

THE WHITE HOUSE
CORRESPONDENCE TRACKING WORKSHEET

INCOMING

CO 083

DATE RECEIVED: MARCH 08, 1991

NAME OF CORRESPONDENT: MR. ROBERT ALAN VALLEY

SUBJECT: OFFERS A PROPOSAL FOR PROVIDING HOUSING IN
KUWAIT

ROUTE TO: OFFICE/AGENCY	(STAFF NAME)	ACTION		DISPOSITION	
		ACT CODE	DATE YY/MM/DD	TYPE RESP	C D
JOHN SUNUNU		ORG	91/03/08		C 91/03/08 RJ
99 doc	REFERRAL NOTE:	R	91/03/12 RJ	A	91/04/03 LJ
	REFERRAL NOTE:		/ /		/ /
	REFERRAL NOTE:		/ /		/ /
	REFERRAL NOTE:		/ /		/ /
	REFERRAL NOTE:		/ /		/ /

COMMENTS:

ADDITIONAL CORRESPONDENTS: MEDIA:L INDIVIDUAL CODES:

CS MAIL USER CODES: (A) (B) (C)

```

*****
*ACTION CODES:          *DISPOSITION          *OUTGOING          *
*                       *                       *CORRESPONDENCE:  *
*A-APPROPRIATE ACTION  *A-ANSWERED          *TYPE RESP=INITIALS *
*C-COMMENT/RECOM       *B-NON-SPEC-REFERRAL *           OF SIGNER *
*D-DRAFT RESPONSE     *C-COMPLETED        *           CODE = A   *
*F-FURNISH FACT SHEET *S-SUSPENDED        *COMPLETED = DATE OF *
*I-INFO COPY/NO ACT NEC*                       *           OUTGOING *
*R-DIRECT REPLY W/COPY *                       *                       *
*S-FOR-SIGNATURE      *                       *                       *
*X-INTERIM REPLY      *                       *                       *
*****

```

REFER QUESTIONS AND ROUTING UPDATES TO CENTRAL REFERENCE
(ROOM 75, OEOB) EXT-2590
KEEP THIS WORKSHEET ATTACHED TO THE ORIGINAL INCOMING
LETTER AT ALL TIMES AND SEND COMPLETED RECORD TO RECORDS
MANAGEMENT.

April 3, 1991

Mr. Robert A. Valley
Bob Valley Home Improvements
King's Highway
Wolfeboro, NH 03894

Dear Mr. Valley:

Thank you for your letter to Governor Sununu regarding the sale of housing to Kuwait.

The damage assessment of Kuwaiti housing has not been completed. Until this evaluation is complete, no tenders for housing will be issued.


Enclosed is a set of our material on the Kuwaiti reconstruction program. You should contact the firms that have won Corps of Engineers contracts in order to determine any housing requirements. In addition, you should begin the process of locating a Kuwaiti agent. Our Boston district office will contact you regarding the agent distributor service.

Sincerely,

19

Karl S. Reiner
Director
Gulf Reconstruction Center

enclosure

cc: Boston 

C101990

EXECUTIVE SECRETARIAT
OFFICE OF THE SECRETARY

1991 MAR 13 P 3:51

T H E W H I T E H O U S E O F F I C E

REFERRAL

MARCH 12, 1991

TO: DEPARTMENT OF COMMERCE

ACTION REQUESTED:

DIRECT REPLY, FURNISH INFO COPY

DESCRIPTION OF INCOMING:

ID: 218996

MEDIA: LETTER, DATED MARCH 5, 1991

TO: JOHN SUNUNU

FROM: MR. ROBERT ALAN VALLEY
GENERAL CONTRACTOR
BOB VALLEY CONTRACTOR
KING'S HIGHWAY
WOLFEBORO NH 03894

SUBJECT: OFFERS A PROPOSAL FOR PROVIDING HOUSING IN
KUWAIT

PROMPT ACTION IS ESSENTIAL -- IF REQUIRED ACTION HAS NOT BEEN
TAKEN WITHIN 9 WORKING DAYS OF RECEIPT, PLEASE TELEPHONE THE
UNDERSIGNED AT 456-7486.

