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THE WHITE HOUSE
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NAME OF CORRESPONDENT: MR. FUAD M. SAHOURI

SUBJECT: CONGRATULATIONS ON APPOINTMENT AS CHIEF OF
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ENCLOSES NEWSLETTER

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MANAGEMENT.

January 31, 1992

Dear Mr. Sahouri:

Thank you very much for your message of support and good wishes. While I have a healthy respect for the challenges that lie ahead, I am looking forward to them with enthusiasm and assure you that I will do my very best to live up to the confidence that the President and you have shown in me.

You were generous to write, and I ask you for your continued support.

Sincerely,

Samuel K. Skinner
Chief of Staff

Mr. Fuad M. Sahouri
Chairman
Arab-American Business and
Professional Association
Post Office Box 700
Great Falls, Virginia 22066-0700

SKS/EH/MO/emu (Corres. #:620531)
SKS-04

cc: Mike Ortega, Room 54-A OEOB



SKS + → love and prayers
Mr. Sahouri

302613

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Multiworld, Inc.

January 17, 1992

The Honorable Samuel Skinner
Chief of Staff
The White House
Washington DC 20050

Dear Mr. Skinner:

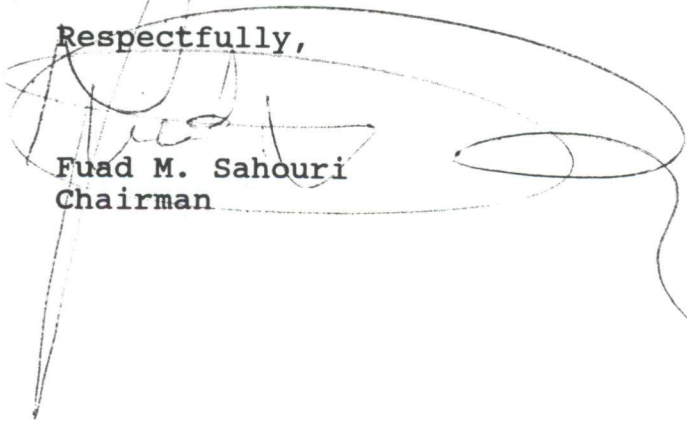
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President Bush has chosen wisely in having one of your ability and experience at his side to smooth the way during the days and the decisions ahead of him.

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We hope to have the opportunity to meet with you at some time to discuss our programs now in progress and those projected for 1992 and beyond.

Respectfully,


Fuad M. Sahouri
Chairman

* Executive Committee
** Lifetime Member

LB

- Skinner Ltr
- OPL Ltr ck w/BK?
- POTUS POS paper next week
- Ed Events list next week
- Follow up SOTU - women's calls
- lb [Ask GREG SOTU Dutch, Carl Mose
- Am 2000 Details - phche ^{Earl Graves} ^{Black} ^{ENT} call
- Monday AM briefing paper
(pronunciations)

- Lists clean
up -
additions
deletions

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SKS-04

cc: Mike Ortega, Room 54-A OEOB



SKS-4 → delete "and prayers"
Mr. Sahouri

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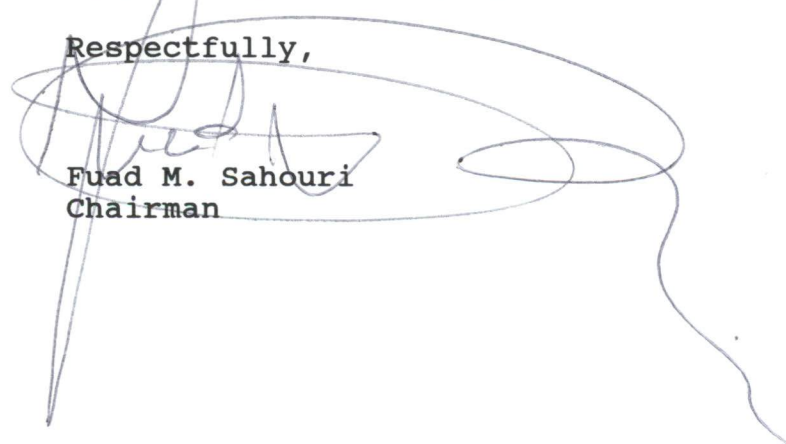
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Fuad M. Sahouri
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ABPA NEWS

Arab American Business & Professional Association



Volume 6, No. 1

Washington D.C.

Winter 1992

President Bush Meets with Arab-American Leaders:

ABPA's Economic Development Council submits a proposal to the Administration to enhance U.S.-Palestinian trade



President George Bush welcomes Fuad Sahouri in the Roosevelt's room at the White House

By Betsy Laun Maalouf

Leaders of the Arab-American community met with President George Bush at the White House on November 15 for a roundtable discussion of the peace process and Arab Americans' concerns.

The meeting, which was the third time President Bush met with members of the Arab-American community in the last fifteen months, was attended by the president's chief of staff at the

time, John Sununu; National Security Adviser, General Brent Scowcroft; Assistant Secretary of State for the Near East and South Asian Affairs, Edward Djerejian; and other members of the White House staff.

During the meeting, Fuad Sahouri, chairman of the Arab American Business and Professional Association (ABPA), pre-

see EDC page 6

Special Issue: Year in Review

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Chairman's Message

Fuad M. Sahouri



Global Shift from Military Might to Economic Heights

1992 promises to be a year of optimism concentrating on new economic opportunities. Emphasis is shifting from military might to economic heights. America has a progressive vision of global economics. However, success can only be achieved by physically traveling and actively pursuing new world markets.

Although the Soviet Union was perceived as a mighty nation, the entire world witnessed its collapse. One important ingredient the totalitarian system lacked was the understanding and application of logistics. Its inability to sustain an adequate reserve of supplies for its people and distributing them as needed, resulted in the Soviet Union's dissolution.

The Arab-American community is enriched with tremendous human resources. One of the greatest contributions we can offer the Arab people is to help improve and enhance their existing industry through technical assistance and transfer of technology.

