PRESIDENT WRITES

It is rather early to gauge the impact of lifting of the US embargo in February 1994 on the Vietnamese economy. Preliminary reports, however, indicate that there is an increased influx of foreign companies into Vietnam, including those from the US. With four projects worth US $20 million licensed since the historic change, the US has for the first time figured on Vietnam’s list of foreign investors. At the international trade fair in Hanoi held in May 1994, presence of Coca Cola, Chrysler and three other American companies was distinctly noticed.

According to a reliable forecast, US $13 billion is likely to be injected as foreign aid and US $27 billion in foreign capital by the year 2000 in Vietnam, providing a much needed spur to the Vietnamese economy: its national income is expected to double by then. The resultant increased volume of economic activities, coupled with spurt in demand for steel and cement, is likely to boost construction activities, offering a good scope to Indian companies to participate in the development of infrastructure facilities in Vietnam.

During the Sixth Session of the India-Vietnam Joint Economic Commission, held in Hanoi in April 1994, the two sides reached agreements on repayment of principal, payment of interest on past credits and the utilisation of new credit lines. A decision is also taken to set up a study group, consisting of experts from both sides, to oversee the bilateral interaction in all sectors and suggest measures to remove obstacles in order to strengthen co-operation between India and Vietnam.

During 1993-94, exports from India to Vietnam jumped by 60 percent to $27.8 million. Imports from Vietnam, on the other hand, declined by 28 per cent to $43.8 million. However, India still continues to have an adverse trade balance with Vietnam.

It has been brought to our notice that there is some delay in getting visas to visit Vietnam. We have discussed the issue with the Consul-General in Bombay who has assured us to pursue the matter with the authorities in Hanoi. The Government of India will have to respond on a reciprocal basis.

Manuel Menezes
President
Indo-Vietnam Relations

Review Meeting of India - Vietnam joint commission

The Sixth Session of the Vietnam-India Joint Commission on Economic, Scientific and Technological Cooperation was held in Hanoi on April 15-16, 1994. The Vietnamese Government delegation was headed by Mr. Nguyen Manh Cam, Minister of Foreign Affairs of the Socialist Republic of Vietnam. The Indian delegation was led by Mr. N.K.P. Salve, Minister of Power.

During his visit to Vietnam, Mr. Salve was received by Prime Minister, Vo Van Kiet and had meetings with Mr. Dang Vu Chu, Minister of Light Industry; Mr. Thai Phung Ne, Minister of Energy; Mr. Doan Khue, Minister of Defence and Mr. Tran Lam, Minister of Heavy Industry. At the Commission meetings, the two sides reviewed implementation of the agreed Minutes of the previous Commission Meetings as well as agreements reached during the State visit to India undertaken by H.E. Mr. Do Muoi, General Secretary of the Communist party of Vietnam in September 1992 and during the State visit to Vietnam by H.E. Shri K.R. Narayanan, Vice President of India in October 1993.

The two sides also reached agreements on repayment of principal, payment of interest of past credits and the utilization of new credit lines, discussed measures to enhance trade, economic, scientific, technological cooperation between the two countries in the coming years. The two sides decided to set up a study Group which consists of experts from both sides to oversee the bilateral interactions in all sectors, suggest measures to settle the problems and obstacles arising thereof in order to further promote cooperation.

The two sides decided that the next Joint Commission Meeting will be held in New Delhi in 1995 at mutually convenient date.

Vietnamese Foreign Affairs Minister visits India

Mr. Nguyen Manh Cam, Minister of Foreign Affairs of the Socialist Republic of Vietnam made a brief visit to India on May 25, 1994. During his stay in India, he had a working meeting with Mr. H.L. Bhatia, Minister of State for External Affairs of India. The two Ministers informed each other of achievements recorded in the first quarter of 1994 in their respective countries. They also discussed measures as well as ways and means to actively implement the agreements reached at the sixth joint Commission meeting held in Hanoi in April 1994 aimed at enhancing the economic, commercial, scientific and technological ties between the two countries to be commensurate with the potentials and aspiration of the people in the two countries. The Ministers also exchanged views on the international as well as regional affairs of mutual concern and stressed the need to enhance the role of the Non-Aligned Movement in the new international situation. He also called on Vice President of India H.E. K.R. Narayanan on this occasion.

