



## Vietnam ready to reap benefits of TPP? Unions in transition; U.S. leading source of FDI

### FEATURES



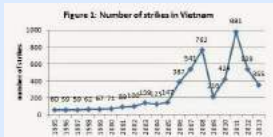
#### Is Vietnam ready to reap the benefits of TPP?

"We are monitoring Vietnam's manufacturing capability and capacity. The other litmus test is wage inflation. You've got to look at the deck of cards you've been dealt and the various criteria to make intelligent sourcing decisions." Prime Source Forum (PSF) brings together more than 400 senior executives from 20+ countries to discuss the challenges and opportunities that manufacturers, suppliers and retailers are facing in the supply chain of the apparel industry. ...



#### Democratic Senators' Letter to U.S. Trade Representative re Labour

"Senator Melendez and 18 other Democratic Senators recently wrote to U.S. Trade Representative Froman, "It would be premature for Congress to take action on TPP before Malaysia, Vietnam, and Brunei have taken the first steps toward fulfilling their commitments [in the Labor Chapter and the bilateral consistency plans]. ... implementing legislation for the TPP should not be submitted to congress until Malaysia, Vietnam, and Brunei have met the obligations stipulated in the consistency plans."



#### Unions in transition: Industrial Relations in Vietnam

Most experts ascribe a large part of the responsibility for the lack of efficient dispute resolution, to the VGC, which brings enterprise unions and industry unions together under one umbrella organization. So far, the VGCL has reacted only cautiously to work stoppages. The main problem - the lack of a genuine representation of workers' interests - remains untouched. As long as inflation can be maintained at a constantly low level and real wages manage not to fall, the conditions seen in 2011 will not materialize again. If another economic slump were to hit again though, vast numbers of work stoppages might well become common once again.



#### WTO Trade Facilitation Agreement: What businesses need to do

"Vietnam Customs currently has 500 documents with 5,000 requirements, characterized by '9 nots' ... not clear, not efficient, not effective, ... etc." (Mr. Nguyễn Đình Cung, Director, Central Institute for Economic Management)



#### U.S. remains the leading source of FDI

globally, according to the OECD. Data shows U.S. FDI outflows accounted for 39.5% of all OECD FDI outflows in 2013, and 37.6% of all OECD FDI outflows in 2014, the most recent year for which data is available. And over the years, U.S. has accounted for 44% of the OECD FDI "stock" by 2014. OECD FDI outward flows in 2014 were \$895.428 billion, of which U.S. FDI outward flows were \$336.935 billion, or 37.6%.



#### A Fun-Filled Getaway To The Heart Of Central Vietnam

Experience spontaneous fun at Angsana Lăng Cô, Central Vietnam. Angsana Lăng Cô is the perfect destination for every member of the family to enjoy a blissful and fun-filled holiday where little ones can enjoy outdoor activities such as sandcastle building and canal boat trips - all with professional supervision- while Mom and Dad recharge with a refreshing massage treatment.



[Click the link for additional information](#)



### **Vietnam Salary Survey 2016 By Mercer And Talentnet Corporation**

From April 2016, Mercer, the leading global provider of Salary Survey, and Talentnet, its associate in Vietnam, will conduct the 2016 Vietnam Salary Survey.

The Vietnam Salary Survey 2016 provides essential data including salary ranges, common allowances and bonuses by industry and level, the compensation mix for each level, employee turnover rates, the most difficult jobs to attract and retain ....., helping businesses allocate their remuneration budgets efficiently to assure internal equity and increase their competitiveness in the Vietnam labor market.

Contact: (08) 6291 4188 - 626 or 627



### **ACE Life announced its name change to Chubb Life Vietnam Insurance Co., Ltd**

On April 4, 2016, ACE Life announced its name change to Chubb Life Vietnam Insurance Co., Ltd. This will not affect the company's business operation, and all rights and obligations between existing clients and business partners with ACE Life remain fully intact.

The change follows ACE Limited's acquisition of The Chubb Corporation that was completed in January 2016, creating a global insurance leader operating in 54 countries under the renowned Chubb name. The new Chubb is the world's largest publicly traded property and casualty insurer which combines Chubb, a venerable U.S.-based insurer with over 130 years of history, and ACE, a global leader known for its underwriting excellence and global presence.



