



US BUSINESS MISSION TO VIETNAM

Organized & Coordinated by
Vietnam Resource Group, LLC
www.vietgroup.net

Supported by

In the USA:

The US Vietnam Chamber of Commerce (UVCC)
The Vietnam Trade Office in the USA
The Federation of International Trade Associations (FITA)

In Vietnam:

The Export Promotion Center of
The Ministry of Trade and Industry
The Service of Trade of HCM City
The Vietnam Chamber of Commerce and Industries/TSC
The Investment & Trade Promotion Center of HCM City



US Business Mission to Vietnam

OBJECTIVES:

The Mission to Vietnam provides its participants with opportunities to:

- **Promote and Sell** US products/services to potential Vietnamese buyers
- **Outsource and Buy** quality and competitively-priced products in Vietnam.
- Meet with manufacturers and producers of various products.
- Identify and Evaluate numerous business opportunities in Vietnam.

FEATURING

- Customized working program based on participants' needs
- Individual working sessions with pre-qualified, selected Vietnamese vendors
- Briefings on Export/Import regulations and Investment - Networking Meetings
- Visits manufacturing plants, Export Processing Zones..
- Participation in the annual **International Furniture & Handicraft EXPO 2008** in Ho Chi Minh City, the largest exhibition of all major wood processing, giftware and handicraft manufacturers in Vietnam.
- A **US Vietnam Business Center** booth is set up to provide American participants to display their marketing literature as well as a contact point during the EXPO.
- Follow up services after the mission was concluded.

WHO SHOULD PARTICIPATE:

- US importers, exporters, wholesalers, distributors, sourcing agents.
- US Investors/manufacturers who are looking for potential investment projects in Vietnam.

WHY VIETNAM:

- Vietnam is the second fastest growing economy in Asia after China (GDP:8.4% in 2005)
- The Bilateral Trade Agreement (BTA) removes high tariff and other trade barriers between the US and Vietnam. It makes Vietnam the best option in product sourcing besides China.
- The ascension of Vietnam into the World Trade Organization leads into great access for US companies' products and services in Vietnamese market.
- Exports from Vietnam to the US have increased from US\$220 millions in 1994 to over \$9 billions in 2006.
- Vietnam Furniture Import to the US has increased from 474 million in 2006 to 662 million US dollars in 2007 (+40% increase).
- Vietnamese furniture manufacturers have to import 80% of their lumber/veneer... needs

DATES/LOCATIONS:

October 5th to October 12th, 2008 in Ho Chi Minh City (Saigon)

Oct. 12th to 15th, 2008 in Ha Noi, the capital city of Vietnam

COST:

\$2,450.00 per participant of the HCM City program excl. intl. airfare from the US.

\$ 950.00 per participant of the Ha Noi Business Exploration Program.

(10% discount for members of the supporting trade organizations

or for companies registered and paid for by Sept. 1st, 2008)

(please review the attached Registration Form and Program Terms & Conditions)

