

*Bản tin*

# DOOSAN

VINA NEWS

*Three Legs for Success;  
Productivity, Quality  
and Safety*

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**MADE IN VIET NAM**  
MY COUNTRY MY PRODUCT MY PRIDE

## ACTION GUIDE FOR CUSTOMER SATISFACTION

### 1. Customers are our teachers

- What do customers want and what don't they want?"
- "What are their needs and how are those needs changing?"
- "How can we meet their requirements?"
- These are questions we should always ask ourselves to maximize customer value.
- The answers can only come from our customers.

### 2. We are fully responsible our quality

- Be active and thorough in fixing after sale problems and defects.

### 3. Subcontractors reflect our quality

- Take charge of and resolve our subcontractors' problems.

### 4. Meet customers frequently

- Out of sight, Out of mind.
- Face-to-face communication builds trust.



## Doosan Heavy Industries Vietnam

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## Global Number One Production Player

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# The Ides of March have come and gone

**O**n the cover of this issue is a picture of the Nhon Trach II Heat Recovery Steam Generators that are located near HCMC. The two units were engineered, designed and fabricated by the skilled men and women of Doosan Vina's HRSG shop for Siemens.

The Nhon Trach II Triple Pressure Heat Recovery Steam Generators will add 750 MW of power to the gas fired power plant. The plant is owned by Petro Vietnam and was developed by a consortium including Petro Vietnam, Lilama, Torishima, Siemens and Doosan Vina.

This is the time of year when life "Springs" forth and the atmosphere at Doosan Vina is certainly spring like with new projects blossoming all around the complex.

The five shops are heavily into or busy gearing up for several new projects that recently started or are about to begin and it's not only the shops that have spring fever!

The management and support divisions of Doosan Vina are also bursting with new projects; QC successfully completed the triennial audit for renewal of our ISO 9001 and in April they will host the ASME team for the renewal of our ASME certification. HRM is pushing

ahead with DCM. Production Innovation is getting the MBO program finalized, OE just returned from a benchmarking trip to Korea, LR has held nine "Family Days" involving 508 employees and their family members, the Managerial Division recently wrapped up a major Corporate Social Responsibility program taking needy children to Korea for medical treatment, and the Admin section hosted a major talent show for the nearly 2,000 employees of Doosan Vina.

You can read about all the above and more on the following pages.

As you know the current drought situation is responsible for low water levels in most of the country's reservoirs and that means there will be shortages of hydro-electric power so we all must do our part and conserve electricity whenever possible to help ease the power shortage.

If you're interested in being a member of our advisory panel or writing for Doosan Vina News please contact Ms. Linh in PR.

We hope you enjoy this issue of Doosan Vina News and we welcome your comments and suggestions which can be sent to [dv.editor@doosan.com](mailto:dv.editor@doosan.com).



# Nhon Trach II on the National Grid



*Korean construction experts at Nhon Trach II power plant site*

*Left-Right: Mr Kim Min Young-QC Manager, Mr Choi Ji Won-Electrical Manager, Mr Kim Dong Chan-Admin Manager, Mr Hwang Seong Uk-Safety Manager and Mr. Moon Kab Do-Mechanical Manager*

*By: Dale Gerstenslager*

All across Vietnam new power projects are under construction or scheduled to begin shortly. Vietnam's past economic success and improvements in the standard of living are creating more and more demand for power; in 2011 alone the Ministry of Industry and Trade projects an increased demand of 17.6%.

Large infrastructure products for the power sector are a core competency of Doosan Vina and 35 KM from the eastern side of HCMC in Dong Ngai Province is where you can find the massive Triple Pressure Heat Recovery Steam Generators (HRSG) that were engineered, designed and fabricated by Doosan Vina's HRSG shop and assembled in Dong Ngai by a team lead by Doosan specialist from Korea.

A HRSG unit captures the exhaust from a thermal power plant that would otherwise be wasted and uses the heat to generate additional power. Doosan is the market leader in this high tech, earth friendly technology. A typical HRSG unit has the potential to increase the efficiency of a power plant by up to 30%.

This natural gas fired combined cycle thermal power plant is owned by Petro Vietnam and was developed by a consortium including Petro Vietnam, Lilama, Torishima, Siemens and Doosan Vina. HRSG Construction started on July 15th 2010 and the first 250MW unit was successfully linked to the national grid on December 26th 2010. Once completed, the entire Nhon Trach II complex will have a total capacity of 750 MW, adding 4.5 billion KWH of electricity per year to Vietnam's available supply.



*Mr. Bong Jin Cho-General  
Director of Doosan Vina*

# Three Legs for Success; Productivity, Quality and Safety

*By: Dieu Linh*

Doosan Vina's three focal points for 2011, Productivity, Quality and Safety were announced by Mr. BJ Cho, General Director in early March. These three goals are the legs that will provide the support for Doosan Vina's success, each is important by itself but together they form a strong, steady and sturdy base to the achieve the company's vision of being the "Global Number One Production Player."

The special announcement, made directly to all Doosan Vina employees by Mr. Cho, was to share his vision for the coming year as well as summarizing the results of the first two months of 2011.

Asked why he chose to send the message directly, Mr. Cho said "I wanted the message to be delivered first hand, from me personally so there wasn't any interpretation and so that everyone understands the importance and how absolutely necessity it is for us to reach these goals!"

First and foremost in the announcement was the need to raise productivity. Since commencement of operations in 2009 we have steadily gained momentum in production capacity. The goal for 2011 is to make the final push and achieve our ultimate goal of reaching the productivity levels of our Korean colleagues. To attain this goal the Production Improvement Division has been setup and their name mirrors their mandate.

Second is quality. Production without quality control is not the Doosan way, so the role of QC has been enhanced and specialists have been added to monitor and assure us of reaching this all important goal.

The third objective addressed by Mr. Cho was Safety and it is really the first priority because you cannot hope to reach the other goals if this crucial

focus is ignored. A safe and accident free work place goes hand-in-hand with quality and productivity. Working in safe conditions improves production because there is no downtime from accidents. Safety also improves quality because when safety standards are followed there are no shortcuts and attention to detail becomes the standard operating procedure which translates into higher quality.

Safety, managed by EHS will increase monitoring, training and enforcement. Safety violations will not be tolerated and offenders will be disciplined.

