



**AmCham Vietnam**  
Ho Chi Minh City Chapter



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## "Zombies" haunt Vietnam, "a path forward" on TPP, A-P Business Summit, ASEAN

### FEATURES



#### "Zombies" haunt Vietnam's trade bonanza

Small enterprises are a vital link in Vietnam's aspirations to become a global manufacturing dynamo as the country gears up to sign international trade agreements, but many of these firms are uncompetitive, poorly managed and sunken by debt.

"SMEs' limited knowledge of the market become even more limited amid deeper integration," said former central bank governor Cao Si Kiem, now chairman of Vietnam's SME association. Support industries are weak and few firms have the capital or expertise to join a supply chain for resident FDI giants such as Samsung Electronics, LG Electronics, Microsoft, and Intel.

Such weaknesses could expose Vietnam as it braces for an influx of investment once a Trans-Pacific Partnership (TPP).



#### Congressional leaders discuss "a path forward" on TPA, TPP

USTR Michael Froman appeared before the Senate Finance Committee and House of Representatives Ways & Means Committee to discuss the administration's trade policy. He focused on the Trans-Pacific Partnership (TPP) and a proposal for renewing trade promotion authority (TPA), which would grant broad authority to negotiate trade agreements with just a "yes or no" vote by Congress. Committee Chairman Hatch emphasized the importance of TPA, as well as IP, digital trade, SOEs, and real access to markets for U.S. exporters. Ranking Member Wyden highlighted implementation and enforcement of commitments, a free and open internet to support SMEs access to global markets, and transparency. Sander Levin (L) a top House Democratic leader on trade proposed "a path forward" and House Democratic Leader Nancy Pelosi emphasized "getting to yes" on TPA and TPP.



#### Mar 11-13, 2015 APCAC Business Summit, Singapore Feb 8 is "early bird" deadline

The Asia-Pacific Council of American Chambers of Commerce (APCAC) and the American Chamber of Commerce in Singapore are pleased to host the 2015 APCAC Business Summit. The theme, "The United States and Asia - New Opportunities in the Pacific Century," builds on previous summits' themes about Asia's growth and global influence. Held at the Marina Bay Sands Expo and Convention Centre March 11-13, 2015, the conference offers a valuable opportunity to gather with peers and government officials and experience Singapore during its 50th anniversary celebration.



#### Regulatory harmonization vital for ASEAN Economic Community 2015 to succeed: Discussed at Davos World Economic Forum

Senior government and business leaders from ASEAN gathered at the World Economic Forum (WEF) annual meeting in Davos to discuss the state of the global economy and map the key transformations reshaping the world. A significant focus of the discussions was on ASEAN, where government and business leaders evaluated whether the region is on the right track towards achieving ASEAN Economic Community (AEC) 2015. ...

Events, Meetings, Special Offers



## Feb 6, Vietnam & U.S. Visa Reciprocity and U.S. Citizen Services

Vietnam's Immigration Law was revised in June 2014 and became effective on Jan 1, 2015. According to some provisions of the law, U.S. citizens that plan to visit Vietnam under the equivalent of a U.S. B-1 or B-2 visa will receive visas that have a three-month period of validity, and may be single-entry only. This could mean that, in the not-distant future, U.S. visas for Vietnamese citizens that are temporary visitors will be valid for only three months, with only single-entry, instead of the one-year, multiple-entry temporary visitor visas now issued. This development, if not changed, could result in significant impediments to business and tourism travel between Vietnam and the U.S. Join us for a discussion of visa practices and U.S. citizen services with the Deputy Assistant Secretary of the State Department's Consular Affairs Bureau, who will visit Vietnam to discuss these issues.

## Healthy & Delicious Foods for Tết



Dole - Fruit expert for over 100 years, has introduced healthy snacks & beverages for Tet 2015, including: Dried fruits (Dried Pineapple, Dried Tropical Fruit), Snackers Crunches (Almond, Cashew), and Juice with fruit bits (Mango with Peach bits, Apple with Nata De Coco bits, Orange with pulp). Founded in Hawaii in 1851, Dole is the world's leading producer and marketer of high-quality fresh fruits and vegetables. Dole launched Dole packaged foods business in Vietnam in 2014. Dole products are now available in supermarkets nationwide.