While the Arab world spends an average of 120 billion dollars a year in the world market, less than 10% is spent on U.S. goods and services. Let us not only increase this percentage, but also promote Arab industry and products in the American market. It has been proven that mutual trade not only makes economic sense, but also helps to foster reciprocal appreciation and understanding. ♦

ABPA News



Contributing Editor

Betsy Laun Maalouf

Newsletter Staff

Ali Abdul Ghani

Mustafa Kraishan

Jean Strohl

ABPA News is the quarterly publication of the Arab-American Business & Professional Association (ABPA), a trade association which was incorporated in 1985. Since its founding, ABPA has been guided by two key objectives: To serve and promote the economic welfare of the Arab-American business and professional community; and to foster trade and investment between businesses in the United States and those in Arab countries. Articles and letters are welcomed by ABPA News.

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Arab-American Business & Professional Association

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Tel: (703) 759-2225
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ABPA members get White House Briefing on Madrid Conference and Economic Outlook



Eugene McAllister, Assistant Secretary, U.S. Dept. of State, Economic and Business Affairs

Members of ABPA and other Arab-American guests attended a special White House briefing to update Arab Americans about the status of the Middle East peace process sponsored by the administration.

The briefing on November 5 was conducted by several administration officials, including Assistant Secretary of State for Economic and Business Affairs, Eugene McAllister, and Director of Near East and South Asia Affairs of the National Security Council, Edmund Hull. After a brief welcoming and introduction by Lisa Battaglia, Deputy Assistant to the President for Public Liaison, McAllister took the podium. He told the group that the real measure of the success of the Middle East peace talks will be whether the involved countries develop stronger economic ties in the process of working out a political agreement.

McAllister suggested the countries of the area follow the example of Europe, North and South America, and the Asia-Pacific region in mov-

ing towards greater regional economical integration.

The countries of the area must focus on two main objectives. First, they should seek to strengthen their independence and national wealth, so as to eliminate the resentment that the "have-nots" feel towards the "haves". Second, the regional economy must become more oriented toward other parts of the world, he said.

McAllister outlined several ways that Arab countries could strengthen their infrastructures. Observing that the United States had developed economic development plans for Europe and Asia in the past, he said the U.S. would be



Edmund Hull, Director, National Security Council, Near East and South Asia Affairs

fast and determined to persevere in moving the peace process forward.

He blamed past difficulties on the fact that the current effort to negotiate a peace between the Arabs and Israelis is far more comprehensive than any previous attempts and that hard-liners on both sides were called upon to bend their positions. As a result, the invitation to attend the conference was worded very carefully to skirt any problems.

Hull said President Bush is guided by his vision for the Middle East and has sought to get the parties to focus on what they stand to gain, rather than what they would have to give up.

The United State's role is critical but it does not want to impose its ideas any more than necessary -- the parties involved must live with the outcome, Hull added.

He described the U.S.'s role as that of an "honest-broker", and assured the audience that President Bush and Secretary of State James Baker would maintain their high level of activity pursuing peace in the region. ♦



Dr. Ibrahim Oweiss, ABPA's Advisory Council member raises a point and a question at the briefing.

prepared to help the countries in the area attain these goals but only after the peace process picks up steam.

McAllister called the Arab boycott of Israel counterproductive and suggested it be removed as an element of the ongoing peace talks. Hull also spoke about the Middle East peace process. He told the Arab Americans attending that the Bush administration is stead-

Middle East Peace and New Economic Opportunities Emerge as Themes at ABPA's Annual Awards Dinner

By Betsy Laun Maalouf

Recent progress towards peace in the Middle East and new opportunities for expanding economic ties between the U.S. and the Arab world emerged as the leading themes of the Annual Awards Dinner of the Arab-American Business and Professional Association (ABPA) held at the McLean Hilton on November 13, 1991.

A message from President George Bush and a speech by Senate Majority Leader George Mitchell (D-ME) highlighted the evening's program. Over 600 guests attended, among them White House representatives,

reason why your Association's efforts are so important." Kilberg read from the President's message.

Arab American Business and Professional Association



The Honorable George Mitchell, Senate majority leader delivering the keynote speech at the Dinner.



The Hon. Bobbie Kilberg delivering a message from President Bush



(l. to r.) Riley P. Bechtel, President & CEO of the Bechtel Group, Inc.; Edward P. Djerjian, Assistant Secretary of State for Near Eastern and South Asian Affairs; Fuad Sahouri; ABPA chairman

members of Congress, diplomats, officials of major American corporations, and leaders of the Arab-American business and professional community.

Greetings from President George Bush were brought to the gathering by The Hon. Bobbie Kilberg, deputy assistant to the President for public liaison.

"You meet at an exciting moment in the history of the Arab peoples. While we can be grateful for the success of the recent Madrid Conference, achieving peace in the Middle East remains a slow and delicate process. That is one

message said.

Kilberg also brought greetings from then White House Chief of Staff, John Sununu, an Arab American who received ABPA's Professional Excellence Award in 1989.

In an emotional speech that focused on his Lebanese heritage, Sen. Mitchell told the gathering of the dedication of his mother, who was born in Lebanon. He said that while raising her children in this country, she instilled in them the desire to attend college although she herself had never attended school. He also said that one of his

fonddest hopes is to be able to visit the place of her birth once peace and opportunity flourish again in the area.

Mitchell took the opportunity to comment on the latest progress in the peace process. He suggested that recent developments in the Middle East have enhanced chances for peace.

"All of us gathered here tonight to share a common interest in promoting mutual understanding and improved relations between the U.S. and the Arab world," Mitchell said.

"There is some hope that we are moving into a period of opportunity to advance that objective. In the past year, Americans have shown a great interest in the nations of the Middle East and the Persian Gulf. The Gulf War caused Americans to focus on a region that many Americans had long ignored and caused many Americans to be aware of the differences in that region," he added.

Mitchell said the relative decline of Soviet power and its influence in the region not only redefines the terms of regional conflict, but has left the U.S. as the undisputed international leader. That gives the U.S. power which

must be used wisely and in recognition of its limits.