RETURN CORRESPONDENCE, WORKSHEET AND COPY OF RESPONSE
(OR DRAFT) TO:
AGENCY LIAISON, ROOM 91, THE WHITE HOUSE, 20500

SALLY KELLEY
DIRECTOR OF AGENCY LIAISON
PRESIDENTIAL CORRESPONDENCE

King's Highway • Wolfeboro, NH 03894
603-569-1828

March 5, 1991

Mr. John Sununu
Chief of Staff
The White House
Pennsylvania Avenue
Washington, DC 20515

Dear Mr. Sununu:


Enclosed is a copy of a letter I sent to the Deputy Director of the Kuwait Emergency and Recovery Program Office on Monday. I am writing to you to request your assistance in procuring such a contract for providing necessary housing to Kuwait.

Besides being able to provide modular homes that are manufactured in New Hampshire and Pennsylvania, I have at my disposal a 14,000 square foot facility which is located one and a half hours from either Portsmouth or Portland. This building formerly housed Chick's Lumber in Center Ossipee, New Hampshire. With some slight modifications this facility could be utilized to produce panelized homes (panelized wall units, floor units, roofing systems, etc.) in a matter of weeks, thus enabling me to deliver homes completely built in New Hampshire, with New Hampshire materials and by New Hampshire tradesmen. These panelized homes could be shipped far more economically than modular homes as they would fit in a smaller area. I will be writing to the Kuwait Emergency and Recovery Program Office next week to advise them of this possibility.

I have discussed the need for rebuilding Kuwait with a number of New Hampshire tradesmen and I must tell you that many of these highly trained and vital people are now looking to relocate for a period of time to Kuwait. This would, of course, not help the economy of New Hampshire (and not provide taxes for the state or federal government). My proposal would provide jobs (not only for those building the homes but for those transporting them, providing the raw materials, etc.), town taxes, state business profits taxes, federal income taxes, etc., etc. We do not need to have our tradespeople relocate to Kuwait for two or three or more years - we need jobs here in New Hampshire!

Please take the time to read my proposal and see if you can provide any assistance. It is not only I who need your assistance, it is New Hampshire who badly requires your assistance.

Sincerely,


Robert Alan Valley
General Contractor

RAV/mkv

Enclosures: Letter copy, advertising flyer, business card

VIA FAX and FEDERAL EXPRESS

March 4, 1991

Dr. Abduhl Habi Alwadi, Deputy Director
Kuwait Emergency and Recovery Program Office
151 "H" Street N.W., 3rd Floor
Washington, DC 20005

Dear Dr. Alwadi:

First of all, I would like to extend my congratulations to you and all of the Kuwaiti people for recovering your lands from Iraq. As a veteran of the Army Corps of Engineers, I must tell you that I was extremely proud of the part our military forces played in this United Nations action.

I would like very much to be involved in the rebuilding of Kuwait. I believe I can offer you an economically feasible way to provide attractive, efficient, and extremely well built housing for a large number of people in the most expeditious manner.

I am a dealer/distributor of modular homes built in New Hampshire and Pennsylvania. These homes have become highly attractive to home buyers all over the United States as they are economically built indoors under ideal conditions by highly trained professional craftsmen. They are built to exacting specifications and are built to be transported to a given site and finished to given specifications in the least amount of time for the lowest possible price. I could oversee shipment of the homes to the Port of Kuwait from Portsmouth Harbor (in New Hampshire, the closest full-service, deep water harbor to Europe and the Mideast), Boston Harbor (in Massachusetts), or whichever harbor meets your convenience. I could be responsible for the production of the units and their delivery to the port of exit, or I could provide a bid for delivery of the units to the Port of Kuwait. Further, I would be happy to travel to Kuwait with the first shipment of homes to train a crew in Kuwait in the final construction of the homes on site there.

