



BUSINESS TRIP TO VISIT VIET NAM

WESTERN TRAVEL – BEN TRE BRANCH

District Chau Thanh, Ben Tre Province

Tel: 84.075. 361.3781 Fax: 84.075. 361.3780

www.mekongstours.com

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- B. PROGRAM OBJECTIVES
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A. COUNTRY PROFILE

Vietnam Trade

Trade agreements and increased modernization are making a great improvement in quality of life for Vietnamese and Vietnam's visitors. Tourism is increasing with better transportation, services and accomadations. Major exports are crude oil, marine products, rice, coffee and tea, rubber and clothing.

Vietnam's Three Regions



Vietnam is traditionally divided into three regions (North, South and Central) based on years of history, occupation and geopolitical settlement. These regions are known among Vietnamese for differences in dialect, food, history, culture and temperament of the people.

Vietnam Cities and Provinces

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Hanoi is Vietnam's capitol, and the location of Vietnam's central government. Hanoi was the former capital of North Vietnam under the French and during the war. It is an older gracious city. Ho Chi Minh City (aka Saigon) was the capital of South Vietnam. It is the second largest city, and is a leader in business. Ho Chi Minh city is sprawling and vibrant, with a large Chinese center. (More on Hanoi and Ho Chi Minh City.)

Vietnam has five major cities or municipalities (city-provinces): Can Tho, Da Nang, Hai Phong, Ha Noi, and Ho Chi Minh and fifty-nine provinces. Most of these allow international adoption.

B. PROGRAM OBJECTIVES

1. Create a business contact for international and the Vietnamese businesses
2. Form a market study for future business expansion both international and Vietnamese
3. Globalize business relationship
4. Understand the business model of the Vietnamese with diversified business scope
5. Enjoy and lose stressful working atmosphere through chain of activities and tours during the trip
6. Understand the investment laws and policies from government for international businesses
7. Evaluate the new potential market for business development strategy
8. Master potential projects for joint venture and cooperation
9. Build up close relationship with government offices in nationwide during the trip
10. Vision and target what hot business to invest in

C. TOPIC FOR BUSINESS BRIEFING

1. Investment law
2. Import and Export industry
3. Commercial and Trading and Manufacture
4. Property in Vietnam
5. Field trip and business project inspection

D. DISTINGUISHED GUEST

1. Trade Department
2. SIYB, BNI and Business Enterprise Association
3. VCCI

E. ITINERARY

Day 1: Welcome and hotel check in and personal time

Day 2: Business Conference

6:00: Breakfast at hotel

8:00: Business briefing with HCMC Enterprise Association

12:00: Lunch with Distinguished Guests

13:30: Factory visit

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19:00: Dinner on Bon Sai Cruise with Distinguished Guests

Day 3: Mekong Delta Discovery

6:00: Breakfast at hotel

7:30: Head for Ben Tre

9:00: Tour entertainment in Mekong Delta

12:30: Lunch on island

14:00: Hotel check in

15:00: Meeting with provincial government in Ben Tre

19:00: Gala Dinner with Government Officials

Day 4: HCM City – Cu Chi Tunnel

6:00: Breakfast at hotel

7:30: City tour – Visit independence palace, War Museum and Handicraft made by handicapped people

12:30: Lunch

14:30: Visit Cu Chi Tunnel

18:30: Dinner

Day 5: Da Nang City

6:00: Breakfast at hotel

8:00: Flight to Da Nang

9:30: Resort check in

10:00: Hoi An ancient town tour – Cyclo tour around Hoi An

19:00: Dinner at Palm Resort by the beach

Day 6: Business Briefing with Da Nang Trade Office

6:00: Breakfast at Resort

8:00: Business Briefing with Da Nang Trade Office and Representatives from Da Nang Enterprise Association

12:00: Lunch with Da Nang Trade Office

14:00: Business Briefing

17:00: Field trip with company visit

19:00: Dinner with representatives from Da Nang Enterprise Association

Day 7: Hue Citadel

6:00: Breakfast at resort

8:00: Check out and Drive to Hue

12:00: Hotel check in

12:30: Lunch at Hotel

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14:00: Field trip to visit Dong Ba Market to explore home business and traditional trading of the Vietnamese

