



**ASIA-INVEST  
MARKET PLACE MONITORING**

# **MARKET AND DESK RESEARCH IN VIETNAM**

**WOOD SECTOR:**

**(TIMBER, FURNITURE, WOOD-WORKING MACHINERY)**

**MILAN, 7<sup>TH</sup> MARCH 2000**

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**Regione Lombardia**

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**IMPIVA**

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## **Introduction**

Under the patronage of the European Union, Cestec (Centro Lombardo per lo Sviluppo Tecnologico e Produttivo delle Piccole e Medie Imprese) of Milan is seeking to promote links between Italian and Spanish companies and Vietnamese companies in the specific field of wood industry.

As part of the initiative Worthington Group has been appointed as Vietnamese consultant to carry out a market study and compile information on the local market for wooden products and woodworking machinery and technologies.

The objectives of this project are to:

provide background information on environment and supply of raw materials for wood industry;

- provide information on production in Vietnam of wooden products;
- provide information on production in Vietnam of furniture;
- provide information on the market of wood working machinery in Vietnam;
- provide information on the Vietnamese companies;
- provide appropriate recommendations to Italian and Spanish companies willing to enter in business relations with local counterparts;

This report has been prepared by Worthington during the period November/December 1999 and is arranged as per the following sections:

- Overview of Thailand and economic indicators
- Forestry resources and timber production
- Analysis of the market of furniture in Vietnam
- Analysis of the market of woodworking machinery
- Business opportunities identified during the research on the field, through personal visits to Vietnamese companies
- Conclusions and recommendations

Annexed statistical figures on the import/export of wooden products and data on the customers duties in Vietnam.

## **Summary report**

### **1. The economy of Vietnam**

In 1998, GDP had a growth rate of 6%. The socio- economic stability was maintained. These were considerable achievements compared to several other economies in the region, with some of them having a negative growth rate.

Agriculture had a growth rate of 3% and food output reached 31 million tonnes. This is attributed to the farmers' efforts. However, irrigation expenditure for drought-stricken areas increased, and damages to industrial crops (coffee and pepper) were not fully evaluated.

Industry increased 11.5%, reflecting the big efforts of this sector in a more difficult situation of competition and consumption. Production of quite a number of products decreased due to their slow consumption (cement and steel) and harsh competition with exported goods (sanitary ceramicware). Particularly, the price of urea fertilizer, which is domestically produced, is much higher than the fertilizer of other countries in the region, so its production had to temporarily stop.

Products of State-owned businesses increased 8.7%, private businesses, 6.2% and foreign-invested businesses, 22%. These figures prove that if these businesses operate effectively and have good competitiveness they can find markets for their products even in the difficult situation caused by the regional economic crisis.

The impact of the regional crisis on the Vietnamese economy is mostly reflected in the decline in exports and foreign direct investment. Exports increased roughly 0.3% compared to 22% in the previous year. Production of many products, excluding rice and crude oil, declined sharply.

Foreign direct investment declined markedly. Implementation of licensed projects slowed down with some projects to build hotels and high-rise buildings postponed. Disbursement of foreign investment was estimated at USD 1,735 million, a decrease of 40% over the previous year. With investment of some big projects licensed in December, the total investment capital would have reached USD 4 billion. Of worry was the increasing number of postponed projects, which affects the foreign investment in coming years.

### **2. Forestry products**

The total area of Vietnam covered by forests is approx.  $\frac{3}{4}$  of the Country. In that area approx.  $m^3$  525 million of various species of woods are present, with an average of  $m^3$  58 per

hectare. In particular in the forests of the Country there are about 4 billion slanders and bamboo and a wide range of rare woods, such as: ebony, ironwood, petohore and other 1500 different species of woods. In the next pages, it is presented the catalogue of the more common species of the woods of Vietnam, organised by the Agricultural Ministry.

The forestry area of Vietnam yearly decrease about 100.000 hectares. In the last two decades, the area of forests of Vietnam deeply declined in consideration of the fires, the industrial utilisation of the resources, the consumption of woods by of the nomad population, the deforestation process for the creation of new cultivation areas and the growth of the urban areas.

The average annual demand of Vietnam of woods is  $m^3$  4 million, of which  $m^3$ 1,3/1,7 is satisfied by the internal production and  $m^3$ 2,2/2,5 million is satisfied by imports from the neighbouring Countries (Cambodia, Myanmar, Indonesia, etc.).

### **3. Furniture**

The Vietnamese furniture industry has not a particular tradition in the production of wooden furniture and components. The majority of the national production is directed to the internal market and is characterized by low quality standards and low prices.

The Government measure of 1987, that stopped the export of Vietnamise woods, determined a growth of the domestic production and the start up of investments in the sector. In particular, it is possible to mark the development of the industry of first transformation of woods that determine the Government measure of 1981 forbidding also the exports of sawmills. For this reason all the resources of the County was destined to the local furniture industry and a process of development of the technology. In particular, machinery and technology were imported from Japan, Korea and Taiwan, even if the average standards of the local furniture companies is still low.

### **4. Wood working machinery**

The fleet of wood working machinery of the Country is composed by products imported mainly from France, USA, China and Russia. In the last decades, machinery with low quality standards and with cheap prices were imported in Vietnam. In particular, in the '80s used machines from Taiwan were imported in consideration of the cheap costs.

The technology level of the imported machines grew in the first '90s, as a consequence of the need of producing better furniture for the international markets. For this reason the percentage

of used machines decreased also the more important exporter Countries became Japan, Korea, Germany and Italy.

The European products are considered of high quality and are very appreciated by the Vietnam operators, even if those machines are commercialised in the local markets by traders from Hong Kong and Singapore.

#### **5. The Vietnamese companies**

The staff of Worthington Group Ltd contacted 84 local companies, of which 38 met by Worthington.

The above mentioned 38 companies are located in Hanoi district; Da Nang, Quy Nhin and GiKhanh Hoa Provinces and in Hochimin and Dong Nai cities.



<b>List of company visit/contact during market research</b>		
<i>Company name</i>	<i>Contact person</i>	<i>Date of contact</i>
<b>1. Agricultural product processing &amp; export</b>	Mr. Trung Van Nhan Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>2. An Binh wood processing &amp; export</b>	Mr. Tran Van Ngan Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>3. Au Viet</b>	Mr. Duong Quang Tuy Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>4. Bach Khoa</b>	Mr. Tran Hoa Binh Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>5. Bavico</b>	Mr. Hoang Minh Trung Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>6. Binh thuan forest product</b>	Mr. Nguyen Van Phap Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>7. Danang forest products export</b>	Mr. Truong Ba Khuong Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>8. Dong A wood</b>	Mrs. Ng. Thi Kim Anh Deputy Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>9. Dong Nai export product processing</b>	Mr. Nguyen Hung Nam Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>10. Dong nai wood</b>	Mr. Pham Van Binh Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>11. Duc Thanh</b>	Mrs. Nguyen Hai Lieu Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>12. Hai Phong forest product export</b>	Mr. Vu Hung Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99

<b>13. Hanoi forest product export /import &amp; production</b>	Mr. Ha Xuan Hanh Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>14. Hanoi forest product trading</b>	Mr. Phan Anh Son Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>15. Hanoi My A</b>	Mr. Chu Xuan Kiem Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>16. Hanoi Special forest product export</b>	Mr. Nguyen Hong Thu Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>17. Hoa Binh</b>	Mr. Truong Dinh Hung Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>18. Hoa phat - Son Thuy</b>	Mr. Ta Tuan Quang Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>19. Import/Export &amp; international</b>	Mr. Le Van Dien Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>20. Kim Quy</b>	Mr. Nguyen Anh Dung Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>21. Lacphuoc Plywood</b>	Mr. Ho Quang Huy Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>22. Long Binh Export wood processing</b>	Mr. Phan Van Chinh Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>23. North-West forest product processing &amp; Trading</b>	Mr. Luu Van An Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>24. Phuong nam</b>	Mr. Dinh Giang Nam Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>25. Quang nam forest product export</b>	Mr. Nguyen Thang Canh Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>26. Quinhom forest product</b>	Mrs. Tran Thi Lan Director	1- 19/10/99-05/11/99

<b>export/import Branch</b>		2- 20/11/99-14/12/99
<b>27. Saigon forestry Machinery</b>	Mr. Thai Dong Tam Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>28. Saigon forestry machinery</b>	Mr. Thai Dong Tam Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>29. Shop A My CPN.</b>	Mr. Le Manh Hung Manager	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>30. Tamtu Home - office Furniture</b>	Mr. Tam Tu - Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>31. Tan Mai general wood processing</b>	Mr. Le Quy Hung Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>32. Tan Tien Duc</b>	Mr. Duong Tien Dung Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>33. Thanh Vinh</b>	Mr. Nguyen Tri Thanh Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>34. Viet Duc export wood processing</b>	Mr. Tran Van Hung director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>35. Vietnam Seatec</b>	Mr. Nguyen Van Lien Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>36. Vinh forest product processing &amp; trading</b>	Mr. Nguyen Hoai Nam Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>37. Wood based panel processing</b>	Mr. Le Tat Huan Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99
<b>38. Woodprodex</b>	Mr. Nguyen Ngoc Tam Director	1- 19/10/99-05/11/99 2- 20/11/99-14/12/99

*1/ Contact : By letter/phone/Fax/Meeting*

*2/ Contact : Meeting - Other information about company*

# **A - MARKET PLACE OVERVIEW**

## ***The economy of Vietnam***

### The present situation

The year of 1998 was the most challenging year for the Vietnamese economy since the renovation policy started. Vietnam had to face simultaneously, natural disasters (the storm No.5, a harsh drought in large areas in the mid-year and three storms striking the Central coast at the end of the year) and the deep and multi-faceted impacts of the regional economic crisis. But the biggest difficulties were the weak economy and the management system.

In 1998, GDP had a growth rate of 6%. The socio- economic stability was maintained. These were considerable achievements compared to several other economies in the region, with some of them having a negative growth rate.

Agriculture had a growth rate of 3% and food output reached 31 million tonnes. This is attributed to the farmers' efforts. However, irrigation expenditure for drought-stricken areas increased, and damages to industrial crops (coffee and pepper) were not fully evaluated.

Industry increased 11.5%, reflecting the big efforts of this sector in a more difficult situation of competition and consumption. Production of quite a number of products decreased due to their slow consumption (cement and steel) and harsh competition with exported goods (sanitary ceramicware). Particularly, the price of urea fertilizer, which is domestically produced, is much higher than the fertilizer of other countries in the region, so its production had to temporarily stop.

Products of State-owned businesses increased 8.7%, private businesses, 6.2% and foreign-invested businesses, 22%. These figures prove that if these businesses operate effectively and have good competitiveness they can find markets for their products even in the difficult situation caused by the regional economic crisis.

The service sector, including tourism, aviation, and post and telecommunications, has made big efforts to regulate the structure and decrease the cost, but it could not avoid a decline, obtaining a growth rate of just 6%. As this sector accounts for a high percentage of the national economic structure (42% of GDP), its decline made a considerable impact on the growth pace of the economy.

The impact of the regional crisis on the Vietnamese economy is mostly reflected in the decline in exports and foreign direct investment. Exports increased roughly 0.3% compared to

22% in the previous year. Production of many products, excluding rice and crude oil, declined sharply.

The reasons for this decline in exports are as follows:

- The number of traditional Asian markets which absorbed 60% of the total Vietnamese exports, decreased. Some big customers such as Japan and South Korea reduced importing Vietnamese garments, shoes and aquatic products.
- Supply exceeded demand on a global scale, causing a sharp drop in the prices of goods. Although the exports increased 34% over the previous year, foreign currency revenue decreased 18%. Particularly, the price of crude oil dropped sharply, causing a loss of USD 588 million in foreign currency. Other products such as garments and shoes were in the same situation.
- The competition with other countries in the region became tougher in terms of prices and requirements for the transfer of goods.

Vietnam has made big efforts in searching for new markets, increasing exports to EU and Australia, but these efforts could not compensate for the decline in the Asian markets. Its efforts to expand markets to Russia, the Middle East and South America have not yet brought the desired results.

Foreign direct investment declined markedly. Implementation of licensed projects slowed down with some projects to build hotels and high-rise buildings postponed. Disbursement of foreign investment was estimated at USD 1,735 million, a decrease of 40% over the previous year. With investment of some big projects licensed in December, the total investment capital would have reached USD 4 billion. Of worry was the increasing number of postponed projects, which affects the foreign investment in coming years.

The total social investment in 1998 increased 3% over the previous year. But it was less than the investment of 1997 if devaluation of the Vietnamese dong was counted.

All the above-mentioned achievements were the results of the timely and dynamic leadership of the Government and the great endeavours of the farmers and businesses.

The Vietnamese economy showed a sign of stagnance in 1996 (see the chart). It had an obvious decline in 1997 and a 25% decline in 1998. With the current population growth of 1.64%, the maintenance of a GDP growth rate of 6% will cause new problems for capital raising.

The decline in exports has worsened the trade deficit, especially the balance of payments, putting pressure on the exchange rate of the Vietnamese currency. The decline in foreign

investment has lessened the source of foreign currency, calling for suitable measures such as a limitation on imports and effective usage of the foreign currency for priority objectives.

The tough competition has shown the weakness of the Vietnamese economy and its management structure. Competitiveness and productivity are low; the costs of production and management are high with many of them being unreasonable. All these made more obstacles for the maintenance and expansion of the markets, including the domestic market.

Corruption and bureaucracy did not lessen. There were big cases of corruption which caused great losses and damage for many branches, but they were just a small part compared with many unknown cases. This situation required greater effort in the all-sided and synchronized renovation process, with administrative reform being a focus.

### The future trend

The regional economic crisis can be gradually overcome, but the growth in the region is still slow. Operations are under capacity. Supply exceeds demand on a world scale. All these create more difficulties to the Vietnamese economy. At present the danger of a worsening crisis has not yet been eliminated. If it happens, it will certainly have a negative impact on the Vietnamese economy. However, in several years, the crisis will be overcome and the countries in the region will become more competitive thanks to their implementation of big reforms. If the Vietnamese economy is not reformed, both on the macro and micro scales, it will become less competitive.

The macro economic reform must focus on reforming the banks, managing the foreign currency, paying the foreign and accumulated debts, creating a source of rapid circulating capital in the economy and providing the necessary capital for business activities.

Mobilizing the capital should be carried out right particularly when land is used ineffectively or over-exploited. Continuing the programmes to reform the State-owned enterprises, including the equitization programme, will certainly improve the effectiveness of this large and important sector.

Controlling monopolies and creating an equally competitive environment among enterprises are urgent demands.

The economic reforms as well as the economic policies can only bring results if they are implemented along with the administrative reforms.

Reducing the structure and staff of the State, reforming sharply the modes of operation and fighting strongly against corruption have become the most imperative requirements in the interest of social and economic progress.

### The main economic sectors

Agriculture is currently the dominant economic sector, accounting for nearly 30% of GDP and employing 70% of the work force. Agricultural growth has averaged about 4.25% per annum from 1991 to 1995 and is expected to continue at 4.5% in 1996, laying a solid base for growth in related industries, particularly in food processing.

The industrial sector employs about 12% of the country's work force and generates about 30% (including construction) of GDP. Over the past three years, the industrial sector has grown an average of 13.3% per annum. It is expected that the sector will continue to grow at 14% to 15% in 1996.

Light manufacturing, particularly in food processing, textiles and footwear, dominates the sector, although most factories are operating with old or obsolete equipment. The textile and garment industry presently accounts for around 16% of industrial output, but it is a key source of employment and one of the country's major exports. The yearly production of the industry is now 450 million running meters of woven fabric, 15,000 tons of knitting fabric and 100 million units of garments and other products. So far, 95 foreign invested projects valued at US\$ 978 million have been licensed. Total textile export earnings reached around US\$ 700 million in 1995, making it the second biggest export after crude oil. The textile industry is forecast to produce one billion running meters of fabric and to export between US\$ 2



## **Wood and wood products**

### **Vietnam forestry**

The total area of Vietnam covered by forests is approx.  $\frac{3}{4}$  of the Country (hc. 19 million of forests). In that area approx.  $m^3$  525 million of various species of woods are present, with an average of  $m^3$  58 per hectare. In particular in the forests of the Country there are about 4 billion slanders and bamboo and a wide range of rare woods, such as: ebony, ironwood, petohore and other 1500 different species of woods. In the next pages, it is presented the catalogue of the more common species of the woods of Vietnam, organised by the Agricultural Ministry.

The forestry area of Vietnam yearly decrease about 100.000 hectares. In the last two decades, the area of forests of Vietnam deeply declined in consideration of the fires, the industrial utilisation of the resources, the consumption of woods by of the nomad population, the deforestation process for the creation of new cultivation areas and the growth of the urban areas.

The average annual demand of Vietnam of woods is  $m^3$  4 million, of which  $m^3$  1,3/1,7 is satisfied by the internal production and  $m^3$  2,2/2,5 million is satisfied by imports from the neighbouring Countries (Cambodia, Myanmar, Indonesia, etc.).

In consideration of the above mentioned elements, in 1987 the Governement of Vietnam stopped the industrial utilisation and the exports of the species of woods of the Country indicated in the Section I and II of the Catalogue of the Agricultural Ministry.

### **First processing industry**

The Vietnam companies are found to having to face the problem of the limitations taxes from the Ministry of the Forests for the dimensions of the manufacturers ones in wood. The restriction has the objective to discourage the use of parts in wood of great dimensions, that they involve wastes of raw material. From these limitations however the companies are exempted that work import lumber.

Moreover the problem of the finishing offered from the Vietnam industries of the piece of furniture has involved from part of the foreign customers the demand to supply crude furniture, to end in the destination market.

Semi-processed material of good quality for the industry of the piece of furniture and inner furnishings comes produced to Hoa Cam in the province of Quang Nam-Da Nang, with export of one small part of the production in the same province, to Hoa Phat comes produced typical furniture in varnish for the export.

The majority of the Vietnam companies operating in the sector of first processing of woods are located nearby the main forests of the Country: Dak Lak, Buon Me Thuot, Qui Nhon, Quang Nam-Da Nang.

Due to the restrictive policy of the local Government about the utilisation of the Vietnam forestry resources, the companies of the sector direct their production only on the internal market.

The sector is substantially labour intensive, in consideration of the one of the cheapest workforce of Asia and of the lack of infrastructures (railroads, power energy, etc.).

Following the main products of the Vietnam woods first processing industry:

- Sawmills. The sawmills production was boosted by the Government policy, adverse to the exports of the logs locally produced. As a consequence of this measure, all the local woods begun to be processed by Vietnam companies. The industry is particular concentrated in the Hanoi Region.
  
