Telecommunications     |
| Waste Management, Inc. | Waste Removal          |

Further Contracts awarded by the U.S. Army Corps of Engineers:

|   |  |
|---|--|
| American Dredging Company                                       | marine surveys                             |
| Al Harbi Trading & Contracting Co., Ltd. (Riyadh, Saudi Arabia) | paving airport runways and paving roadways |
| Blount, Inc. (Montgomery, AL)                                   | electrical repair work                     |
| Brown and Root, Inc. (Houston, TX)                              | repairs to public buildings                |

-over-



For other job opportunity information, the U.S. Department of Labor recommends calling the state employment office in your home town. (The number can be found in the state government listing in your phone book.) As American companies get contracts to rebuild Kuwait, they will let your local employment office know if they are hiring people to go to the Gulf or to work here in the States as replacements for others that have gone.

The Sunday New York Times and the daily Wall Street Journal will also list many employment opportunities.

#### Contracts for Oil Workers

Aramco Services  
9009 W. Loop So.  
Houston, TX 77096  
713/432-4000  
713/432-5042 fax  
Doug Dicker - Contractor Services  
Dave Beyers - "  
Bea Stong - Technical Services (Communications and Engineering)

#### U.S. Companies doing Business in the Middle East

Individuals seeking names and addresses of U.S. firms doing business in the Middle East may be able to obtain this information from a public library. A good source for lists of construction companies with operations overseas in the Engineering News Record.

The public library also has a book entitled, Directory of American firms Operating in Foreign Countries. Sections of this book can be purchased for a \$5-\$25 fee from:

Uniworld Business Publications  
50 E. 42nd St.  
Suite 509  
New York, NY 10017-5480  
Tel: 212/697-4999

3/5/91

DEN-7-2/JOB





1615 M Street, N.W.  
Washington, D.C. 20527  
(202) 457-8210  
FAX (202) 331-4204

OPIC PROGRAMS FOR U.S. COMPANIES PARTICIPATING  
IN THE RECONSTRUCTION OF KUWAIT

INVESTOR SERVICES

OPIC is preparing a number of programs designed to inform the U.S. private sector of the contracting and investment opportunities in Kuwait.

- o Kuwait Seminar This will be a one day seminar in Washington with briefings from the government of Kuwait, OPIC, and other U.S. government agencies engaged in the reconstruction process. The purpose of the seminar will be to inform participants of the efforts underway, the opportunities available, and the procedures for getting involved in the Kuwaiti reconstruction process.
  
- o Contractors Mission Preliminary preparations are already underway to lead a mission of U.S. contractors to Kuwait after the termination of hostilities. This mission, to be organized in cooperation with the U.S. Department of Commerce and the Government of Kuwait, will allow U.S. companies to investigate specific investment and contracting opportunities first hand, as well as provide them with direct access to the public and private sector purchasing agents in Kuwait.

To be placed on the mailing list for these programs please write or phone:

John Hereford  
Investment Development Associate  
OPIC  
1615 M Street, N.W.  
Washington, D.C. 20527  
(202) 457-8210

FINANCE

OPIC offers a finance program to assist small business contractors in Kuwait. Small businesses are deemed to be industrial firms having general sales of less than \$142 million and nonindustrial firms having a net worth of less than \$48 million.

- o This program is designed to assist small contractors who have difficulty getting a financial institution to issue standby letters of credit or other instruments used as performance and advance payment guaranties for projects in Kuwait.
- o OPIC will guarantee an eligible bank or other financial institution against all risks for up to 75% of the letter of credit issued on behalf of the contractor in favor of the project owner.

#### CONTRACTORS INSURANCE

Efforts to rebuild the Kuwaiti economy are well under way. As part of the U.S. Government's effort to assist in this process, OPIC offers political risk insurance coverage to American contractors in Kuwait.

OPIC's Contractors and Exporters insurance program can help minimize the risks associated with doing contractor's business in the Gulf region.

- o OPIC can insure against wrongful calling of bid, performance or advance payment guaranties, customs bonds, and other guaranties, usually issued in the form of bank standby letters of credit. OPIC also provides suppliers of goods and services with political risk protection against loss of bank accounts and or damage to physical assets due to politically motivated violence, as well as protection against unresolved contractual disputes with a foreign buyer.
- o Insurance offered under this program can protect a wide range of U.S. companies in such service industries as engineering, drilling, hotel and hospital management, construction, and telecommunications.

If you have questions regarding these or any other OPIC programs, please write or phone:

Information Officer  
 OPIC  
 1615 M Street, N.W.  
 Washington, D.C 20527  
 Tel: (202) 457-7087

U.S. TRADE WITH NEAR EAST/NORTH AFRICAN COUNTRIES

1988, 1989, 1990

(In millions of dollars)

|                    | U.S. Exports<br>(Including reexports) |          |          | U.S. General Imports |          |          |
|--------------------|---------------------------------------|----------|----------|----------------------|----------|----------|
|                    | 1988                                  | 1989     | 1990     | 1988                 | 1989     | 1990     |
| Total Area         | 14,541.3                              | 15,064.8 | 15,017.0 | 14,845.3             | 17,444.9 | 21,862.4 |
| % of U.S. Total    | 4.5                                   | 4.1      | 3.8      | 3.4                  | 3.7      | 4.4      |
| Arab Countries     |                                       |          |          |                      |          |          |
| Near East          | 7,541.6                               | 8,255.3  | 7,778.0  | 9,404.9              | 11,894.0 | 15,360.0 |
| Bahrain            | 280.6                                 | 488.7    | 718.4    | 110.0                | 79.8     | 80.7     |
| Iraq               | 1,156.1                               | 1,173.5  | 731.8    | 1,605.4              | 2,408.3  | 3,014.5  |
| Jordan             | 372.8                                 | 380.7    | 309.1    | 13.2                 | 8.6      | 11.5     |
| Kuwait             | 690.3                                 | 855.0    | 400.7    | 506.8                | 975.0    | 569.9    |
| Lebanon            | 123.4                                 | 93.4     | 98.1     | 42.1                 | 30.6     | 24.3     |
| Oman               | 129.6                                 | 169.6    | 162.8    | 82.2                 | 117.0    | 291.9    |
| Qatar              | 98.7                                  | 100.7    | 114.7    | .6                   | 50.4     | 52.8     |
| Saudi Arabia       | 3,799.2                               | 3,576.0  | 4,034.8  | 6,236.9              | 7,181.3  | 9,974.3  |
| Syria              | 88.5                                  | 91.5     | 98.2     | 42.1                 | 98.2     | 52.1     |
| UAE                | 710.5                                 | 1,239.6  | 998.2    | 616.2                | 685.0    | 888.5    |
| Yemen              | 85.5                                  | 78.7     | 111.2    | 129.8                | 258.9    | 399.5    |
| Arab Countries     |                                       |          |          |                      |          |          |
| North Africa       | 3,685.1                               | 3,926.5  | 3,872.0  | 2,363.2              | 2,217.2  | 3,182.8  |
| Algeria            | 732.6                                 | 758.5    | 947.7    | 1,972.2              | 1,836.4  | 2,645.3  |
| Morocco            | 428.0                                 | 398.0    | 497.0    | 102.1                | 98.3     | 109.1    |
| Libya              | --                                    | --       | --       | --                   | --       | --       |
| Tunisia            | 184.8                                 | 160.0    | 178.5    | 46.0                 | 56.0     | 32.0     |
| Egypt              | 2,339.7                               | 2,610.0  | 2,248.8  | 242.9                | 226.5    | 396.4    |
| Non-Arab Countries |                                       |          |          |                      |          |          |
| Near East          | 3,320.6                               | 2,890.7  | 3,367.0  | 3,076.3              | 3,333.7  | 3,319.6  |
| Iran               | 73.1                                  | 60.0     | 166.5    | 8.3                  | 8.6      | 7.0      |
| Israel             | 3,247.5                               | 2,830.7  | 3,200.3  | 3,068.0              | 3,325.1  | 3,312.6  |

Including Special Category Commodities

Exports - f.a.s.  
Imports - customs

Source: U.S. Department of Commerce  
Compiled by: Bureau of the Census  
Office of the Near East  
February 20, 1991

## KUWAIT: Telecommunications Market Summary

All telecommunications services in Kuwait are under the control of the Ministry of Communications. Services include telephone, cable, telex, facsimile, radio fax, videotext and data bank, and are provided through various facilities which are constantly being upgraded and expanded.