"We cannot by ourselves make peace in the Middle East. We cannot and should not dictate to others in the Middle East. We can and should encourage the parties to recognize that their own interests, not ours, are best served by a comprehensive peace in the region," he added.

The actions taken at the ongoing peace negotiations, particularly the encouraging first meeting between the Palestinians and the Israelis, indicates that the Palestinians are willing to take steps to build trust with their Israeli neighbors in an effort to peacefully coexist, Mitchell said.

"I believe that real progress toward resolving that dispute is now possible. As central as the Palestinian issue is to overall peace in the Middle East, we all know that a comprehensive peace requires far more. Lebanon and Israel, Syria and Israel have compelling outstanding issues that require intensive negotiation," he said. Mitchell warned the

parties involved that failure to act could mean the loss of an important chance for peace in the region. He said he believes this is a moment of opportunity and truth for all parties in the Middle East. They can recognize that opportunity and seize it, or they can again postpone, possibly forever, the chance to negotiate the issues that have made the region one of continuing difference and disagreement.

among all people, and a settlement in the Middle East is an obvious prerequisite for such a new world order." Mitchell said. ♦



The Hon. Charles Percy, Advisory Council member escorting the Hon. George Mitchell to the dinner, along with ABPA Executive Committee member Kayid Shawish (right), and Chicago chapter secretary Gerry Homsy



Advisory Council member Mohammed Al Bedrawi (left) with Mr. Ibrahim Khoja of the Saudi Commercial Office.



"If there is to be a new world order, it must be founded on the basis of peace and mutual respect

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sented to the president a proposal designed to initiate direct trade between the U.S. and the occupied Palestinian territories.

The proposal calls upon the United States to allow free and direct trade with the occupied territories. This would be a key "confidence-building measure" for the Palestinian people, Sahouri said.

In the long run, the proposal envisions the possibility that the U.S. will grant Palestinian products the same treatment accorded to Israeli products entering the U.S., he added.

The proposal, which was developed by ABPA's Economic Development Council, is called: "Linking Palestinian and American Businesses for Trade, Finance, and Investment - A Positive American Contribution to the Palestinian People through Arab-American Initiatives toward a Free,

Competitive, and Viable Palestinian Economy."

An executive summary of the proposal points out that the European Economic Community has already taken several steps to permit free and direct trade between the West Bank and Gaza and Europe.

Sahouri said the European Economic Community now recognizes certificates of origin of goods issued by specified Palestinian institutions in the West Bank and Gaza which eventually led to a substantial increase in trade. In the past, certificates of origin had to be issued by Israeli institutions. "We feel that this will be a positive American contribution to the Palestinian people," Sahouri said. "It also demonstrates that the Arab-American community is not only willing, but capable of positive contribution," he added.

Sahouri also commented on the proposal's objective to help support the economy of the occupied territories. He said Arab Americans feel these measures will enable the Palestinian economy to begin moving and to relieve the miseries that the Palestinian people are experiencing, particularly since the Gulf war.

The economy of the West Bank and Gaza has lost between \$400 to \$500 million since the Gulf crisis. The annual per capita income has fallen from \$1800 to \$700, and the unemployment rate is over 30 percent.

"The cause of peace would be helped by economic gains for everyone," he concluded.

Other members of the Arab-American delegation made statements following the November meeting with the president.

Cont'd. on page 7

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cont'd. from page 6

Ambassador Philip Habib, a former undersecretary of state for political affairs, said he told the president that "the United States has a unique role and a unique responsibility to continue the role of an honest broker in such a manner that when gaps begin to emerge between the two sides, the United States brings its influence to bear to bridge those gaps."

Habib also expressed his confidence in the ability of the U.S. to play a hands-on role in which the United States makes clear where it stands, and that there are many ways it can accomplish this without being present in bilateral talks.

"There is no question in my mind that this administration is dedicated to the issues which he (President Bush) himself has outlined - and I repeat again in his March 6 speech - whether it's land for peace, whether it's Palestinian political rights, whether it's peace," Habib said responding to a question about the president's ded-

ication to the peace process in the Middle East.

Rep. Nick Rahall (D-WV) said Arab Americans want to see progress in the bilateral talks. "We want to see all parties involved in the multilateral talks, and see progress made therein also. It's a long, difficult process. We expressed our support for the president to continue along the path upon which he has embarked and that is of the U.S. being an honest broker in these talks," Rahall said.

Members of ABPA's advisory board who attended the meeting with the President said they felt the President was serious in his dedication to bring peace to the region and willing to hear different opinions about the peace process and the American stand in this process.

Talat Othman, president and chief executive officer of Dearborn Financial, Inc., and a member of ABPA's advisory committee, spoke about the humanitarian dimension of finding a solution to the

Palestinian question, and putting an end to the inhumane treatment of the Palestinian people in the occupied territories.

Thomas A. Nassif, chairman of the American Task Force for Lebanon, raised a number of issues pertaining to the meeting. He said he urged the President to make progress on the question of Lebanon during the early stages of the negotiations between Israel and Lebanon.

He also recommended to the president that the U.S. act as a magnet for assistance to help rebuild Lebanon through the Lebanese diaspora, the private sector, and countries throughout the world.

Rahall also urged the president to lift the ban on Americans traveling to Lebanon.

It's going to be impossible for Americans to effectively help in the rebuilding of Lebanon as long as the ban on Americans traveling to Lebanon is still in effect, Rahall said. ♦

Advisory Council and Members Set Wheels in Motion for Future Programs

ABPA's Advisory Council held a meeting on November 13, 1991. This meeting followed a previous gathering in September which emphasized the importance of ABPA's national agenda. The meeting discussed two major issues to enhance ABPA's programs to serve members and the community.

One important issue discussed was the collaboration with the Arab-American Medical Association (AMA), represented by Dr. Yousif Hamati. The advisory council approved a plan to expand and define ABPA's business programs nationwide. The council also agreed the plan would continue working with other Arab-American organizations which work to benefit the community.

