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20449

Visit Report Vietnam
October 10 up to 21, 1993

Sunday 10/10 : arrival Ho Chi Minh City.

Meeting - dinner with Mr J.L. Petit.

The general situation in Vietnam and the program of B.S.'s visit was discussed in order to make it as useful as possible. A final program will be made after the meeting with the Rubber Department.

Monday 11/10.

* **Meeting with the Vietnam General Rubber Corporation - Geruco.**

Present :
Mr Ba Trang - Deputy General Manager
Mr Nam - International Relations
Mr Phat - Sales Department
Mr Hùng - International Relations
Mr Petit
Mr Speeckaert.

The Corporation thanked Mr Speeckaert for the feasibility study of Hoa Binh and its various alternatives, remitted in 1991. The latter alternatives were discussed in March 91 in detail with Mr Flotté (Unido) and at a later stage with Mr Speeckaert in order to set up a joint venture between Compagnie des Caoutchoucs de Dong Nai and Sipef.

Following the analysis of Geruco the strategy which was favoured by them for the joint venture is the integrated system : Plantation & Factory option.

The Department however comes back to the valuation of the plantation and still estimates it at least to USD 18 millions which is very far from the value considered in the feasibility study and by the evaluation made.

The figures being far away, a discussion is now fruitless as World Bank is willing to finance the rubber sector in Vietnam and the Hoa Binh project has been included in the World Bank investment program.

The Compagnie des Caoutchoucs de Dong Nai shall be loaned the required funds (USD 1.8 MM) to construct in Hoa Binh a 5,000 tons per annum processing capacity. At this moment a joint venture is no longer required with Sipef for the Hoa Binh project.

However the Department is most willing to work closely with Sipef and proposes that Mr Speeckaert visits the Highlands which needs rubber investments in plantations and in processing mills. Mr Hung of Geruco shall accompany B.S. as well as Mr Khai from Mr Petit's office.

A schedule is proposed to visit the Highlands as from October 12 to October 16 which is herewith attached.

The Department is also most interested that Sipef sells rubber on their behalf in the international market and mainly in Europe. Sipef would be ready to work on the marketing of the Vietnamese rubber provided that :

1. the quality of the rubber is good, consistent and homogenous,
2. there is a regular (monthly) flow of rubber and that the timing of shipment is strictly respected,
3. preference will be given to market the rubber from one plantation to develop a brand name or a reputation in the market for that particular rubber,
4. the price is to be reasonable compared to other origins,
5. Sipef sales commission amounts to 3 %.

Sipef is looking forward to link a brand name to the rubber of one of the plantation which produces a quality rubber and proposes to provide technical assistance to consistently improve the quality of the rubber.

At the end of the meeting it was announced that Mr Van Sanh, General Manager of Dong Nai, had left for Hanoi with the General Manager of Geruco. As a result the meeting scheduled for the afternoon was cancelled.

A new meeting was fixed on Monday October 18 to discuss the result of the visit of the Highlands projects.

* Lunch with Mr Delahaye - Delimex and Mr Petit.

Mr Delahaye is starting a joint venture with a Vietnamese company to grow and package fresh vegetables and herbs to Belgium for the restaurant market.

We discussed the possibility of making a similar investment in Sri Lanka which might be more oriented to dried fruits. He is very interested and will contact me in December to discuss things further. The added value is more than 300 % !

* University - Pharmacology Faculty - Prof. Khanh.

Following the contacts made by Mr Petit and Mr Berthet earlier, the quinquina project was discussed in detail.

As this project is not ready for an investment since there are several agronomical data and facts to be looked after such as fungus, the possible diseases and the climatological environment, and the ideal location. It was decided that a Cheysson Facility type feasibility study was premature and as such a proposal should require a financing from the Belgian Authorities - Ministry of Cooperation to make the initial investigations.

Prof. Khanh proposed to hold a meeting with the Minister of Health in order to discuss this very important matter.

* Dinner with Edward NG. and Liew Kim Swee.

Edward introduced me to his Vietnamese team who purchases rubber, coffee, peppers etc. and sells spare parts and other resources.

The way of doing business in Vietnam was discussed and they are interested to help us and / or participate with us in some rubber or coffee venture.

They also had contacts to take over plantations.

Tuesday 12/10 : Ho Chi Minh - Pleiku.