I can provide any number of types of multiple-unit dwellings as well as single-family units. I am presently working on a project for a developer in Massachusetts to build two 18-unit apartment buildings in Salem, New Hampshire. The lower level of these buildings would be built by me on site; however, the upper two levels (these are three-story units) would be built in the factory and delivered to the site. At the site we will place the units on the newly constructed existing first floor with cranes. The developer has found that this would be the most economical way to construct these dwellings (and possibly the only way for him to earn what he feels is an agreeable return on his investment).

March 4, 1991

I know that Kuwait has limited natural resources for the construction of buildings. I also know that most of these materials would have to be imported. My recommendation is to have the buildings built here in New England (where materials are readily available and salaries are comparatively low), then shipped to Kuwait for final on-site construction. Crews in Kuwait could easily be trained by me for the final construction of the buildings. These homes are completely wired and plumbed (to your specifications). This construction method would eliminate the need to bring in a great number of plumbers, electricians and carpenters - placing an extra burden on an already desperate housing situation.

I have enclosed (with the Federal Express letter) some floor plans for homes in New England; however, I am aware that living accommodations do vary from state to state as well as country to country. I am quite aware, for example, that homes built in New England are quite different than those built in Florida.

I am not out to make a fortune on someone else's misfortune. I am presenting an idea which can save you time and money and the importation of a great and costly labor force. I can provide not only modular homes, but I can also help you in acquiring building materials at the most favorable prices.

Should I be honored with the privilege of being among those to help rebuild Kuwait, I stand ready to meet with you or your representative at your convenience. Once you decide on the specifications required for any given building project, I can have estimates of costs in your hands in a minimum of time.

Thank you for taking the time to review my proposal. I look forward to hearing from you and I assure you of my enthusiasm in the prospect of working with you.

Sincerely yours,

Robert Alan Valley
General Contractor

RAV/mkv

Enclosures: As noted

THE WHITE HOUSE

WASHINGTON

ORM OPTICAL DISK NETWORK

ID# 218996

_____ Hardcopy pages are in poor condition (too light or too dark).

_____ Remainder of case not scanned.

_____ Oversize attachment not scanned.

_____ Report not scanned.

✓
_____ Enclosure(s) not scanned.

_____ Proclamation not scanned.

_____ Incoming letters(s) not scanned.

_____ Proposal not scanned.

_____ Statement not scanned.

_____ Duplicate letters attached - not scanned.

_____ Only table of contents scanned.

_____ No incoming letter attached.

_____ Only tracking sheet scanned.

_____ Photo(s) not scanned.

_____ Bill not scanned.

Comments:



UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, D.C. 20230

EMPLOYMENT INFORMATION

Army Corps of Engineers Contract Awards

The list of U.S. Army Corps of Engineers contract awards made on behalf of the Kuwaiti Government for reconstruction projects may be obtained by writing to:

Public Affairs Office
U.S. Army Corps of Engineers
Middle East Division
P.O. Box 2250
Winchester, VA 22601-1450

Notices of contract awards are printed in the Commerce Business Daily and the Engineering News Record. These publications are available in business libraries.

Interstate Job Bank

The Interstate Job Bank is a nationwide network for listing job openings with the public employment service. The job listings are distributed to the more than 1700 local employment service offices throughout the United States, as well as to selected libraries and college placement offices.

The U.S. Department of Labor is encouraging U.S. firms participating in the reconstruction efforts in the Persian Gulf to hire U.S. workers to the maximum extent possible. It is also encouraging them to list their jobs with the public employment service national Interstate Job Bank in order to ensure the broadest possible exposure for potential U.S. applicants.

