

## International cooperation in the development and operation of seaports

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**Abstract:** In Vietnam, international trade has been increasing rapidly since Vietnam's accession to the WTO and normalization of relations with the United States - the largest trade partner now accounts for 21% of total exports. Total volume of exports and imports through ports in Vietnam has reached 61.2 million and 83.2 million tons, respectively. South Vietnam ranks first in the economy, accounting for 70% of the national economy. It is one of the highest recipient of foreign investment in the country, accounting for about 50% of the total investment in 2016. The region is also one of the focal points of trade, accounting for 45% of total trade. About 51% of imports and exports in 2015, international cooperation in the field of logistics is significant, creating important conditions for Vietnam to both effectively exploit all potential, the advantages of the sea and create factors contributing positively to protecting national sovereignty and interests and maintaining peace and stability on the sea. So far, international cooperation in the field of logistics has created a knit for the interests of Vietnam with foreign countries. That is contributing to create favorable conditions for Vietnam to strengthen the position and force development of the industry sector, contributing to firmly protecting the sovereignty of the sea and islands of the country.

**Keywords:** international trade, international cooperation, seaport operation

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### 1. Introduction

International cooperation is a trend of today, when countries in the region and in the world are linked together to develop the economy, stabilize the political and social. In maritime lands, too, international cooperation creates important conditions for Vietnam to both exploit the potential and advantages of the sea and create positive contributing factors. Protect the sovereignty and national interests and keep peace and stability on the sea. International cooperation is a trend of today, when countries in the region and in the world are linked together to develop the economy, stabilize the political and social. In order to develop the maritime economy, Vietnam was soon aware of this when it became an official member of international organizations. As a country with a long coastline of more than 3.260km, Vietnam is always aware of the great potential and potential that the sea brings itself. As evidenced in 2007, the Communist Party of Vietnam has issued the Vietnam Marine Strategy to 2020, which emphasizes the key position of the maritime economy in the Marine Economics Strategy. Maritime economy is the second priority in the order of marine economic development, second only to oil and gas exploitation and processing (on the exploitation and processing of marine products, marine tourism and island economy, construction economic zones, industrial parks and coastal export processing zones in association with the development of coastal urban areas. Sea transport is considered one of the key service sectors and in the immediate future with the shipbuilding industry should be focused development investment. The maritime economy is also required to invest in building a number of modern seaports and at the same time develop the infrastructure behind the port. To build shipyards and ship repairing yards, to rapidly and strongly develop Vietnam's sea-going ships under the approved plannings; To organize the efficient development of sea transport in the integration trend. In particular, identifying international cooperation in the maritime field is very important, helping the maritime industry in particular and the transport industry in general have external resources. This has been clearly demonstrated in the series of signatures and cooperation between the Ministry of Transport Vietnam with the Ministry of Transport in the region and in the world. In particular, the signing of Memorandums of Understanding between the Vietnam Maritime Administration and the International Maritime Organization (IMO) to bring the highest benefits to maritime activities in Vietnam.

Currently, the maritime economy due to many limitations, inadequacies has been considered one of the countries with poor maritime development in the region. Among the sectors of maritime transport, maritime service, shipbuilding industry, not one sector has made full use of the potential of a coastal country with many advantages such as Vietnam. Total economic value from the sea has so far only accounted for 12% of GDP, far from reaching the level of over 50% of GDP as "Vietnam Marine Strategy to 2020", in which maritime economy has not been considered as a key economic sector. Compared with some countries in the region, the value of maritime economic activities in Vietnam is only equal to 24% of China, 14% of Korea and 1% of Japan.

The main difficulties currently facing Vietnam are: Lack of marine economy thinking in macro management; S & T restrictions in maritime economic development, especially shipbuilding industry as well as maritime transport activities. The fact that many of the sea areas in the region are being disputed makes it difficult to exploit Vietnam's current sea-going strategy in which the maritime industry is also facing many difficulties and complexities. Therefore, international cooperation in the maritime field is the key to the development of the maritime economy, while at the same time contributing to limiting disputes and proceeding to build the marine economy at a higher level in the modern direction. In fact, maritime economics has two basic factors: international cooperation on sea mining and the limitation of disputes by international cooperation. At present, these two entities are not clearly expressed. in the maritime economy of our country.

The maritime economy (shipbuilding, shipping and seaport services) are often highly cosmopolitan industries, because the roads on the sea are mainly international, transport domestic accounts for a small proportion; Shipbuilding industry also requires high technology, capital and financial capacity, management capacity; Port services also need new international cooperation elements that are likely to develop positively. While the waters of Vietnam border many countries and is the most convenient place to trade with the international maritime route. If we slowly expand international relations, Vietnam's maritime economy in which the maritime economy will stagnate.