IVCCI President Calls On H.E. Nong Duc Manh, Politbureau Member Of the Communist Party of Vietnam

At the invitation of H.E. Shri Shivraj Patil, Lok Sabha Speaker, a high-level Parliamentary Delegation, headed by H.E. Nong Duc Manh, Politbureau Member of the Communist Party of Vietnam, Chairman of the National Assembly of Vietnam was on a weeklong official and friendship visit to India. While in Delhi, H.E. Mr Nong Duc Manh called on the president of India H.E. Mr S.D. Sharma; the Prime minister of India Mr. P.V. Narasimha Rao and had a working meeting with Shri Shivraj Patil, Speaker of Lok Sabha and cordial meeting with 30 MPs from various parties. In the course of meeting, the Vietnamese and Indian leaders stressed the importance of strengthening of the cordial, political and economic ties between the two countries in the interest of the two peoples as well as for the benefit of peace, stability and development and prosperity for the Asia-Pacific region and for the whole world. While in Bombay, Mr. Nong Duc Manh called on the Governor of Maharashtra H.E. Mr. P.C. Alexander and had a meeting with a delegation from the Indo-Vietnam eze Chamber of Commerce and Industry, led by Shri Manuel Menezes, President of the IVCCI. Mr. Nong Duc Manh expressed his joy over the active contribution made by IVCCI to the strengthening and promotion of economic and trade ties between the two countries and reaffirmed the wholehearted support and assistance to the endeavour of the IVCCI to further enhance business interactions between the IVCCI and the Vietnamese Chamber of Commerce and Industry in Hanoi.
WELCOME TO H.E. DR. NGUYEN CHI VU  
Ambassador of Vietnam to India

Born in 1938, H.E. Dr. Nguyen Chi Vu graduated in Hanoi as an electric engineer in 1960, and in Ilmenau University of Technology (former German Democratic Republic) as an engineer of precise machinery and optics in 1964. He got the doctorate in Ilmenau University of Technology in 1970.

Dr. Nguyen Chi Vu initially worked in a factory as an engineer, and then as Director General up to 1980. From 1981, he was appointed Deputy Minister, then Minister of Light Industry, and chairman of Union of Industrial Cooperatives and Medium and Small-scale Enterprises.

In April 1994 he was accredited as the Ambassador Extraordinary of the Socialist Republic of Vietnam to the Republic of India.

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Vietnam's Cement Demand To Increase

A construction boom will quadruple Vietnam's demand for cement, by the turn of the century and national output will not be able to meet needs for several years.

Three new joint venture cement plants are planned and the government aims to expand several existing factories.

The state-owned firm's production in 1994-95 would be about 5.0 million tonnes, 1.5 million tonnes short of demand. Output would rise to 6.5 million tonnes in 1996 against demand of 8.0 million tonnes. Demand would be 10 to 12 million tonnes in 1997 and 20 million tonnes in 2000.

Taiwan's Ching Fong Global Corpgroup is building a $258 million cement plant in the northern port city of Haiphong.

Switzerland's Holderbank Financiere Glarus HOLZ is majority partner in a $234 million plant at Sao Mai in the Mekong Delta.

Each plans production of 1.4 million tonnes, but they, along with a 500,000 tonne a year joint venture plant to be built in the central province of Thua Thien Hue, will not be commissioned before 1996.

The Construction Ministry was giving priority to expanding production at existing plants, including doubling the capacity of the Hoang Thach plant in northern Hai Hung province to 2.4 million tonnes. A new 1.4 million tonne plant was planned at But son, south of Hanoi.

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Three Largest Vietnamese Companies Dealing With Rice Exports

1/VINA FOOD - I
ADD : 6 Ngo Quyen Street, Hanoi, Vietnam
TEL : 252336 - 257069
TELEX : 412268 - VINAFO - VI
FAX : 00 84 4 267948
ATTN : Mr. Tran Bach Ngoc,
      General Director,
      Mr. Nguyen Nhu Lai,
      Vice General Director.

2/VINA FOOD - II
ADD : 42 Chu Manh Trinh, 1st District, Ho Chi Minh City.
TEL : 292342
TELEX : 811443 CFC - VTI.
FAX : 00 84 8 292344
ATTN : Mr. Vo Quang Diem,
      Vice Director.