There is one main telecommunications center that was built in the seventies, boosted by six regional telecommunications centers in various areas of Kuwait. A huge telecommunications tower is currently under construction and once completed, will be the third highest telecommunications tower in the world.

There are 24 telephone exchanges covering various areas in Kuwait. The total capacity of these is 461,600 lines. Currently the demand is for electronic exchanges.

The three earth satellite stations in Kuwait were built in 1969, 1977, and 1981 respectively. They operate either with the Indian Ocean satellite or with the Atlantic Ocean satellite. They transmit using 2-3 transmitters for telephone and television services with a total capacity of 1,160 telephone channels and six television channels.

Another maritime earth station affords ship-to-shore telecommunications using five telephone circuits, 22 telex circuits and two safety circuits.

Kuwait also has a fourth earth station for telecommunications via the Arab satellite (Arabsat).

The best prospects in the telecommunications sector in Kuwait include: electronic digital telephone exchanges, microwave links, and fiber optics.

While figures are not available, it is estimated that the Kuwaiti telecommunications market represents some \$25 million annually.

Current or major projects and development plans in the telecommunications sector, according to the American Embassy in Kuwait, include: electronic telephone exchanges for several areas in Kuwait, pulse code modular system and digital microwave, the new telecommunications tower building, optical fiber links as part of integrated digital communications system (2,300 km linking 16 telephone exchanges), improvement to underground cable in Kuwait city, installation and maintenance of telephone cables in areas not covered by the improvement program, telecommunications network monitoring service, computerised central control system for telephone network (deferred until later in 1989), Kuwait-Saudi Arabia coaxial cable, modernization of the telecommunications network for the Ministry of Interior, and fiber optic submarine cable between Kuwait and Bahrain.



Table 11--Kuwait: Leading U.S. Total exports, F.a.s. value  
(Thousands of dollars)

| HS commodity  | Time period | 1989    | 1990    |
|---|-------------|---------|---------|
| Total all commodities.....  |             | 854,968 | 400,685 |
| 2402200000--Cigarettes containing tobacco.....                      |             | 42,842  | 31,844  |
| 8703240075--Pass veh, spark ign, nesol, new, >3000 cc & >6cylindr   |             | 154,488 | 28,277  |
| 8803300050--Parts, nesol, of airplanes or helicopters, nesol.....   |             | 29,147  | 22,624  |
| 8703230090--Vehicles, nesol, used, eng exc 1500, not exc 3000 cc..  |             | 29,167  | 18,919  |
| 9880004000--U.S. low value estimate.....                            |             | 0       | 8,586   |
| 8703240090--Pass mtr veh, spark ign, over 3000 cc, used.....        |             | 17,591  | 7,376   |
| 8703240060--Pass veh, spark ign, nesol, new, >=3000 cc, 6cyl.....   |             | 23,764  | 6,659   |
| 8471910030--Digitl proc unit w storage, input or output, color crt  |             | 692     | 6,515   |
| 8431434000--Pts of offshore drilling and production platforms..     |             | 1,853   | 5,697   |
| 8708990050--Parts and accessories, nesol, for vehicles, nesol.....  |             | 10,144  | 5,574   |
| 8409914000--Parts f spark ign eng f rd tr, bus, auto or trucks..    |             | 8,252   | 5,549   |
| 5703200000--Carpets, etc, nylon/othr polyamides, tuftd, w/n mde-up  |             | 4,608   | 5,064   |
| 3815110000--Supported catalysts w nickel/nickel compound etc..      |             | 532     | 4,901   |
| 8708402000--Gear boxes and parts for vehicles of heading 8703..     |             | 2,858   | 4,628   |
| 7306201500--Casing of iron or nonalloy steel nt smls, nesol...      |             | 0       | 4,609   |
| 9801100000--Value of repair/alter articles previous imported..      |             | 6,663   | 4,017   |
| 4011100010--Radial tires of a kind used on motor cars.....          |             | 3,239   | 3,950   |
| 8431438010--Pts of oil & gas field mach, nesol, of subhd 8430.49    |             | 5,554   | 3,782   |
| 9809000000--Shipments under \$10,001, ntk.....                      |             | 3,575   | 3,374   |
| 1005902000--Corn (maize) yellow dent, except seed.....              |             | 11,479  | 3,288   |
| 8703330090--Pass mtr veh, diesel eng, over 2500 cc, used.....       |             | 3,465   | 3,220   |
| 8415900000--Parts, nesol, of air conditioning machines.....         |             | 4,810   | 3,169   |
| 5701900000--Carpets both tex floor covr, oth tex materials, knott   |             | 1,886   | 3,063   |
| 8431390050--Parts of oil and gas field machinery.....               |             | 2,794   | 2,752   |
| 8703220000--Pass mtr veh, spark ign eng, >1000cc but <=1500cc..     |             | 2,967   | 2,668   |
| 4412195010--Plywd one outer ply douglas fir both softwd, nesol      |             | 0       | 2,664   |
| 3303000000--Perfumes and toilet waters.....                         |             | 3,151   | 2,654   |
| 8803300010--Parts, nesol, of airplanes or helicopters for civil..   |             | 4,563   | 2,564   |
| 8415820065--Air cond mach incorporating a refrig unit, nesol..      |             | 3,555   | 2,504   |
| 8708401000--Gear boxes, parts, subhd 8701.20, hdg 8702 or 8704..... |             | 1,205   | 2,448   |
| 0402210000--Mlk/cream cnctrd nt swtn pvd/oth solids ov 1.5x fat     |             | 4,476   | 2,320   |
| 8414308060--Compressors, ref & a/c, exc ammonia, exc 1 n/exc 3hp    |             | 1,575   | 2,308   |
| 8703230020--Vehicles, nesol, new, eng exc 1,500, exc 3,000cc<=4cyl  |             | 436     | 2,184   |
| 8414308070--Compressors, ref & a/c, exc ammonia, exc 3 n/exc 10hp   |             | 3,154   | 1,809   |
| 8703230060--Vehicles, nesol, new, eng exc >1500<=3000cc, >4<= 6cyl  |             | 13,972  | 1,779   |
| 8704310040--Truck, sprk ign eng, gvwt >2.5 but <= 5 m tons.....     |             | 7,940   | 1,741   |
| 2106907000--Edible preparations, not canned or frozen, nesol..      |             | 2,250   | 1,637   |
| 0402290000--Mlk & crm, cntd, swtd, powdr/solids, over 1.5x fat..    |             | 605     | 1,559   |
| 8421230000--Oil or fuel filters for internal combustion engine      |             | 97      | 1,469   |
| 6208220000--H/g nightdresses & pajamas manmade fibers, not kt..     |             | 1,259   | 1,449   |
| 7606920050--Oth nonrect plts wth ntrp alum alyc ov 6.3mm thck       |             | 3,809   | 1,431   |
| 8474900020--Parts of mach for crushing or grinding minerals...      |             | 30      | 1,415   |

Source: Compiled from official statistics of the U.S. Department of Commerce.  
Top 70 commodities sorted by Total exports, F.a.s. value in 1990.

| HS commodity   | Time period: |         |
|--|--------------|---------|
|  | 1989         | 1990    |
| 8708390000--Brakes and servo-brakes, parts, of 8701,8705.....      | 2,425        | 1,311   |
| 7013390000--Other table or kitchen glassware nesol.....            | 1,852        | 1,280   |
| 3815190000--Supported catalysts, nesol.....                        | 14           | 1,241   |
| 0207410000--Chicken cuts and edible offal (ex livers), frozen.     | 1,843        | 1,236   |
| 8708915000--Radiators for vehicles, nesol.....                     | 1,092        | 1,230   |
| 8473300000--Parts & accessories for adp machines & units.....      | 1,707        | 1,215   |
| 6815990000--Oth articles of stone or oth min substances nesol..    | 616          | 1,195   |
| 8471200030--Digital adp mch w cpu & input/output unt, color crt    | 852          | 1,188   |
| 8544592080--Insulated electric conductors nesol of copper.....     | 0            | 1,178   |
| 9403100040--Metal furniture of a kind used in office, nesol...     | 1,390        | 1,164   |
| 8414902090--Parts of compressors, nesol.....                       | 2,454        | 1,162   |
| 8421290020--Oil-separation equipment.....                          | 3            | 1,154   |
| 0710900000--Vegetables mixtures, raw/cooked by boiling, frozen     | 930          | 1,151   |
| 8529905000--Parts, nesol, of apparatus in headings 8525 to 852     | 5,047        | 1,149   |
| 8708290050--Pts and accessories, nesol, of bodies hdg 8701,8705.   | 9,341        | 1,143   |
| 8703330030--Motor homes with diesel engine, ov 2500 cc.....        | 2,426        | 1,142   |
| 8703230075--Vehicles, nesol, new, eng >1500, <=3000cc, >6 cylind   | 1,188        | 1,122   |
| 8415100080--Air-cond, wind/wall, self-contain 4.98 kw/hr or >....  | 3,086        | 1,107   |
| 8471910090--Digita proc unt w storage, inpt or outpt unt, w/o crt  | 1,132        | 1,085   |
| 8418100040--Refrig-freez comb, sep ext drs, comp, vol 382 liters & | 2,482        | 1,042   |
| 8703230010--Pass veh, spark ign, nesol, new, >3000 cc & >6 cylindr | 0            | 1,037   |
| 8703210000--Pass mtr veh, spark ign eng, not ov 1,000 cc.....      | 2,421        | 1,021   |
| 8413919500--Parts, nesol, of pumps for liquids.....                | 1,932        | 988     |
| 7304208000--Oil well drill pipe, of alloy steel.....               | 161          | 962     |
| 0802120000--Almonds, fresh or dried, shelled.....                  | 2,375        | 951     |
| 8302300000--Oth bs metl mountngs fttngs etc for motor vehicles     | 3,823        | 939     |
| 9306304050--Empty cartridge shells, nesol.....                     | 1,826        | 905     |
| 8471200090--Digital adp mch w cpu & input/output unt, w/o crt.     | 853          | 887     |
| Total of items shown.....  | 477,716      | 265,222 |
| Total other.....   | 377,252      | 135,463 |