- Pulp for paper production. The production is concentrated in the Central area of the Country. The Vietnam production of pulp is based on the processing of slanders and bamboo, even if the 35% of the raw materials is imported. The used materials more for the production of the paper:
  - Slander
  - Cameldulensis
  - Maglietia glauca
  - Styrahtonkinesis
  - Pinus khasia
  
- Veneer. The local production of veneer is direct only to the internal market. The standard of the Vietnam production is low, in consideration of the obsolete technology used in the industry. The main Vietnam companies producing veneer are located in the Quang Nam-Da Nang province.

- Chipboard. The chipboard production in Vietnam is not\_relevant. All the production is concentrated in Viet Tri city with a production capacity of approx. 8.000 tons per year.
- Plywood. The internal production of plywood is not sufficient for the Vietnam demand. The main companies are located in the Quang Nam Da Nang Province.
- Lamellar woods. The Vietnam production of lamellar woods is directed to the internal market, due to the low quality standards. The activity is concentrated in the Provinces of Quang Tri and Quang Nam Da Nang.
- Parquet. The internal production of parquet boosted after the prohibition of exports of rare woods. The main woods processed in this sector are rosewood, apitong and keruing. The technology is mainly from Taiwan where the products are also exported.
- Building products. The sector suffered of the stop in the utilisation of rare woods, as imposed by the Governemnet in 1987. Despite the gropwth of the building sector, with construction of residential, industrial and civil buildings, the internal offers is not adequate to the demand.
- Shipbuilding industry. The sector is well developed in the Quang Nam Da Nang Province, with a production capacity of 7.500 m3 per year.













## ***Furniture***

The Vietnamese furniture industry has not a particular tradition in the production of wooden furniture and components. The majority of the national production is directed to the internal market and is characterized by low quality standards and low prices.

The Government measure of 1987, that stopped the export of Vietnamese woods, determined a growth of the domestic production and the start up of investments in the sector. In particular, it is possible to mark the development of the industry of first transformation of woods that determine the Government measure of 1981 forbidding also the exports of sawmills. For this reason all the resources of the Country was destined to the local furniture industry and a process of development of the technology. In particular, machinery and technology were imported from Japan, Korea and Taiwan, even if the average standards of the local furniture companies is still low.

In the North of the Country, the wooden based industry is concentrated in the regions of Hanoi, Hai Phong, Viet Tri, Nghe An, Ha Tinh where the furniture industry is substantially handicraft.

In the Central Regions, the furniture and wood based industry is more developed than in the North, thanks to the resources from the Tay Nguyen mountains. In particular in the Binh Dinh province the manufacturing of rattan furniture is well developed.

In the Southern Country, the local industry of furniture is at the same level of the Central Regions even if the materials used in the manufacturing process are imported woods from Cambodia and Myanmar.

The main products of the Vietnam furniture companies are the following:

- Knock down furniture
- Office furniture
- House furniture
- Traditional styled handicraft furniture

The local furniture industry is influenced by the Government measures that impose the dimension of the products, in order to avoid the use of the Vietnam forestry resources. For exemple, the chairs must be produced with dimension not higher than 600x600x35 mm. The local furniture industry is particular lacking in the finishing processes. For this reason, the international importers are more interested in Vietnam products not completely finished and requiring further completion operations.

On the whole the quality standard of the local production is low and the technology used is obsolete or there is a substantial lack of machinery for a wide range of productions (ex.: machinery for the production of frames).

### ***Handicraft production***

Many Vietnam companies have been oriented towards the production of articles in wood to bottom use of raw material and high I use of labor, therefore to obviate on one side to the serious problems of raw material supplying and to maximize from the other side the advantages of the low cost of the labor.

The handicraft of the wood has a long tradition in Vietnam and often catches up artistic levels above all to the North where some artists have caught up levels of international notoriety. Good development many specific which have had some fields the industry of the matches and that one of the chopsticks and the toothpicks (for which the Vietnam was a traditional exporting country since years ' 60.

### ***Wood Working machinery***

The fleet of wood working machinery of the Country is composed by products imported mainly from France, USA, China and Russia. In the last decades, machinery with low quality standards and with cheap prices were imported in Vietnam. In particular, in the '80s used machines from Taiwan were imported in consideration of the cheap costs.

The technology level of the imported machines grew in the first '90s, as a consequence of the need of producing better furniture for the international markets. For this reason the percentage of used machines decreased also the more important exporter Countries became Japan, Korea, Germany and Italy.

The European products are considered of high quality and are very appreciated by the Vietnam operators, even if those machines are commercialised in the local markets by traders from Hong Kong and Singapore.

The Italian products are well known in Vietnam. However the growth of the Italian export is not rapid as a consequence of the following problems:

- Not frequent mission of the Italian companies in Vietnam;
- Lack in the post sales services;
- Financial problems of the local importers;
- Competition of Asian producers.

The companies that operate in the first working of the wood have strongly pulse of the consequences of the politics adopted from the Vietnam authorities, stiff to the priority objective to refrain the forest exploitation.

Many provisions have been emanated in dates between of drawn near they, with contained between of contrasting they often, with progressive reduction to supplying of crude lumber for the manufacturing industries, while they came to together introduced strategies of general character, finalized instead to the development of the industry of the working of the wood. In is achieved a course to sob of the activity of the Vietnam industries of the first working of the wood, a lot of has preferred to continue to operate with old obsolete systems rather than to invest in new machinery.

Many industries of the first working of the wood, that they are located in areas not served from the national network of distribution of the electric power with consequent problems of operation of the machinery of great dimensions and with elevated electric power absorption

the greater part of the companies of the field manually operates the cut and the leaf-stripping of the lumber, benefitted in that lowest cost of the labor not find in the forest areas; the training of the log comes handicraft carried out of rule using saws to tape constructed in native place. The lack of a local production of manufacturers of the first working of the wood instead had negatively conditioned the development of the industry of the piece of furniture and other asset of the second working of the wood

The wood sawmills Vietnam traditionally were equipped with machinery of Soviet production or other countries of the European east, supplied in base to agreements of countertrade  
Production Sawmills

## ***Import-Export***

### Forestry products

For the imports of manufacturer crude lumber and the re-export of it is necessary to emphasize that it is difficult to find the raw material because the lumber is scarce in Vietnam and therefore the price of import of the lumber turns out elevated very, above all where the imports come carried out irregularly and for modest amounts.

The main problems that the Vietnam industry of the field has not succeeded to resolve are the adequate leaf-stripping and shearing of the log and the insufficient availability of equipment for drying; such last operation comes of rule carried out to the air opened, with heavy consequences above all on the product manufactured during the season of rains and however in the many months of high humidity.

### Furniture

The manufacturing activity of the piece of furniture has been characteristic from the presence of foreign capital that has concentrated the own investments in manufacturers productions to executed using in prevalence coming from lumber of import from Cambodia Laos Thailand Malaysia Taiwan

For export the verification one analogous situation to found how much for the field of the piece of furniture: the low quality of the finishing of the wood offered from the Vietnam companies has forced the foreign importers to demand that the manufacturers ones come supplied crude, postpone to execute the finishing and paint job in the destination market.

A discreet development has had the article productions sportswomen (above all for the cricket) toys, articles for the school and articles for the furnishing, in part destined also to the export markets. The lack of reliable surveys statistics of the exports to national level renders difficult to clearly introduce a picture of the course of the exports of products of the field wood in the last years.

Esteem of the operating ones of the field give for sure an improvement of the export Vietnam of products of first and second the workings. In the field of the production of machines for the wood it operates, in monopolistic position seeds, the industrial group FORNACH, one corporation directly employee from the Ministry of the Forests.

The Veneer production, Chipboard panels, Plywood carries out various activities in several the fields of the industry of the wood, included the production, export, repair and maintenance of the machines for the working of the wood.

<b>Main exporter Countries of wood products - 1999</b>	
<i>Country</i>	<i>Amount (USD)</i>
Malaysia	11.795.217
Thailand	10.929.372
Laos	9.964.776
Taiwan	8.039.084
Indonesia	5.723.403
Cambodia	5.616.578
Japan	3.548.259
Singapore	2.162.240
Hongkong	1.211.217
Germany	1.105.145
Sweden	1.077.572
New Zealand	1.049.357
Finland	1.007.254
France	972.984
China	884.681
USA	852.389
South Korea	791.888
Austria	609.364
Australia	587.041
Netherland	282.670
Italy	270.297
Canada	249.007
Chile	165.711
Czech	87.594

Mozambique	62.928
Slovakia	57.615
U.K	52.786
Myanma	34.462
Belgium	34.373
Russia	21.213
Switzeland	20.802
Brazil	20.640
Danmark	16.295
Poland	14.843
India	13.925
Slovenia	12.804
Spain	7.582
<i>Source : Hanoi Custom Center - Nov. 1999</i>	



<b>Import of forestry machine in 10 months of 1999</b>	
<i>Country</i>	<i>Amount (USD)</i>
Cambodia	7.579
Taiwan	1.996249
Germany	100.169
Korea	50.560
Hongkong	10
Italy	9.470
USA	5.070
New zealand	4.202
Japan	299810
France	15.000
Singapore	270
China	536.857
Total	3.025.246
<i>Source : Hanoi Custom Center - Nov. 1999</i>	

<b>Vietnam import of wood products from Italy and Spain - 1998</b>					
<i>Country</i>	<i>Port of delivery</i>	<i>Product</i>	<i>Unit</i>	<i>Quantity</i>	<i>Value (USD)</i>
<b>Italy</b>	Gia lam Airport	Spare part for airplane	package	28	86.377
	Hanoi custom I	Decoratoin tools	set	16	5.350
	HCM custom III	Pepper mill	pcs	1	5
	HCM custom I	Machine for production of chairs	package	1	3.447
	Tan son nhat Airport	Hot mould for pipe	set	1	1.555
	Phuoc long port	Wood layer plate	m2	2.192	13.811
	Phuoc long port	Spare part for glue production	pcs	1	3.500
	HCM custom I	Chair	pcs	150	3.721
	Tan son nhat Airport	Pepper mill	pcs	6	171
	Tan son nhat Airport	Pepper mill	pcs	6	171
Song be custom	Show cabinet	sset	7	13.867	
<b>Total</b>					<b>131.975</b>
<b>Spain</b>	HCM custom III	Table rim	pcs.	100	1.649
	Phuoc long port	Chair	pcs.	4	430
	HCM custom I	Wood split plate	m	1.565	13.097
	HCM custom I	Band stand	plate	8	40
	HCM custom I	Show stand	pcs	12	120
	HCM custom I	Wood split plate	kg	12.000	18.193

<b>Total</b>	<b>33.529</b>
<i>Source : Hanoi Custom Center - Nov. 1999</i>	

<b>Vietnam import of wood products from Italy and Spain - 1999</b>					
<i>Country</i>	<i>Port of delivery</i>	<i>Product</i>	<i>Unit</i>	<i>Quantity</i>	<i>Value (USD)</i>
<b>Italy</b>	Gia lam Airport	Spare part for airplane	package	1	1.377
	HCM custom I	Cupboard for chocolate	set	3	20.100
	Phuoc long port	Woodshaving plate with plastic coating	pcs	5.200	108.261
	Phuoc long port	Packing box	pcs	2	222
	HCM custom I	Chair	pcs	268	5.317
	HCM custom I	Drawing table	package	1	30
	HCM custom I	Wood split plate	m2	67	7.079
	Linh trung processing	Wood split plate	m2	4.475	21.514
	Chua ve port - Hai phong	Wood box	pcs	2	5
	Dong nai custom	Beech wood	m3	98	88.510
	Song be custom	Rubbertree shaving plate	m3	38	7.831
	ICD port - Bien hoa	Materials for wood production	m3	50	10.051

<b>Total</b>					<b>270.297</b>
<b>Spain</b>		Cupboard for kitchen	package	230	3.832
	HCM custom II	Enamel	ton	5	3.188
	Khanh hoa custom	Catch for chair	pcs	1.400	490
	Khanh hoa custom	Saple of cane chair	pcs	4	72
<b>Total</b>					<b>7.582</b>
<i>Source : Hanoi Custom Center - Nov. 1999</i>					

# **B - FIELD RESEARCH**

## Introduction

### 1. High quality interior furniture of 4 - 5 star Hotels

- Classic modern high quality interior furniture of 4 - 5 star Hotels is mainly imported from Korea, Japan, Singapore, Malaysia, France ect ...
- In 3 - 4 coming years, 4 - 5 star Hotels are predicted to develop slowly with a tendency that existing hotels have not used yet their capacity. Therefore the market for high - quality interior furniture to equip this kind of hotels has not grown rapidly.

### 2. Interior furniture of school (table, chair desk board)

- Having not national standard yet, with size as required by Ministry of education and training.
- There are 2 educational equipment Companies No 1,2 in Vietnam (Hanoi and Hochiminh Cities) they are specialized in producing and supplying for schools nationwide in order.
  1. The materials for producing them are natural wood, based panels, MDF, metal tubes, with size as required.
  2. The quality of these products are often medium and low.
  3. Machines equipped for manufacturing workshop are not ordinary integrated.
  4. Vietnam has not imported yet school interior furniture because of lack of money and has not been able to invest in new technology also for lack of fund.
- There were companies in Hanoi and Hochiminh cities to invest processing line from Taiwan (Hoa Phat Co. in Ho Chi Minh City) manufactured interior furniture of school using metal in combination with wood, plastic. Products with high quality are being sold in Vietnam market.
- This is a relatively big, stable market, which is heading for consuming high quality products in near future, needing to invest.

3. Imported wood working machine and processing line from Italy during the past 3 years.

There are several companies imported wood working machines and processing line from Italy:

- Kim Quy Co
- Licola Co. Co
- Lac Phuoc Co

Others purchase retail machines from Italy in Vietnam market.

4. Situation of production and consumption of wooden pallets and industrial packagings and fruit/ or chards wooden boxed

- There is not any Company who specializes in producing this kind of product, it just combines the production of this product with others made of wood in a disintegrate equipment - a manual combination.
- The possibility for consuming good is low (most turns to making carton boxes).

#### **5. Strollers made of inox for airports**

There has not been any Company to specialize in producing this kind of product. All of the strollers used now in airport were imported (Noi Bai airport used from Korea). (source : from companies).

#### **6. Companies selected for manufacturing, trading classic wooden furniture items include**

##### **1. HANOI MYA ENTERPRISE**

Add. 2 Doi Can Str, Ba Dinh Dist, Hanoi City

##### **2. DUC THANG FINE ARTS WOODEN ARTICLES EXPORT ENTERPRISE**

Add Dong Ky, Dong Quan, Tu Son, Bac Ninh

Branch : Room 3, C7 Center of Exhibition, Giang Vo, Hanoi City

##### **3. MYHA ART & DECORATION**

Add. Workshop : Phu Xuyen town, Ha Tay province

Shop : 7E Doan Tran Nghiep, Hanoi City

##### **4. NGOC LINH ART**

Add. 381 Giai Phong, Hanoi City

##### **5. PHAM VAN VU ART**

Add. 9 Lang Ha, Dong Da dist, Hanoi City

##### **6. HANOI FOREST PRODUCTS TRADING CO**

Add 67 Ngo Thi Nham str, Hai Ba Trung dist hanoi City

##### **7. BINH DUONG FORESTRY PRODUCTS & GENERAL IMPORT CORP (GINIMEX).**

Add. Huynh Van Nghe rod, Phu Hoa precinct, Thu Dau Mot town, Binh Duong province.

##### **8. WOODPRODEX ENTERPRISE**

Add 194 Nguyen Cong Tru Str (flor 5) district 1, Ho Chi Minh City

# Reports

## 1. Shop A My –Cpn

<b>Address:</b>	162A Ton Duc Thang Str. , Hanoi Tel: 84-4-7320820 Fax 84-4-7320430
<b>Contact person:</b>	Mr Le Manh Hung
<b>Size of the company:</b>	<ul style="list-style-type: none"> <li>➤ Small</li> <li>➤ Turnover: 1.5 billion VND</li> <li>➤ Employees: 6</li> </ul>
<b>Activities:</b>	<ul style="list-style-type: none"> <li>➤ Trading classic, modern wood furniture</li> <li>➤ Market:             <ul style="list-style-type: none"> <li>• Import: 80% (Taiwan, Singapore, germany)</li> <li>• Local: 20%</li> </ul> </li> </ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"> <li>➤ Classic furniture</li> <li>➤ Modern furniture</li> </ul>
<b>Requirement:</b>	<ul style="list-style-type: none"> <li>➤ Interesting in becoming sales agency for the following companies engaged in the production of classic furniture:             <ul style="list-style-type: none"> <li>• Fanco Monzio Compagnoni</li> <li>• Antonio Americh</li> </ul> </li> <li>➤ Interesting in becoming sales agency for the following companies engaged in the production of modern furniture:             <ul style="list-style-type: none"> <li>• Busnelli</li> <li>• Gruppo Artigiano</li> </ul> </li> </ul>



## **2. Tam Tu Home- Office Interior Furniture Centre**

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<b>Address:</b>	181 Tay Son Str. , Hanoi Tel.: 84-4-851-5336 Fax.: 84-4-8452648
<b>Contact person:</b>	Mr Tam Tu – Director
<b>Size of the company</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 2 million USD</li><li>➤ Employees: 20</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Trading classic, modern wood furniture (home , office)</li><li>➤ Importing: sofa, bed drawer, armchair, able, chair, cabinet</li><li>➤ Market:<ul style="list-style-type: none"><li>• Import: 80% (Taiwan, Singapore, Germany)</li><li>• Local: 20%</li></ul></li></ul>
<b>Remarks:</b>	<p>The company is one of the most important show room for interior furniture located in Hanoi.</p> <p>The furniture offered by the company is mainly produced in Vietnam and in other Asian Countries, in consideration of the cheaper prices of that production.</p> <p>The company may offer both home furniture both office furniture.</p>

**Requirement:**

- Imports: 80% from Italy, Spain
- Export: wood furniture to Italy, Spain
- Interesting in becoming sales agency for the following companies engaged in the production of classic furniture:
  - Dekora srl
  - Franco Monzio Compagnoni
  - Vidal
- Interesting in becoming sales agency for the following companies engaged in the production of modern furniture:
  - Busnelli
  - Erba
  - Mab spa
  - Jose Serret Bonet