## Korean Air - Daily flight between Seoul & Houston from May

Korean Air, America's largest Asian airline, is launching daily flight between Seoul and Houston from May 2015. More on Korean Air's programs, routes, frequencies and partners is available at [www.koreanair.com](http://www.koreanair.com)



## Feb 6, 10th Anniversary Annual Crystal Ball International Business Luncheon

10th Anniversary Annual Crystal Ball International Business Luncheon - The Year Ahead: Executive Summary and Outlook 2015, which is scheduled for Friday, February 6, 2015 at Park Hyatt Saigon. This will be CanCham' 10th Annual "Crystal Ball" business luncheon event in which well-known guest speakers from a variety of business sectors will present their general outlooks---and identify challenges and likelihoods for the coming year.



## Feb 7, Wine & Food New Zealand 2015

The New Zealand Chamber of Commerce is hosting Wine & Food New Zealand 2015, a culinary journey through New Zealand. This event will be held on Saturday, 7 February 2015 on the lawn at RMIT University in D7. Tickets cost VND1.6M and this gives you 4 tasting plates prepared by Saigon's best hotels, 8 tasting glasses of the best Kiwi wine (plus your commemorative glass), international music acts LIVE, plus fabulous goody bag items - all on the lawn @ RMIT University Vietnam. You will also be helping to support Ba Chieu Girls Shelter in HCMC. Ticket sales are available now at various locations ([please refer to the attached poster](#)).

## Feb 15 ~ 23 TET Lunar New Year - Year of the Goat - Official Holidays



Traditionally, there are five main days of celebration: Tết New Year's Eve (Feb 17), and The First (Feb 18), Second (Feb 19), Third (Feb 20), and Fourth (Feb 21) of Tết Nguyen Đán. Officially, the holidays are Feb 17 - 23, but the Government decided at its regular November meeting to make the government offices' holidays period nine days. Government officials will work on Sat, Feb 14 in order to have nine days of holidays from Sun, Feb 15, to Mon, Feb 23.

## Mar 16 Manufacturing Committee Meeting (For AmCham Members)

Regular monthly meeting of the Manufacturing Committee for networking, information-sharing, and planning advocacy efforts to improve the business environment and promote trade and investment between Vietnam and the U.S.





### Mar 19 New Member Welcome and Orientation (Members only)

Join us at this Welcome and Orientation Meeting to learn how to best utilize your membership investment. This Orientation Meeting is the perfect opportunity for new members, members, and invited guests to get familiar or reacquainted with all the benefits, events and programs offered to you to help grow your business. You will hear from Executive Director, Herb Cochran on ways to get involved and participate through AmCham's three pillars of: networking, information sharing and working together to improve the business environment.



### Mar 19 Members Night & Meet the U.S. Consulate General

AmCham invites you to attend a Members Night, with networking cocktails and buffet reception. Members' spouses and guests are not only invited but also encouraged to attend with you. Welcome by AmCham Chairman and introduction of Key Officers from the U.S. Consulate General, the cocktail reception will offer networking opportunities for one-on-one conversations with the Consulate General Team, AmCham Governors, fellow members, and especially meet new members, over 70 companies have joined AmCham in 2014.



### Mar 25 AmCham Palooza Party at Renaissance Riverside Hotel Saigon

AmCham will continue its series of monthly informal networking events at the coolest and latest nightspots in Ho Chi Minh City.

The monthly Palooza Party is a platform to develop new friendships, networking opportunities and information exchange. People from all age groups are welcome to attend - there's no age limit, you just have to be young at heart!

Come and join us for a night of casual networking, meet other professionals, bring your business cards! Dress code: Business Casual



### JOIN US: Become a Member of AmCham Vietnam - HCMC

Expand your business by joining our AmCham Membership! We currently have almost 500 organizations represented by 1,000 representatives. They are multinational firms, small and medium enterprises and entrepreneurs .