TENTATIVE WORKING PROGRAM*

DATE	TIME	ACTIVITIES	REMARKS		
Sun Oct. 5 th	01:20AM	Depart from San Francisco to Hong Kong (on Cathay Pacific Airways CX 873)	<i>Other participants depart from Los Angeles, New York ...</i>		
Mon. Oct. 6 th	06:25 08:50 10:20 12:00 14:00 18:00	Arrive in Hong Kong Depart to HCM City (Saigon) (CX 767) Arrive at Tan Son Nhat International Airport Immigration - Customs – Greetings - Transfer to Hotel- Lunch at the Hotel City Tour Welcome Reception hosted by the Vietnam Chamber of Commerce & Industry (VCCI)	<i>Palace Hotel 56 Nguyen Hue Blvd. Ho Chi Minh City</i>		
Tues. Oct. 7 th	AM PM	Breakfast – Daily Briefing Visiting Vietnamese Export Product Showroom Meeting with the US Commercial Counselor Group Visit an Export Processing Zone	<i>92-96 Nguyen Hue</i>		
Wed. Oct. 8 th	 09:00 10:30 PM 19:00	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; vertical-align: top;"> FOR US PARTICIPANTS INTERESTED IN FURNITURE INDUSTRY Opening Ceremony of the <i>International Furniture & Handicraft EXPO 2008</i> The US-Vietnam Roundtable Discussion – Networking – Identify potential vendors/ buyers. Visit the Vietnamese exhibitors at the EXPO Welcome Reception hosted by the Service of Trade of HCM City – The EXPO organizer. </td> <td style="width: 50%; vertical-align: top;"> FOR OTHER PARTICIPANTS: Individual meetings will be scheduled according to participants requests </td> </tr> </table>	FOR US PARTICIPANTS INTERESTED IN FURNITURE INDUSTRY Opening Ceremony of the <i>International Furniture & Handicraft EXPO 2008</i> The US-Vietnam Roundtable Discussion – Networking – Identify potential vendors/ buyers. Visit the Vietnamese exhibitors at the EXPO Welcome Reception hosted by the Service of Trade of HCM City – The EXPO organizer.	FOR OTHER PARTICIPANTS: Individual meetings will be scheduled according to participants requests	<i>Each participant will be provided with transportation/interpreter for individual meetings</i>
FOR US PARTICIPANTS INTERESTED IN FURNITURE INDUSTRY Opening Ceremony of the <i>International Furniture & Handicraft EXPO 2008</i> The US-Vietnam Roundtable Discussion – Networking – Identify potential vendors/ buyers. Visit the Vietnamese exhibitors at the EXPO Welcome Reception hosted by the Service of Trade of HCM City – The EXPO organizer.	FOR OTHER PARTICIPANTS: Individual meetings will be scheduled according to participants requests				
Thurs. Oct. 9 th	AM	Group visit at an Export Processing Zone and/or an Industrial Park Individual working sessions			
Fri. Oct. 10 th	AM PM	Factory visits Individual Meetings - Wrap up meeting			
Sat. Oct. 11 th	AM 19:00	Optional one day excursion to Vung Tau Sea Resort Farewell Dinner with honored guest/ Vietnamese companies representatives.	<i>2-hour drive</i>		
Sun. Oct. 12 th	07:00 11:25 16:25 13:50	Breakfast – Depart to the airport Depart from Ho Chi Minh City to Hong Kong Depart from Hong Kong to San Francisco Arrive at San Francisco Intl Airport	<i>Cathay Pacific CX 766 CX 872</i>		
HANOI BUSINESS PROGRAM			OPTIONAL		
Sun Oct. 12 th	07:00 PM	Breakfast – Check out hotel Depart to Ha Noi (2-hour flight) Transfer to Hotel – Relax City tour - Dinner	<i>Vietnam Airlines Guoman – M Hotel 83 Ly Thuong Kiet, Ha Noi</i>		

Mon Oct. 13 th	09:00 12:00 14:00 17:00	Briefing on Doing Business with Vietnam organized by the Vietnam Chamber of Commerce/TSC Lunch Visit the Export Promotion Center of the Ministry of Trade & Industry. Networking with Vietnamese companies	
Tues. Oct. 14 th	09:00 10:00 19:00	Group visit at an Export Processing Zone Individual visits at Vietnamese companies Farewell Dinner	
Wed. Oct 15 th	09:00 11:05 13:50	Breakfast – Check out Depart to the airport Depart to Hong Kong and to San Francisco Arrive at San Francisco Int'l Airport	<i>Cathay Pacific</i> CX 790 CX 872

➤ *Each participant will have a customized program based upon his/her objectives and requests.*

THE INTERNATIONAL FURNITURE & HANDICRAFT EXPO

IN HO CHI MINH CITY

From Oct. 8th to 12th, 2008

Organized by: The Service of Trade of Ho Chi Minh City Government

*Exhibitors' Profile: Furniture/Handicraft Manufacturers
Woodworking Machinery Distributors
Lumber/Veneer Importers*

