

SHIPPING REVIEW

GHANA'S AUTHORITATIVE QUARTERLY MARITIME JOURNAL

Volume 18 No. 2, April - June, 2016

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ADDRESSING AFRICAN MARITIME CYBER CHALLENGES



The cybercriminal space is no longer embryonic, it is a sophisticated network of global criminals that often collaborate and is rapidly moving towards exploiting gaps in the maritime security interface, creating a real challenge for ports and all aspects of shipping and logistic chain.

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Green Supply Chain Management(GSCM) can reduce the ecological impact of industrial activity without sacrificing quality, cost, reliability, performance or energy utilization efficiency, meeting environmental regulations to not only minimize ecological damage but also to ensure overall economic profit.

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Our Vision

To be a world class service organisation that ensures for Shippers in Ghana, quick, safe and reliable delivery of import and export cargoes by all modes of transport at optimum cost.

Our Mission

To effectively and efficiently manage Ghana's commercial shipping and to protect and promote the interests of shippers in relation to international trade and transport logistics.

Published by:
7th Floor, Ghana Shippers' House
No. 12 Cruickshank Street,
Ambassadorial Enclave, West Ridge,
P. O. Box GP 1321, Accra

Tel. 233-302-666915/7

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Designed & Printed by:
Unik Image- 0302 253756
0302 231527



GHANA SHIPPERS' AUTHORITY

DON'T PAY MORE THAN THESE NEGOTIATED RATES

Acting under the auspices of the Ministry of Transport and in accordance with the Ghana Shippers' Authority Regulation, 2012, (L.I. 2190) the Ghana Shippers' Authority has on behalf of Shippers concluded negotiation of charges administered by the Ghana Ports and Harbours Authority and the Terminal Operators as follows:

A. HANDLING CHARGES (CONVENTIONAL CARGO)				C. HANDLING CHARGES (CONTAINERISED- IMPORTS/EXPORTS)				E. STORAGE AND WAREHOUSING CHARGES (RENT)					
				C. HANDLING CHARGES (CONTAINERISED- IMPORTS/EXPORTS)				E. STORAGE AND WAREHOUSING CHARGES (RENT)					
CONVENTIONAL CARGO	SERVICE	IMPORTS Per TONNE GHC	EXPORTS Per TONNE GHC	1.Terminal Handling	SERVICE	IMPORTS Per TEU Stuffed Cont. GHC	EXPORTS Per TEU Stuffed Cont. GHC	1(a). Storage Rent on Imports					
1.Lifts up to 5 Tonnes	-Direct Handling	4.68	3.30	a.Container with General Goods	-Direct Handling	65.52	45.65	Cargo Type	Free Running Days	Chargeable Period/ (GHC)			
	-Indirect Handling	9.36	6.60	b. Container with Dangerous Goods (I)	-Indirect Handling	220.00	113.30			1 st 7Days: Per Day	Next 7 Days: Per Day	Thereafter : Per Day	Measurements
2.Lifts 6 to 10 Tonnes	-Direct Handling	8.19	5.50	c. Container with Dangerous Goods (II)	-Direct Handling	122.27	84.70	-Stuffed Container	7	7.02	13.46	39.78	TEU
	-Indirect Handling	18.72	13.20	2.Stuffing/Un stuffing	-Indirect Handling	305.37	211.20	-Conventional Cargo	7	1.17	1.76	2.93	Tonne
3. Lifts above 10 Tonnes	-Direct Handling	11.70	8.80			81.90	57.75	-Saloon Cars	7	4.68	7.02	21.06	Unit
	Indirect Handling	27.50	19.25			203.58	143.55	-Mini Vehicles	7	9.13	14.04	43.29	Unit
								-Utility Vehicles	7	13.46	22.23	64.94	Unit
								-Trailers Unit	7	13.46	22.23	64.94	Unit
								1(b). Storage Rent on Exports (except sawn Timber, Curls and Logs, which have different rates)					
								Cargo Type	Running Days	1 st 7 Days: Per Day	Next 7 Days: Per Day	Thereafter : Per Day	Measurements
								-Stuffed Container	7	7.02	13.46	39.78	TEU
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								-Trailers Unit	7	13.46	22.23	64.94	Unit
								2. Dangerous Goods (DG) in Container – Import/Export					
								Cargo Type	DG Group	Free Storage Days	Rent Chargeable Period/GHC Per TEU		
											1 to 5 Days	6 to 10 Days	After 10 Days
								Explosives	I	Nil	28.08	46.80	56.16
								Flammable and Poisonous Gases	I	Nil	21.06	38.61	49.14
								Oxidizing Substances And Organic Peroxides	I	Nil	21.06	38.61	49.14
								Radioactive substances	I	Nil	28.08	46.80	56.16
								Flammable Liquids	II	5	16.97	31.01	42.12
								Flammable Gases	II	5	16.97	31.01	42.12
								Toxic and Infectious Substances	II	5	16.97	31.01	42.12
								Corrosive Substances	II	5	16.97	31.01	42.12
								Miscellaneous Dangerous Substances And Articles	II	5	16.97	31.01	42.12
								3. Monitoring Charges – Dangerous Goods in Container – Import/Export					
								Cargo Type	Per Day/GHC				
									IMPORT	EXPORT			
								-DG GROUP I	5.27	4.95			
								-DG GROUP II	3.51	3.30			
								F. DOCUMENTATION AND OTHERS					
								F. DOCUMENTATION AND OTHERS					
								DOCUMENTATION AND OTHERS			Per TONNE/ GHC		
								1. Documentation Charges			IMPORT	EXPORT	
								- Dry Bulk Cargo			1.17	1.10	
								- Frozen Meat/Fish			1.17	1.10	
								- Re-marking of Export Timber			5.85	-	
								D. TRANSFER OF HEAVY-DUTY EQUIPMENT TO/FROM ICDs					
								TRANSFER OF HEAVY-DUTY EQUIPMENT TO/FROM ICDs					
								IMPORTS Per Unit GHC			EXPORTS Per Unit GHC		
								-Moved on Low Loaders			585.00	396.00	
								-Moved on their Own Wheels			118.17	83.60	
								E. STORAGE AND WAREHOUSING CHARGES (RENT)					
								1(a). Storage Rent on Imports					
								Cargo Type	Free Running Days	1 st 7 Days: Per Day	Next 7 Days: Per Day	Thereafter : Per Day	Measurements
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- The agreed rates are for the year 2016.
- Charges exclude VAT and NHIL.
- Shippers should insist on receipts for payment.