Figure 1. International cooperation in port operation

On the last day of the official visit to the Netherlands on July 11, 2017, a number of enterprises involved in port facilities have joined the program visit Rotterdam port with the Prime Minister Nguyen Xuan Phuc. Here, with the authorization of the leaders of the Ministry of Transport, General Director of Vietnam National Shipping Lines, Nguyen Canh Tinh had a presentation before the leaders of the Government, officials and businesses of the two countries. on the development of Vietnam's seaports in the trend of international economic integration and the potential for cooperation in transport development in general and seaport in particular. The natural advantage is that the country has a large coastal area with a maritime index of 0.01 (an average of 100 km<sup>2</sup> with 1 km of coastline), which is six times higher than that. of the world. Along the coastline, there are many deep-water bays, close to the major sea routes of the world. Vietnam has great potential in the development of deep-water ports and large international transshipment ports. By the end of 2016, Vietnam has 44 seaports, with 219 docks, more than 103,000 Vietnamese and foreign vessels calling at ports, total cargo throughput reached nearly 460 million tons (of which containerized cargo reached nearly 12 million TEUs). It is forecasted that by 2030, total cargo throughput will reach over 1,100 million tons (of which container volume will reach more than 40 million TEUs). During the visit of Prime Minister Nguyen Xuan Phuc, it is known that the Netherlands is a narrow country, many people, not many natural resources. However, the Netherlands has used its strength as a coastal state, the border of three large rivers in Western Europe and between the economic powers of England, France and Germany to develop the service industries. shipping, shipping, etc. The Netherlands is currently ranked 17th in the world in terms of economy, fifth in the EU in terms of GDP. Service is a key industry in the Netherlands, including shipping, seaports, airports, finance, banking, insurance and consultancy. More than 30% of cargo arriving in the EU is unloaded through the Dutch port. Rotterdam harbor for many years is the world's largest port, with a capacity of more than 400 million tons

per year. These are the things that Vietnam is very interested in learning experience. On behalf of the Vietnamese side, General Director Nguyen Canh Tinh also asked the Dutch side to share experiences on port management and operation, coordinating the attraction and enhancement of cargo arriving and departing from Rotterdam via the medium Transferred in the Cai Mep - Thi Vai port area of Vietnam. In addition, the Vietnamese side also proposed the possibility of cooperating to jointly invest and exploit a number of ports and logistic areas behind the port in the area of Hai Phong international gateway port and Van Phong international transshipment port. .

With the need of investment capital of 80-100 trillion dong (about US \$ 4-5 billion), the Vietnamese government encourages all economic sectors to invest in the development of oil and gas exploitation and processing industries. seaport, ship building and repair, shipping. In particular, the gateway ports and transshipment ports in three key economic areas are of great interest. Three major key port projects in the North, Central and South of Vietnam, including the Lach Huyen International Port Gate (2020-2025), can receive vessels of 50.000 DWT (ships of less than 100.000 DWT). container to 6.000 TEU (8.000 TEU reduction vessels) capacity of 35-41 million tons per year; 2025 - 2030: receive a combined tonnage of 100,000 DWT, container ships of up to 8.000 TEU or more, capacity of 118 - 136 million tons per year. Van Phong International Transshipment Port By 2020: Approximately 1.0 million tons per year; Approximately 1.5-2.0 million tons per year will be passed. Approximately 6.0 million tons per year. The gateway of Vung Tau International Airport in 2020 is about 85.7 - 131.1 million tons / year (5.0 - 8.2 million TEU/year).

## 2. Achieved solutions in international cooperation

In the world, there are four basic management models such as public service port, tool port model, the master port model and service port. Initially, there were new ways to equitize port operators, allowing other economic sectors to invest in construction. t seaport infrastructures and business operators but the development is still small, odd, not a model, not widespread. We are still mainly applying the management model in the type of public service port in which the state invests and builds the port infrastructure and then assigns state-owned enterprises to manage, trade, exploit and pay. State budget revenues and taxes. Doing so, experts say, does not promote synergy, especially by not leveraging on the strength of non-state economic sectors (including joint-stock companies, private companies Domestic and foreign joint ventures, etc.) are involved in the construction and operation of seaport infrastructure and do not promote the dynamics of business of such economic sectors. A major drawback of this model is that financial management and return on investment face many difficulties. It can not be denied that the state management of our seaport infrastructure business has taken the first steps in the market orientation, namely the signing of the Agreement. Co-operative to exploit infrastructure of Cai Lan port, Quang Ninh. Accordingly, instead of receiving, managing, exploiting the infrastructure and remitting the budget in the old way, Quang Ninh port must pay rent for infrastructure to the state budget. In fact, with this model, the State can take the initiative in managing the scale and capacity of seaports, initially separating the business of exploiting the infrastructure with the folding business activities. unloading of goods, thereby making it easier to assess the efficiency of seaport infrastructure investments and the performance of service enterprises.