### **AETNA Committed To Vietnam Healthcare Insurance Market**

AETNA Insurance Group & Bao Viet Vietnam Corporation is selected by the US Consulate as the exclusive sponsor of "Promoting Innovation" conference hosted by the US Consulate and Forbes Vietnam, attracting 250 delegates, including policy makers, young entrepreneurs CEOs from large corporations with foreign investment in Vietnam.



### **Ekocenter in Viet Nam**

A Community project initiated by the Coca-Cola company promotes the partnership between public and private sector organizations across the globe. The first EKO CENTER in Vietnam, also the first in Asia, leverages collaboration between local People's Committee, Women's Union, and Coca-Cola Vietnam. The objective is to promote the community support on Water , Women, and Well-being.



### **Attractive Early Bird Deals to U.S. from Ho Chi Minh City with Korean Air**

Korean Air, established in 1969, is one of the world's top 20 airlines and carried more than 24 million passengers in 2012. Korean Air operates in excess of 200 flights per day to 128 cities in 45 countries on six continents with a fleet of 166 aircraft including ten A380s. With its modern airplanes and over 20,000 professional employees, Korean Air offers customers safety, convenience and comfort. Korean Air's award-winning cuisine of Korean and Western meals and state-of-the-art inflight entertainment system provide passengers ultimate satisfaction.



### **Vietnam Engineering Education Conference, Apr 14-15, 2016**

will explore "industry-academic collaborations" that drive curricular innovation, create high-quality engineering graduates, drive research and technology. Join the conversation this April 14-15, 2016 in Ho Chi Minh City, Vietnam.



### **Asia-Pacific Business Outlook Conference, Apr 18-19, 2016**

North America's premier event for business leaders who want to expand their trade and investment in the Asia/Pacific region. The USC Marshall School of Business and the U.S. Department of Commerce have been working together on APBO since 1988 to help exporters and investors take advantage of tremendous opportunities and overcome challenges in the constant changing economies. APBO is a comprehensive networking and learning experience that provides business leaders with the contacts and the latest, relevant, valuable information ... focused, organized and distilled into two days.



## Apr 27 AmCham Palooza Party at Pullman Saigon Centre

AmCham will continue its series of monthly informal networking events at the coolest 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

The AmCham Palooza is a popular group that holds networking events and happy hours regularly to increase communication amongst membership and expats



## October 3-7 - Vietnam Big Build 2016

Habitat for Humanity Vietnam is hosting a big build event in Phu Tho province, Northern Vietnam, from October 3-7, 2016. This event will bring together 300+ international volunteers, government partners and media to build 25-30 homes for low income families. HFHV is looking for strong corporate sponsors to join us in transforming lives, building hope and homes.



## 2016 AmCham Membership Card & Discount Handbook

The 2016 AmCham Membership Cards and Discount Handbooks are being delivered to Members. If you have not received them, please kindly contact our **Membership Team**.



## AmCham welcomes New Member Companies

AmCham Vietnam - HCMC is pleased to welcome our NEW members who joined us in the last few months. We encourage you to get to know and welcome them by visiting their websites and patronizing their businesses.

## Welcome New members in Feb & Mar 2016:

**An Huy B.T. Co, Arkansas State University, Pacific Cross, California Southern University, Duffy Agency, Harvey Law Group, Tan Khoa Co., AVIS Vietnam, Hotel Nikko Saigon, McLarty Associates, Minh Hoang Garment Co., Ltd., Officience, Rentokil Initial Vietnam, I am Dream Catcher Ltd.**



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

Expand your business by joining us! 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 [Ms. Sam Hoang](#) for joining or additional information on membership.



## Marketing 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 [www.amchamvietnam.com](http://www.amchamvietnam.com): 646K views/yr; 275K visitors/yr (avg. 54K / 23K visitors/views per month) and 9.7K twitter followers, 7.9K facebook fans (and 60K+ views/month) 5.3k LinkedIn followers.
  - Announcement in Weekly Email: 4.8k AmCham company representatives and subscribers.
- AmCham Companies are offered 3 complimentary announcements a year.**
- Print advertising in AmCham Membership Directory
  - Print advertising in AmCham Membership Discount Handbook
  - Advertising on AmCham Discount Online

