

MINUTES AND RESOLUTION

ANNUAL MEETING 2013
VIETNAM SEAPORTS ASSOCIATION

11/09/2013 – Ha Long

1. In implementing the Resolution of the 2013 Annual Meeting of the Vietnam Seaports Association in Ho Chi Minh City and with the acceptance of the People's Committee of Ha Long City, Quang Ninh province the VPA 2013 Annual Meeting hosted by Quang Ninh Port was held on 11/09/2013 in Ha Long City.
2. Beside the honour guests from the central and local organization and the community, participants in the Meeting include 132 official delegates and 144 delegates of 62 member ports. List of participants appears in the attached Annex 1.
3. After the introduction of the Organizing Committee, the Meeting unanimously agreed on the chair persons and secretaries of the Meeting as proposed by the Executing Committee (ExCo) :

Chair persons:

- Mr. Lê Công Minh, Chairman
- Mr. Nguyễn Đăng Nghiêm, Vice Chairman
- Mr. Ngô Bắc Hà, Vice Chairman
- Mr. Nguyễn Thu, Vice Chairman

Secretariat:

- Mr. Lê Văn Thảo
- Mr. Cao Hong Phong

4. The Meeting was honored to wellcome Mr. -----, Chairman, People's Committee of Ha Long City, Mr. Bùi Thiên Thu, Vice President, Vietnam Maritime Administration, together with many officials representing the central and local organizations such as Vietnam Shipowners' Association, Vietnam Shipping & Brokerage Association, Vietnam Logistics Services Providers Association, Vietnam Shippers' Council; and the veterans in maritime sector and representatives of some related associations, companies who have made themselves available to attend the Meeting.
5. The Meeting expressed thanks to the organizations for sending bouquets of flowers in congratulating the Meeting.
6. The Meeting noted the report of the VIIe Term Executing Committee delivered by Mr. Lê Công Minh, Chairman; report on the activities and plan of activities of the association, financial report for the period 2012-2013 and budget for 2013-2014

together with the recommendations of the association to relevant authorities presented by Mr. Hồ Kim Lân, General Secretary.

Report of the ExCo and recommendations of VPA in 2013 shall be sent to relevant authorities.

7. The Meeting noted the Keynotes addresses by:
 - Mr. -----, Chairman, People's Committee of Ha Long City
 - Mr. Bui Thien Thu, Vice President of Vietnam Maritime Administration

8. The Meeting welcomed and greeted 3 new members receiving the certificate of membership:
 - Petrovietnam Marine Shipyard (PV Shipyard)
 - Saigon International Container Terminal, Vietnam (SITV)
 - Cai Lan International Container Terminal (CICT)
9. The Meeting welcomed representatives of potential member ports attending the Meeting as observers, and expected to welcome these ports officially as VPA member in the near future.
10. The Meeting took note of the presentation by the ports on operations and development and opinions contributing to the activities of the Association in the near future.
 - Presentation by Hải Phòng Port on *“Port hinterland connections and some opinions on te activities of the Association”*
 - Presentation by Đà Nẵng Port on *“Practical IT application at Da Nang Port: bennefits, successes and challenges”*
 - Presentation by Quy Nhon Port on *“Development and expansion of Quy Nhon Port to meet the social economical demand of the area”*
 - Presentation by Sài Gòn New Port on *“Solutions for increasing port operations services quality, effective management of the supply chain, developing logistics services of Saigon New Port”*
 - Presentation by VICT on *“Some issues relating to port business activities to be considered and resolved”*
 - Presentation by Cai Mep International Terminal (CMIT) on *“What is it that make a container terminal successful in Vietnam and the ASEAN”*
 - Presentation by Can Tho Port on *“New model and orientation for a maritime center in the Mekong delta”*
 - The presentation paper of Quang Ninh Port on *“Leasing Cai Lan port infrastructure for operations: the start for a new system”* is include in the Meeting document.

11. In the discussions, the delegates presented many opinions for promoting and improving the role and tasks of the association in the near future, on port master

planning, on port operations and development, the need to stabilize port services tariffs, cooperative relationship between the ports.