ADDRESSING AFRICAN MARITIME CYBER CHALLENGES

By Dr Karen Sumser-Lupson, Chair and Commissioner African Maritime Safety & Security Agency

INTRODUCTION

Cyber Security is currently one of the major threats to legal maritime practices. It is global, complex, multi-dimensional and straddles international and national borders. International criminals that use cyber tactics have advanced technical skills and currently there are few legal frameworks that can embrace the totality of the cyber-criminal network.

The cybercriminal space is no longer embryonic, it is a sophisticated network of global criminals that often collaborate and is rapidly moving towards exploiting gaps in the maritime security interface, creating a real challenge for ports and all aspects of shipping and logistic chain.

The evolution of modern technologies in particular Information Communication Technologies [ICT] has positively contributed to the effective streamlining of ports, shipping and logistic chain management practices. Better communications, electronic systems with seafarers often dependant on technology data more so than their own skills and knowledge. Advanced navigation computer systems and programs are used for the rapid disembarkation of passengers, loading, handling, and tracking of goods at ports. These supporting technologies are now an everyday

part of the shipping and logistic structure. More importantly, technologies embrace real-time cargo tracking, crew and passenger management applications, windows-based radar and floating data centres.

Considering that the maritime industry is highly competitive and demand driven, it is critical that ports and associated shipping companies are able to optimise their costs within the international legal framework in order to maintain customer and government credibility.

BENEFITS OF ENHANCED ICT FOR PORT AND SHIPPING/LOGISTIC COMPANIES

There are two specific benefits for maritime industries to multiply their use of modern and emerging technologies.

The first is the need to respond to increasing demands and obligations to international conventions; these are set out by the International Maritime Organisation (IMO). The IMO has six main bodies concerned with the adoption or implementation of conventions; developments in shipping and other related industries are discussed by Member States in these bodies, and requirements for new convention or amendments to existing conventions can be raised in any of them.