Source: Compiled from official statistics of the U.S. Department of Commerce.  
Top 70 commodities sorted by Total exports, F.a.s. value in 1990.

Table 11--Kinwatt: Leading U.S. Domestic exports, F.a.s. value  
(Thousands of dollars)

| HS commodity  | Time period: | 1985    | 1986    | 1987    | 1988    | 1989    |
|---|--------------|---------|---------|---------|---------|---------|
| Total all commodities.....                                      |              | 484,146 | 628,258 | 475,854 | 650,398 | 841,146 |
| 8703240075--Pass veh,spark ign,nesol,new, >3000 cc & >6cylindr  |              | 10,668  | 15,504  | 30,654  | 45,412  | 141,146 |
| 2402200000--Cigarettes containing tobacco.....                  |              | 34,812  | 34,699  | 35,813  | 40,996  | 41,146  |
| 8704225060--Truck, diesel eng, gvw >12 but =< 15 metric tons.   |              | 0       | 1       | 1       | 30      | 31      |
| 8803300050--Parts,nesol,of airplanes or helicopters,nesol.....  |              | 5,669   | 2,980   | 2,614   | 2,795   | 21,146  |
| 8703230090--Vehicles,nesol,used,eng exc 1500,not exc 3000 cc..  |              | 212     | 240     | 3,787   | 14,874  | 21,146  |
| 8704225080--Truck, diesel eng, gvw >15 but =<20 metric tons...  |              | 0       | 1       | 1       | 30      | 21,146  |
| 8703240060--Pass veh,spark ign,nesol,new,>3000 cc, 6cyl.....    |              | 12,192  | 17,719  | 35,034  | 51,899  | 21,146  |
| 8703240090--Pass mtr veh, spark ign, over 3000 cc, used.....    |              | 141     | 160     | 2,524   | 9,916   | 11,146  |
| 8703230060--Vehicles,nesol,new,eng exc >1500<=3000cc,>4<= 6cyl  |              | 1,562   | 530     | 4,809   | 6,579   | 11,146  |
| 1005902000--Corn (maize) yellow dent, except seed.....          |              | 5,110   | 8,400   | 6,677   | 6,849   | 11,146  |
| 9880000000--Estimat of under \$1501 data.....                   |              | 3,742   | 4,912   | 5,562   | 7,782   | 11,146  |
| 8502300000--Generating sets, etc, nesol.....                    |              | 0       | 0       | 0       | 0       | 11,146  |
| 8708990050--Parts and accessories,nesol,for vehicles,nesol..... |              | 3,155   | 2,573   | 2,348   | 3,063   | 9,146   |
| 8803909050--Parts,nesol,of goods,nesol,of heading 8801 or 8801  |              | 5,669   | 2,980   | 2,614   | 2,795   | 9,146   |
| 8708290050--Pts and accessories,nesol,of bodies hdg 8701,8705.. |              | 3,155   | 2,573   | 2,348   | 3,063   | 9,146   |
| 1001902000--Wheat and meslin, except seed, nesol.....           |              | 0       | 0       | 0       | 0       | 9,146   |
| 8409914000--Parts f spark ign eng f rd tr, bus, auto or trucks  |              | 3,609   | 3,954   | 4,297   | 7,179   | 8,146   |
| 8706002060--Chassis fitted with engines for veh, head 8705....  |              | 0       | 7       | 0       | 0       | 7,146   |
| 8704310040--Truck, sprk ign eng, gvw >2.5 but =< 5 m tons.....  |              | 12,881  | 8,938   | 26,793  | 33,742  | 7,146   |
| 7303000030--Soli pipe of cast iron.....                         |              | 9,671   | 16,967  | 21      | 7,230   | 7,146   |
| 7801100000--Value of repair/alter articles previous imported..  |              | 915     | 1,089   | 1,842   | 4,043   | 6,146   |
| 8703240050--Pass veh,spark ign, nesol, new, > 3000 cc,&<=4 cyl  |              | 7,315   | 10,631  | 21,020  | 31,139  | 6,146   |
| 4801000000--Newsprint, in rolls or sheets.....                  |              | 0       | 0       | 0       | 5,572   | 5,146   |
| 8431438010--Pts of oil & gas field mach,nesol,of subhd 8430,49  |              | 11,814  | 12,842  | 8,687   | 7,132   | 5,146   |
| 8529905000--Parts, nesol, of apparatus in headings 8525 to 8525 |              | 1,047   | 207     | 304     | 1,439   | 5,146   |
| 8415900000--Parts, nesol, of air conditioning machines.....     |              | 1,836   | 1,705   | 1,021   | 2,251   | 4,146   |
| 5703200000--Carpets,etc,nylon/othr polyamides,tuftd,w/n mde-up  |              | 9,362   | 7,687   | 5,897   | 9,041   | 4,146   |
| 8803300010--Parts,nesol,of airplanes or helicopters for civil.. |              | 9,861   | 6,667   | 11,451  | 8,686   | 4,146   |
| 0402210000--Mlk/cream cnctrd nt swtn pwd/oth solids ov 1.5X fat |              | 0       | 0       | 0       | 409     | 4,146   |
| 8411917010--Parts of turbojet & turbopropeller a/c eng,civil..  |              | 0       | 1       | 58      | 0       | 3,146   |
| 8302300000--Oth bs metl mountngs ftngs etc for motor vehicles   |              | 302     | 2,783   | 3,062   | 1,814   | 3,146   |
| 7606920050--Oth nonrect plts slts strp alum alys ov 6.3mm thck  |              | 0       | 0       | 0       | 0       | 3,146   |
| 8703900000--Passenger motor vehicles, nesol.....                |              | 649     | 1,289   | 1,987   | 7,766   | 3,146   |
| 1201000040--Soybeans, whether or not broken, ex seed for young  |              | 3,731   | 2,969   | 5,732   | 4,115   | 3,146   |
| 3815900000--Reaction Initiators & accelerators, etc, nesol....  |              | 853     | 560     | 26      | 3,085   | 3,146   |
| Total of items shown.....                                       |              | 159,935 | 171,570 | 226,984 | 330,727 | 529,146 |
| Total other.....  |              | 324,210 | 456,688 | 248,869 | 319,671 | 314,146 |

Note: 1983-88 data are estimated.

Note: Compiled from official statistics of the U.S. Department of Commerce.  
Top 35 commodities sorted by Domestic exports, F.a.s. value in 1989.

