

# SCSC

## Values & Benefits



**Terminal**



**Apron**



**Big Scanner**



**ETV - MHS**

*Bringing perfection to you !*

- ❑ Saigon Cargo Service Corporation (SCSC) was formed by 4 groups in 2008 : Southern Airport Corporation - 25%; Gemadept Public Corporation - 23%; Vietnamese Military Enterprise - 24% and a Group of financial Investors – 28% with the purpose of building a Standard Air Cargo Terminal in HCM City.
- ❑ The cargo terminal represents an investment of about US\$ 50 million and extends over 143,000 sq.m in Tan Son Nhat International Airport. The terminal consists of 2 Areas - Apron of 52,000 sq.m for 3 x B747F or 8 x B737 or 5 x A 321 and Cargo Area of 91,000 sqm ( Domestic, International Terminal, Office building, Forwarder Agent Building) with the terminal handling capacity up to 350,000 tones of cargo per year.
- ❑ The project started on May 2008, completed construction on July 2010 and equipment installation on Sep 2010. And we started SCSC Terminal operations officially on the 5<sup>th</sup> Oct, 2010.

# SITE LOCATION



14.3 ha in total

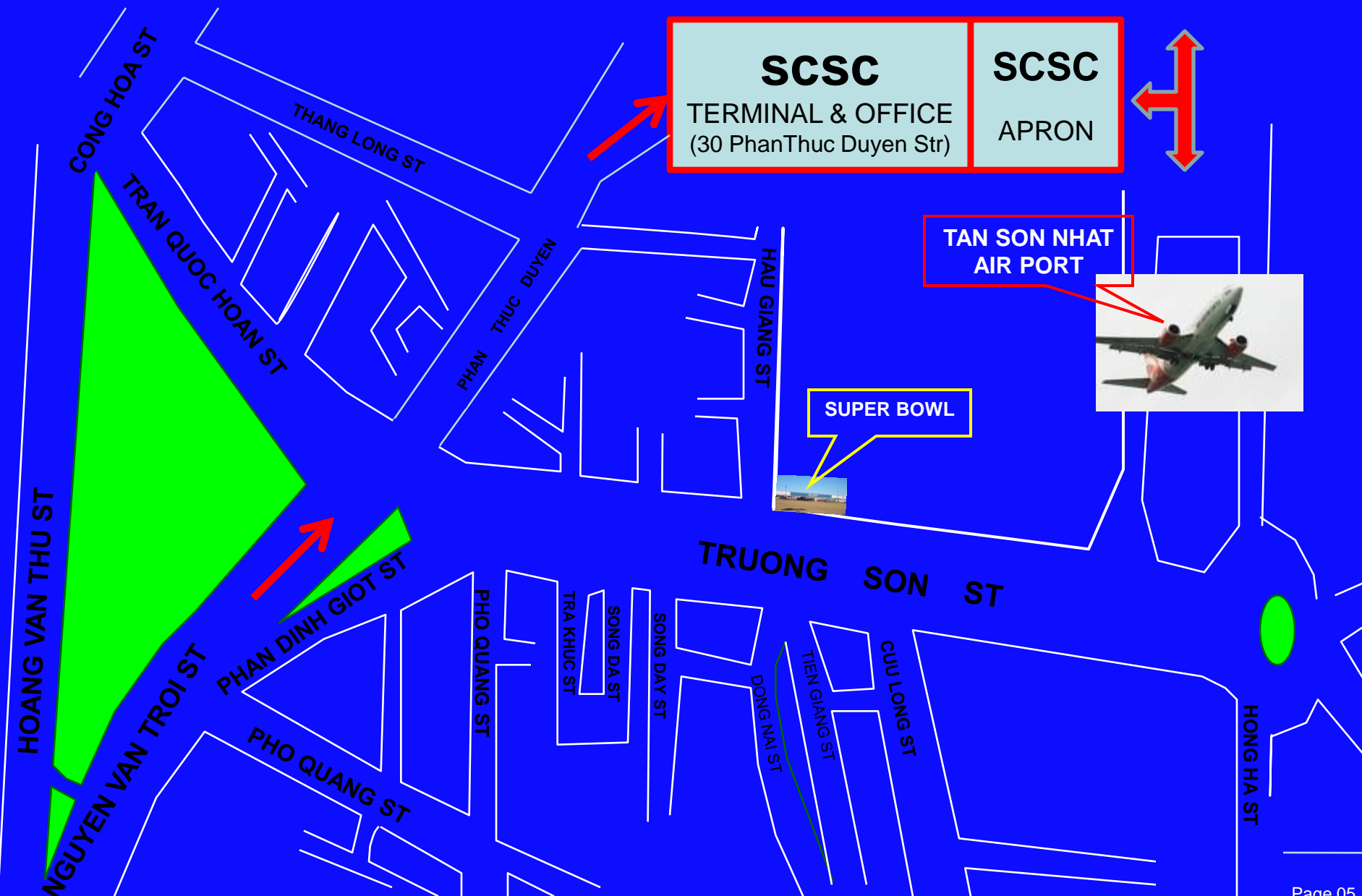
TCS

Roads drivable for trucks

To Cong Hoa Street

Roads impassable for trucks

# SCSC LOCATION MAP



# MAJOR PROJECT VENDORS AND DESIGN REVIEW



TAN SON NHAT INTERNATIONAL AIRPORT CARGO CONSTRUCTION PROJECT

VIEW 1

1	CONCEPT DESIGN	Lufthansa Consultant Group – GERMANY
2	CONSTRUCTION DESIGN	JAPAN AIRPORT CONSULTANT
3	GENERAL CONTRACTOR	COTECCONS - VN
4	MATERIAL HANDLING SYSTEM	LOEDIGE GERMANY
