



2016
**Spinifex
Business Tours**



INTRODUCTION

Tour Duration - 10 Days

Hanoi - Quy Nhon - HCMC - Vung Tau - HCMC



Vietnam Background

The economy of Vietnam has since the mid 80's experienced rapid growth and is now in a transition period of integrating into the global economy. Many Vietnamese business enterprises are now working towards improving the quality of their services and products.

Australia is already well represented in Vietnam with some of Australia's leading companies beginning to make their presence felt in such major industries as Oil & Gas, Engineering, Construction and Agriculture.

Many international economists are predicting that Vietnam will 'Come of Age' in the next ten years. They believe this will be greatly assisted by a new generation of entrepreneurial young Vietnamese men and women who are keen to help 'grow their country' by building business relationships with overseas companies. Many of the new generation speak good English, have been well educated overseas and are returning to their country with valuable skills and experience.

About the Tours

During 2016 Spinifex International Business Services (www.spinifexibs.com) will conduct a number of innovative structured tours through Vietnam that will provide participants with a 'first hand' overview of Vietnam's current economic capability. Each tour will include factory visits, meetings with various Vietnamese industry representatives and Australians who run established businesses in Vietnam.

The business tours will be integrated with visits to some of the lesser known regional tourism areas of Vietnam. Each tour will be hosted by Spinifex International Business Services Managing Director David Morgan who has a very good understanding of Vietnam's business and social cultures having lived and worked in Vietnam.

David has spent the last twelve months putting the tour program together "It was indeed a most enjoyable experience all the business owners, managers and organisations that I met throughout Vietnam were very approachable, all keen to share their business stories and show the capability of their businesses."

The format of our business tours is a new concept that we are confident will provide to our participants a balanced overview of doing business in Vietnam whilst also getting the opportunity to enjoy a cultural taste of Vietnam. This brochure provides a brief overview of the businesses each tour will visit and the tourism activities our business tourist will enjoy along the way.



Tour Host - David Morgan

THE BUSINESS TOURS

Dinh Vu Industrial Zone – Haiphong

The transformation of the once desolate Dinh Vu Peninsula near Haiphong is now well advanced and the Dinh Vu Industrial Zone is fast becoming the economic powerhouse of North Vietnam.

The Dinh Vu Industrial Zone is situated just one hour along the new Hanoi – Haiphong Expressway which itself is a major feat of engineering, passing through and above some of Vietnam's most picturesque rural countryside.

Our tour includes a very interesting presentation and a guided tour of the Industrial Zone and Port Facility by a representative of the Dinh Vu Industrial Zone. Tour members will learn about the Industrial Zone infrastructure planning and development, local economy trends and the process of being a Foreign Development Investor in Vietnam.

The guided tour will provide the opportunity to appreciate the engineering and logistical challenges that faced the Industrial Zone and Port Facility developers. Such challenges included the land preparation, installation of services, dredging of the new Lach Huyen deepwater port and building of the 5.4 km Tan Vu – Lach Huyen Expressway Bridge.

With total investment exceeding USD\$3 Billion and such international companies as Chevron and Bridgestone having a presence in the development (the new Bridgestone Factory is 1.2kms long) tour members will never forget their visit to the Dinh Vu Industrial Zone.

Whilst in Haiphong there will be a tour around the town and a light lunch at the Haiphong Harbour View Hotel.

Dinh Vu Industrial Zone



Midway Metals – Phu Ly

Midway Metals situated at Phu Ly one and a half hours drive south of Hanoi is an Australian success story in Vietnam. The 100% Australian owned enterprise commenced in 2005 producing high quality stainless steel marine components and now exports to an ever growing number of high profile international clients.

Hosted by its passionate director Anthony Jolly tour members will learn about all the challenges Anthony faced in setting up the now expansive Phu Ly operation. He will also talk about how the business embraced continuous improvement through implementing lean manufacturing methods and embracing client technology exchanges.

An escorted tour of the expanding factory will not fail to impress. Midway Metals have created a working environment that is in harmony with its workforce and the opportunity to view the very stringent inspection process that takes place on every product only enforces its commitment to producing high quality finished products.

Tour members will see and hear about the excellent employee conditions Midway Metals have introduced and how they support the local community and embrace local cultural events. The site even includes a soccer pitch for employee recreation.

