

BDC Notes



Graham Turner
BDC Chairman

The BDC and the Special Interest Groups are very much the working arm of the RGBB and provide members with an opportunity to share experiences and knowledge of the market place. This is done either through the regular meetings of the Groups or, if appropriate, more open meetings available to all members.

Recent initiatives on the Saudiization issue are a good example of where the initiatives of one group can lead to benefits for all. Details of two meetings held under the Chairmanship and patronage of His Highness, Prince Abdullah Bin Faisal bin Turki Al Saud are reported elsewhere. These were well attended by members from all sides of the British Business Community and the lines of communication with various Governmental bodies which were established have continued to be beneficial. Active working groups to follow up the issues raised are now being formed under the active auspices of the relevant SIGs.

Creation of the two new SIGs requested by members, Healthcare and Oil and Gas, are now in the final stages and the first meetings will take place during the next quarter. Since the last magazine a number of members have expressed an interest in forming a Legal and Commercial SIG. This is now actively being pursued and anyone interested in joining this SIG should contact the Secretary or myself.

During December we said goodbye to Mike Nithavrianakis, First Secretary (Commercial) at the Embassy and active permanent member of the BDC. Mike's enthusiasm and participation in our activities has been greatly appreciated, as has his kind hospitality in hosting the BDC meetings. We all wish Mike well in his new position back in London. Mike's replacement, Gareth O'Brien has now taken up the reins and has already become actively involved in helping us continue to expand our services to members. We welcome him to the team look forward to working with him.

MONTHLY MEMBERSHIP STATISTICS



Mick Brown
Membership
Development

Membership numbers continue to increase with an additional seven members joining since the end of January figures shown alongside.

The continued increase in the interest from new members can be attributed to two main factors: The first is the excellent job Martin Shaw is doing as Events Director on the social side - his theme nights at Arabian Homes are normally sold out within a week.

The second factor is the dialogue we are having with our American Business Group friends with government agencies on such topical subjects as Saudisation, Tax reform, Education & Training and others. HH Prince Abdullah bin Faisal bin Turki clearly recognises the benefits of engaging with our groups. This is an area where the board hopes to continue to make progress and improve the business climate for us all

TOTAL MEMBERS 204

CATEGORY	NO OF MEMBERS
1 Banking	30
2 Financial / Insurance	23
3 Accountants / Legal	4
4 Ministries / Government Agencies	10
5 Education	7
6 Consultants - Engineering / Design / Marketing	13
7 Construction / Services / Materials	18
8 Manufacturing	11
9 Operations & Maintenance	6
11 Consumer Goods/General Trading	16
12 Oil / Chemicals / Gases	5
13 Airlines / Aerospace / Aircraft	23
14 Telecommunications / Electronics / IT	19
15 Agriculture / Livestock / Fishing	1
16 Pharmaceuticals	1
17 Hotels / Residential Accommodation / Catering	6
18 Hospitals / Medical Services	4
19 Shipping/Forwarding	3
21 Printing / Publications	2
99 Other	2

RGBB Priviledge Card

The RGBB Privilege card is now well established in the local business community members are able to present cards at

- | | |
|---------------------------|--------------------|
| Riyadh Marriott Hotel | Kanoo Travel |
| Riyadh Inter-Con Hotel | Arabian Homes |
| Kingdom Compound | Norwich Union |
| Saudi Automatic Laundry | Zahid Tractors |
| Country Club Bahrain | Cellar Bar Bahrain |
| BAE Systems Beach Dhahran | DHL |
| AC Delco Service Centers | Riffa Golf Club |

We are pleased to advise an additional two business agreements for RGBB members recently negotiated by Lou Armstrong.

1. RGBB Corporate rates for Jumeirah Beach Hotel Dubia please book via Lou Armstrong 4652255 Ext6490 quoting credit card reference no and fax or phone number for confirmation. Voicemail in the event of his absence.

2. Members may obtain a Faisaliah Advantage Card at half price (SR150) The benefit card offers a variety of local discounts and offers. This includes quarterly draws with prizes, which range from cars to TV sets etc. Obtainable at the Faisaliah Shopping Mall Customer Service Desks, please present your RGBB card. In the event of problems ask for Mr Firas Taimimi. This card offers discount with well over sixty different establishments. [\(See page 52 for a full list.\)](#)