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SOLUTION FOR SYNCHRONIZING THE DEVELOPMENT OF SEAPORT SYSTEM AND SHIP OPERATION DURING VIETNAMESE GLOBALIZATION PERIOD

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ABSTRACT

At present, most of the volume of import and export goods and part of domestic exchange of our country is shipped by sea in the South China Sea. In the next few decades, with the high economic growth rate of the countries in the region, Vietnam's sea areas will become an important bridge to develop international trade and expand exchanges with other countries in the region and the world. The Fourth Plenum Resolution on "Vietnam Maritime Strategy to 2020" sets the target that: The coastal and maritime economy will contribute 53-55% of the country's total GDP. This paper presents some measures to improve the combination of seaport development and ship operation in the globalization period of the maritime industry.

Keywords: maritime industry, globalization period, maritime operation, ship

1. INTRODUCTION

In international trade, shipping plays a particularly important role, with about 80 per cent of shipments being shipped by sea, which is particularly important for the shipping industry, Large transportation, high transport capacity and low transportation costs. As a result, the shipping industry becomes a potential service business. Vietnam has great advantages for developing ocean shipping such as its long coastline and many large seaports. In recent years, Vietnam's shipping industry has been constantly growing and expanding and contributing not less to the development of the economy of the country. Besides, Vietnam shipping industry still has many problems to solve. For the shipping industry to develop smoothly, these are difficult problems posed to managers [1]. Over the years, especially since Viet Nam's policy of opening up, Vietnam's shipping industry has been growing rapidly, Vietnam's shipping market is gradually expanding at the pace of the trend. Regional and global trade, the innovation, open-door policy of Vietnam's integration with the international community has facilitated a rapid increase in the volume of Vietnamese exports and imports.

Globalization of the region has become one of the major development trends of modern international relations. This trend will continue to flourish in the near future. Developing countries are increasingly adopting open and liberal trade and investment liberalization policies. In this context, any country must strive to integrate into the general trend, adjust its policy, reduce tariff barriers and eliminate non-tariff barriers, thus facilitating the exchange of goods and capital movements, labor, technology in the whole world more and more open. Vietnam cannot help following this trend. Under such conditions, the level of internationalization of manufacturing and service industries is increasing, the competition among enterprises, among nations in the economic field is more and more severe. As we all know, the shipping industry need to develop, it must first focus on developing fleet and seaports, as these are two indispensable factors in a shipping industry [2].

Vessel fleet: Vessel is a means of transporting goods and passengers by sea. There are many means used to transport goods including ships. From the benefits and the role of sea transport, we can also see that seagoing vessels play a very important role in ocean freight- "*no vessels cannot have sea transport*".

Seaports: Seaports are places of entry, anchorage of ships, places of service of ships and cargo, and important traffic hub of a country. Ports have two functions: serving vessels and serving cargo.



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2. MARITIME TRANSPORT SERVICES

Business services for ship operation

Form of ship ownership, company form and shipping business are different in different countries. This difference is due to the country's legal system and natural and geographical conditions. Although there are differences, but because the business of exploiting international shipping is high, there are general characteristics, global production and business operations, wide production range, production process. Businesses involved in the legal system of many individual countries and are governed by international conventions relating to trade, maritime and shipping. In maritime shipping business, if divided by shipping category, sea transport ships are divided into 3 types: cargo ships, passenger ships, cargo and passenger ships. The way to organize the exploitation of ships, although there are common points, but they still have different points. Based on the way the ship is organized (organized by the shipping) of the shipping vessels, the division of the fleet into two categories: transport by train and transport in the form of ship market.

Depending on the type of shipment, the operations of the shipping fleet are divided into: separate sea transport, multimodal transport, sea-river transport, barges transport on mother ships on the river.

The types of vessels involved in the shipment include: container ships, oil tankers, bulk carriers, bulkheads, barge liners, dry bulk carriers. Due to the trend of containerized cargo transport, nowadays in the field of ship business, shipping has been forming multinational companies, with the functions of general business-container transport, loading and unloading. Containers and maritime services for container transport.

Port business service

Traditionally, the main task of the port is to load and unload cargo. At present, the port's business activities are expanded. Apart from loading and unloading, the port also carries out other tasks: on behalf of the ship owner, the ship owners perform other services related to cargo such as manure coordinate and supervise the transport of goods to end-users as logistics centers.