Table 11--Kuwait: Leading U.S. General Imports, Customs value  
(Thousands of dollars)

| commodity   | Time period: | 1985    | 1986    | 1987    | 1988    | 1989    |
|---|--------------|---------|---------|---------|---------|---------|
| all commodities.....  |              | 183,972 | 266,943 | 521,490 | 463,579 | 974,760 |
| 9002000--Crude petroleum testing 25 degrees api or more....   |              | 15,710  | 71,153  | 312,438 | 366,469 | 932,843 |
| 0001530--Jet motor fuel, kerosene-type.....                   |              | 0       | 0       | 0       | 0       | 10,568  |
| 4100000--Anhydrous ammonia.....                               |              | 0       | 0       | 0       | 0       | 9,128   |
| 0001515--Unleaded gasoline.....                               |              | 0       | 0       | 0       | 0       | 6,881   |
| 3110000--Petroleum coke, not calcined.....                    |              | 0       | 0       | 0       | 0       | 3,888   |
| 1001035--Products of u.s. returned after being export, nesol  |              | 3,373   | 9,370   | 18,888  | 23,778  | 3,018   |
| 1130010--Butanes liq min pur of 90 liq vol pct.....           |              | 0       | 419     | 302     | 139     | 2,268   |
| 1120010--Propane, liq, min pur 90 liq volm percent.....       |              | 0       | 749     | 88      | 112     | 1,497   |
| 0000550--Other fuel oils under 25 degrees api nesol.....      |              | 0       | 0       | 0       | 0       | 1,292   |
| 6130020--Shrimps and prawns, shell-on, frozen.....            |              | 2,522   | 770     | 1,589   | 797     | 529     |
| 0000520--Heavy fuel oils under 25 degrees api.....            |              | 0       | 0       | 0       | 0       | 509     |
| 4624055--Women's shorts of cotton, not knit.....              |              | 0       | 0       | 0       | 0       | 454     |
| 9950000--Estimate of low valued items.....                    |              | 71      | 94      | 127     | 135     | 293     |
| 2390050--Diam exc ind wrkd nt st o string weighng ovr 0.5 ct  |              | 0       | 0       | 0       | 0       | 224     |
| 4622030--Women's shorts of cotton, knit.....                  |              | 0       | 0       | 0       | 0       | 195     |
| 3003000--Perfumes and toilet waters containing alcohol.....   |              | 0       | 0       | 46      | 405     | 122     |
| 3115000--Slvr jewelry etc val ov \$18 per doz pcs.....        |              | 18      | 50      | 0       | 2       | 111     |
| 6303010--Women's blouses cotton with >=2 color warp, nt kn.   |              | 0       | 2       | 23      | 1       | 99      |
| 6303040--Hom blaes cot nesol <36X by wgt of flx flb n k/crc   |              | 0       | 0       | 0       | 0       | 83      |
| 9000000--Containers for one or more modes of transport.....   |              | 0       | 0       | 0       | 0       | 79      |
| 1903000--Parts of telephone sets.....                         |              | 0       | 0       | 0       | 0       | 72      |
| 2002000--Articles for exhibition to encourage agr arts, etc.. |              | 0       | 0       | 0       | 0       | 60      |
| 3304000--Parts of adp mach and units not incorporating crt.   |              | 63      | 106     | 26      | 19      | 60      |
| 9900050--Coin (except gold coin) nesol.....                   |              | 0       | 0       | 0       | 0       | 52      |
| 2400000--Black tea fermdt & other partly fermentd tea nesol   |              | 0       | 0       | 0       | 0       | 39      |
| 7005530--Galvanzd nails etc nes smooth shnk, 1-pc con rd wr   |              | 0       | 0       | 0       | 0       | 38      |
| 4624020--Women's trousers & breeches other cotton, not knit   |              | 0       | 0       | 0       | 0       | 36      |
| 3400010--Power supplies (rectifier type) > 150 w but < 500w   |              | 0       | 0       | 0       | 0       | 25      |
| 3911000--Parts of fuel-injection pumps for comp-ignit pumps   |              | 0       | 0       | 0       | 0       | 24      |
| 7000000--Unused postage; banknotes; check forms; stock, etc   |              | 0       | 0       | 0       | 0       | 23      |
| 5805050--Vehicles not mechanically propelled, nesol.....      |              | 0       | 0       | 0       | 0       | 22      |
| 1990040--Bibles/testaments/prayer books oth religious books   |              | 0       | 0       | 0       | 0       | 20      |
| 4692510--Women's trousers art flb cont < 36X wool, n kt/crc   |              | 0       | 0       | 0       | 0       | 15      |
| 3592090--Wov fab cot cont >85X wgt <200g/m2 prt ot than stn   |              | 0       | 0       | 0       | 0       | 15      |
| 1000060--Antiques of age exceeding one hundred years, nesol   |              | 0       | 0       | 0       | 0       | 15      |
| of items shown.....   |              | 21,756  | 82,712  | 333,526 | 391,856 | 974,597 |
| all other.....  |              | 162,216 | 184,230 | 187,964 | 71,722  | 163     |

(a) 1983-88 data are estimated.

(b) Compiled from official statistics of the U.S. Department of Commerce.

(c) 35 commodities sorted by General Imports, Customs value in 1989.



Table 9--Kuwait: Leading U.S. General Imports, Customs value  
(Thousands of dollars)

| HS commodity  | Time period: | 1989    | 1990    |
|---|--------------|---------|---------|
| Total all commodities.....  |              | 974,760 | 569,930 |
| 2709002000--Crude petroleum testing 25 degrees api or more....      |              | 932,843 | 518,080 |
| 2710001050--Heavy fuel oils 25 degrees api or more.....             |              | 5       | 15,782  |
| 2818200000--Aluminum oxide, except artificial corundum, nesol.      |              | 0       | 9,730   |
| 2710000530--No 6-type fuel oil under 25 degrees api.....            |              | 0       | 6,089   |
| 2710001530--Jet motor fuel, kerosene-type.....                      |              | 10,568  | 4,982   |
| 2711130010--Butanes liq min pur of 90 liq vol pct.....              |              | 2,268   | 4,510   |
| 2711120010--Propane, liq, min pur 90 liq volm percent.....          |              | 1,497   | 2,449   |
| 2901101000--Ethane and butane.....                                  |              | 0       | 1,650   |
| 9801001035--Products of u.s. returned after being export, nesol     |              | 3,018   | 1,407   |
| 2814100000--Anhydrous ammonia.....                                  |              | 9,128   | 1,392   |
| 2620908020--Res nesol nt adv in value or cond, vanadium-bearing     |              | 0       | 809     |
| 6206403030--Women's blouses of mmf < 36% flax fib nt knlt.....      |              | 6       | 559     |
| 2004908000--Beans, prepared or preserved nesol, frozen.....         |              | 0       | 411     |
| 6204692510--Women's trousers art fib cont < 36% wool, n kt/crc      |              | 15      | 251     |
| 6204692540--Women's shorts art fiber cont < 36% wool, nt kt/cr      |              | 2       | 182     |
| 9999950000--Estimate of low valued items.....                       |              | 293     | 148     |
| 8108101000--Titanium waste and scrap.....                           |              | 0       | 147     |
| 6302312040--Sheets of cotton, not trimmed, not napped.....          |              | 0       | 124     |
| 6204292040--H/g ens blouse & shirt art fib < 2 color warp, n kt     |              | 0       | 115     |
| 9801003000--Aircraft engine/propeller reimport, nt advanced val     |              | 0       | 114     |
| 6205302070--Men's shirts ex dress mmf nesol, < 36% w/fah, nt kt     |              | 0       | 110     |
| 1302140000--Vegtbl sap & extract of pyrethrum/rts cnt rotenone      |              | 0       | 107     |
| 6109100012--Men's other t-shirts of cotton, knlt or crocheted.      |              | 0       | 82      |
| 3303003000--Perfumes and toilet waters containing alcohol.....      |              | 122     | 67      |
| 6204292025--H/g ens of shorts of artificial fibers, not knlt..      |              | 0       | 62      |
| 6204423050--Hom dress of cot cont < 36% wgt flax fib, nt k/croc     |              | 0       | 54      |
| 6205302030--Men's dress shirts mmf nesol, < 36% w/fah, not knlt     |              | 0       | 45      |
| 6109100040--Women's t-shirts of cotton, knlt or crocheted.....      |              | 0       | 31      |
| 6204624055--Women's shorts of cotton, not knlt.....                 |              | 454     | 30      |
| 6204292015--H/g ens of skirts of artificial fibers, not knlt..      |              | 0       | 30      |
| 6204624020--Women's trousers & breeches other cotton, not knlt      |              | 36      | 27      |
| 6204292020--H/g ens of trousers of artificial fibers, nt knlt.      |              | 0       | 26      |
| 6206403010--H blse mmf cont < 36% wgt fl fb w> 2 clr wrp, n knlt    |              | 0       | 25      |
| 6204633510--H trousers etc ex syn fib < 36% wgt w/fah, n knlt/croch |              | 0       | 24      |
| 6204593010--Women skirts art fib < 36% by wgt of w/fah not knlt     |              | 11      | 22      |
| 4901990010--Textbooks.....  |              | 6       | 20      |
| 6206303040--Hom blse cot nesol < 36% by wgt of flx fib n k/crc      |              | 83      | 17      |
| 8466100070--Tool holders and self-opening dieheads, nesol.....      |              | 0       | 16      |
| 8473304000--Parts of adp mach and units not incorporating crt.      |              | 60      | 14      |
| 7108121017--Gold bullion, nonmonetary, nesol, gold content.....     |              | 0       | 13      |
| 8703240090--Pass mtr veh, spark ign, over 3000 cc, used.....        |              | 0       | 13      |
| 7113195000--Gold jewelry, wares, article nesol.....                 |              | 0       | 13      |

