



# US Trade Mission to Vietnam

Jan. 27<sup>th</sup> to Feb. 5<sup>th</sup>, 2007

## 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.

## FEATURES:

- Individual meetings with pre-qualified, selected Vietnamese vendors/partners.
- Customized working program based on participants' needs.
- Briefings on Trade and Investment by American and Vietnamese government officials.
- Reception/ Networking Meetings – Visits manufacturing plants, Export Processing Zones.
- Follow up services after the mission was concluded.

## WHO SHOULD PARTICIPATE:

- US companies that are interested in identifying, evaluating and developing trade & investment projects (Infrastructure, IT, Manufacturing, Education, Tourism, Hospitality, Machinery...) in Vietnam.
- US importers, exporters, wholesalers, distributors, sourcing agents in the following industries: Textiles, Garments, Footwear, Furniture & Woodwork, Art Craft, Handicraft, Ceramics & Giftware....

## WHY VIETNAM:

- Vietnam is the **second-fastest growing economy** in Asia after China (GDP:8.4% in 2005)
- The US Congress has granted Vietnam the **Permanent Normal Trade Relationship (PNTR)** status which will provide American companies with greater access to Vietnamese market.
- Vietnam has become a 150<sup>th</sup> member of the **World Trade Organization** which will lead into a better trade and investment development in Vietnam.
- The **Bilateral Trade Agreement (BTA)** removes high tariff and other trade barriers between the US and Vietnam. The BTA also opens a 83 million- consumer market to American companies.
- Exports from Vietnam to the US have been increased from US\$220 million in 1994 - the year the embargo was lifted - to over US\$ 6 billions in 2005.

## DATES/LOCATIONS:

**January 27<sup>th</sup> to Feb. 5<sup>th</sup>, 2007**

*In Ho Chi Minh City and Ha Noi*

## COST:

**\$2,750.00 per participant incl. intl. airfare from San Francisco**

The US Trade Mission to Vietnam is organized and coordinated by Vietnam Resource Group, LLC,

([www.vietgroup.net](http://www.vietgroup.net)) a private consulting firm in Washington DC in cooperation with the HCM City Trade Service Company, an affiliate of Vietnam Chamber of Commerce and Industry. It is also supported by the US Vietnam Chamber of Commerce ([www.usvnchamber.org](http://www.usvnchamber.org)).



## TENTATIVE WORKING PROGRAM

DATE	TIME	ACTIVITIES	REMARKS
Sat. Jan 27 <sup>th</sup>	11:49	Depart from San Francisco to HCM City (Saigon) via Hong Kong on United Airlines	<i>Other participants depart from Los Angeles, New York, Chicago</i>
Sun Jan. 28 <sup>th</sup>	22:10	Arrive at Tan Son Nhat International Airport, Saigon Immigration - Customs – Greetings - Transfer to Hotel-	<i>Royal City Hotel 133 Nguyen Hue Blvd.</i>
Mon. Jan. 29 <sup>th</sup>	07:00 09:00 14:00	Breakfast – Daily Briefing City Tour - Lunch Meeting with official of the <b>Investment &amp; Trade Promotion Center of the City</b> Visit <b>Vietnamese Product Showroom</b>	
	19:00	Dinner	
Tues. Jan 30 <sup>th</sup>	07:00	Breakfast – Daily Briefing <b>Meeting with the US Consul General (TBA)</b>	<i>Or US Commercial Counselor</i>
	12:00	Lunch	
	14:00	<b>Group visit at Export Processing Zone</b>	
	19:00	Dinner	
Wed. Jan. 31 <sup>st</sup>	07:00	Breakfast – Daily Briefing <b>Individual Meetings</b>	
	12:00	Lunch	
	14:00	<b>Individual Meetings</b>	
	19:00	Dinner	
Thurs. Feb 1 <sup>st</sup>		Breakfast – Daily Briefing	
	09:00	<b>Individual Meetings</b>	
	18:00 20:00	<b>Opening Reception at the Liaison Office &amp; American Product Showroom of the US Vietnam Chamber of Commerce at 171 Vo Thi Sau, HCM City</b>	<i>Organized by the Vietnam Chamber of Commerce/TSC</i>
	20:30	Dinner	
Fri. Feb 2 <sup>nd</sup>		Breakfast – Daily Briefing Individual meetings	
	11:00	Check out hotel –	
	12:00 14:00	Depart to Ha Noi (Vietnam Airlines) Arrive at Noi Bai - Transfer to Hotel	<i>Hilton Opera Hotel (TBA)</i>
	16:00	Visit <b>Vietnam Product Showroom</b> <b>Networking with Vietnamese companies' executives</b>	<i>Organized by the Trade Promotion Center of Ha Noi</i>
	18:00	<b>Networking reception</b>	<i>At American Club in Ha Noi</i>
Sat. Feb. 3 <sup>rd</sup>		One day Excursion to <b>Ha Long Bay</b> , the most attractive tourist spot in Vietnam. (or individual meetings) Back to Ha Noi	
Sun Feb. 4 <sup>th</sup>	07:00 09:00 13:00 15:00	Breakfast City Tour – Check out hotel Depart to HCM City Arrive in HCMC – Hotel Free – Souvenir shopping Farewell Dinner	<b>(Optional) Conference of the Overseas Vietnamese organized by the Association for Liaison with Overseas Vietnamese (ALOV)</b>
Mon Feb 5 <sup>th</sup>	06:05	Depart to San Francisco via Hong Kong (United)	<i>Check out hotel at 4:00am</i>
	08:30	Arrive in San Francisco – Connecting flight to originated city	