The second is increasing company efficiency by combining leading ICT communications technology and proficiency into an end-to-end management system to improve cost control, flexibility, scalability, modularity and competitiveness; standardized processes; seamless integration between shore based and offshore IT and communications infrastructure.

International Conventions

International Conventions are the procedures from which the International Maritime Organisation [IMO] assists individual governments and the global maritime community to apply the primary International law as set out under the United Nations' Convention on Law of the Sea [UNCLOS]. Before a convention comes into force and becomes binding upon the Governments which have ratified it, it has to be accepted formally by individual Governments. The terms of signature, ratification, acceptance, approval and accession are the means by which a State can express its consent to be bound by a treaty.

In the main, most conventions that are adopted (for which the IMO is responsible for monitoring), can be categorised under three headings.

1. Maritime safety;
2. Prevention of marine pollution; and
3. Liability and compensation,

especially in relation to damage caused by pollution.

Other groupings are Conventions that deal with facilitation, tonnage measurement, unlawful acts against shipping and salvage, etc. Typically, adopted Conventions are designed to help eliminate poor practices, to address common concerns and to progress the modernity of the international maritime industry in general. Below are a few examples of relevant Regulations/Conventions:

- Regulation 19 of SOLAS Chapter V - Carriage requirements for shipborne navigational systems and equipment - sets out navigational equipment to be carried on board ships, according to ship type. In 2000, IMO adopted a new requirement (as part of a revised new chapter V) for all ships to carry automatic identification systems (AISs) capable of providing information about the ship to other ships and to coastal authorities automatically.
- Regulation 19 of the new Chapter V - Carriage requirements for shipborne navigational systems and equipment allows an electronic chart display and information system (ECDIS)⁴ to be accepted as meeting the chart carriage requirements of the regulation.
- The Regulation requires all ships, irrespective of size, to carry nautical charts and nautical publications to plan and display the ship's



route for the intended voyage and to plot and monitor positions throughout the voyage. But the ship must also carry back-up arrangements if electronic charts are used either fully or partially. The obligations of ships to transmit Long Change Identification and tracking information and the rights and obligations of SOLAS Contracting Governments and of Search and Rescue services to receive LRIT information are established in regulation V/19-1 of the 1974 SOLAS Convention.

- The IMO's International Convention on Standards of Training, Certification and Watchkeeping for Seafarers (STCW), 1978. In 1995 the STCW Convention was completely revised and updated to clarify the standards of competence required and provide effective mechanisms for enforcement of its provision.
- The International Convention for the Prevention of Pollution from Ships (MARPOL) in 1973. This has changed over the last few decades to

include a much wider range of measures to prevent marine pollution, and the original MARPOL Convention was amended many times to also include requirements addressing pollution from chemicals, other harmful substances, garbage, sewage and, under an Annex VI adopted in 1997, air pollution and emissions from ships.

The steady increase of Convention and the government obligations concerning the maritime industry has resulted in ever increasing workloads for ports, shipping and logistic companies. To manage extra workloads effectively, many companies have incorporated the use of complex digital systems to sustain operations and to ensure that they can provide a total quality control management system from which to maintain due diligence and record their actions.

This leads to the second benefit which is increasing company efficiency by combining leading ICT communications technology and proficiency into an end-to-end management system by improved cost control, flexibility, scalability, modularity and competitiveness; standardized processes; seamless integration between shore based and offshore IT and communications infrastructure.

Increasing Company Efficiency Using ICT Solutions

ICT is the conventional solution for unlocking, enhancing and streamlining a company's capability in the market place. Over the past two decades merchant vessels and ports have continuously increased in size and have adopted complex and more sophisticated electronic systems. Ship crews have significantly decreased in size as dependency for computer systems that can be used for navigation, as well as for rapid unloading, handling, and tracking of goods at ports have increased. Global Positioning Systems (GPS), maritime Automatic Identification System (AIS), Electronic Chart Display and Information System (ECDIS) are all integral to IMO mandatory convention and are used for viewing digital nautical charts. Vessels can be tracked from almost any geographical location on the planet as can their cargos.

Ports, because they provide a strategic hub within which trade is unloaded/or loaded, stored or moved from one transport mode to another are also integral to the shipping logistical process and are both a central and critical infrastructure. Ports utilise a wide variety of electronic ITC systems such as Vessel Management Systems (VMS), along with Customs, and other administrative practices.