Visit of the rubber plantation of Chu Pah - Mr Thanh, Manager.

We were remitted a full document of the investment and development of the Chu Pah Rubber Company project.

The plantation covers 1769 ha of which 804 ha are under tapping.

The objective is to plant about 6500 ha by the year 2000. The clones used are GT1, PB235, PRIM600 and various other clones. The expected yield is about 1.2 tons per year/ha which is lower than the yields in the South. The average rainfall is 2306 mm but there is about a 6 month dry period. The soils seem to be one of the best available in Vietnam and the land is flat. The access to the plantation is good and not too far from the city and the harbour is 150 km away from the plantation. Hydro-electricity is available at cheap prices. A small rubber factory is producing crumb rubber which quality seems to be low.

The Government is eager to develop rubber plantations in the Highlands in order to provide work for the population. The lowest salary is about 18 USD/month and people are looking for work.

The proposals made to us to enter into a joint venture looked not very favourable and we asked them to review their terms and conditions because at first glance nobody will ever accept to invest for 17 years into such a project. A lease period of minimum 2 X 35 years is to be considered at very soft conditions. The lease cost is also to be reviewed.

Wednesday 13/10 : Pleiku to Buon Ma Thuot (Dak Lak Province).

Visit of 2 rubber plantations :

1) Chuse - Mr Khanh.

We visited a very nice plantation bordering the main road. This plantation will enter into a joint venture agreement with Harrison Malayan. This Indian Rubber Company is studying the project at the moment and are also very interested to market 30.000 tons of rubber from Vietnam.

2) Ea H'leo - Mr Thuan.

Not far from the city we visited a rubber plantation of about 2.000 ha and for which there is a development of an additional 4.000 ha.

The management is looking for an investment in a factory and is willing to take a loan to install the factory. This loan might be reimbursed in rubber at market price value.

Meeting with the Authorities of the Province of Daklak.

Eng. Y Ly Nie Kdam - Vice President

Tran Xyan Hai - Expert - Joint Venture SCCI

These two persons were accompanied by the heads of the different departments. The Vice-President of the province made a summary of the different activities and resources available in the province. A leaflet was remitted.

Beside mining and hydro-electricity, this province disposes of 2 million hectares of which 1.2 million hectares is allocated to forest and 800,000 hectares to agriculture and infrastructure.

Presently 60,000 hectares is planted in coffee. These coffee plantations are planted on very good soils and gives one of the best yields worldwide. The average yield is between 1.8 and 2 tons per hectare and there is still scope for improving it. Their main requirements are up to date processing facilities, marketing abilities and making value added investments for the coffee (soluble and instant coffee ?).

Rubber is taking about 15,000 hectares and they intent to have about 50,000 hectares planted by the year 2000. The production of the province at the moment is 2,500 tons and should reach 5,000 tons in 1995.

The main requirements are the financing of these investments, finding high yield clones and investments in down-stream rubber products.

Cocoa : there is a plantation of about 200 hectares planted in cooperation with the Republic of Ukraine and also several families have been given 10 plants of cocoa. No processing facilities are available at all. This crop is completely new in the region. Technical assistance and investment are looked for.

Other crops are : tea (200 hectares), spices, bananas, avocados, oranges, lemons, mandarins, pineapple as well as cattle, buffalos and cows.

The Vice-President proposes us to visit and to hold discussions with Daklak Rubber Company and 2 coffee plantation companies.

DAKLAK Rubber Company.

Meeting with Mr Huy:nh Van Khiet - Director.

This plantation has 2,600 hectares of very old rubber trees which are ready to be replaced as well as 5,000 hectares planted of which all are not yielding yet. They informed us that the investment cost of 1 hectare of rubber trees is USD 1,700. They have some agreements with farmers to which they provide 700 USD for their work and 1,000 USD to finance the different inputs.

They invested into a new factory which should be able to process 5,000 tons of crumb rubber per year. The equipment had a cost of USD 450,000 and the building amounted to USD 400,000. This factory has been equipped completely with Vietnamese machinery except for one Guthrie machine. This factory, which we have visited, will start production early next year.

Their main problems are the sale of the rubber because they would like to have stable customers for about 300 at 400 tons a month. Up to now they have been selling to "Chinese" people but they are not very happy and would like to sell all the production to a big company. They would be ready to give it to Sipef.