Taking advantage of foreign incentives to develop maritime infrastructure: Over the past years, Vietnam's maritime sector has had many programs and projects making use of ODA capital to develop infrastructure, material and technical facilities of the industry. A number of ODA projects have been implemented such as Cai Lan Port Development Project, Coastal Information System Development Project (Japan ODA), Vietnam Sea Lighthouse Improvement Project (Spanish ODA). The project of ship search and rescue (Dutch ODA). In addition, in the coming period, the sector will continue to take advantage of the official development assistance of foreign countries to develop the facilities and technology for Vietnam's maritime industry. it has seaport infrastructure; To attract foreign investment in key seaport areas such as Van Phong, Cai Mep - Thi Vai and Lach Huyen. Seeking foreign funding to develop a maritime operations management system at seaports, navigable channels and, more broadly, Vietnam's seas with the use of IT and telecommunications technologies, including satellite information. Strengthening cooperation on human resource training: In the training of cadres for the maritime sector, we are currently working in partnership with the World Maritime University (WMU), ITTMA University of Belgium, SECOJ and Japan Coast Guard Academy of Japan ... Continue to maintain short-term and long-term training programs supported by foreign countries (Belgium, Japan ...). However, in order to facilitate the participation of foreign training programs, a more active approach is needed.

Officials should be boldly sent to training agencies in the direction of the sending agencies and those who are sent to contribute to the funding that the Vietnamese side must allocate. Experiences in some agencies and enterprises have successfully implemented this model in recent years shows that this is a solution to improve the level of the current staff is quite effective, while reducing the burden on state budget, while improving the sense of the person sent to school. Besides sending people to study abroad, the domestic training

model taught by foreign experts is also an effective solution due to the high cost advantages that can be trained at the same time for many people. Such training courses have played an active role in improving the professionalism and knowledge of the staff. Improve English level in general, focusing on English Maritime for officers and crew. In the coming years, we need to consult and seek support from foreign partners, mainly the English-speaking countries such as the US, Australia and Singapore, which we have maintained for many years. Interested in training in international negotiation skills is necessary. In practice, negotiation in general and international negotiation in particular are common tasks in negotiating contracts, agreements and agreements. It is important to have an understanding of negotiation skills as well as the art of negotiation.

**Liberalization of maritime transport services:** In the process of liberalizing maritime transport services, along with Vietnam's accession to the WTO and Vietnam's commitments in the maritime transportation service sector together with foreign ones The MFN, the maritime industry will also have to make appropriate adjustments. First of all, there should be a more active role in the negotiation rounds of the ASEAN Coordination Committee (CCS) on the opening of the maritime transport market within the framework of the ASEAN Framework Agreement on Services (AFAS). At present, Vietnam's commitment to quality maritime transport services, which is considered one of the countries that meet the objectives of the package of commitments at ASEAN rounds, demonstrates its role active in the preparation of the commitments. It is important to organize training courses on the overall implementation of harmonized commitments made by Vietnam in the WTO, commitments in ASEAN, commitments in shipping agreements ( in particular, the Vietnam-US Shipping Agreement) and other relevant legal documents and regulations of the law of Vietnam.

**Enhancing the role of Vietnam Maritime in international and regional forums:** Currently, Vietnam is a member and actively participates in forums of the International Maritime Organization (IMO), Association of Lighthouses INAMARSAT, the COSPAS - SARSAT Agreement, the Tokyo MOU, the Tokyo Maritime Port Examination, the maritime traffic forums of the Association Southeast Asian Nations (ASEAN), APEC Transport Working Group. Joining IMO's performance is one of the issues that need special attention. The Vietnam Maritime Administration is planning to develop and implement a specific program that aims to become a member of the IMO Council in Group C by 2015 and participate in the work of the IMO Council. the professional committees of this organization; formulate a proposal to appoint a representative of Viet Nam at IMO; set up the IMO secretariat to visit Vietnam by the end of 2008/2009; Develop a project to appoint staff to participate in the activities of IMO committees and sub-committees; Strengthen the organization of seminars and training courses for Vietnamese staff. The ASEAN-China Transport Cooperation in the context of China's rise to being a world power is a big strategic issue and very sensitive. From 2008 onwards there are many important cooperation programs and activities related to China: Strategic Plan for ASEAN-China Transport Cooperation; ASEAN-China Seaport Development Cooperation Forum with the common working mechanism on seaport cooperation; The Annual Meeting reviewed the implementation of the ACMTA that China hosted its first meeting; ASEAN-China Maritime Consultation Mechanism with Preparation for Upgrading to a Consultative Agreement (MOU). Therefore, participation in these activities and programs requires special attention and guidance from the Government, the Ministry of Transport and relevant ministries.

