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

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<th>ROUTE TO: OFFICE/AGENCY</th>
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REFERRAL NOTE: 99 DOS

COMMENTS: SEE ID 229789

ADDITIONAL CORRESPONDENTS: MEDIA:L INDIVIDUAL CODES: 1230

MAIL USER CODES: (A) (B) (C)

*ACTION CODES: *
*APPROPRIATE ACTION *
*C-COMMENT/RECOM *
*D-DRAFT RESPONSE *
*F-FURNISH FACT SHEET *
*I-FORM COPY/NO ACT NEC *
*R-DIRECT REPLY W/COPY *
*S-FOR-SIGNATURE *
*X-INTERIM REPLY *

*DISPOSITION *
*A-ANSWERED *
*B-NON-SPEC-REFERRAL *
*C-COMPLETED *
*S-SUSPENDED *

*OUTGOING *
*CORRESPONDENCE *
*TYPE RESP=INITIALS *
*OF SIGNER *
*CODE = A *
*COMPLETED = DATE OF OUTGOING *

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
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

March 25, 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,

McDonald Cary
President

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.
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

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COMMENTS: SEE ID 229789

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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.
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
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

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.

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

Dear President Bush:  

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NICK J. RAHALL, II  
Member of Congress  

NJR/rmn

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West Virginia Minority Small Business Association
George Bush, President of the United States
The White House
1600 Pennsylvania Avenue, NW
Washington, DC 20500

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Sincerely,

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.
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:
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.
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

GULF RECONSTRUCTION -- COMMERCIAL INFORMATION

- 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.

- 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.

- 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.

- 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.

- 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.

- 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
Mailing Address:
Gulf Reconstruction Center
Room H-2039
U.S. Department of Commerce
Washington, D.C. 20230

202-377-5767

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 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

Revised 3/19/91
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, desalination 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; Nav aids; 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 (Desalination (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; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062 (Lighting (Exteriors; Drainage); 059 (Landscape Architecture); 062
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 km²; land area: 17,820 km²
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 Bubiyan islands disputed by Iraq; ownership of Qurayn 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; adjective—Kuwaiti
Ethnic divisions: 27.9% Kuwaiti, 39% other Arab, 9% South Asian, 4% Iranian, 20.1% other
Religions: 85% Muslim (30% Sā'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, 1.5% 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 (muḥāfaẓah, singular—muḥāfaẓah Al Aḥmad, Al Jahrah, Al Kuwait, Hawalli; note—there may be a new governorate of Farwaṣiyyah)
Independence: 19 June 1961 (from UK)
Constitution: 16 November 1962 (some provisions suspended since 25 August 1962)
Legal system: civil law system with Islamic law significant in personal matters; has not accepted compulsory ICJ jurisdiction
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 Abdullah 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
Communism: 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, IMF, IMO, INTELSAT, INTERPOL, IPU, ITU, NAM, OAEPC, OIC, OPEC, UN, UNESCO, UPU, WFTU, WHO, WMO, WTO

Diplomatic representation: Ambassador Sheikh 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

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 $18.3 billion in bilateral aid to less developed countries (1979-89)
Currency: Kuwaiti dinar (plural—dinars); 1 Kuwaiti dinar (KD) = 1,000 fils
Exchange rates: Kuwaiti dinars (KD) per US$—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

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 Shuwaybah, 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

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


(In millions of dollars)

<table>
<thead>
<tr>
<th></th>
<th>U.S. Exports (Including reexports)</th>
<th>U.S. General Imports</th>
</tr>
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<tbody>
<tr>
<td>Total Area</td>
<td>14,541.3</td>
<td>15,064.8</td>
</tr>
<tr>
<td>% of U.S. Total</td>
<td>4.5</td>
<td>4.1</td>
</tr>
<tr>
<td>Arab Countries</td>
<td></td>
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<tr>
<td>Near East</td>
<td></td>
<td></td>
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<tr>
<td>Bahrain</td>
<td>280.6</td>
<td>488.7</td>
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<tr>
<td>Iraq</td>
<td>1,156.1</td>
<td>1,175.9</td>
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<tr>
<td>Jordan</td>
<td>372.8</td>
<td>380.7</td>
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<tr>
<td>Kuwait</td>
<td>690.3</td>
<td>855.0</td>
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<tr>
<td>Lebanon</td>
<td>123.4</td>
<td>93.4</td>
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<tr>
<td>Oman</td>
<td>129.6</td>
<td>169.6</td>
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<tr>
<td>Qatar</td>
<td>98.7</td>
<td>100.7</td>
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<tr>
<td>Saudi Arabia</td>
<td>3,799.2</td>
<td>3,576.0</td>
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<tr>
<td>Syria</td>
<td>88.5</td>
<td>91.5</td>
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<tr>
<td>UAE</td>
<td>710.5</td>
<td>1,259.6</td>
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<tr>
<td>Yemen</td>
<td>85.5</td>
<td>78.7</td>
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<tr>
<td>Arab Africa</td>
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<tr>
<td>Algeria</td>
<td>3,685.1</td>
<td>3,926.5</td>
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<tr>
<td>Morocco</td>
<td>732.6</td>
<td>758.5</td>
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<tr>
<td>Libya</td>
<td>428.0</td>
<td>398.0</td>
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<tr>
<td>Tunisia</td>
<td>184.8</td>
<td>160.0</td>
</tr>
<tr>
<td>Egypt</td>
<td>2,339.7</td>
<td>2,610.0</td>
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<tr>
<td>Non-Arab Countries</td>
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<tr>
<td>Near East</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Iran</td>
<td>3,320.6</td>
<td>3,890.7</td>
</tr>
<tr>
<td>Israel</td>
<td>73.1</td>
<td>60.0</td>
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<tr>
<td></td>
<td>3,247.5</td>
<td>2,830.7</td>
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</tbody>
</table>

Including Special Category Commodities

Exports - f.a.s. Source: U.S. Department of Commerce
Imports - customs Compiled by: Bureau of the Census
Office of the Near East
February 20, 1991
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
# FY91 Country Marketing Plan

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<td>Visa Regulations</td>
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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)
### B. DOMESTIC ECONOMY:

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

<table>
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<tr>
<th></th>
<th>1987</th>
<th>1988</th>
<th>1989</th>
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<tbody>
<tr>
<td>Total Exports (USDOLS)</td>
<td>8,355</td>
<td>7,722</td>
<td>11,030E</td>
</tr>
<tr>
<td>Total Imports (CIF, USDOLS)</td>
<td>5,293</td>
<td>6,100</td>
<td>6,500E</td>
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<td>U.S. Exports (USDOLS)</td>
<td>505</td>
<td>690</td>
<td>855</td>
</tr>
<tr>
<td>U.S. Imports (USDOLS)</td>
<td>568</td>
<td>506</td>
<td>975</td>
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<tr>
<td>U.S. Share of Host Country Imports (%)</td>
<td>10.7</td>
<td>8.2</td>
<td>15.0E</td>
</tr>
</tbody>
</table>

#### Trade with Leading Partners

<table>
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<tr>
<th></th>
<th>1987</th>
<th>1988</th>
<th>1989</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan Exports</td>
<td>857</td>
<td>730</td>
<td>N/A</td>
</tr>
<tr>
<td>Japan Imports</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
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<tr>
<td>W. Germany Exports</td>
<td>402</td>
<td>410</td>
<td>N/A</td>
</tr>
<tr>
<td>W. Germany Imports</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>United Kingdom Exports</td>
<td>369</td>
<td>423</td>
<td>N/A</td>
</tr>
<tr>
<td>United Kingdom Imports</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

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

- 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:

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

- 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

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

- 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:

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

- Implement Arab League boycott regulations;
- Conform with Gulf Cooperation Council (GCC) countries standards and specifications;
- 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 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.
### Table 11: Leading U.S. Total Exports, F.A.S. Value

