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ANNEX 1: LIST OF SELECTED BUSINESS ASSOCIATIONS IN VIETNAM

1. BUSINESS ASSOCIATIONS

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
1.	VIETNAM CHAMBER OF COMMERCE AND INDUSTRY (VCCI) ¹	9 Dao Duy Anh, Ha Noi	04 - 5742167	04 - 5742020 5742030	vcci@fmail.vnn.vn	Mr. Vũ Tiến Lộc Mr. Trần Hữu Hồng Trường	Executive Vice President Director of General Department
2.	VIETNAM COOPERATIVE ALLIANCE (VCA) ²	77 Nguyen Thai Hoc, Ba Dinh district, Ha Noi	04 - 7330158 7470973 8431768 7470102	04 - 8431883 8431768	vca@hn.vnn.vn vca@hn.vnn.vn	Mr. Nguyễn Ty Mr. Hoàng Chuyên Cấn Ms. Lê Mỹ Phở	Chairman Vice Director of the Department of Business Support and Development Director of International Relations Department
3.	YOUNG BUSINESS LEADERS COUNCIL OF VIETNAM ³	64 Ba Trieu, Hoan Kiem district, Ha Noi	04 - 8228227	04 - 9431861	dnt@hn.vnn.vn	Mr. Trương Gia Bình Mr. Phạm Tấn Công	Chairman Standing Vice Chairman Head of Secretariat
4.	VIETNAM LEATHER AND FOOTWEAR ASSOCIATION (LEFASO)	25 Ly Thuong Kiet, Hoan Kiem district, Ha Noi	04 - 826 5715	04 - 8259216	leapovn@hn.vnn.vn	Mr. Phan Đình Độ Ms. Nguyễn Thị Tông	Chairman Secretary General
	VIETNAM LEATHER AND FOOTWEAR ASSOCIATION, HAI PHONG BRANCH	276 Hang Kenh, Hai Phong Hai Phong Leather Products and Footwear Company	031 - 940604 940813 844101	031 - 940716	ctdagiayhp@hn.vnn.vn	Mr. Nguyễn Gia Thiáo	Chairman
5.	VIETNAM PAPER MAKING ASSOCIATION	18C Phạm Đình Ho, Hai Ba Trung district, Ha Noi	04 - 8210455	04 - 9718684	vnpaper@hn.vnn.vn	Mr. Phạm Quý Kỳ Mr. Vũ Ngọc Bảo	Chairman Standing General Secretary
	VIETNAM PAPER MAKING ASSOCIATION, CENTRAL BRANCH	Hoa Khanh industrial Zone, Da Nang	0511 - 822 466	0511 - 732 301		Mr. Lê Bảy	Chairman
6.	VIETNAM PLASTICS ASSOCIATION	92 - 94 Ly Tu Trong, District 1 HCMC	08 - 8229022	08 - 8229266	Vpma@vol.vnn.vn	Mr. Phạm Gia Được Mr. Trần Đình Tuấn	Chairman Manager
	VIETNAM SAIGON PLASTICS ASSOCIATION (VSPA)	192 Phung Hung, HCMC	08 - 8572658 www.hcmste.	08 - 8572659	vspsa@hcm.vnn.vn quoctrangtran@hotmail.com	Trần Công Hoàng Quốc Trang	Chairman
7.	VIETNAM TEXTILE AND APPAREL ASSOCIATION (VINATEX)	25 Ba Trieu, Hoan Kiem district, Ha Noi	04 - 9349608	04 - 8262269	vitashn@hn.vnn.vn	Nguyễn Xuân Hòa Mr. Ngô Quang Thóa	Deputy General Secretary In Charge of Foreign Affairs and Trade Promotion
	VIETNAM TEXTILE AND APPAREL ASSOCIATION, HCMC BRANCH	10 Nguyen Hue, District 1, HCMC	08 - 8224825	08 - 8292349	Vitas@hcm.vnn.vn	Mr. Trần Đức Thịnh	Standing General Secretary

¹ See List of VCCI branches in part 3 below² See List of Provincial cooperative Alliances in part 4 below³ See List of Provincial Young Business/ Entrepreneurs Associations/ Clubs in part 5 below

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
8.	VIETNAM FERTILIZER ASSOCIATION	3M14 Lang Trung, Dong Da district, Ha Noi	04 - 8312056 7720198	04 - 7720198		Mr. Nguyễn Thiện Luận Mr. Nguyễn Đình Hạc Thúy (Mobile: 0903.404671)	Chairman Standing Vice Chairman General Secretary
9.	VIETNAM ALCOHOL -BEER -BEVERAGE ASSOCIATION	94 Lo Duc, Hai Ba Trung district, Ha Noi	04 - 8218433	04 - 8218433	hhrb@hn.vnn.vn	Mr. Nguyễn Văn Việt Mr. Trần Quý Công Mr. Nguyễn Văn Hùng	Chairman General Secretary Standing Deputy General Secretary
10.	VIETNAM ASSOCIATION OF CONSTRUCTION CONTRACTORS	8th Floor, Building No. 2 Lang Ha, Dong Da district, Ha Noi	04 - 8314053	04 - 8314104	Vacc@hn.vnn.vn	Mr. Vũ Khoa Mr. Vũ Gia Quỳnh	Chairman General Secretary
11.	VIETNAM ASSOCIATION OF BICYCLE AND MOTORCYCLE PRODUCTION	231 Ton Duc Thang Dong Da district, Ha Noi	04 - 8513282	04 - 8517617		Mr. Lê Thuộc (Mobile: 0903407158) Mr. Nguyễn Tấn Nhì Mr. Nguyễn Văn Khoa	Chairman Vice Chairman Chairman of Motorcycle Branch
12.	VIETNAM ASSOCIATION OF SEAFOOD EXPORTERS AND PRODUCERS (VASEP)	10 Nguyen Cong Hoan, Ba Dinh district, Ha Noi	04 - 7715055	04 - 7715084	Vasep@fpt.vn Vasep@hn.vnn.vn	Ms. Nguyễn Thị Hồng Minh Mr. Nguyễn Hữu Dũng	Chairman Standing General Secretary
13.	VIETNAM BANKERS' ASSOCIATION	193 Ba Trieu, Hai Ba Trung district, Ha Noi	04 - 8218687	04 - 8218732		Mr. Nguyễn Ngọc Oánh	General Secretary
14.	VIETNAM CASHEW ASSOCIATION	101 Nam Ky Khoi nghia, District 1, HCMC	08 - 8239707	08 - 8290106	vinacas@ saigonnet.vn	Mr. Hồ Ngọc Cẩm Ms. Lê Thị Mộng Trinh	Chairman Officer
15.	VIETNAM COFFEE AND COCA ASSOCIATION	05 Ong Ich Khiem, Ba Dinh district, Ha Noi	04 - 7336520	04 - 7337498	vicofa@hn.vnn.vn	Mr. Đoàn Triệu Nhật Ms. Đào Thị Mùi	Chairman Standing General Secretary
16.	VIETNAM ELECTRICAL ENGINEERING ASSOCIATION	18 Tran Nguyen Han, Ha Noi	04 - 8249564	04 - 8249564 8259226	veea@evn.com.vn	Mr. Hoàng Trung Hải Mr. Phạm Dương Minh Mr. Phạm Hiến	Chairman General Secretary Standing Officer
17.	VIETNAM ELECTRONIC INDUSTRY ASSOCIATION	79 Ba Trieu, Hoan Kiem district, Ha Noi	04 - 9434240	04 - 9433961	nqs-veia@vnn.vn veia@hn.vnn.vn	Mr. Bùi Quang Độ Mr. Nguyễn Hồng Kỳ Ms. Trịnh Minh Châu Mr. Vũ Duy Phú Mr. Nguyễn Quý Sơn	Chairman Vice Chairman Vice Chairman Vice Chairman Standing General Secretary
18.	VIETNAM ENGINEERING CONSULTANT ASSOCIATION (VECAS)	37 Le Dai Hanh, Hai Ba Trung district, Ha Noi	04 - 8218093	04 - 9740109	vecas@fpt.vn	Mr. Nguyễn Tấn Vạn Mr. Nguyễn Cảnh Chất Mr. Lê Đức Sơn	Chairman Standing Vice Chairman General Secretary Office Manager

