

Proftech visiting report

On behalf of **The 3rd International Maritime Exhibition in HCMC**

Date of visit/by whom: March 9th, 2011 by Nguyen Minh Thanh

Company/exhibition name:

TAN BINH Exhibition & Convention Center (TBECC)

Address/venue : 446 Hoang Van Thu Str., Tan Binh Dist., HCM Cty

Contact details (email, tel/fax, mb)

Overall description

There were about 180 companies come from China, Singapore, Korean, Norway, India, Germany and Holland exhibiting.

The spokes man of Minister of Transportation has insisted that government will continue developing the shipbuilding and inspite of Vinashin's situation.

Exhibiting companies focus to the following field:

- Chinese companies like Dalian Baisip, Ningbo Chiyang, Zibo Diesel focus to the opportunities to sale the pumps, small diesel engine, electric system.
- German companies like Cat, Man, MTU, Schottel, Lounge VDMA focus to big Diesel engine, large pipe, high pressure pump, packaged technical, i.e. higher technology
- Singapore companies focus to accessories industrial for maritime like high pressure glass door, emergency door, alarm systems and navigator system.
- Norwegian companies like Kongberg Maritime, Karmsund, STX OSV, Sotra provide the transport services and forwarder services.
- Korean companies that come to the exhibitions are shipbuilding companies.

Almost of the foreign companies don't have a representative office in Vietnam but they will found in the future (I have interviewed some foreign representatives).

The particular industries in Vietnam are nearly zero (there is no Vietnamese supplier) and almost all of the accessories for shipbuilding are import from the other countries.

From the information at the exhibition, the fact that Vietnam needs more ships and there are/will be some shipyard company, the local suppliers cannot supply the accessories needed and meet the technical. This is judged to be a big opportunity for doing business in the shipbuilding in Vietnam.

There were no Swiss companies at the exhibition.

Nguyen Minh Thanh