### 3. Hanoi My A Enterprise

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<b>Address:</b>	216 Doi Can Str. , Hanoi Tel.: 84-4-8233953 Fax.: 84-4-8438499
<b>Rep.: Office in France</b>	90 rue La Marck 75018 Paris- France Tel.: -1-42559072 Fax.. -1-42559806
<b>Contact person:</b>	Mr. Chu Xuan Kiem – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 8 billion VND</li><li>➤ Employees: 200</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/Direct import –export:<ul style="list-style-type: none"><li>• wood caved and Lai furnitures</li><li>• interior decorating</li><li>• bamboo, rattam articles</li><li>• hand embroidery articles</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• Export: 30% (France, Australia, China...including classic furniture, Bamboo-rattan articles, hand embroidery articles)</li><li>• Local: 70%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Classic furniture</li><li>➤ Modern furniture</li><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>

**Requirement:**

- Trading
- Import: wood working machine from Italy, material wood and accessories from Italy, Spain
- Cooperate and make join-venture with foreign companies for intensive investment and extension
- Interesting in becoming sales agency for the following companies engaged in the production of classic furniture:
  - Dekora srl
  - Franco Monzio Compagnoni srl
  - Vidal
- Interesting in becoming sales agency for the following companies engaged in the production of classic furniture:
  - Giner
  - Vidal
- Interested to export to Italy and Spain

#### **4. Hanoi Forest product Trading Co.**

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<b>Address:</b>	67 Ngo Thoi Nham Str. , Hanoi Tel.. 84-4-9781353 Fax.. 84-4-8254916
<b>Contact person:</b>	Mr. Phan Anh Son – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium-Big</li><li>➤ Turnover: 50 billion VND</li><li>➤ Employees: 150</li></ul>
<b>Activities:</b>	Manufacturing of High quality wood
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Classic furniture</li><li>➤ Modern furniture</li><li>➤ Wood and wood products</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Business cooperation/joint-venture with foreign companies in manufacturin g high quality classic, modern wood furniture</li><li>➤ Export: high quality classic, modern wood furniture, outdoor furniture and wood-rattan furniture</li><li>➤ Sales agent for North Vietnam for<ul style="list-style-type: none"><li>• Dekora srl</li><li>• Gruppo Artigiano</li></ul></li><li>➤ Sales agent for North Vietnam for:<ul style="list-style-type: none"><li>• Busnelli</li><li>• Erba</li><li>• Vidal</li></ul></li><li>➤ Export to Italy and to Spain</li></ul>

### **5. Hanoi Special Forest Product Export Co.**

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<b>Address:</b>	6 Ngoc Khanh Str., Hanoi Tel: 84-4-7321356 Fax.. 84-4-8646174
<b>Contact person:</b>	Mr. Nguyen Hong Thu – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 60 billion VND</li><li>➤ Employees: 100</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing:<ul style="list-style-type: none"><li>• Modern wood furniture</li><li>• Floor board (semi-products, finished products)</li><li>• Interior decoration</li></ul></li><li>➤ Exporting<ul style="list-style-type: none"><li>• Wood, wood semi-products, wood products</li><li>• Product following samples supplied by customers</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• Export: 40% (to China, Taiwan...)</li><li>• Local: 60%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Classic furniture</li><li>➤ Modern furniture</li><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Business cooperation/joint-venture</li><li>➤ Export: semi-products and wood products</li><li>➤ Agent for Italian and Spain Companies</li><li>➤ Export To Italy and Spain</li><li>➤ Interesting in pressing machines made in Italy</li></ul>

## 6. Kim Quy Co. Ltd

<b>Address</b>	86-88 Nguyen Luong Bang Str., Hanoi Tel/Fax.:84-4-5112886
<b>Contact person</b>	Mr Nguyen Anh Dung
<b>Size of the company</b>	<ul style="list-style-type: none"><li>➤ Small</li><li>➤ Employees: 50</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing (with Italian processing line):<ul style="list-style-type: none"><li>• Modern wood product, household utensils, products, household utensils, products for office, door and kitchen</li></ul></li><li>➤ Importing/Exporting.: wood semi-products, wood products</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export: 30% (to China, Taiwan)</li><li>• Local: 70%</li></ul></li></ul>
<b>Remarks:</b>	<p>The company manufactures wood products to supply civil and engineering construction. Materials of those products consist of tropical woods of Vietnam forest (parashorea, Iron wood, etc.).</p> <p>Products are processed in an advanced engineering production line made in Italy with the highest standard of technology.</p> <p>The company is able to process and manufacture complying with samples and size indicated by customers.</p>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Modern furniture</li><li>➤ Wood and wood products</li></ul>

**Requirement:**

- Trading: modern wood products
- Business cooperation
- Agent for Italian and Spanish companies in modern wood furniture.
- Export to Italy and Spain



## **7. Wood based panels processing Co. (LICOLA)**

**Address:**

Km 11, Van Dien Town, Thanh Tri dist., Hanoi

Tel.: 84-4-8615292

Fax: 84-4-8613480

[Rongvang@hn.vnn.vn](mailto:Rongvang@hn.vnn.vn)

**Contact person:**

1. Mr. Le Tat Huan –Director

2. Mr. Dang Huu Tiep – Head of Planning/Technical Department

**Size of the company:**

➤ Big State – owned Enterprise

➤ Turnover: 35 billions VND

➤ Employees: 700

**Activities:**

➤ Manufacturing:

- Wood based panels

- Floor board (processing line imported from Fimax Verona, Italy)

- Classic, modern wood furniture of Nation and Northern European

➤ Market:

- Export: 10% (floor board)

- Local: 90%

**Remarks:**

The main products of the company are wood based panels. The wood panels produced by the company may be directed to the production of office and home furniture and for internal decoration. Licola is equipped with Franch, German and Italian machinery. It is also equipped by Asian machinery imported from Taiwan, Japan, Korea.

The company design and create model for construction of big scale and participate for National and International bids.

**Sectors of interest:**

- Modern furniture
- Wood and wood products
- Wood working machinery

**Requirement:**

- Seeking market for export: classic wood furniture, floorboard, wood semi-products and finished products
- Import: woodworking machines
- Interested to import automatic pressing line for plywood of Cremona
- Export to Spain and Italy
- Business cooperation
- Sales agent for Italian Companies

**8- Hanoi forest product to export-import and production corp. (NAFORIMEX).**

<b>Address:</b>	19 Ba Trieu Str. Hanoi Tel.. 84-4-8261254 Fax.: 84-4-8259264
<b>Contact person:</b>	Mr Ha Xuan Hanh- Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium/small</li><li>➤ Turnover: 40 bilions VND</li><li>➤ Export value: 3 million USD</li><li>➤ Import value: 2 milion USD</li><li>➤ Employees: 92</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing:<ul style="list-style-type: none"><li>• Classic wood furniture</li><li>• Classic, modern wood furniture from special wood according to customer design</li><li>• Art wood products</li><li>• Floor board, outdoor furniture</li></ul></li><li>➤ Import<ul style="list-style-type: none"><li>• Wood materials</li><li>• Part for wood processing line</li></ul></li><li>➤ Export:<ul style="list-style-type: none"><li>• Furniture for interior decoration</li><li>• All wood products</li></ul></li><li>➤ Market<ul style="list-style-type: none"><li>• Export: 60% (to France, Denmark..)</li><li>• Local: 40%</li></ul></li></ul>

**Sectors of interest:**

- Classic furniture
- Modern furniture
- Wood and wood products

**Requirement:**

- Business cooperation: High quality wood furniture
- Seeking market for export: classic wood furniture, floorboard, outdoor furniture
- Trading wood products and materials
- Sales agency for:
  - Gruppo Artigiano
  - Vidal
- Export to Italy and Spain

### **9. Dong A Wood Co.**

<b>Address</b>	296 Nghi Tam str., Hanoi Tel.: 84-4-8294713                      Fax.: 84-4-8294712
<b>Contact person</b>	Mrs. Nguyen Thi Kim Anh – Deputy Director
<b>Size of the company</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 7 billion VND</li><li>➤ Employees: 135</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing:<ul style="list-style-type: none"><li>• Modern wood furniture (office, home, hotel with wood working machine imported from Germany and Taiwan)</li></ul></li><li>➤ Import: material for wood production</li><li>➤ Market: Local market 100%</li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Modern furniture</li><li>➤ Wood and wood products</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Business cooperation</li><li>➤ Seeking market for export: modern wood furniture, outdoor furniture</li><li>➤ Sale agency in North Vietnam for<ul style="list-style-type: none"><li>• Busnelli</li><li>• Giovanni Erba</li></ul></li></ul>

### **10. North-West forest product processing & trading Co.**

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<b>Address:</b>	Yet Kieu precinct, Ha Dong town, Ha Tay province Tel.: 84-34-824281 Fax.: 84-34-825334
<b>Contact person:</b>	Mr. Luu Van An- Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Small</li><li>➤ Turnover: 2 billions VND</li><li>➤ Employees: 72</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/Trading :<ul style="list-style-type: none"><li>• Modern wood furniture (high quality)</li><li>• Floor board from natural wood</li><li>• Wood and sawn wood or chipped lengthwise of natural forest</li></ul></li><li>➤ Market: 100% local</li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Modern furniture</li><li>➤ Wood and wood products</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Trading modern wood furniture</li><li>➤ Sale agency for Italian and Spanish companies</li><li>➤ Export to Italy and Spain</li></ul>

### **11. Import-Export & International Cooperation Center**

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<b>Address:</b>	108 Ngoc Khanh Str. Hanoi Tel.. 84-4-8318604                      Fax: 84-4-8318604
<b>Contact person:</b>	Mr le Van Dien MBA –Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 12 billions VND</li><li>➤ Employees: 14</li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Modern furniture</li><li>➤ Wood and wood products</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing school furniture/educational equipments</li><li>➤ Market: 100% local</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ To Be distributor/sales agent for Federico Giner company</li><li>➤ Trading school furniture, wood furniture</li><li>➤ Business cooperation for school furniture</li><li>➤ Export to Italy and Spain</li></ul>

## **12. Quy nhon forest product processing enterprise**

<b>Address:</b>	Lam Son Road, Quy Nhon city, Binh Dinh province Tel.: 84-4-56841095 Fax.: 84-4-56841382
<b>Contact person:</b>	Mr Le Tien Cho – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover:/Export value: 1.5 million USD</li><li>➤ Employees. 260</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing:<ul style="list-style-type: none"><li>• modern wood furniture</li></ul></li><li>➤ Import:<ul style="list-style-type: none"><li>• wood, wood products</li></ul></li><li>➤ Export:<ul style="list-style-type: none"><li>• modern wood furniture, wood, wooden semi-products, finished products</li></ul></li><li>➤ Market<ul style="list-style-type: none"><li>• Export: 100% (to France, Denmark, Netherlands, Germany..)</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export of wood products (outdoor furniture)</li></ul>



### **13. Quy Nhon forest product ex-import branch**

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<b>Address:</b>	5-7 Dong Da Str., Quy Nhon city, Bnh Dinh province Tel.: 84-56-822468 Fax.: 84-56-821445
<b>Contact person:</b>	Mrs Tran Thi Lan – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Small</li><li>➤ Turnover: 8 billions VND</li><li>➤ Export value: USD 500.000</li><li>➤ Employees: 30</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing:<ul style="list-style-type: none"><li>• modern wood furniture</li></ul></li><li>➤ Export/Import:<ul style="list-style-type: none"><li>• wood wooden semi-products, finished products</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• Export. 90% (to france, Denmark, UK, Belgium, Netherlands)</li><li>• Local: 10%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Modern furniture</li><li>➤ Wood and wood products</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export of wood products (outdoor furniture)</li><li>➤ Business cooperation/joint venture</li><li>➤ Trading wood, wood products</li><li>➤ Sales agent for:<ul style="list-style-type: none"><li>• Busnelli</li><li>• Vidal</li></ul></li></ul>

#### **14. Da nang Forest product export Co.**

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<b>Address:</b>	Hoa Tho, Hoa dist., Da nang city Tel.. 84-511-780123                      Fax.. 84-511-670338
<b>Contact person:</b>	Mr. Truong Ba Khuong – Director
<b>Size of the company:</b>	➤ Medium Turnover: 15 billions VND ➤ Employees: 300
<b>Activities:</b>	➤ Trading. Outdoor wood furniture ➤ Import <ul style="list-style-type: none"><li>• Wood materials</li><li>• Timber</li></ul> ➤ Export: outdoor wood furniture (tables, chairs...) ➤ Market: <ul style="list-style-type: none"><li>• Export: 95% (to Denmark, Netherlands, France,...)</li><li>• Local: 5%</li></ul>
<b>Sectors of interest:</b>	➤ Wood and wood products
<b>Requirement:</b>	➤ Business cooperation for export ➤ Business cooperation/join venture in production for export: ➤ Export to Italy and Spain

### **15. Saigon forestry machinery factory.**

<b>Address:</b>	549-551 Nguyen Tri Phuong Str., Dist. 10 Hochiminh city Tel.. 84-8-8655603 Fax.: 84-8-8658038
<b>Contact person:</b>	Mr. Thai Dong Tam- Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 8 billion VND</li><li>➤ Employees: 140</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/Trading:<ul style="list-style-type: none"><li>• Double and sawing machine;</li><li>• Double – Three – four side plancers.</li><li>• Horizontal multi- spindle boring machine;</li><li>• multi spindle drilling machine;</li><li>• Horizontal multi spindle boring machine;</li><li>• double surface plancer, three side plancer;</li><li>• four sprindle single end teriorner;</li><li>• Saw shaper machine,</li><li>• Hollow chisel mortiser</li><li>• Wood processing line</li><li>• Wood furniture, interior decoration</li></ul></li><li>➤ Market: 100% local</li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Modern furniture</li><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>

**Requirement:**

- Business cooperation in wood processing machine manufacturing techniques
- Business cooperation/joint venture for export
- Trading wood products
- To Be sales agent
- Sales agency for italian Co
- Export to Italy and Spain
- Interesting in becoming sales agency for the following companies engaged in the production of wood working machinery:
  - Cremona
  - Ormamacchine

### **16. Long Binh wood processing and export enterprise**

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<b>Address:</b>	Bien Hoa 1 Industrial zone, Dong nai province Tel.: 84-61-832772                      Fax.. 84-61-831276
<b>Contact person:</b>	Mr. Pham Van Chinh – Director
<b>Size of the company:</b>	Medium
<b>Activities:</b>	➤ Manufacturing <ul style="list-style-type: none"><li>• wood panels from rubber wood</li><li>• wood furniture from rubber wood</li></ul>
<b>Sectors of interest:</b>	➤ Wood and wood products
<b>Requirement:</b>	➤ Seeking market for export ➤ Import: Buy-back machines

### **17 . Binh Wood Processing and Export Enterprise**

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<b>Address:</b>	Bien Hoa 1 Industrial zone, Dong Nai province Tel.: 84-61836157 Fax.. 84-61836089
<b>Contact person:</b>	Mr. Tran Van Ngan – Director
<b>Size of the company:</b>	Medium
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing<ul style="list-style-type: none"><li>• Wood panels from rubber wood, coniferous</li><li>• Modern wood furniture from rubber wood</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export</li><li>➤ Interested to import automatic patching trimming line from Ormamacchine</li><li>➤ Import: buy-back machines</li></ul>

### **18. Dong Nai Wood Factory (VINAPLYCO).**

<b>Address:</b>	Bien Hoa Industrial zone, Dong Nai province Tel.. 84-61-836145                      Fax.: 84-61-836025
<b>Contact person:</b>	Mr. Phan Van Binh – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 30 billion VND</li><li>➤ Employees: 150</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading<ul style="list-style-type: none"><li>• Modern wood furniture from rubber wood (tables, chairs, cabinets...)</li><li>• Other interior decoration</li></ul></li><li>➤ Export/Import<ul style="list-style-type: none"><li>• Wood, wood semi-products, finished products</li><li>• Plywood</li><li>• Other wood products</li></ul></li><li>➤ Market<ul style="list-style-type: none"><li>• Export USD 800.000 (to Taiwan, Korea, USA)</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Business cooperation JV</li><li>➤ Seeking market for export</li></ul>

### **19. Tan mai General wood processing Company**

<b>Address:</b>	Thong Nhat Precinct, Bien Hoa city, Dong Nai province Tel.: 84-61-823730/822273/822257 Fax.: 84-61.823731
<b>Contact person:</b>	Mr Le Quy Hong – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Big-medium</li><li>➤ Turnover: 3 million USD</li><li>➤ Employees: 800</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/Trading.<ul style="list-style-type: none"><li>• Modern wood furniture (natural wood, plywood)</li><li>• Plywood</li></ul></li><li>➤ Export/Import:<ul style="list-style-type: none"><li>• Import: wood materials</li><li>• Export finished wood, plywood products</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• Export: 80% (to Taiwan, Hong Kong)</li><li>• Local: 20%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Import: sawn wood</li><li>➤ Seeking market for export of finished products</li></ul>



## 20. Viet Duc Wood Processing Company (KHAVIWOOD)

<b>Address:</b>	Dien Lac vill., Dien Khanh dist., Khanh Hoa province Tel: 84.58.850318/850762 Fax: 84.58.852118
<b>Contact person:</b>	Mr. Tran Van Hung – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 1 million USD</li><li>➤ Employees: 150</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Local market: wood furniture, block granite (white)</li><li>• Overseas: outdoor furniture</li></ul></li><li>➤ Export: outdoor furniture</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export: 80% (Taiwan and Hong Kong)</li><li>• Local: 20%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export of granite and outdoor furniture</li><li>➤ Business cooperation/joint venture in the sector of wood extraction and in the first manufacturing of wood</li><li>➤ Interted to import wood working machines from Cremona and Simimpianti, with the buy back method.</li></ul>

## 21. Viet Nam Seatec Company

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<b>Address:</b>	93 Nguyen Cong Tru Str., dist. 1, Ho Chi Min City Tel: 84.8.8217190 Fax:84.58.8295554
<b>Contact person:</b>	Mr. Nguyen Van Liem – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 1 million USD</li><li>➤ Employees: 150</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Classic, modern wood furniture</li><li>• Outdoor furniture</li></ul></li><li>➤ Export: wood furniture, outdoor furniture (semi products and finished products)</li><li>➤ Import: wood from New Zeland</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export: 100%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Classic furniture</li><li>➤ Modern furniture</li><li>➤ Wood and wood products</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export and overseas distributors</li><li>➤ Business cooperation/joint venture in the sector of production of furniture</li><li>➤ Agency for Italian and Spanish companies engaged in the production of classic and modern furniture</li></ul>