Source: Compiled from official statistics of the U.S. Department of Commerce.  
Top 70 commodities sorted by General Imports, Customs value in 1990.

| HS commodity   | Time period: | 1989    | 1990    |
|--|--------------|---------|---------|
| 4907000000--Unused postage; banknotes; check forms; stock, etc.    |              | 23      | 13      |
| 6104622010--Women's trousers of cotton, knitted.....               |              | 0       | 12      |
| 2009806090--Juice of any other single fruit unfermented, nesol.    |              | 0       | 11      |
| 7118900055--Coin other than gold or platinum.....                  |              | 0       | 10      |
| 6104622030--Women's shorts of cotton, knit.....                    |              | 195     | 9       |
| 8504400010--Power supplies (rectifier type) > 150 w but < 500w     |              | 25      | 8       |
| 6104220040--W/g ensembles of trouser & breeches of cotton, knit.   |              | 0       | 8       |
| 6104220060--W/g ensembles of blouses shirts tops of cot, knit.     |              | 0       | 8       |
| 5204633532--W shorts of syn fib <36X w/fah, not knit/crocheted.    |              | 0       | 8       |
| 8473290000--Parts for mach, nesol, incorp calculating device...    |              | 13      | 7       |
| 6203492010--Men's trousers & breeches artificial fibers, nt kt.    |              | 0       | 6       |
| 6205302050--Men's shirt ex drss mmf with > 2 color warp, nt kt.    |              | 0       | 6       |
| 0713392070--Bean (vigna, phaseolus) nesol 5/1-8/31, dried shld.    |              | 0       | 6       |
| 8471933040--Hard disk drive unt, nesol, w/out extnl powr suply.    |              | 2       | 5       |
| 3307102000--Pre-shave & shaving preparations contain alcohol...    |              | 0       | 5       |
| 6204444010--W dresses of ot art fib <36X by wgt of w/fah nt kt.    |              | 0       | 4       |
| 6302312020--Pillowcases of cotton, no trim, not napped.....        |              | 0       | 3       |
| 8703230090--Pass veh, spark ign, cyl cap 1500-3000cc, used....     |              | 0       | 3       |
| 8415100060--Air-cond, wind/wall, self-contain, 2520kcal < 4284kcal |              | 0       | 3       |
| 7314496000--Oth grill, netng, fencng, los nesol cut to shape..     |              | 0       | 3       |
| 0713502000--Broad beans and horse beans ex seed, dried shelled.    |              | 0       | 3       |
| 3307900000--Perfumery, cosmetic or toilet preparations, nesol.     |              | 5       | 3       |
| 8471926540--Dot matrix printer units w/ cntrl & prt mechanism.     |              | 0       | 3       |
| 0713202000--Chickpeas (garbanzes), except seed, dried, shelled.    |              | 0       | 2       |
| 6104692020--W/g shorts of artificial fibers, knit.....             |              | 2       | 2       |
| 3303002000--Perfumes & toilet waters nt contain alcohol, nesol.    |              | 0       | 2       |
| 9207100010--Musical synthesizers valued \$100 or over each.....    |              | 0       | 2       |
| 3307305000--Perfumed bath salt & other bath preparation, nesol.    |              | 0       | 1       |
| Total of items shown.....  |              | 960,682 | 569,929 |
| Total other.....   |              | 14,078  | 1       |

Source: Compiled from official statistics of the U.S. Department of Commerce.  
Top 70 commodities sorted by General imports, Customs value in 1990.

AMERICAN COMPANIES/VENTURES IN KUWAIT

This list includes American companies with offices in Kuwait or those who are participating in some form of joint venture or franchise relationship with Kuwaiti firms. We also include companies such as Kuwait Santa Fe Braun which is wholly owned by Kuwaitis but which still has an American identity.

This is a living document accepting periodic changes as deemed necessary. This list is not meant to be exhaustive; the information is current as of October 1989.

Compiled by:

U.S. Commercial Service  
U.S. Embassy - Kuwait  
Tel: 2424151-9  
Ext: 266/267/268  
Fax: 2407368

AMERICAN BUREAU OF SHIPPING CO  
P O Box 21708 Safat, 13078 Kuwait  
Contact : Capt Peter Wakley  
Title : General Manager  
Tel : 4842988/4943988  
Tlx : 22084 BARWIL KT  
Fax : 4845712

Activity: Shipping, chartering, freight forwarding

SEA LAND SERVICES INC  
10 Parsonage Road  
Edison, New Jersey 08830  
Tlx: 844432  
Tel: (201) 632-2000

AMERICAN BUREAU OF SHIPPING  
P O Box 4896 Safat, 13049 Kuwait  
Contact : Mr Sergio Coletta  
Title : Surveyor for Kuwait  
Tlx : 23180 RECORD KT  
Tel : 2551805/2553939  
Fax : 2553939

Activity: Third party inspection.

ABS Worldwide Technical Services Inc. of American Bureau of Shipping

AMERICAN BUREAU OF SHIPPING  
45 Eisenhour Drive  
P O Box 910  
Paramus, NJ 07653-0910  
Tel: 201-368-9100

AMERICAN EXPRESS INTERNATIONAL  
Al-Ghanim Travel  
P O Box 27238 Safat, 13133 Kuwait  
Contact : Mr Abdul Kader Inkidar  
Title : General Manager  
Tel : 2413000/2413323/2437646  
Tlx : 30941 AEXP KT  
Fax : 241332

Activity: Charge cards, travellers checks

AMERICAN EXPRESS  
Travel-Related Services Inc  
American Express Tower  
World Financial Center  
New York, NY 10285

AMERICAN LIFE INSURANCE  
P O Box 669 Safat, 13007 Kuwait  
Contact : Mr Rashid Manaa  
Title : General Manager  
Tel : 2435113/2442542/2443217  
Tlx : 22472 ALICO KT

Activity: Life insurance, group insurance, personal accident insurance

AMERICAN LIFE INSURANCE CO INC  
P O Box 2226  
Wilmington, Delaware 19899

THE ARCHITECTS COLLABORATIVE  
P O Box 23548 Safat, 13096 Kuwait  
Contact : Mr Raad Almumayiz  
Title : Regional Manager  
Tel : 2410841/2411874  
Tlx : 22926 TAC ME KT  
Fax : 2410821

Activity: Consultants, planner, interior designers, and landscape

THE ARCHITECTS COLLABORATIVE INC  
46 Brattle Street  
Cambridge, Mass 02138



ARTHUR YOUNG AND COMPANY  
P O Box 2115 Safat, 13022 Kuwait  
Contact : Mr Ghazi Shehabi  
Title : Manager & Partner  
Tel : 2410010/17 & 2452684  
Tlx : 22264 BBCC KT  
Fax : 2412761  
Activity: Accountants & auditors

ARTHUR YOUNG INTERNATIONAL INC  
277 Park Avenue  
New York, NY 10172

AVIS RENT-A-CAR  
P O Box 24519 Safat, 13106 Kuwait  
Contact : Mr E. A. Cunningham  
Title : General Manager  
Tel : 2453828/9  
Tlx : 46195 AVIS HT  
Activity: Car Rental, leasing, chauffer services

AVIS RENT-A-CAR SYSTEMS INC  
900 Oil Country Road  
Garden City, NY 11530

BASKIN-ROBBINS  
(Kuwait Food Company) or (AMERICANA)  
P O Box 5087 Safat, 13051 Kuwait  
Contact : Mr Mu'taz Adel Al-Alfi  
Title : General Manager  
Tel : 4815900/4815323  
Tlx : 22125 Nutrition Kuwait  
Activity: Ice-Cream and frozen desserts

BASKIN-ROBBINS ICE-CREAM CO  
31 Baskin Robbins Road  
Glendale, CA 91201

FRANCHISOR

BAUSCH & LOMB  
(HASSAN SADAT YAZDI OPTIC. CO.)  
P O Box 1139 Safat, 13012 Kuwait  
Contact : Mr Hassan Sadat Yazdi  
Title : General Manager & Owner  
Tel : 2414238/2439631/2421818 (D)  
Tlx : 23417 AHBAB KT  
Fax : 2421815  
Activity: Optician, contact lens, optical equipment.