5	IT SYSTEM	HERMES UK
6	CONSTRUCTION SUPERVISOR	DELTA USA
7	GENERAL PROJECT CONSULTANT	Lufthansa Consultant Group – GERMANY



The International Air Transport Association (“IATA”) Strategic Partnerships approved and allowed SCSC to participate in the base membership within the Service Area of Cargo Standards (SPC) since 1<sup>st</sup> July 2010.

**IATA will keep SCSC updated with developments in the air cargo industry to help SCSC :**

- ✓ In setting up the accredited school to train and to develop SCSC's manpower.
- ✓ In achieving the ISAGO Standards and maintain them effectively.

## 1- SCSC Apron :

Commenced to build the apron : Mar 2009  
Completion : Jan 2010  
Started operation : Feb 2010

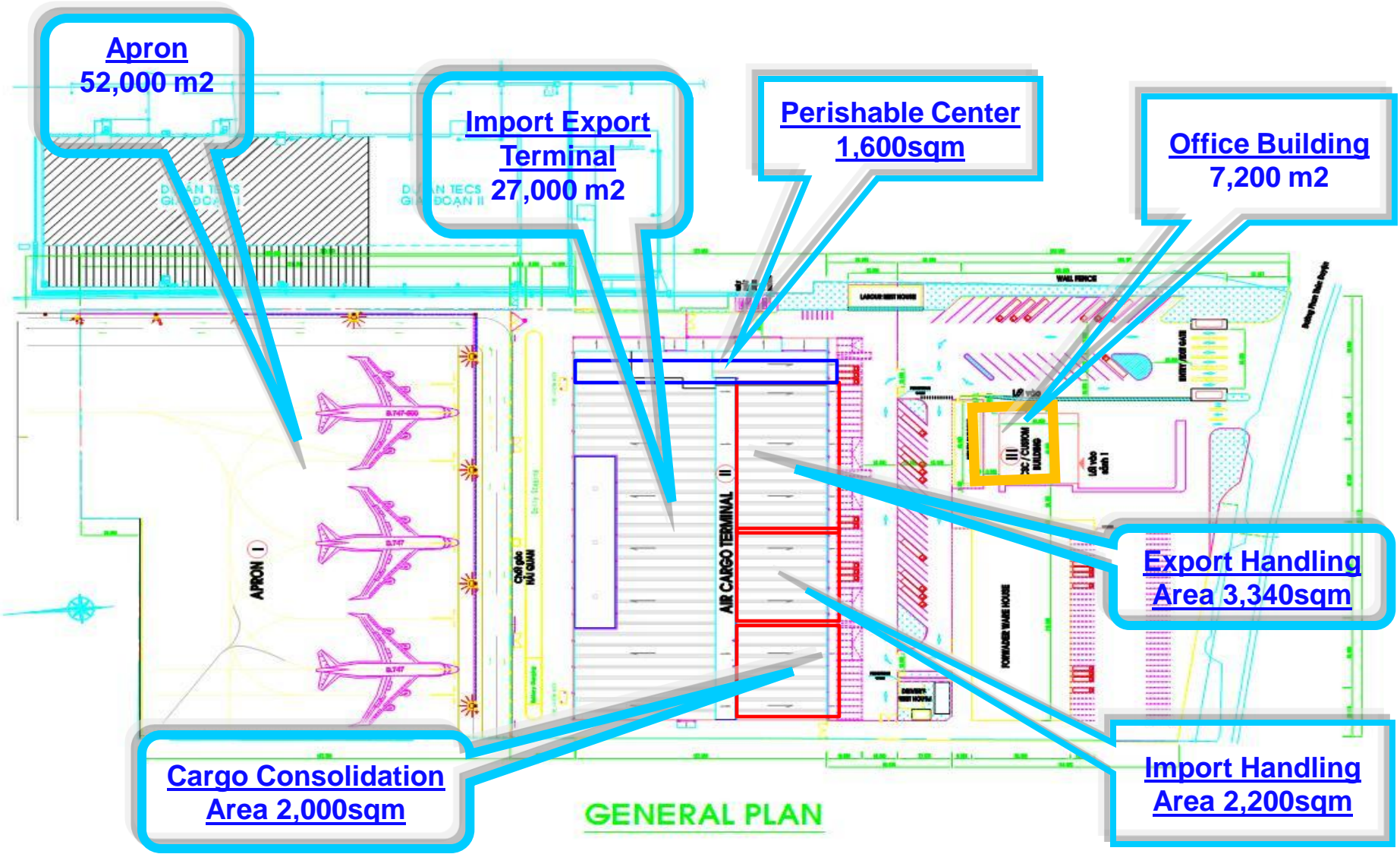
## 2- SCSC Terminal :

