

# Cooperation with Training Centers in Vietnam and Cambodia



Mr. Hao (second from the right) and Mr. Thach (right)



Meeting at the PETROVIETNAM Head Office (Feb. 20)

## Introduction

From February 19 to 25, 2006, Mr. Koichi Yokosuka, General Manager of the Operations Department, and myself, Toshio Esumi of the Training Department, visited Vietnam and Cambodia under the Cooperation with Training Centers (TC) program.

Our primary objectives were to provide advice concerning operations and the improvement of training systems, and to discuss training-related issues, with a view to contributing to human resource development in oil-producing countries. We also paid a visit to the Japanese Embassy in the two countries to introduce JCCP activities and to ask for their cooperation.

## Vietnam

As frequently reported by the media, the implementation of the Doi Moi policy in Vietnam has created a strong wave of rapid development in the



Traffic in Hanoi

country. When we visited Hanoi, a preliminary conference was being held in preparation for the APEC meeting that is scheduled to be held there this autumn, and everywhere we looked, we saw members of the respective delegations and media reporters from various countries, in addition to large numbers of tourists from Japan. The city was bustling with so much activity that its vitality was almost palpable.

In Vietnam, we visited the Vietnam Oil and Gas Corporation (PETROVIETNAM) Head Office and the Japanese Embassy in Hanoi to exchange views on various issues concerning training.

## Vietnam Oil and Gas Corporation (PETROVIETNAM)

Vietnam has no operating refineries at present, so although it is an oil-producing country, it is almost wholly dependent on foreign imports for oil products. PETROVIETNAM is currently constructing a refinery in Dung Quat, an industrial zone located in central Vietnam. Slated to begin operations in 2009, the facility will have a crude capacity of approximately 140,000 b/d when completed.

At the PETROVIETNAM Head Office, we met with Mr. Luong Duc Hao (General Manager,

Personnel and Training Division) and Mr. Tran Kim Thach (Officer, Personnel and Training Division). The topics of our discussion centered mainly on the construction of the Dung Quat refinery. Since the refinery will be Vietnam's first, PETROVIETNAM intends to organize and train refinery personnel as early as possible to ensure safe and stable operations when the refinery is ready to be run. It is also concentrating on creating and launching a long-term training plan for refinery operators. The PETROVIETNAM executives particularly voiced their need for on-the-job training opportunities spanning six months to a year at the operations sections of operating refineries. Meanwhile, approximately 300 PETROVIETNAM employees are currently participating in the construction of the refinery as part of the organization's effort to train future refinery operators. We also received requests for courses on finance and petrochemistry. Finally, we talked briefly about the feasibility study that is being conducted for a second refinery in Nghi Son in the outskirts of Hanoi.

JCCP is unfortunately unable to grant all of the requests put forward by PETROVIETNAM, but we would like to look into the possibility of each inquiry and support its development to the best of our ability.



Members of the meeting with CNPA (from left): Mr. Nhek Someth, Mr. Yokosuka, Mr. Te Duong Tara, Mr. Neang Sivutha, Mr. Som Vannak, Mr. Koh Sila



Meeting with CNPA (Feb. 23)

### Japanese Embassy in Vietnam

At the Japanese Embassy in Vietnam, we met with Second Secretary Mr. Yoshihito Nakajima. We introduced JCCP activities, gave an update on Vietnam's participation in JCCP courses and expert dispatch programs, and briefly outlined trends observed in Japanese oil-related companies operating in Vietnam. In turn, Mr. Nakajima explained that Vietnam's economy is rapidly gaining momentum and has excellent growth potential. They say that current restrictions on physical distribution of oil products allow only PETROVIETNAM-owned gasoline stations to supply oil, but the Vietnamese government is working to ease regulations in 2009 and to eventually open up the physical distribution sector to foreign capital. We thanked the embassy for its support, and asked for its continued cooperation for the further promotion of JCCP activities in Vietnam.

### Cambodia

Cambodia is a country burdened with issues that need to be addressed for its future development, such as issues related to infrastructure development, the establishment of basic living rules, and improvement of public order. However, what caught our eyes in Phnom Penh were the huge numbers of automobiles and motorbikes traversing the streets, as well as the booming market. It was the very picture of an energetic, up-and-coming country.

### Cambodia National Petroleum Authority (CNPA)

At the Cambodia National Petroleum Authority (CNPA), we met with Mr. Te Duong Tara (Director General) and five other executives to exchange views on JCCP activities. Mr. Tara expressed his opinion that the courses JCCP offers in the areas of refinery management, environment, safety, maintenance management, personnel management and instrumentation are all extremely interesting courses, and the fact that they are based on actual experience makes them all the more meaningful. He mentioned that in-house training has always been, and will probably continue for some time to be, the mainstream training method in Cambodia, but he would like Cambodian workers to participate in JCCP training in the future. Additionally, Mr. Tara showed strong interest in participating in the next JCCP international symposium after hearing our brief outline of the symposium that was just held in January 2006.

Oil and gas have been confirmed in the ocean off the coast of Cambodia, but the country has not been able to exploit them for commercial production as yet. Moreover, the possible discovery of a large gas field in the region is delaying any chances of resolving the boundary problem with neighboring Thailand. Cambodia's economy may take some time to achieve stable growth, but JCCP will continue to provide support and cooperation to Cambodia.

### Japanese Embassy in Cambodia

At the Japanese Embassy in Cambodia, we met with Second Secretary Mr. Yoshihiro Sakuta, and introduced JCCP activities, gave an update on Cambodia's participation in JCCP courses and expert dispatch programs, and briefly described the procedures involved in providing training assistance. We also thanked the embassy for its support, and asked for its continued cooperation for the further promotion of JCCP activities in Cambodia. Mr. Sakuta gave us an overview of the domestic situation in Cambodia, and proposed a system of sharing the knowledge acquired through JCCP training. According to Mr. Sakuta, Cambodia has many issues that it must address, such as the enforcement of public order and industrial promotion measures, but the country is slowly yet steadily recovering from its legacy of prolonged unrest.

### Summary

During this trip, we were unable to visit the construction site of the new refinery in Vietnam due to time constraints, but we greatly benefited from having gained first-hand knowledge of Vietnam and Cambodia and from personally exchanging views with officials in charge of training in the two countries. We realized anew that the proper assessment of the circumstances surrounding training programs on the recipient side and an accurate understanding of what goes on and what are needed *in the actual field*

form the foundation of training programs. Furthermore, we are convinced that the first step in forming that foundation is to establish a network for direct dialogues. We believe our meetings with JCCP counterparts in Vietnam and Cambodia will further facilitate communications between

JCCP and the oil organizations in the two countries.

In the course of future JCCP operations, we plan to continue examining the specific needs of the two rapidly growing countries and determine how JCCP might apply its strengths to support their development.

Finally, we would like to extend our deepest gratitude to everyone we met at PETROVIETNAM, CNPA, and the Japanese Embassies in Vietnam and Cambodia for their time and cooperation, and to those who contributed to making this trip a success. Thank you all very much.

*<Reported by Toshio Esumi, Master Lecturer, Training Dept.>*