**Benefits include:** Networking, Information Sharing, Advocacy and Problem Solving, visibility and Corporate Exposure.

Contact [Mimi Pham](#) for joining or additional information on membership.



### AmCham Corporate Partnership Packages

The Corporate Partnership comes with a range of membership dues, event sponsorship, advertising, and exclusive benefits. One all-inclusive Corporate Partnership's annual billing simplifies your businesses' sponsorship efforts. Benefits in each Partnership Package include:

- Logo on "Corporate Partners" banner on AmCham website homepage
- Logo on "Corporate Partners" banner in Weekly Update Email
- Company profile on the "Corporate Partnership" page on AmCham website
- Corporate profile on screen during cocktail reception at Members' Nights
- Special recognition/Thank You Page in 2015 Membership Directory
- Special recognition at all business events' backdrop/banner
- Special recognition in all email signatures

For full information on benefits of each package, please click [HERE](#) or contact [Cindy Tran](#).



### AmCham Member Discounts Program

The AmCham Member Discounts Program is provided as one of our Membership Benefits. It serves as a mutually beneficial opportunity for both AmCham Members and AmCham Discount Partners. Members must present their AmCham Membership Card to receive special, privileged discounts offered by AmCham Discount Partners. A listing of discount offers is available in the annual Membership Discount



Handbook (hardcopy) and on the AmCham website.



### Networking Opportunities with AmCham HCMC

AmCham HCMC offers many opportunities to market your company's products and services to AmCham members, the business community and the general public. Our services include:

- Event Sponsorship
- Event Management Support
- Network (Advertise) on AmCham's website: plus 7.9k twitter followers, 5.8k facebook fans
- Announcement in Weekly Email: 4,500+ AmCham company representatives and subscribers.

**AmCham Companies are offered 3 complimentary announcements in 2015.**

- Print advertising in AmCham Membership Directory
- Print advertising in AmCham Membership Discount Handbook
- Advertising on AmCham Discount Online

## News and Issues Updates



### Companies approach ASEAN as one market, with a single business strategy; Singapore the regional hub; Indonesia, Myanmar preferred for new factories

- \* 97% of companies believe the ASEAN Economic Community will be formed
- \* 76% have an ASEAN-orientated strategy and increasingly manage the region as one integrated economic bloc
- \* Singapore remains the favored ASEAN hub, where 80% of firms locate their regional head office
- \* Indonesia and Myanmar were cited as the most preferred destinations for new factories over the next five years, followed by the Philippines and Vietnam



### U.S. Embassy "Helmets for Kids" Program - 20th Anniversary

U.S. Embassy to Establish a Public Private Partnership with AIP Foundation to promote the 20th anniversary of U.S. - Vietnam Diplomatic Relations. The U.S. Embassy in Hanoi will establish a public-private partnership (PPP) with the Asia Injury Prevention Foundation (AIP Foundation), a US-registered, 501(c)3 non-profit organization whose mission is to provide road safety education and equipment in Vietnam with the goal of preventing traffic crash fatalities and injuries. For more information, please contact Brett Rose (RoseBC@state.gov).



### Ebola Virus Disease : from the Health Care Committee

How is EBOLA spread?  
 The Ebola virus was initially spread to humans through contact with animals such as monkeys, chimpanzees, and bats. In some cases, the Ebola virus can be spread from person to person through direct contact. This can happen when certain body fluids (such as blood, urine, stool, saliva, or vomit) of someone who has Ebola virus disease come into contact with the broken skin, the eyes, or the mouth of someone who is not infected. Spread through sexual contact is also possible.



### U.S.-Vietnam leaders discuss TPP agreement in March

U.S. Commerce Department Under Secretary Stefan Selig discussed issues of shared concern, including opening Vietnam's goods and service market to additional trading opportunities, in a meeting with Deputy Prime Minister Vu Van Ninh in Hanoi on Jan 22. Selig mentioned a portion of the State of the Union speech, citing the TPP as a crucial component of economic growth for the US and TPP member states.