They have received from the German Foreign Aid Agency sophisticated laboratory equipment to test rubber in many ways. This grant amounted about 200,000 USD.

They are also very interested in setting up a rubberwood project to handle all these old rubber trees. They already made an estimate that 1 hectare of rubber provides 150 steres of wood and about 2 to 300 hectares could be processed per year. A joint venture could be set up. They could provide the buildings, the land and the trees and the partner the equipment, the machinery, the technical assistance and the marketing.

The Daklak Rubber Company is ready to finance their share of an ECIP type feasibility study of \pm 150,000 USD to examine the profitability of such an investment. We agreed that Sipef would make a proposal based that the joint venture shall have exclusive rights on the concession of old rubber trees, that there shall be a mutual beneficial price for the purchase of the rubber trees and that the cost of the feasibility study will be capitalized, if realized.

He mentioned that we should make him an offer very quickly because some Taiwanese investors are very eager to set up a similar project with him.

Thursday 14/10

Visit of the coffee factory and plantation of Thang Loi - Mr Kha - D.G.

This company controls 3 coffee plantations of which the principal amounts to 1,800 ha and totals 4,000 ha and seems to be the largest unit of the province with a production of 2,500 to 2,700 tons for 1993-1994. 130 hectares are older than 40 years, the remainder was planted after 1977 and 60 % has been planted after 1985. A substantial part of the plantation is irrigated and the yield there is above the 3 tons per hectare. The irrigation water is supplied by a water dam lake of 230 hectares. Their main strengths are irrigation, competent personnel with more than 30 years experience, university follow-up with 4 specialists and they are one of the two most efficient and well-known producers of coffee in Vietnam. They sell their production to Singapore, Japan, Philippines, France.

Their weaknesses are their processing installation and equipments which does not enable them to produce a consistent quality of coffee and the marketing of this coffee.

They still have 400 hectares available for planting and, with 4 communities they still dispose of more than 1,000 hectares to be planted. But they require technical assistance, financial resources and coffee outlets for this program.

The common interest would be to set up a processing unit of a capacity of 5,000 tons to process coffee beans through the wet process. We agreed that Sipef would study the problem and make a proposal to have a feasibility study financed by EEC, by Thang Loi and Sipef.

A proposal would be sent.

Visit of a coffee factory and plantation of Phuoc An - Mr Tran Minh Thuy.

After a quick visit of the plantation and of the processing installations, the General Manager confirms us that he owns 1,300 hectares of coffee and has a production of 2,600 tons. He buys as well about 3,000 tons from the farmers and another 10,000 tons should be readily available from smallholders. They own 650 ha which has a yield of 3 tons per hectare. The quality of the beans is good and the purchasers have no special comments. The density of the plantation is 1,100 plants per hectare and the capital investment amounts to about 7 million Dong par ha of coffee.

Electricity is available at 700 Dong/kW (10,500 Dong = 1 USD). The specialized labour costs are USD 75/month and the non-specialized amount to USD 30/month. The social security cost is 15 %.

Gasoil prices amount to Dong 2,600/litre, gasoline : Dong 2,500/litre and fueloil Dong 2,500/litre.

The price of construction is Dong 700,000/m².

The General Manager is very eager to set up a joint venture to process coffee to the wet processing method and he promises to give us any help to start this investment as soon as possible with his company. He is very flexible on the ratios of shareholding and he accepts to hold a 40 % interest in the project. As a result we will write him a letter of understanding to propose an ECIP feasibility study. He agrees to pay 20 % of the USD 150,000 cost of this feasibility study.

Visit of the vegetable oil factory - Responsible of Planning.

This company is very willing to start again production. The factory has been silent for more than 6 months due to the lack of financial means to purchase copra, soya, sesame and peanuts from the farmers.

They are willing to restart the factory under a joint venture and to sell the production outside Vietnam. The mill was visited. The building was in a good shape but the equipment is very old and probably not very performant.

We left them a questionnaire which they promised us to answer in order to examine the possibility of having it restarted and making profit.

Visit of the Institute of Hygiene and Epidemiology.

Prof. Nguyen Ai Phu'ong - Director

Dr Do Thung - Vice-Director

Eng. Dao Viet Hai M-M - Head of Department

Mr Hai has been our guide for all the visits of the companies in the province. He introduced us by his father-in-law who speaks very well French and is in charge of the Institute. They do a lot of research on pest and malaria in the area.