3/VINA FOOD - III
ADD : 43, Tran Phu, Da Nang City
TEL : 25305 - 22421
TELEX : 515747 VINA FOOD - VT
FAX : 00 84 51 22459
ATTN : Mr. Nguyen Quang Phat,
      Director.
VIETNAM IN NEWS

Hanoi.

The four are Mobil Corp.'s deal signed last month to explore for oil with Japanese partners on the offshore Blue Dragon structure, rival soft drink joint ventures agreed by Pepsi-Cola and Coca-Cola and a pharmaceutical project.

Peugeot cars on Vietnam road soon
France's leading car maker is eyeing a joint venture with Vietnam National Forestry Machinery Corporation (FOMACH) to turn out 1,000 four seaters right in the first year.

The JV project, already submitted to the State Committee for Cooperation and Investment will cost US$25 million in the first phase and further US$35 million in the second phase. If all goes well this will be the fifth so far after MEKONG, Vietnam motor corportion, VIDAMCO and VINASTAR.

One more EPZ licensed
The State Committee for Cooperation and Investment (SCCI) has licensed a project for construction of an Export Processing Zone (EPZ) near Noi Bai International Airport on the outskirts of Hanoi.

The project-the sixth of its kind in Vietnam is a joint venture between the Hanoi Industrial Construction Company and Malaysian Visia Spectrum SDN, BHD with a total invested capital of US$20.4 million, of which Vietnamese side will contribute 30% and the Malaysian covers the rest. When finished, the Noi-Bai EPZ, whose duration is 50 years, will mainly produce industrial electronic items and hi-tech goods.

The other five are Hai Phong in the North, DaNang in the Central Vietnam, Tan, Thuon Linh Trung and Can tho in the South.

One more rolling mill with Western Australians
Vietnam Industrial Investments (VII) in Western Australia signed on May 17 a A$20 million rolling mill joint venture with Thai Nguyen Iron and Steel Corporation and FORINCONS. The plant which has the design capacity of 120,000 tonnes per year will be built in the port city of Hai Phong to manufacture steel rods and bars for construction usages.

Ban on export-import commodities
On March 24, Trade Minister Le Van Triet has signed Decision on the list of commodities banned from export and import, effective from April 1, 1994.

According to this Decision, commodities banned from export include arms, ammunition, explosives, military equipment, antiques, narcotics, poison chemicals, lumber, timber, raw wooden products, rattan, wild animals, precious and rare animals and plants.

Commodities banned from import include used consumer goods among them used cars and motorcycles, cigarettes, fireworks, toy with bad education and social effects, reactionary and pornographic cultural products, poison chemicals, narcotics, arms and ammunitions, explosives, military equipment and right-hand cars.

Bidding for construction projects in HCMC:
Director of HO CH Minh City Construction Services has issued a temporary regulation on bidding for capital construction projects.

The new regulation stipulates that capital construction projects, which are under the management of the municipal People’s Committee and invested by local enterprises or joint ventures, must be put up for bidding. Bidders for construction of these projects are those who have building licence, certificate of qualification, and collateral with value equal to at least 20% of the total value of the project. Foreign construction firm intending to participate in the bidding must have operation licence from the Ministry of Construction.

The regulation also provides that the selection of the successful bidder shall be based on three essential criteria, namely, the tender price, technical qualification and duration of construction.
IMF APPROVES $17m CREDIT TO VIETNAM

The International Monetary Fund (IMF) approved an additional systematic transformation facility (STF) credit of $17 million to Vietnam following a positive economic review.

Vietnam will also be allowed to draw $34 million from a $205 million stand by loan that was approved by the IMF last October. At the time the IMF also approved a first STF credit of $17 million.

The IMF's credit was made after it reviewed the government’s plans for this year. The fund says the plans aim for an eight percent growth rate, inflation of seven percent, decreasing the budget deficit from six percent to four and a half percent, strengthen tax revenues and a reduction in government expenditures.

The IMF says official financial reserves are expected to increase from six weeks of imports to eight and a half weeks of imports. In addition, the government will have remove import barriers and exchange restrictions on international transactions.

Vietnam has slashed the number of state enterprises from 12,000 by about half that in recent years. Two enterprises were sold off to private investors and another 23 have applied for privatisation, of which seven are expected to be granted permission.

The IMF says that they expect the World Bank to come up with money to help workers who lose their jobs. The bank has already given three loans to Vietnam for a dam project, an education scheme and for highway improvement.