It was also recommended during the meeting that ABPA's chairman, Fuad Sahouri, submit the Economic Development Council (EDC), proposal to President George Bush. In a meeting two days later with President Bush, Chairman Sahouri and ABPA's advisory board members discussed and submitted the proposal pertaining to opening direct trade between the United States and the occupied territories.

While recruiting for ABPA membership was a primary objective, other projects, such as referral services, specialized seminars, networking and contacts with prominent Arab-American personalities, were also discussed at the meeting. ABPA also emphasized the establishment of new chapters across the country. This will enhance and identify other organizations with similar objectives as ABPA's. ♦

If you are interested in establishing a local chapter in your city contact the National Office at:

(703)759-2225.

ABPA is your Networking Organization

Mission Statement

of the Arab-American Business & Professional Association

The Arab-American Business and Professional Association is a nonprofit, cooperative, voluntarily-joined organization of business and professional Arab-Americans, organized to assist its members in dealing with mutual business and professional concerns.

The purpose of the Association is to promote the common interests of the Arab-American business and professional community.

The Association's goals are to:

- 1 Provide to members and the community information on business, economic, and financial matters of concern;*
- 2 Encourage cooperation and joint business activities among its members;*
- 3 Promote commercial and business relations and good will between the United States and the Arab countries;*
- 4 Promote greater knowledge and understanding of the United States and the Arab World;*
- 5 Provide assistance to members and the community in dealing with government agencies in business and professional matters.*

To achieve these goals the Association will undertake programs and activities, either alone or in concert with other organizations and individuals, to serve the common interests of the Arab-American business and professional community. All such programs and activities will be conducted according to the highest business and professional ethical standards.

Drafted by ABPA member Dr. Fuad K. Suleiman and adopted by the Advisory Board members in a November annual meeting



Advisory Board \ Members brainstorming meeting

ABPA 1991 Annual Awards Dinner, Blockbuster Event

By Betsy Laun Maalouf

Dr. Ray Irani, head of Occidental Petroleum Corporation, was honored with ABPA's Lifetime Achievement Award for his long distinguished career as a research chemist and corporate leader during the organization's annual awards dinner held November 13th in McLean, Virginia.

ABPA also recognized the Bechtel Group with its Corporate Humanitarian Award for its many contributions to the Arab world.



*Lifetime Achievement Award
Recipient Dr. Ray Irani, chairman
& CEO of Occidental Petroleum*



*Riley P. Bechtel who received the Corporate Humanitarian
Award on behalf of the Bechtel Group, Inc. addressing the
audience*

The Bechtel Group was represented by Riley P. Bechtel, its president and chief executive officer.

The awards dinner was attended by Sen. George Mitchell (D-Maine), Rep. Mary Rose Oakar (D-Ohio), Rep. James Moran, (D-Virginia), Statehood Sen. Jesse Jackson (D-D.C.), Rep. Nick Rahall II (D-W.Va.), Rep. Ted Stevens (R-Alaska) and Rep. Robert Smith (R-New Hampshire).

Ambassadors and representatives of various embassies and institutions based in Washington and abroad were also present. They included Frederic Herter, president of the American University of Beirut, The Hon. E. Patrick Coady, executive director for the U.S. at the World Bank; ambassadors and representatives from the Kingdom of Saudi Arabia, Qatar, Yemen, Lebanon, Egypt, Algeria, Austria, Yugoslavia, the Philip-

pires, Poland, the Bahamas, Uganda, Mauritius, and Cameroon, and officials from a large number of major American companies.

The gala also drew many ABPA members, who came from across the country to attend the association's main annual event.

Bechtel Group, the California-based engineering firm, was presented ABPA's Corporate Humanitarian Award in recognition of its many contributions to the Arab world.

Rep. Oakar, the evening's mistress of ceremonies and a past recipient of ABPA's Professional Excellence Award, introduced Bechtel by describing it as a company that has made many contributions toward building bridges between the Arab world and the people of the U.S.

"ABPA prides itself on the involvement of this distinguished corporation as one of its members," Oakar said.

She noted that Bechtel has encouraged other corporations to build bridges with people and in-

Cont'd. Page 10

cont'd. from page 9



(l. to r.) Dr. Farouk Hamouda with Chicago Chapter President Talat Othman of Dearborn Financial, Inc. & Mrs. Suhair Othman.

dustries in the Arab world and in that way seek to close the gap that often exists between the Arab countries and the U.S.

Since undertaking its first project in an Arab country in the early 1940's, Bechtel has built a distinguished record of support for charities and educational organizations in the Arab world. It has also provided training and educational opportunities for thousands of Arab engineers and other employees in the many projects it has completed in the region.

Dr. Joe Jacobs, chairman and chief executive officer of Jacobs Engineering Group, presented the Corporate Humanitarian Award to Riley P. Bechtel, president and CEO of the Bechtel Group.

"I have known three generations of the Bechtel family...I can tell you that the Bechtel family and the Bechtel organization are universally respected around the world. Not just for their technical accomplishments, but also because they are a very human company...an organization with a tremendous heart," Jacobs said.

In accepting the award on Bechtel's behalf, Bechtel focused on his firm's central role in conceiving and constructing the industrial city of Jubail in what was once a small fishing village on the coast of Saudi Arabia. He mentioned he had been especially



(l. to r.) Mr. Peter Tanous of Bank Audi & daughter, Mr. & Mrs. Najeeb E. Halaby and Mr. Joe Haggar of Haggar Industries

proud when one of its fabrication yards completed a very sophisticated top-sized module for the North Field development project in Qatar in 1989.

"That's the satisfaction that we obtain in our business, and it comes from helping people," said Bechtel, the fourth generation of his family to lead the company.

ABPA's Lifetime Achievement Award was presented to Dr. Ray Irani, chairman, president, and chief executive officer of Occidental Petroleum Corporation, in recognition of his long distinguished career as a patent-winning re-

search chemist in several leading American chemical companies before assuming the helm of Occidental. Palestinian-born philanthropist and businessman, Hasib Sabbagh, chairman of Consolidated Contractors International, presented the award to Irani.