Maritime business services

The process of carriage of goods by sea from the place of destination to the place of delivery, in addition to the process of transportation, loading and unloading process, also serves both processes. One of the major forms of service is the process of shipping agents and brokers. The agent is the permanent representative of the ship owner at a given port or agency area. On the basis of the contract, the agent in the name of the ship owner shall conduct activities related to the maritime business, including the implementation of necessary procedures related to the operation of the ship at the port such as signing A contract of carriage, a contract of maritime insurance, a contract of loading and unloading of goods, a contract for the hire of a vessel, a contract for the hire of crewmembers, the drawing of a bill of lading or a document for the carriage of equivalent cargo. Collection of expenses related to the operation of ships, the settlement of disputes over shipping contracts or accidents, concepts of maritime service. The quality of cargos via Vietnamese port by the first six month of 2017 is given in Table 1.



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Table 1. The quality of cargos via Vietnamese port by the first six month of 2017 [3]

Cargo classification	Unit	Plan (1)	The quality of cargos via Vietnamese port					
			(2)	(3)	(4)	(5)	(6)	(7)
B	C	1	2	3	4	5	6=4/5	7=4/1
Total	<i>1.000 ton</i>	494.738	212.043	42.409	254.452	230.141	111%	51%
Export cargos	<i>1.000 ton</i>		49.991	9.998	59.989	53.908		
Import cargos	<i>1.000 ton</i>		58.725	11.745	70.470	69.889		
Domestic cargos	<i>1.000 ton</i>		72.882	14.576	87.458	83.068		
Transit cargos	<i>1.000 ton</i>		30.445	6.089	36.534	23.276		
Container	<i>1000 teus</i>	167.225	64.443	12.889	77.332	61.279		
	<i>1000 teus</i>	14.795	5.726	1.145	6.871	6.551	105%	46%
Export	<i>1000 tons</i>		21.090	4.218	25.308	23.535		
	<i>1000 Teus</i>		2.261	452	2.713	2.507		
Import	<i>1000 tons</i>		26.452	5.290	31.742	27.858		
	<i>1000 Teus</i>		2.238	448	2.686	2.469		
Domestic	<i>1000 tons</i>		16.901	3.380	20.281	15.059		
	<i>1000 Teus</i>		1.227	245	1.472	1.575		
Liquid cargos	<i>1000 tons</i>	64.373	26.830	5.366	32.196	28.837	112%	50%
Export	<i>1000 tons</i>		2.784	557	3.341	4.833		
Import	<i>1000 tons</i>		7.511	1.502	9.013	10.001		
Domestic	<i>1000 tons</i>		16.535	3.307	19.842	17.632		
Dry cargos	<i>1000 tons</i>	231.198	90.325	18.065	108.390	87.254	124%	47%
Export	<i>1000 tons</i>		26.117	5.223	31.340	25.540		
Import	<i>1000 tons</i>		24.762	4.952	29.714	32.030		
Domestic	<i>1000 tons</i>		39.446	7.889	47.335	50.377		
Transit cargos	<i>1000 tons</i>	45.197	30.445	6.089	36.534	23.276	157%	81%

From the beginning of the year to 6/2017: (2)

Estimated results: (3)

Accumulated from the beginning of the year to the end of the reporting month: (4)

Accumulate the same period last year: (5)

Compare same period last year (%): (6)

Compared to the annual plan (%): (7)



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Ship agency services: This is the activity on behalf of foreign ship owners to provide services for ships and cargo in Vietnam.

Goods counting and shipping service means the business activity on behalf of clients to tally the quantity of goods actually delivered or imported to ships or other means of transport, when being exported or warehoused or warehoused. port; When loading / unloading goods in container.

Forwarding services for goods transported by sea is the business activity on behalf of customers designing organizations, arranging arrangements for papers and vouchers related to the delivery, receipt, storage and storage of yards. , Collect and consign goods.

Maritime brokerage is a brokerage activity for clients engaged in goods and means of maritime transport, ship purchase, maritime insurance, hybrid insurance, crew hire.

Ship supply service means the business of supplying food and food ships as well as services to crew members.

Small ship repairing service means the business of scraping, rusting, painting, maintaining, repairing motors, information, water lines, steam pipes, welding and repairing waterlines, and other minor repairs. Recently the Ministry of Transport drafted new regulations on the management of maritime services, according to this new regulation, maritime services will include: shipping agency services and maritime brokerage ; seagoing service; maritime freight agency service; ship supply service; freight forwarding and counting services; small ship repair service at the port; environmental sanitation services, cargo handling services at ports.

