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Editorial office  
35 Nam Ky Khoi Nghia St., Dist. 1,  
Ho Chi Minh City, Vietnam.  
Tel: (84.8) 38295.936  
Fax: (84.8) 38212.043  
E-mail: daily@thesaigontimes.vn

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VIETNAM'S LEADING BUSINESS DAILY

# Canadian port improves cargo route to North America

By Thal Hang  
*The Saigon Times Daily*

HCMC – Canada's Halifax port, with its efficient services and infrastructure, has helped cut time and cost of cargo from Vietnam to North America, traders said.

Traders, speaking at a seminar to promote the Canadian port held in HCMC last Friday, talked about it as an efficient and alternative to U.S. ports to enter North American markets, among the largest import markets.

Russ Langford, Chief Operating Officer of Magnussen Home Furnish-

ing Co., that owns the 38,000 sq. m. bonded (de-humidified) warehouse in Tan Uyen District, Binh Duong Province, told the *Daily* on the sidelines of the seminar that since the start of this new logistics lane they had accomplished a drop in transit time from HCMC to North American customers.

"We went from zero containers in 2010 to averaging four containers per week currently through the Port of Halifax," Langford said.

"Bringing the products via Halifax has proven to be cost-effective and an overall improvement in transit time. This has been accom-

plished with our strategic ocean carrier partners and Western Logistics in Canada for tier one service to door providing an exceptional service that helps us achieve our business goal.

"It has been a strategic benefit for our firms and we will be using the Port of Halifax for future business opportunities as we grow."

Audri Mukhopadhyay, Consul General of Canada in HCMC, said trade between Canada and Vietnam would continue to develop briskly via the Asia Express services using the Suez Canal. Halifax has two direct post Panamax container vessel ser-

vices using this route on direct calls from Vietnam.

"As the container facilities continue to develop in Cai Mep, there will be more opportunities to develop this trade lane for huge post Panamax container vessels connecting Vietnam to Halifax," he said.

According to Ngo Thi Van Anh, Business Development Manager of the Port of Halifax, a group of carriers including Grand Alliance Service, CKYH and MOL in 2010 launched a direct service from Vietnam at Cai Mep Port in Ba Ria-Vung Tau Province, bringing cargo to the Canadian port.

Figures provided by the Canadian Consulate General in HCMC show container traffic to and from Vietnam via the Port of Halifax more than doubled in 2010. In terms of specific commodities, the top import commodity from Vietnam to Canada via the port was furniture at 46% of the total containerized volume, followed by clothing and footwear at nearly 15%.

In the first four months of this year, revenue from Vietnamese furniture exports to Canada reached US\$22 million, still accounting for a small part in total export turnover of furniture from Vietnam at US\$1.17 billion.