AWCI Develops Kuwait Reconstruction Information for Members

According to President Steven J. Watkins, the Association of the Wall and Ceiling Industries-International has inaugurated a new project to provide hands-on information for members on reconstruction opportunities in Kuwait and possibly other Middle East countries.

Because of the nature of the program, it will be available exclusively to AWCI members. This is one of the first times AWCI has ever restricted information to members only. “However,” said AWCI Executive Vice President Joe Baker, “we are following the same precepts set by the Kuwait and United States governments; American forces made up 80% of the coalition and American contractors will therefore be eligible for nearly 80% of the reconstruction work AWCI will make every effort to assure Canadian and non-resident members of AWCI receive consideration, but we will not be providing assistance to non-members, U.S. or otherwise.”

Baker noted that President-elect Mike Boyd is appointing an International Contracting Committee and that AWCI staff would be working with the new body to develop informational programs on Kuwait reconstruction as well as to provide information on construction opportunities in Eastern Europe and other parts of the world. (Members interested in seeing on this committee should advise the AWCI Washington office or contact President-elect Mike Boyd at 214-272-1548.)

AWCI will concentrate its efforts on bypassing the red tape in Washington. The United States Department of Commerce is receiving 5,000 phone calls per day on Kuwait. AWCI’s goal is to be able to create an information base for its members so that they will not have to go through government phone banks.

As part of its new program, AWCI has become an Associate Member of the Arab-American Professional and Business Association and is a charter subscriber to “Gulf Reconstruction Report,” a new publication devoted exclusively to Kuwait rebuilding.

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Special Member-Only Seminar Set for June

AWCI will be sponsoring an intensive two-day seminar on Kuwait rebuilding in Alexandria, Virginia, on June 6-7, 1991. The program itself is still being finalized, but the seminar will concentrate on information contractors need to know. Topics to be covered include:

- Risks of doing business in the Gulf
- Construction opportunities in Kuwait and the Gulf
- Visa regulations
- Trade missions to Kuwait
- Anti-boycott rules
- Tax considerations
- Kuwait laws
- Claims
- Arbitration
- Bidding and negotiating work in Kuwait
- Logistics of getting equipment, tools, material and labor to Kuwait
- Housing accommodations
- Health problems

And many other topics. Registration fee is set at $450 per person or $900 for non-members, which includes membership in AWCI for one year. Readers interested in additional information should contact AWCI at (703) 684-2924.

AWCI has also begun publication of a special Kuwait reconstruction newsletter which is available to members for $115 per year and to non-members for $200 per year. To subscribe, call AWCI at (703) 684-2924. You can use either Visa or MasterCard.

It is expected that AWCI will be sending a small team of key members to Kuwait in early May to assess the situation and the opportunities. Tom Nastasi, Jr., of New York; Past President Al J. Ricca of St. Clair Shores, Michigan; and Executive Vice President Joe Baker have applied for Saudi Arabia and Kuwait visas for the purpose of making this trip. Results will be reported to the seminar in June and to the general membership by mail.