18:30: Dinner with Hue Wholesaler

Day 8: Hue Exploration

6:00: Breakfast at hotel

8:00: Boat trip and City tour - King's tomb

12:00: Lunch

13:00: City Tour continue – King's Citadel

18:00: Royal Dinner

Day 9: Hanoi City

6:00: Breakfast at hotel

8:00: Flight to Hanoi

10:00: Hotel checks in and Free at leisure

18:00: Dinner

19:00: Water Puppet Show

Day 10: Ha Long Bay

6:00: Breakfast at hotel

7:30: Head for Ha Long Bay

12:00: On board of Paradise Cruise

13:30: Lunch, Dinner, Brunch on board and cruising on Ha Long Bay

Day 11: Free at leisure

10:30: Check out Paradise Cruise

11:00: Drive back Hanoi and Free at leisure

16:30: Hotel check in

18:30: Dinner at Cha Ca La Vong (Fish noodle)

Day 12: Hanoi Business Briefing and Program Summary

6:00: Breakfast at hotel

8:00: Business meeting with Enterprises and Trade Office in Hanoi City

12:30: Lunch with Representatives and Distinguished Guests

14:00: Free at leisure for shopping

Day 13 & 14: Flight Back home

Hanoi – Home

HCMC – Home

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F. SITE DESCRIPTION

HCMC

Cu Chi, the land of many gardens, peaceful all year round under shady trees ... Then mercilessly American bombers have ruthlessly decided to kill this gentle piece of countryside ... Like a crazy bunch of devils they fired into women and children ... The Americans wanted to turn Chu Chi into a dead land, but Cu Chi will never die."

Knitting past and present jarringly together, the gunfire in the film mingles with that of the nearby firing range, where visitors can pay \$1 a bullet to shoot an AK-47 rifle.

Since the war ended in 1975 with a communist victory, Vietnam has rebuilt and moved on. It is almost impossible to find anyone who still talks like the soundtrack of the Cu Chi film. Even the young women in black, who work as guides and ground keepers, dismiss the hard language, repeating instead today's government line: We're all friends.

But in their new struggle for foreign currency, the Vietnamese are exploiting their harsh history, offering visits to long-forgotten places that were once considered vital to America's national interests. Most of the visitors here are foreigners; the Vietnamese who come are mostly schoolchildren with their teachers.

The Cu Chi tunnels, a 75-mile-long underground maze where thousands of fighters and villagers could hide, are at the top of the list of tourist spots for Ho Chi Minh City, 45 miles to the southeast. Another is the city's Museum of War Remnants, with its displays of captured weapons and its catalog of horrors, which only recently amended its name, with changing times, from the Museum of American War Crimes.

Cholon, 堤岸, Ho Chi Minh, Saigon, Chinatown



The largest Chinatown in Vietnam is Cholon, 堤岸, in district 5 and 6 of Ho Chi Minh, 胡志明, former Saigon. Cholon's current status was the result of political developments in the 18th and 19th centuries.



In 1772, the Tay Son rebellion led by three Vietnamese brothers overthrew the Nguyen rulers. A young prince Nguyen Phuc Anh, 阮福映, or commonly recorded as Nguyen Anh, managed to escape from the Tay Son forces and eventually recovered the southern Vietnam as his base. Both contending parties regarded the **Chinese population in Vietnam** as sources of manpower and financial support. This relationship placed the Chinese in a delicate situation.



In 1776, the Tay Son forces pillaged the Chinese trading centre under their control. The Chinese population fled and joined existing Chinese communities in Cholon. Unfortunately, the Tay Son forces captured Cholon six years later and massacred about 10 000 Chinese for their support of the Nguyen lords.

In 1802, Nguyen Anh managed to defeat the Tay Son forces with French help. He founded the Nguyen dynasty, ascended the throne as

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Emperor Gia Long, 嘉隆, and established his capital at Hue. Although he managed to unify Vietnam, his reliance on the French to defeat Tay Son forces opened the door for French influence in Vietnam.



While the Nguyen court resisted and attempted to contain western political influence, they could not escape the forces of colonization that was unfolding in other parts of Asia and around the world. By 1887, eighty five years after the founding of Nguyen dynasty, Vietnam was incorporated into the French Indo China. This new environment attracted many Chinese to Vietnam and expanded the population of Cholon.

These political events and the resulting Chinese population shifts were reflected in the emergence of new Chinese public institutions like clan associations, temples, and monasteries alongside existing ones. Relatively new temples include **Jade Emperor Temple, Chua Ngoc Hoang**.



These institutions enabled the Chinese populations to organize themselves socially and to address religious and cultural needs.

Similar to some Chinatowns such as **Manila Chinatown**, the Chinese and the local population have different names for the same area. Cholon, meaning “big market”, is the Vietnamese name for the area but the Chinese refer to it as ti-an, 堤岸, meaning an embankment.