## REGISTRATION FORM\*

Name/Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Tel.: \_\_\_\_\_ Fax.: \_\_\_\_\_ Email: \_\_\_\_\_

Line of Business: \_\_\_\_\_  
\_\_\_\_\_

Our company has decided to:

\_\_\_\_\_ participate in a **US Trade Mission** in Vietnam scheduled from Jan. 27<sup>th</sup> to Feb. 5<sup>th</sup>, 2007 as described in this program.

*The whole program fee is \$2,750.00*

*(incl. international air ticket from San Francisco to Vietnam)*

*(10 % discount for members of the supporting trade organizations)*

\_\_\_\_\_ participate in the (optional) Conference of The Overseas Vietnamese in Ha Noi on Feb. 5<sup>th</sup>, 2007.

*Coordination fee: \$50.00 per participant*

Signature: \_\_\_\_\_ Date \_\_\_\_\_

*Please fill out, sign and mail:*

- *this completed Registration form*
- *a signed Program Terms & Conditions*
- *A completed/signed visa application*
- *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**  
**January 1<sup>st</sup>, 2007**

**Full Payment Deadline**  
**Jan. 15<sup>th</sup>, 2007**

## **PROGRAM TERMS AND CONDITIONS**

### **1. FOR TRADE MISSION PARTICIPANTS**

*THE TRADE MISSION fee includes:*

- ◆ Visa application fee.
- ◆ International round trip economy ticket from San Francisco to HCM City, Vietnam(United Airlines). Other departure cities can be arranged at additional cost.
- ◆ Airport transfer in Vietnam - Lodging (international standards - single occupancy)
- ◆ Meals (three daily) – Receptions – Networking meetings
- ◆ All Ground and Air Transportation charges in Vietnam for scheduled events, meetings
- ◆ Meeting Coordination - Consulting Services - Interpretation for scheduled individual meetings.
- ◆ City Tours described in the program.
- ◆ Follow up services (including marketing literature display service at the **American Product Showroom** in Vietnam) in six months after the mission concluded to assist participants in business development in Vietnam.

*It does NOT cover:*

- ◆ Medical, Travel, Luggage Insurance.
- ◆ Personal Expenses: Telephone, Fax charges, tips, laundry, alcohol beverages..
- ◆ Departure Airport Tax in Vietnam (US\$14.00).
- ◆ Optional Side Trips and/or personal activities not described in the program.
- ◆ Additional stays after the mission ended.

### **2. GENERAL TERMS AND CONDITIONS**

- A \$275.00 (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 Jan. 15<sup>th</sup>, 2007 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 Jan. 15<sup>th</sup>, 2007.
- 10 % discount will be applied for companies that are members of the supporting trade associations.
- 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, LLC 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 Mission to Vietnam and/or the proposed business services described in this booklet.*

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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