<table>
<thead>
<tr>
<th>HS Commodity</th>
<th>1989</th>
<th>1990</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total all commodities</strong></td>
<td>856,968</td>
<td>400,685</td>
</tr>
<tr>
<td>2402200000 - Cigarettes containing tobacco</td>
<td>42,842</td>
<td>31,834</td>
</tr>
<tr>
<td>8703240075 - Parts veh, spark ign, nesoi, new, &gt;3000 cc &amp; &gt;4cylindr</td>
<td>154,488</td>
<td>28,277</td>
</tr>
<tr>
<td>8803300050 - Parts, nesoi, of airplanes or helicopters, nesoi</td>
<td>29,147</td>
<td>22,624</td>
</tr>
<tr>
<td>8703230090 - Vehicles, nesoi, used, eng excl 1500, not excl 3000 cc</td>
<td>29,167</td>
<td>18,919</td>
</tr>
<tr>
<td>9880000400 - U.S. low value estimate</td>
<td>0</td>
<td>8,566</td>
</tr>
<tr>
<td>8703240090 - Pass mtr veh, spark ign, over 3000 cc, used</td>
<td>17,591</td>
<td>7,376</td>
</tr>
<tr>
<td>8703240060 - Pass veh, spark ign, nesoi, new, &gt;3000 cc, 6cyl</td>
<td>23,764</td>
<td>6,659</td>
</tr>
<tr>
<td>8471910050 - Digtl proc unit w storage, input or output, color crt</td>
<td>692</td>
<td>6,515</td>
</tr>
<tr>
<td>8431430040 - Pts of offshore drilling and production platforms</td>
<td>1,853</td>
<td>5,697</td>
</tr>
<tr>
<td>8706399050 - Parts and accessories, nesoi, for vehicles, nesoi</td>
<td>10,144</td>
<td>5,574</td>
</tr>
<tr>
<td>8409914000 - Parts f spark ign eng f rô tr, bus, auto or trucks</td>
<td>8,252</td>
<td>5,549</td>
</tr>
<tr>
<td>5703200000 - Carpets, etc, nylon/other polyamides, tufted, w/n mde-up</td>
<td>4,608</td>
<td>5,064</td>
</tr>
<tr>
<td>3815100000 - Supported catalyst w nickel/nickel compound etc</td>
<td>532</td>
<td>4,901</td>
</tr>
<tr>
<td>8708402000 - Gear boxes and parts for vehicles of heading 8703</td>
<td>2,858</td>
<td>4,628</td>
</tr>
<tr>
<td>7306201500 - Casing of iron or nonalloy steel nt sms, nesoi</td>
<td>0</td>
<td>4,017</td>
</tr>
<tr>
<td>8011000100 - Value of repair/alter articles previous imported</td>
<td>6,663</td>
<td>3,950</td>
</tr>
<tr>
<td>9401100010 - Radial tires of a kind used on motor cars</td>
<td>3,239</td>
<td>3,950</td>
</tr>
<tr>
<td>8431430010 - Pts of oil &amp; gas field mach, nesoi, of subhd 8430.49</td>
<td>5,554</td>
<td>3,782</td>
</tr>
<tr>
<td>9890000000 - Shipments under 910,001, nik</td>
<td>3,575</td>
<td>3,374</td>
</tr>
<tr>
<td>1005902090 - Corn (maize) yellow dent, except seed</td>
<td>11,479</td>
<td>3,288</td>
</tr>
<tr>
<td>8703330900 - Pass mtr veh, diesel eng, over 2500 cc, used</td>
<td>3,465</td>
<td>3,220</td>
</tr>
<tr>
<td>8415900000 - Parts, nesoi, of air conditioning machines</td>
<td>4,810</td>
<td>3,169</td>
</tr>
<tr>
<td>5701900000 - Carpets &amp;oth tex floor covr, oth tex materials, knotds</td>
<td>1,886</td>
<td>3,063</td>
</tr>
<tr>
<td>8431390050 - Parts of oil and gas field machinery</td>
<td>2,794</td>
<td>2,752</td>
</tr>
<tr>
<td>8703220000 - Pass mtr veh, spark ign eng, &gt;1000 cc but &lt;1500 cc</td>
<td>2,967</td>
<td>2,668</td>
</tr>
<tr>
<td>4412195010 - Plywd one outer ply douglas fir both softwd, nesoi</td>
<td>3,151</td>
<td>2,656</td>
</tr>
<tr>
<td>3353000000 - Perfumes and toilet waters</td>
<td>3,151</td>
<td>2,656</td>
</tr>
<tr>
<td>8803300010 - Parts, nesoi, of airplanes or helicopters for civil</td>
<td>4,563</td>
<td>2,564</td>
</tr>
<tr>
<td>5701900000 - Carpets &amp;oth tex floor covr, oth tex materials, knotds</td>
<td>1,886</td>
<td>3,063</td>
</tr>
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<td>8803300010 - Parts, nesoi, of airplanes or helicopters for civil</td>
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<td>2,564</td>
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<td>2,564</td>
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<td>2,752</td>
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</table>

<table>
<thead>
<tr>
<th>HS Commodity</th>
<th>Time Period:</th>
<th>1989</th>
<th>1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>8708390000--Brakes and servos, parts of 8701, 8705</td>
<td>2,425</td>
<td>1,311</td>
<td></td>
</tr>
<tr>
<td>1701339000--Other table or kitchen glassware, nesoi</td>
<td>1,852</td>
<td>1,280</td>
<td></td>
</tr>
<tr>
<td>5819190000--Supported catalysts, nesoi</td>
<td>14</td>
<td>1,241</td>
<td></td>
</tr>
<tr>
<td>0207410000--Chicken cuts and edible offal (ex livers), frozen</td>
<td>1,843</td>
<td>1,236</td>
<td></td>
</tr>
<tr>
<td>8708915000--Radiators for vehicles, nesoi</td>
<td>1,092</td>
<td>1,230</td>
<td></td>
</tr>
<tr>
<td>8473300000--Parts &amp; accessories for adp machines &amp; units</td>
<td>1,707</td>
<td>1,215</td>
<td></td>
</tr>
<tr>
<td>6815990000--Other articles of stone or other minerals, nesoi</td>
<td>616</td>
<td>1,195</td>
<td></td>
</tr>
<tr>
<td>8471200080--Digital adp mch w cpu &amp; input/output unit, color crt</td>
<td>852</td>
<td>1,188</td>
<td></td>
</tr>
<tr>
<td>8544592080--Insulated electric conductors, nesoi of copper</td>
<td>0</td>
<td>1,178</td>
<td></td>
</tr>
<tr>
<td>9403100000--Metal furniture of a kind used in office, nesoi</td>
<td>1,390</td>
<td>1,164</td>
<td></td>
</tr>
<tr>
<td>8414902090--Parts of compressors, nesoi</td>
<td>2,454</td>
<td>1,162</td>
<td></td>
</tr>
<tr>
<td>8421290020--Oil-separation equipment</td>
<td>3</td>
<td>1,154</td>
<td></td>
</tr>
<tr>
<td>8708900000--Vegetables mixtures, raw/cooked by boiling, frozen</td>
<td>930</td>
<td>1,151</td>
<td></td>
</tr>
<tr>
<td>8529905000--Parts, nesoi, of apparatus in headings 8525 to 852</td>
<td>5,047</td>
<td>1,149</td>
<td></td>
</tr>
<tr>
<td>8708905050--Pts. and accessories, nesoi, of bodies hdg 8701, 8705</td>
<td>9,341</td>
<td>1,143</td>
<td></td>
</tr>
<tr>
<td>8708330030--Motor homes with diesel engine, pve 2500 cc</td>
<td>2,626</td>
<td>1,142</td>
<td></td>
</tr>
<tr>
<td>8708330075--Vehicles, nesoi, new, eng &gt;1500, &lt;3000 cc, 6+ cylinders</td>
<td>1,188</td>
<td>1,122</td>
<td></td>
</tr>
<tr>
<td>8415100080--Air-cond., wind/wall, self-contain 4.98 kwh/hr or &gt;</td>
<td>5,086</td>
<td>1,107</td>
<td></td>
</tr>
<tr>
<td>8471910090--Digital proc unit w storage, input or output unit, w/o crt</td>
<td>1,132</td>
<td>1,085</td>
<td></td>
</tr>
<tr>
<td>8418100090--Refrig-freeze comb, sep ext drs, comp, vol 382 liters &amp;</td>
<td>2,682</td>
<td>1,042</td>
<td></td>
</tr>
<tr>
<td>8703230010--Pass veh, spark ign, nesoi, new, &gt;2000 cc &amp; &gt;6 cylinders</td>
<td>0</td>
<td>1,037</td>
<td></td>
</tr>
<tr>
<td>8703210000--Pass mtr veh, spark ign eng, not ov 1,000 cc</td>
<td>2,421</td>
<td>1,021</td>
<td></td>
</tr>
<tr>
<td>8413995000--Parts, nesoi, of pumps for liquids</td>
<td>1,932</td>
<td>988</td>
<td></td>
</tr>
<tr>
<td>7304208000--Oil well drill pipe, of alloy steel</td>
<td>161</td>
<td>962</td>
<td></td>
</tr>
<tr>
<td>8002100000--Almonds, fresh or dried, shelled</td>
<td>2,575</td>
<td>951</td>
<td></td>
</tr>
<tr>
<td>8302300000--Oth bs mtngs ftngs etc for motor vehicles</td>
<td>3,823</td>
<td>939</td>
<td></td>
</tr>
<tr>
<td>9306305000--Empty cartridge shells, nesoi</td>
<td>1,826</td>
<td>905</td>
<td></td>
</tr>
<tr>
<td>8471200090--Digital adp mch w cpu &amp; input/output unit, w/o crt</td>
<td>853</td>
<td>887</td>
<td></td>
</tr>
<tr>
<td>Total of items shown</td>
<td>477,716</td>
<td>265,222</td>
<td></td>
</tr>
<tr>
<td>Total other</td>
<td>377,252</td>
<td>135,463</td>
<td></td>
</tr>
</tbody>
</table>

