

U.S.-Saudi business

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USSABC Signs Memorandum with Washington State Department of Commerce



Rogers Weed, Director of the WADC, and Edward Burton, President and Managing Director of the USSABC, signing the agreement in Seattle.

On July 15, 2011, the U.S.-Saudi Arabian Business Council (USSABC) and the Washington State Department of Commerce (WADC) signed a memorandum of cooperation that will serve to promote the bilateral business relationship between the State of Washington and Saudi Arabia. Rogers Weed, Director of the WADC, and Edward Burton, President and Managing Director of the USSABC, were signatories of the agreement. The signing ceremony was held at the historic Rainier Club in Seattle, Washington, and was attended by 45 leaders from the Washington business community and included

representation from both the public and private sectors, as well as a number of multiplier organizations in the region. The memorandum marks the Business Council's fifth agreement signed with State trade agencies. The USSABC has signed similar agreements with Virginia, Pennsylvania, Oregon, and Florida. Over the past four years, the USSABC has assisted companies in those states realize over \$46.3 million (SR173.6 million) in new business deals with Saudi Arabia.

Karl Ege, Senior Counsel at Perkins Coie LLP and President of the Rainier Club, welcomed the guests to the event. "This is an important agreement, as the Business Council and the Washington State Department of Commerce will work together to deliver new investment opportunities for our companies in this region."

Welcoming the guests to the ceremony, Mr. Burton said, "On behalf of the Business Council's Co-Chairmen, Board of Directors, and members, I thank you for joining us in recognizing what we believe will be seen as a milestone in Washington State's trade and investment relations with the Kingdom of Saudi Arabia."

Following Mr. Burton's remarks, Mr. Weed spoke about the diversity of the Washington economy and the potential for companies to increase exports, especially to the Saudi market.

CONTINUED ON PAGE 5

Business Council Promotes Saudi Arabia at Annual Investment Meeting in Dubai

On May 12, 2011, Edward Burton, President and Managing Director of the U.S.-Saudi Arabian Business Council (USSABC), participated in a panel titled, "Saudi Arabia Economic Focus – Emphasizing the Role of Trade Relations in Maintaining the Sustainability of Saudi Arabia's Economic Viability" at the first Annual Investment Meeting (AIM), an industry and investment-focused event organized by the U.A.E. Ministry of Foreign Trade held in Dubai. Mr. Burton was joined on the panel by a representative of the Riyadh Chamber of Commerce and Industry. Lara Setrakian, a reporter for Bloomberg TV, moderated the discussion.

CONTINUED ON PAGE 5

Inside This Issue:

New Saudi Labor Law Targets Unemployment Issue	3
Investor's Corner: Washington State	6
Success Story: VSD	13
Industry Sector Analysis: Construction	14
Member Spotlight: Katten Muchin Rosenman LLP	17

VSD and Zamil Sign Memorandum of Understanding

VSD, LLC (VSD) attended the Defense and Security Business Development Mission organized by the U.S. Saudi Arabia Business Council in May 2011. During this business trip, VSD met with members of the Zamil Group Holding's (Zamil) executive management team and successfully negotiated a memorandum of understanding (MOU). The MOU was executed June 29, 2011, by VSD of Virginia Beach, VA, and Zamil Group of Riyadh, Saudi Arabia, to facilitate an international business relationship focused on establishing a National Maritime Training Center in Saudi Arabia. The MOU was signed by Dr. Abdul Rahman Abdullah Al-Zamil, Chairman of Zamil, and Fred Stewart, Director of International Business Development for VSD. VSD had been in discussions with Zamil for more than two and a half years, but this trade mission proved to be pivotal to their success in reaching an agreement.

The two organizations have agreed to work cooperatively on a strategy to create new career fields and professional development in the maritime industry through the development of a joint venture aimed at building and implementing a National Maritime Training Center. Goals of this venture include offering the Royal Saudi Naval Force additional training alternatives, expansion of Saudi Arabia's national merchant commerce initiatives, supporting the Kingdom with additional capacity to repair and overhaul capital warships and merchant vessels, and most important, new job creation.

VSD will provide program management and consulting services in support of Zamil's business initiatives. "We are honored and thrilled to be working with Zamil on such a venture," said VSD Managing Director Chuck Wythe. "With the Saudi Naval Expansion Project (SNEP II) imminent and the envisioned expansion of the commercial maritime industry in the Kingdom, VSD is proud to bring our expertise to the team and help to facilitate job creation in the Kingdom of Saudi Arabia. We couldn't be more pleased to be working with such an important and visionary partner as Zamil Group."

In concert with their strategic partner, VSD has agreed to create programs that will cater to the professional development needs of the maritime industry for both the private and military sectors in Saudi Arabia. VSD's goals are simple: to offer apprenticeship programs and comprehensive training programs that will culminate in internationally recognized certifications and qualifications for their participants while building a highly technical industrial base for the Kingdom. "VSD believes a human capital strategy should serve as the framework for growing a quality workforce in any enterprise," said Mr. Stewart. "Zamil Group brings phenomenal talent and resources to the table and they have an impeccable reputation."

About VSD

VSD is a leading provider of innovative customized solutions to governments and corporations around the world. VSD uses technology and creative thinking to provide timely and cost-effective solutions. We exist to provide value to our clients as experts in our fields of practice. VSD provides world-class performance improvement, corporate consulting and implementation, media, engineering, and software engineering services.

About Zamil

Zamil Group Holding is a global investment company with diverse interests and capabilities. Their expansive range of products and services covers air conditioning manufacturing to architectural glass processing, plastics to steel fabrication, and paints and cranes to heavy process equipment. Additionally, Zamil is engaged in shipbuilding, ship repair, port operations, port maintenance, petrochemicals, chemicals, industrial investment, and general construction. Zamil touches more than 60 business sectors with a 12,000-strong workforce in more than 60 countries.

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