The three legs of the stool must be strong, sturdy and steady and all three legs are necessary if the stool is to stand. Mr. Cho said he is confident in the skills, commitment and courage of the men and women of Doosan Vina and certain that we can reach these goals in 2011.

## Theft

Another subject that was a part of the message dealt with a problem that has been around since Time began. Theft! There have been over 100 confirmed incidences of theft at DV and after only two months of 2011 there have already been six cases. If you take into account people who were not caught the number of cases swells.

Theft is everyone's problem because when someone steals from the company they are really stealing from you, because the lost property has to be replaced and that means less money for salaries, training, benefits and expansion. Mr. Cho encouraged everyone to do all they can to stop theft wherever it happens and don't ignore the problem because it hurts us all.



# Saudi Delegation visits Doosan Vina



*Mr. Hussein A Alsami (5th from left), Chairman of Supervision Committee of SWCC tours DV dedicated port with Mr. BJ Cho (6th from left), General Director & the delegation*



*Mr. Kang Chun Sig-PGM, Mr. Kim Tae Kyung-GM and Mr. Cho In Ho welcome SWCC*



*Mr. Hussein A Alsami (in red tie), chairman of supervision committee of SWCC is shown a scale model of a desalination evaporator by Mr. Cho In Ho*

*By: Dieu Linh*

A delegation of experts and leaders from the Saline Water Conversion Corporation (SWCC) of Saudi Arabia visited Doosan Vina recently to see firsthand the facilities that will soon be building part of the world's largest ever water desalination project.

The project known as Ras Az Zawr was signed between Doosan Heavy Industries & Construction and the government of Saudi Arabia and is worth an estimated \$ 1.46 billion USD. Doosan Vina's Desalination Shop will produce three of the eight evaporators in the order. Each evaporator, which is the size of a football pitch, will weigh 4,000 tons and capable of desalinating up to 76 million liters of sea water per day. The massive evaporators will be manufactured, assembled and shipped from Vietnam ready to "Plug & Play" on arrival in Saudi Arabia.

Doosan will employ the advanced technology of Multi Stage Steam and Multi Stage Flash in these evaporators that will quench the thirst of millions in Saudi Arabia.

Fabrication will soon begin and is schedule to be completed in July 2012.



# Power to Light the way by Boiler



By: Huyen Trang

The men and women of the Boiler Shop are members of a fraternity of man that dates back nearly 5,000 years. In 2750 BC the first mention of electricity occurred in ancient Egyptian texts and every since that time mankind has been on a quest to harness and develop its awesome potential.

Last year the Doosan Vina Boiler Shop sent boilers to Brazil that are now helping to fuel their bustling economy and providing light and power for people all across the country. In April Boiler will be following up that success with the completion of the Raipur project for India's Independent Power Producer (IPP). This Boiler project has a total weight in excess of 7,000 tons and is due to be installed in Raipur, India (1,176

km southeast of New Delhi). It will soon be on-line and producing 1.370MW of economic development for the people of India.

The 92,136 square meters Boiler Shop is managed and staffed with the most skilled managers and technicians, the world's most advanced machinery, and Quality Control standards that are certified by ISO, ASME and several other of the world's leading engineering and testing institutions.

It has taken 5,000 years but today, thanks to the men and women of Boiler we have the convergence of technology, infrastructure and capital that is making modern living through electricity available in places never thought possible a few short years ago.

Wherever you live in the world you will soon be able to hear the sound of progress driven forward by power from Doosan Vina.



# Doosan Vina Cranes for Port of Singapore

*B: Huyen Trang*

If you've visited the Material Handling Equipment (MHE) shop at Doosan Vina recently, you would've seen that the men and women of MHE are roaring, working with the skill and precision of a symphony orchestra. They are hard at work on the Port of Singapore Authority (PSA) order for 36 Rubber Tired Gantry Cranes (RTGC) and three Super Weight Rail Mounted Quay Cranes (RMQC). Every one of the 270 employees of MHE are focused on producing the high quality MHE cranes that Doosan is famous for and meeting the scheduled July 2011 shipment date.

With each of these 39 cranes boosting a "Made in Viet Nam" designation and the Doosan logo everyone at MHE is ever mindful that the work they do

each day represents not only everyone at Doosan, but also Vietnam, so pride of workmanship is top-of-mind at all times.

Each RTGC weighs 245 tons is 27m high, 11m wide and 25m long. Each RMQC weighs 1.400 tons is 81m high, 26m wide and 150m long. Both the RTGC and the RMQC are designed for the 40 ton containers that are the standard in worldwide shipping today.

With the slogan "Global Top Tier Crane Maker" the entire MHE shop is working at a feverish pace to meet production, quality and scheduling deadlines to maintain Doosan's status as a global leader in crane manufacturing.





# Ambassador Corps Tours Doosan VINA



By: Dieu Linh

Doosan VINA recently hosted a visit by 29 newly appointed Vietnamese Ambassadors, Consul Generals and Foreign Ministry experts while they were on a tour of the Dung Quat Economic Zone in Quang Ngai province.

The February 22nd visit was to introduce the ambassadors to the facilities and products of Doosan Heavy Industries Vietnam prior to their dispatch to their new worldwide posts.

H.E. Mr. Pham Xuan Son, Deputy

Head of the CPV Central Committee's Commission for External Relations and the Vietnamese Ambassador to Russia was head of the delegation.