3. SOLUTION OF OPERATION CAPACITY IMPROVEMENT FOR VIETNAMESE FLEET

To gradually rejuvenate the fleet of Vietnam's sea-going ships up to 2020 with an average age of 12 years. In the shipbuilding industry, by 2020, our shipbuilding industry will reach an advanced level in the newly built ships up to 300,000 DWT, passenger ships, oil service ships, rescue ships , Secured maritime, works .

Transportation is an important structure in the socio-economic infrastructure that needs to prioritize one-on-one development at a rapid, sustainable pace to create a precondition for socio-economic development. National defense and security, serving the cause of industrialization and modernization of the country.

To bring into full play the advantages of the country's geographical position and natural conditions, especially marine potential, in order to develop a rational transport system and save social costs. To develop the transport infrastructure in a synchronous and rational manner, combining to step by step develop firmly with the breakthroughs going straight to the modern, creating a complete network of interconnected and interconnected Transport modes, between territories, between urban and rural areas nationwide, while attaching great importance to the maintenance, ensuring the efficient and sustainable exploitation of existing transportation infrastructure. To develop modern and high-quality transport with reasonable and safe costs, limit environmental pollution and save energy, apply advanced transport technologies, especially multi-modal transportation and logistics. To combine new investment with upgrading, upgrading and deepening investment, bringing into full play the efficiency of existing transport industry establishments, quickly renewing and approaching modern domestic-scale technologies are carried out. At the Resolution No. 09-NQ / TW dated February 9, 2007 of the Fourth Conference of the Party Central Committee on the Vietnam Sea Strategy to 2020, it was stated that by 2020, , Breakthrough in marine economy. As such, maritime economics are and will continue to play an important role in the national economy in which shipping companies play a very important role. Therefore, in order to effectively contribute to the cause of industrialization and modernization of the country, shipping enterprises should have the orientation for sustainable development in line with the Party's strategic sea strategy.



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After the crisis, shipping activity is on track to recover with the recovery of the economy, but most ship owners still suffer a great deal of pressure from repaying principal and interest on loans from the first projects. From looking for cost-cutting measures to losses due to exchange rate differences on foreign currency loans (as most of the loan projects are in US dollars while the freight rates are very low. Up to now, it can be said that Vietnam Shipping Joint Stock Company has overcome the most difficult period, gradually stabilizing with the plan of sustainable development and profitable business. With the perspective of a shipping business, please contribute some ideas to contribute to the successful implementation of the country's sea strategy:

It is necessary to focus on developing the fleet in the direction of specialization, rejuvenation and modernization, but not too hastily running on the growth of tonnage and fleet size. Businesses need to develop their own fleet development strategy, in line with the development trend of world shipping.

From the development of the fleet to meet the increasing demands of customers, especially international customers, to focus on improving service quality to create a traditional customer system, Large volume transport contracts and long time, stable.

Develop the fleet in terms of scale but ensure balance of resources, in which financial and human resources play a decisive role.

On financial resources: always have to balance external and self-funded finance. The size of the capital of a shipping business should be commensurate with the size of the existing fleet. At the same time, you must make the most of your financial resources at the lowest possible cost.

Human resources: Enterprises always have to pay attention to professional knowledge, foreign languages, love and health care for the crew and shore management staff to meet the increasingly stringent requirements, the International Maritime Organization and the maritime authorities where the vessel arrives. In particular, each shipping business must have a human strategy that is consistent and consistent with its fleet development strategy.

When planning to develop a sustainable fleet, the business needs to expand and diversify the lines and services associated with the fleet.

In order to well implement the sustainable development plan, contributing to the development of the maritime economy in Vietnam's sea strategy up to 2020, Vietnam's shipping enterprises are in need of the Party, the State and the Government. The ministries and departments are interested in supporting many aspects, including a number of key areas such as:

To formulate appropriate mechanisms and policies to encourage domestic corporations and corporations to enhance the use of each other's services, including sea transport, forwarding and logistics.

Shipping companies are required to receive capital and interest support through credit institutions such as the Vietnam Development Bank and support tax policies. It may allow enterprises to use the deferred tax to invest in fleet development. This is a way to maintain the State's revenue in the long term, especially in the difficult period to help businesses restructure and develop the fleet.