Sabbagh reflected on his friendship with Irani which stretches back to the latter's youth in Beirut. He recollected that the young Irani was already noted for his quick intelligence and value of hard work.

Cont'd. Page 15

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Mr. Elias Aburdene (left) with Mr. Said Khoury, president of Consolidated Contractors Int'l.



ABPA members: Mr. & Mrs. Omar Al-Alami (left) with Mr. & Mrs. Victor Malek



Mr. Thomas Fadoul (left) with Khodr Saab

THE WHITE HOUSE
WASHINGTON

November 13, 1991

I am pleased to extend warm greetings to all those who are gathered for the Annual Awards Dinner of the Arab-American Business and Professional Association. Congratulations to your honorees: Dr. Ray Irani and the Bechtel Group, Inc.

You meet at an exciting moment in the history of the Arab peoples. In the Middle East, countries that have for too long been divided by bitter hatreds have begun to engage in meaningful dialogue and direct negotiations that mark an important first step toward a comprehensive, just, and lasting peace.

While we can be grateful for the success of the recent Madrid Conference, achieving peace in the Middle East remains a slow and delicate process. That is one reason why your Association's efforts are so important. By utilizing the unique insights that you have as Arab-American business professionals, you are helping to promote the kind of trade and economic opportunity that can help bring prosperity and stability to the region.

On this occasion, I am pleased to join in saluting your honorees for their dedicated efforts to foster greater understanding and cooperation between the United States and Arab countries. These men and women have demonstrated not only the rewards of free enterprise and private initiative but also the value of people-to-people contacts in promoting international friendship.

Barbara joins me in sending best wishes for an enjoyable evening.

President Bush Message to the 1991 Awards Dinner

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Members of the diplomatic corps (r.), H.E. Mohsin Al-Aini, ambassador of Yemen on the way to the dinner



(l. to r.) Sam Sahouri, the Hon. Mary Rose Oakar (D-OH), Dr. Safa Rifka & friend, and Margo Sahouri



The vivacious atmosphere at ABPA events is ideal for business and socializing



Mr. Edward Djerjian, assistant secretary of State for the Near East & South Asian Affairs (left) with Dr. Ray Irani chairman & CEO of Occidental Petroleum



(l. to r.) Leonard Hausman of JFK school of Government, Dr. Youssif Hamati & Dr. Arfan Al-Hani of the Arab-American Medical Association, and Raja Kamal of Harvard University

& Enjoy NETWORKING



*Dr. & Mrs. Nabil Hussieni (left)
(l. to r.) Mrs. Ghada Irani with
Dr. Joseph Jacobs and Mary
Sahouri (above)*



*(l. to r.) Dr. Fauzi Al-Sultan; executive director at
the World Bank, Mrs. Fadhila Al-Sultan, Mr. Sam
Zakhem; republican candidate for Congress in
Colorado and Mr. & Mrs. Rafic Bizri of Hariri
Foundation*



*Members of the Bechtel Group, Inc. with Riley P.
Bechtel (2nd from right)*



*(l. to r.) Mr. Ed Baroudi of Dean
Witter with Tanya Rahal;
executive director of the
American Task Force for
Lebanon and Amid Baroudi*



*Advisory Council members: Hon. Mary
Rose Oakar, Mistress of Ceremonies
of the 1991 Awards Dinner and
recipient of ABPA's Professional
Excellence award with Dr. Ibrahim
Oweiss of Georgetown University*



*(l. to r.) Fouad Mina; executive
vice president of the Home
Insurance Co. with Paul Homsy
New York chapter president*

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In accepting the award, Irani said he was "deeply honored because it is the first major award that I receive from an Arab organization. It is a great honor to be recognized by your own people."

Irani, who was born in Lebanon and finished his undergraduate studies at the American University of Beirut, took the opportunity to express his firm belief in the positive role that can be played by economic development and stronger trade ties between the



The Honorable Elliot Richardson among friends.



Mr. Joseph Foss chairman of First American Bank with guests

Irani told the audience that it is time to draw lessons from the past and look to the future and the historical opportunities which are presented by the Bush administration.

"I feel very strongly that economic cooperation and emphasis on education, are extremely important. Even in this country, the education system is not up to par with the status of this country economically. Looking at the countries of the Middle East, education is the key factor that gets one started, and an inferior education

U.S. and the Arab countries.

"Looking back over the past fifty years, I believe that the many attempts to bring some sort of unity among the Arab countries through political associations without paying sufficient attention to economic cooperation is a key factor in the failure of many of the programs. That's why I believe this association can play a role more as an economic entity and much less as a political entity," Irani said.

If the Arab countries had started by cooperating economically - whether by producing washing machines in one country for sale in neighboring countries, or toys

that could have been exported - more satisfying and lasting ties could have developed, he added.

Cont'd. Page 16

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cannot be helpful in the future and is difficult to overcome," Irani added.

"The peoples of the region have suffered enough and deserve peace. Negotiations will be difficult, but peace can bring great economic possibilities," he said.

Fuad Sahouri, chairman of ABPA, paid tribute to Irani. "We Arab Americans have a lot to be proud of. Our contributions to this great American democracy have been tremendous, and it is getting to be visible... We are paying tribute to a man, Ray Irani, who brought his talents from the Arab world to Corporate America," Sahouri said.

ABPA was created to foster trade and investment between businesses in the U.S. and the Arab countries. Reflecting on this mission, Sahouri said, although Arab Americans have an emotional interest in achieving peace in the Middle East, we are also smart enough to realize that the bottom line is money, jobs, and opportunities.

"We, as a business association, have noted that while the Arab world spends \$120 billion in the world market, the U.S. share of that is only 8 percent. That's why, when we take a look at how we can increase this percentage, we must also look for ways to introduce products of Arab industry into the U.S. market. Expansion of economic ties must occur from both directions equally, in order to build these bridges," Sahouri added.

Sahouri, who was born in Palestine and immigrated to the United States with his family more than a quarter century ago, praised the Bechtel Group for its outstanding achievements in the Arab world.