Container shipping in particular has been one of the most rapid industry developments in this century; however it also brought with it many complications as the generation of paperwork associated with each item started to become untenable. The advocating of systems such as the

'Single Window' Approach allowed for a streamlined process within which to embed standardised documents within a single entry point and this significantly reduced the handling of documents through a multiple system. On the back of that additional ICT support systems have developed which allow individual customers to track his/her 'item' with reference to the real time location of the unit and the estimated date of arrival.

IS THE CYBER THREAT REAL?

Cyber Security Intelligence Index suggests that the majority of adverse cyber incidents happen within the finance and insurance,



manufacturing, and information and communication industries, rather than in the shipping or logistics sector. This may be partly explained by the fact that maritime industries have been slower to embrace the use of technology and also that the business is rather 'invisible' to the general public due to the fact that insufficient information is known about how the industry works for many hackers or criminals to invest their time. There are simpler and more rewarding targets it would appear. This notwithstanding, many players and researchers in the industry are in agreement with the view expressed that there are associated risks or cyber threat brought on by

the dependence of the maritime sector on ICT.

WHO POSE THESE THREATS?

According to the Guidelines on Cyber Security Aboard Ships (2016), the following groups of individuals pose cyber threats in the maritime industry:

Hactivists whose activities can damage reputation of players in the maritime sector as well as disrupt their operations with the objective of destroying data, publication of data (e.g. Panama Papers, etc.) and gaining media attention.

Criminals on the other hand may be lured by financial gain and commercial and industrial espionage to sell and ransom stolen data and system operability as well as arrange fraudulent transportation of cargo. Opportunist may also be baited by the challenge of getting through cyber security defences and may further seek to earn financial gain.

States and state sponsored organisation may be involved in cyber terrorism activities aimed at cyber espionage and disruption to economies and critical national infrastructure.

WHAT IS THREATENED?

Cyber threats in the maritime industry can be divided into three types namely threats to: Ships and safe navigation, Ports Cargo handling systems and cargo and terminal operation systems and Data (gaining access to sensitive data for financial gain and for terrorist activities including transporting drugs, hazardous materials or weapons).

- **Ships and safe navigation**

There is the increased use of

computerized systems for ship navigation; however, these systems are vulnerable to attacks. Researchers at the Trend Macro Security Firm have shown that the Automated Identification System (AIS) can be broken into and real time data can also be altered. This can be exploited for criminal, social, religious or political purposes. An additional vulnerability was detected by NCC GROUP pertaining to Electronic Chart Display Systems (ECDIS) which can lead to severe disturbances in the ships' navigation.

Ultimately, ECDIS compromise could lead to financial loss, loss of life, environmental pollution. When attackers gain unauthorised access, they can have the capacity to interact with the shipboard network and everything to which it is connected, sensor data can be subverted and misrepresented to ECDIS. This could influence the decision-making process of navigation personnel, and possibly lead to collision or the ship running aground.

- **Ports**

Ports are critical national infrastructure and so have the potential to be lucrative targets for terrorists and hackers.

The Port of Antwerp attack is a key example. In 2011, drug smugglers attacked the Belgian Port of Antwerp logistics system, hiding drugs inside legitimate shipments of other goods from South America, then stealing the release codes from the computer system in order to pick up the container before its real owner turned up at the port. When this proved impossible to pull off, the criminals simply hijacked the trucks carrying the containers after they left the port.

- **Cargo handling systems,**

cargo and terminal operation systems

According to Robert L. Report in WEEK (2014)¹⁰, in July 2014 the security company TrapX exposed The Zombie Zero campaign: a supply-chain attack targeted at robotics manufacturers as well as shipping and logistics firms, compromising systems for more than a year. Malware was pre-installed on handheld scanners and software at a Chinese supplier's factory, and then sent to seven shipping and logistics firms and one manufacturing company, in order to infiltrate their corporate ERP servers and steal financial data.

The "highly sophisticated" malware was embedded in the Windows XP operating system installed on the scanner and also on the Chinese manufacturer's support website. TrapX said the handheld scanner in question is used by "many shipping and logistic companies around the world" to check items being loaded on and off vehicles such as ships, trucks or planes. So they could modify the shipping data base and could make packages appear and disappear.