Number of Exhibitors: est. 800 booths with over 30,000 visitors

*Venue: The HCMC Intl. Exhibition & Conference Center
446 Hoang Van Thu Street, HCM City*

www.hcmexpo.com.vn



THE US VIETNAM ROUND TABLE DISCUSSION

At The Intl Furniture & Handicraft EXPO

At 10:00am on Oct. 8th, 2008

*Organized by: The Service of Trade of Ho Chi Minh City
The US Vietnam Chamber of Commerce*

Objective: To create opportunities for Vietnamese and American executives to network and discuss on business cooperation

*Participants: Vietnamese Furniture/Woodworking Companies
American companies that are interested in doing business with Vietnamese counterparts.*

Guest Speakers (to be invited):

- *Representative of the Handicraft & Woodworking Company Association in HCM City.*
- *Representative of the US Foreign Commercial Service in HCM City*
- *Representative of the US Vietnam Chamber of Commerce*

*Note: In addition to the roundtable discussion, a **US Vietnam Business Information Booth** is also set up to provide place for Vietnamese and American executives to discuss business development throughout the EXPO.*



VIETNAM BACKGROUND

(Source: *The World Fact book: Vietnam*)



The conquest of Vietnam by France began in 1858 and was completed by 1884. It became part of French Indochina in 1887.

Independence was declared after World War II, but the French continued to rule until 1954 when they were defeated by Communist forces under Ho Chi Minh, who took control of the North. US economic and military aid to South Vietnam grew through the 1960s in an attempt to bolster the government, but US armed forces were withdrawn following a cease-fire agreement in 1973.

Two years later, North Vietnamese forces overran the South. Despite the return of peace, for over two decades the country experienced little economic growth because of conservative leadership policies. Since 2001, Vietnamese authorities have committed to economic liberalization and enacted structural reforms needed to modernize the economy and to produce more competitive, export-driven industries.

AREA:

total: 329,560 sq km

land: 325,360 sq km

NATURAL RESOURCES:

phosphates, coal, manganese, bauxite, chromate, offshore oil and gas deposits, forests, hydropower

POPULATION:

83,535,576 (July 2005 est.)

MEDIAN AGE

total: 25.51 years

male: 24.47 years

female: 26.68 years (2005 est.)

ETHNIC GROUPS:

Vietnamese 85%-90%, Chinese, Hmong, Thai, Khmer, Cham, mountain groups

RELIGIONS:

Buddhist, Hoa Hao, Cao Dai, Roman Catholic, Protestant, indigenous beliefs, Muslim

LITERACY:

definition: age 15 and over can read and write

total population: 90.3%

male: 93.9%

female: 86.9% (2002)

ECONOMIC OVERVIEW

Vietnam is a densely-populated, developing country that in the last 30 years has had to recover from the ravages of war, the loss of financial support from the old Soviet Bloc, and the rigidities of a centrally planned economy. Substantial progress was achieved from 1986 to 1997 in moving forward from an extremely low level of development and significantly reducing poverty. Growth averaged around 9% per year from 1993 to 1997.

The 1997 Asian financial crisis highlighted the problems in the Vietnamese economy and temporarily allowed opponents of reform to slow progress towards a market oriented economy. GDP growth of 8.5% in 1997 fell to 6% in 1998 and 5% in 1999. Growth then rose to 7% in 2000-04 even against the background of global recession.

Since 2001, however, Vietnamese authorities have reaffirmed their commitment to economic liberalization and international integration. They have moved to implement the structural reforms needed to modernize the economy and to produce more competitive, export-driven industries.

However, equitization of state-owned enterprises and reduction in the proportion of non-performing loans has fallen behind schedule. Vietnam's membership in the ASEAN Free Trade Area (AFTA) and entry into force of the US-Vietnam Bilateral Trade in December 2001 have led to even more rapid changes in Vietnam's trade and economic regime.