"Bechtel demonstrated the confidence-building that it achieved in the Arab world by building a lasting friendship and partnership. We ask the rest of corporate America to follow in its footsteps," he concluded. ♦

The Hon. Najeeb E. Halaby, previous Lifetime Achievement award recipient delivering the National Advisory Board message and report



Captioned Networking: Mr. Hasib Sabbagh exchanging business cards with a member of the Diplomatic Corps as Mr. Elias Aburdene looks on

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Luncheon Features Ambassador Keeley

ABPA's friends and members were part of a luncheon at the Grand Hotel in Washington D.C. to thank corporate America for their support and to celebrate the association's threefold growth during 1990.

The event was also an opportunity to welcome Ambassador Robert Keeley, president of the Middle East Institute, who assumed his position in November 1990.

In his remarks, Keeley stressed the importance of coordination among Arab-American organizations.

ABPA chairman, Fuad Sahouri, offered his view that Americans of Arab descent could retain a positive outlook during these difficult times by finding ways to help alleviate the problems encountered by the people living in the region.

Also discussed at the luncheon was the desirability of encouraging the private sector throughout the Arab world and strengthening the business climate in the area. ♦



H.E. Clovis Maksoud addressing the gathering



Mr. Ludwig W. Tamari being interviewed by Patricia Occhs of the Financial News Network, the luncheon was broadcasted on National T.V.



H.E. Robert V. Keeley, president of the Middle East Institute with Advisory Council member Mr. Imad Qasim of Sidley & Austin.

The Hon. Linas Kojelis of the U.S.-Baltics Foundation among other guests & members



ABPA Seminar Draws Record Crowd

The Challenges of reconstruction in the Gulf and Middle East were assessed during a March luncheon/seminar sponsored by the Arab-American Business and Professional Association.

Underscoring the timeliness of the topic, over 250 people attended the luncheon. The gathering included over 100 representatives from the United Nations, World Bank, International Monetary



Panel of speakers



Attendees at the Luncheon

Fund, U.S. Government agencies and several foreign embassies.

Corporate sponsors and attendees for the seminar included Mobil Corporation, CACI International, Inc., World Serve, Hariri Foundation, ACE Consultants, Inc., SRA Corporation, First American Bank and Figgie International.

In addition to the varied audience of participants, several dozen professionals and heads of medium and small size businesses from ABPA's membership were also in attendance.

Featured were seven distinguished experts on the event's topic, "Rebuilding in the Gulf and Middle East".

Main speaker was the Honorable E. Patrick Coady, executive director for the United States at the World Bank. He was followed by Robert Shanks, partner in the

law firm of Sidley & Austin. Other speakers were Edgar C. Harrell, director of operations and programs of Price Waterhouse's International Privatization Group, Prof. Abdullah M. Al-Obeidan of Kuwait University, Edward V. Badolato, president of Contingency Management Services, Inc., Prof. Michael Hudson of Georgetown University's Center of Contemporary Arab Studies and Clark Fisher of the Overseas Private Investment Corporation (OPIC).

Georgetown University Professor, Ibrahim Oweiss, a prominent member of ABPA's Advisory Council, chaired the seminar.

"The World Bank is prepared to play a major role in the reconstruction of the region in the months and years ahead", Coady told the audience.

Business opportunities in the region are clear, and Arab Ameri-

cans should be able to play a special role, he said.

Harrell called on the World Bank to assume a leading role in the reconstruction process, particularly in the area of developing

"sound monetary, fiscal and exchange rate policies to make the countries more competitive in the world market, help them diversify their economics, and free up energy and entrepreneurial talent".

His appeal encompassed not only the reconstruction needs of the countries affected by the Gulf crisis, but also Lebanon, the West Bank and Gaza Strip.

In addition to the World Bank, Harrell emphasized the positive contribution that the private sector could make.

"The role of the business community, particularly the Arab-American community is absolutely essential", he asserted.

One way they can help he suggested is by following the example of Korean and Taiwanese expatriates, who helped Korea and Taiwan develop their export potential by providing important marketing skills, technical know-how and business acumen.

Hudson called for "caution and humility" on the part of the United States government and American companies as they become involved in the rebuilding process. ♦

Arab Americans meet with Keeper of the Gate

Ambassador Selwa Roosevelt, Chief of Protocol during the Reagan administration, was the guest of honor at a reception held by ABPA on the occasion of the publication of her book: Keeper of the Gate.

The February event was held at the Grand Hotel in Washington D.C.

Over 200 Arab-American community members, government officials, diplomats and business executives attended the reception honoring Roosevelt.

Roosevelt, an Arab American, inscribed copies of her book, which recounts the many fascinating phases of her life. In the book, she speaks about her childhood in Ten-

nessee and her life as a student at Vassar College and the life of travel with her husband, Archibald Roosevelt, the grandson of President Theodore Roosevelt.

The book also provides a behind-the-scenes glimpse of the inner-workings of the White House and the Reagan administration, noting that Roosevelt was the Chief of Protocol during the Reagan presidency.

A friend of ABPA's for several years, Roosevelt served as co-chair of the 1990 Annual Awards Dinner. Her assistance proved invaluable in planning, using her special touch and expertise in Protocol. ♦



Amb. Roosevelt inscribing a copy of her book to H.E. Hamad Al-Kawari, ambassador of Qatar.

ABPA's Efforts to Recognize Islamic Holidays Yield Two Presidential Messages in 1991

Securing greater recognition of Islamic holidays by the federal government has been a concern of ABPA's for several years. In 1990 ABPA requested and received a message from the President on the occasion of 'Id al-Adha. Recalling the positive reaction among the Arab-American and Islamic community to the message, ABPA requested messages from the Administration on both 'Id al-Fitr and 'Id al-Adha last year.

In April, ABPA was given a message from the White House conveying President George Bush's greetings on the occasion of the 'Id al-Fitr. With the message came a request from the White House seeking ABPA's assistance in getting the message distributed widely among the Arab-American and Muslim American communities. ABPA was pleased to distribute the message, which was sent to Arab and Muslim journalists and organizations.