They had financial resources from Russia but now are looking for other means and would like to find some association or help from Western countries. We told him that he should prepare and send us a description paper of his Institution and his financial request for the research undertaken. With that paper we could send to some non-governmental institutions and / or universities in order to find some interest on their topics.

Friday 15/10

Meeting with the Provincial Authorities of Daklak.

A briefing of all the visits and the follow-up was done.

They promised us that our proposal would be responded within two weeks. They were very eager to start joint ventures with us.

It seems that Scoa 2, subsidiary of Socfin, is also willing to promote the wet processing for coffee factories and have quoted a price of USD 3 millions for the equipment. This price seems to be twice the price of the Brazilian equipment and much more expensive even than German equipment.

Daklak - Nhia Trang by road.

Saturday 16/10

Visit to Centrimex Tran Ngoe Lan
Tran Ngoe Ann

Centrimex is a governmental agency in charge of all exports and imports and its paperwork. There seems to be no special requirements about importing or exporting. Even letter of credits are anymore compulsory and depends entirely from the commercial relation between the two partners. Export and import licence seems to be very easy to obtain.

They can organize the shipment on FOB or CIF prices. The transportation costs per truck amount to Dong 80,000 / ton for goods coming from Daklak. The price of handling the paperwork of exports is 1 % of the FOB amount. Nhia Trang harbour exports a lot of agricultural goods as well as granites, special sands and other industrial products.

Flight Nhia Trang - Ho Chi Minh.

Sunday 17/10

- Meeting with Mr J.L. Petit.

The objective of this meeting was to inform Mr Petit of all the discussions held and to examine the situation.

- Meeting with Berschader representative, Mr Henry Bui Quang.

After discussions in Brussels between Mr Borecq and Mr Speeckaert concerning the involvement of Berschader in Vietnam, and more precisely in rubber. Sipef will be involved as the technical expert. Berschader said to be able to secure the ownership and full control of a few rubber plantations. After discussions with Mr Bui Quang it was decided to reduce the scope of action to one plantation. Mr Bui Quang proposed the rubber plantation of Phu Rieng which is owned by the province and has today 8,000 hectares planted and has land reserves for about 10,000 hectares.

It was stressed that Sipef will only participate as a technical operator and that Berschader will be the leader of the project.

Phu Rieng Rubber Plantation is looking for new equipment to produce centrifugated latex and crumb rubber and would like to set up a joint venture for this purpose.

It was decided that Mr Bui Quang would go alone to visit Phu Rieng and assess their specific needs as Mr Speeckaert's schedule was full and nothing has been scheduled earlier.

Monday 18/10

*** Vietnam General Rubber Corporation - Geruco.**

This meeting was aimed to summarize the options for cooperation between Geruco and Sipef after the trip organised by Geruco in the Highlands.

- Sipef is not very keen to invest in new plantations in the Highlands due to the fact that the general climatic conditions are not the best suitable to grow rubber. Although it is understood that the government is very eager to have more rubber investments in the Highlands for political and social reasons.
- Sipef might consider to find ways to finance and to build some rubber factories with a loan to be repaid in rubber and provided there is a technical assistance, a marketing agreement and a guarantee.

World Bank is financing 8 rubber factories for an amount of USD 12.370 millions, Sipef should be able to be one of the contenders besides Guthrie, Sphere and Sodeci. Sipef should contact Mr Tillier and the Vietnam desk in Washington.

- Geruco is most willing to do some business with Sipef and would like Sipef to sell 4,000 tons of CSV-5L rubber. The price Geruco is looking for amounts to USD 830 / ton FOB Saigon. Sipef will look into the matter and will come back with a proposal. It seems that the Vietnam rubber is sold with a discount of USD 100 on Malaysian price and with a 10 % discount on Thai rubber prices.
A commission of 1 % is acceptable to them however we could retain all the overpricing.

On the marketing aspect Sipef has stressed once again the following points :

- a continuous flow of rubber during the year originating from one plantation,
- a commission of 3 %,

- exclusivity on the European market,
- to receive a minimum price to be able to sell at best market conditions on their behalf.