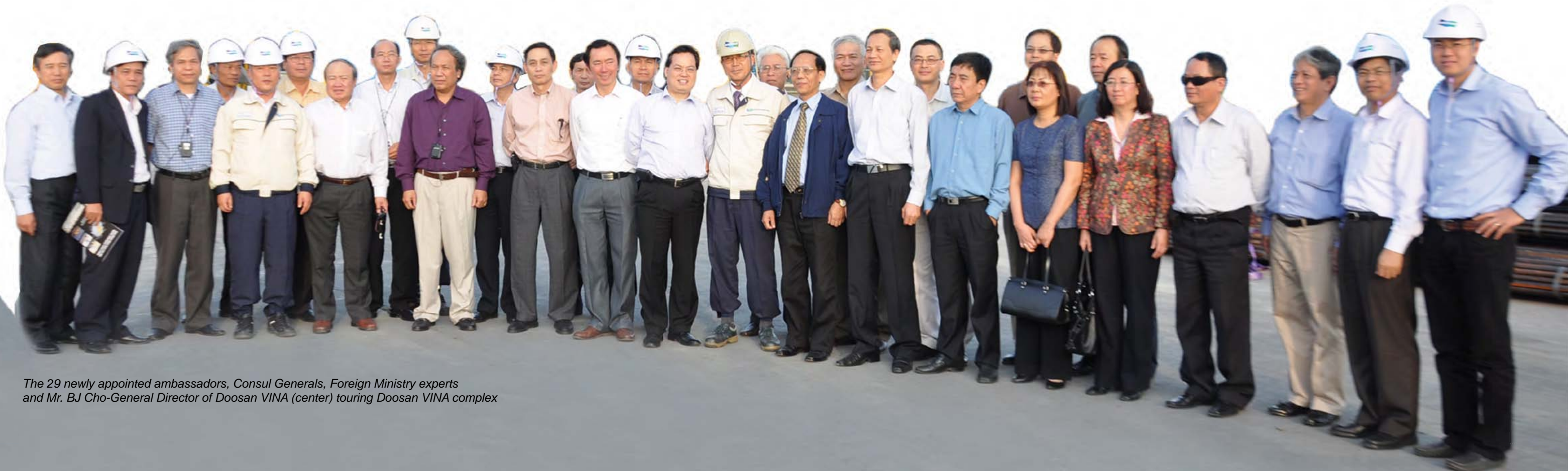
The esteemed delegation was received by Mr. Cho Bong Jin, General Director of Doosan VINA who personally escorted the delegation on a tour of the \$300 million USD complex.

The group was shown Doosan VINA's dedicated port facility and the company's five Manufacturing factories including, Boiler, Heat Recovery Steam Generator, Material Handling Equipment, Desali-

nation and the Chemical Processing Equipment factories. The five factories and supporting departments employ nearly 2,000 Vietnamese staff.

The Russian Ambassador, H.E. Mr. Pham Xuan Son speaking on behalf of the delegation thanked Mr. Cho for the warm reception and the Doosan Group's efforts in developing heavy industry in Vietnam and Quang Ngai Province.

Left-right: Mr. Pham Sanh Chau-Ambassador to Belgium, Mr. Duong Chi Dung-Ambassador to France, Mr. BJ Cho-Doosan VINA General Director and Mr. Pham Xuan Son-Ambassador to Russia



The 29 newly appointed ambassadors, Consul Generals, Foreign Ministry experts and Mr. BJ Cho-General Director of Doosan VINA (center) touring Doosan VINA complex





*Mr. Choi Sung Dae (left), Boiler Director presents football cup to DES team represented by Mr. Huynh Tan Kim*

# A successful season



*By: Duong V. Duc*

Doosan Vina is a company that makes some of the world's biggest equipment and so quite naturally more than 80% of employees are male and the outdoor sport that most men are passionate

about is the king of sports around the world, football!

This was Doosan Vina's 3rd football league championship series season and involved eight teams including: DES, Boiler, MHE, HRSG, CPE, PSD, QCD and a Main Office team. The teams played a knockout tournament over four weeks in March with the final on March 26th.

"This year's tournament was organized to enhance employee health, improve camaraderie and commemorate the 80th anniversary of the HCM Communist Youth Union. The final

match was one of the events of Doosan Vina's inaugural "One Mind Festival" and the combination of events made the day a winner for all," Mr. Nguyen Ngoc Tien, head of the organizer said.

The tournament ended with Desalination crowned as champions and it was the 2nd time DES took home the trophy

"As a leader of the DES team, I think this is really a useful program, everyone gets some exercise so we can stay healthy and we also get to strengthen the bonds between our colleagues in the other shops at Doosan Vina," Mr. Nguyen Tien Hieu, Captain of DES team said. "This championship is a big morale booster and a spiritual encouragement to the the DES staff before we embark on the Ras Az Zawr desalination project," he added.



*Boiler players warm up before the match*



# CPE first step toward 2011

*By: Huyen Trang*

The South China Sea at Doosan Vina's dedicated and purpose built port was sparkling with Spring sunshine in February as the huge arms of a ships cranes reached down to the dock. They plucked one after another of the massive Chemical Processing Equipment (CPE) shops pressure vessels off the dock and placed them on the deck of the Sinar Kudus in preparation for the coming trip to Algeria.

The shipment was the CPE's Rhoudre Nouss QH project in Algeria that was completed in February after eight months of production. In total the order consisted of 22 pressure vessels that weighed 295 tons. These high tech CPE pressure vessels will be put to use in the Traitement des champs de Gaz De Quantzite Rhourde Nouss El Hamra in Algeria. One of the vessels was also the largest ever produced double walled pressure vessel by the Doosan Vina's CPE team. It weighed 63.4 tons and was 39.75m in length and 3.5m in diameter. It will be used to remove Amine from liquefied gas.

The departure of this order on February 25th was one of the first for the year of the "Tan Mao" or Cat on the Vietnamese lunar calendar and signals the ever growing worldwide reputation of Doosan Vina and the life improving products of CPE.

Ship after ship has left the doosan Vina dock taking "Made in Vietnam" products to destinations at the four corners of the globe.

No sooner had the ship left the port than the men and women of CPE immediately began the new project named LNG QC I & II destined for Australia. It was signed with Bechtel International, Inc. CPE are also in production of the TBS project for Sumitomo Heavy Industries-Japan and the EPP project signed with Oriental Petrochemical.



*Pressure vessels "Made in Vietnam" await shipment at DV dedicated port*





*Mr. Park Jong Soon-Lead Auditor of HSB Registration Services, Korea.*



*Quality is strictly controlled at Doosan Vina*

# Successful renewal of ISO 9001

*By: Dieu Linh*

**D**oosan Vina's renewal of its International Organization for Standardization (ISO) ISO 9001:2008 certificate was confirmed after three days of intense and rigorous auditing in March by two ISO auditors.

ISO 9001 certification is testimony to Doosan Vina's commitment to quality and customer satisfaction, as well our commitment to continuously improve our systems for quality management.

This is the first audit since we were first certified on March 2008. Mr. Sky Lee, director of Quality Control division said: "This audit (2011) was based on the performance of Doosan Vina and our QA team without the help of our parent company, this proves that our quality system is stable and we believe that the upcoming inspection of ASME will be just as successful".







