

US TRADE MISSIONS TO VIETNAM IN 2012

ORGANIZER: Vietnam Resource Group, LLC (www.vietgroup.net),

SUPPORTING ORGANIZATIONS: The Vietnam Export Promotion Center
Ministry of Trade & Industries (www.vietrade.gov.vn)

OBJECTIVES:

The Missions to Vietnam provide its participants with opportunities to:

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

FEATURING

- Briefings on "Doing Business with Vietnam" by government officials.
- Networking meetings with Vietnamese executives organized by the Export Promotion Center of the Ministry of Trade & Industries.
- Customized working program based on participants' needs.
- Individual working sessions with pre-qualified, selected Vietnamese vendors/manufacturers.
- Follow up services after the mission was concluded.

WHO SHOULD PARTICIPATE:

- US companies that are interested in identifying, evaluating and developing trade & investment projects in Vietnam.
- US importers, exporters, wholesalers, distributors, sourcing agents in the following industries: Furniture & Woodwork, Art Craft, Handicraft, Ceramics & Giftware, Garments, Footwear, Machinery, Metal, Automobile/Parts, Rubber, Plastic.....

WHY VIETNAM:

- The US-Vietnam **Bilateral Trade Agreement (BTA)** removes high tariff and other trade barriers between the US and Vietnam. The BTA also opens a 86 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\$ 13 billions in 2011.
- A member of WTO since 2007, Vietnam is the best sourcing option for US companies besides China.

INDUSTRIES, DATES & LOCATIONS:

- Plastic & Rubber: Feb. 26 to March 4, 2012 in Ho Chi Minh City
 - Furniture & Home Accessories: March 11 to March 18, 2012 in HCM City
 - Vietnam EXPO: April 1 to April 8, 2012 in Ha Noi
 - Vietnam Textile & Garment: April 8 to April 15, 2012 in HCM City
 - VietFISH: June 24 to July 1, 2012 in HCM City
 - Shoes & Leather: July 15 to July 22, 2012 in HCM City
 - Vietnam EXPO: Oct. 28 to Nov. 4, 2012 in HCM City
 - Vietnam Education Expo: Dec. 2 to Dec 9, 2012 in HCM City
- We can also provide customized business trips with different dates to Vietnam if requested.

COST: \$2,250.00 per participant (7 day trip) excluding international airfare
(Please review the attached Registration Form and Program Terms & Conditions)

OUTLINE OF A WORKING PROGRAM*

DATE	TIME	ACTIVITIES	REMARKS
		PROGRAM IN HO CHI MINH CITY	
Sunday Day 1		Arrive at Tan Son Nhat International airport, Ho Chi Minh City , Vietnam – Immigration/Customs – Greetings – Transfer to Hotel – Relax – City tour	<i>Please provide flight details.</i>
Mon. Day 2	AM PM	Briefings by Trade Government Officials on Doing Business with Vietnam Visit the City Export Promotion Center Networking with a group of pre-selected Vietnamese manufacturers	
Tues. Day 3		Individual visits to Vietnamese companies/manufacturers(<i>Each participant will be provided with transportation/interpreter to visit various companies in and around HCM City</i>)	<i>Information on the Vietnamese companies will be provided to participants in advance.</i>
Wed. Day 4		Continue meeting with Vietnamese potential vendors/buyers...	<i>Or visit a Trade show</i>
Thurs. Day 5		Group visit at an Export Processing Zone Meeting with US companies that are doing business in Vietnam.	
Fri. Day 6		Follow up meetings if needed	
Sat. Day 7		City tour – relax – Souvenir shopping Farewell reception	
Sun. Day 8		Return to the US Depart from Ho Chi Minh City	
		PROGRAM IN HANOI (optional)	<i>Additional cost</i>
Sun. Day 9		Check out hotel – Depart to Ha Noi Transfer to Hotel – Relax – City Tour	<i>Vietnam Airlines (2 hour flight on Boeing/Airbus)</i>
Mon. Day 10		Briefing by the Export Promotion Center Networking session with Vietnamese companies/manufacturers	
Tues. Day 11		Individual visits to Vietnamese companies/manufacturers	
Wed. Day 12		Continue meeting with individual companies City tour – souvenir shopping	
Thurs. Day 13		Return to the US from Ha Noi	

- *The program will be customized and adjusted based upon each participant's objectives and/or requests.*
- *The final/confirmed program will be sent to participants 10 days prior to their arrival.*

REGISTRATION FORM*

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

Our company has decided to participate in a business trip to Vietnam:
(please select from list of dates outlined in Page 1)

from _____ to _____ in _____

Participation fee: \$2,250.00 per participant
 excluding international airfare.
(10% discount for companies registered and paid for 30 days prior to the departure date)

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

1. _____
2. _____
3. _____

Signature: _____ Date _____

Please fill out, sign and mail:

- *This completed Registration form (page 3)*
- *A signed Program Terms & Conditions (page 4)*
- *A completed visa application form with passport/photos (page 5)*
- *your company brochure, if available*

and send a 10% security deposit to:

Vietnam Resource Group, LLC
3404 Brookwood Dr.
Fairfax, VA 22030

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

Registration Deadline: 30 days prior to the departure date
Full Payment Deadline: 15 days prior to the departure date

PROGRAM TERMS AND CONDITIONS

THE BUSINESS MISSION fee includes:

- ◆ *Visa application fee.*
- ◆ *Hotel transfer in Vietnam - Lodging (international standards - single occupancy)*
- ◆ *Meals (Breakfast-Lunch-Dinner) – Receptions – Briefings - Networking meetings*
- ◆ *All Ground Transportation charges in Vietnam for scheduled events*
- ◆ *Meeting Coordination - Consulting Services - Interpretation for scheduled and customized activities*
- ◆ *City Tour described in the program.*
- ◆ *Follow up services after the trip was concluded.*

It does NOT cover:

- ◆ *International round trip ticket (if preferred, we can book the international ticket for 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.*

1. GENERAL TERMS AND CONDITIONS

- *A \$225.00 (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 30 days prior to the departure date after deducting \$50.00 for administrative fee and \$75.00 for visa fee if already received an entry visa.*
- *Remaining balance must be paid 30 days prior to the departure date.*
- *10% discount for companies registered and paid for 30 days prior to the departure date*
- *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**.*
- *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 packet.

Signature: _____ Date: _____

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