The central market in Cholon is the Binh Tay market offering a wide range of products from food to clothing to daily necessities. It is also a wholesaler market and a tourist attraction. The founding dates of the various clan associations, temples, monasteries and Chinese institutions act as markers of Chinese activities and development of Cholon. Some of these institutions existed before the Tay Son rebellion while others were established during the French rule.

They are the embodiment of Chinese cultural life as traditional religious and cultural events continue to be celebrated and commemorated in these institutions. See **Mid Autumn celebration in Nhi Phu Club**.

The Vietnam Government has recognized many of these temples and clan associations as national level historical and cultural sites and the committee members of respective organizations continue to restore and to maintain the physical structures. These historical sites also function as tourist attractions and contribute to the tourism industry of Ho Chi Minh and Vietnam.

Another indication of Chinese activities in Cholon is the number of shops specializing in Chinese cultural and ritual items like religious objects and **lion dance** equipments. Walking around Cholon, it is also not difficult to spot traditional Chinese practices like shrines to earth gods outside homes and shop houses and most obviously of all, Mandarin pop songs blasted from home entertainment systems.

Today as modern buildings emerged in Cholon, the historical clan associations, temples and monasteries served as markers of history, reflect the relationship between the Chinese population and the state and continue in their roles as centers of Chinese cultural activities.

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MEKONG DELTA

Mekong Delta Travel has the pleasure to invite you to major touristy attractions during your trips to Vietnam, a country with many white exotic sandy beaches, charming cities and friendly people. Though a lot of modern developments have been done, Vietnam still keeps its own unique cultural and natural environment which brings a great chance to those who love the Asian beauty of nature like Ha Noi; the charm of ancient citadels like Hue and Hoi An; the variety of places to explore, including the cool, romantic central highlands-home like Dalat; the booming busy cities like HoChiMinh City and the magnificence of the sea and islands like Ha Long Bay.

Vietnamese people, the offspring of the legendary Dragon and Fairy always look forward to the future, keeping the past, cherishing the present and wishing to extend their hospitality to all people around the world coming to Vietnam. The healthy cuisine of Vietnam is internationally known, with colors and flavors unique to the region. Traditional folk arts such as water puppetry and opera are still practised, and the fine arts embody Asian and European styles.

Come and see Vietnam to enjoy and discover her spectacular nature, the friendliness of the local inhabitants and relax in the comfort of world class hotels on our package tours. It is also a good opportunity to strike up acquaintance with different people from all over the world.



We hope you enjoy visiting our website and that it will inspire you to visit the fascinating Vietnam we offer – we are sure you will not be disappointed

Your partner in Vietnam, Mekong

Delta Travel, an experienced tour operator will provide you with many interesting and safe tour packages, tailor-made programs. Mekong Delta Travel aims at good quality and excellent service at affordable prices. We use fully insured means of transportation, well-trained guides, central hotels and renowned restaurants.

DA NANG CITY

Ngu Hanh Son (Marble Mount) or Hon Non Nuoc:

Ngu Hanh Son is about 8km southeast of Da Nang City. This is a cluster of five marble mountains lying close to the sea. That is why it is dubbed Hon Non Nuoc, which means Mountain and Water in Vietnamese. In the early 19th century, King Gia Long, the founder of the Nguyen Dynasty, passed by and named the five mountains Ngu Hanh Son. He also named each of them according to one of the five elements of the universe: Kim Son (metal of gold), Moc Son (wood), Hoa Son (fire), Tho Son (earth), and Thuy Son (water). The latter is both the largest and the most beautiful. Thuy Son covering an area of 15ha has three peaks namely Thuong Thai, Trung Thai and Ha Thai. Consequently, the pagoda built on the mountain was named Tam Thai. Also on the cliff of the mountain are such beautiful grottoes as Linh Nham Grotto, Van Thong Grotto, Tang Chon Grotto and Huyen Khong Grotto.

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Tam Thai Pagoda :

The pagoda was built in 1825 on the Thuong Thai peak and was repaired or restored on several separate occasions. Close to the pagoda stand the Pho Dong Tower, Tu Tam Pagoda and Vong Giang Dai (River-Viewing Pavilion). Standing on Vong Giang Dai visitors can see the Cam Le River meandering among the fertile fields of Hoa Vang district. On the left of Tam Thai Pagoda is Huyen Khong Grotto. Its large chamber has cool fresh air and numerous beautiful stalactites.