It was also pinpointed that in the long term to increase the prices, Sipef should provide technical assistance to improve the quality and associate Sipef's name to obtain a special reputation for this specific rubber.

- Sodeci - Mr Piedchaud.

We met Mr Piedchaud at Geruco office. He is very active in Vietnam with rubber and starting with coffee. We agree to meet each other in Paris in december.

- Flight Ho Chi Minh - Hanoi.

Meeting with Mr Petit and his assistant in Hanoi, Mrs Le Hu Uyen.
Visit of the town.

Tuesday 19/10

1) Vinatea

Mr Nguyen Kim Phong - General Director
Mr Bui Thi Lan - Department of Cooperation and Investment Programme.
Mr Nguyen Thien Toan - Manager

This visit is the result of an earlier visit and contact with Mr Phong in Brussels.

Vietnam has 17,000 hectares of planted tea and has a total potential for up to 200,000 hectares. They are producing presently green tea and black tea (12,000 tons). They already have a joint venture with a British company and are negotiating one with a Japanese company.

Vinatea would like to interest Sipef in a project at about 230 kms North-West of Hanoi. They want to give Sipef a whole region of 10,000 hectares, not all planted, which is one of the best tea areas in Vietnam, with 4 tea processing factories with a capacity each of 3 tons per day. The factory equipment is Russian made and is to be modernised in order to produce a good quality product and they would like to go for CTC. The Vietnamese party is looking for a long term joint venture with Sipef (99 years !).

It seems also that the plantations are partially in the hands of the workers to whom the joint venture should buy the tea leaves and provide technical assistance as well as the necessary inputs.

The price of the fresh tea leaves seems to equal 1.3 kgs of paddy. The selling price FOB Haiphong in woodchest amounts to USD 1.28 / kg.

After a long discussion and explanation of the ECIP feasibility study financing scheme and provided that Sipef Board of Directors agrees, Sipef would send them a letter of understanding to start a feasibility study. Vinatea accepts to finance 20 % of the total USD 150,000 budgeted cost of the study.

The basic understanding is :

- rehabilitation of an existing tea factory,
- purchase the fresh tea leaves and securing minimum quantities of supply,
- to operate at full capacity,
- provide technical assistance to improve quality and quantity,
- a minimum output of 2,000 tons of dry black tea,
- to bring in technology and marketing skills,
- to establish a name for the tea,
- reasonable price for the existing assets,
- a 60 % ownership in the joint venture for Sipef.

Vinatea is looking forward to obtain this letter as soon as possible and would like B.S. to visit the site on his next visit.

2) Vinacafé

Mr Doan Trieu Nhan - General Director

Mr Lê Trong An - Deputy General Director.

Mrs Dao Thi Mui - Director of International Relation Department

Mr Nguyen Thi Ha Hien - International Relation Department

Mrs Yen

After a short review of Vietnam coffee productions and areas, Vinacafé proposes to Sipef to set up a joint venture to process 5,000 tons of coffee beans. The location is at Kron Buk not far from Buon Ma Thuot where they have 3 state farms totalling about 2,000 hectares and farmers with at least another 1,000 hectares. This Highland area has very fertile soils with yields exceeding 2,000 tons per hectare if properly maintained. The joint venture would purchase the coffee beans to those state farms which is managed by Vinacafé.

Vinacafé is also looking that the joint venture company will be able to secure some crop prefinancing to the farmers in order to promote and secure the coffee beans supply to the joint venture.

The difference between washed and unwashed coffee prices is about 10 %.

Vinacafé agrees to support 20 % of the USD 150,000 estimated cost of the feasibility study under the ECIP scheme. It is agreed that Sipef will send them a letter of understanding to start a study provided Sipef's Board agrees to it. Vinacafé is also very eager to sell coffee and would like to receive from Sipef quotations.

3) Ministry of Health

Prof. Le Van Truyen - Vice Minister of Health
Prof. Vu Khanh - Faculté de Pharmacie
Prof. Le Quang Toan - Faculté de Pharmacie
Mr Ph. Ta Ngoc Dung - Deputy Director Depart. of Pharmacy
Dr Ngo Van Hop - Director

This meeting was the result of the discussions with Prof. Khanh in Ho Chi Minh. The Vice-Minister of Health is very interested in the development of quinquina in Vietnam due not only to the supply of quinquina but also on other factors such as reforestation, avoiding soil erosion, job creation to minorities and economic development in the Highlands.