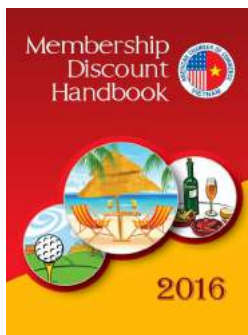


## AmCham Corporate Partnership Packages

### Special thanks to SEAMOC for joining us as a Bronze Corporate Partner.

The Corporate Partnership comes with a range of membership dues, event sponsorship, advertising, and exclusive benefits. One all-inclusive Corporate Partnership annual, semi-annual, or quarterly 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 Membership Directory
- Special recognition at all business events' backdrop/banner
- Special recognition in all email signatures



## 2016 AmCham Discount Program

The AmCham Member Discounts Program is a mutually beneficial opportunity for both AmCham Members and AmCham Discount Partners. Prestigious vendors are invited to offer AmCham members special discounts on their services or products. Please contact [Ms. Sam Hoang](#)

*(Members 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 at [HERE](#))*

## News and Issues



### Apple to invest \$1 billion in Vietnam data centre ... ? ... Not

"UPDATE 1: Bloomberg has received confirmation from Apple that there would be no data centre in Vietnam. We will provide further updates once we have received further information."



### 500 Startups launches \$10 million Vietnam-focused fund

as the Silicon Valley venture capital firm founded by Dave McClure backs more of Vietnam's tech startups. E-commerce, language-learning and price comparison startups will be among the first companies to get seed funding and the firm plans to invest in as many as 150 companies, providing checks of as much as \$250,000. ...



### PV, Target, IFC partner in manufacturing sustainability in Vietnam

Under the first phase of this program, energy and water efficiency assessments will be conducted at about 30 factories over the next 12 months to help reduce operating costs and improve productivity while contributing to the country's green growth and climate change targets.

VF Corporation, Target, and the International Finance Corporation (IFC) are partnering to promote sustainable manufacturing practices at supplier factories in Vietnam.



### Stanley Furniture to build dedicated factory in Binh Duong

based on a strategic alliance with a Vietnam furniture manufacturer, Starwood Manufacturing. The purpose-built, 150,000 sq. ft. plant, which will employ 500, will rely on Stanley Furniture's manufacturing know-how, and help Stanley achieve better long-term control over its sourcing in Asia. Currently Stanley produces at 10 factories in Indonesia and Vietnam.



### 13th National Assembly to vote on 7 laws at 11th and final meeting

Mar 21 - Apr 9. The seven include the Law on Information Access; revised Law on Signing, Joining and Implementing International Treaties; revised Press Law; the Law on Child Protection, Care and Education (revised); Pharmacy Law (revised); draft Law on Amendments and Supplements to articles of Law on Value Added Tax, Law on Special Consumption Tax, Law on Tax Management; and revised Law on Import and Export Tariffs.



### Sander Levin, Top House Democrat on trade, opposes TPP

The leading House Democrat on trade policy said he opposes the TPP, underscoring the hostile political environment. He said he doesn't support the TPP in its current form because it contains insufficient provisions to protect labor, lacks binding rules to prevent currency manipulation, and could ease the movement of the auto industry from his home state of Michigan to Mexico.



### Finance Committee Chairman explains process of TPP ratification

The signing ceremony ... is just beginning. We'll debate the merits of each and every provision of this agreement and consider how it will impact workers and job creators in our country and how it will affect the health of our economy. I will focus on the process by which Congress will consider and debate this agreement ... it is important that people, including members of Congress, the administration, stakeholders, and the media, have a full understanding of how this is going to work. As I've said many times, the TPP is an extremely important agreement, and we need to get it done. But, given that importance, we need to focus more on getting it right than on getting it done fast.



## Weekly Updates Archive 2006 - 2015

Launched in August 2006 to answer many questions about Vietnam's accession to the WTO, the Weekly Update Emails provide news updates, upcoming events, explanations of details of trade and investment agreements, developments in laws and regulations affecting the business environment in Vietnam. Click the link for to visit the archives and look back over the years. Links to more than 10,000 documents providing background on a wide variety of topics, from Vietnam's WTO Accession in 2006-2007, revision of the Labour Code in 2008-2012, to the TransPacific Partnership and WTO Trade Facilitation Agreement from 2013 and ongoing.



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

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 and Vietnam.

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