*Vietnam's exports to the US have increased from 220 million US dollars in 1994 to nearly 9 billions in 2006. The US has also granted Vietnam the **Permanent Normal Trade Relationship** in 2006 and Vietnam became the 150th member of the **World Trade Organization** in January 2007. These new developments have provided a more favorable environment for US companies that are interested in doing business (trade & investment) in Vietnam.*

GDP RATE: 8.7% (2006 est.)

GDP-PER CAPITA: \$2,700 (2004 est.)

LABOR FORCE BY OCCUPATION:

agriculture 63%, industry and services 37% (2005 est.)

AGRICULTURAL PRODUCTS:

Rice, coffee, fish and seafood, rubber, cotton, tea, pepper, soybeans, cashews, sugar cane, peanuts, bananas, poultry

INDUSTRIES:

Food processing, garments, shoes, machine-building, mining, cement, chemical fertilizer, glass, tires, oil, coal, steel, paper

EXPORTS: \$23.72 billion f.o.b. (2004 est.)

EXPORTS COMMODITIES: *crude oil, marine products, rice, coffee, rubber, tea, garments, shoes*

EXPORTS PARTNERS: *US 20.9%, Japan 13.2%, Australia 6.9%, China 6.2%, Germany 5.5%, Taiwan 4.8%, Singapore 4.4%, UK 4.2% (2004)*

IMPORTS: \$26.31 billion f.o.b. (2004 est.)

IMPORTS COMMODITIES: *machinery and equipment, petroleum products, fertilizer, steel products, raw cotton, grain, cement, motorcycles*

IMPORTS PARTNERS: *:China 13.6%, Taiwan 11.9%, Japan 11.2%, South Korea 10.8%, Singapore 10.3%, US 5.7%, Thailand 5.4%, Hong Kong 4.2% (2004)*

REGISTRATION FORM*

Name/Title: _____
Company: _____
Address: _____
Tel.: _____ Fax.: _____ Email: _____
Line of Business: _____

Our company has decided to:

_____ Participate in a **Trade Mission** to Ho Chi Minh City, Vietnam
from Oct. 5th to 12th, 2008
Participation fee: \$2,450.00 per person
(10 % discount for members of the supporting organizations
or for companies registered and paid for in full by Sept. 1st, 2008)

_____ Participate in the **HANOI Business Exploration Program** in Ha Noi
from Oct. 12th to 15th, 2008
Participation fee: \$950.00 per person.

My company/organization's objectives in participating in this mission are:

1. _____
2. _____
3. _____

Signature: _____ Date _____

Please fill out, sign and mail:

- *This completed Registration form (page 8)*
- *A signed Program Terms & Conditions (page 9)*
- *A completed/signed visa application form, passport, 2 pictures (page 10)*
- *your company brochure, if available*

and send a 10% security deposit to:

Vietnam Resource Group, LLC

Regular Mail:
PO Box 2163
Fairfax, VA 22031

Overnight /Registered Mail:
3404 Brookwood Dr
Fairfax, VA 22030

We will contact you to confirm the receipt of your registration and/or for additional information

Registration Deadline
Sept 1st, 2008

Full Payment Deadline
Sept. 15th, 2008

PROGRAM TERMS AND CONDITIONS

1. FOR PARTICIPATION IN THE TRADE MISSION TO HO CHI MINH CITY

THE \$2,450.00 participation fee includes:

- ◆ *Visa application fee.*
- ◆ *Airport transfer in Vietnam - Lodging (international standards - single occupancy)*
- ◆ *Meals (three daily) – Receptions – Networking meetings*
- ◆ *All Ground Transportation charges in Vietnam for scheduled events including individual meetings.*
- ◆ *Meeting Coordination - Consulting Services - Interpretation for scheduled and customized activities,*
- ◆ *City Tours described in the program.*
- ◆ *Follow up services in six months after the mission concluded to assist participants in business development in Vietnam.*