## 22. Hai Phong Forest Product Company

<b>Address:</b>	40 Tran Phu Str. Hai Phong City Tel: 84.31.846307 Fax:84.31.859734
<b>Contact person:</b>	Mr. Vu Hung – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 6 billion VND</li><li>➤ Employees: 100</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/processing:<ul style="list-style-type: none"><li>• Sawn wood for construction</li><li>• Wood furniture</li></ul></li><li>➤ Trading: timber, wood and other forest products</li><li>➤ Export: wood furniture, outdoor furniture (semi products and finished products)</li><li>➤ Import: wood from Laos</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export: only before 1990 (to East Countries)</li><li>• Local: actual 100%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export sawn wood for construction and wood furniture. Interested in contacts with The Italian and Spanish importers.</li><li>➤ Business cooperation/joint venture</li><li>➤ Interested to evaluate to buy wood working equipment for peeled veneer from Cremona</li></ul>

### 23. Quang Nam Forest Products Export Company

<b>Address:</b>	Vill. 5, Cam Ha Commune, Hoi An Town, Quang Nam province Tel: 84.51. 0862466/862467                      Fax: 84.51.0861074
<b>Contact person:</b>	Mr. Nguyen Thang Canh – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Big/medium</li><li>➤ Turnover/export value: 3.5 million USD</li><li>➤ Employees: 800</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/processing:<ul style="list-style-type: none"><li>• Classic, modern wood/bamboo furniture</li><li>• Interior, outdoor furniture</li><li>• Floor, board (wood, bamboo)</li></ul></li><li>➤ Export: wood furniture, outdoor and interior furniture (semi products and finished products)</li><li>➤ Import: wood and timber</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export:100%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Classic furniture</li><li>➤ Modern furniture</li><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export and new product manufacturing</li><li>➤ Business cooperation and joint venture</li><li>➤ Import: wood working machines and equipment related to its own furniture production. In particular interested to the technology of Cremona and Simimpianti. Need financial support</li><li>➤ Agencies for Italian and Spanish producers of furniture</li></ul>

## 24. *Phuong Nam Company*

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<b>Address:</b>	235C Nguyen Van Cu Str., dist. 1, Hochimin City Tel: 84.8.8323291/8330364                      Fax: 84.8.8330364
<b>Contact person:</b>	Mr. Dinh Giang Nam – Deputy Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Big/medium</li><li>➤ Turnover: 40 billion VND</li><li>➤ Employees: 300</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/processing:<ul style="list-style-type: none"><li>• Classic, modern home wood furniture (tables, chairs, cabinets, doors, stairs, etc.,)</li><li>• High quality wodden frame</li></ul></li><li>➤ Export: wood furniture (table and chairs to France), wooden frame (Taiwan, Japan, France)</li><li>➤ Import: wood working machines from Japan and Taiwan</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export:30%</li><li>• Local: 70%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export</li></ul>

## 25. Vinh Forest Product processing & Trading Company

<b>Address:</b>	Ben Thuy Precinct, Vinh City, Nghe An Province Tel: 84.38.856055 Fax: 84.38.856054
<b>Contact person:</b>	Mr. Nguyen Hoai Nam – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 7 million VND</li><li>➤ Employees: 200</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/Trading:<ul style="list-style-type: none"><li>• Rubber wood semi products (processing line capacity: 400 m<sup>3</sup>/month)</li><li>• Manufacturing of wooden products following samples supplied by customers</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• Local:100%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export of rubber wood products</li><li>➤ Business cooperation</li><li>➤ Joint venture for the production of furniture in the local market or for the production of semi finished wooden products</li><li>➤ Need to upgrade production line. Interested in the technology of Cremona</li></ul>

## 26. Tan Tien Duc Company Ltd

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<b>Address:</b>	124 Dinh Cong Str., Thanh Xuan dist., Hanoi Tel: 84.4.8643556 Fax: 84.4.8643556
<b>Contact person:</b>	Mr. Duong Tien Dung – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Small</li><li>➤ Turnover: 5 billion VND</li><li>➤ Employees: 25</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Home-office furniture from melanine particles board, MDF</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• Local:100%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Business cooperation with the companies interested to import semi-finished wooden products</li><li>➤ Buy machines and equipment for its own production</li><li>➤ Interested to be agent for:<ul style="list-style-type: none"><li>• Elmag</li><li>• Cremona</li><li>• Alberti</li></ul></li><li>➤ Export to Italy and Spain semi finished wooden products</li></ul>

## **27. Dong Nai Export Product Processing Company**

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<b>Address:</b>	Bien Hoa 1 Industrial Zone, Bien Hoa, Dong Nai Province Tel: 84.61.836697/836787                      Fax: 84.61.836696
<b>Contact person:</b>	Mr. Nguyen Hung Nam – Director
<b>Size of the company:</b>	➤ Big/medium ➤ Turnover: 2 million USD ➤ Employees: 500
<b>Activities:</b>	➤ Manufacturing/trading/exporting: <ul style="list-style-type: none"><li>• Outdoor furniture</li><li>• Interior furniture</li><li>• Wood components for furniture</li></ul> ➤ Market: <ul style="list-style-type: none"><li>• Export:100% (to Germany, Netherlands, Belgium, Denmark, Korea, Japan, Hong Kong, Thailand)</li></ul>
<b>Sectors of interest:</b>	➤ Modern and classic furniture ➤ Wood working machinery
<b>Requirement:</b>	➤ Seeking market for export of its outdoor and interior furniture



## 28. Hoa Phat Son Thuy Co. Ltd

<b>Address:</b>	241 Giai Phong Road Hanoi City Tel: 84.4.896080 Fax: 84.4.8695808
<b>Contact person:</b>	Mr. Ta Tuan Quang – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Big/medium</li><li>➤ Turnover: 50 billion VND</li><li>➤ Employees: 600</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Wood furniture (office, home)</li><li>• Wood, metal, porous plastic combined furniture (processing line imported from taiwan)</li></ul></li><li>➤ Import: materials wood, MFC, MDF, OKAL</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export:10% (Singapore, Central East Countries)</li><li>• Local: 90%</li></ul></li></ul>
<b>Remarks:</b>	The company is specialised in the production of wood and metal furniture. In particular the company developed a wide range of chairs for office and for home manufactured both with wood both with metals.. The company has also developed a medium high quality production of office wood furniture (tables, cabinets, etc.).
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>

**Requirement:**

- Import:
  - Wood materials and equipment
  - Wood working machines and equipment
- Seeking market for export : home, office, wood metal plastic combined furniture
- Interested in Simimpianti machines

## 29. Wood Export Production Factory

<b>Address:</b>	5 <sup>th</sup> Floor, 194 Nguyen Cong Tru Str., dist. 1, Hochimin City Tel: 84.8.8222934/8223122 Fax: 84.8.8222335
<b>Contact person:</b>	Mr. Nguyen Ngoc Tam – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 6 billion VND</li><li>➤ Employees: 180</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Classic, modern wood furniture</li><li>• Outdoor furniture</li><li>• Metal and plastic home furniture</li></ul></li><li>➤ Export: classic wood furniture, outdoor furniture</li><li>➤ Import: machinery and equipment from taiwan and France</li><li>➤ Market: Export:100% (to Northers European Countries, Korea)</li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Interested in import machines and technology from Italy. In particular, interested in machines of Orma. Requested soft loans for the import operations</li><li>➤ Business cooperation and joint venture for the production of wood furniture</li><li>➤ Interested in the development of the contacts with the Italian and Spanish companies for being their sales agent, distributor</li><li>➤ Seeking market for export of Home/hotel/office/outdoor furniture and import of wood furniture, wood working equipment (buy back) and accessories.</li></ul>

### 30. Lac Phuoc Plywood Company

<b>Address:</b>	19 Truong Dinh Str., distr. 3, Hochimin City Tel: 84.8.8299247 Fax: 84.8.8298810
<b>Contact person:</b>	Mr. Ho Quang Hung – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Big/medium</li><li>➤ Turnover: 30 billion VND</li><li>➤ Employees: 500</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Plywood</li><li>• Interior decoration</li><li>• Office/home furniture</li></ul></li><li>➤ Export: plywood</li><li>➤ Import: plywood (MDF, MPC, PB)</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export:5-10% (to Asian Countries)</li><li>• Local: 90-95%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Interested in import equipment, technology and machines. It is possible to consider the opportunities of business relations as agent for both Italian and Spanish companies.</li><li>➤ In particular, interested in import automatic pressing line for plywood. Need financial support.</li><li>➤ Joint venture for the production of plywood and furniture</li><li>➤ Interested in the development of the contacts with the Italian and Spanish companies for being their sales agent, distributor</li><li>➤ Seeking market for export plywood</li></ul>

### 31. Wood Export Production Factory

<b>Address:</b>	30 Yesin Str., Phan Thiet City, Binh Thuan Province Tel: 84.62.821151 Fax: 84.62.824104
<b>Contact person:</b>	Mr. Nguyen Van Phap – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 25 billion VND</li><li>➤ Employees: 200</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Preliminary processing: various categories of timber, wood</li><li>• High quality and normal wood products: tables, chairs, cabinets, beds, doors, etc.</li></ul></li><li>➤ Export: outdoor tables and chairs, doors and other wood products</li><li>➤ Import: wood working equipment</li><li>➤ Market:<ul style="list-style-type: none"><li>• Local:100%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Interested in buying plywood, MDF processing line from European Countries, from Italy and Italian supplier loans and buy back.</li><li>➤ Business cooperation, joint venture for the production of wood furniture</li><li>➤ Interested in the development of the contacts with the Italian and Spanish companies for being their sales agent and/or distributor</li><li>➤ Seeking market for export of furniture</li></ul>

### 32. Bavico Ltd

<b>Address:</b>	97/A Ly Tu Trong Str. dist. 1, Hochimin City Tel: 84.8.8243046 Fax: 84.8.8223582
<b>Contact person:</b>	Mr. Hoang Minh Trung – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 30 billion VND</li><li>➤ Employees: 170</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading/exporting:<ul style="list-style-type: none"><li>• Classic, modern wood furniture</li><li>• Wood working machines and equipment</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• Export:10% (USD 200.000)</li><li>• Local: 90%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Interested in evaluate all the trading opportunities offered by the Spanish and Italian companies</li><li>➤ In particular, interested in the development of the contacts for being their sales agent, distributor for the following companies:<ul style="list-style-type: none"><li>• Fresma</li><li>• Antonio Almerich</li><li>• Vidal</li></ul></li><li>➤ Seeking market for export of timber and products of the first manufacturing of wood</li></ul>

### 33. Duc Thanh Wood Processing Co., Ltd

<b>Address:</b>	3/58 Hai Sau Thang Ba Str., Go Vap dist., Hochimin City Tel: 84.8.8941839 Fax: 84.8.8941576
<b>Contact person:</b>	Mrs. Le hai Lieu – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover/export value: 4 million USD</li><li>➤ Employees: 400</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading/exporting:<ul style="list-style-type: none"><li>• Laminated and finger joined planks at all sizes</li><li>• Household utensils, products for kitchen and office, interior decoration furniture</li><li>• Products following samples supplied by customers</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• Export: 95% (to Asian Countries: Japan, Korea, Taiwan, Hong Kong; Australia; New Zeland; Argentina, Canada; European Countries: Russia, UK, France, Germany, Spain Italy, Denmark)</li><li>• Local 5% (HCM City, Hanoi, Da Nang)</li></ul></li></ul>
<b>Remarks</b>	<p>The company was established on 1991 specialised in the production of household products from rubber wood for local and international markets. With the use of modern chains of production the products of the company are continually upgraded in quality with variety of models and patterns.</p> <p>The company has a good and well rooted market network in Vietnam and in the other Asian Countries.</p>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood working machinery</li></ul>

**Requirement:**

- Seeking suppliers for frame processing lines
- Seeking market for export of all its range of products



### 34. Bach Khoa Construction-Trading Company Ltd

<b>Address:</b>	299 Tran Binh Trong Str., w. 4, dist. 5, Hochimin City Tel: 84.8.8355479/8300077 Fax: 84.8.8353149
<b>Contact person:</b>	Mr. Tran Hoa Binh – Deputy Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover:</li><li>➤ Employees: 180</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Wood based board, particles panel, MDF</li><li>• Exploiting and processing plywood, MDF, etc.</li><li>• Importing wood working machines, equipment accessories, plywood and MDF</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• local:100%</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Import and being agent and/or distributor of MDF processing machines</li><li>➤ Import MDF, plywood production technique</li><li>➤ Evaluate to upgrade woodworking machines. Interested for MDF processing line from Simimpianti and Cremona.</li><li>➤ Need financial support, in the case of business collaboration</li><li>➤ Intersted to export local products (timber, semi finished products) in Italy and Spain</li></ul>

### 35. Hoa Binh Company Ltd

<b>Address:</b>	37 Tay Son Str., Quang Trung, Quy Nhon City, Binh Dinh Province Tel: 84.56.646098/847121/8215331 Fax: 84.56.646004
<b>Contact person:</b>	Mr. Truon Dinh Hung – Deputy Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover/export value: 60 billion VND</li><li>➤ Employees: 450</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Home wood furniture: tables, chairs, cabinets, beds, doors, etc.</li><li>• Outdoor tables and chairs</li></ul></li><li>➤ Export: wood semi-products and finished products (various kind of doors and boards; interior decoration boards; home furniture; outdoor furniture)</li><li>➤ Import: wood</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export:100% (EU Countries; Asian Countries)</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Wood and wood products</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Buying wood products manufacturing equipment. Interested to evaluate to buy Simimpianti wood working machines</li><li>➤ Business cooperation/joint venture</li><li>➤ Proposals for develop commercial relation and become sales agent for Italian companies producing machinery.</li><li>➤ Seeking market for export/trading of home wood furniture and outdoor furniture.</li></ul>

### 36. Au Viet Company Ltd

<b>Address:</b>	136A To Hien Thanh Str., w. 14 dist 10, Hochimin City Tel: 84.8.86355005 Fax: 84.8.8635504
<b>Contact person:</b>	Mr. Duong Quang Tuy – Deputy Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium/small</li><li>➤ Turnover: USD 900.000</li><li>➤ Employees: 75</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/trading:<ul style="list-style-type: none"><li>• Home wood furniture (tables, chairs, cabinets, bed, desks, etc.)</li></ul></li><li>➤ Export: sofa, tables, cabinets, etc.</li><li>➤ Import: wood working machines</li><li>➤ Market:<ul style="list-style-type: none"><li>• Export: 35% (USA)</li><li>• Local: 65%</li></ul></li></ul>
<b>Remarks:</b>	The company commercialise office and home furniture imported mainly from Italy and USA. The company avails itself of a wide showroom located in Hochimin City
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Classic furniture</li><li>➤ Modern furniture</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking suppliers for interior furniture, wood products</li><li>➤ Seeking market for export of sofa</li><li>➤ Sales agency for Erba</li></ul>

### 37. Thanh Vinh Furniture

<b>Address:</b>	106 Nguyen Thi Minh Khai Str. Dist. 3, Hochiminh city Tel.: 84-8-8230569 Fax.: 84-8-8296134
<b>Contact person:</b>	Mr. Nguyen Tri Thanh – Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 12 billion VND</li><li>➤ Employees: 110</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/Trading:<ul style="list-style-type: none"><li>• home, office, hotel, modern wood, furniture,</li><li>• machines, wood materials imported from Germany</li></ul></li><li>➤ Import:<ul style="list-style-type: none"><li>• wood working machines,</li><li>• wood materials</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• 100% local</li></ul></li></ul>
<b>Remarks</b>	<p>The company has specialised its range of products in kitchen and office furniture. In particular the company is able to offer all the furniture, home appliances (brown) and equipment for the kitchen.</p> <p>The office furniture offered by the company is mainly manufactured with wood.</p>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Classic furniture</li><li>➤ Modern furniture</li><li>➤ Wood working machinery</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export (home, office, hotel wood</li></ul>

furniture)

- Seeking suppliers for machines, equipment and materials
- Interested to evaluate to buy machinery of the following Italian companies
  - Corali
  - Elmag wood working machines
- Seeking suppliers for wood processing line with italian supplier loan

### **38. Agricultural product processing and Export Co.**

<b>Address :</b>	86 Tan Da Str. Dist. 5 Hochiminh city Tel.. 84-8-8551327 Fax.: 84-8-8550328
<b>Contact person:</b>	Mr. Truong Van Nhan –Director
<b>Size of the company:</b>	<ul style="list-style-type: none"><li>➤ Medium</li><li>➤ Turnover: 2.2 million USD</li><li>➤ Employees: 900</li></ul>
<b>Activities:</b>	<ul style="list-style-type: none"><li>➤ Manufacturing/Trading/Exporting:<ul style="list-style-type: none"><li>• Home,</li><li>• office wood furniture,</li><li>• outdoor furniture,</li><li>• kitchen utensils</li></ul></li><li>➤ Market:<ul style="list-style-type: none"><li>• 100% export (to Spain, France, Finland, Japan....)</li></ul></li></ul>
<b>Sectors of interest:</b>	<ul style="list-style-type: none"><li>➤ Modern furniture</li></ul>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>➤ Seeking market for export (home, office, outdoor wood furniture kitchen utensils)</li></ul>

# **C – FINAL RESULTS**

## Conclusions

On the basis of the figures, the information and the data collected and on the direct contacts with the local operators, the main features of the Vietnamese wood based industry are the following:

### 1. Forestry products.

In the last two decades, the area of forests of Vietnam deeply declined in consideration of the fires, the industrial utilisation of the resources, the consumption of woods by of the nomad population, the deforestation process for the creation of new cultivation areas and the growth of the urban areas.

The average annual demand of Vietnam of woods is  $m^3$  4 million, of which  $m^3$  1,3/1,7 is satisfied by the internal production and  $m^3$  2,2/2,5 million is satisfied by imports from the neighbouring Countries (Cambodia, Myanmar, Indonesia, etc.).

In consideration of the above mentioned elements, in 1987 the Government of Vietnam stopped the industrial utilisation and the exports of a wide range of species of woods.

At the moment, the Vietnamese market of wood and timber does not offer opportunities for the companies importers of wood and timber and it is not predictable relevant changes in the next years.

### 2. Furniture.

The Vietnamese furniture industry has not a particular tradition in the production of wooden furniture and components. The majority of the national production is directed to the internal market and is characterized by low quality standards and low prices. The Government measure of 1987, that stopped the export of Vietnamese woods, determined a growth of the domestic production and the start up of investments in the sector.

