

UPDATE

MONTHLY NEWSLETTER FOR THE GREATER SEATTLE VIETNAM ASSOCIATION

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VIETNAM GETS NEW BOEING PLANES ON LEASE

The first of a new order of Boeing aircraft took off from Paine field January 25 for Ho Chi Minh City.

It was the first of a fleet of Boeing 767-300's that will be part of Vietnam Airlines' regional service throughout Asia.

The new plane was modified slightly to meet the specifications of Vietnam, including the application of the Vietnam Airlines logo, a big bird in flight.

The Boeing fleet was sold to General Electric Capital Aviation Services (GECAS) last October, which is leasing the aircraft to Vietnam.

GSVA LOOKS FOR BOOKS FOR HAIPHONG SCHOOLS

The GSVA Education Committee has launched a book drive for schools in Haiphong, as the first step in its program for school exchanges under the auspices of the Seattle-Haiphong link established last year.

The school exchanges eventually will be one of the principal projects between the two cities when their Sister City alliance is confirmed.

For the current campaign, committee members will be collecting volumes from discount dealers, private donations, thrift shops and other places.

Boeing has indicated it can help out by transporting the materials in one of the new planes it is delivering.

Education chairperson Beth Whitman talked to faculty members and education authorities in Haiphong during her orientation trip last October. The principal interest, she said, was for English reading texts for early grades; science, nature and history books for classroom

enrichment, and reference books like encyclopedias.

Whitman said the Haiphong schools also need basic supplies like pencils, crayons, and paper, which her group hopes to supply.

Whitman and her committee began working several months ago contacting elementary schools in Seattle about possible "Sister Schools" exchanges. Some student art has been exchanged, and pen pal correspondence is next.

Whitman also talked to Haiphong counterparts about the needs for new books and equipment at the city library. Another early joint project between Haiphong and Seattle will address these needs.

In addition to two primary schools and the library, Whitman visited an orphanage, the Maritime College, a school for the blind and the city museum. She said she hopes GSVA can help in all places.

WHO WANTS TO HELP THE SCHOOL CHILDREN?

The GSVA Education Committee can use some help in their book drive. People are needed to donate books from their book shelves at home, donate cash for new books, sort donations to select suitable volumes, check catalogues of discount book dealers, appeal to local donors, deliver and pack books, and other assorted chores.

Volunteers may leave a message for Beth Whitman on the GSVA business number, 322 1178.

NEWS BRIEFS

U.S. Investors Need Help Winning Vietnamese Contracts

A top U.S. government official has come home from Vietnam with the recommendation that more help should be provided to Americans trying to set up operations there.

Federico Pena, U.S. Secretary of Transportation, said in the Wall Street Journal of January 15, that America's foreign competitors benefit from very aggressive loan programs created by their governments. These programs are knocking U.S. bidders out of the running for contract offers.

Mr. Pena said the U.S. must do more to make financing competitive for Americans.

He reported what many other knowledgeable people have said: Vietnam is anxious to have more American products because of the reputation of their quality.

He offered an example. A Baltimore manufacturer of harbor dredging equipment sold a dozen dredges to Vietnam 30 years ago. Five were still in use, despite the 20-year embargo that cut off spare parts.

Now Vietnam has gone back to the same manufacturer for more. But the manufacturer had to go to Australia for its financing.

On another point, Pena said the future looks good for still more Asian expansion of U.S. airline interests. The Pacific region has now surpassed Europe, he said, in terms of operating revenues for U.S. carriers. Last year they earned about \$8.5 billion in the Pacific region and \$7.9 billion in the Atlantic.

New Fax Number for the Vietnamese Embassy

The Vietnamese Embassy in Washington D.C. has received a large volume of visa applications (close to 8,000 per month). Because of this, the embassy has added a second fax number for visa applications. The fax numbers are 202-861-1297 and 202-861-0917.

Vietnam Adds Extra Digit To Telephone Numbers

The Directorate of Posts and Telecommunications said that Vietnam will add an extra digit to all its telephone numbers starting March 1, 1996 to allow up to another one million phone lines to be installed. Starting just after midnight on March 1, 1996 all numbers in Vietnam will begin with the number "8".

The change was announced by Vietnam Investment Review, November 6-12, 1995, issue No. 212.

GSVA Web Page

GSVA has its own web page on the Internet at <http://137.161.246.67>.

Please check it out and let us know what you think. Call John Sutherland at 946-6336 with your inputs.

A CELEBRATION FOR NEW MEMBERS & THE NEW YEAR

GSVA surpassed its membership goal by far. When the fall membership drive opened, GSVA had a target. We were hoping to get a total of 30 paid-up individual members to meet the membership requirements of the City of Seattle guidelines to qualify as a Sister City.

By mid-January the number had reached 50, and GSVA is still getting calls from new people who want to join.

In addition, the organization has six active corporate members.

This is a cause for a celebration. As a way of expressing our

gratitude we are going to have a party for members on February 18. That also happens to be the day before Tet. So we'll celebrate Tet at the same time.

Members and honor guests will be getting their invitations in the mail soon. The party will be at a private home. After a Vietnamese banquet, members who want to may go the International District to take part in the traditional celebrations there.

Our friends who still have not joined GSVA have time to sign up. Call our business line for more information. It's 322-1178.

BREAKFAST SERIES PROGRAM FOR 1996

GSVA announces a six part breakfast series starting February 22nd. The series will focus on the basics of doing business in Vietnam. The first breakfast meeting will be February 22nd with Robert Laird, Director of Boeing's Asia Pacific Sales Office as the guest speaker. Laird's topic will be "Vietnam: Should You Expand Your Business?" Proceeding meetings will focus on the basics, with speakers who are currently doing business in Vietnam.

That meeting with will be held in the Greater Chamber of Commerce Board Room at 600 University Street, ground floor (behind the elevators). Subsequent meetings will take place in the Rainier Tower Building at 1301 Fifth Avenue, in the Greater Seattle Chamber of Commerce, Seafirst Conference Room on the 24th floor.

Following is a list of scheduled dates and topics for the series:

<u>Date:</u>	<u>Topic:</u>	<u>Speaker(s):</u>
Feb. 15	Vietnam: Should You Expand Your Business?	Robert Laird, Boeing
March 24	Creating a Business in Vietnam: 2 Case Studies	John Blacksmith, Bamboo Hardwood Al Davignon
April 9	Getting Started (At Last!): Nuts and Bolts of Structuring a Business in Vietnam	To Be Announced
April 30	Money, Money, Money - Banking and Financing in Vietnam	To Be Announced
May 14	Bridging the Pacific Rim: Communication, Shipping and a few Useful Vietnamese Phrases	To Be Announced
June 11	What to Expect: People, Culture and Behavior	To Be Announced

Greater Seattle Vietnam Association

A grassroots, non-profit, tax exempt, duly incorporated and registered organization dedicated to helping the people of Seattle create and maintain links with the people of Vietnam.

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just lie still
and do not ask
why
do not ask why
the flies inebriated with the sun
lost their wings
to die
in the warm hands of summer

Excerpt from "When O When", by Kiet Tan