

NEWS LETTER

INDO-VIETNAMESE CHAMBER
OF COMMERCE AND INDUSTRY

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For Members Only

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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 De-

fence and Mr. Tran Lum, 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. R.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- Vietnamese 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 upto 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.

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 Corp group 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. ■

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 Laj,
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

Demand for Steel Soaring

The recent construction boom has forced Vietnam to import a sizable quantity of construction steel along with increasing domestic production. More than 240,000 tonnes of construction steel were produced in 1993 but this barely satisfied the need. Last year Vietnam imported more than one million tonnes to meet the demand of the country.

Meanwhile, hundreds of foreign investors are eyeing the vietnam steel market for opportunities and so far seven foreign joint venture projects have been approved to produce steel locally. They include three steel rolling mills (VPC-posco, Vina-Kyoei and Netsteel-Vina), three steel sheet factories (Provina for galvanized steel sheet, Nippovina for chromated sheet and BHP for roofing materials and construction structures) and a steel pipe plant. Three rolling mills with total invested capital of US\$ 124 million upon completion is expected to produce 550-600 thousand tonnes per year.

Apart from the above seven projects, two more steel mills with a total capacity of 400,000 tonnes per year will be built in Nghe An and Quang Nam-Da Nang provinces. Meanwhile, the Ministry of Heavy Industry and the German Krupp Group are now under negotiations for the exploitation of Thach Khe iron ore deposits (Ha Tinh Province), which has reserves estimated at 500 million tonnes. Vietnam Southern Steel Corporation is investing US\$ 10 million in a blast furnace and rolling mill to boost its output from present 135,000 tonnes (1993) to 250,000 tonnes next year.

The biggest problems that the industry has to cope with is raw materials. With the exception of Thai Nguyen Steel Corporation that works on iron ore, the rest use steel scrap and since the source of this material is being exhausted, producers have to turn to foreign source to meet at least 80% of their need.

First \$ 20 million investment from US

The United States has surged into Vietnam's list of foreign investors for the first time, with four projects worth US \$20 million licensed in three months since the US lifted an economic embargo on

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 (FORMACH) to turn out 1000 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 corporation, 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 Vista 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, Thuan 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 CHI 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 standby 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 Vitetnam 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 trucks, Fork-lift
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 ' 1994)

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 - Vung Tau has been known as a strategic centre 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

1. Number of projects

Industry	1989	1991	1992	1993
General				
Ind.	25	127	236	389
Oil & Gas	6	13	23	26
Ag/Forest/ Fish	11	93	47	88
Tourism/Hotel/ Services	5	27	15	182
Transport/ Comm	5	27	15	21
Banking & fin	0	1	8	13
Housing Dev	0	0	0	6
Others	2	8	17	13
Total	54	296	361	738

2. Total Capital US\$ million

Industry	1989	1991	1992	1993
General				
Industry	36.2	724	1621	2484.30
Oil & Gas	288.0	588	1079	1237.30
Ag/Forest/ /fish	226.7	396	168	561.17
Tourism/ Hotel/serv.	49.6	681	853	1667.43
Transport /comm	39.7	246	165	431.97
Banking & Fin	0	10	110	115.55
Housing Dev.	0	0	0	23.25
Others	2.2	2	17	28.88
Total	642.4	2647	4013	6549.85

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 deemed 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**

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

AUTO VIETNAM '94

2nd Vietnam International Exhibition on Automotive & Transport Industry
October 4 - 8, 1994 Ho Chi Minh City, Vietnam

VIETNAM - THRIVING OPPORTUNITIES IN AUTOMOTIVE INDUSTRY

In 1992, Vietnam enjoyed a growth in GDP of 8.3% and inflation was kept at a low rate of 4.8% for the first seven months of 1993. To maintain foregoing growth momentum, transport efficiency becomes the keynote 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 vehicle 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)

CITY & PROVINCE	NO OF PROJECTS
Ho Chi Minh City	49
Dong Nai	25
Hanoi	9
Quang Nam -	
Da Nang	7
Song Be	5
Khanh Hog	4
Lam Dong	3
Long An	2
Vinh Phu	2
Binh Dinh	2
Other localities	11
Total	119

EXHIBIT PROFILE VEHICLES

Cars, Coaches, Special vehicles, Station Wagons and Minibuses, Container Wagons, Trucks & Lorries, Tractors, Motorcycles.

ENGINES - EQUIPMENT FOR ENGINES LICENCES TECHNOLOGY

Diesel engines for vehicles, Electric motors, Engine blocks, Carburation systems, Circlips, Injection systems and equipment Filters, Radiators, Generators with regulators, Pumps, Pistons, 2 litre displacement low fuel consumption gas engine, High speed diesel engine techniques Complete exhaust systems

COACHWORK BODY COMPONENTS LICENCES TECHNOLOGY

Complete heating systems, Complete ventilation systems, valves and control valves, Air-conditioning systems, lock smithing, Seats-vehicles body supplies, windows-windshields, Paints-anti-corrosion products, surface treatment sound proofing

CHASSIS AND CHASSIS EQUIPMENT- MECHANICAL EQUIPMENT- LICENCES-TECHNOLOGY

Shock absorber systems, Hydraulic

controls, Mechanical remote controls, Pneumatic controls, Brakes-fittings and related accessories Valves for pneumatic braking systems, All kinds of coil springs and disc springs, Clutch systems, Radiators, Pneumatics, power transmissions, Suspension parts and components

ELECTRIC AND ELECTRONIC EQUIPMENT-LICENCES-TECHNOLOGY

Electric motors, Ignition systems, Alternators-regulators-generators, Spark plugs, Starters, Electrical equipment for engines, Switches and controls, Wire connectors, Batteries, indicators-headlights and bulbs, On-board computers.