Until last year, Vietnam was cut off from loans from multilateral banks like the World Bank, the IMF and the Asian Development Bank, after it routed the United States and the south Vietnamese government in 1975.

After losing the war, the US, which is a major source of funds for most of these banks, declared an embargo on relations with Vietnam. But time, changes in Government policies on both sides of the pacific, and a lot of diplomacy has healed some of these wounds.

Last July, the US announced that it would partially lift the embargo to allow new international loans to Vietnam. In November a major conference of 23 donor approve a package of $1 billion in new countries was held in Paris to loans.

This was given after Vietnam agreed to repay the IMF the outstanding sum of $140 million that it borrowed from the fund in the 1970s.

A group of 15 countries banded together to help Vietnam meet this condition. Led by France and Japan, the countries agreed at a meeting in Paris in September, to grant Vietnam some of this money and make a new loan to it to pay off the old loan. Seven countries promised it $55 million in grants while French and Japanese government banks and 16 commercial banks teamed up to lend it another $85 million.

The money paid off an old loan that was largely incurred when Vietnam requisitioned the assets of Mobil, a US-based oil company.

The assets were seized after Mobil, which was given permission to drill off the coast of Vietnam by the US-installed south Vietnamese government, made the first significant discovery of oil in Vietnam in January 1975.

Three months later the government that gave it permission to drill for oil fell to the Communist forces in the north.

(Contd. from page 8)

New traffic system, Traffic safety system, Traffic signals installation.

MATERIAL HANDLING EQUIPMENT
Hoists and cranes, Lift truck's, Forklift
Jet pilot

FACTORIES, ASSEMBLY LINES, MANUFACTURING LINES AND TECHNOLOGIES FOR EQUIPMENT AND PARTS LICENCES
Factory equipment, Assembly lines, Painting cabins, Road simulators, Welding tools, Electro-plating technologies and equipment, Radiator production lines, Insert ring piston production lines, Foam rubber manufacturing technologies, Technologies for the manufacture of engine blocks, cylinder heads, crankshafts and connecting rods, Light alloys, Organic materials, Robotics...
FAIRS & EXHIBITIONS TO BE HELD IN VIETNAM IN 1994

VIETNAM INTERNATIONAL TRADE & INDUSTRY FAIR  
(VITI '94)  
4th - 8th Oct., 1994  
Ho Chi Minh City, Vietnam

HO CHI MINH CITY - THE BUSINESS HUB IN SOUTHERN VIETNAM WITH LUCRATIVE OPPORTUNITIES

Ho Chi Minh City (HCMC) Dong Nai - Yung Tau has been known as a strategic center with strong economic potential in Vietnam. The region receives the highest development index with a population over 6 million people. As of 1992, 80% of foreign capital went to the HCMC region while in the first ten months of 1993, 41.17% of total foreign investment projects in Vietnam have been invested into the City.

Subsequent to these heavy commercial activities, the HCMC now accounts for 30% of the nation’s imports and 40% of the country’s total trade volume. During the first half of 1993, the HCMC has experienced an encouraging two-fold increase in import of consumer goods over 1992. It was reported that consumer goods totalling US$ 144.5 million was imported into HCMC in the first seven months of 1993 and the total import value for the first nine months amounted to US$531 million.

FOREIGN INVESTMENT BY SECTOR

<table>
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<td>General</td>
<td>25</td>
<td>127</td>
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<td>Oil &amp; Gas</td>
<td>6</td>
<td>13</td>
<td>23</td>
<td>26</td>
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<tr>
<td></td>
<td>Ag/Forest/Fish</td>
<td>11</td>
<td>93</td>
<td>47</td>
<td>88</td>
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<td>Tourism/Hotel/Services</td>
<td>5</td>
<td>27</td>
<td>15</td>
<td>102</td>
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<td></td>
<td>Transport/Comm</td>
<td>5</td>
<td>27</td>
<td>15</td>
<td>21</td>
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<td></td>
<td>Banking &amp; Fin</td>
<td>0</td>
<td>1</td>
<td>6</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>Housing Dev</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Others</td>
<td>2</td>
<td>8</td>
<td>17</td>
<td>13</td>
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<tr>
<td>Total</td>
<td>54</td>
<td>296</td>
<td>361</td>
<td>738</td>
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</table>