The local furniture industry is also influenced by the Government measures that impose the dimension of the products, in order to avoid the use of the Vietnam forestry resources. On the whole the quality standard of the local production is low and the technology used is obsolete or there is a substantial lack of machinery for a wide range of productions.

At the moment the import of furniture in Vietnam are low, mainly in consideration of the following points:

- The last influences of the Asian financial crisis



- The lack of financial resources that characterised the Vietnam economy.

At the moment, the majority of the imported furniture in Vietnam is represented by low quality products from Asian Countries. The Malaysian market for high quality Italian and Spanish furniture has still small dimension and it is not possible to forecast a rapid recovery in the short terms.

### 3. Wood working machinery.

The fleet of wood working machinery of the Country is composed by products imported mainly from France, USA, China and Russia. In the last decades, machinery with low quality standards and with cheap prices were imported in Vietnam.

The technology level of the imported machines grew in the first '90s, as a consequence of the need of producing better furniture for the international markets. For this reason the percentage of used machines decreased also the more important exporter Countries became Japan, Korea, Germany and Italy.

On the whole, there is a dire need to improve the level of technology of the local wood based industry. However, the Vietnamese imports of wood working machinery decreased from USD 5.9 in 1997 to USD 3,1 million in 1999 (approx. -48%), as a consequence of the Asian financial crisis. In consideration of the needs of the local industry of updated technology and of the recovery in 1999 of the main Asian economies, including Vietnam, it is forecast a growth of the demand of wood working machinery for year 2000 and beyond, even if the volume of the import remains still lower than the other Asean Countries.

## **Follow up recommendations**

### ***1. Export of classic and modern furniture from Italy/Spain***

Vietnamese companies highly appreciated the quality of the furniture in wood from Italy and Spain. Most of the furniture available in Vietnam come from Malaysia Hong Kong Indonesia and other Asean countries. Just few brand from Europe and USA are available in Vietnam because supplied via Hong Kong and Singapore. The reason why is because of the price of European furniture cannot for the time being meet the requirement of Vietnamese market. Moreover the high import tariff disincentivate the Vietnamese trading companies to make any marketing effort. However from the beginning of 1999, the decree 94/1998-na-cp the Vietnamese authority in order to agevolate the commercial trade reduced the import duties . Now smoothly is growing a new class of Vietnamese spender interested in such kind of furniture and available to pay for a good quality price ratio. Of course both Vietnamese parties new consumer and traders as well have to be educated towards these furniture design and supported for the commercial and financial aspects.

### ***2. Export of semi-finished and finished products from Vietnam.***

The Vietnamese companies are quite interested and motivated to export their products but they need financial , marketing and commercial support. Most of the export refer to medium and low quality of goods destinate mainly to Asean countries. They need to upgrade their production system but they are lack of capital. In general Vietnamese people are hard workers , they are easy to learn and skill-full.

### ***3. Import of woodworking machinery from Italy and Spain.***

Vietnamese companies strongly welcome Italian and Spanish supplier of woodworking machinery. This represent an imperative need in order to grow and match the standard requirement of western co. Several Vietnamese companies wish strongly to follow up the contacts with the western supplier and are quite interested to evaluate to buy such new technology. However they need financial support for their buying intention as they are lack of capital. This means for the suppliers to evaluate delay payment via export credit, international soft loan, cooperation in terms of joint venture or business cooperation contract.

#### **4. Marketing activity recommendation**

- To organize a seminar in order to introduce the woodworking machinery to a select number of vietnamese customers. This event will allow to both parties to better match their commercial targets , technical needs as well financial aspects.
- To open representative office/show room, nowadays easy procedures and cheap. This is for Italian and Spanish companies interested both to sell furniture as well technology. The office should be managed by a foreign expert supported by a local staff. The activity must include marketing, financial technical aspects as well, very important, after sales service.
- To set up 100% foreign k. Co. Or joint venture in order to produce locally to penetrate the Vietnamese market and export.
- To select local agent coadiuvated by an area manager or competent representative in Vietnam.
- To be flessible for the commercial and financial aspects.
- Buy back operation are strongly required by vietnamese and represent a good way to start up a business cooperation even in form of jv.
- To be extremely detailed in business contracts.

### **3. FOLLOW UP PROPOSALS**

#### **3.1 Export of classic and modern furniture**

Most of the imported furniture available in Vietnam come from Malaysia Hong Kong Indonesia and other Asean countries. Only few brand from Europe and USA are available in Vietnam and they are supplied by traders from Hong Kong and Singapore. At the moment, the Vietnamese market presents the following points of weakness:

- the price of European furniture cannot for the time being meet the requirement of Vietnamese market even if it is growing a new class of Vietnamese spenders interested in such kind of furniture and available to pay for a good quality price ratio.

- the high import tariff disincentivate the Vietnamese trading companies to make any marketing effort. However from the beginning of 1999, the decree 94/1998-na-cp the Vietnamese authority in order to support the commercial trade reduced the import duties .

In order to enter and develop the opportunities of Vietnamese market of furniture it is possible to consider the following points:

- Both Vietnamese parties new consumer and traders as well have to be educated towards these furniture design and supported for the commercial and financial aspects
- To open representative office/show room, nowadays easy procedures and cheap. The office should be managed by foreign experts/managers supported by a local staff. The activity must include marketing, financial technical aspects as well, very important, after sales service.
- To set up 100% foreign capital company or joint venture in order to produce locally to penetrate the Vietnamese market and export.
- To select local agent coadiuvated by an area manager or competent representative in Vietnam.
- To be flexible for the commercial and financial aspects.
- Buy back operation are strongly required by Vietnamese and represent a good way to start up a business co-operation even in form of JV;
- Participate to the main sector exhibition organised in Vietnam as well as in the other Asean Countries;
- To be extremely detailed in business contracts.

### ***3.2 Export of semi-finished and finished products from Vietnam.***

The Vietnamese companies are quite interested and motivated to export their products but they need financial, marketing and commercial support. Most of the export refer to medium and low quality of goods destinate mainly to Asean countries. They need to upgrade their production system but they are lack of capital. In general Vietnamese people are hard workers , they are easy to learn and skill-full. In order to take the opportunities of Vietnamese market of wood products it is possible to consider the following points:

- Support the local companies with the adequate technology, know how and design in order to obtain products with quality at an acceptable level;
- To set up 100% foreign capital company or joint venture in order to produce locally and obatin all the advantages of the Vietnamese labour market;

- Operate directly in the local market with a Vietnamese office and/or a foreign expert;
- To be extremely detailed in business contracts.

### ***3.3 Import of woodworking machinery from Italy and Spain.***

In Vietnamese wood industry there is a dire need to improve the level of technology of the local wood based industry. However, the Vietnamese imports of wood working machinery decreased from USD 5.9 in 1997 to USD 3,1 million in 1999 (approx. -48%), as a consequence of the Asian financial crisis.

The fleet of wood working machinery of the Country is composed by products imported mainly from France, USA, China and Russia. In the last decades, machinery with low quality standards and with cheap prices were imported in Vietnam.

The technology level of the imported machines grew in the first '90s, as a consequence of the need of producing better furniture for the international markets. For this reason the percentage of used machines decreased also the more important exporter Countries became Japan, Korea, Germany and Italy.

Vietnamese companies strongly welcome European suppliers of woodworking machinery. This represent an imperative need in order to grow and match the standard requirement of western company. Several Vietnamese companies wish strongly to follow up the contacts with the western suppliers and are quite interested to evaluate to buy such new technology.

In general for the European companies interested in Vietnamese market, it is possible to follow some basic points:

- To consider the financial problem of the local companies. The Vietnamese companies need financial support for their buying intention as they are lack of capital. This means for the suppliers to evaluate delay payment via export credit, international soft loan, cooperation in terms of joint venture or business cooperation contract.
- To organize a seminar in order to introduce the woodworking machinery to a select number of vietnamese customers. This event will allow to both parties to better match their commercial targets, technical needs as well financial aspects.
- To open representative offices managed by foreign personnel supported by a local staff. The activity must include marketing, financial technical aspects as well, very important, after sales service. In fact, the technical assistance has to be considered essential.

- To set up 100% foreign capital company or joint venture in order to produce locally to penetrate the Vietnamese market and export.
- To select local agent coadiuvated by an area manager or competent representative in Vietnam.
- Buy back operation are strongly required by vietnamese and represent a good way to start up a business cooperation even in form of jv;
- Participate to the main sector exhibition organised in Vietnam as well as in the other Asean Countries;
- To be extremely detailed in business contracts, even if in Vietnam the copy of technology and design is not to be considered a problem.

# **D - ANNEXES**

## Annex 1: Statistical Figures

<b>Main exporter Countries of wood products - 1997</b>	
<i>Country</i>	<i>Amount (USD)</i>
India	143.766
U.K	56.929
Saudi Arabia	605
Poland	19.939
Belgium	409.837
Brazil	38.631
Cambodia	14.562.263
Canada	92.461
Taiwan	9.426.971
Germany	702.833
Holand	62.974
South Korea	1.534.031
Hongkong	2.092.202
Hungary	30.865
Indonesia	5.984.819
Italy	249.115
Laos	4.420.723
Malaysia	10.547.237
Myanma	685.773
USA	440.972
Nordway	245.419
South Africa	14.223
New Zealand	533.649
Russia	64.682
Japan	2.693.560
Oman	24.255



Australia	498.153
Finland	133.886
France	695.189
Philipines	186.491
Czech	2.424
Singapore	12.942.791
Spain	622
Thailand	3.268.823
Sweden	152.895
China	364.327
<i>Source : Hanoi Custom Center - Nov. 1999</i>	

<b>Main exporter Countries of wood products - 1998</b>	
<i>Country</i>	<i>Amount (USD)</i>
India	56.007
U.K	219.262
Austria	145.632
Belgium	109.972
Brazil	279.129
Cambodia	18.526.836
Canada	385.820
Chile	19.036
Taiwan	12.727.835
Danmark	4.240
Germany	606.326
Netherland	172.271
South Korea	3.651.409
Hongkong	2.870.186
Hungary	82.110
Cyprus	3
Indonesia	4.734.777

Italy	131.975
Laos	9.153.587
Macao	73.313
Malaysia	18.088.729
Mexico	67.290
Myanma	528.149
USA	1.434.217
South Africa	52.124
New Zealand	734.614
Russia	559.999
Japan	4.211.278
Australia	445.678
Finland	146.585
France	777.134
Philipines	160.412
Czech	83.355
Singapore	11.673.633
Slovakia	99.416
Spain	33.529
Thailand	7.810.917
Turkey	4.715
Sweden	670.462
Switzerland	17.816
China	779.066
Ukraine	404
<i>Source : Hanoi Custom Center - Nov. 1999</i>	

<b>Main exporter Countries of wood products - 1999</b>	
<i>Country</i>	<i>Amount (USD)</i>
India	13.925
U.K	52.786

Austria	609.364
Poland	14.843
Belgium	34.373
Brazil	20.640
Cambodia	5.616.578
Canada	249.007
Chile	165.711
Taiwan	8.039.084
Danmark	16.295
Germany	1.105.145
Netherland	282.670
South Korea	791.888
Hongkong	1.211.217
Indonesia	5.723.403
Italy	270.297
Laos	9.964.776
Malaysia	11.795.217
Myanma	34.462
Mozambique	62.928
USA	852.389
New Zealand	1.049.357
Russia	21.213
Japan	3.548.259
Australia	587.041
Finland	1.007.254
France	972.984
Czech	87.594
Singapore	2.162.240
Slovakia	57.615
Slovenia	12.804
Spain	7.582
Thailand	10.929.372

Sweden	1.077.572
Switzerland	20.802
China	884.681
<i>Source : Hanoi Custom Center - Nov. 1999</i>	

<b>Vietnam import of wood products from Italy and Spain - 1997</b>					
<i>Country</i>	<i>Port of delivery</i>	<i>Product</i>	<i>Unit</i>	<b>Quantity</b>	<i>Value (USD)</i>
<b>Italy</b>	Khanh hoi port	Steel tableleg	set	100	3.740
	Tan cang port	Wood palle	pcs.	2	49
	HCM custom III	Plate from sugar cane	plate	205.532	7.131
	HCM custom III	Dregs from sugar cane	plate	205.532	1.028
	HCM custom III	steam dryer	package	49	2.837
	HCM custom III	Foundation box	pcs.	1	227
	Tan cang port	Slide band	set	1.500	2.200
	Tan son nhat Airport	Slide band	set	1.500	2.200
	Phuoc long port	Automatic stand for eyesexamination	set	3	6.417
	Tan cang port	Bed	set	1	600
	HCM custom I	Beech wood	m3	24.747	26.773
	HCM custom I	Cupboard for kitchen	package	107	9.498
	HCM custom I	Wood palle	m3	103.002	139.052
	Tan cang port	Slide band	set	11.750	13.496
	Hai phong custom		pcs.	29	18.465
	Hai phong custom	Finishing plate for decoration	stem	436	8.022
	Hai phong custom	Finishing plate for decoration	stem	210	3.780
Hai phong custom		pcs.	12	3.600	
<b>Total</b>					<b>249.115</b>
<b>Spain</b>	Tan cang port	Kitchen table	pcs.	1	532

	Tan cang port	Show stand	pcs.	1	50
	Tan cang port	Show stand for sample of brick	pcs.	2	40
<b>Total</b>					<b>622</b>
<i>Source : Hanoi Custom Center - Nov. 1999</i>					

<b>Vietnam import of wood products from Italy and Spain - 1998</b>					
<i>Country</i>	<i>Port of delivery</i>	<i>Product</i>	<i>Unit</i>	<i>Quantity</i>	<i>Value (USD)</i>
Italy	Gia lam Airport	Spare part for airplane	package	28	86.377
	Hanoi custom I	Decoratoin tools	set	16	5.350
	HCM custom III	Pepper mill	pcs	1	5
	HCM custom I	Machine for production of chairs	package	1	3.447
	Tan son nhat Airport	Hot mould for pipe	set	1	1.555
	Phuoc long port	Wood layer plate	m2	2.192	13.811
	Phuoc long port	Spare part for glue production	pcs	1	3.500
	HCM custom I	Chair	pcs	150	3.721
	Tan son nhat Airport	Pepper mill	pcs	6	171
	Tan son nhat Airport	Pepper mill	pcs	6	171
Song be custom	Show cabinet	sset	7	13.867	
<b>Total</b>					<b>131.975</b>
Spain	HCM custom III	Table rim	pcs.	100	1.649
	Phuoc long port	Chair	pcs.	4	430
	HCM custom I	Wood split plate	m	1.565	13.097
	HCM custom I	Band stand	plate	8	40
	HCM custom I	Show stand	pcs	12	120
	HCM custom I	Wood split plate	kg	12.000	18.193

<b>Total</b>	<b>33.529</b>
<i>Source : Hanoi Custom Center - Nov. 1999</i>	

<b>Vietnam import of wood products from Italy and Spain - 1999</b>					
<i>Country</i>	<i>Port of delivery</i>	<i>Product</i>	<i>Unit</i>	<i>Quantity</i>	<i>Value (USD)</i>
<b>Italy</b>	Gia lam Airport	Spare part for airplane	package	1	1.377
	HCM custom I	Cupboard for chocolate	set	3	20.100
	Phuoc long port	Woodshaving plate with plastic coating	pcs	5.200	108.261
	Phuoc long port	Packing box	pcs	2	222
	HCM custom I	Chair	pcs	268	5.317
	HCM custom I	Drawing table	package	1	30
	HCM custom I	Wood split plate	m2	67	7.079
	Linh trung processing	Wood split plate	m2	4.475	21.514
	Chua ve port - Hai phong	Wood box	pcs	2	5
	Dong nai custom	Beech wood	m3	98	88.510
	Song be custom	Rubbertree shaving plate	m3	38	7.831
	ICD port - Bien hoa	Materials for wood production	m3	50	10.051
<b>Total</b>					<b>270.297</b>
<b>Spain</b>		Cupboard for kitchen	package	230	3.832
	HCM custom II	Enamel	ton	5	3.188
	Khanh hoa custom	Catch for chair	pcs	1.400	490
	Khanh hoa custom	Saple of cane chair	pcs	4	72
<b>Total</b>					<b>7.582</b>
<i>Source : Hanoi Custom Center - Nov. 1999</i>					

<b>Import of forestry machines in year 1997</b>					
<i>Country</i>	<i>Port of delivery</i>	<i>Product</i>	<i>Unit</i>	<i>Quantity</i>	<i>Amount (USD)</i>
Belgium	Tancang port	Cutting machine	set	3	22.200
<b>Total Belgium</b>					<b>22.200</b>
Taiwan	Hanoi custom 1	Forestry machinery	package	484	79.302
	Hanoi custom 2	Machinery	pcs	30	492.864
	HCM Custom 2	Machinery for forestry fabrication	package	67	55.393
	HCM Custom 2	Forestry machinery and spare part	package	325	89.539
	HCM Custom 2	Forestry machinery	set	3	60.740
	HCM Custom 2	Forestry machinery and spare part	package	127	47.919
	HCM Custom 2	Forestry machinery and spare part	package	258	91.158
	HCM Custom 2	Machinery for forestry fabrication	pcs	28	22.695
	HCM Custom 2	Product, material, machine and spare part	package	14	27.732
	HCM Custom 2	Machinery for forestry fabrication	package	21	10.614
	Tancang port	Cutting machine	set	2	4.446
	Tancang port	Cutting machine	set	4	14.457
	HCM Custom 2	Machinery for forestry fabrication	package	33	50.390
	Phuoclong Port	Forestry machinery and spare part	set	1	1.525
	Phuoclong Port	Saw machine	set	1	600
	Phuoclong Port	Copying machinery for forestry fabrication	set	1	4.200
	HCM Custom 2	Assembly for processing of forestry products	package	74	25.800
	HCM Custom 2	Machinery for forestry fabrication	package	15	12.040
	HCM Custom 2	Machinery for forestry fabrication	package	36	29.872
	HCM Custom 2	Machinery for forestry fabrication	package	94	60.238
	HCM Custom 2	Machinery for forestry fabrication	package	106	82.550
	HCM Custom 2	Machinery for forestry fabrication	package	85	49.796
	HCM Custom 2	Machinery for forestry fabrication	package	42	65.444
	HCM Custom 2	Machinery for forestry fabrication	package	646	7.191
	HCM Custom 2	Machinery for forestry fabrication	package	55	1.985
	HCM Custom 2	Forestry machinery	package	22	63.580