BAUSCH & LOMB INC  
1400 N. Goodman Street  
Rochester, NY 14692

BOEING COMPANY  
P O Box 20510 Safat-13066 Kuwait  
Contact : Mr Larry Cromoga  
Title : Representative  
Tel : 4716350/434777/666 Ext 1375  
Tlx : 31951 KAC KT  
Activity: Aircraft engineering services.

BOEING COMMERCIAL AIRCRAFT CO  
P O Box 3707  
Seattle, Washington 98124

CAMBRIDGE ARCHITECTS INT'L INC  
Fahad Engineering Consulting Offices  
(Representative)

P O Box 700 Safat, 13007 Kuwait  
Contact : Dr Alan E Calegary  
Title : Director Special Projects  
and Technical Services -  
Chief Executive Officer

Tel : 2408593/94  
Tlx : 44387 FUTOUH KT  
Fax : 00965-575-9036

Activity: Architectural, engineering, consultants, planners, landscape interior designers, security built-in systems.

CAMBRIDGE ARCHITECTS INT'L INC  
1033 Massachusetts Avenue  
Cambridge, MA 02138

Contact : Mr Frank Elliott, AI  
Title : President

Tel : 001-617-661.4100  
Telex : 921478 Brondalt  
Telefax : 001-617-661.7520

CANADA DRY-KUWAIT COMPANY  
P O Box 3022 Safat, 13031 Kuwait  
Contact : Mr Fouad Al-Khateeb  
Title : General Manager  
Tel : 4834411/4834745  
Tlx : 46240 KT  
Activity: Soft drinks and juices

CANADA DRY CORPORATION  
Old Truck Road  
Greenwich, Conn. 06832

FRANCHISOR

CARRIER INTERNATIONAL CORP  
P O Box 15168 Dahiya, Kuwait  
Contact : Mr Inge Bjurenlind  
Title : Regional Manager  
Tel : 2450587/4810860  
Tlx : 46825 CARME KT  
Activity: Airconditioning

CARRIER INTERNATIONAL CORP  
P O Box 4806  
Syracuse, NY 13221

CHAS T MAIN INTERNATIONAL INC  
P O Box 26085 Safat, 13120 Kuwait  
Contact : Mr Edmond Ghantous  
Title : General Manager  
Tel : 3950127/3950224  
Tlx : 30005 ZOURLES KT  
Activity: Engineering services, construction management

THE CHAS T. MAIN INT'L INC  
Prudential Center  
Boston, MA 92199

CONTINENTAL AIRLINES  
(Al-Kazemi Travel Agencies)  
P O Box 23959 Safat, 13100 Kuwait  
Contact : Mr Mahmud Shatat  
Title : General Manager  
Tel : 2450655/11  
Tlx : 44523 KT  
Activity: Travel and related services

CONTINENTAL AIRLINES  
2929 Allen Parkway  
Houston, TX 77019

CROWN PACIFIC LTD  
P O Box 22045 Safat, 13081 Kuwait  
Contact : Mr Dennis D'Souza  
Title : General Manager  
Tel : 2424860/2424859  
Tlx : 46163 CPKWI KT  
Fax : 2428575

Activity: Packing, crating, forwarding and clearing household goods.

CROWN PACIFIC LTD  
21/P Belgium House  
77-79 Gloucester Road  
Hong Kong  
Owner: James E Thompson  
U.S. Citizen

DAMES & MOORE  
P O Box 26346 Safat, 13124 Kuwait  
Contact : Mr Ray Jones  
Title : Senior Engineer  
Tel : 2432769  
Tlx : 44479 DAMEMOR KT

Activity: Consultants in the environmental and applied earth sciences.

DAMES & MOORE INC  
445 S. Sigueroa Street  
Suite #3500  
Los Angeles, Ca 90071

DE LEUW CATHER INTERNATIONAL LTD  
P O Box 25582 Safat, 13116 Kuwait  
Contact : Mr Albert Stone  
Title : Vice President,  
Kuwait Operations  
Tel : 5331460  
Tlx : 30475 DELACAC KT

Activity: Engineering consultants, construction management

DE LEUW CATHER INTERNATIONAL LTD  
1211 Connecticut Ave, NW  
Washington, D.C. 20036

DHL INTERNATIONAL TRANSPORTATION  
P O Box 26523 Safat, 13126 Kuwait  
Contact : Mr Steve Bushby  
Title : General Manager  
Tel : 2442375/2461723  
Tlx : 44881 DHLA KT  
Fax : 2443995

Activity: Courier services

DHL AIRWAYS INC  
1000 Cherry Avenue  
Suite 55  
San Bruno, CA 94066

DRESSER (KUWAIT) SAK  
P O Box 4544 Safat, 13046 Kuwait  
Contact : Mr John Davis  
Title : Managing Director  
Tel : 3262455/6/7  
Tlx : 44911 DRESSER KT  
Fax : 3262434

Activity: Suppliers of drilling muds, and chemicals

DRESSER INDUSTRIES INC  
601 Jefferson Street  
P O Box 6507  
Houston, TX 77005

ENGINEERING-SCIENCE, INC  
P O Box 10006 Shuaiba, 65451 Kuwait  
Contact : Mr Mark A. Guthrie  
Title : Project Manager  
Tel : 3260102  
Activity: Environmental Engineering Services for Shuaiba Industrial  
Authority Wastewater Treatment Facilities Project.

ENGINEERING-SCIENCE, INC.  
75 North Fair Oaks, Pasadena  
California 91109  
(Subsidiary of Parsons Corp.)

ERNEST & WHINNEY  
P O Box 74 Safat, 13008 Kuwait  
Contact : Mr. Philip J. Duke  
Title : Manager  
Tel : 2452880  
Fax : 2456419  
Tlx : 23125 ERNST  
Activity: Financial & Taxation Consultants.

ERNEST & WHINNEY  
2000T - National City Center  
Cleveland, OH 44114

GETTY OIL CO  
P O Box 1 Mina Zour, 66051 Kuwait  
Contact : Mr Lloyd G. Austin  
Title : President  
Tel : 3950003/3950444  
Tlx : 23074 GETTY KT  
Fax : 3950126  
Activity: Oil production

TEXACO INCORPORATED  
2000 Westchester Avenue  
Harrison  
White Plains  
New York, NY 10650

HALLIBURTON COMPANY  
P O Box 9022 Ahmadi, 61001 Kuwait  
Contact : Mr Vladimir J Bohachevsky  
Title : District Manager  
Tel : 3981178/3985373/375  
Tlx : 44214 HALL KT  
Fax : 3989172  
Activity: Oil well services company

HALLIBURTON SERVICES INC  
1051 Bois Darc Street  
Duncan, Oklahoma 73536

INGERSOLL-RAND  
(Al-Mabader Co.)  
P O Box 5461 Safat, 13055 Kuwait  
Contact : Mr Usama Salami  
Title: : District Manager  
Tel : 5312090  
Fax : 5333889  
Tlx : 23636 ALTAFCO KT  
Activity: Pumps, compressors, turbines, motors, insulation material

INGERSOLL-RAND/DRESSER-RAND IN  
200 Chestnutridge Road  
Woodcliff Lake, NJ 07675



HARDEE'S FOOD SYSTEMS  
(Kuwait Food Company)  
P O Box 5087 Safat, 13051 Kuwait  
Contact : Mr Hussain Al-Shorabagi  
Title : Manager  
Tel : 4815326/4813878/4815323  
Tlx : 22125 NUTRITION KT  
Fax : 4815914  
Activity: Restaurant, food services

HARDEE'S FOOD SYSTEMS INC  
P O Box 1619  
1233 North Church St.  
Rocky Mount, NC 27801

FRANCHISOR

HIBA-GRANT ADVERTISING AGENCY  
P O Box 36546 Al-Rass, 24756 Kuwait  
Contact : Mr Nawas Jaber  
Title : General Manager  
Tel : 2469358/9  
Tlx : 46348 HIBA DV KT  
Fax : 2469396  
Activity: Advertising agency, printing, TV commercials

GRANT ADVERTISING & ASSOC (ME) LT  
2 Vassileos Alexandrou Street  
Athens 516A  
Greece