2. Total Capital US$ million

<table>
<thead>
<tr>
<th>Industry</th>
<th>1992</th>
<th>1993</th>
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</thead>
<tbody>
<tr>
<td>General</td>
<td>2484.30</td>
<td>2561.17</td>
</tr>
<tr>
<td>Oil &amp; Gas</td>
<td>1621</td>
<td>168</td>
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<tr>
<td>Ag/Forest/Fish</td>
<td>225.7</td>
<td>396</td>
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<tr>
<td>Tourism/Hotel/Services</td>
<td>49.6</td>
<td>661</td>
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<tr>
<td>Banking &amp; Fin</td>
<td>0</td>
<td>10</td>
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<tr>
<td>Housing Dev</td>
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<td>0</td>
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<tr>
<td>Others</td>
<td>2</td>
<td>17</td>
</tr>
<tr>
<td>Total</td>
<td>642.4</td>
<td>2647</td>
</tr>
</tbody>
</table>

SCOPE OF EXHIBIT

1. CONSUMER PRODUCTS:
   - Consumer Electronics
   - Fashion & Garment
   - Food & Beverage
   - Footwear & Leather Goods
   - Gifts & Toys
   - Furniture
   - Watch & Jewellery, etc.

2. MACHINERIES, EQUIPMENT & TECHNOLOGY:
   For production and processing, focusing on export-oriented and import substitution industries.

3. EQUIPMENT, SPARE-PARTS and MATERIALS for various industries

4. JOINT-VENTURE PROJECTS and TRADE RELATED SERVICES.

VIETNAM INTERNATIONAL EXHIBITION ON BUILDING & CONSTRUCTION

October 4 - 8, 1994  
Ho Chi Minh City, Vietnam

OPPORTUNITIES IN THIS INFANT INDUSTRY

The building and construction industry is basically in its infancy as regards construction technology. Yet business opportunities outweigh status quo.

Currently, working efficiency is hampered by the labour-intensive production methods like basic re-enforcing & brick wall, as well as basic mechanical operation. These indeed cannot catch up with the sophisticated standard required during the market reform in Vietnam.

Increase in import of more advanced machineries, modern technologies and expertise on the building & construction industry are necessary and deem a must.

In the area of building materials, severe shortage problem exists. Especially in the Southern region, like the cosmopolitan business centre Ho Chi Minh City, local production lines can satisfy only one-third of the market need. Thriving business for building suppliers is envisaged.

EXHIBIT PROFILE

- Building Material
  - Bricks, Cement, Ceramics
  - Construction Chemicals
  - Fibreglass, Insulation Materials
  - Glass and Walling Materials
  - Tiles, Marbles and Granite
- Manufacturing Machinery/Equipment & Technology for Building Materials.
- Building Electrical & Mechanical Engineering Facilities and Systems.
- Building Tools and Equipment.
- Building Security & Fire Precaution Systems
- Interior Design & Renovation Materials and Products
- Building Automation Systems
- Construction Machinery & Engineering Equipment for Infrastructural Developments, i.e. Road ways , Highways, Railways, Ports, Airports, Subways, etc.
- Construction Safety Equipment & Products
- Information Technology on Building and Construction
- Publications on Building and Construction Industry.
## INFRASTRUCTURAL PROJECTS TO BE IMPLEMENTED IN VIETNAM

