

Working Wholeheartedly for the Fatherland



Businessman, scientist Nguyen Thanh My

BY THANH TRUNG

Determined to make his dream come true and evaluating his success based on work efficiency, businessman, scientist Nguyen Thanh My has been working wholeheartedly for the development of his fatherland.

Located in the Long Duc industrial zone in Tra Vinh province, the wholly foreign My Lan Printing Media Corporation owned by Nguyen Thanh My, a Vietnamese Canadian, specializes in making chemicals and zinc plates for use in the printing industry and for export. My Lan is the first company in Vietnam and the 12th company in the world to produce electronic optical chemicals. Besides, the company works with the Tra Vinh University to offer training in chemistry. Many students from the university work as trainee workers at the compa-

ny, while My Lan has provided jobs for many graduates from the university.

My Lan made revenue of VND23.9 billion and a before-tax profit of VND9.7 billion in 2007. The profit increased to VND13 billion last year. Director Nguyen Thanh My said that revenue and workforce quantity is not something that is most important but production that can create high-value products and a big profit. In value, a 5-kilo bag of chemical made by My Lan is equal to 10 tonnes of rice, while a reaction

boiler made by the company is equal to 40 tractors. He reinvests all of the profit in the company and employees.

My Lan looks like a resort, as it has trees, a football ground, a tennis court and a 400-seat refectory. It has a project to construct 40 villas for company employees. The new refectory has a caf, which is on the top floor of the refectory, sauna rooms and a hair-dressing room that are all free for employees. This is why employees consider the company as their second home and work hard for the company's development. It is popular at My Lan that director Nguyen Thanh My, a white-haired, simple man, comes to the production workshop to give workers some instructions and inquire after their families and smiles with cooks in the kitchen.

Director Nguyen Thanh My told the Vietnam Economic News that in 12 years away from his

fatherland, he went to school in the morning and did the washing-up in restaurants from 2pm to 2am. His life was fine with the tuition and money that he earned from the washing-up. He worked for the IBM in 1990 and then worked for a Kodak branch. My invented the CTP zinc plate material in 1994, a new technology that is being used in the digital printing industry worldwide. This is the biggest of the 50 inventions of Nguyen Thanh My. Before My opened his own company, the American Dye Source Inc (ADS) in 1997, he earned US\$100,000 per year from working for Kodak. When ADS began yielding tens of millions of US dollars in profit per year, My decided to return to Vietnam to do business.

My and his company has been active in social contributions. He donated houses of gratitude and scholarships while assisting the Tra Vinh University to train students. He made zinc plate washing substances at the cost price for some printing houses in the Mekong Delta. When the Tra Vinh University first opened he proposed that a flexible plastic and Nano material application subject be established in the university. University students, who are trained in this subject, can work at My Lan as trainee workers, while the company can provide regular jobs for university graduates.

He dreams of constructing an academy of plastics that is capable of training qualified scientists and technicians. My said that he does business in Vietnam not to earn a profit and that his and his family members feel happy when they can do something that makes better the life of surrounding people. ■