Midway Metals Production Workshop





LiOA Group Hanoi

In 1988, when Mr. Nguyen Chi Linh successfully developed the first Automatic Voltage Stabilizers in Vietnam little did he know that 28 years later he would be the Managing Director of a very successful global electrical manufacturing and wholesale business. It is worthy to note that the brand name 'LiOA' is now the widely accepted name for an Automatic Voltage Stabilizer in Vietnam.

There are now three main manufacturing facilities in Vietnam two in Hanoi and one in Dong Nai, Southern Vietnam. Situated just north of Hanoi the Wire and Cable factory and Plastics factory are just seven kilometres apart.

The Wire & Cable manufacturing facility was established in 1998 and uses state of the art European technology and is the largest Wire and Cable manufacturer in Vietnam and only uses good quality copper and aluminium purchased from Australia. There is a stringent quality control system in operation which has enabled LiOA to now supply an increasing number of well known international companies with cables.

The Plastics factory manufactures all the electrical accessories (domestic GPO's, light switches, fans, extensions sockets etc) and all components are assembled, tested and packed on site.

Our tourist members will visit both factories and will learn just why LiOA is a true Vietnam business success story and there will also be an opportunity to learn about a new range of LiOA's electrical products.

Binh Dinh Province Agricultural Tour - Central Vietnam

Binh Dinh Province in Southern Central Vietnam is home to the Quy Nhon Agricultural Institute one of Vietnams leading agricultural research centres. In recent years there has been an increased 'food safety' focus by the Vietnam Government which has seen a number of Vietnam Australian collaborations take place.

One such collaboration involved the ACIAR (Australian Centre for Agricultural Research) partnering with the Quy Nhon Agricultural Institute to tackle some of the issues relating to rural poverty in Vietnam. Still at the early stages of the partnership their main aim is to identify and facilitate the adoption of resource management practices for sustainable and profitable agricultural systems within the Binh Dinh Province.

This tour allows our tour members to see the interesting challenges that lie ahead and experience the small steps that have already been taken to help the rural farming communities of Binh Dinh Province.

The four hour tour passes through some of Vietnam's most stunning coastal scenery and villages and visits the Quy Nhon Agricultural Institute research and development centres where tour members can learn about how the local farmers cultivate their crops and see the new technologies being introduced to increase yield and quality.

The tour will end with a visit to a traditional Vietnamese Restaurant in An Nhon.



Long Hau Industrial Park - Near Ho Chi Minh City



The Innovative Village Dormitories

Strategically well positioned just 45 minutes south of Ho Chi Minh City the environmentally friendly Long Hau Industrial Park is one of Vietnam's top ranked parks and serves as a bridge between Ho Chi Minh City and the 12 provinces in the Mekong Delta to the south. The very well organised 288 hectare industrial zone caters for both small SME's and large international companies and is only 2 kilometres away from the Hiep Phuoc deep water port.

A lot of thought went into the design and layout of the park which now boast excellent access roads, state of the art clean water and waste water treatment facilities, a fire fighting system and a time saving park based import / export customs support service.

One of the 'must see' innovative measures to ensure a constant local labour supply was the creation of a village that can now accommodate up to 5000 people in 'Singapore style' four storey dormitories that have been fitted out with modern 2 and 3 bedroom units. The village also includes a supermarket, a bank, a kindergarten, medical centre and recreational facilities.

Following a brief presentation by a senior Long Hau Corporation representative, our tour members will embark on a guided tour of the park to see the service support facilities and get up close to some of the companies who operate from the park.

Southern Petroleum Construction JSC (ECC Alpha) - Vung Tau



ECC Alpha Production Workshop

Situated in Vung Tau the Oil & Gas capital of Vietnam, Southern Petroleum Construction JSC (ECC Alpha) are a very successful private company providing technical engineering services to the local Oil & Gas Industry. Founded in 2003 ECC Alpha is a very interesting Vietnam business success story.

Starting with humble facilities the company gradually established one of the country's best Oil & Gas offshore support facilities that now includes a 150 metre jetty and a spacious waterside lay down area amongst its 14 hectares in the Dong Xuyen Industrial Zone.

The key onshore / offshore technical services provided by ECC Alpha are manufacturing, maintenance and modifications, all supported by a very experienced in house engineering design team. Given that skilled resources were once a rarity in the region our tour members will hear just how ECC Alpha strategically developed its employees and managed to enhance its engineering capability.

A guided tour through the ECC Alpha operations will allow our tour members to see the quality of its facilities and understand just how far the business has travelled in just 13 years of operation.