**Signing, joining and organizing the implementation of international maritime treaties:** With 19 signed shipping agreements, most of which were signed in the 1990s, so far many contents need to be supplemented and corrected. to adapt to the development of the industry. In this regard, it is argued that only mentioning facilitation and cooperation, the practical meaning of a treaty is inadequate. There needs to be a fundamental improvement: first, the content of the agreement, for example, on market access, such as negotiating a number of agreements in recent years; Secondly, there should be a focus on the countries in which we really want to sign the agreement. In addition, it is necessary to fully implement the regular consultative mechanism between the two parties so that the Agreement can be effectively implemented. Following the signing of the Vietnam - US VTB Agreement in March 2007, we are working to sign with Singapore (in place of the 1992 Agreement) and with other countries. Implementing the I / 10 of the International Convention on Standards of Training, Certification and Watchkeeping for Seafarers (STCW 78/95), Vietnam has signed a GCN accreditation agreement for boats with the maritime authorities of 21 countries / territories. The signing of these agreements has created favorable conditions for Vietnamese crewmen to have the opportunity to work on foreign seagoing vessels and vice versa. In the coming time, it is necessary to study, gather information and evaluate clearly the working requirements of Vietnamese crewmen on board a foreign seagoing vessel in order to select the country / territory that we can sign. In the coming time, it is necessary to have research, data collection and evaluation to clarify the working requirements of Vietnamese crewmen on board a foreign seagoing vessel to select the country/territory to be signed, especially one. A small number of countries/territories, but with a large fleet of flags. During the period of validity of the Agreement, the two sides should consult each other regularly to correct any problems or solve problems. Viet Nam is a member of 12 IMO conventions and protocols on maritime transport, including the International Convention on the

Facilitation of Maritime Traffic (FAL-65) and the International Convention on Maritime Navigation marine rescue and rescue (SAR 1979). In the coming period, we need to continue to study the proposal to sign and join the international maritime conventions, which by 2015 should study and submit to the Government the decision to accede to the Maritime Labor Convention (MLC) 2006, International Convention on Containers Safety 1972, Convention on the Establishment of International Fund for Compensation for Oil Pollution (FUND 1992) and a number of other international maritime conventions. It may be assessed that the updating of the information on the revised amendments as well as the preparation for the timely application of amendments to the conventions, regulations, codes and guidelines is made. pretty good and timely. However, it should be acknowledged in a practical way that we have only ratified or acceded to the IMO conventions. The reports and observations from the General Assembly show that Vietnam's participation in IMO's activities is still limited on the basis of comparison with other countries in the region and in the world, although reports of IMO, the flag fleet of Vietnam stands at 36/167 member countries in total capacity. Within the ASEAN countries, five countries - Singapore, Malaysia, Indonesia, the Philippines and Thailand - all participated in IMO activities. Continuing to fulfill the obligations of a member state of international maritime conventions, the Vietnam Maritime Administration will pay full attention to the effective implementation of the IMO treaties to which Vietnam is a party. The new resolution has just been adopted by the IMO General Assembly at the A25 Meeting, enhancing the PSC, FSI, ISPS Code, internal regulations of international conventions to cooperate with foreign countries in training and improving the level of cadres directly involved in the implementation of the convention; exchange experience with other countries.

### 3. Conclusion

The issue is how to ensure sufficient quantity and quality of human resources to meet the national maritime development strategy and boost exports in the coming period. To address this issue, it is not only the responsibility of maritime training institutions but also the close guidance of the Party and the State, relevant ministries and especially attachment, close coordination of units. It is necessary to have the attention of the Party and the State, especially the specialized agencies in orienting development and investment orientation to develop the human resources for the maritime industry. A detailed and objective assessment of the capacity of training institutions throughout the country should be made. By that, develop a specific strategy for the size of training for each school, at each level to suit each specific stage. It is necessary to reconsider the allocation of enrollment quotas on the basis of accurate analysis and forecasting in order to make appropriate adjustments.

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