Persons interested in employment in the Gulf should call or go to the nearest office of the public employment service. These offices are listed in the telephone directory under the State government listings, usually under employment service, job service or the state department of labor. The local employment service office will take an application for employment and code it for employment in the Persian Gulf. When employers list jobs for which you are qualified, either the employment service or the employer will contact you. If you require assistance, the Department of Labor can be reached at 1-800-927-5690.



Newspaper Classified Advertisements

International job opportunities are frequently advertised in major newspapers, among them the Sunday New York Times and the daily Wall Street Journal. Job vacancies may also be advertised in regional newspapers where the industry of interest is particularly strong, i.e., vacancies for the petroleum industry might be advertised in Texas or Oklahoma newspapers, etc. Many public and university libraries maintain subscriptions to major U.S. dailies.

Periodical Publications

Specialized Publications: Some specialized industrial/business publications advertise employment opportunities, including international positions. Ulrich's International Periodicals Directory, which should be available in the reference section of most libraries, provides international listings of specialized and general periodical publications.

The following two publications are available in major libraries. While the publishers DO NOT PROVIDE EMPLOYERS LISTS, the magazines may contain useful information for persons seeking employment:

- o Middle East Business Intelligence, published twice monthly, contains information on upcoming projects and tenders in the Middle East. It is published by International Executive Reports, Ltd., 717 D Street N.W., Suite 300, Washington, D.C. 20004-2807
- o The Middle East Economic Digest (MEED), published weekly, provides extensive information on contracts finalized by foreign firms in Middle Eastern countries. Subscription information can be obtained by writing MEED Subscription Services ISS, P.O. Box 14, Harold Hill, Romford RM3 8EQ, United Kingdom

Directories of U.S. Firms Operating Abroad

Uniworld Business Publications has available on a country-by-country basis a Directory of American Firms Operating in (country), including countries in the Gulf region. If not available at your local library, directories can be purchased from the publisher at a cost of \$5-\$25:

Uniworld Business Publications
50 E. 42nd Street, Suite 509
New York, N.Y. 10017-5480

Tel: (212) 697-4999



U.S. ARMY CORPS OF ENGINEERS
CONTRACT AWARDS

The list of U.S. Army Corps of Engineers contract awards made on behalf of the Kuwaiti Government for reconstruction projects may be obtained by writing to:

Public Affairs Office
U.S. Army Corps of Engineers
Middle East Division
P. O. Box 2250
Winchester, VA 22601-1450

Contracts awarded by U.S. Army Corps of Engineers for reconstruction work in Kuwait are:

- | | |
|--|--|
| Raytheon Service Company
Burlington, MA | Acquisition of Airport Equipment |
| Blount International
Montgomery, AL | Emergency Electrical Repairs in Kuwait
Temporary Repairs to Public Buildings. |
| American Dredging Company
Camden, NJ | Expedient Survey of Shu'Aibh Port
State of Kuwait |
| Al Harbi Trading and Contracting Co., Ltd.
Riyadh, Saudi Arabia | Repair of Roads and Airport Runways |
| Brown & Root International
Houston, TX | Temporary Repairs to Public Buildings |
| Khudair Group
Al Khobar, Saudi Arabia | Repairs to Key Government Offices |
| Mohamed A. Kharafi
Abu Dhabi, UAE | Temporary Repairs to Public Buildings |
| Shand Construction Ltd.
Derbyshire, England | Repairs to Sanitary and Water Systems |



Firms Sign Contracts With Kuwait, May Need Air Service

Reconstruction of Kuwait already has involved a number of U.S. companies, which have new contracts with the emirate's government to perform a variety of construction and service functions. Army's 352nd Civil Affairs Command in Saudi Arabia has compiled the following list of companies with contracts, saying these firms are likely to have air travel and air cargo needs. Although Kuwait Airport is once again operational, the command says that so far only Kuwait Airways is flying into the country. The following list obtained by The DAILY provides the names of the companies only, no locations in the U.S. or the business they have contracted to perform for Kuwait. The military advises that the transportation managers of the companies listed would be the appropriate sources for more information.