Petroleum Equipment Assembly and Metal Structure JSC (PVC-MS) is a subsidiary of Petro Vietnam the state owned economic group that is tasked with controlling Vietnams Oil & Gas Industry. Based in Vung Tau, Southern Vietnam PVC-MS are listed on the HCM stock exchange and is a proud member of the Forbes 'Top 50 Best Vietnam Companies'.

PVC-MS core business is providing EPC services to the Vietnam Oil & Gas Industry both locally and regionally. Established in 1983 PVC-MS is now a very credible operator in the Vietnam Oil & Gas Industry having participated in over 125 major projects directly related to the offshore fields in Southern Vietnam.

The main construction activities take place at its Sao Mai Ben Dinh Services Port Facility in Vung Tau a specialised facility spread over 23 hectares that includes a 246 metre services quay. With a highly skilled local workforce one of PVC-MS major strengths is how it manages and works with its contractors to deliver its projects that include offshore drilling platforms, jackets and topside modules and onshore gas pipelines, storage tank farms and power plants.

Following an interesting presentation by a senior PVC-MS representative our tour members will go on a guided tour of the Sao Mai Ben Dinh Services Port Facility.



PVC-MS Construction Facility

BUSINESS SERIES DINNERS

During each Spinifex Hello Vietnam Business Tour there will be two special business dinners – Hanoi and Ho Chi Minh City. Attending each dinner will be a number of guest presenters that will include representatives from:

- Vietnam Chamber of Commerce (VCCI)
- Australian Chamber of Commerce (AusCham)
- Department of Industry & Trade
- Various Local Business Operators
- Vietnam Swans Football Club

All presenters will be limited to fifteen minutes each after which our tour members can ask questions.

McMillan Dinner (Spring Tour Only)

The timing of our Spring Tour coincides with the ANZAC Friendship Footy Match played in Vung Tau every year on the ANZAC weekend. This year the Vietnam Swans will play the Jakarta Bintangs on Saturday 23rd April and the game will be followed that evening by the prestigious McMillan gala dinner named after the late Kevin McMillan a former Vietnam Vet who gave so much back to the community of Vung Tau.



Beautiful Quy Nhon Beach

Quy Nhon - Central Vietnam

On days four and five of each tour we will visit the Southern Central Vietnam coastal town of Quy Nhon one of Vietnam's best kept secrets. Quy Nhon is a sleepy beach town that is rich in history and natural beauty that has somehow managed to remain off the popular tourist trail.

Quy Nhon once held a prominent place in Vietnam's political and cultural history for nearly 1,000 years and more recently was a strategic military port used by the Americans. The Seagull Hotel where we stay is situated right on the beautiful sandy shore of Lang Mai Bay and the nine kilometre promenade around the bay is a popular place for morning and evening walks.

One of the most popular and must see local tourist attractions is Ghenh Rang Mountain. A scenic coastal drive that passes the grave of the popular romantic poet Han Mac Tu (1912 - 1940), climbs up above Queens beach from where you can see stunning views of the bay, the offshore islands and the Quy Nhon landscape and then descends into a quiet cove that is arguably one of the best secluded beaches in Vietnam - Quy Hoa beach.

After just two days in Quy Nhon we are sure it will have many of our tour members keen to return in the near future.

Ba Ria / Vung Tau Province Tour

This region bears significant links with Australia and New Zealand as Vung Tau was the logistical port during the Vietnam War where many Australian and New Zealand troops first saw Vietnam before heading just 28 kilometres North East to Nui Dat which was the main support base for Artillery, Tanks, Aviation, Hospital, and Engineers etc between 1966 and 1972. The base held between 4000 - 6000 personnel.

The town of Ba Ria (just 20 kilometres from Vung Tau) has been transformed in recent years and is now the main administration centre for the Province. Our tour passes through Ba Ria to Nui Dat then we visit the Long Tan Cross which is one of only two foreign memorials in Vietnam and was erected in honour of those personnel who died during the 'Battle of Long Tan' - 18th August 1966.

The tour continues to Long Son Island where we enjoy a short ferry ride to the Duc Nho Floating Restaurant to sample the fresh local seafood. Afterwards we return to Vung Tau via Dat Do, Long Hai hills and coastal town of Long Hai.

It is also interesting to note that during the Vietnam War Aussie Rules football was played in Vung Tau for six years and is now celebrated every year on ANZAC Day in Vung Tau by the playing of a ANZAC Friendship Game which takes place between the Vietnam Swans and a footy team from one of the six other countries in South East Asia where Aussie Rules is played by mainly ex Pats.