	HCM Custom 2	Forestry machinery and new spare part	package	25	44.368
	Khanh hoi Port	Forestry machinery	package	60	46.081
	Khanh hoi Port	Knurling machine	pcs	17	51.593
	Tan cang port	Shaping machine	set	1	2.400
	HCM Custom 2	Machinery for forestry fabrication	package	58	8.110
	HCM Custom 2	Forestry machinery	package	57	36.580
	HCM Custom 2	Forestry machinery	package	28	11.635
	HCM Custom 2	Forestry machinery	package	67	20.124
	Tan cang port	Saw machine	pcs	10	786
	HCM Custom 2	Forestry machinery	package	21	45.162
	HCM Custom 2	Forestry machinery	package	105	10.597
	HCM Custom 2	Forestry machinery and spare part	package	63	14.677
	HCM Custom 2	Forestry machinery and spare part	package	33	45.580
	HCM Custom 2	Machinery for forestry fabrication	set	7	13.600
	HCM Custom 2	Knurling machine	set	5	1.920
	HCM Custom 2	Machine, material for forestry fabrication	package	111	3.633
	HCM Custom 2	Machinery for forestry fabrication	package	10	5.170
	Phuoclong Port	Machinery for forestry fabrication	set	4	9.325
	HCM Custom 2	Machinery for processing of forestry products	package	9	5.635
	HCM Custom 2	Forestry machinery and spare part	package	74	27.769
	HCM Custom 3	Machine for test nail,sewing	set	2	24.680
	HCM Custom 2	Machinery for processing of forestry products old wood	package	73	13.914
	HCM Custom 2	Machinery for processing of forestry products wood, pain, starch colour	package	17	2.259
	HCM Custom 2	Machinery, material for processing of forestry products	package	14	1.340
	HCM Custom 2	Machinery for processing of forestry products	package	166	50.297
	HCM Custom 2	Machinery for processing of forestry products	package	144	3.282
	HCM Custom 2	Machinery for processing of forestry products	set	46	701.906
	HCM Custom 2	Machinery for processing of wooden floor	package	213	46.501
	HCM Custom 2	Machinery, material for processing of forestry products	package	95	6.150
	HCM Custom 2	Machinery, material for processing of forestry products	package	21	8.500
	HCM Custom 2	Forestry machinery	set	3	8.600
	HCM Custom 2	Forestry machinery and spare part	package	114	24.509



	Phuoclong Port	Polishing machine	set	4	840
	HCM Custom 2	Forestry machinery	package	18	8.130
	HCM Custom 2	Forestry machinery	package	54	27.094
	HCM Custom 2	Machinery for forestry fabrication	set	2	1.030
	Phuoclong Port	Machinery for forestry fabrication	set	3	10.000
	Tan cang port	Assembly machine and conducting machine	pcs	3	16.840
	HCM Custom 2	Machinery for forestry fabrication	pcs	32	37.450
	Phuoclong Port	Machinery for processing of forestry products	set	2	12.904
	Tan cang port	Shaping machine	set	1	19.500
	Tan cang port	Shaping machine	set	2	3.330
	Tan cang port		set	1	2.545
	Tan cang port		set	1	8.760
	Tan cang port	Saw machine	set	1	1.455
	Tan cang port	Saw machine	set	2	10.788
	Tan cang port	Horisontal assembly machine	set	1	8.610
	Tan cang port	Machine for pay material	set	2	1.094
	Tan cang port	Milling machine	set	1	1.539
	Tan cang port	Milling machine	set	1	2.429
	Tan cang port	Saw, sharpen a knife machine	set	8	6.810
	HCM Custom 2	Forestry machinery	set	30	9.935
	HCM Custom 2	Forestry machinery	package	112	1.936
	Tan cang port	Knurling machine	package	1	8.800
	Tan cang port	Stick machine	package	1	13.000
	Tan cang port	Knurling, saw, milling machine	set	4	43.747
	Phuoclong Port	Pain machine	set	1	6.600
	Phuoclong Port	Knurling machine for processing of forestry products	set	1	8.325
	Tan cang port	Forestry machinery and spare part	set	2	15.764
	Tan cang port	Forestry machinery and spare part	set	2	3.990
	Tan cang port	Forestry machinery and spare part	set	1	13.870
	Tan cang port	Forestry machinery and spare part	set	2	4.876
	Tan cang port	Forestry machinery and spare part	set	1	1.159
	Tan son Nhat Airport	Milling machine	pcs	1	7.370
	Hai phong port	Machinery for forestry fabrication	pcs	2	812
	Hai phong port	Saw machine	pcs	51	47.963
	Khanh hoa port	Assembly machine	pcs	1	350
	Dong nai custom	Machinery for forestry fabrication	pcs	15	14.890
	Dong nai custom	Machinery for forestry	set	3	727

		fabrication			
	Dong nai custom	Machinery for forestry fabrication	package	8	109.778
	Dong nai custom	Machinery for forestry fabrication	package	28	16.580
	Dong nai custom	Fitting playing machine	pcs	2	2.689
	Dong nai custom	Machinery for forestry fabrication	pcs	3	7.271
	Dong nai custom	Polishing machine	pcs	9	33.900
	Dong nai custom	Machinery for forestry fabrication	pcs	3	6.488
	Dong nai custom	Knurling machine	pcs	1	19.829
	Dong nai custom	Cutting machine	pcs	1	3.904
	Dong nai custom	Polishing machine, new 100%	pcs	3	2.751
	Dong nai custom	Machinery for forestry fabrication	pcs	28	8.502
	Dong nai custom	Cutting machine	pcs	1	349
	Dong nai custom	Knurling machine	pcs	4	1100
	Dong nai custom	Drying machine	pcs	3	700
	Dong nai custom	Machinery for forestry fabrication	set	5	45.064
	Dong nai custom	Machinery for forestry fabrication	set	8	4.650
	Dong nai custom	Cutting machine	set	4	4.687
	Dong nai custom	Machinery for forestry fabrication	pcs	2	21.176
	Dong nai custom	Machinery for forestry fabrication	package	10	18.491
	Dong nai custom	Machinery for forestry fabrication	package	10	10.800
	Dong nai custom	Machinery for forestry fabrication	package	12	99.375
	Dong nai custom	Cutting, shaping machine	pcs	8	13.736
	Dong nai custom	Milling, cutting machine	set	2	9.000
	Dong nai custom	Machinery for forestry fabrication	set	11	54.576
<b>Total Taiwan</b>					<b>3.629.411</b>
Gemany	Tan son Nhat Airport	Stick machine	pcs	7	17.300
	Tan cang port	Cutting machine	set	1	11.000
	Tan cang port	Cutting machine	set	1	13.000
	Tan cang port	Stick machine	set	2	24.000
	Khanh hoi port	Cutting machine	pcs	1	4.046
<b>Toatl Germany</b>					<b>69.346</b>
South Korea	HCM custom 2	Stick machine	package	40	5.714
	Song be custom	Machinery for forestry fabrication	kg	7	1.350
<b>Total South Korea</b>					<b>7.064</b>
Hongkong	Khanh hoi port	Machinery for forestry fabrication	set	2	43.930
	Khanh hoi port	Cutting machine	set	2	46.500

<b>Total Hong Kong</b>					<b>90.430</b>
Italy	Ha noi custom 2	Shaping machine	kg	6365	144.000
	Tan cang port	Cutting machine for metal and polishing machine	pcs	1	26.080
	Tan son Nhat Airport	Knurling machine	pcs	2	20.094
	Tan cang port	Cutting machine	set	2	13.809
	Tan cang port	Roll shaping machine	set	8	45.000
	Tan son Nhat Airport	Cutting, milling machine	set	1	9.928
<b>Toatl Italy</b>					<b>258.911</b>
Malaysia	HCM custom 2	<b>Cutting machine</b>	package	31	80.400
	Phuoclong Port	Machinery for forestry fabrication	set	1	11.980
<b>Total Malaysia</b>					<b>92.380</b>
USA	HCM custom 2	Cutting machine	package	1	113.775
	Tan cang port	Saw machine and arm cutting machine	set	1	1.798
<b>Total USA</b>					<b>115.573</b>
Japan	HCM custom 1	Forestry machine	kg	1620	32.813
	Phuoclong Port	Forestry machine	set	20	16.800
	HCM custom 2	Machinery for forestry fabrication	pcs	1	30.000
	Hai phong port	Machinery for forestry fabrication	pcs	4	379.355
	Song be custom	Forestry machine	set	2	2.961
	Song be custom	Machinery for forestry fabrication	set	3	5.150
	Dong nai custom	Forestry machine	pcs	1	52.225
	Can tho custom	Knurling machine	pcs	10	150
	Can tho custom	Saw machine	pcs	5	75
<b>Total Japan</b>					<b>519.529</b>
Australia	Tan son Nhat Airport	Stick machine	set	1	22.950
	HCM custom 2	Machinery for forestry fabrication	package	40	10.506
<b>Total Australia</b>					<b>33.456</b>
Singapore	Tan son Nhat Airport	Machinery for forestry fabrication	pcs	3	1.778
	Tan cang port	Knurling machine	set	4	2.200
<b>Total Singapore</b>					<b>3.978</b>
Spain	Phuoclong Port	Stick machine for products wood	set	6	34.800
	Phuoclong Port	Stick machine	pcs	1	15.162
<b>Toatal Spain</b>					<b>49.962</b>
China	Ha noi custom 1	Shaping, cutting machine	pcs	410	59.450
	Ha noi custom 2	Equipments machine	pcs	8	242.240
	Huu nghi gate	Shaping, cutting machine	pcs	85	8.925
	Huu nghi gate	Shaping, cutting machine	pcs	90	9.450

	Huu nghi gate	Shaping, cutting machine	pcs	162	15.390
	Huu nghi gate	Shaping, cutting machine	pcs	100	11.000
	Huu nghi gate	Shaping, cutting machine	pcs	100	11.000
	Huu nghi gate	Shaping, cutting machine	pcs	78	8.190
	Huu nghi gate	Shaping, cutting machine	pcs	90	9.450
	Huu nghi gate	Multi- Shaping, cutting machine	pcs	280	26.600
	Huu nghi gate	Shaping, cutting machine	pcs	275	12.375
	Huu nghi gate	Shaping, cutting machine	pcs	100	9.500
	Huu nghi gate	Multi- Shaping, cutting machine	pcs	200	19.000
	Huu nghi gate	Cutting machine	pcs	200	19.000
	Huu nghi gate	Shaping, cutting machine	pcs	455	14.775
	Huu nghi gate	Shaping, cutting machine	pcs	100	5.000
	Huu nghi gate	Shaping, cutting machine	pcs	80	8.400
	Huu nghi gate	Shaping, cutting machine and dish sharper machine	pcs	233	11.265
	Huu nghi gate	Shaping, cutting machine	pcs	430	12.150
	Huu nghi gate	Shaping, cutting machine	pcs	85	8.925
	Huu nghi gate	Shaping, cutting machine	pcs	208	19760
	Huu nghi gate	Shaping, cutting machine	pcs	270	11850
	Huu nghi gate	Shaping, cutting machine and grinding machine	box	670	127600
	Huu nghi gate	Saw machine	pcs	200	19000
	Huu nghi gate	Multi- Shaping, cutting machine	pcs	470	15700
	Huu nghi gate	Shaping, cutting machine	pcs	70	7350
	Huu nghi gate	Shaping, cutting machine	pcs	75	7875
	Huu nghi gate	Shaping, cutting machine	pcs	160	9840
	Huu nghi gate	Shaping, cutting machine	pcs	85	15300
	Huu nghi gate	Multi- Shaping, cutting machine	pcs	200	36000
	Huu nghi gate	Shaping, cutting machine and dish sharper machine	pcs	504	12770
	Huu nghi gate	Multi- Shaping, cutting machine	pcs	47	7050
	Huu nghi gate	Shaping, cutting machine	pcs	200	19000
	Huu nghi gate	Shaping, cutting machine	pcs	632	18000
	Huu nghi gate	Multi- Shaping, cutting machine	pcs	170	16150
	Huu nghi gate	Multi- Shaping, cutting machine	pcs	50	7500
	Huu nghi gate	Shaping, cutting machine	pcs	57	8550
	Huu nghi gate	Shaping, cutting machine	pcs	100	9500
	Huu nghi gate	Shaping, cutting machine	pcs	30	4500
	Huu nghi gate	Shaping machine MIB_GN01	pcs	1200	18000
	Long an custom	Machinery for forestry fabrication	pcs	11	148640
<b>Total China</b>					<b>1.062.020</b>
<b>GRAND TOTAL</b>					<b>5.954.260</b>
<i>Source : Hanoi Custom Center - Nov. 1999</i>					

<b>Import of forestry machine in year 1998</b>					
<i>Country</i>	<i>Port of delivery</i>	<i>Product</i>	<i>Unit</i>	<i>Quantity</i>	<i>Amount (USD)</i>
U.K	Tan cang port	Bending machine	set	1	14.940
	Phuoc long gate	Polishing machine	pcs	6	3.601
	HCM custom 3	Saw	pcs	2	145
	Linh trung Industrial zone	Forestry machine	set	4	37.884
<b>Total UK</b>					<b>56.570</b>
Taiwan	Custom	Packaging machine	set	1	9.000
	HCM custom 3	Smear for glue, tightener for heel of shoe machine	set	2	65.773
	Linh trung Industrial zone	Machinery for processing of forestry products	package	22	21.849
	Linh trung Industrial zone	Machinery for processing of forestry products	set	6	2.865
	Linh trung Industrial zone	Machinery for processing of forestry products	set	2	3.650
	Linh trung Industrial zone	Machinery for processing of forestry products	set	2	1.771
	HCM custom 1	Saw	pcs	1	90
	Phuoc long gate	Forestry machine	pcs	1	1.454
	HCM custom 1	Forestry machine	set	39	58.474
	Tan cang port	Forestry machine	set	7	4.950
	HCM custom 2	Knurling. sawing machine. . . .	package	17	4.470
	HCM custom 1	Shaping machine	pcs	7	2.891
	HCM custom 1	Shaping machine	package	65	9.100
	Phuoc long gate	Drilling machine	pcs	2	855
	HCM custom 2	Roll shaping, cutting, knurling machine	package	81	4.187
	HCM custom 1	Forestry machine and spare part	set	9	35.965
	Phuoc long gate	Forestry machine and spare part	set	1	600
	HCM custom 1	Forestry machine	set	12	7.100
	Phuoc long gate	Shaping machine	set	4	4.246
	HCM custom 1	Shaping machine	set	1	2.250
	Tan cang port	Machinery for processing of forestry products	pcs	6	16.440
	HCM custom 1	Machinery for processing of forestry products	set	15	7.513
	Phuoc long gate	Forestry machine	pcs	4	8.220
	Phuoc long gate	Shaping machine	pcs	1	80
	HCM custom 1	Forestry machine	pcs	12	6.415
	HCM custom 1	Forestry machine	set	4	9.360
	HCM custom 1	Forestry machine	set	11	19.590
	HCM custom 1	Saw	pcs	30	2.430
	HCM custom 1	Knurling machine	set	15	12.110
	Phuoc long gate	Machine and material for forestry production	pcs	45	7.325
	HCM custom 1	Saw	set	1	80

	HCM custom 1	Forestry machine	package	108	8.993
	HCM custom 1	Machine for reused wood	set	18	3.830
	Tan Son nhat Airport	Saw	pcs	1	739
	Tan Son nhat Airport	Saw	pcs	5	677
	HCM custom 1	Shaping machine	pcs	9	24.798
	HCM custom 1	Knurling machine	set	2	11.312
	Phuoc long gate	Saw for plastic pipe	set	1	3.000
	HCM custom 1	Forestry machine	set	8	21.624
	HCM custom 1	Forestry machine	set	7	6.498
	HCM custom 1	Forestry machine	set		
	HCM custom 1	Drilling machine	pcs	5	1.755
	HCM custom 1	Saw	pcs	110	5.325
	HCM custom 1	Forestry machine	pcs	14	16.638
	Phuoc long gate	Forestry machine	set	6	8.930
	Phuoc long gate	Forestry machine	pcs	2	21.955
	HCM custom 1	Machinery for processing of forestry products	pcs	3	840
	HCM custom 1	Forestry machine	set	8	19.564
	Linh trung Industrial zone	Machinery for processing of forestry products	set	4	2.103
	HCM custom 1	Knurling machine	pcs	32	28.100
	HCM custom 1	Forestry machine and spare part	pcs	20	18.725
	HCM custom 2	Cutting machine and spare part of tingtenger machine	set	19	4.238
	Phuoc long gate	Saw	pcs	1	3.105
	HCM custom 1	Forestry machine	package	92	116.583
	HCM custom 1	Forestry machine and spare part	pcs	7	17.444
	Hai phong custom	Saw	pcs	10	52.947
	Hai phong port	Automatic roll shaping machine	pcs	1	1.720
	Hai phong custom	Shaping, calender, mounding machine	pcs	1	26.000
	Chua ve port - Hai phong	Forestry machine and spare part	package	13	16.469
	Nghe An custom	Saw, grinding machine	pcs	4	2.570
	Binh dinh custom	Shaping machine 4 sides	set	1	29
	Binh dinh custom	Knurling machine	set	1	10
	Binh dinh custom	Hole cutting machine	set	1	4.500
	Binh dinh custom	Shaping machine 2 sides	set	1	12.250
	Binh dinh custom	Hole cutting machine	set	2	9.000
	Binh dinh custom	Shaping machine 2 sides	set	2	24.500
	Khanh hoa custom	Saw	pcs	1	350
	Khanh hoa custom	Winding, shaping, cutting, machine	pcs	3	1.220
	Song be custom	Forestry machine	set	4	2.300
	Song be custom	Shaping machine 2 sides	set	2	25.000
	Song be custom	Forestry machine	set	103	12.737
	Song be custom	Forestry machine	package	46	5.145
	Song be custom	Forestry machine	pcs	6	2.697
	Song be custom	Knurling machine	set	4	3.700