### FDI in Vietnam increased in 2014 in preparation for TPP

Foreign investors have invested billions of U.S. dollars to expand or start production in Vietnam in anticipation of business opportunities the TPP will bring. In 2014, nearly 600 foreign direct investment (FDI) projects increased their registered capital by a total amount of \$4.58 billion, whereas 1,588 new projects, with a total registered capital of \$15.64 billion, were licensed, according to the Foreign Investment Agency.



### Under Secretary Selig: "With 2.7 billion middle class consumers by 2030, the Asia-Pacific region is essential to economic growth"

"The TPP is the economic leg of the President's rebalance to Asia," Selig said. "With an estimated 2.7 billion middle class consumers projected by 2030, the Asia-Pacific region plays an essential role in our economic growth now and in the future." 59% of global middle class consumer spending in 2030 will be in the Asia Pacific region. Undersecretary Selig concluded his "Rebalance to Asia" tour in Hanoi on Jan 22, where he stressed the importance of completing negotiations on the TPP as soon as possible.



### Japan, U.S. target reaching TPP agreement in March

Japan and the United States have agreed that 12 countries discussing a Trans-Pacific Partnership free trade deal should hold a ministerial meeting in the first half of March to reach a broad agreement, informed sources said on Fri, Jan 16. Officials from Japan and the United States, which ended their latest bilateral TPP meeting in Tokyo on Fri, Jan 16, also confirmed how the two sides should proceed with bilateral talks which are crucial to the success of the broader negotiations.



### U.S. Trade Representative pushes to conclude TPP

"The endgame is a long game," U.S. Trade Representative Michael Froman said in a recent interview, "but we're in that endgame." Representative Sander Levin, the ranking Democrat on the Ways and Means Committee, which has jurisdiction on trade wants to work on the finest details of the TPP.



### New U.S. Congressional Leaders support TPA and TPP

New leaders of both the House and Senate have cited trade as a top bipartisan priority for the new year. In new U.S. Senate Majority Leader Mitch McConnell's (R-KY) first official remarks, he noted the president has "already indicated a willingness to work with us on trade and infrastructure and comprehensive tax reform. Navigating the political pitfalls won't be easy. But passing these types of things would represent a win for the American people."



### U.S. elections results in Nov 2014 improve TPP outlook

The Republican Party made sweeping gains in the Senate, House, and in numerous gubernatorial, state, and local races. Overall, the elections resulted in the largest Republican majority in the country in nearly a century, with 54 of 100 seats in the Senate, 247 of 435 (56.78%) in the House of Representatives, 31 of 50 governorships (62%), and 68 state legislative chambers. Moreover, Republicans gained their largest majority in the House since 1928, the largest majority in Congress overall since 1928, and the largest majority of state legislatures since 1928. Generally speaking, Republican lawmakers are more in favor of trade agreements than are Democratic.

### Many trade groups urge end to West Coast port delays

A growing number of trade associations that have signed their names to a series of letters calling for a resolution to West Coast longshore talks points to the widening economic impact of port delays that have now lasted for months.



### Westinghouse Electric signs deal to train nuclear power technicians

Westinghouse Electric and Vietnam's Atomic Energy Institute (Vinatom) signed an agreement for Westinghouse to train Vietnamese personnel to manage and operate nuclear power facilities. Under the agreement, Westinghouse will invite Vietnam's nuclear experts to work at its technical departments and provide grants for them to study at the University of North Carolina. The first four experts received scholarships to begin studying this year.



## AmCham Vietnam - HCMC received Prime Minister's Certificates of Merit

At AmCham's 20th Anniversary Celebration Dinner on September 18, 2014, Vice Chairman of HCMC People's Committee Le Thanh Liem handed the Prime Minister's Certificates of Merit to AmCham Vietnam - HCM City and to Mr. Herb Cochran, Executive Director for their excellent performance in supporting and promoting trade and investment in Ho Chi Minh City.

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