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## **STUDY MISSION ON TRADING AND DISTRIBUTION RIGHTS**

Pursuant to a grant from the U.S. Agency for International Development

*Los Angeles, CA – December 5 – 7, 2007*  
*Washington, DC – December 10 - 14, 2007*

### **PROGRAM ANNOUNCEMENT**

The U.S.-Vietnam Trade Council Education Forum (USVTC-EF) and the Support for Trade Acceleration project (STAR-Vietnam) are pleased to be organizing a study mission on Trading and Distribution Rights on December 5 – 14. The mission will bring ten Vietnamese professionals from Ministry of Industry and Trade, Ministry of Finance, and Office of Government to Los Angeles, California and Washington, DC. We welcome public/private participation in LA and DC.

The program is pursuant to a grant from the U.S. Agency for International Development (USAID). The objective of this study mission is to support Vietnam's efforts to create a favorable legal framework for practicing trading and distribution rights, ensuring the effectiveness of tax management, and facilitating imports and exports. During the study mission in LA and DC, the ten participants will meet with U.S. Government and State Departments; companies and non government organizations.

Key to the effectiveness of the Trading and Distribution Rights Study Mission will be the strong participation of the U.S. public and private sector. We look forward to working closely with U.S. agencies and companies in this program.

We need any suggestions you might have about whom the delegation should meet in Washington, DC, and Los Angeles, California and also whether you would be interested in meeting with them.

For more information about the study mission, please contact Virginia Foote ([vbfoote@usvtc.org](mailto:vbfoote@usvtc.org)), Robert Schiffer ([schifferrl@hotmail.com](mailto:schifferrl@hotmail.com)), or Nguyen Thi Bich Thuy ([thuy.bich@usvtc.org](mailto:thuy.bich@usvtc.org)).

### **MISSION PARTICIPANTS**

1. Ms. Hoàng Thị Tuyết Hoa – Deputy Director of Planning and Investment Department, Ministry of Industry and Trade (Head of Delegation)
2. Mr. Phạm Sỹ - Deputy Director of General Economic Department, Office of the Government
3. Mr. Hoàng Xuân Bắc – Deputy Director of Legal Department, Ministry of Industry and Trade
4. Ms. Dương Hoài Thu – Officer of Planning and Investment Department, Ministry of Industry and Trade
5. Mr. Phan Hoàng Tú – Officer of Legal Department, Ministry of Industry and Trade
6. Ms. Nghiêm Thị Minh Thắng – Officer of Import, Export Department, Ministry of Industry and Trade
7. Mr. Lê Triệu Dũng – Officer of Multilateral Policy and Trade Department, Ministry of Industry and Trade
8. Ms. Nguyễn Thị Kim Quế - Officer of Supervision and Management Department of Custom Directorate, Ministry of Finance
9. Ms. Mai Thị Thu Vân, Manager, Taxation Policy Department of Ministry of Finance
10. Mr. Trần Ngọc Trung – Officer of Department of Policy and Trade for America, Ministry of Industry and Trade (Interpreter)

### **STAFF ACCOMPANYING THE MISSION:**

1. Ms. Trần Thị Hương Giang – Legal Program Officer, STAR-Vietnam Project
2. Ms. Nguyễn Thị Bích Thủy – Project Manager, U.S.-Vietnam Trade Council

### **U.S. - VIETNAM TRADE COUNCIL VIETNAM SUPPORT TEAM IN WASHINGTON, DC:**

1. Ms. Virginia B. Foote – President, U.S. - Vietnam Trade Council
2. Mr. Robert Schiffer – Executive Director, U.S.-Vietnam Trade Council

## SCHEDULE

### **TUESDAY, DEC 4**

10:20AM Arrive in Los Angeles, California

RON  
Holiday Inn  
7000 Beach Blvd, Buena Park,  
CA 90620  
Tel: 714 522-7000

3:00PM **PROGRAM BRIEFING**

- Venue: Hotel Lobby

### **WEDNESDAY, DEC 5 – LOS ANGELES, CA**

10:00AM-12:00PM **MEETING WITH NAVITOUCH**

- Speakers: Harold Belkowski, Lawson Pillay and John Young
- Venue: Holiday Inn Conference Room
- Contact: Eric Lee at 310 800 3598

2:00-4:30PM **MEETING WITH LOS ANGELES DEPARTMENT OF HOMELAND SECURITY**

- Speakers: Barbara Nguyen – Attorney, James Yang – Attorney, Samuel Rudnitsky – Officer and LA FDA
- Venue: Holiday Inn Conference Room
- Contact: Eric Lee at 310 800 3598

### **THURSDAY, DEC 6**

9:30AM **MEETING WITH AND VISIT TO THE PORT OF LOS ANGELES**

- Speakers: Norman Arikawa – International Trade Development Manager and Jim MacLellan - Director of Trade Services
- Venue: Port of LA Office – 425 South Palos Verdes Street, San Pedro, CA 90731
- Contact: Norman Arikawa, International Business Development Manager at 310 732-3838 or [narikawa@portla.org](mailto:narikawa@portla.org)
- Note: a 60 minute meeting followed by a 90 minute port tour