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)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total all commodities</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>87032400075</td>
<td>Pass veh, spark ign, nesol, new, &gt;3000 cc &amp; &gt;6 cyl</td>
<td>484,146</td>
<td>628,258</td>
<td>475,854</td>
<td>650,598</td>
<td>843,841</td>
</tr>
<tr>
<td>2602200000</td>
<td>Cigarettes containing tobacco</td>
<td>34,812</td>
<td>34,699</td>
<td>35,813</td>
<td>40,996</td>
<td>42,712</td>
</tr>
<tr>
<td>8704225006</td>
<td>Truck, diesel eng, gvw &gt;12 but &lt;= 15 metric tons</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>8803300050</td>
<td>Parts, nesol, of airplanes or helicopters, nesol</td>
<td>5,669</td>
<td>2,980</td>
<td>2,614</td>
<td>2,795</td>
<td>29,157</td>
</tr>
<tr>
<td>8703230099</td>
<td>Vehicles, nesol, used, eng exc 1500, not exc 3000 cc</td>
<td>212</td>
<td>240</td>
<td>3,787</td>
<td>14,874</td>
<td>29,106</td>
</tr>
<tr>
<td>8704225080</td>
<td>Truck, diesel eng, gvw &gt;15 but &lt;= 20 metric tons</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>8703240060</td>
<td>Pass veh, spark ign, nesol, new, &gt;3000 cc, 6 cyl</td>
<td>12,192</td>
<td>17,719</td>
<td>35,036</td>
<td>51,899</td>
<td>23,136</td>
</tr>
<tr>
<td>8703240090</td>
<td>Pass mtc veh, spark ign, over 3000 cc, used</td>
<td>141</td>
<td>160</td>
<td>2,524</td>
<td>9,916</td>
<td>17,545</td>
</tr>
<tr>
<td>8703230060</td>
<td>Vehicles, nesol, new, eng exc &gt;1500 &lt;= 3000 cc, &gt; 6 cyl</td>
<td>1,562</td>
<td>530</td>
<td>4,809</td>
<td>6,579</td>
<td>13,909</td>
</tr>
<tr>
<td>1005902000</td>
<td>Corn (maize) yellow dent, except seed</td>
<td>5,110</td>
<td>8,400</td>
<td>6,677</td>
<td>6,849</td>
<td>11,479</td>
</tr>
<tr>
<td>9800000000</td>
<td>Estimat of under $1501 data</td>
<td>3,742</td>
<td>4,912</td>
<td>5,562</td>
<td>7,782</td>
<td>11,843</td>
</tr>
<tr>
<td>8502300000</td>
<td>Generating sets, etc, nesol</td>
<td>3,155</td>
<td>2,573</td>
<td>2,348</td>
<td>3,063</td>
<td>9,868</td>
</tr>
<tr>
<td>8803900050</td>
<td>Parts, nesol, of goods, nesol, of headng 8801 or 880</td>
<td>5,669</td>
<td>2,980</td>
<td>2,614</td>
<td>2,795</td>
<td>9,341</td>
</tr>
<tr>
<td>8708290050</td>
<td>Posts and accessories, nesol, of bodies hdg</td>
<td>3,155</td>
<td>2,573</td>
<td>2,348</td>
<td>3,063</td>
<td>9,341</td>
</tr>
<tr>
<td>1001920000</td>
<td>Wheat and mealin, except seed, nesol</td>
<td>3,609</td>
<td>3,954</td>
<td>4,297</td>
<td>7,179</td>
<td>8,165</td>
</tr>
<tr>
<td>8409914000</td>
<td>Parts of spark ign eng f rd tr, bus, auto or trucks</td>
<td>0</td>
<td>7</td>
<td>0</td>
<td>0</td>
<td>7,967</td>
</tr>
<tr>
<td>8706002360</td>
<td>Chassis fitted with engine for veh, head 8705</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>8706310460</td>
<td>Truck, spark ign eng, gvw &gt;2.5 but &lt;= 5 tons</td>
<td>12,881</td>
<td>8,938</td>
<td>26,793</td>
<td>33,742</td>
<td>7,925</td>
</tr>
<tr>
<td>7305000350</td>
<td>Soil pipe of cast iron</td>
<td>9,671</td>
<td>16,967</td>
<td>21</td>
<td>7,230</td>
<td>7,711</td>
</tr>
<tr>
<td>9801100000</td>
<td>Value of repair/alter articles previous imported</td>
<td>915</td>
<td>1,089</td>
<td>1,842</td>
<td>4,063</td>
<td>6,663</td>
</tr>
<tr>
<td>8703240050</td>
<td>Pass veh, spark ign, nesol, new, &gt;3000 cc, 6&lt;8 cyl</td>
<td>7,315</td>
<td>10,631</td>
<td>21,020</td>
<td>31,133</td>
<td>6,650</td>
</tr>
<tr>
<td>4801600060</td>
<td>In rills or slabs</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>5,922</td>
</tr>
<tr>
<td>8431346301</td>
<td>Pts of oil &amp; gas field mach, nesol, of substbg 8430.49</td>
<td>11,814</td>
<td>12,842</td>
<td>8,687</td>
<td>7,132</td>
<td>5,485</td>
</tr>
<tr>
<td>8529905050</td>
<td>Parts, nesol, of apparatus in headings 8525 to 852</td>
<td>1,047</td>
<td>207</td>
<td>304</td>
<td>1,439</td>
<td>5,010</td>
</tr>
<tr>
<td>8415900090</td>
<td>Parts, nesol, of air conditioning machines</td>
<td>1,836</td>
<td>1,705</td>
<td>1,021</td>
<td>2,251</td>
<td>4,805</td>
</tr>
<tr>
<td>5703200000</td>
<td>Carpets, etc, nylon/othr polymides, tuftd, w/th made-up</td>
<td>9,360</td>
<td>7,687</td>
<td>3,897</td>
<td>9,061</td>
<td>9,156</td>
</tr>
<tr>
<td>8803300010</td>
<td>Parts, nesol, of airplanes or helicopters for civil</td>
<td>9,861</td>
<td>6,667</td>
<td>11,451</td>
<td>8,866</td>
<td>4,539</td>
</tr>
<tr>
<td>0402221000</td>
<td>Milk, cream cnctrd nt wt mn pulv/othr solidos ov 1.5% fa</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>409</td>
</tr>
<tr>
<td>8411197010</td>
<td>Parts of turbojet &amp; turbopropnell a/c eng, civil</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>4,476</td>
</tr>
<tr>
<td>8302300000</td>
<td>Dth bs &amp;lt mountngs fittings etc for motor vehicles</td>
<td>305</td>
<td>2,781</td>
<td>3,062</td>
<td>1,817</td>
<td>3,309</td>
</tr>
<tr>
<td>7605920500</td>
<td>Dth nrcnt pfts shlts strp atm alvy ov 6.5mm thick</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>3,567</td>
</tr>
<tr>
<td>8703900000</td>
<td>Passenger motor vehicles, nesol</td>
<td>649</td>
<td>1,289</td>
<td>1,987</td>
<td>7,766</td>
<td>3,791</td>
</tr>
<tr>
<td>1281000040</td>
<td>Soybeans, whether or not broken, ex seed for soung</td>
<td>3,731</td>
<td>2,567</td>
<td>2,972</td>
<td>4,115</td>
<td>3,677</td>
</tr>
<tr>
<td>3815000000</td>
<td>Reaction initiators &amp; accelerators, etc, nesol</td>
<td>653</td>
<td>560</td>
<td>26</td>
<td>3,085</td>
<td>3,567</td>
</tr>
<tr>
<td>Total of items shown</td>
<td>159,935</td>
<td>171,574</td>
<td>226,864</td>
<td>334,727</td>
<td>526,422</td>
<td></td>
</tr>
<tr>
<td>Total other</td>
<td>324,210</td>
<td>456,688</td>
<td>248,869</td>
<td>319,671</td>
<td>314,021</td>
<td></td>
</tr>
</tbody>
</table>