*Global leadership classes underway*

# Localization of Doosan Vina



*By: Dieu Linh*

Handing the management of Doosan Vina over to Vietnamese and following the Doosan Groups “2G Philosophy” have always been primary strategies of the company’s growth and

development.

A step towards accomplishing that goal was the opening of the “Global Leaders School. The Global Leaders School (GLS) is a one year training course designed to provide opportunities for Vietnamese staff to upgrade their knowledge, skill and abilities in preparation for their ascent to operational control of the company.

Another step toward localization was the recent promotion of Mr. Vo Hoang Thong to the level General Manager in the Human Resource Department. He is the first local staff to be promoted to this level and upon the completion of the GLS the company hopes many more will be

following in Mr. Thong’s footsteps.

The classes are held in the morning every other Saturday and alternating Wednesday evenings. To be sure the students get proper training well known professors from Vietnam’s best universities have been contracted to lecture on management skills related to their expertise.

The Opening of GLS was held on February 9th for the 65 Vietnamese section managers who will be taught basic management skills such as: leadership, strategic thinking, problem solving, decision making, production management and more over the next 12 months.

Mr. Dam Van Ha, manager of External Relations department said “Most of the section managers in Doosan Vina are young and have little work experience so they lack management skills. I think this course will be really useful.”



*Mr. Vo Hoang Thong, General Manager of Human Resource Management, the first Vietnamese GM of Doosan Vina*

# History is made at Doosan Vina

*By: Dieu Linh*

The fifteen percent increase in salary and a similar percentage of employee promotions that were announced for 2011 were well received by everyone at Doosan Vina.

Mr. Do Van Thuong, Chief Worker in the electrical maintenance line of FM said, "I'm really excited by this year's increase and I think everybody will work hard and try their best to see that we bring in more profit to the company so that we can continue to see increases like this in the years to come."

"This is the highest increase Doosan Vina (DV) has ever had and the second most promotions in our history," said Mr. BJ Cho, General Director of Doosan Vina. "Something this large could certainly be seen by some as a burden, but we went ahead with it because I've seen the determination to succeed all over DV and I know what the team here at Doosan Vina can do. I have great

faith that the entire DV family will appreciate this increase and strive to meet and even exceed our production targets this year," he added.

The 15% is the figure that was announced in February and applied to all DV employees beginning in March. In addition to the new pay rate a new compensation system was also announced that will provide an equitable and sustainable payroll structure.

The new compensation system is based on annual salary instead of hourly pay and overtime will be paid on the total of basics and allowances.

The year ahead is going to be challenging, but with the new structure, improved performance and increased orders 2011 is sure to be a winner for all.



# DOOSAN VINA VIP'S



Mr. Hussein A Alsami (3rd from left), Chairman of Supervision Committee of SWCC next to Mr. BJ Cho (4th from left), General Director of Doosan Vina visits DV dedicated port



Doosan Vina welcomes Labor Affairs and Labor Union from Doosan, Korea.



Left-right: Mr. Shunsuke Fujii, Mr. Nguyen Quoc Hanh of Petro Vietnam Construction.



Mr. Choi Sung Dae-Boiler Director shows BOM of Doosan group around the Boiler shop



Left-right: Mr. Park Jong Soon - Lead Auditor, Mr. Kim Bum Yong – Auditor of HSB Registration Services, Korea.  
ISO 9001 recertification



Department of Vocational Training - Ministry of Labour - Invalids and Social Affairs



# GOOD NEIGHBOR POLICY IN ACTION



Tran Manh Trung & mother Do Thi Anh Tuyet



Le Hong Hai Au & father Le Hong Nam



Nguyen Thanh Quan & mother Ngo Thi Thanh



Dr. Kim Seong Deok-vice president, Chung Ang University & General Director, Chung Ang Medical Center encourages one of the patients before the surgery.



Chung Ang Medical Center doctors perform surgery on one of the Vietnamese children

By: Dale Gerstenslager

In March Doosan Vina took five children between the ages of three and twelve, who needed specialized care to Chung Ang University Medical Center in Seoul, South Korea. The cleft palate corrective surgery they received made life changing differences in the quality of the children's lives. This was the second such airlift of Vietnamese children to Korea by Doosan. The surgical procedures and the trip for the five children and families cost well over 55,000 USD and were completely funded by Doosan Vina, Doosan Heavy Industries and Chung Ang University Medical Center of Korea.

Being good neighbors is a core philosophy that runs deep at Doosan Vina and in less than two years since the grand opening in 2009 the company has provided nearly four billion VND in support of the local community.

Mr. BJ Cho, General Director of Doosan Vina

said, "Giving back to the community is a core belief of all our 2,000 strong staff in Quang Ngai as well as our 35,000 employees worldwide. Everyone from the top down at Doosan is committed to helping and providing as much assistance as possible." Mr. Cho went on to say, "helping people is what Doosan is about, whether it's our products that improve life for people all over the world by producing electricity, providing drinking water, making safe and life changing chemicals, supplying the cranes of modern logistics or supporting medical treatment for people in need, it's what we do and were proud to be a part of our neighbors lives!"

In addition to taking children to Korea for medical treatment the company has provided medical treatment for nearly 3,000 people in Quang Ngai over the

last two years.

Last summer's medical service provided cataract surgery that restored the sight of elderly patients in Quang Ngai. The Korean surgical team also brought and donated a Phaco cataract surgical machine worth \$30,000 USD to the local hospital. The prior year another medical team performed cleft palate surgeries on children in Quang Ngai.

In conjunction with Chung Ang University Medical Center and Doosan Heavy Industries, Doosan Vina coordinated this "Good Neighbor" service and teams are now busy making plans for the next medical service to be held this summer in Quang Ngai.



Dinh Hoang Ngoc & parents





*Mr. Kalaivaanan-Siemens expeditor*

# Siemens Expeditor's Experience At Doosan Vina

In celebration of the completion of the Nhon Trach 2 HRSG unit DV News spoke to Mr. Kalaivaanan Sabapathy of Malaysia or Kali as he is known around Doosan Vina (DV). Kali spent the better part of a year working at DV and living in Vietnam as an Expeditor for Siemens, the lead contractor on the project.

