



U.S.-Oman Trade Bulletin

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U.S. INDEPENDENCE DAY CELEBRATION



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The U.S. Embassy celebrated the 237th Independence Day of the United States on July 4th at the Crowne Plaza Hotel in Muscat. U.S. Ambassador Greta C. Holtz and other VIP dignitaries look on as Col. Paul Ross delivers the opening address.

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MABC HOSTS A WELCOME BACK BBQ FOR MEMBERS



On October 2, the Oman American Business Council (OABC) hosted an American-style barbeque to welcome members back from the holidays, kick off the new season's calendar of events, and recruit new members from the ranks of returned Omani alumni of U.S. universities and business exchange programs. The event was well-attended by about 60 enthusiastic American and local businesspeople, who enjoyed the opportunity to network and connect with like-minded alumni. Both OABC President Ali Daud and the guest of honor U.S. Ambassador Greta C. Holtz highlighted the importance of Omani youth as a future business leaders and partners in boosting bilateral trade and investment under the U.S - Oman Free Trade Agreement.

This year OABC has made significant progress as an organization, namely finalizing and voting on a the Council charter. As per the adopted Charter the Muscat American Business Council *changed its name* to Oman American Business Council, reflecting the organization's mission to represent U.S. business not just in Muscat but throughout the Sultanate of Oman.



U.S. Embassy Economic & Commercial Officer Emily Shaffer caught up with Hilal al-Ghaithi, senior engineer at Oman's Authority for Electricity Regulation, Paul Sheridan, senior partner at Dentons Oman, and others. Dentons is a premium member of the Oman American Business Council.

U.S. Embassy Public Affairs Officer Max Stoneman and Economic Officer Claire Ruffing networked with guests.



Guests enjoyed a buffet featuring traditional American BBQ straight off the backyard grill!

DIRECT LINE: INVESTMENT, LOGISTICS, AND MANUFACTURING OPPORTUNITIES AT OMAN'S PORTS



Participants at U.S. Embassy Muscat prepare to connect with the “virtual” webinar audience in the United States.

Commodore Glen Leverette, Commander of the U.S. Navy’s Logistics Force in the CENTCOM region with U.S. Embassy Political Officers and guests. During his remarks, Commodore Leverette said: “I would like to encourage more U.S. and local companies to consider establishing operations in Oman’s ports; the U.S. military’s supply and logistical support needs are increasing here, and we would like to partner with you as we grow.”



On Wednesday, July 3, Embassy Muscat hosted our fifth Direct Line for U.S. Business webinar. Twenty-three participants logged on to hear about the advantages of sourcing from and through Oman’s three main ports, including: the tariff preference under the U.S.-Oman Free Trade Agreement, Oman’s strategic location outside the Strait of Hormuz and at the crossroads of global shipping, significant ongoing infrastructure investment projects, and a package of attractive incentives offered out of the adjacent free zones. Participants were interested in the Government of Oman’s capital contributions to investments in the free zones, Oman’s differentiation from more established free zones in the UAE, and specific construction needs within the free zones. The event spurred increased interest in investing in Oman, and was followed up with live matchmaking during the Omani Business Road Show to Houston, Chicago and New York on Oct 23-31.

DIRECT LINE: OPPORTUNITIES FOR U.S. PRIVATE EQUITY IN OMAN



Rehab Al-Lawati
Senior Private Equity Officer, SGRF



Ambassador Greta Holtz



Fabio Scacciavillani
Chief Economist, OIF



Andrew Steele
Senior Associate, Dentons Oman



Randy Mitchell
Senior Trade Strategist, U.S. Department of Commerce

The U.S. Embassy conducted its sixth Direct Line for U.S. Business webinar, “Opportunities for U.S. Private Equity Fund Managers,” on September 10. The webinar, hosted by the Ambassador and attended by over 60 private equity industry participants throughout the United States, featured senior officials at Oman’s premiere sovereign wealth funds: the State General Reserve Fund (SGRF) and Oman Investment Fund (OIF).

Rehab al Lawati, Senior Private Equity Manager at SGRF, and Fabio Scacciavillani, Chief Economist at OIF, described about their respective funds strategies and opportunities. Andrew Steele, a senior corporate lawyer at Dentons, assured the audience the U.S.-Oman Free Trade Agreement provides for broad open market access in the areas of banking, securities, and asset management, but cautioned that marketing foreign investments ultimately requires a license in Oman.

On December 11, a delegation of U.S. real estate, private equity, and venture capital fund managers will travel to Oman for matchmaking and information exchange with Omani investors.

**World of Concrete 2014 to be held in Las Vegas, NV
January 20 to 24, 2014**



World of Concrete is the industry's only annual international event dedicated to the commercial concrete and masonry construction industries showcasing leading industry suppliers. WOC features innovative tools, construction machinery, construction equipment, safety training courses and training, technologies and unlimited networking opportunities to give you new ways to sustain and grow your business. For further information visit: <http://www.worldofconcrete.com/>

**Power Transmission and Distribution Event DistribuTECH
January 28 to 30, 2014, in San Antonio, TX**



DistribuTECH is the utility industry's leading annual transmission and distribution event, covering automation and control systems, energy efficiency, demand response, renewable energy integration, advanced metering, T&D system operation and reliability, power delivery equipment, commercial and industrial energy management technology and water utility technology. For more information about the show, visit: <http://www.distributech.com/>.

UPCOMING EVENTS

PAIPED Competitiveness Forum
Location: Al Bustan, Muscat
Date: December 1-4, 2013
<http://www.paiped.com/QCE/>

International Consumer Electronics Show (CES 2014)
Location: Las Vegas, NV
Date: January 7-10, 2014
www.cesweb.org

SHOT Show 2014
Products: Defense / Security/
Sports/ Recreational
Equipment
Location: Las Vegas, NV
Date: January 14-17, 2014
www.shotshow.org

Intersec
Products: Safety, Security,
Fire Protection
Location: Dubai
Date: January 19-21, 2014
www.intersecexpo.com

Waste Expo 2014
Location: Atlanta, GA
Date: April 1-3, 2014
www.wasteexpo.com

Offshore Technology Conference (OTC 2014)
Location: Houston, TX
Date: May 5-8, 2014
www.otcnet.org

International Franchise Expo
Location: New York, NY
Date: June 19-21
www.ifanfo.com

