

Since the last issue of the magazine the Construction Special Interests Group have seen a number of changes taking place. Brian Suggitt has resigned as Group Chairman and Eric Edge was asked to take over the role. The group members would like to thank Brian for his work on behalf of the group over past years and thanks also to Luke Bowen the previous Chairman of the BDSC for his input.



The first group meeting under the chairmanship of Eric was held at Zahid Tractor's facilities on the 29th May. Paul Gent from Saudi Pan Gulf was elected Deputy Chairman at the meeting.

Following the meeting, members were invited to attend a machine demonstration that included a number of products, which were built in the UK. At the end of the demonstration, members were invited to drive the machines and a number took up the challenge.

Of particular interest was a competition to crack small uncooked eggs with a large Back Hoe Loader bucket.



All contestants cracked the eggs without breaking them OR the Loader.

The evening concluded with a tour of the Company's facilities followed by refreshments.

All the attendees found the evening most informative and a number of

requests have been received for a re-run. We hope to schedule this for early in September. Contact details for Eric and Paul are on Page 2. Please contact them for any further information on the Construction SIG.

CONSTRUCTION GROUP



Eric Edge
Chairman CSIG



Paul Gent
Deputy Chairman

One of the first tasks I have to undertake with almost all new visitors to the Kingdom is to dispel their mistaken belief that the recent changes in the rules relating to foreign companies operating in Saudi Arabia will allow them to dive straight in and open their own office here.

The rules relating to the registration of foreign companies are complex and informed assistance will undoubtedly be required. As it stands, General Trading companies still cannot operate independently and even in the manufacturing arena where foreign companies are being encouraged to invest, there is still an approval process to be gone through.

Not least is the problem of the amount of investment. At present a foreign company wishing to start manufacturing in the Kingdom will need to invest a minimum of SR5 million. An Agricultural operation, we are given to understand, requires an investment of SR25 million. Co-operation then is still the byword for the smaller company. Finding a suitable sponsor remains the key to an initial operation.

One new company in town is **Blue Ocean Media**. Managed by John Jacobs, a new RGBB member, Blue Ocean are essentially a Website Design and Management Company. Covering everything from Domain Name Registration, Page Layouts, Website hosting and maintenance services, they can act as your consultants and advisors irrespective of whether you are looking at a new site or re-examining an existing one. By talking to John you will discover that your website should evolve along with your business.

It is not sufficient simply to stick up a page for the world to see and forget! Like many aspects of running a small business, there is no need to do it all yourself, there are experts here who can assist and advise.

One of Blue Oceans first projects is the development of www.sbttd.co.uk the new website for the Saudi British Trade Directory. Initial pages are expected to be live by the time this magazine is circulated although the database aspect of the site may take a little bit longer.

The Saudi British Trade Directory is of course still being put together by Andrew Mead of MMSL. As members have been advised already, Andrew has now moved his operation to the Jumana House umbrella and is now working to update the database from which the Directory is compiled.

Incidentally, now on sale in Jarir and other good bookstores across the Kingdom are a series of Handbooks from the London publisher Stacey International. Designed for the business traveller rather than the tourist the books contain essential tips on doing business in the specific market. The Middle East series includes books on Egypt, Turkey, the UAE and Saudi Arabia.

The book on the Emirates has been written by Richard Parry from the DTI, a frequent visitor to the region. The Saudi volume is another from the Andrew Mead keyboard. At SR65 in the shops the books are available to RGBB members for SR50. Contact me for more details on the books or Blue Ocean Media.



John Goldfinch
Chairman
Small Business Group