MAINTENANCE, WORKSHOP, TESTING EQUIPMENT-CONTROLS TEST BENCHES

Chassis dynamometers for automobiles and motorcycles, Exhaust Gas analyzer, micro-computer aided testing equipment Hydraulic dynamometers, Light testing equipment, Special spectro-meters, Headlight testing equipment Starting motor and generator testing equipment and benches. Clutch test equipment, Friction testing machine and peeling tester.

Measuring apparatus for consumption of motor fuel. Apparatus and test benches for generators, Engine test benches-instrumentation, Test apparatus for shock-absorbers, All micro processor application in control instrument testing for motorcycles and their technologies

INFORMATION, TRAFFIC CONTROL AND COMMUNICATIONS

Computerized urban traffic control system Highway design and safety control system

(Contd. on page no. 5)

BUSINESS OPPORTUNITIES CRAFT AND ART ARTICLES

VIETNAM 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 : 805-813060 HHOANG VT

Fax : 84-4-440153

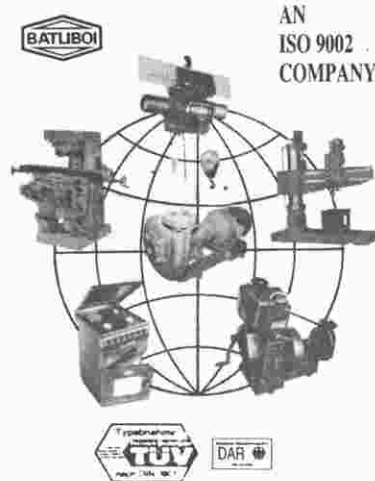
Reference : Mr Le Van Kiem

President/General Director

Main Activities :

-Manufacture, Export and import of Various kinds of garments.

-contractor for road, bridge and hotel building projects.



- MACHINE TOOLS ● MATERIAL HANDLING ● TEXTILE MACHINERY ● CONSUMER DURABLES
- AGRICULTURAL EQUIPMENT ● PROJECT ENGINEERING ● POWER GENERATION
- INDUSTRIAL EQUIPMENT ● ENVIRONMENT ENGINEERING ● AIR-CONDITIONING & REFRIGERATION

The engineer's engineers

BATLIBOI INTERNATIONAL LTD.

15, J.N. Heredia Marg, P. Box No. 479, Ballard Estate, Bombay- 400 038. (India).
Phone: 261 1808, 261 6488, Telex: 011-82284/84852 Fax: (91-22) 287 1558, 261 9098

PLASTICS
DAI KIM PLASTIC ENTERPRISE

Head Office : Kim Giang Area,
Dong Da

District : Ha Noi

Fax : 84-4-243721

Director : Mr.Hoang Minh Hau

Reference

Production Planning Manager:

Mr.Nguyen the Cuong

Main Activities :

Manufacture of household plastics, wooden products, children's toy

RUBBER
DONG NAI RUBBER COMPANY

Head Office : Long Khanh District,
Dong Nai Province

Cable : DONARUCO

Fax : 84-8-296874

Director : Mr.Nguyen Van Sanh

Representative

Office in Ho Chi Minh City :

89 Ben Van Don, District 4,

Tel. : 84-8-296874 Fax: 84-8-296874

Reference

Deputy Director: Mr.Dang Van Xem.

Main Activities :

Growing, processing, export and import of natural rubber, coffee, pepper and cashewnuts.

VIETNAM GENERAL RUBBER CORPORATION

Head Office : 236, Nam Ky Khoi Nghia
Road, District 3, Ho Chi Minh City

Cable : GERUCO

Tel. : 84-8-293221, 225235

Telex : 805-812666 GERUCO VT

FAX : 84-8-297341

General Director : Mr.Pham Son Tong

Branch in Ha Noi : 56 Nguyen Du Str.,

Reference General Director:

Mr.Pham Son Tong

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

Head office : 171 Tran Quoc Thao Str.,
District 3, Ho Chi Minh City.

Cable : REXCO

Tel : 84-8-442997, 443172

Telex : 805-811268 NCSR VT

Fax : 84-8-443172

Director : Mr. Dang Phuoc Dua

Reference

Director: Mr. Dang Van Dua

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
Tele : 84-51-22899 -23801
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 : 805-581516
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

Popular 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

**Strong in Basics
Sound in Formulations**

Manufacturers & Marketeers of:

AMPICILLIN TRIHYDRATE AMOXYCILLIN TRIHYDRATE
CIPROFLOXACIN CLOXACILLIN DICLOFENAC
ENALAPRIL MALEATE

Formulation Brands:

Danemox

Amoxicillin 250 mg. &
500 mg. Capsules

Stan

Cotrimoxazole tablets

Stan-DS

Cotrimoxazole
Double Strength tablets

Ciprosol

Ciprofloxacin 250 mg. Tablets
& 500 mg. Caplets

Difen 50

Diclofenac Enteric coated Tablets

Difen Inj.

Diclofenac Injection 75 mg./3 ml.

For further information, please contact:

EXPORT CELL

SOL Pharmaceuticals Limited

5-9-88/2, Sapphire Building, Fateh Maidan, Hyderabad-500 001
Tel: 599895 Fax: 91-40-242210 Telex: 0425-6783 SORG-IN

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