

## **Development orientation for maritime field in Vietnam**

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**Abstract :** As the inter-port route has not been completed, cargo transportation by waterway has many advantages: Big load, low latency, low cost, so need development priority. However, in order to improve the efficiency of inland waterway transport, the transport sector as well as enterprises in the industry need to synchronously invest in the flow of lanes, ports, loading and unloading equipment, means of transport and capacity manage. In addition, it is necessary to invest in local waterway infrastructure linking with other transportation network to create a continuous and smooth system. For example, a barge can carry 150 containers, while a tractor can carry only two containers, not to mention barges also release fast, much cheaper than with the price of the tractor trailer.

**Keywords:** transportation, maritime, development direction, efficiency

### **I. INTRODUCTION**

With the coastline running along the length of the country, shipping has many favorable conditions to develop and play an important role. However, shipping is currently facing many difficulties in organizing and operating Vietnamese fleets.

According to statistics from Vietnam Maritime Bureau - Ministry of Transport, as of June 2015, the country now has 1,809 ships of all kinds. Of these, up to 1,200 bulk carriers, 33 container ships, 156 dry bulk carriers, and 165 oil & gas ships carry only about 500 freighters on international lines. This disparity has created favorable conditions for foreign companies to account for 90% of Vietnam's shipping market share.

General secretary of the Vietnam Shippers' Council Association (VNSC), said that foreign ships to Vietnam are large, multinational corporations operating in depth and experience. , Prestige brand as well as great potential in terms of facilities and financial capacity. Therefore, Vietnamese enterprises are almost unable to compete and have to accept weak positions.

However, in the overall picture, Vietnam still lacks a large fleet capable of running long distances to Europe and the Americas. But the fact is that if Vietnam has a large fleet, it is not necessarily well-exploited, since large ships have to have a market to carry. Weaknesses of exporters in our country are still in the situation of "buying CIF, selling FOB", thus losing the right to decide on the transportation unit, which must be mandated by the customers. As a result, Vietnamese transportation companies have difficulty in working with these enterprises.

Moreover, according to the experts in shipping, it is not enough to have just a ship, but also a logistics system for cargo handling and transport, such as the development of a transshipment port, "Foot centipede" gathering goods for sufficient quantity to fit the load ... Thus, the enterprise not only have to invest huge amounts of money to buy ships but also need a small amount of money for the services attached.

The weakness in the development of the fleet has led to the loss of many shipping companies in Vietnam. With a restructuring effort and equitisation in the third quarter, the Vietnam Maritime Corporation (Vinalines) expects a loss of VND197 billion in the first six months of 2015 despite a further VND1,431 billion in debt. Payments, contributing to debt reduction since the restructuring up to now is 3,654.9 billion. Another example is Vietnam Shipping Joint Stock Company (Vosco) with 2 consecutive years of losses (2012-2013), by 2014, the company's net profit is 25.4 billion. However, in 2015, Vosco is expected to lose about 100 billion dong .

The difficulty of the big ship is like that, Also for the small fleet, representatives of Vietnam Maritime Bureau said that the local fleets, running the domestic routes are still not professional, Business style what to do, they borrow less money to build ships or buy ships and then rent them but not exploited in a way so often leads to unfair competition, unsustainable.

### **II. PROMISING DIRECTION**

Regarding the fleet management plan, representatives of Vietnam Maritime Bureau, since the Decree 30/2014/ND-CP on shipping business conditions and shipping support services has been in effect since 1- 7- 2014, the management and planning of transport enterprises have more formal. The decree lays down more

stringent conditions for ocean shipping business registration in order to control the quantity and quality of shipping.

Remarkably, in late April, the Ministry of Transport issued Decision No. 1481/QĐ-Ministry of Transport approved the Project of Shipping Restructuring to 2020, with the objective of developing sea-going fleet. Vietnam is modern, effective; To attach importance to the development of specialized ships of large tonnage. At the same time, sea transport will be restructured in the direction of transporting export goods, international routes, coastal routes, especially North - South transportation, coal transport for thermal power plants.