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
19.	VIETNAM FISHERIES ASSOCIATION	10 Nguyen Cong Hoan, Ba Dinh district, Ha Noi	04 - 7717739	04 - 8354496		Mr. Bùi Văn Thuởng	Standing Deputy General Secretary
20.	VIETNAM FOOD ASSOCIATION	42 Chu Manh Trinh, District 1, HCMC	08 - 8299786	08 - 8232641	vietfood@hem.vnn.vn	Mr. Trương Thanh Phong Ms. Nguyễn Thị Nguyệt	Chairman General Secretary
21.	VIETNAM FREIGHT FORWARDERS ASSOCIATION	51 Van Mieu, Dong Da district, Ha Noi	04 - 7471281	04 - 7471282		Mr. Bùi Ngọc Loan Mr. Võ Nhật Thăng Ms. Nguyễn Thủy Hòa	Chairman General Secretary Staff
22.	VIETNAM NATIONAL CEMENT ASSOCIATION	37 Le Dai Hanh, Hai Ba Trung district, Ha Noi	04 - 9740916 9740917	04 - 9740918	cemass@fpt.vn	Mr. Nguyễn Văn Thiện	Chairman
23.	VIETNAM NATIONAL ROOF SHEET ASSOCIATION (VNROOF)	5 Lang Ha, Dong Da district, Ha Noi	04 - 5142523	04 - 5142524	vinhha@hn.vnn.vn	Mr. Nguyễn Quang Phục Mr. Vũ Thái Hòa Mr. Nguyễn Hữu Ngọc	Chairman Vice Chairman Standing General Secretary - Office Manager
24.	VIETNAM PHARMACEUTICAL COMPANIES ASSOCIATION (VPCA)	138B Giang Vo, Ba Dinh district, Ha Noi	04 - 8465223 8465224	04 - 8465224	vnpeca@fpt.vn	Mr. Lê Văn Truyền Mr. Nguyễn Trọng Để	Chairman Standing Vice Chairman
25.	VIETNAM PUBLICATION ASSOCIATION	10 Duong Thanh, Hoan Kiem district, Ha Noi	04 - 8253527	04 - 8289248		Mr. Phan Khắc Hải Mr. Nguyễn Đình Nhã	Chairman General Secretary
26.	VIETNAM SEAPORTS ASSOCIATION	No. 3 Nguyen Tat Thanh, District 1, HCMC	08 - 9401030	08 - 8263092	vpa@hem.vnn.vn	Mr. Trần Văn On Mr. Hồ Kim Lân	Chairman Standing General Secretary
27.	VIETNAM SHIP AGENTS AND BROKERS ASSOCIATION	10th Floor, No. 35 Nguyen Hue District 1, HCMC	08 - 9140422	08 - 8214919	hakhai@vosagroup.com	Mr. Phạm Viết Quát Mr. Hà Khải	Chairman Standing General Secretary
28.	VIETNAM SHIP OWNERS ASSOCIATION	201 Kham Thien, Dong Da district, Ha Noi	04 - 8517750	04 - 8517746	longnhvl@vinalines.com.vn	Mr. Vũ Ngọc Sơn Mr. Nguyễn Hữu Long	Chairman Officer
29.	VIETNAM SOFTWARE ASSOCIATION (VINASA)	Room 503, Fortuna Apartment 6B Lang Ha, Dong Da district, Ha Noi	04 - 7721360	04 - 7721362		Mr. Trương Gia Bình	Chairman
30.	VIETNAM STEEL ASSOCIATION (VSA)	91 Lang Ha, Dong Da district, Ha Noi	04 - 5144056	04 - 5142492	cuongpc@excite.com	Mr. Phạm Chí Cường	Standing Vice Chairman General Secretary
31.	VIETNAM TOBACCO ASSOCIATION (VTA)	152 Tran Phu, District 5, HCMC	08 - 8354546	08 - 8323732	vta@vnn.vn	Mr. Nguyễn Thái Sinh Mr. Phạm Kiến Nghiệp	Chairman Standing Vice Chairman
32.	VIETNAM TEA ASSOCIATION	92 Vo Thi Sau, Hai Ba Trung district, Ha Noi	04 - 6251030 6251800	6251801	vitas@fpt.vn	Mr. Nguyễn Kim Phong Mr. Trần Văn Giá	Chairman Standing Vice Chairman