12. The Meeting complimented the achievements of the Secretariat for good performance recently in general and for cooperating with Quang Ninh Port in thoroughly organizing the Annual Meeting 2013 in Ha Long this time in particular.
13. The Meeting noted and appreciated the precious contribution and participation of 10 sponsors including the Main Sponsors namely Liebherr Werk Nanzing GmbH, Amtecol, Kranunion GmbH & Co. KG, Công ty Thiết bị SANY (Việt Nam) – Saigon Port Sasteco và các nhà tài trợ khác là Stinis Singapore Pte, Ltd., Unico Vina JSC – Terex Port Solutions, Konecranes Việt Nam, Siemens Co., Ltd. Vietnam, Motorola Solutions, International Shipping Company VISC. Beside 12 exhibition stands arranged in parallel to the Meeting, the main sponsors and other sponsors have presented and introduced their products and services. The participation and support of the sponsors have contributed to the successful organization of the Annual Meeting 2013. VPA Chairman has presented souvenir to each sponsor.
14. The main items have been discussed, approved and stated in the Resolution as follows:
 - Approved the report of the VII Term Executing Committee on the evaluation of activities during 2012-2013 and programme of activities for 2013-2014 of the Association;
 - Approved the statement of collection/spending for the period of 2012-2013 appeared in Annex 2; and the Budget for the activities of the Association for the period of 2013-2014 appeared in Annex 2 as presented by the Secretariat.
 - Consented with the summary of opinions, recommendations of member ports to the State, sector and relevant authorities as presented by the Secretariat. Tasked the Secretariat to send the recommendations of the Association to relevant authorities and follow up and keep the members informed of the outcome.
15. On concrete tasks for near future, the Meeting has discussed and agreed with the orientation and activities of the Association and reflected in the report of the Executing Committee, including the following main tasks:
 - Implementing further new provisions of the amended Charter;
 - Supervising the management of membership fees, reporting requirements;
 - Coordinating with the host to organize successfully the VPA Annual Meeting 2014;
 - Providing opinions/recommendations of the ports to the State and relevant agencies on policy, mechanism, regulations relating to the ports, in particular on development master planning and implementation of seaports and maritime channels, on administration of the seaport infrastructure development; on regulatory measures to increase the transparency of the maritime services market; on norms and standards, procedures, technologies applicable to the ports; on facilitation of sea port operations and business development etc.;
 - Proposing effective measures to promote the gateway ports for Vietnam;
 - Combining funding sources available and solicitable from outside for human resources development by training courses, seminars, business promotion activities

- for the ports; conducting specialized studies as required;
- Studying and developing viable projects on provision of services to the ports;
 - Promoting more active and higher efficiency in foreign relations. Active participation in the activities of ASEAN Ports Association (APA) and other related international organizations; in particular in the maritime related programmes, projects under ASEAN.
 - Approving the decision and measures to prepare for hosting APA sports meet in 2016 by VPA;
 - Promoting the coordination, cooperation between member ports and if possible with other organizations, in particular within the same market area, to exchange, study experiences and good practices, to support each other to develop faster and more sustainably, thus promoting competitiveness with the outside;
 - Tasking each ExCo member and/or working group, port group together with proper supporting arrangements to tackle and resolve key issues following the requirement of the sector, ports, port areas or individual member port;
 - Promoting the dissemination of information, technical standards, online collaboration using email; gradually establishing Internet gateway for the sea ports;
 - Strengthening and developing the activities of VPA Shipping Times magazine, including the development of the web-based version;
 - Mobilization of experts inside the ports, particularly foreign experts at the JV ports, and outside to conduct studies needed and formulation of standards on port operations and management towards international standards;
 - Promoting marketing and business promotion activities for the ports;
 - Cooperation with related associations, bodies inland and overseas to resolve common issues, including requirements on standardization, IT application, computer networks for port and maritime community development;
 - Better collection of statistics, projection, evaluation of the port operations and development more often and in more details.
 - Development of corporate social responsibility between the ports and local communities, increase in standards on environment protection, labor safety, port security, more sustainable development.