2:00-4:00PM **MEETING WITH U.S. COMMERCIAL SERVICE OFFICE IN LOS ANGELES**

- Speaker: Richard Swanson – Network Director, Pacific South – Southern California, Hawaii & Nevada
- Venue: 9361 Bolsa Ave., #202, Westminster, CA 92683

- Contact: Richard Swanson at 949 283 1024 or [rwanson@mail.doc.gov](mailto:rwanson@mail.doc.gov)

**FRIDAY, DEC 7**

9:00AM                   **MARKETING RESEARCH TOUR TO CITATEL OUTLETS**

PM                       **SIGHTSEEING TOUR TO UNIVERSAL STUDIO (OPTIONAL)**

**SATURDAY, DEC 8**

AM & PM               **SIGHTSEEING TOUR TO ORANGE COUNTY (OPTIONAL)**

**SUNDAY, DEC 9**

9:15AM               **Depart Los Angeles for Washington, DC**

5:08PM               **Arrive in Washington, DC**

RON                   **The Carlyle Suites Hotel – 1731 New Hampshire Ave., NW, Washington, DC  
20009 – Tel: 202 234 3200 – Fax: 202 387 0085**

**MONDAY, DEC 10 – WASHINGTON, DC**

9:30-10:30AM       **MEETING WITH VIETNAM EMBASSY**

- Topic: Briefing
- Venue: Vietnam Embassy – 1233 20<sup>th</sup> Street, NW, Suite 400, Washington, DC 20036.
- Contact: Mr. Hai Cao, Minister Counselor for Economic Affairs

11:00AM-12:30PM   **MEETING STEPTOE & JOHNSON**

- Speakers: Alexandra E. P. Baj and Eric C. Emerson
- Topic: Issues involving the regulation of imports and exports
- Venue: Steptoe & Johnson LLP Office – 1330 Connecticut Ave., N.W., Washington, D.C.
- Contact: Eric Emerson at 202-429-8076

2:30-4:00PM       **MEETING WITH DEPARTMENT OF COMMERCE**

- Speakers: Juliet A. Bender – Director of Office of the Pacific Basin, Joel B. Blank – Attorney-Advisor of the Office of the Chief Council for International Commerce, and Bruce D. Harsh – Senior International Trade Specialist of Office of Service Industries
- Venue: DOC – Conference Room #4813, Main Lobby at 14<sup>th</sup> Street, NW (opposite Ronald Reagan Building, between Constitution Ave. and Pennsylvania Ave.)
- Contact: Juliet Bender at 202-482-4008 or [Juliet\\_Bender@ita.doc.gov](mailto:Juliet_Bender@ita.doc.gov)

Or Michael Anderson at 202-403-1540

5:00PM **MEETING WITH CARGILL**

- Speakers: Van A. Yeutter – Vice President of Corporate Affairs, and Devry Boughner from Washington Office
- Venue: USVTC Office – 1025 Vermont Ave., NW 7 Floor, Washington, DC 20005
- Contact: Devry Boughner at 202 530 8168 or [Devry\\_Boughner@cargill.com](mailto:Devry_Boughner@cargill.com)

**TUESDAY, DEC 11, 2007**

9:30AM-12:00PM **MEETING WITH THE U.S. TRADE REPRESENTATIVE (USTR)**

- Speakers: David Bisbee – Director of Southeast Asia and Pacific Affairs, Joaquin F. Monserrate – Deputy Chief of the Economic Section of the U.S. Embassy in Vietnam
- Venue: USTR Office – 1724 F Street, NW, Room 1, Washington, DC
- Contact: Bisbee, David F. at 202-395-9419  
[David\\_Bisbee@ustr.eop.gov](mailto:David_Bisbee@ustr.eop.gov)

2:30-3:30PM **MEETING WITH THE INTERNATIONAL FRANCHISING ASSOCIATION**

- Speakers: John R. Reynolds – President of Franchise Services Corp., and Paul Rocchio – Director of Development and Member Services.
- Venue: IFA Office – Conference Room, 3<sup>rd</sup> Floor, 1501 K Street, N.W. Suite 350, Washington, D.C. 20005
- Contact: John Reynolds at [jreynolds@franchise.org](mailto:jreynolds@franchise.org) or 202-662-0764(D)/ 202-256-6873 (C), and David French at [dfrench@franchise.org](mailto:dfrench@franchise.org)

4:00-5:00PM **MEETING WITH DEPARTMENT OF HOMELAND SECURITY**

- Topic: Customs and Border Protection
- Speakers: Millie M. Gleason – Chief of Enforcement Policy Branch of Office of International Trade, Heather Sykes – Trade Specialist of Trade Agreements and Communications of Office of International Trade, and Joseph M. Rees – Director of Importer Self Assessment of Office of Strategic Trade
- Venue: USVTC Office
- Contact: Millie M. Gleason at [millie.m.gleason@dhs.gov](mailto:millie.m.gleason@dhs.gov) or 202-863-6557