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
33.	VIETNAM TAXI ASSOCIATION	14 Alexandre de Rhodes, District 1, HCMC	08 - 8236870	08 - 8256176		Mr. Lê Hùng Dũng Ms. Lâm Thị Hồng Nhung	Chairman Officer
	VIETNAM AUTOMOBILE TRANSPORTATION ASSOCIATION (VATA)	106 Thai Thinh, Dong Da district, Ha Noi	04 - 8572766	04 - 8571440		Mr. Nguyễn Mạnh Hùng Mr. Nguyễn Đường Đình Mr. Nguyễn Võ Liễu	Chairman Vice Chairman Standing General Secretary
34.	HCMC COACH TRANSPORTATION AND TOURISM	Thong Nhat Cooperative for Coach Transportation and Tourism No. 3 Le Quang Sung, Ward 2, District 6, HCMC	08 - 8554270	08 - 8554270		Mr. Hồ Văn Hưởng (Mobile: 0903.807052)	Chairman
35.	HANOI SMALL AND MEDIUM SIZE ENTERPRISES ASSOCIATION (HSMEA)	47B Quan Thanh, Ba Dinh district, Ha Noi	04 - 733 9250 04 - 733 9187	04 - 733 9250 04 - 733 9187	hasmea@hn.vnn.vn	Mr. Đình Hạnh Mr. Nguyễn Hoàng Lutu	Chairman Standing Vice Chairman - General Secretary
36.	HANOI UNION OF ASSOCIATIONS OF INDUSTRY AND COMMERCE (HUAIC)	12A/1B Ly Nam De, Hoan Kiem district, Ha Noi	04 - 7332970	04 - 8434794		Mr. Vũ Duy Thái	General Secretary
37.	UNION OF ASSOCIATIONS OF INDUSTRY AND COMMERCE (UAIC) OF HCMC	51 Ben Chuong Duong, District 1, HCMC	08 - 8213966 8293389 8293390	08 - 8215448	uaic@smelink netnam.vn	Mr. Phạm Hảo Hón Mr. Nguyễn Phước Hùng	Chairman Office Manager
38.	HCMC ADVERTISING ASSOCIATION	4 Alexandre de Rhodes, District 1, HCMC	08 - 822 9150	848 - 829 6735		Mr. Nguyễn Quý Cáp	Chairman
39.	HCMC COSMETICS ASSOCIATION	51 Ben Chuong Duong, District 1, HCMC	08 - 8218093	08 - 8219083		Ms. Nguyễn Kim Thoa	Chairman
40.	HCMC CONSTRUCTION ASSOCIATION	253 Hai Ba Trung district, District 3, HCMC	08 - 8294541			Mr. Phạm Trà	Chairman
41.	HCMC ELECTRIC WIRE AND CABLE ASSOCIATION	70-72 Nam Ky Khoi Nghia District 1, HCMC	08 - 8299493	08 - 8299437		Mr. Phạm Trọng Hải	Chairman
42.	HCMC ELECTRONICS AND INFORMATION TECHNOLOGIES ASSOCIATION	200 Vo Van Tan, District 3, HCMC	08 - 8340985	08 - 8325756		Mr. Phạm Văn Phú	Chairman
43.	HCMC FINE ARTS AND WOOD PROCESSING ASSOCIATION	33B Nguyen Dinh Chieu, District 1, HCMC	08 - 829 0478	848 - 845 3580		Mr. Nguyễn Đôn	Chairman
44.	HCMC FOOD PROCESSING ASSOCIATION	9 Quang Trung, Ward 11, Go Vap district, HCMC	08 - 9966797	08 - 8940060	ffa-hcmc@hcm .vnn.vn	Mr. Huỳnh Văn Minh Mr. Nguyễn Trường Cồn	Chairman Office Manager

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
45.	HCMC RUBBER AND PLASTICS ASSOCIATION	177 Hai Ba Trung, District 3, HCMC	08 - 8273142	08 - 8273142		Mr. Đỗ Văn Hai Mr. Nguyễn Hữu Hùng	Chairman General Secretary
46.	HCMC LEATHER AND SHOES ASSOCIATION	18D Ngo Quyen, District 5, HCMC	08 - 8555071	08 - 8555213		Mr. Vũ Chăm	Chairman
47.	HCMC MECHANICAL AND ELECTRICAL ASSOCIATION	87 Cong Quynh, District 1, HCMC	08 - 8360533	08 - 8360525		Mr. Nguyễn Thanh Liêm	Chairman
48.	HCMC ASSOCIATION OF GARMENTS, TEXTILES, EMBROIDERY, AND KNITTING	73 Bau Cat 3, Ward 12, Tan Binh district, HCMC	08 - 8493978	08 - 8428301	agtek@hcm.vnn.vn	Mr. Nguyễn Đức Hoàn Mr. Ngô Tâm Mr. Phạm Xuân Hồng Mr. Diệp Thành Kiệt Ms. Nguyễn Lê Trâm Anh	Chairman Vice Chairman Vice Chairman General Secretary Officer
49.	CAN THO ASSOCIATION OF INDUSTRY AND COMMERCE	25 - 35 Hai Ba Trung, Tan An Ward, Can Tho City	071 - 820261 824312	071 - 822 101 (through Post Office)		Mr. Tăng Hồng Mr. Nguyễn Hoàng Đường	Chairman General Secretary
50.	VINH LONG UNION OF ASSOCIATIONS OF INDUSTRY AND COMMERCE	168 Nguyen Hue Road, Ward 8, Vinh Long Town, Vinh Long Province	070 - 830681	070 - 822262		Mr. Trương Thanh Phương Mr. Lương Ngọc Mai	Chairman Standing Vice Chairman
51.	LAM SON SUGAR ASSOCIATION	Lam Son Sugar Joint Stock Company, Tho Xuan, Thanh Hoa Province	037 - 834095	037 - 834095		Mr. Lê Văn Tâm Mr. Trịnh Ngọc Châu	Chairman Standing Vice Chairman
52.	VIETNAM INDUSTRIAL PROPERTY ASSOCIATION (VIPA)	79 Tran Quoc Toan, Ha Noi	04 - 8224718	04 - 8224718	vipa.@.fpt.vn	An Khang Nguyễn Trần Bật Nguyễn Quốc Bảo	President Vice President General Secretary

