



U.S.-Oman Trade Bulletin

www.oman.usembassy.gov

JUNE / JULY 2010

INSIDE THIS ISSUE:

U.S. Trade Mission visits Oman 2

Salalah Port Unveils Plans for a New General Cargo Terminal and Liquid Jetty 2

“Social Investment” the Focus of the Muscat American Business Council’s May Luncheon 3

Green Today Expo from July 17 - 18 in Syracuse, New York 3

Upcoming Events 3



Contact Our Office:

Ms. Ida Mathew

Phone: 2464 3400

Fax: 2469 6928

Email: MathewIS@state.gov

Website:

www.buyusa.gov/oman

Oman holds U.S. - Oman Free Trade Agreement Workshop



Ambassador Richard J Schmierer along with the dignitaries at the inauguration of the workshop

The International Executive Service Corps, the Middle East Partnership Initiative, and the U.S. Embassy partnered with the Ministry of Commerce and Industry to host a Trade Capacity Building Workshop from May 15 – 17, 2010. The workshop targeted businesses with the potential to take advantage of the U.S. - Oman Free Trade Agreement (FTA), which went into effect in January 2009. The workshop took place under the patronage of H.E. Eng Ahmed Bin Hassan Al Dheeb, Undersecretary for Commerce and Industry at the Ministry of Commerce and Industry. During his opening remarks, Al Dheeb said that the FTA seeks to strengthen the historical relations between the two countries, improving trade by removing trade barriers, and reducing customs charges. Also, the FTA creates new job opportunities, enhances Omani-American

businesses, and attracts foreign investment. U.S. Ambassador, Dr. Richard J Schmierer, described the agreement as an historic achievement in U.S. - Oman relations, highlighting the Sultanate’s strong efforts to ensure protection of Intellectual Property Rights, increase transparency of systems, and privatize government-owned sectors. The Ambassador also said that the U.S. Embassy receives many inquiries from U.S. firms who intend to extend their activities to Oman, as well as inquires from Omani investors who want to enter the U.S. market. The workshop aimed at maximizing trade under the U.S. – Oman FTA by familiarizing participants with U.S. business tools and resources, instructing on how to promote products and services in the U.S. markets, identifying markets and buyer trends, promoting export strate-

gies, and explaining business establishment and customs procedures. The workshop featured two U.S. experts who provided in-depth and interactive sessions. Gary Mutz, a marketing strategist and Ashok Sadhwani, an international trade and customs specialist. Sessions were also led by officials from Royal Oman Police—Customs and the U.S. Embassy. Participants also had the opportunity for one-on-one mentoring sessions with the workshop trainers.

U.S. Trade Mission visits Oman

Houston-based Bilateral U.S. - Arab Chamber of Commerce (BUACC) organized a seven member trade mission to the Gulf, which included a stop in Muscat. The trade mission arrived in Oman on May 27, 2010 for three days of meetings and events organized by BUACC with the assistance of the U.S. Embassy in Muscat. The delegates believe that there are many opportunities to improve the U.S. business presence in Oman and increase bilateral trade between the two countries, which would be facilitated by the U.S. - Oman Free Trade Agreement. The trade mission also noted the willingness of Omani businesses to work with U.S. companies. U.S. Ambassador to



U.S. Ambassador to Oman, Richard J Schmierer addressing the gathering

Oman, Dr. Richard J. sectors. Schmierer hosted a reception for the trade mission on May 30, 2010. The reception was attended by representatives from the private and public

Salalah Port Unveils Plans for a New General Cargo Terminal and Liquid Jetty

The Ministry of Transport and Communication unveiled plans for the development of a major General Cargo Terminal and a full-fledged liquid jetty at the Port of Salalah. This is in response to the increase in the general cargo volume by seven percent: from 3.469

million tons in 2008 to 3.722 million tons in 2009. The liquid jetty is expected to be operational by the end of 2012. A tender has been floated to select a contractor who will construct a 1,250 meter-long linear quay wall. Consulting Engineering Services India Private, Ltd. is the Ministry's design and su-

pervision consultant for the project. The jetty is predicted to enhance the development of the Salalah Free Zone and to develop Salalah's position as a maritime hub. The project aims service the petrochemical industry.

“Social Investment” the Focus of the Muscat American Business Council’s May Luncheon

On May 11, 2010 the Muscat American Business Council (MABC) organized a luncheon discussion on “Social Investment” at the Ramada hotel. Eminent speakers from various fields participated in the discussion. Speakers included Shabib Al Mamari, Director, Injaz, Aisha Al Kharsi, Head of Corporate Communications, NBO, Mutasim Al Sariri, Social Investment Manager, Shell Development Oman, Khalid Al-Haribi, Managing Director, Tawasul, and Fatima Al Shidad, Director, Center for Women In Technology in Salalah. Speakers called on the private sector to provide more technical skills as part of their



The luncheon discussion at the Ramada hotel

Corporate Social Responsibility (CSR) efforts, rather than strictly funding generic projects. For more information on the MABC, please visit: <http://www.mabcoman.com/>.

Green Today Expo from July 17 - 18 in Syracuse, New York

The Green Today Expo will feature selected manufacturers, designers, products and services for those interested in living green. The event will provide a marketplace to showcase environmentally friendly companies, attracting both public and private sector buyers in the United States. The trade show is anticipated to attract more than 8,000 attendees includ-



ing trade professionals, retailers, and print and broadcast journalists. For more information on the Expo, please visit: <http://www.greentodayexpo.com>.

UPCOMING EVENTS:

POWERGEN 2010
(Electricity/Energy Sector)
Location: Orlando, FL
Date: December 14-16, 2010