**WEDNESDAY, DEC 12, 2007**

9:30-11:00AM **MEETING WITH FORD MOTOR COMPANY**

- Topic: Auto industry investors in Vietnam
- Speaker: Stephen E. Biegun – Vice President, International Governmental Affairs
- Venue: Ford Motor Company Office – 1350 I Street, NW Suite 450, Washington, DC 20005
- Contact: Holly E. Fort at 202 962 5374

11:30AM-1:00PM      **MEETING AND LUNCHEON WITH THE DIRECT SELLING ASSOCIATION**

- Speakers: Neil H. Offen – President and CEO, and Tamuna Gabilaia – Executive Director,
- Venue: DSA Office – 1667 K Street, Suite 1100, Washington DC 20006-1660
- Contact: Tamuna Gabilaia at 202 452 8866 or [tgabilaia@dsa.org](mailto:tgabilaia@dsa.org)

2:30-4:30PM      **FIELDTRIP TO TARGET**

- Speakers: Jim Hook – Operation Group Leader, Rob Blackwell, and Steve Conner – Regional Transportation Manager of Target Distribution Center
- Venue: Target Store – 6600 Richmond Hwy., Alexandria, Virginia, 22306
- Contact: Jim Hook at 410 203 1649 (3815) or 410 660 5775 (cell)

7:00PM      **DINNER (OPEN)**

**THURSDAY, DEC 13, 2007**

9:30-10:30AM      **MEETING WITH U.S. PHARMACEUTICAL COMPANIES**

- Speakers: Joseph M. Damond – Vice President of Pfizer, Kate Clemans – Director of C & M International, LTD, Stephanie Lane – Acting Assistant Vice President Asia- Pacific and Japan of Pharma, and Shira Kilcoyne – Director of Governmental Affairs of GlaxoSmithKline
- Venue: Pfizer Office – 325 7th Street N.W., Suite 1200, Washington, DC 20004
- Contact: Joseph M. Damond at 202-783-7070

11:00AM-12:30PM      **MEETING WITH THE IIPA AND THE RIAA**

- Topic: Intellectual Property Rights
- Speakers: Anissa S. Whitten – Vice President of International Affairs and Trade Policy of Motion Picture Association of America, and Eric Smith and IIPA
- Venue: IIPA Office – 2101 L Street, NW, Suite 1000
- Contact: Kristen Schumacherk at 202-833-4198 or [schumacherk@gtlaw.com](mailto:schumacherk@gtlaw.com)

2:30-4:00PM

**ROUNDTABLE WITH U.S. COMPANIES**

- Participants: Maura Jeffords – DIAGEO, John K. DeCrosta – APL, Laura Hudson – Chevron, Sara Akbar – Hans Bayaborda, ClaudGingrich – Anheuser-Busch, Paul Davies – C&M International, Marietta Bernot – Mars, Mai-Lan Ha – U.S.-ASEAN Business Council, Andrew Durant – Samuels International Associates, Inc., Lieu Nguyen – Westgate Business Brokerage, LLC.
- Venue: USVTC Office, 1025 Vermont Ave., NW 7 Floor, Washington, DC 20005
- Note: This meeting is co-hosted by the U.S. Chamber of Commerce, the U.S.-ASEAN Business Council and the USVTC

7:00PM

**DINNER (TBD)**

**FRIDAY, DEC 14, 2007**

10:00-11:00AM

**MEETING WITH ALEXANDRIA CITY OFFICE**

- Speaker: P. Patrick Mann – Urban Planner of Neighborhood Planning and Community Development of Department of Planning and Zoning
- Venue: Alexandria City Hall, 301 King Street in Alexandria, in Room 2000
- Contact: P. Patrick Mann at 703.838.4666 x 303 or [pat.mann@alexandria.gov](mailto:pat.mann@alexandria.gov)

**SATURDAY, DEC 15, 2007**

7:00AM

**Depart Washington, DC for Vietnam**

**CONTACT INFORMATION**

	<b>ADDRESS</b>	<b>PHONE</b>
U.S.- Vietnam Trade Council	1025 Vermont Ave., NW, 7 <sup>th</sup> Floor, Washington, DC 20005	Tel: 202 263 5630 Fax: 202 637 2007
Virginia Foote		Mobile: 202 413 4453
Bich Thuy		Mobile: 202-285-4328
Eric Lee for LA hotel and transport		Mobile: 310 800 3598
Tran Quoc Tuan (VN Trade Office in CA)		Office: 415 989 1194 Mobile: 415 410 8068
Hotel in Los Angeles, CA	Holiday Inn, 7000 Beach Blvd, Buena Park, CA 90620	Tel: 714 522-7000

Hotel in Washington DC	The Carlyle Suites Hotel – 1731 New Hampshire Ave., NW, Washington, DC 20005	Tel: 202 234 3200
Embassy of Vietnam in DC	1233 20 <sup>th</sup> Street NW Washington DC 20036	Tel: 202 861 0737
Boston Coach	Transportation	Tel: 800 672 7676
Taxi in Washington	Diamond Yellow	Tel: 202 387 6200 Tel: 202 544 1212