2. BUSINESS CLUBS

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
1.	VIETNAM BUSINESS CLUB	No. 2 Vu Ngoc Phan, Dong Da district, Ha Noi	04 - 7761259	04 - 7761260	cetai@hn.vnn.vn	Mr. Nguyễn Văn Bảy Mr. Lê Văn Tân	Director Deputy Director
2.	FOREIGN DIRECT INVESTMENT CLUB (MPI)	56 Quoc Tu Giam, Dong Da District, Ha Noi	04 - 8437925 8232786	04 - 8232786	fdclub@.com.vn	Mr. Mai Thanh Hải Mr. Hoàng Văn Huấn Mr. Trần Du	President Standing Vice President General Secretary
3.	CENTRAL CLUB OF DIRECTORS (CENTRAL INSTITUTE OF ECONOMIC MANAGEMENT)	68 Phan Dinh Phung, Ba Dinh District, Ha Noi	04 - 8453706	04 - 8453706		Mr. Đinh Văn Ân Ms. Nguyễn Thị Giang	Chairman Officer
4.	2030 BUSINESS CLUB (SAI GON ECONOMIC TIMES)	35 Nam Ky Khoi Nghia, District 1, HCMC	08 - 8295936	08 - 8294294		Mr. Trần Quốc Vinh Ms. Hồng Nga (Mobile: 0918.218842)	Chairman Resident Secretary
5.	BUSINESS DIRECTORS' CLUB OF THUA THIEN HUE PROVINCE	Thua Thien Hue Union of Labour, No. 2 Dong Da, Hue City	054 - 822336	054 - 833667		Phạm Văn Đước	Standing Member of Provincial Union of Labour - Standing Officer of Club
6.	NON-STATE BUSINESSWOMEN CLUB OF HANOI	72 Quan Su, Ha Noi	04 - 8222859	04 - 8222859		Ms. Vũ Hoài Thu Ms. Nguyễn Thị Thu Hà	Technical Advisor
7.	"HIGH QUALITY GOODS" ENTERPRISES CLUB	10 Truong Dinh, District 1, HCMC	08 - 8245336 8245337	08 - 8245339		Ms. Trần Kim Hạnh	Chairman
8.	HANOI TOURISM CLUB	Ha Noi Tourism Service 3 Le Lai, Hoan Kiem district, Ha Noi				Mr. Lê Đại Tâm Mobile: 0903.470430 Office: 04 - 8257886 Ms. Lan Office: 04 - 8247653	Chairman Hanoi Tourism Service
9.	BUSINESSWOMEN CLUB DA NANG WOMAN'S UNION	02 Phan Chau Trinh, Da Nang	0511 - 832 896			Ms. Nguyễn Thị Tuyết	Director
10.	HCMC BUSINESSWOMEN CLUB	51 Ben Chuong Duong, District 1, HCMC	08 - 8293390	8215448		Ms. Nguyễn Thị Hương	Director
11.	BUSINESSWOMEN CLUB OF CAN THO	04 Nguyen Trai, Can Tho City	071 - 821109	071 - 821869		Ms. Trần Thị Hồng Sương	Chairman
12.	CLUB OF INDUSTRY AND COMMERCIAL ENTERPRISES ASSISTANCE FUNDS OF CHAU DOC	District Chamber of Industry, 98 Bach Dang, Chau Doc district An Giang Province	076 - 867224	076 - 868100		Mr. Nguyễn Văn Sĩ (Home: 076.867490) Mr. Lương Văn Tông Mr. Nguyễn Văn Thiện	Chairman Vice Chairman Accountant - Standing Officer
13.	BUSINESS CLUB OF HOC MON DISTRICT	District Union of Labour, 39/1 Ly Thuong Kiet, Hoc Mon Town, HCMC	08 - 891 0453 891 3901	08 - 711 0004		Mr. Bùi Đức Dũng	Chairman

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
14.	BUSINESS SUPPORT CLUB OF CHAU THANH DISTRICT, AN GIANG PROVINCE	Hoa Long 1 Hamlet, An Chau Town, Chau Thanh district, An Giang Province	076 - 836069			Mr. Phạm Hữu Giàu (Home: 076.836069)	Chairman
15.	BUSINESS SUPPORT CLUB OF PHU TAN DISTRICT, AN GIANG PROVINCE	Hamlet Thuong 3, Phu My Town, Phu Tan District, An Giang Province		076 - 585069		Mr. Ngô Tấn Bường Mr. Lý Thanh Xuân	Chairman Standing Officer
16.	BUSINESS CLUB OF CHO MOI DISTRICT, AN GIANG PROVINCE	District Chamber of Industry, Cho Moi Township, An Giang Province		076 - 883258		Mr. Nguyễn Anh Phước (Mobile: 0913.601766) Mr. Trần Hùng Việt	Vice Chairman Standing Officer
3. BRANCHES OF VIETNAM CHAMBER OF COMMERCE AND INDUSTRY (VCCI)							
No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
1.	VIETNAM CHAMBER OF COMMERCE AND INDUSTRY, BRANCH IN CAN THO	12 Hoa Binh Road Can Tho City	071 - 814556	071 - 824169	cantho-vcci@hcm.vnn.vn	Ms. Nguyễn Mỹ Thuận	Vice Director
2.	VIETNAM CHAMBER OF COMMERCE AND INDUSTRY, BRANCH IN HAI PHONG	10 Dinh Tien Hoang, Hai Phong City	031 - 842894 747557 821016	031 - 842243	vccihp@hn.vnn.vn vccihsmepe@hn.vnn.vn	Mr. Phí Văn Dực Ms. Nguyễn Thị Việt Trung	Director SMEPC
3.	VIETNAM CHAMBER OF COMMERCE AND INDUSTRY, BRANCH IN DA NANG	256 Tran Phu, Da Nang City	0511 - 816 712	0511 - 822 930	Vcci-dn@dong.vnn.vn	Mr. Nguyễn Cường Ms Nguyễn Thị Mỹ Châu	Vice Director Vice Director
4.	VIETNAM CHAMBER OF COMMERCE AND INDUSTRY, BRANCH IN HCMC	171 Vo Thi Sau, District 3, HCMC	08 - 9327301 9326499	08 - 932 5472	vcci-hcm@hcm.vnn.vn	Ms. Nguyễn Thị Dung Ms. Nguyễn Thị Hoàng Thu	Manager of International Relation Department Staff of International Relation Department
5.	VIETNAM CHAMBER OF COMMERCE AND INDUSTRY, BRANCH IN BA RIA - VUNG TAU	01 Ho Quy Ly Street, Vung Tau City, Ba Ria - Vung Tau Province	064 - 852710	064 - 859651	vccivtsme@hcm.vnn.vn	Ms. Vũ Thu Hà	Director

