



Posted by [Annie Linskey](#) at 12:16 PM

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## **O'Malley announces deals with Vietnam businesses**

Gov. Martin O'Malley, nearing the end of his [trade mission to Asia](#), announced four new [business agreements](#) between Maryland companies and their counterparts in Vietnam on Friday.

Half of the agreements involved Maryland firms working with state-owned enterprises in Vietnam. These include [Marlin Steel Wire Products](#), a Baltimore company that manufactures wire baskets that inked a "business collaboration agreement" with [Inox Hoa Binh](#), a steel production and fabrication firm.

[Marlin Steel CEO Drew Greenblatt](#), one of 68 business leaders, educators and state officials traveling with the governor, said before they left that he would not come home empty-handed.

"Because the governor is with us, doors are going to be opened," he predicted.

O'Malley also discussed trade with Vietnamese Prime Minister Nguyen Tan Dung in Hanoi, his office said, and signed a memorandum of understanding between Maryland and the Vietnamese Ninh Thuan Province to explore a sister state relationship to promote trade, investment and educational and cultural exchanges.

The governor's office said it was the first such agreement between a Vietnamese province and a U.S. state.

Maryland maintains trade offices in Hanoi and Ho Chi Minh City. The state exported more than \$25 million in goods and services to Vietnam last year, O'Malley's office said, and imported more than \$156 million in goods including furniture, apparel and wax products from the Southeast Asian nation.

Other deals announced Friday by O'Malley:

Rockville-based AmeriSure Pharmaceuticals, one of a few U.S. companies licensed to distribute pharmaceutical products in Vietnam, will collaborate with VIMEDIMEX, a state-owned pharmaceutical firm.

Rockville-based MIH-IDI Capital Group, a joint venture of Meiwah International Holdings and the Maryland Center for Foreign Investment, signed an agreement to use Vietnamese Rising Sun Home Co. as an "agent to attract investment."

Howard County's Blue Wing Environmental Solutions and Technologies, which sells "floating islands" of greenery to help pull nitrates and other pollutants out of dirty waters, received a commitment that the Vietnam Natural Resources and Environmental Corporation will promote its products.

In China last week, [the governor announced \\$45 million worth of deals](#). The delegation visited South Korea before flying to Vietnam. O'Malley is scheduled to return to Maryland on Saturday.

[http://weblogs.baltimoresun.com/news/local/politics/2011/06/omalley\\_meets\\_with\\_vietnams\\_pr.html](http://weblogs.baltimoresun.com/news/local/politics/2011/06/omalley_meets_with_vietnams_pr.html)

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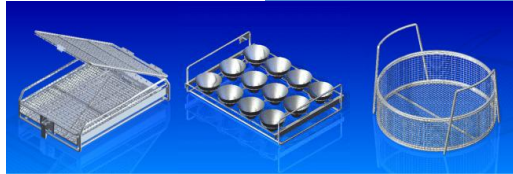
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