Kali's main role while here was to make sure that the manufacturing at DV was done according to Siemens approved and agreed upon codes and standards for quality. His priorities were to ensure that the production teams followed the required procedures and to make sure that the components were sent to the site on time. "It's great to be able to say that production was ahead of schedule and no major problems occurred, overall I was very satisfied with the workmanship at Doosan Vina."

When we asked Kali if he'd like to return... "Yes, I would love to! The hospitality of everyone at DV has been wonderful; the cafeteria

even provided a special vegetarian lunch for me everyday. I have made quite a number of good friends, I will miss them and hopefully they'll miss me. The time has gone by quickly and I would like to say "Cam on" (Thank you in Vietnamese) to everyone in HRSG, QA/QC, PS and the many other supporting departments for their tireless work that made this project progress so smoothly."

Our final question was where did he think DV will go? "I think DV will develop into a major player in heavy industry because Doosan's reputation for quality has certainly taken root here at Doosan Vina, providing first class quality made in Vietnam products to the World."

Always a gentleman, Kali was a pleasure to have around and we wish him well and hope we have an opportunity to work together again soon.

# Thirteenth National Week of safety



By: Xuan Hoang

Over 200 Doosan Vina employees attended the launch of the Thirteenth Vietnamese National Week of Safety, Labor & Hygiene held on March 20th at the Dung Quat Port facility. Safety week is a national event designed to raise the awareness and responsibility of both employers and the employees regarding safety, hygiene and fire prevention. This year Quang Ngai province was chosen as the center of the National Week of safety, occupational health and fire prevention.

Doosan Vina's Environmental Health & Safety Department sponsored and organized

many special activities in response to Quang Ngai being designated the host province this year. EHS has been busy promoting the event by hanging banners, posters and holding special safety training for employees.

The EHS team also joined in the safety competition organized by Quang Ngai Labor Federal in collaboration with Invalids and Social Affairs. Doosan Vina's EHS team presented two comedies "Visit of Dad" and "Don't play with electricity" which won the highest awards in the competition.

With the increased activities and additional focus that is being put on EHS everyone at Doosan Vina is striving to make sure that 2011 is an accident free year.



*Doosan Vina employees attended the launch of the Thirteenth Vietnamese National Week of Safety, Labor & Hygiene at the Dung Quat Port*





An MBO training class

# MBO gives wings to VINA Vision



By: Khac Tuyen

Management By Objective (MBO) is a giant step toward reaching Doosan Vina's Vision for 2011: including achieving productivity that is 100% equal to that of our parent company, Quality Control

Radiographic Testing reaching a 98% pass level and having no major accidents.

MBO's used to be only for Senior Engineers, Section Managers and higher positions, but beginning in 2011, every engineer and office staff will have his/her own objectives that will contribute to the company's Vision and targets. They are based on the 2G strategy, Growth of employees and Growth of the company.

An MBO is something that an employee pursues to solve a problem in his work flow, such as "How to shorten NCR leadtime by 50%, (from 30 days to 15 days) on the EPP project during the first half of 2011" or "Reducing material expenses by 15% through standardization of issu-

ing procedures."

The progress of MBO's is to be reviewed for all shops and departments every two months in a companywide presentation by leaders of the program.

All the MBO leaders are being reinforced by members of the OE Team whose Operational Excellence knowledge and skills in problem solving will provide resources to assist and enhance results.

By the middle of Mar. 2011, there are to be 411 registered MBO's throughout the company, 40% of which will be Productivity based and 21% will be about Quality. All the themes are controlled by the leaders themselves on the Portal where they can update progress and get assistance from colleagues and Managers.

MBO's are challenges that all Engineers and staff will focus on to improve performance and when they are combined with BBHD they will give wings to the Doosan Vina Vision target for 2011.



*Doosan Vina Benchmarking group in Korea*

# Operational Excellence's BBHD Trip to Korea

*By: Tran Khac Tuyen*

To continue to fuel the engine that is driving innovation at Doosan Vina the Operational Excellence team took a twelve member benchmarking team to Doosan Heavy Industries (DHI) Korea in January.

A highlight of the trip was being special guests at a DHI BBHD Best Practice Contest. The DV benchmarking group impressed their Korean DHI and Rumanian IMGB counterparts by demonstrating some of the Kesons that they have initiated at DV.

Two examples that gained the most recognition from the DHI team were the, innovations to the Curved Radius Shell Cutting and Beveling Machine

used in HRSG Harp Assembly and an Improvement for the Pipe Overlay Machine that is used in CPE. These two Kesons were responsible for substantially raising DV productivity. Speaking at the contest, Mr. Y.S. Choi, General Manager of Lean Management said, “I was very impressed with DV’s progress. If you continue this growth trend you will be in contention for the number One BBHD Keson ranking and we are certainly rooting for you.”

The vision is for the participants to absorb as much knowledge as they can from their Korean colleagues and then bring it back to DV for implementation and sharing with their colleagues here at DV.

The Korean’s who hosted the team said that the trip was very successful because the men from DV were smart and quick to grasp what was being shown to them, rapidly absorbing the key principles to DHI’s innovation and the Kesons that would be applicable at Doosan Vina.

Reflecting on the trip, Mr. Byung Wook Kim, Production Innovation Director said, “The benchmarking trip is providing the “grease” that will expedite the efforts and activities of the Doosan Vina OE department today and into the future and we look forward to the results of the trip.”





# International Woman's Day

By: Huyen Trang

The 226 women at Doosan Vina, which are the roses of Doosan Vina, were recognized and honored with flowers, a card and chocolate this past Women's Day.

Speaking at the event to celebrate their many contributions to the company Mr. Bong Jin Cho, General Director said, "whether it's the ladies in logistics who see that customs clearances are completed so our products get to our customers on schedule, or the women of finance that keep our books in order, or the women welders who are on the front lines of production, you are all vital links in making Doosan Vina great and I thank you for the dedication and support that you have provided to me and the company."

March 8th 2011 was not only International Woman's Day, (IWD) but also the 100th anniversary of a day set aside to celebrate the progress of women and shine some light on yet needed improvements in the rights and equality of Women.

Vietnamese women are formally honored twice a year, once on March 8th and again on October 20th. Most women receive fresh flowers, greeting cards, good wishes and society's assurance that conditions will improve to offset the hardships of motherhood, taking care of their family and their many contributions to the nation.