	Dong nai custom	Saw	set	1	619
	Dong nai custom	Shaping machine	set	1	4.643
	Dong nai custom	Saw 2 heads	set	2	474
	Dong nai custom	Small saw	set	2	140
	Dong nai custom	Drying machine	set	4	223
	Dong nai custom	Knurling machine	set	1	154
	Dong nai custom	Knurling machine	set	1	167
	Dong nai custom	Knurling machine	set	5	209
	Dong nai custom	Saw	pcs	1	303
	Dong nai custom	Drilling machine	set	1	607
	Dong nai custom	Saw	pcs	2	12.000
	Go dau port	Drying machine and spare part	set	2	4.000
	Dong nai custom	Knurling machine	set	1	502
	Song may Industrial zone custom		set	1	575
	Dong nai custom	Shaping machine	set	3	3.014
	Song may Industrial zone custom	Saw	pcs	1	3.750
	Song may Industrial zone custom		pcs		
	Dong nai custom	Knurling machine	set	6	695
	Dong nai custom	Multi sawing machine	pcs	1	703
	Dong nai custom	Knurling machine	pcs	1	11.875
	Dong nai custom	Saw	pcs	3	240
	Dong nai custom	Saw	pcs	1	2.200
	Dong nai custom	Knurling machine	pcs	1	2.000
	Dong nai custom	Knurling machine	pcs	1	800
	Dong nai custom	Knurling machine	pcs	2	4.400
	Dong nai custom	Cutting machine	pcs	1	200
<b>Total taiwan</b>					<b>945.516</b>
Germany	Khanh hoi port	Saw	package	1	11.650
	HCM custom 2	Saw	package	1	11.650
	Chua ve port - Hai phong	Saw	pcs	3	51.004
<b>Total Germany</b>					<b>74.304</b>
South Korea	HCM custom 3	Saw	pcs	1	850
	Phuoc long gate	Knurling machine	pcs	10	30.700
	Linh trung Industrial zone	Machinery for processing of forestry products	set	291	969.089
	Linh trung Industrial zone	Machinery for processing of forestry products	set	99	489.747
	Dong nai custom	Machinery for reused wood	set	1	10.520
	Dong nai custom	Blacker machine	pcs	3	1.500
	Dong nai custom	Nipper of tightener machine	pcs	34	575
					<b>1.502.981</b>
Italy	Linh trung Industrial zone	Machinery for processing of forestry products	set	1	20.000
	Phuoc long gate		set	1	5.302
<b>Total Italy</b>					<b>25.302</b>
Malaysia	Dong nai custom	Shaping machine 2 sides	set	1	5.231

	Dong nai custom		set	2	462
	Dong nai custom	Knurling machine 37HP	set	1	2.615
	Dong nai custom	Knurling machine 68HP	set	1	5.815
<b>Total Malaysia</b>					<b>14.123</b>
Japan	HCM custom1	Forestry machine and spare part	package	70	22.796
	Tan cang port	Arm sawing machine	pcs	13	205
	Phuoc long gate	Saw	pcs	51	1.050
	Phuoc long gate	Forestry machine	pcs	28	33.145
	HCM custom 1	Arm sawing machine	pcs	28	302
	HCM custom 1	Saw	pcs	17	4.800
	Phuoc long gate	Saw	pcs	4	120
	Phuoc long gate	Saw	pcs	50	1.500
	Phuoc long gate	Saw	pcs	8	200
	HCM custom 1	Saw	pcs	16	320
	HCM custom 1	Saw	pcs	13	260
	HCM custom 1	Forestry machine	pcs	5	3.671
	Phuoc long gate	Saw	pcs	16	722
	HCM custom 1	Arm -sawing machine	pcs	7	106
	HCM custom 1	Saw	pcs	10	217
	HCM custom 2	Forestry machine	set	1	11.246
	HCM custom 2	Forestry machine	pcs	3	550
	Phuoc long gate	Saw	pcs	14	140
	Phuoc long gate	Saw	pcs	12	200
	HCM custom 1	Cutting, knurling machine	package	20	4.321
	Quang Ninh custom		set	2	732
	Song be custom	Arm -sawing machine	pcs	4	80
	Song be custom	Arm -sawing machine	pcs	2	40
	Song be custom	Arm -sawing machine	pcs	52	1.560
	Song be custom	Arm -sawing machine	pcs		
	Song be custom	Machinery for reused wood	set	2	9.593
	Song be custom	Forestry machine, painting machine	set	1	10.933
	Dong nai custom	Arm -sawing machine	pcs	55	825
	Dong nai custom	Arm -sawing machine	pcs	2	30
	Dong nai custom	Arm -sawing machine	pcs	13	195
	Dong nai custom	Arm -sawing machine	pcs	29	435
	Dong nai custom	Saw	pcs	10	150
	Dong nai custom	Arm -sawing machine	pcs	9	180
	Long an custom	Arm -sawing machine	pcs	7	35
	Long an custom	Arm -sawing machine	pcs	12	60
	Long an custom	Arm -sawing machine	pcs	3	15
	Long an custom	Arm -sawing machine	pcs	2	10
	Long an custom	Arm -sawing machine	pcs	10	50
	Long an custom	Arm -sawing machine	pcs	7	35
	Long an custom	Arm -sawing machine	pcs	8	40
	Long an custom	Table - sawing machine	pcs	4	80
	Long an custom	Arm -sawing machine	pcs	29	145



	Long an custom	Saw	pcs	17	510
	Long an custom	Saw	pcs	5	150
	Long an custom	Saw	pcs	20	100
	Long an custom	Saw	pcs	7	210
	Long an custom	Saw	pcs	1	5
	Long an custom	Saw	pcs	1	5
	Long an custom	Saw	pcs	9	45
	Long an custom	Saw	pcs	2	20
	Long an custom	Saw	pcs	5	25
	Ba ria port - Vung tau	Saw	pcs	21	168
					<b>112.332</b>
Australia	Linh trung Industrial zone	Machinery for processing of forestry products	set	9	19.060
<b>Total Australia</b>					<b>19.060</b>
Singapore	Phuoc long gate		pcs	1	400
	Phuoc long gate	Knurling machine	set	1	42.744
	HCM custom 2	Cutting, knurling machine	package	28	5.235
	HCM custom 1	Shaping machine	pcs	1	13.500
	HCM custom 1	Knurling machine	set	3	7.365
	Phuoc long gate	Saw	pcs	3	384
	Hai phong port		pcs	144	76.044
	Khanh hoa port	Shaping machine	pcs	1	2.083
	Khanh hoa port	Saw	pcs	2	4.275
	Khanh hoa port	Saw	pcs	1	1.918
	Ba ria port - Vung tau	Saw	pcs	5	50
<b>Total Singapore</b>					<b>153.998</b>
Spain	Hai phong port	Pasting machine	pcs	1	10.921
<b>Total Spain</b>					<b>10.921</b>
Switzerland	Tan son nhat Airport	Forestry machine	pcs	2	1.286
<b>Total Switzerland</b>					<b>1.286</b>
China	Ha noi Station	Multi forestry machine	pcs	400	60.000
	Ha noi Station	Multi forestry machine	pcs	400	60.000
	Ha noi Station	Multi forestry machine	pcs	400	60.000
	Ha noi Station	Multi sawing machine	pcs	400	80.000
	Ha noi Station	Multi forestry machine	pcs	400	37.500
	Ha noi Station	Multi forestry machine	pcs	400	100.000
	Custom	Automatic cutting machine	set	1	4.900
	Tan thuan industrial zone	Saw	set	1	1.963
	HCM custom 1	Cutting, sawing machine	pcs		
	Hai phong port	Shaping machine	pcs	300	4.500
	Huu nghi gate	Multi sawing machine	pcs	150	14.250
	Huu nghi gate	Multi sawing machine	pcs	120	8.400
	Huu nghi gate	Multi sawing machine	pcs	60	5.400
	Huu nghi gate	Sawing, shaping machine	pcs	470	13.760
	Huu nghi gate	Sawing, shaping machine	pcs	100	9.500
	Huu nghi gate	Multi sawing machine	pcs	45	4.860

	Huu nghi gate	Sawing, shaping machine	pcs	90	8.550
	Huu nghi gate	Sawing, shaping machine	pcs	72	7.776
	Huu nghi gate	Sawing, shaping machine	pcs	58	6.264
	Huu nghi gate	Sawing, shaping machine	pcs	53	5.724
	Huu nghi gate	Sawing, shaping machine	pcs	95	10.260
	Huu nghi gate	Sawing, shaping machine	pcs	104	10.192
	Huu nghi gate	Multi sawing machine	pcs	47	5.076
	Huu nghi gate	Multi sawing machine	pcs	74	7.992
	Huu nghi gate	Multi sawing machine	pcs	42	4.536
	Huu nghi gate	Sawing, shaping machine	pcs	20	1.960
	Huu nghi gate	Sawing, shaping machine	pcs	35	3.780
	Huu nghi gate	Multi sawing machine	pcs	210	5.580
	Huu nghi gate	Sawing, shaping machine	pcs	100	9.000
	Huu nghi gate	Sawing, shaping machine	pcs	130	4.540
	Huu nghi gate	Sawing, shaping machine	pcs	100	9.000
	Huu nghi gate	Sawing, shaping machine	pcs	37	3.996
	Huu nghi gate	Multi sawing machine	pcs	35	3.780
	Huu nghi gate	Multi sawing machine	pcs	100	9.000
	Huu nghi gate	Multi sawing machine	pcs	120	11.400
	Huu nghi gate	Multi sawing machine	pcs	50	5.400
	Huu nghi gate	Multi sawing machine	pcs	76	7.220
	Huu nghi gate	Multi sawing machine	pcs	45	4.860
	Huu nghi gate	Multi sawing machine	pcs	100	9.000
	Huu nghi gate	Multi sawing machine	pcs	100	9.500
	Huu nghi gate	Multi sawing machine	pcs	80	7.600
	Huu nghi gate	Multi sawing machine	pcs	47	5.076
	Huu nghi gate	Multi sawing machine	pcs	90	8.500
	Huu nghi gate	Multi sawing machine	pcs	90	8.610
	Huu nghi gate	Multi sawing machine	pcs	95	10.260
	Huu nghi gate	Multi sawing machine	pcs	42	4.563
	Huu nghi gate	Multi sawing machine	pcs	150	14.250
	Huu nghi gate	Multi sawing machine	pcs	130	12.350
	Huu nghi gate	Multi sawing machine	pcs	95	9.050
	Huu nghi gate	Multi sawing machine	pcs	40	4.320
	Huu nghi gate	Multi sawing machine	pcs	50	4.750
	Huu nghi gate	Multi sawing machine	pcs	85	9.180
	Huu nghi gate	Multi sawing machine	pcs	115	10.950
	Huu nghi gate	Multi sawing machine	pcs	45	4.860
	Huu nghi gate	Multi sawing machine	pcs	120	10.800
	Huu nghi gate	Multi sawing machine	pcs	220	20.900
	Huu nghi gate	Sawing, shaping machine	pcs	110	10.500
	Huu nghi gate	Multi sawing machine	pcs	45	4.860
	Huu nghi gate	Multi sawing machine	pcs		
	Huu nghi gate	Saw	pcs	1	1.530
	Huu nghi gate	Multi sawing machine	pcs	50	5.400
	Huu nghi gate	Multi sawing machine	pcs	100	7.500

	Huu nghi gate	Multi sawing machine	pcs	112	10.080
	Huu nghi gate	Multi sawing machine	pcs	85	9.180
	Huu nghi gate	Multi sawing machine	pcs	50	5.400
	Huu nghi gate	Multi sawing machine	pcs	120	9.000
	Huu nghi gate	Multi sawing machine	pcs	68	6.120
<b>Total China</b>					<b>845.008</b>
<b>Grand Total</b>					<b>3.607.403</b>

<b>Import of forestry machine in 10 months of year 1999</b>					
<i>Country</i>	<i>Port of delivery</i>	<i>Product</i>	<i>Unit</i>	<i>Quantity</i>	<i>Amount (USD)</i>
Cambodia	Tay Ninh Custom	Saw	pcs	24	7.579
<b>Total Cambodia</b>					<b>7.579</b>
Taiwan	Linhtrung Industrial zone	Machinery for processing of forestry products	set	9	19.060
	Linhtrung Industrial zone	Machinery for processing of forestry products	set	4	37.884
	HCM Custom 1	Shaping machine	pcs	1	13.500
	HCM Custom 2	Shaping, cutting, micro finishing, copying machine	package	229	4.295
	HCM Custom 2	Shaping, cutting, micro finishing, copying machine	package	229	4.295
	HCM Custom 2	Forestry drying machine	set	21	23.610
	HCM Custom 2	Forestry drying machine	set	21	23.610
	HCM Custom 1	Forestry machinery and spare part	package	70	22.796
	HCM Custom 1	Micro - fiishing machine	set	2	2.142
	HCM Custom 1	Forestry machinery and administration equipment	package	31	7.250
	HCM Custom 1	Forestry machinery and spare part	pcs	1734	69.246
	Phuoclong Port	Band - filing machine	package	1	443
	HCM Custom 1	Forestry machinery	package	44	21.095
	Phuoclong Port	Cutting, shaping machine	set	16	3.296
	HCM Custom 1	Shaping, cutting, mortising machine	package	88	20.391
	HCM Custom 1	Forestry machinery and spare part	set	108	51.061
	HCM Custom 1	Forestry machinery	pcs	6	40.000
	HCM Custom 1	Forestry machinery	set	15	26.040
	HCM Custom 1	Forestry machinery	pcs	1	1.600
	HCM Custom 1	Forestry machinery	set	4	2.000
	HCM Custom 1	Forestry machinery	set	142	40.496
	HCM Custom 1	Forestry machinery and spare	package	8	37.642

		part			
	Phuoclong Port	Machinery for assembly, milling	pcs	3	13.560
	HCM Custom 1	Forestry machinery	set	10	6.000
	HCM Custom 1	Forestry machinery	set	4	21.420
	HCM Custom 1	Shaping machine	set	1	23.000
	HCM Custom 2	Machinery for forestry fabrication	pcs	35	8.388
	HCM Custom 2	Machinery for forestry fabrication	pcs	35	8.388
	HCM Custom 2	Machinery for forestry fabrication	set	49	8.270
	HCM Custom 2	Machinery for forestry fabrication	set	49	8.270
	Linhtrung Industrial zone	Machinery for processing of forestry products	set	5	39.555
	HCM Custom 1	Forestry machinery	set	9	13.430
	Linhtrung Industrial zone	Machinery for processing of forestry products	set	11	56.050
	HCM Custom 2	Machinery for forestry fabrication and lifting machine	package	38	7.757
	HCM Custom 2	Machinery for forestry fabrication and lifting machine	package	38	7.757
	Linhtrung Industrial zone	Machinery for processing of forestry products	set	2	21.754
	Linhtrung Industrial zone	Machinery for processing of forestry products	set	48	82.477
	Phuoclong Port	Machinery for processing of forestry products	pcs	24	45.554
	Phuoclong Port	Forestry machinery and spare part	package	4	23.085
	HCM Custom 2	Machinery for processing of forestry products and spare part	pcs	32	3.881
	HCM Custom 2	Machinery for processing of forestry products and spare part	pcs	32	3.881
	HCM Custom 1	Forestry machinery	set	244	44.991
	HCM Custom 2	Drilling, cutting, polishing machine	pcs	7	1.780
	HCM Custom 2	Machinery for forestry fabrication	package	51	10.642
	HCM Custom 1	Forestry machinery	set	24	4.806
	HCM Custom 2	Machinery for forestry fabrication	set	58	6.680
	Hai phong port	Shaping 3 sides machine	set	1	10.266
	Hai phong port	Forestry machinery and spare part	set	5	15.610
	Da nang port		set	1	498
	Da nang port	Machinery for complete cylindrical wood	set	1	5.020
	Da nang port	Micro - finishing machine	set	1	380
	Da nang port	Cutting machine	set	1	410
	Da nang port	Slotting machine	set	1	300

	Binh dinh custom	Forestry machinery	set	3	32.094
	Quy nhon port	Shaping 4 sides machine 6 role axials, new 100%	pcs	1	25.000
	Quy nhon port	Cutting machine 2 heads, new 100%	pcs	1	9.000
	Quy nhon port	Shaping machine 2 sides, new 100%, Crom ECC AH24	pcs	1	14.637
	Quy nhon port	Cutting machine EFC 18, new 100%	pcs	1	2.285
	Quy nhon port	Large cutting machine ERS - 300, new 100%	pcs	1	5.543
	Quy nhon port	Roll shaping machine, new 100%	pcs	2	3.000
	Quy nhon port	Micro - fiishing machine, new 100%	pcs	1	4.700
	Quy nhon port	Roll shaping machine, new 100%	pcs	2	3.000
	Quy nhon port	Micro - fiishing machine, new 100%	pcs	1	4.700
	Quy nhon port	Forestry, mortising machine	pcs	3	58.905
	Song be custom	Forestry machinery	package	54	9.510
	Song be custom	Forestry machinery and spare part	pcs	110	16.625
	Song be custom	Machinery for forestry fabrication	package	12	5.260
	Song be custom	Drilling, shaping machine	package	77	36.141
	Song be custom	Forestry machinery	package	41	6.761
	Song be custom	Forestry machinery	set	19	17.800
	Song be custom	Machinery for forestry fabrication	package	261	247.546
	Song be custom	Machinery for forestry fabrication	package	15	4.855
	Song be custom	Machinery for forestry fabrication	pcs	504	2.865
	Song be custom	Micro - finishing machine	pcs	4	400
	Song be custom	Machinery for forestry fabrication	set	21	34.894
	Song be custom	Micro - finishing machine	pcs	1	614
	Song be custom	Machinery for forestry fabrication	package	123	79.569
	Song be custom	Machinery for forestry fabrication	pcs	437	44.053
	Song be custom	Machinery for forestry fabrication	set	6	50.813
	Song be custom	Machinery for forestry fabrication	set	1	13.968
	Song be custom	Machinery for forestry fabrication	pcs	948	24.228
	Dong nai custom	Shaping machine 2 sides	set	1	5.231
	Dong nai custom	Micro - finishing machine 37HP	set	1	2.615
	Dong nai custom	Micro - finishing machine 68HP	set	1	5.815
	Dong nai custom	Shaping machine (with BBVP	set	1	215