---

**Note:** 1983-88 data are estimated. 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)

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Time Period:</th>
</tr>
</thead>
<tbody>
<tr>
<td>All commodities</td>
<td>183,972</td>
</tr>
<tr>
<td>9002000—Crude petroleum testing 25 degrees API or more</td>
<td>15,710</td>
</tr>
<tr>
<td>4100000—Anhydrous ammonia</td>
<td>0</td>
</tr>
<tr>
<td>0001570—Unleaded gasoline</td>
<td>0</td>
</tr>
<tr>
<td>3110000—Petroleum coke, not calcined</td>
<td>0</td>
</tr>
<tr>
<td>1010035—Products of U.S. returned after being exported, nesol</td>
<td>3,373</td>
</tr>
<tr>
<td>1150010—Butanes 19 min pur of 90 liq vol pct</td>
<td>0</td>
</tr>
<tr>
<td>1120010—Propane, liq, min pur 90 liq vol percent</td>
<td>0</td>
</tr>
<tr>
<td>0000550—Other fuel oils under 25 degrees API, nesol</td>
<td>0</td>
</tr>
<tr>
<td>6130020—Shrimps and prawns, shell-on, frozen</td>
<td>2,522</td>
</tr>
<tr>
<td>0000520—Heavy fuel oils under 25 degrees API</td>
<td>0</td>
</tr>
<tr>
<td>4620055—Women's shorts of cotton, not knit</td>
<td>0</td>
</tr>
<tr>
<td>9950000—Estimate of low valued items</td>
<td>71</td>
</tr>
<tr>
<td>2390050—Diam exc ind wrkd nt st o string weighing 0.5 ct</td>
<td>0</td>
</tr>
<tr>
<td>4622030—Women's shorts of cotton, knit</td>
<td>0</td>
</tr>
<tr>
<td>5003000—Perfumes and toilet waters containing alcohol</td>
<td>0</td>
</tr>
<tr>
<td>3115000—Silver jewelry etc val ov $15 per dez pcs</td>
<td>18</td>
</tr>
<tr>
<td>5303010—Women's blouses cotton with &gt;=2 color warp, nt kn</td>
<td>0</td>
</tr>
<tr>
<td>6303040—Women's blouses cotton &lt;36X by wgt of flx ftb n/crc</td>
<td>0</td>
</tr>
<tr>
<td>90000000—Containers for one or more modes of transport</td>
<td>0</td>
</tr>
<tr>
<td>7930000—Parts of telephone sets</td>
<td>0</td>
</tr>
<tr>
<td>2002000—Articles for exhibition to encourage agr, arts, etc</td>
<td>0</td>
</tr>
<tr>
<td>5304000—Parts of adp mach and units not incorporating cr</td>
<td>63</td>
</tr>
<tr>
<td>8900050—Cocc (except gold coin) nesol</td>
<td>0</td>
</tr>
<tr>
<td>2400000—Black tea fermented &amp; other partly fermented tea nesol</td>
<td>0</td>
</tr>
<tr>
<td>7005505—Galvanized nails etc nes smooth shnk, 1-pc con rd wr</td>
<td>0</td>
</tr>
<tr>
<td>4624020—Women's trousers &amp; breeches other cotton, not knit</td>
<td>0</td>
</tr>
<tr>
<td>4400010—Power supplies (rectifier type) &gt;= 150 w but &lt; 500w</td>
<td>0</td>
</tr>
<tr>
<td>3911000—Parts of fuel-injection pumps for comp-ignition pumps</td>
<td>0</td>
</tr>
<tr>
<td>7000000—Unused postage; banknotes; check forms; stock, etc</td>
<td>0</td>
</tr>
<tr>
<td>8050050—Vehicles not mechanically propelled, nesol</td>
<td>0</td>
</tr>
<tr>
<td>1990040—Bibles/testaments/prayer books oth religious books</td>
<td>0</td>
</tr>
<tr>
<td>1592090—Nov fab cont &gt;55 wgt &lt;200/g/m2 prt ot than stn</td>
<td>0</td>
</tr>
<tr>
<td>5000060—Antiques of age exceeding one hundred years, nesol</td>
<td>0</td>
</tr>
<tr>
<td>All other</td>
<td>162,216</td>
</tr>
</tbody>
</table>

Note: 1983-88 data are estimates.

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

Note: 35 commodities sorted by General Imports, Customs value in 1989.
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 60,000 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-À-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, HCB
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):

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

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.
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); INFECTION 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

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.

- MUBAKAR 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 RADILOGICAL 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)

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<tbody>
<tr>
<td>PRODUCTS:</td>
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<td>PLUS IMPORTS:</td>
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<td>96.6</td>
<td>98.5</td>
<td>106.5</td>
<td>2-3 PRC</td>
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<tr>
<td>LESS RE EXPORTS:</td>
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<td>2.4</td>
<td>2.5</td>
<td>2.5</td>
<td>-</td>
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<tr>
<td>APPARENT CONSUMPTION:</td>
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<td>94.2</td>
<td>96.0</td>
<td>104.0</td>
<td>-</td>
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<tr>
<td>IMPORTS FROM US:</td>
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<td>22.0</td>
<td>30.0</td>
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</tr>
<tr>
<td>EXPORT TO US:</td>
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<td>0.04</td>
<td>0.04</td>
<td>0.04</td>
<td></td>
</tr>
</tbody>
</table>

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

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.
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, DRAPEYERIES 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.


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 TRANSMITTING 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) Woollen 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)

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<th>1984</th>
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<tr>
<td>TEXTILES</td>
<td>355.5</td>
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Note: 1986 official statistics are latest available.
2. TOTAL U.S. EXPORTS TO KUWAIT (IN USD MILLION)

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<tr>
<td>FABRICS</td>
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<td>3.177</td>
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<td>APPAREL</td>
<td>11.206</td>
<td>8.894</td>
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<td>7.570</td>
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</table>

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.

- **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.

- **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.

- 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.

- 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.

- 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.

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

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

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

ARKANSAS

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 Greenwch 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) 536-2567
*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, CEB II, Rm. 346, University of Central Florida, 32802, (407) 648-1608
*Tallahassee—Collins Bldg., Rm. 401, 107 W. Gaines St., 32304, (904) 888-4649

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, 30 A La 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

*DENOTES REGIONAL OFFICE WITH SUPERVISORY REGIONAL RESPONSIBILITIES

*DENOTES TRADE SPECIALIST AT A BRANCH OFFICE
MBDA

Kuwait Reconstruction Task Force

UPDATE

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
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, factories, 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 Kuwait's 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; Navaids; 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(Utillties (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 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 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)
SUBJECT: Restoration of the Government of Kuwait Municipal Facilities

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 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; Navaids; 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); 034 (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 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 it's 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-EC, P.O. Box 2250, Winchester, VA 22601-1450.
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.

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.

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.

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.

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.

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
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:

<table>
<thead>
<tr>
<th>General Motors</th>
<th>Vehicles</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ford</td>
<td>Vehicles</td>
</tr>
<tr>
<td>Chrysler</td>
<td>Vehicles</td>
</tr>
<tr>
<td>Mitel Corp.</td>
<td>Telecommunications</td>
</tr>
<tr>
<td>LaFrance Equipment</td>
<td>Fire Trucks</td>
</tr>
<tr>
<td>Kemet</td>
<td>Public-Health Supplies</td>
</tr>
<tr>
<td>Raytheon</td>
<td>Airport Equipment</td>
</tr>
<tr>
<td>FMC Corp.</td>
<td>Heavy Equipment</td>
</tr>
<tr>
<td>Caterpillar</td>
<td>Heavy Equipment</td>
</tr>
<tr>
<td>Motorola</td>
<td>Telecommunications</td>
</tr>
<tr>
<td>Waste Management, Inc.</td>
<td>Waste Removal</td>
</tr>
</tbody>
</table>

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.