Commenced to build the terminal : June 2009  
Completion : July 2010  
Operation test : Aug 2010  
Started operation : Oct 2010

## 3- SCSC Office Building :

Commenced to build the office : Oct 2009  
Completion : July 2010  
Opening : Aug 2010

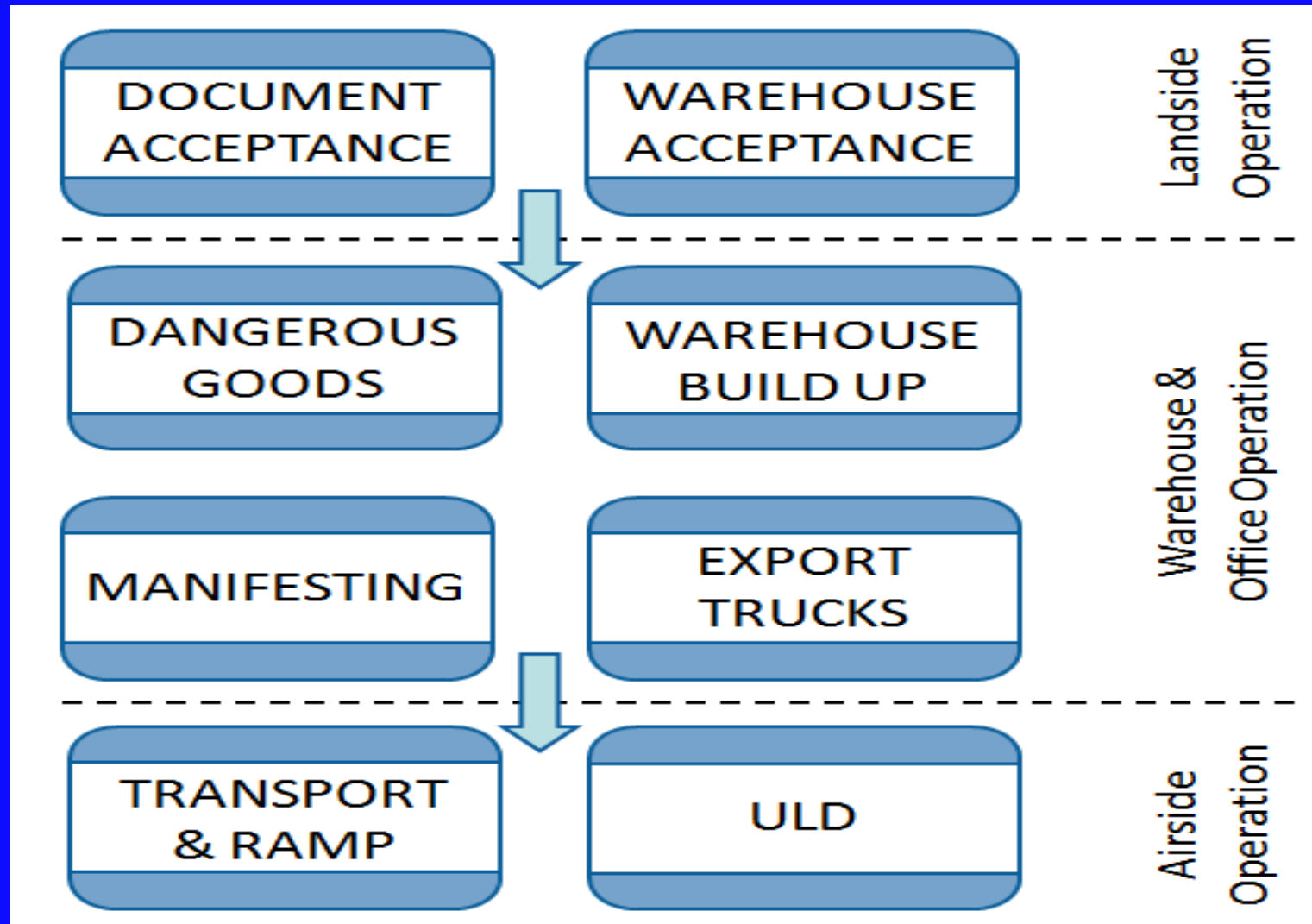
# GENERAL PLAN



GENERAL PLAN



## 1- Export Cargo Flow Chart :



## 2- Import Cargo Flow Chart :





- Based on Concept Designed , SCSC will fulfill all of obligation in the “ Freight Security Requirements” (FSR) issued by TAPA (Technology Asset Protection Association) as a minimum acceptable standard to join TAPA after one year operation.
- CCTV System ( color ) of 150 units, digital CCTV cameras monitored 24/7 installed inside and outside of the terminal and in operating now.
- Security guards: 2 groups in operating now :1 for screening check (contracted with TSN Airport Security Team), 1 for physical check (contracted with Nam Hai Duong Security Company ) .

