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# U.S.-Oman Trade Bulletin

[www.oman.usembassy.gov](http://www.oman.usembassy.gov)

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## U.S. TRADE DELEGATION VISITS OMAN



*U.S. Trade Delegation with David Hamoud, President, NUSACC*

The National U.S.-Arab Chamber of Commerce (NUSACC), in cooperation with the Oman Chamber of Commerce and Industry (OCCI), U.S. Embassy Muscat, and the Muscat American Business Council, led an Executive Trade Mission to the Sultanate of Oman from June 4 – 5, 2011. The U.S. companies represented various fields, including business consulting, transportation, and other infrastructure.

L. Victor Hurtado, Chargé D'Affaires (CDA), Elizabeth Powers, Economic and Commercial Officer, Ida Mathew, Commercial Specialist, and Faris Al Balushi, Economic Assistant, from the U.S. Embassy provided the delegates with briefing on Oman. The delegates were highly enthusiastic to hear about the prospective opportunities and the welcoming atmosphere in Oman.

Mr. Hurtado, along with the Muscat American Business Council (MABC), hosted a reception for the delegates on June 4, 2011, which was attended by representatives from the private and public sectors.

The delegates met with H.E. Khalil Al Khonji, Chairman, OCCI, and discussed cooperation and partnership between Omani and U.S. companies and institutions from the private sector through activating the benefit of the available opportunities. Al Khonji emphasized the importance of leveraging U.S.-Oman commercial ties in various economic and investment fields, including the U.S.-Oman Free Trade Agreement.

The delegates also met with officials at the Public Authority for Investment Promotion and Ex-

port Development (PAIPED). The meeting focused on a number of key themes, the foremost of which was the attractive range of investment and trade opportunities that Oman offers U.S. businesses and the mechanisms for enhancing further economic and investment ties. Nisreen Ahmed Jaffer, PAIPED's Director General of Investment Promotion commented that the U.S. is Oman's second largest foreign investor and Oman's infrastructure sector will continue to be the most significant driver behind American investment interests and exports to the Sultanate. She also suggested that this is an exciting time for American businesses to consider the Omani market.

## HOUSTON-BASED RigNet AWARDED VSAT LICENSE IN OMAN

Houston-based RigNet, Inc., a leading global provider of managed communications solutions for the oil and gas industry, announced that its subsidiary in Oman, RigNet Middle East LLC, has been awarded a Class III VSAT license. This license allows RigNet to serve Oman's oil and gas industry, both onshore and offshore, offering business critical remote communications services directly to end users. RigNet has a well-established presence in the Middle East region



with active business today in Qatar, Saudi Arabia, Iraq, and the United Arab Emirates.

## EMBASSY SUPPORTS TRAINING YOUNG OMANI ENGINEERS



*U.S. Ambassador to Oman Richard J. Schmierer with Omani engineers*

The U.S. Embassy supported Bahwan Engineering Company (BEC) with its initiative to train Omani engineers. Recently, BEC sent three young Omani engineers to the American Society for Heating Refrigeration and Air-conditioning (ASHRAE) Foundation Learning Center in Georgia. BEC requested the embassy's support in acquiring meetings with Georgia Institute of Technology, CNN, and Coca Cola. The embassy helped to organize meetings with the Vice Provost for Graduate and Undergraduate Studies and other professors at Georgia Institute of Technology, a tour of CNN, and a tour of the bottling facility at Coca Cola headquarters. The engineers met with Dr. Richard J. Schmierer, U.S. Ambassador to Oman, before departing for training. The engineers felt that the meetings helped them get a sense of the U.S. economy, work ethic, innovation, and R&D drive.



## OMAN ORGANIZES FIRST POWER AND WATER SUMMIT

**oman**  
**POWER & WATER**  
22 - 25 May 2011  
Muscat, Oman

**Summit**



Oman held its first Power and Water Summit from May 22 to 25, 2011, under the patronage of Mohammed Abdullah al Mahrouqi, Chairman, Public Authority for Electricity and Water (PAEW). The summit elicited a good response with local and international participation. The summit discussed concerns regarding the growing demand for power and water. During the summit, Mahrouqi said that Oman is continuing to add new capacity and accounted for the increasing water and power demand.

Oman Power and Water Procurement Company (OPWP) is the government vehicle charged with ensuring the availability of a safe and secure supply of water in Oman. OPWP recently issued its seven-year outlook statement, according to which the domestic demand for desalinated water is expected to surge from 163 million cubic me-

ters (m<sup>3</sup>) as of end-2010 to 278 million m<sup>3</sup> by 2017, entailing an increase of nearly seventy per cent over the next seven years. To meet the forecast steep increase in water demand by 2017, Oman expects to have all the necessary infrastructure and facilities in place by 2016.

Oman Power and Water Procurement Company (OPWP) forecasts that Oman's electricity demand is anticipated to grow at a rate of nine percent per year for the foreseeable future. The Public Authority for Electricity and Water (PAEW) and the Authority for Electricity Regulation (AER) have taken steps to meet Oman's increased electricity demand. The authorities anticipate that several independent power projects will come on-line between 2012 and 2014. The country has also explored renewable energy as a means of meeting demand, although this effort is still in the development stage.

## AUVSI Unmanned Vehicle Systems International 2011 August 16-19, 2011 in Washington, DC



Through its annual convention, AUVSI's Unmanned Systems North America, the association brings together the world's most extensive display of robotic and unmanned systems technology including air, ground, maritime, and space components. It is the largest exhibition and convention of its kind with over 5,000 attendees and more than 350

exhibitors from over fifty countries. Attendees include senior level executives and representatives from government, military, industry, and academia. The 2011 convention will include four days of exhibits spread throughout 345,000 square feet at the Washington Convention Center.

## RETECH 2011 to be held in Washington, DC

September 20-22, 2011



RETECH 2011 is the premier all-renewables event that delivers coverage on every discipline of renewable energy technology. RETECH 2011 continues the tradition of assembling all of the renewable energy technologies, industries and applications in one place, providing government officials, executives, engineers, financiers, and other professionals with a one-stop annual update on renewable energy. RETECH's business conference is well-known for delivering unparalleled educational content from more than two hundred fifty industry-leading speakers, covering all of the industry's key technologies: wind, solar, hydro, ocean, geothermal, biomass, biofuels, waste energy, and cross-cutting sections on markets, industry, finance and policy. RETECH's large-scale trade show exhibition features hundreds of companies and organizations demonstrating the industry's newest technologies, products and services.

### UPCOMING EVENTS:

American Association for Clinical Chemistry 2011  
*Products: Health Care Services*  
*Location: Atlanta, GA*  
*Dates: July 24-28, 2011*

Graph Expo 2011  
*Products: Computers/Peripherals*  
*Location: Chicago, IL*  
*Date: September 11-14, 2011*

Natural Products Expo East 2011  
*Products: Organic Products*  
*Location: Baltimore, MD*  
*Date: September 21-24, 2011*

Pack Expo 2011  
*Products: Food Processing and Packaging Equipment*  
*Location: Las Vegas, NV*  
*Date: September 26-28, 2011*