4. PROVINCIAL COOPERATIVE ALLIANCES IN SELECT PROVINCES

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
1.	BINH DUONG COOPERATIVE ALLIANCE	1/8 Road 30/4, Thu Dau Mot Town, Binh Duong Province	0650 - 825139	0650 - 821744		Bùi Lê Hường (Mobile: 0913.950104) Võ Châu Báu Lại Mạnh Đầu Lê Anh Láng	Chairman Vice Chairman Vice Chairman Vice Chairman
2.	BINH THUAN COOPERATIVE ALLIANCE	25 Nguyen Du, Phan Thiet City, Binh Thuan Province	062 - 816089			Nguyễn Thanh Phong Hồ Sơn Hùng (Mobile: 0913.932489) Nguyễn Văn Hoà	Chairman Vice Chairman Vice Chairman
3.	CAN THO COOPERATIVE ALLIANCE	133B Tran Hung Dao, Can Tho City, Can Tho Province	071 - 834757	071 - 831452		Trần Công Nhân (Mobile: 0913.974671) Châu Bình Khung Nguyễn Quốc Hải	Chairman Vice Chairman Vice Chairman
4.	DA NANG COOPERATIVE ALLIANCE	123 Phan Chau Trinh, Da Nang City	0511 - 872421 826143	0511 - 872421		Nguyễn Thị Minh Lý Nguyễn Thị Hồng Hoa	Chairman Vice Chairman
5.	DONG NAI COOPERATIVE ALLIANCE	99 National Road I, Trung Dung Ward, Bien Hoa City, Dong Nai Province	061 - 823852	061 - 823886		Lưu Thiên Như (Mobile: 0913.851501) Nguyễn Văn Thắng	Chairman Vice Chairman
6.	HA NOI COOPERATIVE ALLIANCE	15 Quan Thanh Street, Ba Dinh district, Ha Noi	04 - 8231944 9 271002 9271256	04 - 8434411		Nguyễn Thế Quang (Mobile: 0913.207322) Nguyễn Quý Lộc Trần Đức Thắng	Chairman Standing Vice Chairman Vice Chairman
7.	HA TAY COOPERATIVE ALLIANCE	29 Hoang Dieu Street, Ha Dong Township, Ha Tay Province	034 - 824219			Trần Văn Tiêu Nguyễn Đức Hạnh Phạm Kim Loan (Mobile: 0913.585273)	Chairman Vice Chairman
8.	HAI PHONG COOPERATIVE ALLIANCE	37 Dien Bien Phu, Hong Bang district, Hai Phong City	031 - 842220 822221			Đào Kim Ngân (Mobile: 0913.745328) Đoàn Minh Chân Nguyễn Công Hường	Chairman Vice Chairman Standing Member, Director of Training Center
9.	HCMC COOPERATIVE ALLIANCE	213 Le Thanh Ton, District 1, HCMC	08 - 8232931	08 - 8245661		Hoàng Thị Khánh Bùi Huy (Mobile: 0903.742319) Nguyễn Thị Nghĩa Nguyễn Duy Hiếu	Chairman Standing Vice Chairman Vice Chairman Vice Chairman
10.	THANH HOA COOPERATIVE ALLIANCE	38 Le Loi Road, Thanh Hoa City Thanh Hoa Province	037 - 855733			Trần Văn Lâm Nguyễn Huy Thanh Nguyễn Văn Hùng	Chairman Vice Chairman Vice Chairman

5. PROVINCIAL YOUNG BUSINESS (ENTREPRENEUR'S) CLUBS/ASSOCIATIONS

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
1.	YOUNG ENTREPRENEUR'S CLUB OF CAO BANG PROVINCE	Cao Bang Construction Youth General Team, Cao Bang Province	026 - 883344 883365	026 - 852476		Đặng Văn Hiếu (Mobile: 0913.279156)	Chairman
2.	YOUNG ENTREPRENEUR'S CLUB OF DONG THAP PROVINCE	Committee of Vietnam Youth Federation of Dong Thap Province, Ly Thuong Kiet Road, Ward 1, Cao Lanh Town, Dong Thap Province	067 - 854454	067 - 851307		Trần Văn Be (Mobile: 0903.818708) Office: 067 - 852216 Bank for Investment and Development of Dong Thap Province	Chairman
3.	YOUNG ENTREPRENEUR'S CLUB OF GIA LAI PROVINCE	Director of Hoa Binh Private Enterprise, Gia Lai Province	059 - 824773	059 - 827333		Đặng An Bình (Mobile: 0903.506825)	Chairman
4.	YOUNG ENTREPRENEUR'S CLUB OF HA NAM PROVINCE	Director of Bac Ha Production, Import - Export Company, Ha Nam Province	0351.880353	0351853467		Phạm Văn Nam (Office: 0351.880353) Nguyễn Thanh Lâm (Office: 035.1852672)	Chairman Standing Officer
5.	YOUNG ENTREPRENEUR'S CLUB OF HAI DUONG PROVINCE	Committee of Vietnam Youth Federation of Hai Duong Province	0320 - 855957			Nguyễn Văn Nhang (Mobile: 0904.116210)	Chairman
6.	YOUNG ENTREPRENEUR'S CLUB OF LAM DONG PROVINCE	Vice Chairman of Management Board of Lam Dong Young Science and Technology Application Company, Lam Dong Province	063 - 822516	063 - 833285		Hồ Văn Kim Lộc	Chairman
7.	YOUNG ENTREPRENEUR'S CLUB OF LAO CAI PROVINCE	Cuong Linh Construction Company, Lao Cai Province	020 - 822035	020 - 822035		Vũ Cường Lĩnh (Mobile: 0913.287255)	Chairman
8.	YOUNG ENTREPRENEUR'S CLUB OF LANG SON PROVINCE	Nam A Company Limited, Lang Son Province	025 - 872447	025 - 812137		Nguyễn Tiến Dũng (Mobile: 0913.278405)	Chairman
9.	YOUNG ENTREPRENEUR'S CLUB OF NAM DINH PROVINCE	Construction Company No.1, Nam Dinh Province		0350 - 860661		Vũ Xuân Thiến (Mobile: 0913.290098)	Chairman
10.	YOUNG ENTREPRENEUR'S CLUB OF NGHE AN PROVINCE	Director of Thanh Vinh Trade Joint Stock Company, Nghe An Province	038 - 883322	038 - 883902		Nguyễn Mạnh Hùng (Mobile: 0913.272338)	Chairman