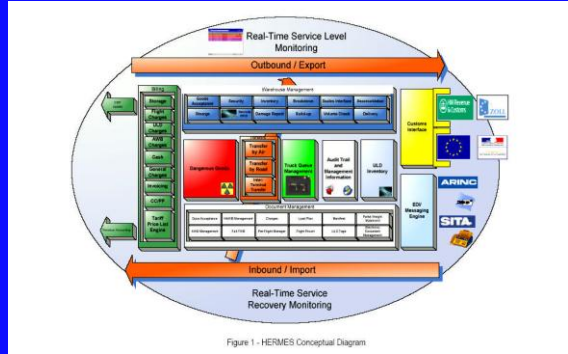
# CARGO MANAGEMENT SYSTEM



Handheld



Barcode



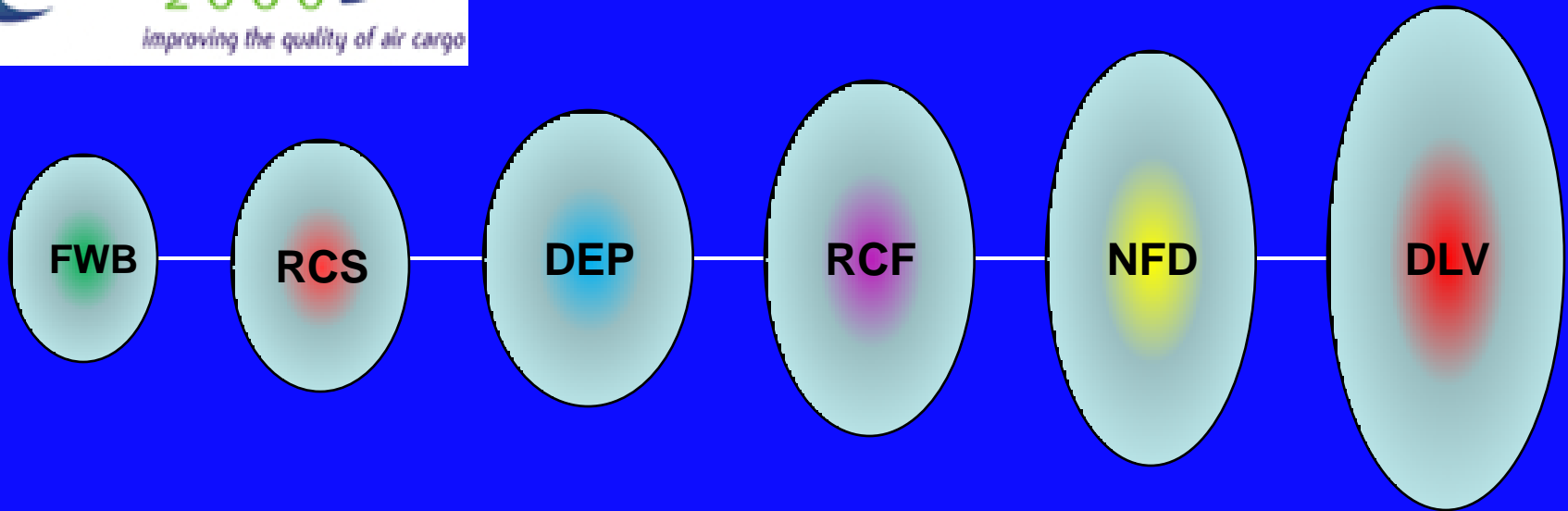
## Cargo Management System

**Cargo Management System (CMS)** : to control and link all cargo handling activities to main database and fully integrated with government, customs, airlines, forwarders and other air cargo community systems.



## COMPLIANCE WITH CARGO 2000 (C2K) :

- Fully integrated with Airlines and Forwarders systems.



- **FWB** – Electric AWB received from forwarder
- **RCS** – Shipment Received from forwarder (Shipper)
- **DEP** – Flight Departed
- **RCF** – Received from Flight
- **NFD** – Consignee's Forwarder notified about shipment availability
- **DLV** – Shipment delivered to forwarder

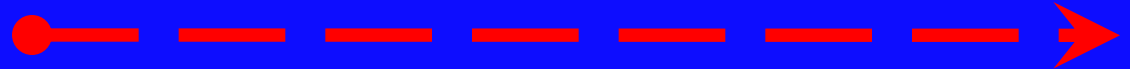
**Truck Control System (TCS):** control traffic flow within the terminal. Linked to Cargo Management System (CMS), TCS can allocate the truck dock nearest to cargo storage locations automatically and helps reduce waiting time to boost efficiency



**I-Pass:** identify every single entry and allow it access to limited areas and alert Company Security of unauthorized entry, which enhances the security control of the terminals.



- SCSC will consider KPI ( Key Performance Indicators ) as quantifiable measurements to run the practical management process of its Terminal and Warehouse 's cargo handling to offer the best service to all clients.



- SCSC will apply KPI to control activities such as cargo receiving and loading timeline, cargo storing status, human resource productivity, processes cost , customer service and others etc..





**Elevating Transfer Vehicles (ETV) :**  
to move built-up pallet and ULD into  
and to remove them from racks of  
MHS .



**Materials Handling System (MHS) :**  
to be in parallel operation of ETV driving  
along with racks and to store built-up  
pallet and ULD with capability of 300  
storage positions, 4 levels high.





**Large X-ray Scanner :**  
of Smiths detection (model HV 3025)  
shall be provided for Pre-packed unit  
upto 4.5 meters height.



**Elevating Workstations :**  
for build up and break down operations,  
ample transfer vehicles, scissor-lifts and  
cargo hoists, high efficiency of cargo  
handling is assured.