		SO : 17/ BBHC1)			
	Dong nai custom	Cutting machine	pcs	3	31.500
	Song may Industrial zone custom	Cutting machine	pcs	3	31.500
	Dong nai custom	Shaping machine	pcs	1	6.515
	Dong nai custom	Knurling machine	pcs	2	34.240
	Dong nai custom	Cutting machine	pcs	1	183
	Dong nai custom	Shaping machine	pcs	9	14.519
	Dong nai custom	Cutting machine	pcs	11	23.095
	Dong nai custom	Roll shaping machine	pcs		
	Dong nai custom	Cutting, shaping machine	set	4	1.794
	Dong nai custom	Knurling machine	pcs	2	1.340
	Dong nai custom	Knurling machine	set	9	2.533
	Dong nai custom	Cylindrical knurling machine	set	1	765
	Dong nai custom	Cutting, copying, drying machine	pcs	12	20.010
	Dong nai custom	Knurling machine	pcs	3	34.375
	Dong nai custom	Knurling machine	pcs	1	15.000
	Dong nai custom	Cutting machine	pcs	4	21.010
	Dong nai custom	Cutting machine	set	8	1.329
	Dong nai custom	Milling, cutting machine	set	3	624
	Dong nai custom	Knurling machine	pcs	8	3.496
	Dong nai custom	Machinery for forestry fabrication	set	1	2.184
	Dong nai custom	Cutting machine	set	1	343
	Dong nai custom	Shaping machine	set	1	315
	Dong nai custom	Knurling machine	pcs	8	525
	Long an custom	Cutting machine	set	1	800
<b>Total Taiwan</b>					<b>106.443</b>
Germany	Tan son Nhat Airport	Pressing, pasting machine	pcs	1	30.169
	Dong nai custom	Knurling machine	pcs	1	70.000
<b>Total Germany</b>					<b>100.169</b>
South Korea	HCM custom 3	Machinery for forestry fabrication	pcs	13	50.560
<b>Total South Korea</b>					<b>50.560</b>
Hongkong	Song may Industrial zone custom	Hand cutting machine	pcs	2	10
<b>Total Hong Kong</b>					<b>10</b>
Italy	HCM custom1	Cutting machine	package	2	9.470
<b>Total Italy</b>					<b>9.470</b>
USA	Tan son Nhat Airport	Cutting machine	set	1	5.070
<b>Total USA</b>					<b>5.070</b>
New zealand	Phuoclong Port	Machinery for forestry fabrication	set	1	4.202

<b>Total New Zeland</b>					<b>4.202</b>
Japan	Tan son Nhat Airport	Machinery for forestry fabrication	set	1	3.042
	Songbe custom	Machinery for forestry fabrication	pcs	8	72.555
	HCM custom 2	Automatic shaping 4 sides machine	pcs	1	4.000
	HCM custom 2	Machinery for forestry fabrication	pcs	3	10.125
	Phuoclong Port	Cutting machine	pcs	1	2.311
	Phuoclong Port	Shaping machine	pcs	2	600
	Phuoclong Port	Forestry machine	pcs	1	400
	Phuoclong Port	Cutting machine	pcs	1	352
	Phuoclong Port	Forestry machine	set	10	6.200
	Phuoclong Port	Hand cutting machine	pcs	40	240
	Phuoclong Port	Shaping machine	pcs	1	200
	Phuoclong Port	Arm- cutting machine	pcs	142	1.420
	Hai phong port	Machinery for processing of forestry products and spare part	package	104	22.822
	Quy nhon port	Arm- cutting machine	pcs	13	106
	Tan dinh Industrial zone custom	Machinery for forestry fabrication	pcs	6	4.062
	Tan dinh Industrial zone custom	Machinery for processing of forestry products and spare part	pcs	5	2.804
	Song be custom	Round- knurling machine	set	1	2.485
	Song be custom	Knurling machine	pcs	1	12.408
	Song may Industrial zone custom	Arm- cutting machine	pcs	2	10
	Dong nai custom	Cutting machine	pcs	22	110
	Song may Industrial zone custom	Cutting machine	pcs	80	1.600
	Song may Industrial zone custom	Arm- cutting machine	pcs	92	1.380
	Bien hoa ICD port	Arm- cutting machine	pcs	30	600
	Bien hoa ICD port	Arm- cutting machine made STIHL (2-6HP)	pcs	2	10
	Bien hoa ICD port	Arm- cutting machine	pcs	1	15
	Bien hoa ICD port	Arm- cutting machine	pcs	24	48
<b>Total Japan</b>					<b>299.810</b>
France	Song be custom	Cutting machine and lifting machine	package	1	15.000
<b>Total France</b>					<b>15.000</b>
Singapore	Phuoclong Port	Band cutting machine	pcs	5	270
<b>Total Singapore</b>					<b>270</b>
China	HCM custom 3	Machinery for forestry fabrication	set	11	10.077
	HCM custom 1	Machinery for forestry fabrication	set	12	10.090
	Huu nghi gate	Mutil - shaping machine	pcs	150	14.250

	Huu nghi gate	Multi head shaping machine	pcs	120	8.400
	Huu nghi gate	Multi head shaping machine	pcs	60	5.400
	Huu nghi gate	Mutil - shaping machine	pcs	100	4.500
	Huu nghi gate	Mutil - shaping machine	pcs	110	5.050
	Huu nghi gate	Mutil - shaping machine	pcs	70	5.320
	Huu nghi gate	Mutil - shaping machine	pcs	100	7.000
	Huu nghi gate	Mutil - shaping machine	pcs	112	5.040
	Huu nghi gate	Mutil - shaping machine	pcs	135	6.150
	Huu nghi gate	Mutil - shaping machine	pcs	120	5.400
	Huu nghi gate	Mutil - shaping machine	pcs	120	8.400
	Huu nghi gate	Forestry machine	pcs	90	6.300
	Huu nghi gate	Forestry machine	pcs	60	4.200
	Huu nghi gate	Forestry machine	pcs	135	6.125
	Huu nghi gate	Mutil - shaping machine	pcs	160	11.200
	Huu nghi gate	_____	pcs	100	7.000
	Huu nghi gate	_____	pcs	76	5.320
	Huu nghi gate	_____	pcs	117	7.020
	Huu nghi gate	Mutil - shaping machine	pcs	140	6.300
	Huu nghi gate	Mutil - shaping machine	pcs	280	16.800
	Huu nghi gate	Mutil - shaping machine	pcs	180	10.800
	Huu nghi gate	Mutil - shaping machine	pcs	120	5.400
	Huu nghi gate	Forestry machine	pcs	100	7.000
	Huu nghi gate	Forestry machine	pcs	160	7.350
	Huu nghi gate	Forestry machine	pcs	350	21.200
	Huu nghi gate	Forestry machine	pcs	130	5.850
	Huu nghi gate	Forestry machine	pcs	82	5.740
	Huu nghi gate	Forestry machine	pcs	150	6.750
	Huu nghi gate	Forestry machine	pcs	325	14.625
	Huu nghi gate	Forestry machine	pcs	110	3.850
	Huu nghi gate	Hand shaping machine	pcs	148	6.780
	Huu nghi gate	Forestry machine	pcs	200	2.400
	Huu nghi gate	Forestry machine	pcs	360	21.600
	Huu nghi gate	Forestry machine	pcs	100	7.000
	Huu nghi gate	Multi head shaping machine	pcs	93	6.510
	Huu nghi gate	Multi shaping machine	pcs	110	4.950
	Huu nghi gate	Multi shaping machine	pcs	80	3.600
	Huu nghi gate	Multi shaping machine	pcs	140	6.300
	Huu nghi gate	Multi shaping machine	pcs	120	3.600
	Huu nghi gate	Multi forestry machine	pcs	90	6.300
	Huu nghi gate	Forestry machine	pcs	79	5.530



	Huu nghi gate	Multi shaping machine	pcs	60	2.700
	Huu nghi gate	Forestry machine	pcs	52	3.640
	Huu nghi gate	Forestry machine	pcs	72	5.040
	Huu nghi gate	Multi shaping machine	pcs	40	1.800
	Huu nghi gate	Multi shaping machines	pcs		
	Huu nghi gate	Multi shaping machine MQ432D	pcs	110	2.750
	Huu nghi gate	Multi shaping machines	pcs	139	6.840
	Huu nghi gate	Machine - tool using to wood fabrication	pcs	53	3.710
	Huu nghi gate	Round- sawing machine, 1,1 Kw	pcs	3	210
	Huu nghi gate	Multi shaping machine	pcs	120	5.400
	Huu nghi gate	Multi shaping machine	pcs	174	10.440
	Huu nghi gate	Machine - tool using to wood fabrication	pcs	60	3.600
	Huu nghi gate	Machine - tool using to wood fabrication	pcs	60	3.600
	Huu nghi gate	Multi shaping machine	pcs	190	11.400
	Huu nghi gate	Machine - tool using to wood fabrication	pcs	67	4.020
	Huu nghi gate	Multi shaping machine	pcs	50	2.250
	Huu nghi gate	Multi shaping machine ; 1,1kw	pcs	160	9.600
	Huu nghi gate	Multi shaping machine	pcs	170	10.200
	Huu nghi gate	Multi head machine	pcs	75	4.500
	Huu nghi gate	Multi head machine MQ432 F5 (1,5HP)	pcs	90	4.050
	Huu nghi gate	Multi shaping machine	pcs	190	7.980
	Huu nghi gate	Multi head machine	pcs	90	5.400
	Huu nghi gate	Multi shaping machine	pcs	120	5.400
	Huu nghi gate	Multi head machine	pcs	810	4.800
	Huu nghi gate	Multi shaping machine	pcs	171	10.310
	Huu nghi gate	Multi head machine	pcs	73	4.320
	Huu nghi gate	Multi shaping machine	pcs	170	10.300
	Huu nghi gate	Multi shaping machine	pcs	110	6.600
	Huu nghi gate	Machine - tool using to wood fabrication	pcs	52	3.120
	Huu nghi gate	Machine - tool using to wood fabrication	pcs	97	5.820
	Huu nghi gate	Multi shaping machine	pcs	180	7.560
	Huu nghi gate	Multi shaping machine	pcs	160	9.600
	Huu nghi gate	Multi shaping machine MQ432 F1 + MQ432 F5	pcs	120	5.400
	Huu nghi gate	Machine - tool using to wood fabrication	pcs	51	3.060
	Huu nghi gate	Machine - tool using to wood fabrication	pcs	51	3.060
	Huu nghi gate	Multi shaping machine	pcs	330	19.900

<b>Total China</b>	<b>536.857</b>
<b>Total</b>	<b>3.025.246</b>
<i>Source : Hanoi Custom Center - Nov. 1999</i>	

## Annex 2: Customers duties in Vietnam

<i>HS CODE</i>	<i>PRODUCT</i>	<i>MFN</i>
<b>9403</b>	<b>FURNITURE AND PARTS THEREOF</b>	<b>40%</b>
9403.10.00	Metal furniture of a kind in use in offices	40%
9403.20.00	Other metal furniture	40%
9403.30.00	Wooden furniture of a kind in use in office	40%
9403.40.00	Wooden furniture of a kind in use in kitchen	40%
9403.50.00	Wooden furniture of a kind in use in bedroom	40%
9403.60.00	Other wooden furniture	40%
9403.70.00	Furniture of plastics	40%
9403.80.00	Furniture of other materials, including cane, osier, bamboo or similar materials	40%
9403.90.00	Parts	40%

# **5 – THE EXTERNAL CONSULTANT**

***Worthington Group Limited***

Manulife Tower, 7<sup>th</sup> Floor  
169 Electric Road – Hong Kong

Company Profile

## **The company**

Worthington's professionalism and expertise can be ascribed to the fact that it focuses on the sectors in which Asia is leader, provides services to a wide range of clients and has an international organisation with reference points in the main Asian economies. Indeed:

- Sector specialisation allows Worthington to draw on the outstanding entrepreneurial flair, management skills and technical know-how that characterise Asia.
- Worthington maintains a high level of professional skill, to innovate constantly and to keep up-to-date with the most advanced management techniques.
- A direct presence "in the field" provides Worthington with concrete information, contacts and understanding of the local culture.

The above operating principles allow Worthington to provide services to the highest international standards.

The services which Worthington offers can be grouped into two main areas:

- Management Consulting
- Internationalisation

## **Management Consulting**

Worthington's origins lie in enterprise strategy development, but over time it has expanded the range of services it offers. Today, its main focus is on implementation of company performance improvement programmes.

Worthington assists companies with development planning, working with them to build their future. In addition to strategic models which come from the management literature, Worthington has developed its own analytical and applied models, providing an original approach to the elaboration of new company development plans. The Business Formula model is a tried and tested business tool which is well suited to both small and large companies.

Company performance improvement projects are carried out in close collaboration with company personnel through training of mixed work teams.

By focusing on a limited number of industrial sectors, Worthington has acquired a thorough understanding of sectorial "best practices" at all stages of the value chain, allowing it to quickly identify the development path which it should suggest to its clients in order to effect rapid and consistent improvements in company performance. Sectorial specialisation leads to a quicker consulting process and enhances project efficiency for the benefit of the client.

In summary, our areas of consulting are:

- definition of competitive positioning and strategy formulation
- optimisation of the business and market portfolio
- strategic planning
- marketing plans and programmes
- sales plans and programmes
- feasibility studies and business plans.

## **Internationalisation**

The process of globalisation is increasingly forcing companies to internationalise their business, while the creation of macro regions and major free trade zones (Asean, Apec, etc..) is making it necessary for them to re-define their strategies and production. This affects the choices made in terms of production location and market approaches. With its sectoral specialisation and international network of offices, Worthington is a reliable partner for manufacturing companies seeking to internationalise their business in the Asian Countries.

Worthington offers the following services in this area:

- definition of market portfolio and positioning in various Asian markets
- export development
- joint-venture and acquisitions assistance
- assistance with negotiation of international co-operation agreements
- direct investment assistance (from local licences to operational unit start-up)
- project financing
- development of international organisation integration mechanisms.



## **The Vietnam Branch**

The Vietnam branch of Worthington is based in Hanoi. This branch has competence on Vietnam and South East China markets.

The Worthington's office of Hanoi assists companies in the definition of their strategy for the Vietnam market. In particular it develops marketing and sales plans and programmes focussed on the Vietnam market and feasibility studies and business plans.

The Worthington's office of Hanoi focuses its activity on the main economic sectors of Vietnam, such as: food, leather, mining, wood and woodworking, footwear, etc.

The Worthington's office of Hanoi also offers assistance to the manufacturing companies seeking to internationalise their business in Vietnam through the creation of new joint venture.

<b>CURRICULUM VITAE</b>	
Name	<b>RICCARDO BIANCO LEVRIN</b>
Address	<ul style="list-style-type: none"> <li>▪ <i>Vietnam</i>: Xon Chua, Dang Thai Mai, 18 A - Hanoi</li> <li>▪ <i>Italy</i>: Viale Piave, n. 11 – 20129 Milan</li> </ul>
Telephone/fax numbers	<ul style="list-style-type: none"> <li>▪ <i>Vietnam</i>: 00 844 7184718; 00 8490 413339 (mobile)</li> <li>▪ <i>Italy</i>: 00 3902 76013903</li> </ul>
Birth date	Aosta (Italy), 16 <sup>th</sup> February 1962
Educational record	<ul style="list-style-type: none"> <li>• <i>School year 1980/1981</i> Secondary school degree. Scientific as basics</li> <li>▪ <i>Academic year 1985- 1986:</i> Degree in Business Management - major in marketing Bocconi University, Milan</li> </ul>
Languages	<ul style="list-style-type: none"> <li>▪ Italian – mother tongue</li> <li>▪ English – fluent</li> <li>▪ French – fluent</li> <li>▪ Vietnamise – basic</li> </ul>
Professional record	<ul style="list-style-type: none"> <li>▪ <i>1998-1999: Worthington Group Ltd</i> Managing Director of the Vietnam branch of the Hong Kong consulting company Worthington. Area of activity: <ul style="list-style-type: none"> <li>- market analysis</li> <li>- business development and promotion.</li> </ul> Area of interest: Vietnam and South China. </li> <li>▪ <i>1995-1998: ITS &amp; Sogecred – B.N.L. Group (one of the leader Italian banks and the only with a trading company based in Vietnam)</i></li> </ul>

	<p>Vietnam Resident Marketing and Trade Adviser. Area of activity:</p> <ul style="list-style-type: none"> <li>- Promotion and development trading opportunities between Italy and Vietnam (co-ordination of technical, commercial and financial aspects)</li> <li>- Market research and analysis</li> <li>- Assistance for JV and BCC</li> </ul> <p>▪ <i>1995 –1998: Vietnam Resident Consultant and Agent for Italian companies</i></p> <p>Business development and promotion in the Vietnam market for Italian companies engaged in the following sectors:</p> <ul style="list-style-type: none"> <li>- Woodworking technology</li> <li>- Chemical</li> <li>- Footwear</li> <li>- Food processing</li> <li>- Tourism</li> <li>- Mining</li> <li>- Leather goods</li> <li>- Furniture</li> </ul> <p>▪ <i>1994-1995: Italian Chamber of Commerce for South East Asia (IICSEA)</i></p> <p>Marketing and Trade Advisor. Area of activity:</p> <ul style="list-style-type: none"> <li>- Market analysis;</li> <li>- Organisation of trade missions in SEA;</li> <li>- Consulting and assistance on creation of Italian joint venture in SEA;</li> <li>- Commercial transactions;</li> <li>- Project and development of new products and services</li> <li>- Participation to several business mission in Vietnam</li> </ul> <p>▪ <i>1993 - 1994: Trussardi Group</i></p> <p>Marketing Manager with Trussardi Parfums in charge of the company strategic and operative marketing activities in Italy and abroad. The position implies accountability to the General Manager and being seconded by two products Managers and Assistant.</p> <p>▪ <i>1991 - 1993: Sterling Midy Kodak Group</i></p> <p>Brand manager – the position implies the accountability to the Marketing Director and being seconded by two assistant. On 1991 Midy Sanofi change its style to Sterling Midy, following Sanofi’s merger with Sterling Winthorp.</p>
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	<ul style="list-style-type: none"> <li>▪ <i>1987-1991: Midy Sanofy Elf Aquitabne Group</i> Product manager of fast moving consumer goods and biomedical equipments</li>   <li>▪ <i>1987-1988: Midy Sanofy Elf Aquitabne Group</i> Junior Product Manager</li> </ul>
Experience with EU	<ul style="list-style-type: none"> <li>▪ <i>1995 ECIP – Facility – Facility 1 Programme</i> Participation to an ECIP - Facility 1 programme organised by ICCSEA about the opportunities of co-operation in textile and garment sectors between Italy and the Philippines. Main activities: selection of the Italian companies participating to the programme; organisation of a seminar in Milan in order to present the results of the programme.</li>   <li>▪ <i>1995-1996 ECIP – Facility 1 Programme</i> Participation to an ECIP - Facility 1 programme organised by the Italian Chamber of Commerce for South East Asia (ICCSEA) about the opportunities of co-operation in food processing sector between Italy and the Philippines. Main activities: analysis of the Philippino industry ; organisation of a seminar in Italy in co-operation with the Commercial Attaché of the Embassy of the Philippines; exploratory mission in the Philippines with the aims of collecting data, of selecting Philippine firms and of visiting local companies.</li> </ul>