Specifically, increasing the volume of inland waterway cargo from 187 million tons / year to 356 million tons / year, increasing the market share of export and import goods to 25-30%, striving to 2020, Cargo is 21,25% compared to transport volume of transport sector. To develop the maritime transport market to ensure the capability of supporting road, rail and air transport; Improve the quality of services and reduce transportation costs, contributing to improving the competitiveness of the economy, strive to reduce by 15-20% current costs by 2020. In addition, attention should be paid to the development of VR-SB, with the goal of more than 1,000 vessels engaged in offshore navigation by 2020.

To develop synchronously the transport and multimodal transport service, paying special attention to improving the quality of logistics services. In particular, the Scheme also emphasizes the need to strengthen the role of state management, renovate policy institutions, create a transparent and open legal framework, reform administrative procedures in a way that facilitates and removes difficulties. Towel, barrier, encourage all economic sectors to invest in developing fleet.

Before the concern of many enterprises about the preferential loans in the development of shipping. The Ministry of Transport has said that banks have affirmed that if the bank has a good business plan, it is feasible and banks are very supportive of lending. Therefore, the Ministry of Transport suggested enterprises wishing to borrow capital contacted the Department of Enterprise Management - Ministry of Transport to guide the development of business schemes and plans.

There is a sad reality, according to Mr. Phan Thong, ever, shipping industry has been developing in the direction of "self-swimming", sea transport has little favor of the State compared to aviation or Number of other industries. Therefore, long time, new shipping problems arise inadequate, seaports, ships are built, massively build, lack of scientific planning, overall. Therefore, want to develop well in accordance with the planning, have to wait for other activities go up evenly.

According to Mr. Thong, the economy is facing many difficulties, foreign enterprises are still standing, so Vietnam enterprises more difficult. Moreover, the disadvantage of Vietnamese enterprises is that they do not have the foresight to do business in a snatch-style way. Therefore, in order for the project to be successfully implemented, the State needs to support many enterprises and themselves. Enterprises must change their business practices and practices to keep up with the trend.

With the signing of many Free Trade Agreements (FTA), shipping companies expect the market will be prosperous and some enterprises have made preparations in advance. However, objectively, Mr. Phan Thong said that if the flow of goods is good for the Vietnamese fleet, it is also good for the foreign fleet if the quality and service of Vietnam is not good. Improving the market share still falls into foreign hands.

It can be seen that the problem of shipping is still a lot of difficulties and obstacles that need to be solved jointly by the State management agencies and enterprises also need to work out a reasonable business plan. Businesses still have to follow the market mechanism, but businesses should have the link, mutual reciprocal, so that Vietnamese people serve the Vietnamese. Representatives of shippers said that when they decided to take the domestic transport rights to Vietnam's fleets, businesses showed their agreement and wished to have a deeper connection between the businesses together.

### **III. VIETNAM MARITIME ADMINISTRATION TO IMPLEMENT 2017 TASK PLAN**

According to a report by the Vietnam Maritime Administration, in 2016, the development and implementation of legal normative documents is one According to reports of the Vietnam Maritime Administration, in 2016, the construction and Organizing the implementation of legal documents is one of the key tasks of the Vietnam Maritime Administration and other units in the maritime field, which are always considered. In 2016, the success of the completion of construction, submission to competent authorities and the National Assembly passed the Vietnam Maritime Code 2015, the Department has focused on the development of legal documents guiding the Code Consisting of 12 draft Decrees of the Government, 25 draft Ministerial Circulars and Ministerial Decision of the Minister of Transport; In addition, the Department proactively proposed to build additional 02 program draft Decree and 03 draft circular to ensure regulations and timely guidance on new issues arising in business production. Marine shipping; The implementation of legal normative

documents has been carried out regularly and continuously through dissemination conferences to organizations and individuals all over the country. in the country.