# OTHER EQUIPMENTS



Pallet



Dock-leveler



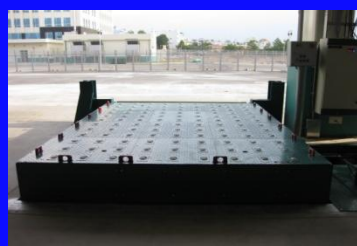
Forklift



Mobile X-ray Scanner



Dock-lift table



Tractor (Grip-tow)



Rack



Dolly



Slave Pallet Mover



Floor Scale





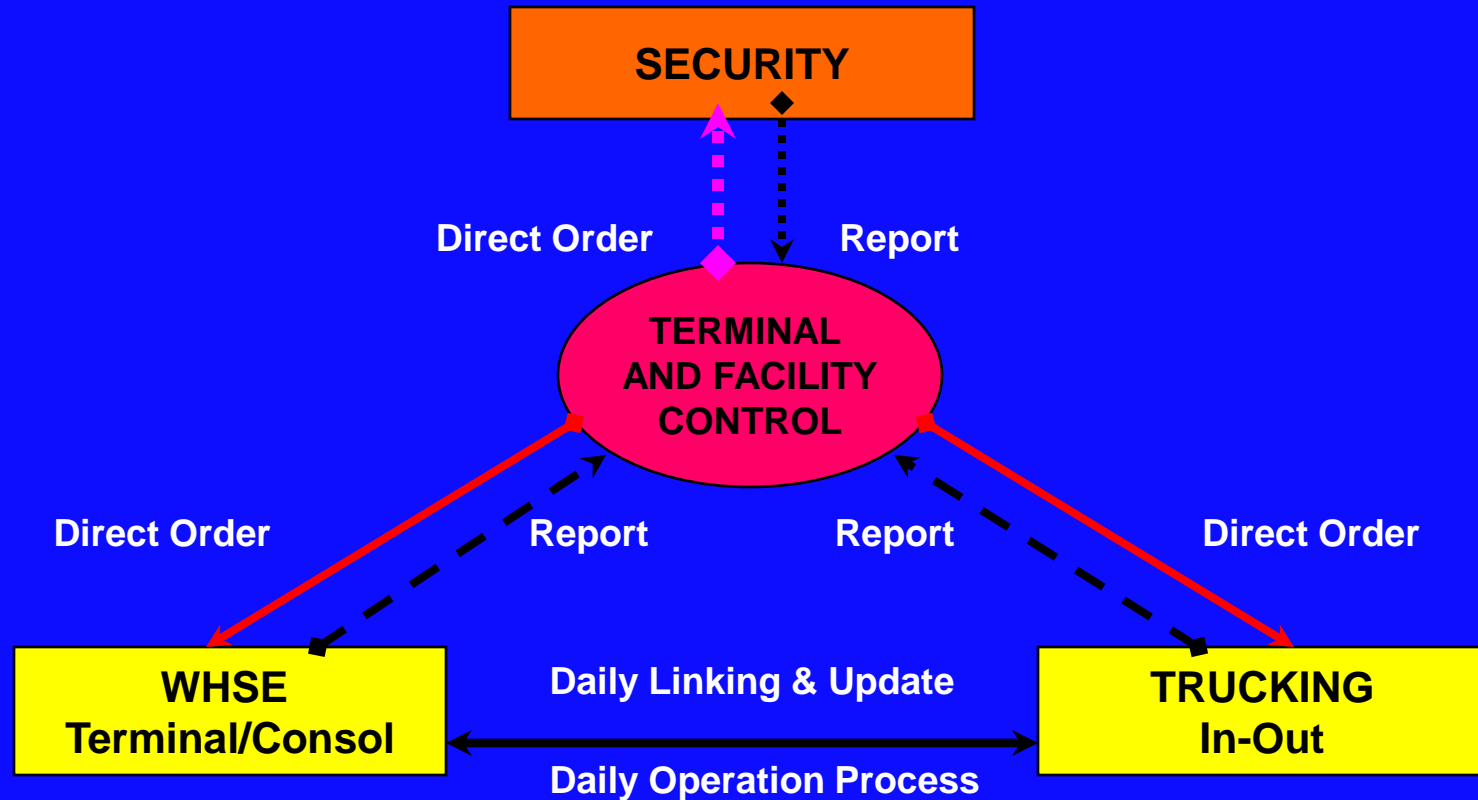
SCSC Office Building which is being built in accordance with The Standard Grade B+ , is located in Tan Son Nhat Airport Area.