As the quote goes "You've come a long way baby" but that doesn't mean all is perfect yet. The struggle continues and women still sacrifice for their children and families all over the world and we must balance the celebration with reflection on what still needs to be done.



Ladies of IM



*Ms. My Anh, a woman welder from the Boiler Shop shared her feelings on IWD: "I am feeling very proud, as I believe all the ladies of the company are because of what we mean to Doosan Vina, today's event was especially meaningful because our General Director took the time to personally come and honor us today."*



*"March 3rd is the day that the entire world honors women and I think we certainly deserve the recognition because we are worth it, heh heh!" Ms. Bien, LR department said.*



*"I think Women's needs are pretty basic, we want our family to be happy, with few troubles, health for all and the companionship of a loving, caring man, so to be treated a bit special on IWD just makes up for some of the days when we don't feel so special." Ms. Ngoc Quynh, MHE shop*



Ms. Nguyen Quynh Khoi-MHE and Mr. Nguyen Anh Vu-Adm



Ladies of Finance



Ladies of MP



226 Doosan Vina ladies after the Woman's Day ceremony





Mr. Le Xuan Dien, production SM and Mr. Huynh Tan Cong

# Aspirations & Beliefs



By: Le Xuan Dien

He was voted one of the best workers in HRSG in 2009 by the union and was one of the four members of the HRSG team that won the first prize in the Fifth Doosan Vina Skill Competition in 2010. Many of you have undoubtedly already figured out that we are talking about Mr. Huynh Tan Cong who works on the Harp Assembly line 3.

He was born and grew up in a family of modest means in rural district Binh Son. After graduating from High School he decided to pursue a career as a Mechanical Technician by studying at the Dung Quat College of Technology.

He began work at Doosan Vina when it was

just setting up, making him one of the veterans of the company. He is known and respected for his gentle, dynamic and creative ways. Being a person to always be looking for ways to improve himself and the operation he's taken the initiative to continue his studies and work with his team on Kesons like the improvements to the pipe cutting project for the Gheco-One project.

"He is an enthusiastic worker and always at the forefront of any activities," Mr. Do Thanh Tai, chief worker for the Harp Assembly line 3.

When asked what he thinks about his future at Doosan Vina, he smiled and said, "Doosan Vina is a company that is on the move and I think I can grow with it and play an important role in Doosan Vina's future."



# Food for Healthy Living



By: Dieu Linh

The basic principles of a healthy lifestyle are drink more water, eat more fruits and vegetables and exercise regularly.

Foods that I like during the summer because they taste good, cool me down and are also healthy snacks or refreshing meals are:

- Papaya: This tropical favorite is always one of the top fruits to help cool the body. It is sweet and good in any season.

- Green Beans: These act as a detoxification agent and reduce body heat, they can be cooked into a sweet broth or use the sprouts to add a new flavor and freshness to any dish.

- Squash: Great as the basis for soup or slice it and dry it then cook it with water for a delightful drink.

- Melons: There are many varieties to choose from and most are great to relieve the heat and can help clear harmful substances from the system.

- Bitter melon: The bitterness and cooling properties of this melon are well known. Chill and eat fresh or dry it and simmer it as a unique tea on a sultry day.

- Cucumbers: Famous as a skin treatment they are one of the coolest vegetables in the garden. They have diuretic properties and improve the taste and appearance of any salad and they are also pickled so I enjoy them any time of year.

- Spinach: If you want a different type of salad replace the lettuce with some fresh spinach add some sliced almonds your favorite dressing and other garden vegetables for a fantastic summer meal that is good and good for you. Packed with

iron and antioxidants this tasty treat is a crunchy delight that is sure to please.

Foods to help protect you from diseases

- Rooted vegetables like carrots, potatoes, sweet potatoes, beets, yams are helpful in combating cancer and cardiovascular disease.

- Tubers such as onions and garlic help to reduce blood clots, cholesterol and reduce the risk of cancer.

- Other vegetables such as broccoli, cauliflower, cabbage, radishes, lettuce are also packed with antioxidants and natural goodness to help ward off many cancers.

- Sweet peppers, chili peppers and banana peppers can help to reduce your high cholesterol and fruits such as tomatoes, strawberries and others fight against colon, lung and stomach cancers.

To maintain your health, eat a balanced diet, exercise regularly and get enough rest to protect your body and stay in top shape!





# DCM Application

*By: Dieu Linh*

The “Doosan Competency Model” or DCM is a powerful management tool and a systematic method for the assessment of employee results and development. DCM will be used extensively for promotions and compensation adjustment in the future.

Beginning in 2011 Doosan Vina began applying DCM at the management level and it is scheduled for implementation among office staff in 2012.

To train and ensure the correct implementation of DCM, Mr. Dong Wook Oh and Mr. Woon Sang Lee, from the Corporate Center for Human

Resources Management of Doosan Korea came to Vietnam in February and held an intense two day training course for local staff.

DCM and the other formal management system now in use at Doosan Vina, “Management by Objective” or MBO are both proven management and employee assessment systems. These two performance evaluation systems are being employed to help Doosan Vina achieve our vision, stabilize and assure that individual employees reach their full potential as quickly as possible



*DCM team: Ms. Vu Hoang Uyen, Mr. Park Yong Sang, Mr. Vo Hoang Thong and Ms. Dang Thi Xuan Vi*





## WHERE TO LIVE?

A town-mouse paid a visit to his friend who lived in the countryside. The country-mouse was happy to see his friend. So he prepared a fine feast for him. The town-mouse looked at the fruit and the ear of corn with hatred

"Is this how you live?" he asked, "Life in the country does not offer much."

He persuaded the country-mouse to accompany him to the town and see all the good things there.

So, the country-mouse packed all his belongings and off. They went to the city. The country-mouse was really surprised to see the things there. But as soon as they settled down to enjoy a fine meal of cheese and fruit, a big cat leapt in through the window. Seeing the cat, both the mice ran into their hole to save themselves, so the cat ate up all the cheese and fruit.

When the cat had gone away, the mice came out of their hole.

"I am going home," cried the country-mouse, "I prefer my simple food and safety to this grand feast in great danger."