<table>
<thead>
<tr>
<th>PROJECTS</th>
<th>LOCATION</th>
<th>TOTAL LENGTH (IN KM)</th>
<th>ESTIMATED COST (IN US$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rehabilitation &amp; upgrading of Highway 5</td>
<td>Hanoi - Hai Phong &amp; Quang Ninh</td>
<td>107</td>
<td>250 million</td>
</tr>
<tr>
<td>Rehabilitation &amp; Upgrading of Highway 1A</td>
<td>North - South</td>
<td>2,300</td>
<td>117 million</td>
</tr>
<tr>
<td></td>
<td>Hanoi - Vinh &amp; HCMC - Can Tho</td>
<td>298</td>
<td></td>
</tr>
<tr>
<td>Rehabilitation &amp; Upgrading of Highway 18</td>
<td>Cai Lan - Mong Cai</td>
<td>280</td>
<td>250 million</td>
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<tr>
<td></td>
<td>Chi Linh - Bai Chay</td>
<td>80</td>
<td>40 million</td>
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<tr>
<td>Rehabilitation &amp; Upgrading of Highway 14</td>
<td>Central Highlands-HCMC</td>
<td>283</td>
<td>62 million</td>
</tr>
<tr>
<td></td>
<td>Buon Ma Thuot - Chon Thanh</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rehabilitation &amp; Upgrading of Highway 51</td>
<td>HCMC-Vung Tau</td>
<td>117</td>
<td>60 million</td>
</tr>
<tr>
<td>Rehabilitation &amp; Upgrading of Highway 183</td>
<td>Hanoi - Cai Lan Port</td>
<td>23</td>
<td>20 million</td>
</tr>
<tr>
<td>Rehabilitation &amp; Upgrading of Highway</td>
<td>HCMC Nha Trang</td>
<td>443</td>
<td>90 million</td>
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<tr>
<td>Construction of New Highway</td>
<td>HCMC Vung Tau</td>
<td>89</td>
<td>65 million</td>
</tr>
<tr>
<td>Rehabilitation of 6 Steel Bridges along Main Railway Line</td>
<td>Hanoi - HCMC</td>
<td>—</td>
<td>70 million</td>
</tr>
<tr>
<td>Reconstruction of 113 Temporary Bridges on Highway 1A</td>
<td>North-south</td>
<td>—</td>
<td>1.5 billion</td>
</tr>
<tr>
<td>Construction of Gianh Bridge on Highway 1A</td>
<td>North-south</td>
<td>730</td>
<td>19 million</td>
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<tr>
<td>Upgrading of Cai Lan Port</td>
<td>—</td>
<td>—</td>
<td>303 million</td>
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<tr>
<td>Upgrading of Hai Phong Port</td>
<td>—</td>
<td>—</td>
<td>65 million</td>
</tr>
<tr>
<td>Upgrading of Saigon Port &amp; Construction of New Container Port</td>
<td>HCMC</td>
<td>—</td>
<td>55 million</td>
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<tr>
<td>Upgrading of Thi Vai-Vung Tau Port</td>
<td>—</td>
<td>—</td>
<td>350 million</td>
</tr>
<tr>
<td>Upgrading of Central Vietnam Port</td>
<td>Da Nang, Quy Nhon &amp; Nah Trang</td>
<td>—</td>
<td>80 million</td>
</tr>
<tr>
<td>Development of Vung Tau Port</td>
<td>—</td>
<td>—</td>
<td>900 million</td>
</tr>
</tbody>
</table>

Upgrading of Air Fleet and Airport of Noi Ba, Tan Son Nhat, Nam Can, Muong Thanh & Phu Quoc

*Source: Ministry of Transport & Communication, Vietnam Investment Review.*
in 1992, Vietnam enjoyed a growth in GDP of 8.3% and inflation was kept at a low rate of 4.6% for the first seven months of 1993. To maintain the previous growth momentum, transport efficiency becomes the key issue topic of the central government. Transportation means and transport network are on first priority list of the country's infrastructural development.

So far in 1992, among the 555 investment projects with total worth of US$ 4.6 billion, 40% were on transport and telecommunication sectors.

In fact, with the country's plan to double her national income by the year of 2000, it is estimated that 20,000 new saloon cars and 40,000 other vehicles are needed annually up to the year of 2005. Respective parts and maintenance services are of course also under stiff demand.

HO CHI MINH CITY - THE BUSINESS HUB IN SOUTHERN VIETNAM
Ho Chi Minh City - Dong Nai - Vung Tau has been known as strategic centre with strong economic potential in Vietnam. No wonder one will find Ho Chi Minh City has imported 90,000 motorcycles and parts worth US$ 66 million for the first nine months of 1993.

When automobile industry is concerned, studies show that the flow of vehicles in Ho Chi Minh City per hour now reaches 7,045 units during peak hours whilst the rate in Hanoi is 300 - 500 units.

100% Foreign invested projects by locality (As of October 1993)
BUSINESS OPPORTUNITIES
CRAFT AND ART ARTICLES
VIETNAMESE NATIONAL HANDICRAFT AND ART ARTICLES
EXPORT-IMPORT CORPORATION

Head office: 31-33 Ngo Quyen str., Hanoi
Cable: ARTEXPORT HANOI
Tel: 84-4-252760, 265440
Telex: 805-411519 ARTEX VT
Fax: 84-4-259275
General Director: Mai Van Nghiem
Reference: Mr Nguyen Minh Hai
Manager

Main Activities:
- Export: Hand-made embroideries including pillow cases, bed sheets, bed spreads, brocades, slippers and sandals, shan tung fabrics, Maize and rush mats and mattings, coir mattings, rush basket ware, lacquerware and by-products wood-carvings, ceramics, jewellery and silverware, tortoise-shell articles, stone carvings and other decorative articles.
- Import: Materials for handicrafts viz. satin, embroidery threads, nylon yarns, silk fabrics and brocades, chemicals required for production of lacquerware, ceramic and vegetal dyestuffs.