- 5 Levels
- Side : 40 m x 40 m
- Total space: 7,200 m<sup>2</sup>
- 1<sup>st</sup> Level. : Customs Office ( 980m<sup>2</sup>), SCSC Office (620 m<sup>2</sup>)
- 2<sup>nd</sup>: Canteen, Restaurant, Shops (1,300 m<sup>2</sup>)
- 3<sup>rd</sup> , 4<sup>th</sup> and 5<sup>th</sup> : Office for Lease (4,800 m<sup>2</sup>)

*Available for booking now !*

The system with the electric amplifier and loudspeakers will be installed to broadcast live-orders and info to staff , vendors, drivers... and trucks in-out of loading bays, parking lots. It also keeps facility control run well.



- SCSC will constantly pay utmost attention to Customer Service to meet needs and to exceed expectations of our value customers going along with our continuous improvements on service quality.

## 1- Expectations



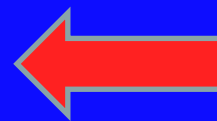
## 2- Standards



## 3- Performances



## 4- Communications



## 1. Faster export pre-pack acceptance for freighter handling

### ❑ Much better and proportionally more handling facilities

Capacity	200,000 tons/year ( phase 1 )
A/C parking in apron	3 x B747 or 5 x A 321
Pre-pack acceptance	54 landside truck docks
Access to Ramp	21 airside dolly loading doors
Transfer points	21 airside dolly loading doors
ULD staging positions	300 positions
Empty A/C Pallet/Container Rack	150 positions (# 300 positions for LD3)
Workstation for B/U and B/D	6 units (5 x10 ft and 1 x 20 ft )

### ❑ Enable efficient export pre-pack handling even during peak seasons.

### ❑ Added convenience to agents and truckers

## 2. Minimal wet damage

- ❑ Unique all-covered “inner airside” enables efficient cargo handling even during adverse weather.
- ❑ Reduce cargo wet damages and potential claims for airlines.



## 3. Last minute export acceptance (shortened cut-off time)

- ❑ SCSC is to provide one-stop-shop terminal, cargo documentation and ramp handling
- ❑ Seamless connection enables maximum flexibility
- ❑ Maximize airline's revenue potential



## 4. Maximize revenue generation via maximum cargo uplift

- ❑ Well control of last minute change/rush : maximizing the use of cargo space against possible uncertainties
- ❑ Ample expertise and resources to handle last minute requests and shipside rescue in case of emergencies



## 5. Flexible transshipment charging mechanism

- ❑ Offer a full menu of transshipment handling with various prices according to different requirements.
- ❑ Transparent and flexible charging system, enabling airlines to stringently manage their costs.



## 6. Expertise of IT and cargo automation systems

- ❑ Flexibility to convert the cargo handling systems from full automation to manual/half automated mode.
- ❑ In-house developed IT and automation systems are mature and fully tested.



## \* **Proactive staff to service airlines, working as the partner of airlines and offering customized services**

- ❑ Tailored and personalized services with proactive account managers
  - \* Handle daily cargo operations issue
  - \* Make appropriate commercial arrangements
  - \* Answer enquiries, requirements and complaints
  - \* Maintain close working relationship
- ❑ Proactive marketing staff: enhance marketing development, branding, PR and commercial needs of airlines
- ❑ Organize marketing and customer service activities
- ❑ Enjoy broader brand visibility and right share of attention

- We –SCSC would like to offer the following services to our valued clients :

## **1- Cargo Handling :**

- ✓ Ground Handling Service for cargo ( in planning )
- ✓ Cargo Handling Service for both Domestic and International
- ✓ Cargo of Import, Export, Transit and Transfer.
- ✓ Cargo Consolidation, Bonded Cargo Services.
- ✓ On Board Courier – OBC ( in planning )

## **2- Consolidation Warehouse Service :**

- ✓ Consol Space : in total 2,000sqm

## **3- Office Space For Lease :**

- ✓ For Lease Space : in total 4,800sqm

## We are always at your service !

For any enquiries and questions about our air cargo terminal project, you are welcome to contact us via following points :

### 1- **Mr.Nguyen Quoc Khanh – CEO**

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### 2- **Mr.Nguyen Thai Son – Deputy Managing Director**

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### 3- **Mr.Le Quang Thanh – Deputy Sales Manager**

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**WITH BEST REGARDS AND**



***Thank you!***



TAN SON NHAT INTERNATIONAL AIRPORT CARGO CONSTRUCTION PROJECT

VIEW 2