2/28/91
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- General Motors
- Ford
- Chrysler
- Mitel Corp.
- LaFrance Equipment
- Kemet
- Raytheon
- FMC Corp.
- Caterpillar
- Motorola
- Waste Management, Inc.
- American Dredging Company
- Al Harbi Trading & Contracting Co., Ltd. (Riyadh, Saudi Arabia)
- Blount, Inc. (Montgomery, AL)
- Brown and Root, Inc. (Houston, TX)

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-
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**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
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.

- 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.

- 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

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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 Middle East/North African Countries


(In millions of dollars)

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Area</td>
<td></td>
<td>16,561.3</td>
<td>15,064.8</td>
<td>15,017.0</td>
<td>16,157.3</td>
<td>17,644.9</td>
<td>21,867.4</td>
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<tr>
<td>% of U.S. Total</td>
<td></td>
<td>4.5</td>
<td>4.1</td>
<td>3.8</td>
<td>3.4</td>
<td>3.7</td>
<td>4.4</td>
</tr>
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#### Arab Countries

<table>
<thead>
<tr>
<th>Near East</th>
<th></th>
<th>7,541.6</th>
<th>8,255.3</th>
<th>7,778.0</th>
<th>9,406.9</th>
<th>11,804.0</th>
<th>15,362.0</th>
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<tbody>
<tr>
<td>Bahrain</td>
<td>290.6</td>
<td>458.7</td>
<td>718.6</td>
<td>110.0</td>
<td>79.8</td>
<td>80.7</td>
<td></td>
</tr>
<tr>
<td>Iraq</td>
<td>1,156.1</td>
<td>1,173.5</td>
<td>731.8</td>
<td>1,605.4</td>
<td>2,408.3</td>
<td>3,014.5</td>
<td></td>
</tr>
<tr>
<td>Jordan</td>
<td>372.8</td>
<td>380.7</td>
<td>309.1</td>
<td>13.2</td>
<td>8.6</td>
<td>11.5</td>
<td></td>
</tr>
<tr>
<td>Kuwait</td>
<td>690.3</td>
<td>855.0</td>
<td>400.7</td>
<td>506.8</td>
<td>975.0</td>
<td>569.9</td>
<td></td>
</tr>
<tr>
<td>Lebanon</td>
<td>123.4</td>
<td>93.4</td>
<td>98.1</td>
<td>42.1</td>
<td>30.6</td>
<td>24.3</td>
<td></td>
</tr>
<tr>
<td>Oman</td>
<td>129.6</td>
<td>169.6</td>
<td>162.8</td>
<td>82.2</td>
<td>117.0</td>
<td>291.9</td>
<td></td>
</tr>
<tr>
<td>Qatar</td>
<td>98.7</td>
<td>100.7</td>
<td>114.7</td>
<td>7.6</td>
<td>50.4</td>
<td>52.8</td>
<td></td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td>3,799.2</td>
<td>3,576.0</td>
<td>4,034.8</td>
<td>6,236.9</td>
<td>7,181.3</td>
<td>9,974.3</td>
<td></td>
</tr>
<tr>
<td>Syria</td>
<td>88.5</td>
<td>91.5</td>
<td>98.2</td>
<td>42.1</td>
<td>98.2</td>
<td>52.1</td>
<td></td>
</tr>
<tr>
<td>UAE</td>
<td>710.5</td>
<td>1,239.6</td>
<td>998.2</td>
<td>616.2</td>
<td>685.0</td>
<td>889.5</td>
<td></td>
</tr>
<tr>
<td>Yemen</td>
<td>85.5</td>
<td>78.7</td>
<td>111.2</td>
<td>129.8</td>
<td>258.9</td>
<td>399.5</td>
<td></td>
</tr>
</tbody>
</table>

#### Arab Countries

<table>
<thead>
<tr>
<th>North Africa</th>
<th></th>
<th>3,685.1</th>
<th>3,726.5</th>
<th>3,872.0</th>
<th>2,361.2</th>
<th>2,217.2</th>
<th>3,182.8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Algeria</td>
<td>732.6</td>
<td>758.5</td>
<td>947.7</td>
<td>1,972.2</td>
<td>1,836.4</td>
<td>2,645.3</td>
<td></td>
</tr>
<tr>
<td>Morocco</td>
<td>428.0</td>
<td>390.0</td>
<td>497.0</td>
<td>102.1</td>
<td>98.5</td>
<td>109.1</td>
<td></td>
</tr>
<tr>
<td>Libya</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td></td>
</tr>
<tr>
<td>Tunisia</td>
<td>164.8</td>
<td>160.0</td>
<td>178.5</td>
<td>46.0</td>
<td>56.0</td>
<td>32.0</td>
<td></td>
</tr>
<tr>
<td>Egypt</td>
<td>2,339.7</td>
<td>2,610.0</td>
<td>2,248.8</td>
<td>242.9</td>
<td>226.5</td>
<td>396.4</td>
<td></td>
</tr>
</tbody>
</table>

#### Non-Arab Countries

<table>
<thead>
<tr>
<th>Near East</th>
<th></th>
<th>3,320.6</th>
<th>2,899.7</th>
<th>3,347.0</th>
<th>3,076.3</th>
<th>3,333.7</th>
<th>3,319.6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Iran</td>
<td>73.1</td>
<td>60.0</td>
<td>166.5</td>
<td>8.3</td>
<td>8.6</td>
<td>7.0</td>
<td></td>
</tr>
<tr>
<td>Israel</td>
<td>3,247.5</td>
<td>2,830.7</td>
<td>3,200.3</td>
<td>3,068.0</td>
<td>3,325.1</td>
<td>3,312.6</td>
<td></td>
</tr>
</tbody>
</table>

---

Including Special Category Commodities

**Exports - f.a.s.**

**Imports - c.i.f.**

Source: U.S. Department of Commerce

Compiled by: Bureau of the Census

Office of the Near East

February 20, 1991
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.
| Page 20 |
|-----------------|-----------------|
| **Table 11: Leading U.S. Total Exports, F.A.S. Value (Thousands of Dollars)** |

<table>
<thead>
<tr>
<th>Time period</th>
<th>1989</th>
<th>1990</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Table 11: Leading U.S. Total Exports, F.A.S. Value (Thousands of Dollars)</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**HS Commodity**

