



LOGISTICS PARTNER TO MAJOR EUROPEAN BREWERY AS PART OF ITS SET-UP IN VIETNAM

Delivery to remote location in Vietnam, support for all statutory documentation, and timely customs clearance.

The Challenge

The client's investment was in the region of US\$ 80 million and the project took place in 2003 in Hatay Province, which is located around 30 km from Hanoi and around 100 km from the main sea port in northern Vietnam called Haiphong.

The task was to assist with the preparation and application of the Master List for tax free entry by the investors, perform customs clearance, prepare road and river surveys from port of entry to foundation, prepare method statements, survey barges, survey trucks, remove all overhead obstacles and replace them, port handling, lashing, loading, trucking, barging and crane work.

The first shipment consisted of 12 fermentation tanks plus assorted break bulk cargoes. Altus had only four weeks to prepare the Master List and submit the application to the local authorities for approval.



The Solution

All the necessary approvals were received on time so that the tanks could be seamlessly unloaded from the ocean going vessel and loaded to a river barge immediately after arriving into Vietnam.

A customs transit permit was applied for and this facilitated the cargo's movement from one province in Quang Ngai to Hatay Province where the customs clearance and inspection would take place. An Altus project supervisor stayed on board the barge to provide updates on the barges location and progress every step of the way.

The barges then sailed approximately 150 km along the Red River to a pre-determined discharging location. The location selected was around 10 km from the job site. The jetty belonged to the military and Altus negotiated for the hire of the jetty for the duration of the project.

The team then waited for the water level to decrease before propelling the barges alongside the riverbank. A temporary quay was prepared, which allowed the prime mover to reverse a multi-axel hydraulic trailer out towards the stationary barge. Using a second temporary quay, one 70-ton mobile crane transferred the tanks from the barge to the hydraulic trailers.

In Vietnam, oversize and overweight cargo can usually only be moved at night, however Altus was able to secure special permission to move the cargo during the day. Altus also arranged with the national electricity company to either remove or lift any overhead wires, which would obstruct the convoy along the way.

The Outcome

The cargo entered the brewery job site three days after arriving in Vietnam. The following day the local customs authority was called to perform the inspection of the cargo. This took a further 48 hours and once the documentation had been completed the fermentation tanks were erected using a dual lift method to their foundation. Altus's job was completed in six days.

Another 18 shipments of cargo followed over the next five months. In total, Altus imported around 12,000 mt for the project. Each shipment was handled with no lost time incidents and all cargo was imported tax free and registered as a fixed asset.



The brewery went on to make its first beer in October 2003 and has become one of the most successful breweries in Vietnam to date.