For 'Id al-Adha, ABPA worked with the White House staff to facilitate commemoration of that holiday. ABPA encouraged the White House to mark the holiday with additional measures. A video mes-

sage in which President Bush conveyed greetings to Muslim-Americans and Muslims around the world was released for that occasion in June. The Bush Administration was the First U.S. Administration to extend these gestures to the muslim community which has welcomed these messages.

In addition to securing such messages, ABPA's ongoing project is have the federal government recognizing Islamic holidays for federal employees. Such a decision would allow Muslim civil servants the same leave benefits that civil servants of other religions enjoy. ♦

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- ☐ How do Arabs living in America and Canada view the democracies in these nations, and how to apply such democracies in our Arab world.
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- ☐ Reviews of books published in the U.S. that concern you.
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سلطة سوى سلطة القارئ العربي في أمريكا، ولا تبخل في استكتاب كبار الكتاب في الدول العربية والعلماء والمفكرين العرب الأمريكيين والمقيمين وإجراء التحقيقات الصحفية الشاملة التي تعالج قضايا تناسب عقلك المتفتح وتتفق مع ثقافتك في الوطن الذي تقيم فيه.

المجلة لا علاقة لها بالسياسة إلا في القضايا العربية العامة. ولا شك في أنك تتفق معنا في أن نجاح هذه المجلة يعتمد على تليتها لما تريد أن تقرأه، ولهذا السبب نقدم لك هذا الاستبيان الذي نرجو أن تخصص دقائق للرد عليه.

○○○

نقدم لك هذه الفكرة الجريئة التي نريد أن نوفر لك، كإنسان يجمع بين حضارتين عربية وغربية، أكبر قدر ممكن من المعلومات الصحية والطبية والعلمية والتعليمية والتاريخية والثقافية التي لا تجدها في التلفزيون أو الإذاعة أو الصحافة الأمريكية أو الكندية أو في أي مجال إعلامي آخر. ونقدمها لك بالعربية لنحفظ لك لغتك التي تحبها ولنساعد الأجيال الجديدة من العرب في نصف الكرة الغربي على التعرف على اللغة والثقافة العربية.

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فيما يلي قائمة ببعض الموضوعات والأفكار العامة التي نقترحها بالمجلة.

- نرجو أن تضع إشارة إكس جنب الرقم المقابل للسؤال الذي تؤيد ما جاء به. ونرجو أن نتلقى ردك قبل منتصف يناير/ كانون ثاني ١٩٩٢.
- ١ - ... أحدث نتائج الدراسات الطبية والصحية في الولايات المتحدة وكندا وبريطانيا وفرنسا.
- ٢ - ... تكليف أساتذة عرب للكتابة في التاريخ العربي القديم والتاريخ الاسلامي.
- ٣ - ... نشر الانتاج الأدبي لعدد من كبار الكتاب العرب الحاليين في بلادنا (موضوعات خاصة بالمجلة).
- ٤ - ... تحقيقات صحفية عن قصص نجاح المهنيين والفنانين العرب في الولايات المتحدة وكندا.
- ٥ - ... آراء العرب في الولايات المتحدة وكندا حول قضايا الديمقراطية والمشكلات الاقتصادية والاجتماعية في بلادنا واقتراحات العلاج كي يستفيد منها قراء المجلة في تلك الدول.
- ٦ - ... مقابلات مع علماء أمريكيين في مجالات العلوم المختلفة حول قضايا تهم الجالية العربية وعالمنا العربي.
- ٧ - ... عرض الجديد من الكتب الأمريكية ذات القضايا الهامة والمثيرة مع تقديم ما بها من معلومات.
- ٨ - ... عرض جديد مماثل للكتب العربية الجديدة.
- ٩ - ... نقد الأفلام الأمريكية والمسرحيات والعروض الموسيقية أسبوعياً.
- ١٠ - ... مقابلات خاصة مع الفنانين العرب.
- ١١ - ... ما لا تعرفه عن نجوم الفن الأمريكي (على الأخص هولوود).
- ١٢ - ... تعليم اللغة العربية للأطفال عن طريق الرسوم (الكارتون).
- ١٣ - ... عناية مكثفة بأسئلة القراء وعلى الأخص الذين يطلبون فيها معلومات من أي جهة حكومية أمريكية أو مشكلات نفسية وقانونية.
- ١٤ - ... ملخص شامل بالأخبار والتحليلات والموضوعات الاقتصادية التي تؤثر على استثمارك وعقاراتك ومستقبلك المالي.
- ١٥ - ... باب خاص يقدم خدمة خاصة يرد فيها على كل ما تريد أن تعرفه عن رحلة داخلية أو خارج الولايات المتحدة وكندا تريد القيام بها.
- ١٦ - ... ركن خاص ثقافي للأطفال بالانجليزية والعربية.
- ١٧ - ... تحقيقات صحفية لابرز أية مشروعات اقتصادية أو اجتماعية أو صحية جديدة في بلادنا.
- ١٨ - ... أي مقترحات لك حول مجالات أو موضوعات أخرى

١٩ - ... من هم الكتاب العرب الذين تحب أن يكتبوا لك

مسابقة هامة

يجري مشروع المجلة مسابقة بين العرب في أمريكا وكندا لاختيار اسم عربي لها. قدم لنا اقتراحك في موعد أقصاه مارس / آذار ١٩٩٢، وارسله إلى العنوان التالي:

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جائزة الاسم الفائز ٢٠٠ دولار

ABPA Joins Four Trade Associations in a Successful Conference

Among its 1991 activities, ABPA co-sponsored a seminar in the month of June about the reconstruction in the Gulf and the Middle East.

The seminar was held in cooperation with four national construction organizations. The co-sponsors were the Association of Wall and Ceiling Industries International, the Architects Woodwork Institute, Association of Electrical Contractors and the Tile Contractors Association of America.

Several speakers gave the audience variety of information on opportunities offered by reconstruction needs in the aftermath of the war in the Gulf. General advice on conducting business in the Arab world was also provided.

The seminar was moderated by John J. Kosowatz, managing senior editor of the Engineering News Record magazine.