He is willing to make the request to the Belgian Government provided this is not endangering other projects which are presently studied with the Belgian Cooperation. He asked us to confirm by letter our intention to develop quinquina plantations within a joint venture if all the conditions are satisfied. We do hope that the Vietnamese administration shall overcome its own problems to promote this very interesting project.

4) Belgian Embassy - Mr Benoît Ryelandt - Ambassador

Mr Petit and myself have briefed the Ambassador over our visits to the different companies and institutions, their results and expectations. He is ready to help Sipef in whatever project.

5) Dinner given by Vinacafé

We met an East-German coffee/pepper expert who lived for years in Vietnam. He was very pleased with the business and with the relations with Vinacafé. They had a joint venture with them. He is now retiring.

Wednesday 20/10

- SCCI

Ngo Van Diem - Director
Tran Hoa Binh - Expert Office SCCI

This meeting was aimed to introduce Sipef to the Investment Board and to be informed of the terms and conditions of foreign investments. A guide on foreign investment projects was handed over.

Ventures in Vietnam can now be totally owned by foreign companies.

Special conditions are given to investments in the Highlands for social and economic reasons, especially on the tax side where there is no withholding that on dividends, technical assistance and knowhow. The tax rate on profits is 10 %.

Depending of the amount of equity the withholding tax on loans amounts to between 5 and 10 %. The duration of joint ventures can be extended up to 50 years.

Salaries : the minimum salary is USD 30 for the labour. There is on top of this amount a 8 % social cost to be paid and if the labour desires 8 % of their salary is paid on their behalf for pension and medical cost.

- UNIDO - Ms Anja C. Latacz - Programme Officer.
 - Tran Trong Phung - Programme Officer.

We have met these officers to inform them that we have completed our mission however that the rubber joint venture project on Hoa Binh did not succeed.

- Ministry of Health

This meeting was set up to draft the letter to be addressed to the Belgian Authorities for the quinquina project on behalf of the Ministry of Health.

Thursday 21/10

Return flight to Brussels.

CONCLUSIONS

Rubber

Vietnam is looking for further investments in plantation but at the present rubber prices, the return on investment is low however the Government have other criterias than private companies.

And if an investment is to be considered the location is to be "ideal". It is our opinion that an "ongoing concern" is preferable than a complete new investment in plantation.

Besides the World Bank loan program further investments in processing equipment are required and this is probably a more secured alternative with less investment risk. They would like to purchase equipments which are to be reimbursed by rubber to be supplied over a period of 5 years.

Sodeci and Sphere have both supplied equipment for two factories.

Sipef could probably consider to make a similar deal if the project is good and provided that there is a Marketing Cotntract and a Technical Assistance Contract attached to it.

Action plan :

1. Assist Berschader to obtain a factory equipment contract within a joint venture project with Phu Rieng Rubber Plantation owned by the Province. Sipef would have a technical assistance contract.
2. Make rubber sales proposals to Geruco, Daklak Rubber Company as well as to Phu Rieng and try to establish a long term marketing deal with these companies.
3. Make a proposal for the rubberwood joint venture project in Daklak which would give Sipef the opportunity to capitalize on the work done on the Papua project.

Coffee

The Highlands coffee from Daklak area is one of the very famous origins for robusta coffee worldwide.

High yields are obtained and the quality is very good, so the location for a joint venture investment would be "perfect".

Three opportunities are offered to us. B.S. preference would go for the one with Phuoc Ann because the General Manager is a young and dynamic person and is eager to realize one.

He depends from the Provincial Authorities who seem more flexible than the Governmental Agencies. He is in great need of investment and would like to be one of the first involved in a coffee joint venture in the Highlands.

Vinacafé is the State Agency which might be less flexible to negotiate with.

Action plan :

1. Send proposals to the 3 coffee companies to make a feasibility study in view of a joint venture.
2. Try to obtain at least one coffee factory project which could be proposed to Agricolux.
3. Make proposals to market coffee from Vietnam.

General

The general impression of this voyage is very good. Vietnam is moving slowly to a more realistic though flexible co-investment approach. Indirect privatization program is started !