*Moral: Without safety all else is meaningless.*



## English corner

### Safety First



...and that is EXACTLY how you should not do it!

Capital là thủ đô  
City thành phố, local địa phương  
Country có nghĩa quê hương  
Field là đồng ruộng còn vườn garden  
Chốc lát là chữ moment  
Fish là con cá, chicken gà tơ  
Naive có nghĩa ngây thơ  
Poet thi sĩ, great writer văn hào  
Tall thì có nghĩa là cao  
Short là thấp ngắn, còn chào hello  
Uncle là bác, elders cô.  
Shy mắc cỡ, coarse là thô  
Come on có nghĩa mời vô  
Go away đuổi cú, còn vỗ pounce.  
Poem có nghĩa là thơ  
Strong khoẻ mạnh, một phờ dog- tiered.  
Bầu trời thường gọi sky  
Life là sự sống còn die là đời  
Shed tears có nghĩa lệ rơi  
Fully là đủ, nửa vời by halves



# “Great Wall” of Viet Nam



Archaeologists study Truong Luy

This 130 kilometer long bastion, that is as high as four meters in places, was constructed between the 17th and 19th centuries. Some sections are stone, other sections are made of mud bricks and other sections are made of whatever was available in the surrounding area. This remarkable achievement is testament to the early skill of the Vietnamese craftsmen and women. It has been named “Viet Nam’s Great Wall” by Adam Bray of the international news network, CNN who was one of the first to spread the news of the find.



Truong Luy Quang Ngai - Binh Dinh built of stone and earth.



Wall is considered the longest bastion in Southeast Asia

The wall was one of the greatest engineering feats of the Nguyen dynasty and the Ministry of Cultural Information & Tourism recognized it as one of National Heritage on March 9, 2011. Professor Phan Huy Le, president of the Viet Nam Association of Historians, said: “This is the longest monument in Southeast Asia.” Historians say that what began as a military site started in 1819 under the direction of Le Van Duyet, a high-ranking mandarin serving Emperor Gia Long to control commerce and defend borders.

The fairly recent discovery is hoped to be developed into a major tourist destination and application for designation as a UNESCO’s world cultural heritage site is underway. Mr. Nguyen Xuan Hue, chairman of Quang Ngai PPC said he wanted to introduce this special

treasure to the world and plans to do that are underway.

Research has shown that the walls original name was Truong Luy (Long Wall) and here in Quang Ngai it stretches for 111km, starting in Tra Bong and crossing seven districts in Quang Ngai (Son Tinh, Son Ha, Tu Nghia, Minh Long, Nghia Hanh, Ba To and Duc Pho). The wall also crosses Binh Dinh Province’s Hoai Nhon and An Lao districts.

To see the Great Wall of Vietnam from Doosan Vina one only has to invest about an hour to get there and now is the time before the throngs of tourist discover it and you have to queue up for a peek at this Quang Ngai wonder of the world.

Source: internet





# Six Thinking Hats

Edward de Bono



The de Bono Hats system also known as “Six Hats” or “Six Thinking Hats” is a tool for thinking. Combined with the idea of parallel thinking it provides a means for groups to think together more effectively, and a means to plan thinking processes in a detailed and cohesive way.

The premise of the method is that the human brain

thinks in a number of distinct ways which can be identified, deliberately accessed and hence planned for use in a structured way. This allows one to develop strategies for thinking about particular issues. In his book Dr de Bono identifies six distinct states in which the brain can be “sensitized.”

## Mrs. Hue's Helpful Household Hints

**R**ub out tea stain: If you carelessly drop a tea to your clothes, napkins, use egg yolks, rub hard on the stain then wash with warm water. Those nasty stains will not exist when your clothes dry.

**Clean narrow mouth bottles:** narrow mouth bottles are very difficult to clean. Put a little coffee into the bottle, add a little water and shake vigorously, then rinse with clean water, the stains will disappear and you will have new bottles.

**Remove foot odor:** People often lack confidence because of foot odor. This can especially be a problem when you wear shoes for long periods in hot weather. A simple way to help remove this odor is to soak your feet in strong tea for 20 minutes every day. Your feet will be black but smell good!

**Whiten your teeth with a rice water wash:** Rinse your teeth with the water that was used to clean rice





before cooking. This will clean your teeth right down to the root and reduce periodontal inflammation and mouth odor.