ARE THERE CHALLENGES IN COMBATING THREATS?

The complexity of ICT systems have provided plentiful opportunities for cyber criminals to exploit. In particular are the security gaps in the principal vessel technologies such as GPS, Automatic Identification System (AIS) and the Electronic Chart Display and Information System (ECDIS). Kaspersky Report of 22nd May 2015 is in agreement with this position that there exist vulnerabilities in software systems which can be exploited by cyber criminals.

With regards to the ease and cost of committing the crime, a 12th July 2013 Kaspersky Report noted that a team of researchers from the

University of Texas used GPS equipment that cost only US\$3,000 to take control of the navigation system of a large ship in the Mediterranean. Anonymity offered by the internet makes it easy for criminals to cover their tracks.

HOW SHOULD THE AFRICAN MARITIME SECTOR ADDRESS THESE THREATS?

The International Maritime Organisation (IMO) has proposed the development of guidelines on maritime cyber security relating to:

- i. Access control – ensuring sensitive data and hardware are accessed or altered only for legitimate ends;
- ii. Network design – taking a holistic and risk-based approach to implement security measures that balance between accessibility and security for different systems, data, and other network components;
- iii. Intrusion detection – putting in place measures to detect intrusions by malicious actors and limit on-going harm;
- iv. Communication security – ensuring information communicated within or outside an organization is received by the person for whom it was intended without alteration; and,
- v. Governance – establishing a management framework, including strategic planning, employee engagement and specific policies, to align resources and behaviours with an organization's cyber security needs.

(These are excerpts of the paper which was presented at the 13th Maritime Seminar for Judges in Abuja, Nigeria)



GHANA SHIPPERS' AUTHORITY

DON'T PAY MORE THAN THESE NEGOTIATED RATES

In accordance with the Ghana Shippers' Authority Regulation, 2012, (L.I.2190) which mandates the Authority to negotiate charges with Service Providers on behalf of shippers, the Authority has successfully engaged Clearing Agents and Freight Forwarders and have agreed on the following charges:

Professional Fees of Clearing Agents/Freight Forwarders for the Sea Ports

SERVICE	AGREED MAXIMUM CHARGE
1. GENERAL CARGO	GHC
i. Conventional Minimum charge up to 100 metric tons e.g. Steel products, plates, drums, etc	415.80
Any metric ton thereafter	2.21
ii. Bagged e.g. Sugar, Flour, Rice, etc. per metric ton	1.36
2. VEHICLES	GHC
i. Saloon Cars	567.00
ii. Commercial Vehicles (Mini Buses, Vans, 3 Seater Estates etc)	816.00
iii. Trailers, Trucks, Buses etc	1,020.60
iv. Motor Bikes etc	181.44
v. Earth Moving Equipments e.g. Excavators, Bulldozers, Dumpers	1,360.80
Unstuffing Vehicles in Containers attracts an extra charge of:	151.20/20" 302.40/40"
3. CONTAINERISED CARGO	GHC
i. 1 X 20"	907.20
ii. 1 X 40"	1,209.60
iii. Part container goods up to 5 metric tons	362.88
iv. Any metric ton thereafter	45.36
4. SPECIAL SERVICES (Documentation)	GHC
The Bulk or Containerised or Vehicle charge applies + a processing fee as shown below:	
i. Warehousing	264.60
ii. Ex-Warehousing	264.60
iii. Bond to Bond	378.00
iv. CCVR Processing	189.00/BL
v. CCVR Petition	141.75/petition
vi. Clearance Permit	283.50
vii. Pre Entry (KIA)	283.50
viii. Dangerous Goods	567.00/TEU
ix. Permits & Licenses from MDA - Electronic	47.25
Manual	94.50
x. Exemption Coordination (pre - exempt)	300.00
5. FORMS/SERVICE	CHARGE/FEEs
Import Declaration Step 1 Incomplete	
(a) Pro forma Step 2	5.00
(b) With Final Shipping Document complete	5.00
(c) Delivery Order	As per Shipping Agent
Terminal Handling Charges	As per terminal operator
Dangerous Goods Surcharge	GHC17.01

Deconsolidation (At The Golden Jubilee Terminal)