- **Total all commodities**
  - Total exports, F.A.S. value
  - 1990

<table>
<thead>
<tr>
<th><strong>HS Commodity</strong></th>
<th><strong>Time period</strong></th>
<th><strong>1989</strong></th>
<th><strong>1990</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total all commodities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cigarettes containing tobacco</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Pass veh, spark plug, over 3000 cc &amp; 6 cyl</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Parts, wear, of airplanes or helicopters, non</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Vehicles, nonesol, used, req exc 1500, not exc 3000 cc</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>U.S. low value estimates</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Parts, nonesol, of airplanes or helicopters, non</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Vehicles, nonesol, used, req exc 1500, not exc 3000 cc</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Parts of offshore drilling and production platforms</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Parts and accessories, nonesol, for vehicles, nonesol</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Parts f spark plug eng id or fl, bus, auto, or trucks</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Supported catalysts w nickel/nickel compound etc</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Vehicles, nonesol, used, req exc 1500, not exc 3000 cc</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Parts of all kinds used on motor cars</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Pile of oil &amp; gas field mach, nonesol, of subhd B430, 49</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Shhipsments under $1,000, mil</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Corn (maize) yellow dent, except seed</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Parts, wear, of airplanes or helicopters, non</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Carpet, with top floor cov, other tex materials, knotted</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Paint of all and gas field machinery</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Pass veh, spark plug, over 3000 cc &amp; 6 cyl</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Pass veh, spark plug, over 3000 cc &amp; 6 cyl</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Truck, spark plug eng, yw &gt;2.5 but &lt; 5 m tons</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Edible preparations, not canned or frozen, nonesol</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Milk &amp; cream, cold, pastured, powdr/solids, over 1.5% fat</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Oil or fuel filters for internal combustion engine</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Nonresist pils shts strp alum am or 6.3 mm thick</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Parts of machinery for crushing or grinding minerals</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**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>
<thead>
<tr>
<th>HS commodity</th>
<th>Time period</th>
<th>1989</th>
<th>1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>870839000000 -- Brakes and servo-brakes, parts, of 8701, 8705,</td>
<td></td>
<td>2,425</td>
<td>1,311</td>
</tr>
<tr>
<td>701339000000 -- Other table or kitchen glassware nesol,</td>
<td></td>
<td>1,852</td>
<td>1,280</td>
</tr>
<tr>
<td>361519000000 -- Supported catalysts, nesol,</td>
<td></td>
<td>14</td>
<td>1,241</td>
</tr>
<tr>
<td>020741000000 -- Chicken cuts and edible offal (ex livers), frozen,</td>
<td></td>
<td>1,863</td>
<td>1,236</td>
</tr>
<tr>
<td>870891500000 -- Radiators for vehicles, nesol,</td>
<td></td>
<td>1,092</td>
<td>1,230</td>
</tr>
<tr>
<td>847330000000 -- Parts &amp; accessories for adp machines &amp; units,</td>
<td></td>
<td>1,707</td>
<td>1,215</td>
</tr>
<tr>
<td>861599000000 -- Oth articles of stone or oth min substances nesol,</td>
<td></td>
<td>616</td>
<td>1,995</td>
</tr>
<tr>
<td>86171200030 -- Digital adp mch w cpu &amp; input/output unt, color crt,</td>
<td></td>
<td>852</td>
<td>1,188</td>
</tr>
<tr>
<td>854459200000 -- Insulated electric conductors nesol of copper,</td>
<td></td>
<td>85</td>
<td>1,178</td>
</tr>
<tr>
<td>960310000000 -- Metal furniture of a kind used in office, nesol,</td>
<td></td>
<td>1,390</td>
<td>1,164</td>
</tr>
<tr>
<td>841690209000 -- Parts of compressors, nesol,</td>
<td></td>
<td>2,454</td>
<td>1,162</td>
</tr>
<tr>
<td>842129002000 -- 011--separation equipment,</td>
<td></td>
<td>3</td>
<td>1,154</td>
</tr>
<tr>
<td>071099000000 -- Vegetables mixtures, raw/cooked by boiling, frozen,</td>
<td></td>
<td>930</td>
<td>1,151</td>
</tr>
<tr>
<td>852990950000 -- Parts, nesol, of apparatus in headings 8523 to 8524,</td>
<td></td>
<td>5,037</td>
<td>1,149</td>
</tr>
<tr>
<td>870829005000 -- Pts and accessories, nesol, of bodies hgd 8701, 8705,</td>
<td></td>
<td>9,361</td>
<td>1,143</td>
</tr>
<tr>
<td>870133003000 -- Motor homes with diesel engine, ov 2500 cc,</td>
<td></td>
<td>2,426</td>
<td>1,142</td>
</tr>
<tr>
<td>870323007500 -- Vehicles, nesol, new, eng &gt;1500, &lt;3000 cc, &gt;6 cylinders,</td>
<td></td>
<td>1,188</td>
<td>1,122</td>
</tr>
<tr>
<td>841510000000 -- Air-cond, wind/wall, self-conta., 4.9 kw/hr or &gt;,</td>
<td></td>
<td>3,086</td>
<td>1,107</td>
</tr>
<tr>
<td>861710009000 -- Digte proc unt w storage, input or output unt, w/o crt,</td>
<td></td>
<td>1,132</td>
<td>1,065</td>
</tr>
<tr>
<td>861810000000 -- Refrig-freez comb, sep ext drs, comp, vol 1382 liters &amp;</td>
<td></td>
<td>2,682</td>
<td>1,042</td>
</tr>
<tr>
<td>870323001000 -- Pass veh, spark ign, nesol, new, &gt;3000 cc &amp; &gt;6cylinder,</td>
<td></td>
<td>10</td>
<td>1,037</td>
</tr>
<tr>
<td>870321000000 -- Pass mtr veh, spark ign eng, not ov 1,000 cc,</td>
<td></td>
<td>2,421</td>
<td>1,021</td>
</tr>
<tr>
<td>841391050000 -- Parts, nesol, of pumps for liquids,</td>
<td></td>
<td>1,932</td>
<td>988</td>
</tr>
<tr>
<td>730420001000 -- 011 well drill pipe, of alloy steel,</td>
<td></td>
<td>161</td>
<td>962</td>
</tr>
<tr>
<td>060210000000 -- Almonds, fresh or dried, shellled,</td>
<td></td>
<td>2,375</td>
<td>951</td>
</tr>
<tr>
<td>830230000000 -- 0th bs melt mountngs fittings etc for motor vehciles,</td>
<td></td>
<td>3,823</td>
<td>939</td>
</tr>
<tr>
<td>930630409000 -- Empty cartridge shells, nesol,</td>
<td></td>
<td>1,826</td>
<td>905</td>
</tr>
<tr>
<td>861712000900 -- Digital adp mch w cpu &amp; input/output unt, w/o crt,</td>
<td></td>
<td>853</td>
<td>887</td>
</tr>
<tr>
<td>Total of items shown</td>
<td></td>
<td>477,716</td>
<td>265,222</td>
</tr>
<tr>
<td>Total other</td>
<td></td>
<td>377,252</td>
<td>135,463</td>
</tr>
</tbody>
</table>

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>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total all commodities</td>
<td>484,146</td>
<td>628,258</td>
<td>475,854</td>
<td>650,398</td>
<td>84</td>
</tr>
<tr>
<td>87052400075-Pass veh, spark ign, nesol, new, 3300 cc &amp; 6-cylinder</td>
<td>10.668</td>
<td>15.504</td>
<td>30.654</td>
<td>45.412</td>
<td>14</td>
</tr>
<tr>
<td>2602000000-Cigarettes containing tobacco</td>
<td>21.12</td>
<td>29.69</td>
<td>31.813</td>
<td>48.986</td>
<td>4</td>
</tr>
<tr>
<td>8706220500-Truck, diesel eng, gvw 12 but 15 metric tons</td>
<td>9.669</td>
<td>2.980</td>
<td>2.614</td>
<td>2.795</td>
<td>2</td>
</tr>
<tr>
<td>8706220000-Vehicles, nesol, used, eng exc 1500, not exc 3000 cc.</td>
<td>212</td>
<td>240</td>
<td>3.787</td>
<td>14.874</td>
<td>2</td>
</tr>
<tr>
<td>8706220800-Gravel, diesel eng, gvw 13 but 20 metric tons</td>
<td>12.192</td>
<td>17.719</td>
<td>33.034</td>
<td>51.899</td>
<td>2</td>
</tr>
<tr>
<td>8706240000-Pass veh, spark ign, new, 3300 cc, 6-cyl</td>
<td>141</td>
<td>160</td>
<td>2.524</td>
<td>9.916</td>
<td>1</td>
</tr>
<tr>
<td>8706240000-Vehicles, nesol, new, eng exc 1500 but 3000 cc, 4 cyl</td>
<td>1.562</td>
<td>5.30</td>
<td>4.399</td>
<td>6.579</td>
<td>1</td>
</tr>
<tr>
<td>1005902000-Corn (maize) yellow dent, except seed</td>
<td>3.110</td>
<td>8.40</td>
<td>6.677</td>
<td>8.569</td>
<td>1</td>
</tr>
<tr>
<td>9800600000-Valves of under 1501 data</td>
<td>3.742</td>
<td>4.912</td>
<td>5.562</td>
<td>7.782</td>
<td>1</td>
</tr>
<tr>
<td>8502300000-Generating sets, etc, nesol</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>8708950000-Parts, nesol, of goods, nesol, of heading 8601 or 880</td>
<td>3.153</td>
<td>2.573</td>
<td>2.348</td>
<td>3.063</td>
<td>9</td>
</tr>
<tr>
<td>8708290500-Parts and accessories, nesol, of bodlev kend 8701, 8705</td>
<td>5.669</td>
<td>2.980</td>
<td>2.614</td>
<td>2.795</td>
<td>9</td>
</tr>
<tr>
<td>9010192000-Heat and mesin, except seed nesol</td>
<td>3.153</td>
<td>2.573</td>
<td>2.348</td>
<td>3.063</td>
<td>9</td>
</tr>
<tr>
<td>8809140000-Parts of spark ign eng f r tr, bus, auto or truck</td>
<td>3.689</td>
<td>3.954</td>
<td>4.297</td>
<td>7.179</td>
<td>9</td>
</tr>
<tr>
<td>8706002000-Chassis fitted engines veh, head 8705</td>
<td>0</td>
<td>7</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>8704310000-Engine, spark ign, gvw 25 but &lt;= 3 m tons</td>
<td>12.881</td>
<td>8.938</td>
<td>26.793</td>
<td>33.742</td>
<td>7</td>
</tr>
<tr>
<td>7030000000-Sol pipe of cast iron</td>
<td>9.671</td>
<td>19.967</td>
<td>21</td>
<td>7.230</td>
<td>7</td>
</tr>
<tr>
<td>9801120000-Value of repair/alter articles previously imported</td>
<td>913</td>
<td>1.089</td>
<td>1.842</td>
<td>4.043</td>
<td>6</td>
</tr>
<tr>
<td>8705320000-Pass veh, spark ign, nesol, new, 3300 cc, 6-cyl</td>
<td>7.313</td>
<td>10.631</td>
<td>21.020</td>
<td>31.139</td>
<td>6</td>
</tr>
<tr>
<td>4801000000-Teaprint, in rolls or sheets</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>8519480100-Units of oil &amp; gas field mach, nesol, of subhd 8430, 49</td>
<td>11.814</td>
<td>12.842</td>
<td>8.687</td>
<td>7.132</td>
<td>5</td>
</tr>
<tr>
<td>8529900500-Parts of apparatus in headings 8529 to 8532</td>
<td>1.047</td>
<td>207</td>
<td>304</td>
<td>1.459</td>
<td>5</td>
</tr>
<tr>
<td>8615900000-Parts, nesol, of air conditioning machines</td>
<td>1.856</td>
<td>2.157</td>
<td>1.021</td>
<td>2.251</td>
<td>4</td>
</tr>
<tr>
<td>7053260000-Carpets, etc, nylon/other polyamides, tufted, w/ made-up</td>
<td>1.082</td>
<td>2.076</td>
<td>3.897</td>
<td>9.041</td>
<td>4</td>
</tr>
<tr>
<td>8803500000-Parts, nesol, of airplanes or helicopters for civil</td>
<td>9.861</td>
<td>6.667</td>
<td>11.431</td>
<td>8.686</td>
<td>4</td>
</tr>
<tr>
<td>0402210000-Milk/cream cntrd nt with pack &amp; solids ov 1.5% fat</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>409</td>
<td>4</td>
</tr>
<tr>
<td>8611170100-Parts of turbojet &amp; turbopropeller a/c, eng, civil</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>8523000000-3th br mot, mountings fittings etc for motor vehicles</td>
<td>302</td>
<td>2.783</td>
<td>3.086</td>
<td>1.816</td>
<td>3</td>
</tr>
<tr>
<td>7606920050-0th nonresctrctd mt strp alum alwy ov 6.5m thick</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>8703500000-Passenger motor vehicles, nesol</td>
<td>649</td>
<td>1.289</td>
<td>1.987</td>
<td>7.756</td>
<td>3</td>
</tr>
<tr>
<td>1201000400-Soybeans, whether or not broken, ex seed for mog</td>
<td>3.737</td>
<td>2.969</td>
<td>5.732</td>
<td>4.115</td>
<td>3</td>
</tr>
<tr>
<td>3915300000-Reaction initiators &amp; accelerators, etc, nesol</td>
<td>156</td>
<td>3.560</td>
<td>560</td>
<td>2.6</td>
<td>0</td>
</tr>
<tr>
<td>Total of items shown</td>
<td>159,933</td>
<td>171,370</td>
<td>226,984</td>
<td>330,727</td>
<td>329</td>
</tr>
<tr>
<td>Total other</td>
<td>324,210</td>
<td>456,688</td>
<td>248,869</td>
<td>319,671</td>
<td>314</td>
</tr>
</tbody>
</table>

