

MINUTES AND RESOLUTION

ANNUAL MEETING 2011 VIETNAM SEAPORTS ASSOCIATION 15-17/09/2011 – HCMC

1. In implementing the Resolution of the 7th Main Meeting of the Vietnam Seaports Association (VPA) in 2010 at Do Son, Hai Phong and with the acceptance of the People's Committee of HCMC, the VPA Annual Meeting year 2011 hosted by Ben Nghe Port was held on 15-17/09/2011 at Unification Palace, HCMC.
2. Beside the honour guests from the central and local organization and the community, participants in the Meeting include 124 delegates and 141 observers of 54 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. Ngô Bắc Hà, Vice Chairman
- Mr. Nguyễn Thu, Vice Chairman
- Mr. Nguyễn Đăng Nghiêm, Vice Chairman
- Mr. Nguyễn trọng Cừ, ExCo member, Head of the Meeting Organizing Committee

Secretariat:

- Mr. Nguyễn Thái Hải
- Mr. Lê Văn Thảo

4. The Meeting was honored to wellcome the Vice Minister of the Ministry of Transportation, Mr. Nguyễn Hồng Trường, Mr. Nguyễn Cao Lục, Department Director, Government Office, Mr. Nguyễn Tiến Thành, Director, NGO department, Ministry of Home Affairs, Mr. Bùi Thiên Thu, Vice President, Vietnam Maritime Administration, Mr. Lê Triều Thanh, Vice Director General, Vietnam National Shipping Lines, Mr. Trần Quốc Toàn, Deputy Director General, SAMCO together with many officials representing the central and local

organizations, the veterans in maritime sector and representatives of some related associations, companies attending 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 2010-2011 and budget for 2011-2012 together with the recommendations of the association to the authorities presented by Mr. Hồ Kim Lân, General Secretary. Report of the ExCo and recommendation of VPA in 2011 shall be sent to relevant authorities.
7. The Meeting noted the Keynotes addresses by Mr. Nguyễn Hồng Trường, Vice Minister of Ministry of Transportation, address by Mr. Bui Thien Thu, Vice President of Vietnam Maritime Administration, address by Mr. Nguyen Tien Thanh, NGO Department Director, Ministry of Home Affairs.
8. The Meeting welcomed and greeted 2 new members receiving the certificate of membership from 2011:

- Cai Mep international Container Terminal (CMIT)
- Tân Cảng Sài Gòn Cái Mép International Terminal (TCIT)

On behalf of the new members, Mr. Michael Them Rasmussen, General Director of CMIT expressed thanks to relevant authorities, the association and its members for the effective support extended to CMIT and TCIT as well as opinions on port management and operations and commitment to maintain close cooperation in resolving issues of common interest.

9. The Meeting welcomed representatives of potential member ports attending the Meeting as observers, specifically:

- SP - SSA International Container Services JVC (SSIT)
- Saigon International Terminals Vietnam (SITV)

and expected to welcome these ports officially as VPA member in the near future.

10. In the presentation session, together with the presentation of the sponsors, the following ports have made the presentation on port operations and development and had many opinions in contribution to the activities of the Association in the near future.

- a. Presentation by Hải Phòng Port on “Master planning and port fees, tariffs”

- b. Presentation by Đà Nẵng Port on “Port tariffs and maritime fees”
- c. Presentation by Sài Gòn New Port on “Some practical experiences on investment, construction, management and operation of container port connected with the logistics system at Saigon New Port”
- d. Presentation by Sài Gòn Port on “Relocation and port development at Hiep Phuoc area, Nha Be district, HCMC”
- e. Presentation by Bến Nghé Port on "Vietnam seaports and the support of the State administration bodies"
- f. Presentation by Cần Thơ Port on “The importance of the sea port system in the Mekong Delta within the Vietnam Sea ports master development plan.”

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 requirements to amend the Charter as required by the State regulatory bodies, 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 Ben Nghe Port in thoroughly organizing the Annual Meeting 2011 in HCMC in particular.