SERVICE	AGREED MAXIMUM CHARGE
GOODS IN CONTAINER	GHC/Rate
Maximum cost of a 20' container (20' container = 28cbm)	2,200.00 with a rate of 125.00 per cubic meter
Maximum cost of a 40' container (40' container = 56cbm)	4,000.00 with a rate of 215.00 per cubic meter (56cbm)
NOTE:	
Maximum cost of a 40' container with 3 vehicles = GHC 4,500.00 with a rate of GHC1,500.00/saloon car and GHC 1,800.00/SUV	
Maximum cost of a 40' with 5 cars = GHC 4,900.00 with a rate of GHC 1000.00/saloon car and GHC 1,250.00/SUV	

Deconsolidation (At Own CFS)

THC FOR GENERAL GOODS	AGREED MAXIMUM CHARGE
VOLUME	THC RATE IN GHC
0 – 1.0cbm / 0 – 99kgs	466.57
1.1 – 2.0cbm / 100 – 199kgs	631.12
2.1 – 3.0cbm / 200 – 300kgs	757.34
3.1 – 4.0cbm / 301 – 400kgs	852.01
4.1 – 5.0cbm / 401 – 500kgs	978.23
5.1 – 6.0cbm / 501 – 800kgs	1,041.34
6.1 – 7.0cbm / 801 – 1000kgs	1,104.46
7.1 – 8.0cbm / 1001 – 1300kgs	1,199.12
8.1 – 9.0cbm / 1301 – 1500kgs	1,228.43
9.1 – 10cbm / 1501 – 1700kgs	1,296.05
Any cbm thereafter	58.80

Professional Fees of Clearing Agents/Freight Forwarders for Aflao and Elubo

SERVICE	AGREED MAXIMUM CHARGE
CUSTOMS CLEARANCE CHARGES	GHC
Articulated Truck	945.00
Cargo Truck Load	756.00
Saloon Cars Import	756.00
Van and Bus Import	756.00
20' Footer Container	567.00
40' Footer Container	945.00
TRANSIT	CFA
Saloon Car	378,000.00
Van	472,500.00
Articulated Trucks	567,000.00
Cargo Trucks	472,500.00
Articulated Load	945,000.00
Cargo Truck Load	567,000.00
EXPORT	GHC
Articulated and Cargo Trucks	378.00
Dangerous Goods	661.50/ Transaction

NOTE:

A consignee or importer who opts for pre-financing from an Agent, interest rate shall be agreed between the consignee / importer and the Agent.

Professional Fees of Clearing Agents/Freight Forwarders for K.I.A

SERVICE	AGREED MAXIMUM CHARGE
PERSONAL EFFECTS (IN KILOS)	GHC
01 – 20	137.20
21 – 40	148.40
41 – 60	156.80
61 – 80	159.60
81 – 100	184.80
101 – 150	299.60
151 – 200	315.00
201 – 300	333.20
301 – 400	362.60
401 – 500	400.40
COMMERCIAL GOODS (IN KILOS)	GHC
01 – 20	184.38
21 – 40	193.90
41 – 60	212.80
61 – 80	238.14
81 – 100	373.94
101 – 150	379.33
151 – 200	391.02
201 – 300	432.88
301 – 400	466.76
401 – 500	492.80
Cargoes in excess of 500 kilograms attract GHC0.50 per additional kilogram	
OTHER CHARGES	GHC
Human Remains	420.00
Saloon Cars (per vehicle)	350.00
Commercial Vehicles (Mini Bus)	420.00
Motor Cycle (per unit)	210.00
Dangerous Goods per air way bill	560.00

De-Consolidation

SERVICES	AGREED MAXIMUM CHARGE
AIR FREIGHT DE-CONSOLIDATION CHARGES (IN KILOS)	US\$
1 – 20	56.00
21 – 40	64.40
41 – 70	77.00
71 – 110	84.00
111 – 210	98.00
211 – 260	114.80
261 – 310	144.20
311 – 400	176.40
401 – 500	200.20

NOTE: Extra kilo above 500kg attracts USD 0.35 per kilo. The above is to be converted into GHC at the prevailing rate. The weight or cubic meter, whichever is higher shall be applied.