It does NOT cover:

- ◆ *Round trip International airline ticket to Vietnam (could be booked by Vietgroup at additional cost)*
- ◆ *Medical, Travel, Luggage Insurance.*
- ◆ *Personal Expenses: Telephone, Fax charges, tips, laundry, alcohol beverages..*
- ◆ *Optional Side Trips and/or personal activities not described in the program.*
- ◆ *Additional stays after the mission ended.*

2. FOR PARTICIPATION IN THE HANOI BUSINESS EXPLORATION PROGRAM:

The \$950.00 participation fee covers:

- *Economy, **one-way** airline ticket from HCM City to Ha Noi –*
- *Lodging (international standards - single occupancy) –*
- *Meals – city tour – Welcome Dinner and Networking Dinner –*

3. GENERAL TERMS AND CONDITIONS

- *A \$245.00 (10% of the total fee) security deposit must be submitted with the registration form. The security deposit can only be refunded if cancellation was made on or before Sept. 1st, 2008 after deducting \$50.00 for administrative fee and \$75.00 for visa fee if already received an entry visa.*
- *Remaining balance must be paid by Sept. 15th, 2008.*
- *10 % discount will be applied for members of the supporting organizations or companies that registered and paid for the program fee in full by Sept. 1st, 2008.*
- *No cancellation will be accepted within 15 days prior of the departure date - Substitute participation could be arranged with an additional administrative and visa fee of \$125.00 per participant.*
- *Your business expenses may be tax deductible. Please consult your accountant for specific details.*
- *All payment should be made payable to **Vietnam Resource Group, LLC.***
- *Vietnam Resource Group reserves the right to select the option of canceling the scheduled mission due to unforeseeable conditions- including but not limited to- the number of registered participants - that may effect the scheduling of the program. In case of cancellation, security deposit and other payment will be returned **in full** to registered and paid participants except paid visa fee.*

I, hereby, acknowledge and agree with all above-described terms and conditions of my participation in the Trade Mission to Vietnam and/or the proposed business services described in this booklet.

Signature: _____ Date: _____

- ***Please attach this page with the signed Registration Form***



PALACE HOTEL

56-66 NGUYEN HUE BLVD., HO CHI MINH CITY

Tel: 84-8-829-2840

Fax.: 84-8-824-4230

Located in the heart of Ho Chi Minh city where the Palace Hotel is one of the well-known and luxurious hotels. It is surrounded by business centers, offices, tourist attractions and entertainment and shopping areas.

Besides, the Palace Hotel offers contemplation with picturesque surroundings from the interesting height; enjoy famous European - Asian food and satisfy with all comfort from the hotel.

The Palace Hotel's 2 restaurants can serve up to 500 guests for parties, birthday parties, and weddings. The modernized well equipped conference center (hall) occupied up to 180 seats. Massage services (massage, sauna, steam bath) with helpful professional staff help guests relaxed and energized after a hard working day.

GUOMAN M HOTEL

83 LY THUONG KIET ST., HA NOI

Tel.: 84-4-

Fax: 84-4-



Guoman Hanoi, Hanoi's only boutique hotel is conveniently located in the heart of city's business district. The boutique hotel with a distinctive French architecture has services and facilities tailored to meet the needs of discerning corporate travelers.

The hotel has 149 spacious and well designed rooms. Business centre with EDP butler service, conference and meeting room, four restaurants serving a variety of cuisine from Asian to Western, well equipped fitness centre with sauna and massage services and "The Little Shop".

Guoman Hanoi was voted the Best High Quality Hotel 2002" in Hanoi by the Readers of Vietnam Economic Times. It was the winner of The Guide Awards and rating "The Best of 4 stars International standard Hotel" by Vietnam Administration of Tourism.

* Actual Hotels are subject to change to similar hotels in the City depending on the availability at the time of booking.