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
11.	YOUNG ENTREPRENEUR'S CLUB OF PHU YEN PROVINCE	Director of Bank for the Poor People, Phu Yen Province	057 - 824404	057 - 825998		Đào Tấn Nguyễn (Mobile: 0903.504130)	Chairman
12.	YOUNG ENTREPRENEUR'S CLUB OF QUANG NINH PROVINCE	Huong Phong Company Limited, Quang Ninh Province	033 - 869322	033 - 869322		Nguyễn Hùng Mobile: 0913.262357 Home: 033.827127	Chairman
13.	YOUNG ENTREPRENEUR'S CLUB OF TAY NINH PROVINCE	Tay Ninh Engineering Enterprise, Tay Ninh Province	066 - 822236	066 - 823384		Trần Hữu Hậu (Mobile: 0903.904021)	Chairman
14.	YOUNG ENTREPRENEUR'S CLUB OF THAI NGUYEN PROVINCE	Committee of Vietnam Youth Federation of Thai Nguyen Province, Trung Vuong Ward, Thai Nguyen City, Thai Nguyen Province	0280 - 855807	0280 - 854825		Vũ Dương Bình (Mobile: 0913.286056)	Chairman
15.	YOUNG ENTREPRENEUR'S CLUB OF THUA THIEN HUE PROVINCE	Director of Nguyen Hue Hotel Joint Stock Company, Thua Thien Hue Province	054 - 833742	054 - 833598		Võ Phi Dũng (Mobile: 0913.425123)	Chairman
16.	YOUNG ENTREPRENEUR'S CLUB OF TIEN GIANG PROVINCE	No. 2 Rach Gam Road, My Tho City, Tien Giang Province	073 - 879036	073 - 879036		Phạm Kim Long (Mobile: 0903.610521)	Vice Chairman
17.	YOUNG ENTREPRENEUR'S ASSOCIATION OF DA NANG	40 Bach Dang Road, Da Nang City	0511 - 821 368	0511 - 837 591		Trần Quang Tuấn (Mobile: 0913.402041) Nguyễn Thị Nguyễn Hùng	Chairman Standing Vice Chairman
18.	YOUNG ENTREPRENEUR'S ASSOCIATION OF HA GIANG	Committee of Vietnam Youth Federation of Ha Giang Province, Group 17, Nguyen Trai Ward, Ha Giang Town, Ha Giang Province	019 - 864866	019 - 864867		Lê Duy Hảo (Mobile: 0913.208938) Nguyễn Xung Kịch (Mobile: 0913.341395) Đặng Thị Bảo Ngọc	Chairman Head of Secretariat Officer
19.	HANOI BUSINESS ASSOCIATION	34 Bui Thi Xuan Street, Hoan Kiem District, Ha Noi	04 - 9432 989	04 - 9432 989		Nguyễn Đức Thành (Mobile: 0913.212234) Cao Minh Trúc	Chairman Manager of Foreign Affairs Department
20.	YOUNG ENTREPRENEUR'S ASSOCIATION OF HAI PHONG	1 Hoang Dieu Road, Hai Phong City	031 - 810 107	031 - 810 107		Nguyễn Quang Vinh (Mobile: 0913.241658) Cù Xuân Thu	Chairman Standing Member

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
21.	YOUNG BUSINESSPEOPLE'S ASSOCIATION OF HO CHI MINH CITY	82 Nguyen Van Troi, Phu Nhuan District, HCMC	08 - 8479888	08 - 8482829		Trần Phương Bình (Mobile: 0903.824284) Nguyễn Thị Bích Hà	Chairman Office Manager
22.	YOUNG ENTREPRENEUR'S ASSOCIATION OF DAKLAK	Director of the Bank for Investment and Development of Daklak Province	050 - 954762	050 - 954760		Phan Kế Toại (Mobile: 0913.435278)	Chairman
23.	YOUNG ENTREPRENEUR'S CLUB OF BINH DUONG PROVINCE	Committee of Vietnam Youth Federation of Binh Duong Province, Phu Loi Hamlet, Phu Hoa Ward, Thu Dau Mot Town, Binh Duong Province	0650 - 836022	065 - 824547		Nguyễn Quang Hưởng Dương (Mobile: 0903.901527)	Chairman
24.	YOUNG ENTREPRENEUR'S ASSOCIATION OF LONG AN	Son Ha Electric Wire Production Unit, Long An Province	072 - 829882	072 - 825733		Lê Xuyên Sơn (Mobile: 0913.876300)	Chairman
25.	YOUNG ENTREPRENEUR'S ASSOCIATION OF THANH HOA	Vice Chairman of Management Board of Lam Son Sugar Joint Stock Company, Thanh Hoa Province	037 - 961009	037 - 852096		Lê Văn Minh (Mobile: 0913.206439)	Chairman