ABPA member, Najeeb Halaby, president of Halaby International,

Nadeem Massry, president of NIMR Corporation and David Kirdassi of Gulf Advisory helped make the seminar a success.

The seminar offered insights and hands-on advice in a wealth of areas. The major advice was how to go into the Gulf area and conduct business opportunities there. Joe M. Baker Jr., executive vice president of AWCI, the organization that initiated the idea of holding the seminar, gave the audience a close look at reconstruction needs in the Gulf, especially in the State of Kuwait.

The Saudi government intends to spend over \$200 billion on economic development through 1995, Gene Heck, the U.S. commercial attache to Saudi Arabia said.

He keyed in on a number of tips for entering the Saudi market including ways to get help from the U.S. Department of Commerce.

Steve Richards, president of Commerce and Consultants Inter-

national, said that Kuwait constitutes a window which can give access to a huge regional opportunity. He advised companies planning to enter Kuwait to be patient and flexible.

Also speakers at the seminar were Jefferey Green, director of the Office of Microelectronics and Instrumentation in the Department of Commerce International Trade Administration, Lew Cramer, a consultant with U.S. West and former assistant secretary of commerce, David Mayo, consultant with Diamond C Enterprises, and Paul Homsy, partner in the law firm of Oppenheimer Wolff and Donnelly and Joseph D'Italia, president of the Strahm Group Inc.

ABPA members who attended the seminar were pleased with the outcomes and recommended more seminars on this calibre be held. ♦

Minority Status for Arab-American Businesses

ABPA has launched a nationwide campaign to uncover examples of discrimination which Arab-American business-owners or professionals have experienced as a result of their ethnic background.

Your help is needed in order to make this effort succeed. Let us take advantage of this opportunity through the network of this organization and inform others of this important development. If you are personally aware of any cases of discrimination report them to ABPA's office at: PO Box 700, Great Falls, VA 22066-0700, c/o SBA Application.

A successful effort could earn advantages for Arab American businessmen and professionals. Under the SBA's section 8(a) program the U.S. government awards contracts, generally less than \$5 million in value on a

noncompetitive basis, to firms owned by individuals who are con-

sidered to be socially and economically disadvantaged. ♦

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Commercial Lease Law: Saving Money on Leases

By F. Paul Maloof, Esq.

If you want to get started in a new location and keep your up-front expenses at rock bottom, one avenue to explore is a long-term deal with a landlord or a developer. By structuring a 15- or 20-year lease, you can avoid committing capital to a down payment on a mortgage.

Ali's, a three-year-old fast food business in Coral Gables, Florida, did its first long-term deal with a developer last year to finance its fourth restaurant. Since then it has done five more.

Here's how an Ali's deal works: the company finds a location it wants (about half an acre, valued at \$300,000) and approaches the owner. If the owner is willing to build a 1,000-square-foot restaurant to the company's specifications (at a cost of \$240,000), Ali's agrees to lease both the land and the building from the owner for 15 years, with options to renew. Typically, the company pays about 10% per year on the land and 12% per year on the building, with

leases structured as "net" leases (meaning that Ali's pays for taxes, insurance, and maintenance). The only cash Ali's has to come up with before it opens is the down payment on equipment.

The big incentive for developers is the income. Over the 15-year lease term, they'll receive nearly twice the value of the land and the building, and they'll still own them. The risk is that the restaurant won't survive. As collateral, the owners and franchisees of Ali's pledge their equipment and also sign personal guarantees.

In the current market, there are various attractive deals that could be made and modeled after the Ali's deal or a variation of it. ♦

Contributed to ABPA News by the law offices of F. Paul Maloof.



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- ☐ Small Business (fewer than 5 employees)\$ 150.00
- ☐ Professional\$ 100.00
- ☐ Student\$ 50.00

ABPA membership is open to any of the following (please check one category below):

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- ☐ Arab company with business interests in the United States
- ☐ Employed Arab-American business or professional person
- ☐ Employed business or professional person with business interests in Arab-American community and/or Arab countries
- ☐ Student

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Dues may be tax deductible as a business expense.

Illinois Chapter Inaugural Dinner

In another step to expand outside the Washington area, the Arab-American Business and Professional Association will host an inauguration dinner on Wednesday, January 15, at the Four Seasons Hotel in Chicago, Illinois.

Talat Othman, president of ABPA's Chicago chapter said he expects the event to be well attended by business executives, elected officials and professionals.

In a discussion with Mayor Richard M. Daley of Chicago, the mayor was encouraging and enthused about the visibility of the Arab-American business and professional community involvement in the Chicago area, Othman said.

Mayor Daley applauded ABPA's choice of Chicago to be their headquarters in the Midwest. He believes there are opportunities for Arab Americans to seek participation in the supply contracts from the city of Chicago, Othman added.

Othman, an Arab American and president and chief executive officer of Dearborn Financial, Inc., in the state of Illinois, said invitations have been extended to Arab

ambassadors in Washington, and he expects many of them will be at the inauguration dinner.

"A lot of excitement is generated due to the clear need for a networking association in the Midwest," Othman said.

"Chicago provides a vibrant business climate for Middle East business. McCormick Place attracts many exhibitions ranging from capital equipment, farming, dairy products and foodstuffs, chemicals, housewares and many others," Othman said. "Therefore, many delegations from all the Arab countries attend these exhibits. Moreover, they come prepared to do business. ABPA will host or participate in hosting these delegations as part of its networking efforts," he added.



Chicago chapter interim committee members: (l to r.) Gerry Homsy, Talat Othman, Dr. Arfan Al-Hani and Taha El-Ghawaby (missing from this picture are: Issa Tadros and Muhamad A. Dabbouseh)

Othman encouraged all Arab Americans in Illinois to join the association, since it is a non-political business and professional one that deals with finding better ways to improve and enhance Arab American businesses and professions in the United States.

Those who are interested in joining the chapter in Chicago may call the national office in Washington and ask for information about the association. Tel: (703)759-2225 Fax: (703)759-9300 ♦



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