Have a helpful hint, send it to Hue's Helpful Household Hints at DV News



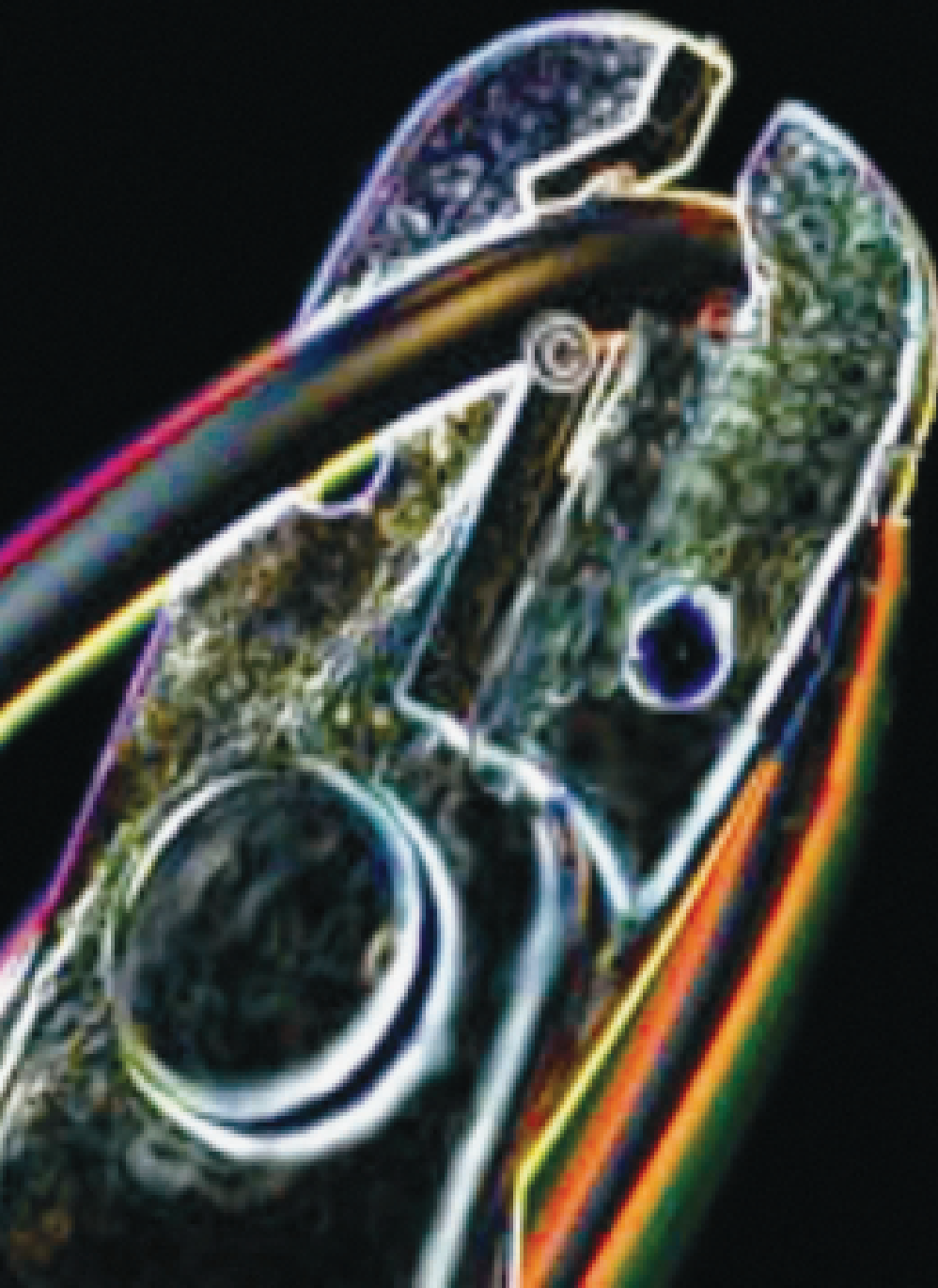
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	Nguyen Thi Hieu	05.10		Nguyen Hong Hiep	04.08		Le Thi Bich Tram	06.29		Duong Van Dung	06.24	
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		Huyhn Tan Thanh		04.04	Pham Thanh Son		05.26	Nguyen Thi Hoa		05.12	Le Tan Tai	06.03
		Tran Dang Hung		04.05	Tran Quoc Bao		06.02	Nguyen Van Dung		04.01	Nguyen Xuan Hieu	06.04
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		Nguyen Quang Vinh		04.11	Do Minh Hien		06.20	Pham Tan Bao		04.05	Vo Thi Tuyet Trinh	04.20
		Dinh Tan Vinh		04.12	Thoi Van Hai		06.23	Duong Thanh Quang		04.10	Kim Dong Hyang	05.10
Pham Minh Tuan		04.14	Nguyen Van Lam	06.30	Nguyen Thi Thu Thuy	04.10	Do Thi Thu Sa	06.06				
Duong Van Mot		04.16	Tran Xuan Hoang	04.04	Nguyen Minh Them	04.11	Bui Mai	04.02				
Vo Tan Chau		04.20	Truong Thi Hao	04.14	Nguyen Huu Dan	04.12	Do Van Ngai	04.04				
Dinh Tien Vu		04.20	Nguyen Trong Dung	04.15	Nguyen Quynh Khoi	04.12	Nguyen Anh Thi	04.06				
Phan Thanh Phat		04.20	Cho Sung Min	04.26	Tran Van Vu	04.12	Vo Van Nghia	04.10				
Ly Anh Vu		04.20	Duong Quang Thang	05.15	Pham De	04.12	Le Tan Qua	04.15				
Vo Van Day		04.21	Pham Van Nga	05.26	Le Van Phong	04.16	Pham Van Phuoc	04.16				
Pham Ba Trieu		04.23	Hoang Thanh Vu	06.06	Truong Van Ky	04.17	Tran Quoc Duc	04.24				
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Kim Young Gir	05.05	Nguyen Thi Ngoc Phuor	05.24	Dang Hong Luan	04.22	Nguyen Phan	06.06					
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Vo Van Hoa	05.07	Le Vien Thuat	04.20	An Seong Ho	04.29	Tran Kim Phong	06.11					
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Huyhn Thanh Nhiem	06.24	Park Du Oh	04.09	Ho Thanh Tung	05.20	Tran Le Tu Khoa	04.19					
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	Le Thi Xuan Trang	05.22	Nguyen Khai	06.02	Vo Ngoc Bang	04.02						
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Nguyen Loc	06.01	Nguyen Van Cuong	06.10	Hoang Thanh Long	04.13							
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Le Danny Dat	06.02	Nguyen Tan Vuong	06.10	Tran Khai Hoan	04.24							
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Son Chu Sung	06.06	Le Van Vien	06.14	Ta Van Kieng	05.04							
Le Cong Vinh	06.10	Dau Hung Tien	06.20	Shin Yong Yeoul	05.13							
Ho Thi Oanh	06.15	Pham Thanh Diep	06.20	Nguyen Van Danh	05.14							
Ngo Sang	06.20	Vo Chi Vinh	06.24	Vo Ba	05.20							
Pham Thanh Phap	06.20	Duong Quoc Vu	06.26	Huyhn Tien Sy	05.30							
Nguyen Van Trien	06.20	Nguyen Tham	06.26	Nguyen Quoc Bao	06.06							
Dao Anh Tu	06.20	Nguyen Minh Ke	06.30	Dang Hoang Giang	06.06							
Le Cao Luong	06.20	Vo Thi Hong Lien	04.15	Tran Minh Tri	06.06							
Nguyen Van Kham	06.26	Nguyen Tan Tien	04.17	Nguyen Van Giau	06.15							



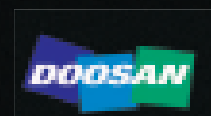


# THEFT

**IS EVERYONE'S PROBLEM**



**IT MEANS  
LESS MONEY  
FOR  
TRAINING  
SALARIES  
EQUIPMENT  
&  
INCREASED COSTS**



**DOOSAN HEAVY INDUSTRIES VIETNAM**





# **Power and Water for tomorrow**



Yunggwang  
Nuclear Power Plant  
Korea built by

**Doosan Heavy Industries & Construction**