The producing companies have gained more independence but have suffered from their inexperience in dealing with the "Tiger Countries", and.....burned their fingers. The financial support from the Government to the Vietnamese companies is vanishing and the reality for self-survival in the long term is a key issue.

European companies are now more welcome than ever before because they seem to offer more guarantees for the long term.

The opportunities are real but the approach should still be prudent because the joint venture area in agriculture is not yet well established.

Opportunities in Vietnam are to be actively pursued however with care.

B. Speeckaert
November 18, 1993

CHƯƠNG TRÌNH LÀM VIỆC
VỚI ĐOÀN SIPEFF.

- Căn cứ cuộc họp ngày 29/9/1993 giữa Tổng Công ty cao su do đồng chí DƯƠNG KỶ TRUNG - Phó Tổng giám đốc chủ trì làm việc với Đoàn SIPEFF (Bỉ) và các yêu cầu của Ban - Phòng HTĐT dự kiến chương trình làm việc với đoàn như sau :

A/ Chương trình :

THỜI GIAN	NỘI DUNG	ĐƠN VỊ ĐƯỢC PHÂN CÔNG TIẾP ĐOÀN
<u>HAI</u> - 11/10/93	BLE TCTY tiếp và trao đổi (10h00 sáng): các vấn đề hợp với Bỉ.	Phòng HTĐT .
<u>BA</u> - 12/10/93	Đoàn đi Pleiku (làm việc với Cty Chupah, Mang yang)	Phòng HTĐT
<u>TU</u> - 13/10/93	Pleiku.	Phòng HTĐT.
<u>NAM</u> - 14/10/93	Đoàn đi Daklak (Làm việc với Cty Eah'leo và Krôngbuk)	Phòng HTĐT.
<u>SAU</u> - 15/10/93	Daklak	Phòng HTĐT.
<u>BẢY</u> - 16/10/93	Đoàn về TP. Hồ Chí Minh .	Phòng HTĐT .
<u>HAI</u> - 18/10/93	Đoàn gặp lại TCTY để thông báo kế hoạch hợp tác .	(chương trình dự kiến)

B/ - Phân công cán bộ đi công tác :

* Đ/C TRẦN VIỆT HỒNG - Phòng HTĐT .

TP. HỒ CHÍ MINH
TP. HỢP TÁC ĐẦU TƯ

TRẦN VĂN NAM

ỦY BAN NHÂN DÂN
TỈNH ĐĂKLĂK

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập - Tự do - Hạnh phúc

Đà Nẵng, ngày 08 tháng 10 năm 1993

Số: 1040 /CV-UB
V/v đồng ý cho đoàn của
Công ty SIPEFF (Bỉ) đến
Đăklăk.

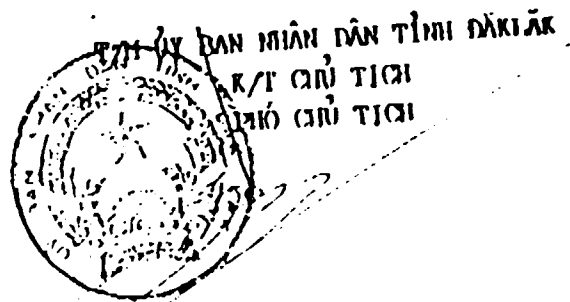
Kính gửi: CÔNG TY XUẤT NHẬP KHẨU VẬT TƯ KỸ THUẬT (REXCO)

Ủy ban nhân dân tỉnh Đăklăk nhận được công văn số 73/RC ngày 2/10/1993 của Công ty xuất nhập khẩu vật tư kỹ thuật (REXCO); Ủy ban Nhân dân tỉnh phúc đáp như sau:

Chúng tôi hoan nghênh thiện chí và sự hiện diện của quý Công ty SIPEFF (Bỉ) do Ông Bernard Speedaer làm đại diện tại tỉnh Đăklăk từ ngày 10/10 đến ngày 16/10/1993, để tìm hiểu khảo sát các khả năng và triển vọng hợp tác đầu tư trong lĩnh vực cà phê, cao su với một số doanh nghiệp của tỉnh Đăklăk. Mọi chi tốn xin đề nghị do phía bên tự đài thọ.

Nơi nhận:

- Như trên.
- Các sở, ngành có liên quan
- Công an tỉnh (Phòng QLXNC)
- Lưu VT, KTDN.



Y LY NIK KIM