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SHIPPER COMPLAINTS & SUPPORT UN ITS

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• **Paga Border**
Mobile: + 233 (0) 26 3603290

Toll Free: 0800 30005

- The agreed rates are for the year 2016.
- Charges exclude VAT and NHIL.
- Shippers should insist on receipts for every payment.

IN CASE OF ANY CHALLENGES PLEASE CONTACT THE GHANA SHIPPERS' AUTHORITY THROUGH ANY OF THE CONTACTS PROVIDED HEREIN ➡



SUPPLY CHAIN MANAGEMENT AND THE ENVIRONMENT - GHANA'S EXPERIENCE

By Abdul Haki Bashiru Dine

Introduction

For years the producers' responsibilities were finished when the product was on the shelves in the shop or when the guarantee period was over. Supply chain (SC) management was perceived as the planning and control of the flow of goods from the sourcing base to the final consumers, accompanied with the necessary information and money for the independent entities along that chain. Traditional supply chain management focuses on low cost, high quality, reduced lead time and high service level. The introduction of the Extended Producer Responsibility in a number of countries and industries has changed the rules of the market behaviours.

Nowadays manufacturers need to take into consideration the post-consumption phase of their products, the so called end-of-life phase (EOL): the environmental burdens incurred during different stages of the product transfer from

manufacturer to final user and then to the disposal site.

The interest in environmentally friendly supply chain management has risen considerably in recent years. This can be seen by the number of initiatives taken by companies. Brand-owners are very often perceived to be responsible for environmental problems in the entire supply chain from the sourcing base to end-of-life recovery issues.

It is expected that the manufacturers would reduce sources of waste and pollution throughout their entire SCs, across multiple entities, upstream (suppliers) and downstream (distributors and consumers). An environmentally friendly supply chain connects with partners who should make managerial decisions with regard to environmental consequences. It enhances competitiveness and creates better customer service, resilience and increased profitability.

Green Supply Chain Management (GSCM) can reduce the ecological impact of industrial activity without sacrificing quality, cost, reliability, performance or energy utilization efficiency, meeting environmental regulations to not only minimize ecological damage but also to ensure overall economic profit.

Companies are forced to adopt ecologically responsive practices to meet legislative requirements but they can also benefit from "green" behavior. For example, building the technological and organizational capacity to collect, recycle and reuse waste or returns stream can enhance the availability of materials as well as clear up the supply channels.

According to Srivastava (2007), GSCM can reduce the ecological impact of industrial activity without sacrificing quality, cost, reliability, performance or energy utilization efficiency, meeting environmental regulations to not only minimize



ecological damage but also to ensure overall economic profit. Environmentally friendly behavior can also contribute to the competitive advantage of having a “green image” of products, processes, and technologies.

Environmentally friendly supply chain management requires a continuous course of actions in order to decrease the environmental impact of products and technology used by a manufacturer and its pre-chain (supplies) and post-chain (collection, inspection and reprocessing activities).

There are a number of problems covered within the framework of environmentally friendly supply chain management but in my humble opinion, the two main issues that need to be addressed by managerial decision-making are:

- greening the supply chain operations by reducing the total carbon footprint of products' delivery process. From a logistics perspective, the main contributor of carbon footprint and greenhouse emissions besides the manufacturing operations is transport.
- closing the materials flow loops: including issues related to the collection of used products, their recovery and reuse.

Green Supply Chain Management

(GSCM) Practice in Ghana

In Ghana, the Environmental Protection Agency (EPA) is the body mandated to check environmental concerns relative to the operations of business in the country. These businesses cut across all sectors of the economy which includes, building and constructions, port operations, logistics and supply chain systems, manufacturing, mining, etc.

AKOBEN RATING SYSTEM		
Rating Level	Performance	Implications
RED	POOR	Serious Risks
ORANGE	UNSATISFACTORY	NOT in Compliance
BLUE	GOOD	In Compliance
GREEN	VERY GOOD	Applies Best Practices
GOLD	EXCELLENT	Committed to Social Performance

As part of its functions to ensure that environmental considerations in the supply chain management systems of business are complied with, the EPA introduced the AKOBEN Program which has a very critical impact on companies' brands and their social standing.

The name of the environmental rating program—AKOBEN—has its roots in Ghana's traditional ADINKRA symbols, and it stands for vigilance and wariness—a set of behavior that is pertinent for environmental conservation. AKOBEN also signifies alertness and readiness to serve a good cause.