13. The Meeting noted and appreciated the precious contribution and participation of 12 sponsors including the Main Sponsors namely **Kranunion GmbH & Co. KG, Liebherr Werk Nanzing GmbH, Công ty Nam Đông Dương (Amtecol), Sany Port Machinery** and other Sponsors namely **Stinis Singapore Pte, Gottwald – Unico Vina, Konecranes Việt Nam, Navis LLC, Công ty Truyền thông kết nối điểm (Pointcom/JRC, Vietnam/Japan), Cargotec CHS Asia Pacific Pte. Ltd (Bromma Asia), Công ty vận tải biển quốc tế VISC, OWTEK Thien Hoa Co., Ltd.** 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 2011. VPA Chairman has presented souvenir to each sponsor.

14. The main items being discussed, approved and stated in the Resolution are as follows:

- Consented with the report and evaluation of the VII Term ExCo and report of

the Secretariat on activities of the association during 2010-2011.

- Approved the financial statements period 2010-2011 and Budget for the activities of the association 2011-2012 as appears in Annex 2.
- 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 results.

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:

- Soliciting more members including associated members, management of membership fees;
- Implementing new provisions in the amended Charter upon being approved;
- Coordinating with the host to organize the VPA Annual Meeting 2012;
- Consultative feedback to the State and the agencies on important issues of the ports;
- Agreement on some measures to promote transparency and connectivity of the market, to stabilize port tariffs;
- Combination of funding sources available and from outside for human resources development by training courses, seminars, study visits for the ports;
- Continuation and development of foreign relations. Active participation in ASEAN Ports Association (APA) activities, International Association of Ports and Harbors (IAPH); hosting the APA Working Committee Meeting in 2012 in Vietnam; select and appoint representatives of the ports to assume management positions in APA in coming years;
- Organizing activities similar to the working program of the ExCo at the port areas conducted in 2011 yet focusing in more details such as working sessions with relevant authorities to resolve important issues faced by the ports, seminars on technical matters, business promotion and marketing visits for the ports of Vietnam at potential market areas;
- Collection/publication of technical materials, dissemination of information, promotion of cooperation, exchange online information through the website and VPA Shipping Times magazine;
- 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;
- Promotion of marketing information, business 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, evaluation of the port operations and development more often and in more details.

16. Following the proposal of Da Nang Port, the Meeting agreed and welcomed Da Nang Port to host of VPA Annual Meeting in 2012. Time and venue to be informed later. The Meeting noted Da Nang Port representative expression of commitment to host the VPA Annual Meeting in 2012 and witnessed the handover of the VPA hosting flag from Ben Nghe Port to Da Nang Port.
17. The Meeting expressed thanks to the leaders of HCMC for having facilitated the organization of the Meeting.
18. 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 Bến Nghé Port and all participants, Mr. Lê Công Minh thanked the representatives of the Government Office, MOT, HCMC, Vinamarine, Vinalines< SAMCO and other central and local organizations as well as representatives from the related associations for their attendance and addressing the Meeting; he thanked the officials of related companies, representatives of the central and local media, the sponsors, the Management of the Unification Palace, Victory hotel, Tao Đàn Guesthouse for the effective support and valuable contribution to the success of the Meeting.
19. The ExCo and all delegates thanked the management and staff of the Organizing Committee, the supporting staff from Ben Nghe Port, for having well prepared and supported in many ways to organize successfully the VPA Annual Meeting 2011 and many other interesting functions attached to the Meeting. Mr. Lê Công Minh also presented souvenir of the association to the Organizing Committee of host of the VPA Annual Meeting 2011.
20. 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 2011 of the Vietnam Seaports Association has completed in full the agenda and concuded successfully. The Meeting ajourned at 17h00 on 16/09/2011 at The Unification Palace of Ho Chi Minh City.

HO Chi Minh City, 16/09/2011

SECRETARIAT

**For VPA EXECUTING
COMMITTEE Chairman**

(Signed)

Nguyễn Thái Hải

Lê Văn Thảo

(Signed)

LÊ CÔNG MINH