16. In implementing the new Charter of the Association, based on the letters from related members and as unanimously decided by the Executing Committee during the closed meeting yesterday, the Meeting was informed and welcome the new executing committee members of the Vietnam Seaports Association replacing the members who have retired or been transferred recently as follows:

Mr. Nguyễn Hùng Việt DG of Hải Phòng Port replacing Mr. Ngô Bắc Hà, retired
Mr. Bùi Quang Đạo DG of Quảng Ninh Port replacing Mr. Vũ Khắc Từ, transferred
Mr. Nguyễn Hữu Phúc TGD Quy Nhơn Port replacing Mr. Nguyễn Tiên Dân,

retired

Mr. Nguyễn Ngọc Thảo TGD Bến Nghé Port replacing Mr. Nguyễn Trọng Cừ, retired

Among those, Mr. Nguyen Hong Viet, DG of Hai Phong Port, was also approved by the ExCo to be the Vice Chairman of the Association, replacing Mr. Ngo Bac Ha.

The new ExCo members are to assume the nomination from after this Meeting today and follow the same term of office as the old members until the 8th Main Meeting of the Association in 2015. The new ExCo members were also invited to present themselves before the Meeting.

On this occasion, all the Executive Committee members and delegates to the Meeting expressed thanks and appreciation of the great contribution for the establishment and development of the Association by Mr. Ngo Bac Ha, Mr. Vu Khac Tu, Mr. Nguyen Tin Dan, Mr. Nguyen Trong Cuu throughout their terms of office. VPA Chairman, Mr. Le Cong Minh, has presented gift and memo as token of appreciation to the retiring ExCo members.

17. In 2013, Cat Lai Petro Port, one founding member of the Association has ceased operations at the termination of the JV contract, and has completed the formalities for terminating the membership of the Association. The Organizer has invited Mr. Nguyen Quang Minh, former Director of Cat Lai Petro Port, to attend the Meeting saying good bye. On behalf of the Executing Committee and all members, Mr. Le Cong Minh, Chairman of the Association, has presented a memo plaque for thanking and recognizing the valuable contribution of the management and employees of the former Cat Lai Petro Port for the establishment and development of the Association in the past.
18. Following the proposal of Quy Nhon Port, the Meeting agreed and welcomed Quy Nhon Port to host of VPA Annual Meeting in 2014. Time and venue to be informed later. The Meeting noted Quy Nhon Port's representative's expression of commitment to host the VPA Annual Meeting in 2014 and witnessed the handover of the VPA hosting flag from Quang Ninh Port. to Quy Nhon Port.
19. The Meeting thanked the leaders of Ha Long City for having facilitated the organization of the Meeting and have attended and addressed the Meeting.
20. On behalf of the VIIe Term ExCo, Mr. Lê Công Minh, Chairman of the Association gave the closing remarks of the Meeting. On behalf of the ExCo and the Organizing Committee of Quang Ninh Port and all participants, Mr. Lê Công Minh thanked the dignitaries of Ha Long City, Vinamarine and other central and local organizations as well as representatives from the related associations for their attendance and speeches; he thanked the association veterans, officials of related companies, representatives of the central and local media, the sponsors, the Management of the Grand Ha Long Hotel for the effective support and valuable contribution to the success of the Meeting.

21. The ExCo and all delegates thanked the management and staff of the Organizing Committee, the supporting staff from Quang Ninh Port, for having well prepared and supported in many ways to organize successfully the VPA Annual Meeting 2013 and many other interesting functions attached to the Meeting. Mr. Lê Công Minh also presented souvenir of the Association to the representatives of the management of Grand Ha Long Hotel, and Quang Ninh host port's Organizing Committee.
22. After one day of working in the spirit of “*VPA to make use of all potentials, reach for new achievements in sea economy development*”, the Annual Meeting 2013 of the Vietnam Seaports Association has completed its full the agenda and concluded successfully. The Meeting adjourned at 17h00 on 11/09/2013 in Ha Long City.

Ha Long City, 11/09/2013

SECRETARIAT

(Signed)

Lê Văn Thảo

Cao Hong Phong

**For VPA EXECUTING COMMITTEE
Chairman**

(Signed)

LÊ CÔNG MINH