Fourth APEC Conference on Supply Chain Finance

Company: SAI GON EXPRESS SERVICE TRADING CO., LTD.
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I. Introduction of Sai Gon Express

- Sai Gon Express was established on October 23, 2014
- Having more than 100 employees
- Having warehouses of which the total area is more than 20,000 square meters
- Having favorable locations in HCMC and Hanoi
- In order to continue the road ahead, Sai Gon Express strives to develop its services to be more “Professional – Safe - Sustainable”
II. SEC-Warehouse’s Services– Solutions

- **Goods storage:** Provide storage for a variety of goods, for examples, machines, food, consumer goods, furnishings,…
Room temperature storage: The temperature is from 20-25 degrees Celsius, suitable for storing goods that require a certain range of temperature.
Archive: Archive all related documents in a long time, making it easier to find documents when needed.
• **Self-managed warehouse:** Provide separate warehouses for customers to manage their goods, ensuring their initiative in goods import and export.
E-commerce warehouse: Support online businesses in packaging and forwarding goods
III. SEC-Warehouse’s partners

Currently, SEC Warehouse provides storage services for more than 500 customers, including individuals, SME companies and strategic partners…
IV. Service offered to banks

• In some special situations, we store goods of a company under the supervision of a Bank.

• This situation occurs when the Company applies for a mortgage loan, SEC Warehouse plays the role of the third independent party who provides goods storage.

2 main tasks

• Support the company in ensuring the safety of their goods, facilitating their import and export activities.

• Support the bank in supervising the operational efficiency of the company, ensuring transparency thanks to the supervision from three parties.
Key partners
Loading and unloading goods service with forklifts
Goods tallying service
Transport and delivery services
Periodical report on inventory
V. Advantages, challenges, obstacles

Advantages

- Large warehouse area, situated in favorable locations.
- The area is close to wharves and has good transport.
- High quality commercial vehicles.
- International standard infrastructure, advanced equipment and machinery
- Professional management process
- Fire protection system, security staff, 24/24 camera,....
Challenges and obstacles

- Institutions and policies related to logistics sector do not synchronize and still have some irregularities. Plenty of documents, policies that provide detailed instructions have yet to be implemented.

- Transport infrastructure has limitations, multimodal transportation corridors have yet to be created.

- Logistics businesses do not go well due to the difficulties related to scale, capital, human resources.…

- Staff working in logistic sector are not well-trained and skilled, especially lack competent logistics specialists
VI. Recommendation

- Issue policies to support the development of logistics sector

- Complete logistics infrastructure, ensure traffic infrastructure and transport service align with the development of logistics sector.

- Improve the capacity of companies and quality of service

- Create market for logistics. Execute trade promotion for logistics sector by organizing international conferences, fairs and exhibitions on logistics.
Thank You