HOLIDAY INN KUWAIT  
(Jawad Bukhamseen Trading Co)  
Box 18544 Farwaniah, 81006 Kuwait  
Contact : Mr John Abu Nohra  
Title : General Manager  
Tel : 4742000/4732100  
Tlx : 46460 HOLINN KT  
Fax : 4732020  
Activity: Hotel

HOLIDAY INN HOTEL GROUP INC  
3742 Lamar Avenue  
Memphis, TN 38195

MANAGEMENT CONTRACTOR

HONEYWELL (KUWAIT) KSA  
P O Box 20825 Safat, 13069 Kuwait  
Contact : Mr George Koudim  
Title : Manager  
Tel : 2421327/9  
Tlx : 22218 HONEYWELL KT  
Fax : 2428315  
Activity: Industrial process controls

HONEYWELL INC  
International Control Systems  
Honeywell Plaza  
P O Box 524  
Minneapolis, MN 55408

IBM  
(Kharafi Business Machines)  
P O Box 4175 Safat, 13042 Kuwait  
Contact : Mr Josef Degeorgi  
Title : General Manager  
Tel : 5653000/2445010  
Tlx : 22245 IBM KT  
Fax : 5658352  
Activity: Marketing data processing equipment/data services

IBM WORLD TRADE CORPORATION  
360 Hamilton Avenue  
White Plains, NY 10601



J A JONES CONSTRUCTION COMPANY  
Al-Sane Group (Agent)  
P O Box 700 Safat, 13007 Kuwait  
6060 St Albans Street  
Charlotte, NC 28287

Contact : Dr Alan E. Calegary  
Title : Director Special Projects  
and Technical Services  
Tel : 2408593/2408594  
Tlx : 44387 FUTOUH KT  
Fax : 2408459

Activity: Construction, project management and control, industrial processes, energy, heavy marine and transportation

J A JONES CONSTRUCTION COMPANY  
World Headquarters  
One South Executive Park

Contact: Mr Robert C GoodPastor  
Title : Director International  
Marketing  
Tel : 001-704-553.3000  
Telex : 575197 JA JONES CHA  
Telefax: 001-704-552.871

KAY & ASSOCIATES INC  
P O Box 36479 Al-Rass, 24755 Kuwait  
Contact : Mr Donald Snooks  
Title : Maintenance Coordinator  
Tel : 5652950  
Activity: Aviation engineering & support

KAY & ASSOCIATES INC  
1638 S. Arlington Heights Road  
Arlington Heights, ILL 60005

KENTUCKY FRIED CHICKEN  
(Kuwait Food Company)  
P O Box 5087 Safat, 13051 Kuwait  
Contact : Mr Mamdouh Awis  
Title : Manager  
Tel : 5750172/4813878/4815323  
Tlx : 22125 Nutrition KT  
Activity: Restaurant, food services

KENTUCKY FRIED CHICKEN INC  
512 E. Main Street  
Barstow, CA 92311

FRANCHISOR

KUWAIT SANTA FE BRAUN TRANSWORLD CORP  
S.F. INTERNATIONAL CORP  
P O Box 25161 Safat, 13112 Kuwait  
Contact : Mr C Miles Sheldon  
Title : Vice President &  
General Manager  
Tel : 4714911/4743731/4743474  
Tlx : 23050 SPBRAUN KT &  
23070 SPBRAUN KT  
Fax : 4714983  
Activity: Oil and gas exploration & development

1000 So. Fremont Avenue  
P O Box 4000  
AlHambra, CA 91802

KUWAIT TRANSCONTINENTAL SHIPPING CO  
P O Box 25431 Safat, 13115 Kuwait  
Contact : Bo Peterson  
Title : General Manager  
Tel : 2423753  
Tlx : 23275 KT  
Fax : 2403823  
Activity: Shipping

AMERICAN PRESIDENT LINES LTD  
1800 Harrison Street  
Oakland  
California, CA 94612  
Tel: (415) 272-8284

LOCKHEED AIRCRAFT SERVICES CORP  
P O Box 302 Safat, 13004 Kuwait  
C/o Kuwait Air Force  
Contact : Mr D E Miller  
Title : General Manager  
Tel : 471-1588 Ext. 1247  
Tlx : 23082 SKYHAWK KT

Activity: Maintenance, support, training for Lockheed Aircraft used  
Kuwait Air Force.

LOCKHEED AIRCRAFT SERVICES CO  
P O Box 33  
Ontario, California 91761

MAG INTERNATIONAL INC  
Al-Sane Group (J.V.)  
P O Box 27190 Safat, 13132 Kuwait  
Contact : Dr Alan E Caleyary  
Title : Director Special Projects  
& Technical Services -  
Asst to the President  
Tel : 2408593/4  
Tlx : 30987 BSI KT  
Fax : 2408459

Activity: Security systems design, development, implementation.  
Hazardous devices countermeasures. Personal protection. Intrusion  
detection and alarm systems. Maritime security and dock security.  
Crisis management. Hostage survival. Small arms weapons training.  
Martial arts training. Swat team/riot control training.  
Communications/electronics.

MAG INTERNATIONAL INC  
P O Box 1121  
Manassas, Virginia 22110  
Contact : Mr Richard R Reuschli  
Title : Executive V. President  
Tel: 001-703-494-2315  
Tel: 001-703-791-6456  
Tlx: 89-9185 FORBESCO ALE  
Fax: 001-703-556-0334

MCDERMOTT KUWAIT  
P O Box 8118 Salmiyah, 22052 Kuwait  
Contact : Mr Nazir Khan  
Title : Office Manager  
Tel : 3985563/4715350  
Tlx : 44278 CREOLE KT

MCDERMOTT INTERNATIONAL INC  
1010 Common Street  
P O Box 60035  
New Orleans, LA 70160

MCDONNELL-DOUGLAS  
P O Box 24204 Safat, 13103 Kuwait  
Contact : Mr Paul Wilcott  
Title : Manager  
Tel : 4711588 Ext. 1270/1271  
Tlx : SKYHOCK 23082 KT

Activity: Aviation services support for Kuwait Air Force.

MCDONNELL  
3855 Lakewood Blvd.  
Long Beach, CA 90846

MERRILL LYNCH, PIERCE, FENNER &  
SMITH INTERNATIONAL LTD  
P O Box 4906 Safat, 13050 Kuwait  
Contact : Mr Giries Y Qassis  
Title : General Manager  
Tel : 2420102/3/4  
Tlx : 22149 MERLEAP KT  
Fax : 2458647

Activity: Securities exchange, portfolio management

MERRILL LYNCH, PIERCE, FENNER  
& SMITH INTERNATIONAL LTD INC  
1 Liberty Plaza  
165 Broadway  
New York, NY 10080



MID-GULF INDUSTRIAL CONSULTANTS  
P O BOX 24312 Safat, 13104 Kuwait  
Contact : Mr Mohammed Dajani  
Title : Managing Director  
Tel : 5315946/8 & 5315586  
Tlx : 25589/MIDGULF KT

Activity: Management, marketing and industrial consultants

MID-GULF INDUSTRIAL CONSULTANTS  
COMPANY CORPORATION  
Wilmington, DE 19081

NATIONAL CASH REGISTER (NCR)  
(Al-Fahd Trdg & Contg Co)  
P O Box 2952 Safat, 13030 Kuwait  
Contact : Mr Adeeb Sawires  
Title : General Manager  
Tel : 2413070/1/2/3/4  
Tlx : 22059 NCR KT  
Fax : 2420930

Activity: Marketing & services for electronic data processing equipment.

NCR CORPORATION  
Dayton, Ohio 45479

OMI CORPORATION  
P O Box 9059 Ahmadi, 61001 Kuwait  
Contact : Richard Harville  
Title : Regional Director  
Business Development  
Tel : 3927124

Activity : Operations & Management of Riqqa Sewage Treatment Plant.

OMI CORPORATION  
P O Box 5169 Kingwodd  
Tel: 713 358 9135  
Fax: 713 358 5840  
Contact: Mr. Don Evans  
Title : President  
Subsidiary of CH2M HILL INTER.