Linh Ung Pagoda:

It was built under the reign of King Minh Mang on the cliff of Son Thuy mountain facing the sea. It was rebuilt in 1970 with contributions from followers of Buddhism. The pagoda houses a set of La Han statues in white stone. On the right of the pagoda is Vong Hai Dai (Sea-Viewing Pavilion) which offers a clear view of white sandy Non Nuoc beach.

Tang Chon Grotto:

(Truth-Storing Grotto) lies behind Linh Ung Pagoda. This rectangular grotto is 10m long and 7m wide. Day light reaches down to the grotto chamber, enhancing its beauty. On the foot of Ngu Hanh Son are the mason's village of Khoan Khoai and Hoa Khue, which boast traditional marble carving. Diverse stone carvings such as bracelets, ash-strays, animal statuettes and so on made here by skilled craftsmen. They make great gifts for tourists.

Non Nuoc Beach:

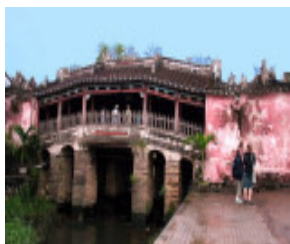
The beach stretches for several kilometers north and south of Ngu Hanh Son. This fine sandy beach with sunshine all the year round makes it suitable for tourism in all four seasons.

HUE CITADEL



The ancient town of Hoi An, 30 km south of Da Nang, lies on the banks of the Thu River. Occupied by early foreign traders as Japanese, Chinese, Portuguese, Spanish ... Hoi An was one of the major trading centers of Southeast Asia in the 16th century and was very popular with the name Faifoo. Hoi An has a distinct Chinese atmosphere with low, tile-roofed houses and narrow streets; the original structure of some of these streets still remains almost intact.

All the houses were made of rare wood, decorated with lacquered boards and panels engraved with Chinese characters. Pillars were also carved with ornamental designs. Hoi An old town has been recognized as a world cultural heritage site by the United Nations Educational, Scientific and Cultural Organization (UNESCO). Now tourists can enjoy the beauty of the old town with over 300 years old. Especially in the 14th night every month (lunar calendar), there are no light, no motorcycle, no television. There are only decorative multi colored lanterns make the old town sparkling.



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Hue, the ancient capital, familiar to many Americans as the scene of heavy fighting in the Tet offensive in 1968, is the hub of a network of war tours. Street side kiosks offer lists of attractions: "Khe Sanh, Dong Ha, Marble Mountain, China Beach, bombed-out church, DMZ with statue of Ho Chi Minh."

Even the site of the American massacre at My Lai has been turned into something of a theme park, with a cemetery, museum, professional storytellers and a memorial reading, "Forever hate the American invaders."

There are plans to develop the DMZ -- the wartime demilitarized zone separating the north and the south -- as well as parts of the Ho Chi Minh Trail, neither of which now offer much for tourists to see.

HANOI



Throughout the thousand years of its eventful history, marked by destruction, wars and natural calamities, Hanoi still preserves many ancient architectural works including the Old Quarter and over 600 pagodas and temples. Famous sites include the One Pillar Pagoda (built in 1049), the Temple of Literature (built in 1070), Hanoi Citadel, Hanoi Opera House, President Ho Chi Minh's Mausoleum...

Hanoi also characteristically contains 18 beautiful lakes such as Hoan Kiem Lake, West Lake, and Truc Bach Lake..., which are the lungs of the city, with their surrounding gardens and trees providing a vital source of energy.

Many traditional handicrafts are also practiced in Hanoi including bronze molding, silver carving, lacquer, and embroidery. Hanoi has many famous traditional professional handicraft villages such as Bat Trang pottery village, Ngu Xa bronze casting village, Yen Thai glossy silk...



HA LONG BAY



Ha Long Bay is located in the northeastern part of Vietnam and constitutes part of the western bank of Bac Bo Gulf, including the sea area of Ha Long City and Cam Pha Town and part of Vân Don island district. It abuts Cat Ba Island in the southwest. Toward the west is the shore with a 120 km-long coastline. It is located within

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106o58'-107o22' east longitude and within 20o45' - 20o50' north latitude. The site is 1553 sq. km with 1969 islands of various sizes, of which 989 have been named.

