

MINUTES AND RESOLUTION

ANNUAL MEETING 2012 VIETNAM SEAPORTS ASSOCIATION 21-22/08/2012 – Da Nang

1. In implementing the Resolution of the 2012 Annual Meeting of the Vietnam Seaports Association in Ho Chi Minh City and with the acceptance of the People's Committee of Da Nang City, the VPA 2012 Annual Meeting hosted by Da Nang Port was held on 21-22/08/2012 in Da Nang City.
2. Beside the honour guests from the central and local organization and the community, participants in the Meeting include 129 official delegates and 143 delegates of 57 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. Nguyễn Thái Hải

4. The Meeting was honored to wellcome Mr. Van Huu Chien, Chairman, People's Committee of Da Nang City, Mr. Bùi Thiên Thu, Vice President, Vietnam Maritime Administration, 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 2011-2012 and budget for 2012-2013 together with the recommendations of the association to relevant authorities presented by Mr. Hồ Kim Lân, General Secretary.

Report of the ExCo and recommendation of VPA in 2012 shall be sent to relevant authorities.

7. The Meeting noted the Keynotes addresses by:

Mr. Van Huu Chien, Chairman, People's Committee of Da Nang 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:

PTSC Đình Vũ.Port
Oil & Gas Machinery and Structure JS Company (PVC-MS) Port.
Cai Mep Petec Petroleum Port

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 "*Status of hinterland connections in port operations in Hai Phong area*"

Presentation by Đà Nẵng Port on "*Role of financial management in port companies and some recommendations*"

Presentation by Sài Gòn New Port on "*Port security, a pre-requisite condition to ensure port operations efficiency*"

Presentation by Cai Mep International Terminal (CMIT) on "*RCai Mep Thi Vai International transshipment and gateway port: expectation and reality*"

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 Ben Nghe Port in thoroughly organizing the Annual Meeting 2012 in Da Nang in particular.
13. The Meeting moved for the member ports to contribute to supporting the soldiers and people of Truong Sa on the occasion of the meeting organized in the Central area and had received numerous responses from the member ports with the total contributed amount registered at the Meeting of 500 million Dong. The Navy Command of zone 3 had appointed representative to the Meeting for acceptance. The amount contributed shall be remitted to the Navy Command the soonest for forwarding to the soldiers and people of Truong Sa.
14. 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, Sany Port Machinery** and other Sponsors namely **Stinis Singapore Pte, Gottwald – Unico Vina, Konecranes Việt Nam, Siemens Vietnam Co. Ltd., Halifax Port Authority, International Shipping Company VISC**. Beside 7 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 2012. VPA Chairman has presented souvenir to each sponsor.
15. The main items being discussed, approved and stated in the Resolution are as follows:

Consented with the evaluation report of the VII Term ExCo and report of the Secretariat on activities of the association during 2011-2012.

Approved the financial statements period 2011-2012 and Budget for the activities of the association 2012-2013 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.

16. 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 being approved;
 - Coordinating with the host to organize the VPA Annual Meeting 2013;
 - Consultative feedback to the State and the agencies on policy, mechanism relating to the ports, master planning of seaports and maritime channels, mechanism for the administration of the seaport infrastructure, regulation of

the maritime services market, norms and standards, procedures, technologies applicable to 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, business promotion activities for the ports; organization and execution of specialized studies; study and development of projects on provision of services to the ports;
- Continuation and development of foreign relations. Active participation in the activities of ASEAN Ports Association (APA) and other related international organizations; in particular the programmes, projects under ASEAN relating to the port and maritime activities;
- 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 VPA website, ramping up the establishment and development of an internet gateway for the ports; reinforcement and development of the activities of 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;
- Strengthening the cooperative relationship, cooperation between the member ports to create mass strength in resolving common issues, mutual exchange, study, support for faster and better oriented development;
- 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.

17. Following the proposal of Quang Ninh Port, the Meeting agreed and welcomed Quang Ninh Port to host of VPA Annual Meeting in 2013. Time and venue to be informed later. The Meeting noted Quang Ninh Port representative expression of commitment to host the VPA Annual Meeting in 2013 and witnessed the handover of the VPA hosting flag from Da Nang Port to Quang Ninh Port.

18. The Meeting expressed thanks to the leaders of Da Nang City for having facilitated the organization of the Meeting.
19. 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 Da Nang Port and all participants, Mr. Lê Công Minh thanked the dignitaries of Da Nang City, Vinamarine and other central and local organizations as well as representatives from the related associations for their attendance and addressing the Meeting; he thanked the association veterans, officials of related companies, representatives of the central and local media, the sponsors, the Management of the Green Plaza Hotel for the effective support and valuable contribution to the success of the Meeting.
20. The ExCo and all delegates thanked the management and staff of the Organizing Committee, the supporting staff from Da Nang Port, for having well prepared and supported in many ways to organize successfully the VPA Annual Meeting 2012 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 2012.
21. 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 2012 of the Vietnam Seaports Association has completed in full the agenda and concluded successfully. The Meeting adjourned at 17h00 on 21/08/2012 in Da Nang City

Da Nang City, 21/08/2012

SECRETARIAT

(Signed)

Lê Văn Thảo Nguyễn Thái Hải

**For VPA EXECUTING COMMITTEE
Chairman**

(Signed)

LÊ CÔNG MINH