COMPANIES HOLDING CONTRACTS WITH KUWAIT

1	Motorola, Inc.	34	Prop Arms	67	International Security Services
2	IBM	35	Sherwood International Export	68	Cougar Holdings, Inc.
3	ICMX	36	SORS International	69	Amida
4	Martin Marietta	37	International Mobile Machines	70	Siemens AG
5	James Martin Associates	38	Ericsson GE Mobile Commo.	71	Burke Industries
6	Mobile Telesystems	39	Transac International Ltd.	72	The Supply Cabinet
7	Corps of Engineers	40	Federal Laboratories	73	Keel Marine Ltd.
8	Henley Board, Inc.	41	AAE Systems, Inc.	74	Al-Hashar & Company
9	The World Bank	42	Guardian Technologies	75	Communication, Inc.
10	AAB International	43	Simon Ladder Towers	76	Zubair Automotive
11	Colt	44	Angus Fire	77	Hungarian Busexport
12	Prime Tech, Inc.	45	Horizon Trading Co.	78	Water Witch III
13	Beckman	46	Ohmeda	79	CSX/Sea-Land
14	Bard	47	Gambro	80	GTS Enterprises, Inc.
15	NACO	48	Molnlycke	81	La France Equipment Corp.
16	Ethicon	49	Computer Sciences Corp.	82	Med-Eng Systems Inc.
17	GE Technical Services	50	Aeromaritime, Inc.	83	International Security Services
18	AMSCO International	51	Tryco Incorporated	84	Meltron
19	AI International	52	Def-Tec Corporation	85	Racal-Tacticom
20	NavCom	53	American Body Armor	86	IPAC
21	GEC-Marconi	54	Tradetech	87	United States Testing Co.
22	Caterpillar, Inc.	55	S.H.A.D.	88	Ford
23	Medko	56	Morfax	89	Water Witch IV
24	Commonwealth Labs	57	Societe des Matierels	90	Ruston
25	3M Company	58	Lynch Display Vans	91	Avon Industrial Polymers Ltd.
26	Valdex	59	Stryker Corporation	92	Techno International
27	Sherwood Medical	60	Global Container Lines	93	Navistar International
28	Sepro Healthcare	61	Code 3 Public Safety	94	Transportation Corp.
29	S&W Medico	62	Mackay Communications	95	OMI
30	Valmet	63	Some's Uniforms Internat.	96	AT&T
31	Telemobile, Inc.	64	Hydrotechnik	97	Mitel
32	Water Witch	65	Grove North America		
33	Contractors of America	66	International HydroCut Technologies		

Source: U.S. Army's 352nd Civil Affairs Command

DHL Adds Bid For New Montreal Cargo Service To Federal Express'

DHL Airways has requested an exemption to provide nonstop all-cargo service between Cincinnati and Montreal, effective immediately. Under the agreement recently reached between the U.S. and Canada, one carrier from each country may operate a new route between the U.S. and Montreal Mirabel Airport. Federal Express earlier filed for Memphis-Montreal Mirabel service. DHL said choosing Federal Express would give it a dominant position, giving it an advantage that no other cargo carriers can match.

DHL does not have certificate authority in its own name for all-cargo service between the U.S. and Canada but uses its own air taxi operations or charters with U.S. and Canadian operators to transport packages. As its business expands, DHL said it plans to obtain the authority to provide DHL WorldWide Express service into Canada from its Cincinnati sorting center and from Montreal to Cincinnati. DHL has proposed offering flights five days a week. (Dockets 47403 & 47452)

Council of the International Civil Aviation Organization has appointed Philippe Rochat of Switzerland to a three-year term as its new secretary general, beginning Aug. 1. He will succeed S.S. Sidhu of India, in office since 1988. Rochat currently is director of marketing of Geneva Airport.

COPYRIGHT © 1991 MCGRAW-HILL, INC.