The islands in Ha Long Bay are mainly limestone and schist islands most lying in the two main areas: the southeastern part of Bái Tử Long Bay and southwestern part of Hạ Long Bay. These islands represent the most ancient images of a geographical site having a tectonic age of from 250 million to 280 million years. They are the result of many times of rising and lowering processes of the continent to form a karst. The process of nearly full erosion and weathering of the karst created the unique Hạ Long Bay in the world. In a not very large area, thousands of islands with different forms look like glittering emeralds attached to the blue scarf of a virgin. The area where many stone islands concentrate has spectacular scenes and world-famous caves and is the center of Ha Long Bay Natural Heritage, including HaLong Bay and a part of Bái Tu Long Bay.

The area is recognized as the World Natural Heritage that is the area of 434 sq. km with 775 islands. It looks like a giant triangle with Đầu Gỗ Island (in the west), Ba Hầm Lake (in the south) and Công Tây Island (in the east) as its three angle points. The nearby area is the buffer area and areas classified as national beauty spots in 1962 by the Ministry of Culture and Information.

Viewed from above, Hạ Long Bay looks like an extremely vivid huge drawing. This is a wonderful and skilful masterpiece of the Creation and of nature that turns thousands of dumb soulless stone islands into fantastic sculptural and artistic works of various graceful shapes, both familiar and strange to human beings. Thousands of islands emerging uneven in the fanciful waves look strong and magnificent but also mild and vivid. Amidst these islands we feel as if we were astray in a petrified legendary world. There are many names given to islands according to their shapes and forms. This one looks like somebody heading toward the shore: Hòn Đầu Người (Human Head Island); that one looks like a dragon hovering above the sea surface: Hòn Rồng (Dragon Island); another looks like an old man sitting fishing: Hòn Lão Vọng; some look like big sails struggling amidst the wind to set off for the sea: Hòn Cánh Buồm (Sail Island); then two islands look like a pair of chicken lovingly playing with each other above the sea: Hòn Trống Mái (Male and Female Chicken Island); and amid the vast sea stands an island like a big incense burner like a ritual offering to Heaven: Hòn Lư Hương (Incense Burner Island). All are so real that people are taken aback by them. Those stone islands have experienced unpredictable changes over time and they take different shapes from different angles of view. Here, we come to realize that they are not dumb inanimate things but are vivid and soulful.

Inside the stone islands are various breath-taking caves, such as Thiên Cung, Đầu Gỗ, Sừng Sốt, Trinh Nữ, Tam Cung and others. These are really magnificent palaces of the Creation on earth. Long ago, Hạ Long Bay has been called by the great national poet Nguyễn Trãi: "a wonder of the earth erected towards the high sky". Many men of letters from all over the world have been taken aback at the grandiose scenery of Hạ Long. They seem to get puzzled and incompetent as their treasure of vocabulary is not rich enough to depict the splendor of this place.

Hạ Long Bay is also attached to glorious pages of Vietnamese history, with famous sites such as Vân Đồn, a bustling trade port in the 12th century, charming Bài Thơ Mountain, and not very far away from here is the Bạch Đằng River which witnessed two famous naval battles of the Việt's ancestors against invaders. Also, Hạ Long is one of the cradles of human kind with the glorious Hạ Long culture in the late Neolithic age, discovered at such archeological sites as Động Mang, Xích Thổ, Soi Nhụ and Thoi Giếng.

Hạ Long is also home to great biodiversity with typical eco-systems like mangrove forest, coral and tropical forest. It is also home to thousands of plants and animals of numerous species, for example shrimp, fish and squid. Some species are particularly rare and can be found no where else.

With such special values, at the 18th Session of UNESCO's Council of World Heritage held on 17 December

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1994 in Thailand, Hạ Long Bay was officially placed on the list of the World Natural Heritage. In 2000, UNESCO recognized it as the World Heritage for the second time for its geographical and geomorphologic values. This confirms the global premier value of Hạ Long Bay

G. SERVICE AND PRICE

SERVICE

i. Included

- Transportation (Bus/ Van/ Car) with water and tissue
- Experience tour guide and translator
- Business meeting and conference
- Document and Database printing
- Domestic Air Ticket
- Hotel and conference room
- Meal (B/ L/ D); Drink (Water/ Beer/ Coke – 1 unit/ person/ meal)
- Tour Entertainment and Entrance ticket and so on
- Tour insurance and Service of Charge
- VIP Airport pick up and send off service
- Field trip and workshop
- Cyclo tour and Boat trip

ii. Excluded

- Personal expenses and shopping
- VAT tax and Tip for Guide and International air ticket
- Other expenses not listed at Included items

PRICE IN PACKAGE

Number of tourist Price in package

- Group tour (Min 10 people) - 4000USD/ person

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