1968 Grand Final in Vung Tau

Other Tours

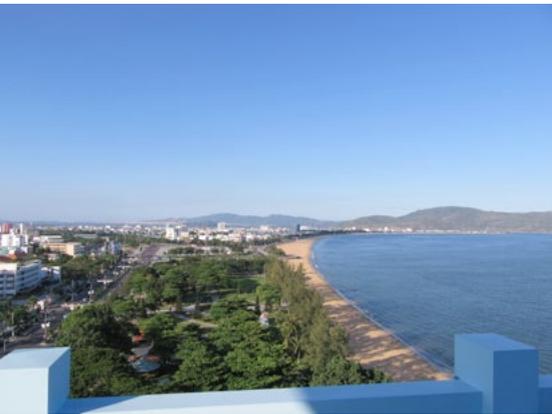
Throughout the tour we have taken care to ensure that tour members get the opportunity to experience the Vietnam cities where we stay. We have included a two hour city tour around each city where a local tour guide will familiarise everyone with the local culture and history associated within each city.

An unlimited number of interesting local tours are also available for the ladies that do not wish to go on any of the business tours. Some of our recommendations are:

- Top Chef Cooking Tour – Hanoi
- Shopping Tour - Hanoi
- Harley-Davidson Tour – Ho Chi Minh City
- Shopping Tour – Ho Chi Minh City



Please Note: Free time has been scheduled in each city where you can explore at your leisure.



From Left-Right: (Top) Long Mai Bay Promenade / Ben Thanh Market, HCMC / Dong Xuyen Marina Cafe, Vung Tau
(Bottom) Early Morning Tao Dan Park, HCMC / Quy Nhon City / Roadside Shop/Cafe, near Phu Ly

Private Business Tours

If you are interested in learning more about business in Vietnam and cannot make the advertised 2016 tours please be advised that we are available to arrange and host private business tours of Vietnam.

Please direct your enquiry to info@spinifexibs.com and we will contact you.

TOUR ARRANGEMENTS

Airfares

Each tour will commence in Hanoi, North Vietnam and our customers have the option of:

- Arranging their own airfares to Hanoi and from Ho Chi Minh City and we will arrange airport pick up and drop off.
- We can arrange airfares from Australia via Singapore.
- We will arrange internal airfares Hanoi – Quy Nhon – Ho Chi Minh City. (Inclusive)

Accommodation

Our selection of quality hotels are:

- Movenpick, Hanoi (5 Star)
- Seagull Hotel, Quy Nhon (4 Star)
- Liberty Central, Ho Chi Minh City (4 Star)
- Pullman Hotel, Vung Tau (5 Star)

All hotels include continental breakfast. All other meals customer must pay.

Business Series Dinners

The Business Series Dinners in Hanoi and Ho Chi Minh City are inclusive.

Transfers

All airport transfers and organised business tours are arranged by us. (Inclusive)

City Tours

All two hour city tours are inclusive with guide.

Free Time Tours

Free time tours can be arranged by us but customers must pay as they go.

2016 Tour Dates and Prices

Spring Tour

Commences **Saturday, 16th April (Hanoi)**
Last Day **Monday, 25th April (Vung Tau)**

Twin Share/Double **AU\$3,365**
Single **AU\$3,184**

Please Note: This tour includes watching the Vietnam Swans vs Jakarta Bintangs Footy Match followed by the McMillan Dinner, Vung Tau.

Summer Tour

Commences **Saturday, 13th August (Hanoi)**
Last Day **Monday, 22nd August (Vung Tau)**

Twin Share/Double **AU\$3,127**
Single **AU\$2,946**

Autumn Tour

Commences **Saturday, 5th November (Hanoi)**
Last Day **Monday, 14th November (Vung Tau)**

Twin Share/Double **AU\$3,256**
Single **AU\$3,075**

Please note all the above prices are quoted as “cost per person” and based on a minimum of 10 persons per tour and do not include international airfares.

For all booking enquiries, please contact:

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itravel

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Disclaimers

Prior to full payment and issuing of all documentation, all fares/prices are subject to change without notice and we accept no responsibility for currency fluctuations, local taxes or fuel surcharges. Payments by credit card incur a small fee. All items are subject to tariff and/or rule revision by the carriers and operators. We reserve the right to charge a service fee for all amendments, alterations or cancellations to bookings, details of which are on display in our office. Travel insurance is highly recommended. Check with your travel consultant for available cover. Visa are required for Vietnam please check with your consultant for more information.

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