Shipping development is closely linked with the development of seaport systems and maritime services. The current trend of Vietnamese ship owners is to invest in large, specialized ships. Therefore, the development of specialized seaport systems, deep-water seaports such as Lach Huyen and Dung Quat will be a good motivation to promote the development of the national fleet.

Transportation is an important part of socio-economic infrastructure and it is necessary to prioritize development investment in a fast and sustainable manner in order to create a premise for socio-economic development, assembly, ensuring national defense and security, serving the cause of industrialization - modernization of the country.



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To bring into full play the advantages of the country's geographical position and natural conditions, especially the sea potential, in order to develop a rational transport system and save social expenses.

To develop transport infrastructure in a synchronous and rational manner; Combining solid step-by-step development with direct advances into modernity, creating a complete and integrated network linking modes of transport and territories, and attaching great importance to conservation work. To maintain and ensure the efficient and sustainable exploitation of existing transport infrastructure.

Develop modern, high-quality transport with reasonable cost, safety, limiting environmental pollution and saving energy; Application of advanced transportation technology, especially multi-modal transportation and logistics.

To combine new investment with upgrading, upgrading and deepening investment, bringing into full play the efficiency of existing transport industry establishments, quickly renewing and approaching modern domestic-scale technologies, highly developed, especially in the field of shipbuilding, automobile manufacture and rolling stock locomotives for domestic use and export are considered.

To develop the external transportation system closely linked with the domestic transportation system so as to actively cooperate and integrate into the regional and international level.

Socialize the investment to develop transport infrastructure. To mobilize to the utmost all resources, attach importance to domestic resources, to invest in transport development. The user of the transport infrastructure is responsible for contributing to the maintenance and reinvestment of the transport infrastructure.

By 2020, Vietnam's transportation system will basically meet the diversified transportation demands of the society with rapid growth, ensuring higher quality and reasonable price; Curb the trend toward reducing traffic accidents and limiting environmental pollution. On the whole, to form a reasonable transport system between the modes of transport and the main transport corridors for major commodities in large volumes will be reached. To develop the national seaport system, including international transshipment port in Van Phong, international gateway ports and deep water harbors in three key economic regions capable of receiving new-generation container ships. , General ports, specialized ports, passenger ports to meet the requirements of socio-economic development and international integration. To invest in the synchronous development of seaport infrastructures, including ports, ports, ports and post service support systems.

The seaport system satisfies the demand for both domestic and imported goods, of which the Van Phong international transshipment port has entered the efficient exploitation phase, the international gateway port in the economic area. The key points associated with the system of goods distribution centers and interconnected traffic systems shall ensure the formation of a modern and efficient logistics infrastructure network on a par with those of other countries in the region.

Sea transport mainly involves ocean freight, coastal routes, especially North-South transport, imported coal transport for thermal power plants, crude oil transportation for factories. oil refinery. Raising the market share of transportation of import and export goods to 25 ÷ 35% Developing the coastal and island passenger transport.

To attach importance to the development of special-use ships such as container ships, large-sized bulk carriers, oil ships, liquefied gas and Lash ships ... to rejuvenate the fleet of ships with an average age of 12 years by 2020. Research and development with high speed in coastal passenger and passenger ships. By 2020, the national fleet has a gross tonnage of 12 ÷ 14 million DWT. To complete the expansion of seaports in Hai Phong and Quang Ninh; To build a port of Lach Huyen international gateway to receive ships of up to 80,000 DWT; Promote the development of container terminals and specialized ports; Building a passenger port in Hai Phong, Quang Ninh. Completion of the construction and operation of two wharves for the international transshipment port Van Phong creates the premise for the construction of international and regional transshipment ports. To continue building, upgrading and expansion of Nghi Son, Cua Lo, Vung Ang, Da Nang, Dung Quat and Quy Nhon ports; Construction of specialized ports for thermal power plants and export of alumina. Select and build international guest harbor in Hue - Danang area, Nha Trang.



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To adjust and upgrade some important river sections; To attach importance to increasing the length of river sections managed and exploited.

4. CONCLUSION

The development of the world economy and countries in the region has set us many new challenges and prospects. So we need to develop the global shipping industry so that our country can integrate rapidly into the global development. In order to do this, the first thing Vietnam needs to do is to develop maritime transport in the direction of modernization with increasing quality, reasonable cost, safety, limiting environmental pollution and saving energy to increase the competitiveness of sea transport to actively integrate and expand the shipping market in the region and the world.

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