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>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Crude petroleum testing 25 degrees API or more</td>
<td></td>
<td>183,972</td>
<td>266,943</td>
<td>521,490</td>
<td>463,579</td>
<td>974,760</td>
</tr>
<tr>
<td>Jet motor fuel, kerosene-type</td>
<td></td>
<td>15,770</td>
<td>71,153</td>
<td>312,438</td>
<td>366,469</td>
<td>932,843</td>
</tr>
<tr>
<td>Anhydrous ammonia</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>9,128</td>
</tr>
<tr>
<td>Unleaded gasoline</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>6,861</td>
</tr>
<tr>
<td>Petroleum coke, not calcined</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>5,888</td>
</tr>
<tr>
<td>Products of U.S. returned after being exported</td>
<td></td>
<td>3,373</td>
<td>9,370</td>
<td>18,888</td>
<td>23,778</td>
<td>3,018</td>
</tr>
<tr>
<td>Butane, 1 lb min pur of 90 1 lb vol percent</td>
<td></td>
<td>419</td>
<td>302</td>
<td>0</td>
<td>0</td>
<td>2,268</td>
</tr>
<tr>
<td>Propane, 1 lb min pur 90 1 lb vol percent</td>
<td></td>
<td>749</td>
<td>88</td>
<td>112</td>
<td>1,497</td>
<td></td>
</tr>
<tr>
<td>Other fuel oils under 25 degrees API nesol</td>
<td></td>
<td>0</td>
<td>770</td>
<td>1,589</td>
<td>797</td>
<td>529</td>
</tr>
<tr>
<td>Heavy fuel oils under 25 degrees API</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>509</td>
</tr>
<tr>
<td>Women's shorts of cotton, not knit</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>454</td>
</tr>
<tr>
<td>Women's blouses cotton with &gt;2 color warp, nt kn.</td>
<td></td>
<td>0</td>
<td>2</td>
<td>23</td>
<td>1</td>
<td>9</td>
</tr>
<tr>
<td>Hom bleas cot nesol &lt;36% by wgt of flx fib n/k/crc</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>83</td>
</tr>
<tr>
<td>Containers for one or more modes of transport</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>779</td>
</tr>
<tr>
<td>Parts of telephone sets</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>72</td>
</tr>
<tr>
<td>Articles for exhibition to encourage agr arts, etc.</td>
<td></td>
<td>200</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>60</td>
</tr>
<tr>
<td>Parts of adp mach and units not incorporating crt.</td>
<td></td>
<td>330</td>
<td>106</td>
<td>26</td>
<td>19</td>
<td>60</td>
</tr>
<tr>
<td>Black tea fermtd &amp; other partly fermtd tea nesol</td>
<td></td>
<td>52</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>39</td>
</tr>
<tr>
<td>Galvanzd nails etc nes smooth shrk, 1-pc can rd wr</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>38</td>
</tr>
<tr>
<td>Women's trousers &amp; breeches other cotton, net knit</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>36</td>
</tr>
<tr>
<td>Power supplies (rectifier type) &gt; 150 w but &lt; 500w</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>25</td>
</tr>
<tr>
<td>Parts of fuel-injection pumps for comp-ignit pumps</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>24</td>
</tr>
<tr>
<td>Unused postage: banknotes; check forms; stock, etc.</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>23</td>
</tr>
<tr>
<td>Vehicles not mechanically propelled, nesol</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>22</td>
</tr>
<tr>
<td>Bibles/testaments/prayer books oth religious books</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>20</td>
</tr>
<tr>
<td>Women's trousers art fib cont &lt; 36% wool, n k/t/crc</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>15</td>
</tr>
<tr>
<td>Nov fab cot cont &gt;85% wgt &lt;200g/m2 prt ot than attm</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>15</td>
</tr>
<tr>
<td>Antiques of age exceeding one hundred years, nesol</td>
<td></td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>15</td>
</tr>
<tr>
<td>All items shown</td>
<td></td>
<td>21,756</td>
<td>82,712</td>
<td>333,526</td>
<td>391,856</td>
<td>974,597</td>
</tr>
<tr>
<td>All other</td>
<td></td>
<td>162,216</td>
<td>184,230</td>
<td>187,964</td>
<td>71,722</td>
<td>163</td>
</tr>
</tbody>
</table>

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

1: 1981-88 data are estimated.
2: Compiled from official statistics of the U.S. Department of Commerce.
### Table 9—Kuwait: Leading U.S. General Imports, Customs value (Thousands of dollars)