OTIS ELEVATOR COMPANY  
ARABIAN GULF BRANCH  
P O Box 11169 Dasmah, 35152 Kuwait  
Contact : Mr Mohamed M. Rasheed  
Title : Managing Director  
Tel : 2445506  
Tlx : 22557 OTIS KT  
Fax : 2464862  
Activity: Elevators

UNITED TECHNOLOGIES  
OTIS ELEVATOR INTERNATIONAL  
4 place de La Defense, Cedex 26  
92090 Paris La Defense  
Contact: Mr Alain Frizzole  
Title : Director New Sales Marketi  
European & Transcontinental Ops  
Tel : (1) 47 96 63 36

OTIS ENGINEERING CORPORATION  
(Gas and Oil Field Services Co.)  
P O Box 9277 Ahmadi, 61003 Kuwait  
Contact : Mr Jim Patterson  
Title : District Manager  
Tel : 3984682  
Tlx : 44228 GOPSCO KT  
Fax : 3989172  
Activity: Oilfield equipment manufacturer and services

OTIS ENGINEERING CORP  
P O Box 819052  
Dallas, TX 75381-9052

PAN AMERICAN AIRWAYS  
P O Box 76 Safat, 13010 Kuwait  
Contact : Mrs Naela Hakim  
Title : Sales Manager  
Tel : 2420401/2412851  
Tlx : KWITC PA  
Activity: Air passenger service

PAN AMERICAN WORLD AIRWAYS INC  
200 Park Avenue  
New York, NY 10166

PEPSI-COLA  
(Kuwait National Bottling Co.)  
P O Box 224 Safat, 13003 Kuwait  
Contact : Mr Adnan Al-Dabagh  
Title : General Manager  
Tel : 4717157  
Tlx : 23069 KT  
Fax : 4714392  
Activity: Soft drinks, juice, soft drink containers manufacturer

PEPSI-COLA INTERNATIONAL INC  
New York, NY 10577

FRANCHISOR

PRATT & WHITNEY AIRCRAFT GROUP  
(Kuwait Airways Corp.)  
P O Box 528 Safat, 13006 Kuwait  
Contact: Mr Gerald E. Prentice Jr  
Title : Representative  
Tel : 4744649  
Fax : 4744649  
Activity: Aircraft engines and maintenance facilities.

UNITED TECHNOLOGIES/PRATT AND  
WHITNEY AIRCRAFT GROUP INC  
400 Main Street  
East Hafford, CT 01609

RAYTHEON GULF SYSTEMS CO  
P O Box 33147 Rawdah, 73452 Kuwait  
Contact : Mr William A. Morgan  
Title : Program Manager  
Tel : 5513180/4710985  
Fax : 5513190  
Activity: Military contractor - air defense

RAYTHEON COMPANY COMPANY  
Missile Systems Division  
350 Lowell Street  
Andover, MA 01810

RAYMOND OFFSHORE CONSTRUCTORS  
C/O TECHNIPETROL INC  
P O Box 36972 Ras Salmiyah  
Contact : Mr Michael Holmes  
Title : Project Control Manager  
Tel : 5643568/5643583  
Tlx : 4620558 77227  
Activity: Construction contractor

RAYMOND OFFSHORE CONSTRUCTORS  
INC (A SUBSIDIARY OF RAYMOND  
INT'L INC)  
2801 Post Oak Boulevard  
P O Box 22718  
Houston, Texas

ROCKWELL INTERNATIONAL  
C/o SAS Kuwait Hotel  
P O Box 26199 Safat, 13122 Kuwait  
Contact: Mr M. S. Akhtar  
Title: Project Manager Kuwait Programs  
Tel : 5657000  
Tlx : 44306  
Fax : 5652999  
Activity: Tactical communications products and systems

ROCKWELL INTERNATIONAL  
Collins Systems International  
P O Box 10462  
Dallas, Texas 75207

SAFETY INTERNATIONAL INC  
P O Box 46849 Fahaaheel, 64019 Kuwait  
Contact : Mr Phil Graves  
Title : President  
or Mr Frank Call  
Vice President  
Tel : 3912539  
Tlx : 46902 SGTCNT KT  
Activity: Safety services, consulting engineering and equipment

SAFETY INTERNATIONAL INC  
6040 HWY. 80W  
P O Box 6180  
Midland, TX 79701

AL-SALEH, GRAHAM & JAMES  
P O Box 3246 Safat, 13033 Kuwait  
Contact : Dr Anis F Qassim  
or Mrs Reema Ali  
Title : Resident Lawyer/Partner  
Tel : 2443442/2467670  
Tlx : 23136 MOHAMI KT  
Fax : 2431039  
Activity: Law firm

GRAHAM & JAMES  
Alcoa Building., 3rd Floor  
1 Maritime Plaza  
San Francisco, CA 94111

SANGAMO GROUP  
P O Box 1107 Salmiyah, 22012 Kuwait  
Contact : Mr Allan Reyhan  
Title : Chief Executive Officer  
Tel : 4732714/4732480  
Tlx : 46362 WZSH KT  
Activity: Construction contractor

SANGAMO GROUP INC  
P O Box 318  
Springfield, IL 62705

SEVEN-UP BOTTLING CO  
(Seven-up Bottling Comp. of Kuwait)  
P O Box 4075 Safat, 13041 Kuwait  
Contact : Mr Sami Khashram  
Title : General Manager  
Tel : 4810057/4810823/4831366  
Tlx : 23617 SEVENUP KT  
Fax : 4845944  
Activity: Soft drinks, juice

SEVEN-UP BOTTLING CO  
100 Park Avenue  
New York, NY 10017  
FRANCHISOR

SHERATON CORPORATION OF AMERICA  
(Oriental Hotel Company)  
P O Box 5902 Safat, 13060 Kuwait  
Contact : Mr Holger Wessel  
Title : General Manager  
Tel : 2422055  
Tlx : 22016 SHERATON KT  
Fax : 2448032  
Activity: Hotel

SHERATON CORP. OF AMERICA  
60 State St.  
Boston, MA 02109  
MANAGEMENT CONTRACTOR

STME LTD (StorageTek)  
P O Box 6648 Salmiya, 22077 Kuwait  
Contact : Mr Peter Aubrey  
Title : Managing Director  
Tel : 5627641/5627652/5641911  
Tlx : 46082 KREPLA C/o STME  
Fax : 5627652  
Sponsor : Yousef Ahmed Al-Ghanim

STORAGE TECHNOLOGY CORP  
2270 S 88th  
Louisville, CO 80027  
Tel: (303) 6735151

Activity: Plug compatible DASD, tape, impact printers, Laser printers  
solid state disk for IBM or compatible mainframes. Impact printers :  
DEC and other minis. Tape subsystems for CRAY & UNIVAC.

TOUCHE ROSS INTERNATIONAL  
P O Box 1245 Safat, 13013 Kuwait  
Contact : Mr Usama Tuqan  
Title : Manager/Partner  
Tel : 2438061/2/3/4  
Tlx : 22111 TABBACO KT  
Fax : 2402243  
Activity: Auditors, trade mark

TOUCHE ROSS INC  
1633 Broadway  
New York, NY 10019

TURNER - PROJACS  
P O Box 25944 Safat, 13120 Kuwait  
Contact: Mr Gerard Telke  
Title : Principal-in-Charge  
Tel : 2405749  
Tlx : 30646 ROJACS  
Fax : 2405742  
Activity: Construction managers, Amiri Diwan site

TURNER INTERNATIONAL  
405 Lexington Avenue  
New York, NY 10174, USA  
Tel: (212) 286-8990  
Tlx: 424619 TCCO UI  
Fax: (212) 286-0414

TWA (AL-RASHED TRAVEL AGENCIES)  
P O Box 241 Safat, 13003 Kuwait  
Contact : Mr John Shayne  
Title : General Manager  
Tel : 2410899/2450200  
Tlx : 44523 GSA KT  
Fax : 2410514

TWA INC  
Contact: Robert Malak  
Title: District Manager  
Sales, Kuwait-Arabian Gulf  
C/o B.I.T. Bahrain  
Tel: Bahrain 253315

Activity: Tourism, travel agents, airfreight

VTN INTERNATIONAL INC  
P O Box 31076 Sulaibikhat, Kuwait  
Contact : Mr William Richards  
Title : Director of Marketing  
Tel : 4874188  
Tlx : NA

VTN INTERNATIONAL INC  
2361 Campus Drive  
Suite 202  
P O Box C 19529  
Irvine, CA 92713

Activity: Engineers, architects planners and construction management

YORK INTERNATIONAL CORP  
P O Box 244 Safat, 13003 Kuwait  
Contact : Mr Hamad Abdulla Al Sager  
Title : General Manager  
Tel : 481-0655/6  
Tlx : 22085 ALSAGAR KT  
Fax : 4811155

YORK INT'L DIV/BORG-WARNER CORP  
P O Box 1592  
York, PA 17405

Activity: Airconditioning, equipment and service