In addition, the Department also develops and implements marine planning, plans and schemes; Organizing staff, developing human resources are always paid attention.

Regarding maritime safety and security, the Vietnam Maritime Administration continues to implement synchronously and drastically many solutions and successfully implemented the Year of Marine Traffic Safety in 2016. In the year there were 21 accidents Maritime, killing 5 people. Compared with the same period of 2015, the reduction of 2 cases and reduction of 2 deaths. The number of serious seagoing accidents has also decreased by 16 cases compared to 2015. Maritime port authorities also checked nearly 1,300 Vietnamese ships operating inland, detecting nearly 1,300 ships with defects. With a total of nearly 8,600 defects Examine over 2,000 foreign vessels, detecting 817 defective vessels with a total of 2,500 defects and containing 18 ships.

Disaster Search and Disaster Prevention and Control as well as vehicle disaster control are also issues raised by the Maritime Administration of Vietnam in 2016.

In addition, the implementation of foreign affairs in the field of state management of maritime affairs of the Department of Vietnam in 2016 is relatively favorable, most programs and plans have been implemented on schedule, Ensuring the quality and efficiency of the target.

Other areas of work such as science and technology and environment, administrative reform are also activities actively implemented by the Maritime Bureau.

At the meeting, the President of the Vietnam Maritime Union's Labor Union also reported the trade union summation in 2016. Accordingly, in 2016, the Union of the Department has focused on directing the affiliated union affiliated implementation Charter of Vietnam Trade Union XI. In particular, the Vietnam Maritime Administration has worked closely with the government in the management, administration, job creation, income generation and the implementation of policies for Workers, employees, laborers. Organizing, mobilizing and mobilizing Workers, employees, laborers in the sector to actively participate in emulation movements and social activities.

Speaking at the conference, Vice Minister of Transport praised the achievements of the maritime industry in the past year. The Vietnam Maritime Administration has developed documents that guide the Maritime Code of Vietnam 2015 very active. Of which, two important items are the Regulation on posting up prices and prices of seaport services. This is a great success, disassembled for business to avoid economic losses. In the field of shipping, the Deputy Minister said that despite the difficulties, transport remained positive for the second year in a row. Despite a very small growth of only 4% compared to 2015, the total production is estimated at over 123 million tons but also impressive in the context of difficult business situation, many large foreign shipping lines suffer losses. Structure, even bankruptcy.

This is an effort of civil servants of the Vietnam Maritime Administration and also enterprises and enterprises operating in the maritime field. This is the most prominent sector in 2016. Especially, Cai Mep - Thi Vai port has high container growth. In 2012, only 499,000 TEUs, to date has reached about 2,000,000 TEUs. Cai Mep - Thi Vai area has more than 1,200 ships over 80,000 tons into the port. The number is small compared to the designed capacity but such rapid growth is very significant.

On the task in 2017, concur with the plan of the Vietnam Maritime Bureau set, Deputy Minister requested to continue reviewing, checking and request adjustment of seaport service charges. In particular, it is necessary to study, build mechanisms, invest key corridors to develop multimodal transportation.

In 2017, the Vietnam Maritime Administration continues to develop legal documents guiding the implementation of the Vietnam Maritime Code 2015. It is expected that the Department will submit 8 Decrees, 1 Decision of the Prime Minister and 6 Circulars of the Ministry. bare. To focus on completing and submitting a number of projects, including the Scheme on Development of Port Development till 2020 with orientation to 2030; In addition, the Department continues to implement measures to ensure maritime security and safety, investment in the construction and maintenance of marine infrastructure, Strengthen international cooperation, IMO.

Also at the conference, the leaders of Vietnam Logistics Association, Vietnam Ship Owners Association, Vietnam Seaports Association ... have proposed and contributed many ideas to develop more maritime, more efficient growth.

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