TEXTILES & GARMENTS
HUY HOANG CO., LTD

Head office: 128 Phan Dang Luu St., Phu Nhuan District, Ho Chi Minh City
Tel.: 84-8-443503
Telex: 805-813080 HHOANG VT
Fax: 84-4-440153
Reference: Mr Le Van Kiem
President/General Director

Main Activities:
- Manufacture, Export and import of Various kinds of garments.
- Contractor for road, bridge and hotel building projects.

BTLIBOI INTERNATIONAL LTD.
15, J.N. Heredia Marg, P. Box No. 479, Ballard Estate, Bombay- 400 038. (India).
Phone: 261 1808, 261 6486, Telex: 011-82284/84852 Fax: (91-22) 287 1558, 261 9098
PLASTICS
DAI KIM PLASTIC ENTERPRISE

Main Activities:
Manufacture of household plastics, wooden products, children's toy

RUBBER
DONG NAI RUBBER COMPANY

Main Activities:
Growing, processing, export and impor of natural rubber, coffee, pepper and cashew nuts.

VIETNAM GENERAL RUBBER CORPORATION

Main Activities:
- Plantation, processing, manufacture and export - import of rubber products.
- Management and consultancy services for foreign investors concerning rubber.

JEWELLERY
TECHNICAL MATERIALS AND RESOURCES IMPORT-EXPORT COMPANY

Main Activities:
Trading, designing and processing of precious stones and precious stone jewellery.
ELECTRONIC PRODUCTS
VIETNAM ELECTRONICS IMPORT & EXPORT COMPANY-DANANG BRANCH

Head Office: 2A Pasteurtr., Da Nang City
Cable: VIETTRONIMEX-DANANG
Tel.: 84-51-22899, 23601
Fax: 84-51-22899
Director: Mr. Luu Thanh
Reference Director: Mr. Luu Thanh

Main Activities:
- Import and export of electronics, computers, telephone-receivers, telex and fax machines...

MINERALS
MINERAL EXPLOITING-PROCESSING AND EXPORT COMPANY

Head Office: 7 Nguyen Thien Thuat Str., Nha Trang City,
Khanh Hoa Province
Cable: MINEXCO
Tel.: 84-58-21282
Telex: 605-561516
MINEXCO VT
Fax: 84-58-22000
Director: Mr. Tran Duy Hai

Main Activities:
- Exploitation, processing and export of various kinds of minerals such as white ilmenite, yellow sand, kaolin and gold.

WE OWN THE FOLLOWING EQUIPMENT:
- Jack-up rig "Kedarnath"
- Drill Barge "Badrinath"
- Construction Barge "GAL CONSTRUCTOR"
- Anchor Handling Tugs "GAL Beaufort Sea" & "GAL Ross Sea"
- 12 Man Saturation Diving System
- A trenching plow for pipelines up to 26 inches.

TO OFFER THESE SERVICES:
- Drilling
- Hook up and commissioning
- Offshore installation
- Special Engineered Solutions
- Saturation diving
- Towing
- Specialized services e.g. trenching plow for pipeline burial

GAL OFFSHORE SERVICES LIMITED
Punjab Press Building 35/C, Tardeo Road,
Tardeo, Bombay 400 034 INDIA
Tel.: 492 5468, 492 5355, 492 5610 FAX: 495 0454
Contact: Mr. A. Marathe, Vice President
SOL Pharmaceuticals Limited

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Sound in Formulations

Manufacturers & Marketeers of:

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CIPROFLOXACIN                  CLOXACILLIN
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Ciprosol
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Stan-Ds
Cotrimoxazole Double Strength tablets

Difen Inj.
Diclofenac injection 75 mg./3 ml.

For further information, please contact:

EXPORT CELL
SOL Pharmaceuticals Limited
5-9-88/2, Saphire Building, Fateh Maidan, Hyderabad-500 001
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