6. ASSOCIATIONS UNDER VIETNAM UNION OF SCIENCE AND TECHNOLOGY ASSOCIATIONS (VUSTA) THAT INCLUDE BUSINESS MEMBERS

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
1.	VIETNAM CONSTRUCTION ASSOCIATION (VCA)	625A La Thanh Road, Ba Dinh district, Ha Noi	04 - 8314733 8314734	04 - 8314735	vca@netnam.vn	Phạm Sỹ Liêm Nguyễn Đăng Sơn	Vice Chairman - General Secretary Standing Deputy General Secretary
	DA NANG CONSTRUCTION ASSOCIATION	171 Tran Phu, Hai Chau district, Da Nang City	0511 - 825658	0511 - 865475		Nguyễn Quang Lô Lê Lập	Chairman Standing Vice Chairman
2.	VIETNAM WATER RESOURCES DEVELOPMENT ASSOCIATION	189 Chua Boc Dong Da district, Ha Noi	04 - 5633529	04 - 5633529	tnhon@fpt.vn	Trần Nhơn	Chairman
3.	VIETNAM ASSOCIATION FOR BUILDING MATERIALS	Km 7 Nguyen Trai Road Thanh Xuan district, Ha Noi	04 - 8584949	04 - 5580824		Trần Văn Huỳnh (Mobile: 0903.405437) Nguyễn Tài Long	Chairman Office Manager
4.	VIETNAM BUILDING CERAMIC ASSOCIATION	Km 7 Nguyen Trai Road Thanh Xuan district, Ha Noi	04 - 8584949	04 - 5580824	Vibca@fpt.vn	Trần Văn Huỳnh (Mobile: 0903.405437) Vũ Quốc Hùng	Chairman General Secretary
5.	VIETNAM WATER SUPPLY AND SEWAGE ASSOCIATION (VWSSA)	95 Van Ho 3 Hai Ba Trung district, Ha Noi	04 - 9745097	04 - 9745097	Vkquyen@hn.vnn.vn	Nguyễn Tôn Vũ kim Quyến	Chairman Vice Chairman - General Secretary
6.	VIETNAM BRIDGE AND ROAD ASSOCIATION (VIBRA)	Room 223, 2nd Floor 80 Tran Hung Dao, Ha Noi	04 - 9423425	04 - 8220578		Bùi Danh Lưu Vũ Phạm Chánh Mai Thị Hoa	Chairman General Secretary Officer
	Hanoi Bridge and Road Associatio	16 Cao Ba Quat, Ba Dinh district, Ha Noi	04 - 7334681 8456424	04 - 8456333		Phạm Quốc Trường Phạm Hữu Nam	Chairman Standing General Secretary
7.	VIETNAM ASSOCIATION FOR INFORMATION PROCESSING	27 Hang Chuoi, Ha Noi	04 - 9712.597 8211725	04 - 8211 708	maianh@moste.gov.vn	Mai Anh Nguyễn Đức Hoàng	Vice Chairman - General Secretary Information Assistant
	HCMC Computer Association	79 Truong Dinh, District 1, HCMC	08 - 8222876	08 - 8250053	hca@hcm.vnn.vn	Lê Trường Tùng Trần Lạc Hồng	Chairman Vice Chairman - Standing General Secretary

No	Name in English	Contact Address	Telephone	Fax	E-mail	Contact Person	Title
8.	THE RADIO-ELECTRONICS ASSOCIATION OF VIETNAM	107 Thai Ha, Ha Noi (for reception) 27 Au Trieu, Ha Noi (for documents receiving)	04 - 8254469	04 - 8254469	elinco@hn.vnn.vn	Nguyễn Văn Ngộ (Home: 6250473) Nguyễn Ngọc Cẩn	General Secretary Standing Member
9.	VIETNAM ARTICLE NUMBERING AND BARCODING ASSOCIATION (EAN - VIETNAM)	176 Trieu Viet Vuong, Bui Thi Xuan Ward, Hai Ba Trung district, Ha Noi	04 - 9782474 9782475	04 - 9782473	eanvietnamnt@hn.vnn.vn	Nguyễn Thị Anh Nhân Lê Văn Thiện	Chairman General Secretary
10.	VIETNAM ASSOCIATION OF FOUNDRY AND METALLURGY	54 Hai Ba Trung, Hoan Kiem district, Ha Noi	04 - 8262052	04 - 8644434		Phan Tử Phùng Ngô Minh Thu	Chairman Officer
11.	VIETNAM ECONOMICS ASSOCIATION (VEA)	1B Cam Hoi Street, Hai Ba Trung district, Ha Noi	04 - 9712898	04 - 9712899		Trần Phương	Chairman
12.	VIETNAM METROLOGY ASSOCIATION (VINAMET)	Room 222, 3 Floors Building, No. 8 Hoang Quoc Viet Road, Cau Giay district, Ha Noi	04 - 7564261		hoidoluong@hn.vnn.vn	Nguyễn Thế Long Nguyễn Danh Hồ Lê Thanh Trúc	Chairman Office Manager Officer

ANNEX 2:

QUESTIONNAIRE ON PERFORMANCE OF BUSINESS ASSOCIATIONS

Please give us your opinion by marking an (x) or (√) in the appropriate box, or by circling the appropriate number. With open-ended questions, please write a short answer.

I. GENERAL INFORMATION ENTERPRISE

1. Name of Enterprise: _____

2. Address: _____ 3. Province/City: _____

4. Telephone no: _____ 5. Fax no: _____ 6. Email: _____

7. Name of director/owner: _____

8. Age: _____ 9. Sex: male female 10. Ethnicity: _____

11. Education Level: _____

12. Does the director/owner work anywhere else in addition to this enterprise?

13. Year the enterprise began operations: _____

14. Year the enterprise was registered: _____

15. Type of business:

- | | |
|--|--|
| <input type="checkbox"/> Limited-liability company | <input type="checkbox"/> Joint-stock company |
| <input type="checkbox"/> Private enterprise | <input type="checkbox"/> Cooperative |
| <input type="checkbox"/> State-owned enterprise | <input type="checkbox"/> Other (please specify): _____ |

16. Registered capital: _____ (VND million)

17. Main products/services of enterprise: _____

18. Sales in year 2000:

- | | |
|--|--|
| <input type="checkbox"/> under 500 million VND | <input type="checkbox"/> 5 - 10 billion VND |
| <input type="checkbox"/> 500 million - 1 billion VND | <input type="checkbox"/> 10 - 20 billion VND |
| <input type="checkbox"/> 1 - 2 billion VND | <input type="checkbox"/> over 20 billion VND |
| <input type="checkbox"/> 2 - 5 billion VND | |

19. Expected sales in year 2001 compared to sales in year 2000 :

- strong growth (>30%)
- slight growth
- same as year 2000
- slight decrease
- strong decrease (<30%)

20. Is your market domestic, foreign, or both?
- 100% domestic market
 - 100% foreign market
 - both of domestic and foreign market: export sales = _____% total sales in year 2000
21. Total working capital of enterprise (including own assets and loans):
- under 500 million VND
 - 500 million - 1 billion VND
 - 1 - 2 billion VND
 - 2 - 5 billion VND
 - 5 - 10 billion VND
 - 10 - 20 billion VND
 - over 20 billion VND
22. Total number of employees in the enterprise: _____

II. DIFFICULTIES FACED BY ENTERPRISES

23. What are the main obstacles that the enterprise currently faces ? (**maximum 2 choices**)

- lack of information
- lack of land, office space, factory space
- cannot find suitable employees or labor
- difficult accessing raw materials and inputs
- lack of capital/ access to capital
- difficulty in accessing appropriate technology and machinery
- cannot find markets, too much competition, poor marketing ability
- policies, procedures are difficult and complicated
- others (please write in blank) _____

