

AMCHAM Viet Nam (HCMC) Manufacturing Committee Business Plan 2014

Leadership Team

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| Chair/Board Liaison: | Jonathan L. Moreno, Sandhill Scientific Vietnam |
| Co- Chair : | Drew Richmond, Spartronics Vietnam Co., Ltd. |
| Vice Chair 1: | Tam Nguyen, Intel Products Vietnam |
| Vice Chair 2: | Ulrik Soll, Sherwin Williams |
| Secretary: | Garth, Vandeslunt, Fluid Power and Controls Co., Ltd. |
| Customs Working Group Lead: | Nesto Sherbey, CTRMS |
| Supplier Development Working Group Lead: | Tam Nguyen, Intel Products Vietnam |

Purpose

To increase the value of AmCham membership for its manufacturing sector members, including the supporting supply chain, by providing networking opportunities and collaborative solutions which could not be achieved as effectively by individual member companies.

2014 Goals

- Grow the AmCham membership base of manufacturing companies
- Strengthen the local supply chain
- Encourage and support the movement of Viet Nam customs towards more modern and transparent processes
- Constructively engage Vietnam's political leadership

Objectives

1. Create a vibrant committee of 15-20 active members that participate regularly (monthly) in committee meetings/events and at least an additional 100 ("passive") members who participate several times throughout the year. This committee would serve to address issues identified by the manufacturing community.

Activities

- The committee will meet the 3rd Monday of every month, 8 am, unless otherwise noted by the Leadership Team
 - Meetings will include roundtable issue discussions on topics such as:
 - Indefinite contracts
 - Preparing wage analysis for parent companies
 - Recruiting strategies
 - Training opportunities/strategies
 - Cultivating technical staff
 - Whistleblower provisions and Vietnam operations
 - Dodd/Frank Act (Conflict Minerals)
 - Best practices in constructing and/or renovating facilities
- Organize 3-5 events/initiatives for the benefit of manufacturing companies
 - FCPA compliance initiative in coordination with AMCHAM's Legal Committee
- Coordination between the leadership teams of the Manufacturing Committee, HR Committee, and Legal Committee to discuss Vietnam policy issues/recommended changes that would specifically impact the manufacturing community. Hold follow-up meetings with entire committee if necessary

- Quarterly networking/cocktail events – These could be for current AMCHAM members engaged in manufacturing, including the supporting supply chain, and/or outreach initiatives to prospective members
2. Create a network of local vendors that are able and qualified to support manufacturing companies.
- Participate in AMCHAM’s annual Hanoi “door knock”
 - Participate in Vietnam’s trade delegations to the US
 - Participate in Southern Key Economic Region “door knock”

Activities

- Organize a Supplier Day whereby AMCHAM members and other invited manufacturing companies can meet with high quality supply chain vendors
 - Produce an issues paper that addresses the concerns and ways to improve the local supply chain in Viet Nam
3. Obtain information to make the customs process more efficient, transparent, and convenient for manufacturing companies.

Activities

- Bi-annual Dialogue with Customs
 - Collaborative meetings with other Chamber manufacturing committees (i.e. Japanese, Korean) led by AMCHAM via Vietnam Business Forum
 - Produce issues papers as needed to support the above efforts
4. Develop and cultivate national and local political relationships to enhance the manufacturing environment in Vietnam

Timeline

- Q2 Supplier Day
- Q3 Customs Dialogue #1
- Q3 Annual issues survey to AMCHAM Manufacturing members
- Q4 FCPA Initiative in coordination with Legal December 2013
- Q4 Year-End Meeting to review survey and plan for 2013

2014 Other Organizational Issues:

- Time/Location
- -Annual Company Committee Dues \$200/company