<table>
<thead>
<tr>
<th>Commodity Description</th>
<th>1989</th>
<th>1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total all commodities</td>
<td>974,760</td>
<td>569,930</td>
</tr>
<tr>
<td>Heavy fuel oil up 25 degrees</td>
<td>932,864</td>
<td>518,080</td>
</tr>
<tr>
<td>Heavy fuel oil up 25 degrees or more</td>
<td>5</td>
<td>15,782</td>
</tr>
<tr>
<td>Crude petroleum products</td>
<td>0</td>
<td>9,780</td>
</tr>
<tr>
<td>Crude petroleum products</td>
<td>0</td>
<td>6,089</td>
</tr>
<tr>
<td>Butane 11q min pur 90 liq</td>
<td>10,568</td>
<td>4,982</td>
</tr>
<tr>
<td>Butane 11q min pur 90 liq vol percent</td>
<td>2,268</td>
<td>9,510</td>
</tr>
<tr>
<td>Propane 11q min pur 90 liq vol percent</td>
<td>1,497</td>
<td>2,449</td>
</tr>
<tr>
<td>Ethylene and butane</td>
<td>0</td>
<td>1,650</td>
</tr>
<tr>
<td>Products of u.s. returned after being exported</td>
<td>3,018</td>
<td>1,607</td>
</tr>
<tr>
<td>Anhydrous ammonia</td>
<td>9,126</td>
<td>1,392</td>
</tr>
<tr>
<td>Raw wool net adv in value or cond:Vanadium-bearing</td>
<td>0</td>
<td>809</td>
</tr>
<tr>
<td>Men's trousers art fib cent &lt; 36X wool, n ft/coc</td>
<td>6</td>
<td>559</td>
</tr>
<tr>
<td>Men's trousers art fib cent &lt; 36X wool, n ft/kit</td>
<td>0</td>
<td>411</td>
</tr>
<tr>
<td>Men's trousers art fib cent &lt; 36X wool, n ft/coc</td>
<td>2</td>
<td>251</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>15</td>
<td>182</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>1</td>
<td>148</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>293</td>
<td>147</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>147</td>
<td>124</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>115</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>114</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>110</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>107</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>112</td>
<td>67</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>62</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>54</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>124</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>115</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>114</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>110</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>107</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>122</td>
<td>67</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>62</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>54</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>124</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>115</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>114</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>110</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>107</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>112</td>
<td>67</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>62</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>54</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>124</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>115</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>114</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>110</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>107</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>122</td>
<td>67</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>62</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>54</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>124</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>115</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>114</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
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<td>110</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>107</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>112</td>
<td>67</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>62</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>54</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>124</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>115</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>114</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>110</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>107</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>112</td>
<td>67</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>62</td>
</tr>
<tr>
<td>Men's trousers art fibre, not knit</td>
<td>0</td>
<td>54</td>
</tr>
</tbody>
</table>

**Source:** Compiled from official statistics of the U.S. Department of Commerce. Top 70 commodities sorted by General Imports, Customs value in 1990.
Table 9--Kuwait: Leading U.S. General Imports, Customs value (Thousands of dollars)

<table>
<thead>
<tr>
<th>HS Commodity</th>
<th>Time Period:</th>
<th>1989</th>
<th>1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>6105622030--Women's shorts of cotton, knit.</td>
<td>195</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>6050400010--Power supplies (rectifier type) &gt; 150 w but &lt; 500w</td>
<td>25</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>604220040--H/g ensembles of trousers &amp; breeches of cotton, knit.</td>
<td>8</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>604220060--H/g ensembles of blouses, shirts, tops of cot, knit.</td>
<td>8</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>604633532--H shorts of synth fib &lt;36x w/fah, not knit/crocheted</td>
<td>13</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>6203902010--Men's trousers &amp; breeches of artificial fibers, nt kt</td>
<td>0</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>6205302050--Men's shirt ex dress mmf with &gt; 2 color warp, nt kt</td>
<td>0</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>6071392070--Bean (vigna, pheasius) nesol 5/1-8/31, dried shld</td>
<td>2</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>807393040--Hard disk drive unit, nesol, w/out extnl power suply</td>
<td>0</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>6204904010--H dresses of art fib &lt;36x by wt of w/fah nt kt</td>
<td>0</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>6302102020--Pillowcases of cotton, no trim, not napped</td>
<td>0</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>8703230090--Pass veh, spark ign, cyl cap (500-3000cc, used)</td>
<td>0</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>8915100060--Air-cond.,wind/wall, self contain, 2520kcal.&gt;4284kcal</td>
<td>0</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>7314996000--Oth grill, netng. fencing, los nesol cut to shape</td>
<td>0</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>6071502000--Broad beans and horse beans ex seed, dried shelled</td>
<td>0</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>607999000--Perfumery, cosmetic or toilet preparations, nesol</td>
<td>0</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>8471926540--Dot matrix printer units w/ctrl &amp; print mechanism</td>
<td>0</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>6105622010--Women's trousers of cot, knit.</td>
<td>13</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>6104622030--Women's shorts of cot, knit.</td>
<td>13</td>
<td>7</td>
<td></td>
</tr>
</tbody>
</table>

Source: Compiled from official statistics of the U.S. Department of Commerce.
Top 70 commodities sorted by General Imports, Customs value in 1990.
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
P O Box 4896 Safat, 13049 Kuwait
Contact: Mr Sergio Coletta
Title: Surveyor for Kuwait
Tel: 2551805/2553939
Fax: 2553939
Activity: Third party inspection.
ABS Worldwide Technical Services Inc. of American Bureau of Shipping

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

AMERICAN LIFE INSURANCE
P O Box 669 Safat, 13007 Kuwait
Contact: Mr Rashid Mana
Title: General Manager
Tel: 2435113/2442542/2443217
Tlx: 22472 ALICO KT
Activity: Life insurance, group insurance, personal accident insurance

THE ARCHITECTS COLLABORATIVE
P O Box 23548 Safat, 13096 Kuwait
Contact: Mr Raad Almumayil
Title: Regional Manager
Tel: 2410841/2411874
Tlx: 22926 TAC ME KT
Fax: 2410821
Activity: Consultants, planner, interior designers, and landscape
ARTHUR YOUNG AND COMPANY
P O Box 2115 Safat, 13022 Kuwait
Contact : Mr Ghazi Shenab
Title : Manager & Partner
Tel : 2410010/17 & 2452684
Tlx : 22264 BBOC KT
Fax : 2412761
Activity: Accountants & auditors

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 KT
Activity: Car Rental, leasing, chauffer services

AVIS RENT-A-CAR SYSTEMS INC
900 Gil 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.

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

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.
CAMBRIDGE ARCHITECTS INT'L INC
Fahad Engineering Consulting Offices
1033 Massachusetts Avenue
Cambridge, MA 02138
Contact : Mr Frank Elliott, AI
Title : President
Tel : 001-617-661.4100
Telex : 921478 Bronx
Telefax : 001-617-661.7520
Activity: Architectural, engineering, consultants, planners, landscape interior designers, security built-in systems.

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

CARRIER INTERNATIONAL CORP
P O Box 15168 Dahiya, Kuwait
Contact : Mr Inge Bjurenlin
Title : Regional Manager
Tel : 2450587/481060
Tlx : 46925 CARME KT
Activity: Airconditioning

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

CONTINENTAL AIRLINES
2929 Allen Parkway
Houston, TX 77019
Activity: Travel and related services
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.

DAMES & MOORE
P O Box 26346 Safat, 13124 Kuwait
Contact : Mr Ray Jones
Title : Senior Engineer
Tel : 2432769
Tlx : 44479 DAMEMOR KT
Fax : 2432769
Activity: Consultants in the environmental and applied earth sciences.

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

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

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
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.

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.

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
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

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

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

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

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
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. Galegary
Title : Director Special Projects
and Technical Services
Tel : 2408593/2408594
Tlx : 44337 FUTOUH KT
Fax : 2408459
Activity: Construction, project management and control, industrial processes, energy, heavy marine and transportation

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

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

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

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 SPFRAUN KT & 23070 SPFRAUN KT
Fax : 4714983
Activity: Oil and gas exploration & development

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
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 user, Kuwait Air Force.

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

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

MCDONEL-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.

MERRILL LYNCH, PIERCE, PENNER & 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
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

NATIONAL CASH REGISTER (NCR)
(Al-Fahd Trdg & Contg Co)
P O Box 2952 Safat, 13010 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.

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.

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
PAN AMERICAN AIRWAYS  
P O Box 76 Safat, 13010 Kuwait  
Contact: Mrs Naela Hakim  
Title: Sales Manager  
Tel: 2420401/2412351  
Tlx: KWITC PA  
Activity: Air passenger service

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 RT  
Fax: 4714392  
Activity: Soft drinks, juice, soft drink containers manufacturer

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.

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

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
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

SAFETY INTERNATIONAL INC
P O Box 46849 Fahaheel, 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

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 MORAMI KT
Fax: 2431039
Activity: Law firm

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

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

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

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

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

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
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
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
Activity: Airconditioning, equipment and service.