24. Does enterprise have difficulty in accessing **information** ?

- Yes
- No

- If yes, what kind of information is most difficult to access? (**maximum 2 choices**)

- Information on policies and legal issues
- Information on technology and machinery
- Information on markets, prices, suppliers, customers
- Information on sources of capital and financial services
- Industry-specific information (supply/demand, statistics, planning, forecasts)
- Experience of other companies/best practices
- Other (please specify) _____

25. Does the enterprise have difficulty in accessing and developing **markets** ?

- Yes
- No

- If yes, what are the main obstacles to accessing and developing markets? (**maximum 2 choices**)

- conducting market surveys
- participating in workshop, accessing customers and partners
- looking for information and forecast on export markets
- participating in domestic and abroad fairs, exhibitions
- marketing and advertising
- acquiring sub-contract from large enterprises/ contractors
- others (please write in blank): _____

26. Has the enterprise had any difficulty accessing **credit** ?

- Yes No

If yes, which are the main obstacles in terms of credit access? (**maximum 2 choices**)

- creating a suitable business/investment plan to access capital/loans
- finding a suitable credit source of credit (e.g. terms, procedures, paperwork)
- finding a source of equipment lease finance
- finding a credit guarantee
- negotiating a loan with banks
- cooperating with other enterprises to access bank loans
- other (please specify): _____

27. Does the enterprise have any difficulty accessing suitable **training** services?

- Yes No

If yes, which training services are the most difficult to access? (**maximum 2 choices**)

- Vocational training for employees
- Sales and marketing skills
- Accounting and financial management
- Quality management
- Application of new technology
- General business management and administration for small and medium enterprises
- Other (please specify) _____

28. Does the enterprise have any difficulty accessing suitable **consulting** services?

- Yes No

If yes, which consulting services are most difficult to access? (**maximum 2 choices**)

- Legal advice
- MIS
- Marketing
- Technology
- Business/investment planning
- Quality management (ISO 9000)
- Patents and trademarks
- Other (please specify): _____

III. PARTICIPATION IN BUSINESS ASSOCIATIONS, BUSINESS CLUBS

29. Is the enterprise a member of any **Business Association** or **Business Club** ?

(e.g.: Vietnam Chamber of Commerce and Industry, Vietnam Cooperative Alliance, sectoral associations, Young Business Associations, Small and Medium Business Club, Business Leaders Club, Women Entrepreneurs Association...)

- Yes No

↴ (continue) ⇨ (turn to last page)

If yes, please continue answer questions 30-36 below

If no, please go to question 37

30. Please **list the names** of Business Associations/Clubs that you are a member of:

Names of Business Associations/ Clubs	Year

31. **Why** is your enterprise a **member** of a business association/club? (**maximum 2 choices**)

- want to net work, expand network of business partners
- want assistance with information, training, consulting, etc...
- want to have rights/ interests protected
- want to be able to contribute opinions to policy/ legal dialogue
- participation will increase company’s prestige/ image
- staff from association encouraged to join
- want to assist other companies in association
- want to participate in social events/ humanitarian efforts
- others (please write in blank): _____

32. **How well** are the business associations/clubs **meeting the needs and demands of your business**:

*For each function/ activity, please give your assessment by **circling** the appropriate number*

	No benefit	—————→			Highly beneficial
	1	2	3	4	5
a. Provide information on policies and legal issues	1	2	3	4	5
b. Provide information on markets and prices	1	2	3	4	5
c. Provide information on technology	1	2	3	4	5
d. Provide short-term training courses	1	2	3	4	5
e. Provide assistance in accessing export markets	1	2	3	4	5
f. Provide assistance in accessing capital/ loans	1	2	3	4	5
g. Provide assistance in accessing land/ factory space	1	2	3	4	5
h. Provide consulting/ technical assistance services to members	1	2	3	4	5
i. Provide networking opportunities for domestic markets	1	2	3	4	5
j. Provide networking opportunities between members	1	2	3	4	5
k. Assist in conflict mediation between members	1	2	3	4	5
l. Represent and protect the interests of members	1	2	3	4	5
m. Make policy/ legal recommendation on behalf of members	1	2	3	4	5
n. Develop relationship/ access funding from international organizations	1	2	3	4	5

33. Relationship between enterprise and business associations/clubs

For each activity, please **mark** the appropriate box

	Never	Rarely	Sometimes	Frequently	Always		
a. Do you attend the regular meetings of associations?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
b. Do you attend the workshops/special meetings of associations ?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
c. Do you attend the training courses providing by associations ?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
d. Do you participate in social events/humanitarian efforts organized by associations?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
						No	Yes
e. Do you ever receive a periodical bulletin/magazine/newspaper from associations ?						<input type="checkbox"/>	<input type="checkbox"/>
f. Have you ever asked for specific assistance from an association?						<input type="checkbox"/>	<input type="checkbox"/>
g. Have you ever made a recommendation to an association to improve its activities?						<input type="checkbox"/>	<input type="checkbox"/>
h. Have you ever cooperated in business with another member of an association of which you are member?						<input type="checkbox"/>	<input type="checkbox"/>
i. Have you ever played a leadership role in an association? <i>(e.g. director, member of Managing Board, head of department/section.....)</i>						<input type="checkbox"/>	<input type="checkbox"/>

If yes, please _____
specify position _____

34. What kinds of activities/services would you like associations to provide/provide better?

35. In your opinion, which are the determinants for the success of a business association ?

36. Do you have any recommendations for improving the organization/activities of business associations?

Thank you for your help - Please return this questionnaire to us before November/ 15/ 2001

QUESTIONS FOR ENTERPRISES THAT ARE NOT A MEMBER OF A BUSINESS ASSOCIATION/CLUB

(follows question 29)

37. Do you know of any business association/clubs?

No

Yes, which ones?

38. **Why** are you **not a member of** any business association/club? (**maximum 2 choices**)

There are not any business associations/clubs in my area

The functions/activities of associations/clubs do not meet the needs of my business

My company is not large/established enough

Memberships dues/service fees are too high

I have never been invited to join

The benefits do not outweigh the costs in terms of time, money

My business relies on my own connections, I do not need the connections of an association/club

Other (please specify):

39. What activities/services do business associations/clubs need to offer to interest you in joining them?

40. Do you have any comments or recommendations for business associations or support service providers?

Thank you for your help - Please return this questionnaire to us before November/ 15/ 2001