The AKOBEN program has strong

Ghanaian roots, and its rating methodology is tailored to reflect Ghana's environmental values. For this reason, the AKOBEN program includes both physical and human environment in the rating methodology.

Under the AKOBEN initiative, the environmental performance of mining and manufacturing operations is assessed using a five-color rating scheme. The five colors are GOLD, GREEN, BLUE, ORANGE and RED, indicating environmental performance ranging from excellent to poor. These ratings are annually disclosed to the public and the media, and it aims to strengthen public awareness and participation. AKOBEN ratings are evaluated by

analyzing more than a hundred performance indicators that include quantitative data as well as qualitative and visual information. These ratings measure the environmental performance of companies based on their day-to-day operations once they have successfully cleared their Environmental Impact Assessments (EIA) and obtained their environmental permit to operate. These ratings indicate how well companies have met the commitments they made in their EIAs at the planning stage. AKOBEN, therefore, complements the EIA process and serves as a monitoring and verification program to ensure that companies



high economic performance in order to reach optimal levels of sustainability performance.

Sustainability is a business strategy that is closely related to corporate social responsibility. Specifically, the organization, environment and society are the triads that are mutually dependent on a shared value or a “win-win-win” solution.

follow environmental regulations on a continual basis.

The highest level of performance—a GOLD rating—goes beyond the requirements of formal regulations and it signifies that a company applies international best practices for environmental management, and properly follows its corporate social responsibility policies. In contrast, the worst possible rating is a RED rating which is assigned to those companies that do not have a valid permit or a certificate as required by the Environmental Assessment Regulation LI 1652. An operation could also get a RED rating if its:

1. emissions and effluents exceed the environmental quality standards for discharging toxics into the environment, or
2. on-site hazardous waste management practices cause serious risk to physical or human environments.

The three intermediate rating categories are GREEN, BLUE and ORANGE. The GREEN rating signifies that a company is in full environmental compliance, it applies best practices and is responsive to public complaints, but there is room for improvement regarding the implementation of its social responsibility policies.

A BLUE rating is also a sign of good

environmental performance showing that a company has complied with the mandatory environmental regulatory requirements. Failure to meet the operational regulatory requirements related to environmental emissions and ambient quality could demote a manufacturing site to an ORANGE—an unsatisfactory rating. And if the violations are severe and create a credible risk of damage to the environment or the humans, the environmental performance of a company could be downgraded to a RED level, which indicates poor environmental performance.

Conclusion

In conclusion, it is very important to make the point that, in today's global environmental demands, the focus of a firm's performance has changed. Previously, it focused primarily on the creation of wealth through superior economic performance in terms of success in assets, liabilities and overall market strength, but now focuses on environmental and social performance while achieving the

In order to achieve a long-lasting competitive advantage, organizational sustainability requires the intersection of economic, environmental and society superiority. This means businesses should focus on long-term profitability that could simultaneously reduce the environmental and societal risks.

Therefore, GSCM practice is in a prime position to leverage sustainability performance in terms of economic, environmental and social. One of the major tenets of GSCM is to coordinate the raw materials and components flow efficiently from various suppliers to manufacturing companies for the purposes of converting raw materials into finished products and fulfilling the value expectation of customers. Suppliers' capabilities are directly linked to the firm's ability to produce a product with higher quality and lower costs while meeting the delivery promise. In order to achieve organizational sustainability, firms need to pay attention to supply-side practices.





MARITIME ARBITRATION: A TOOL FOR TRADE FACILITATION IN SUB-SAHARAN AFRICA

By DR KOFI MBIAH - Chief Executive Officer of Ghana Shippers' Authority

In the milieu of dispute settlement, a number of mechanisms may be adopted to ensure a satisfactory outcome of the settlement of the dispute. The formal adversarial system administered through a judge, judges or jury is a battle between a lawyer employing all means within the law to establish the most favourable interpretation of the law in favour of the client.

The other variant of the adversarial system is the inquisitorial system where the judge plays an active role, reserving for the lawyers a very passive contribution to the determination of the case. These represent the two very formal

forms of judicial dispute settlement.

Other mechanisms that may be adopted for the settlement of disputes are thus generally referred to as Alternative Dispute Resolution (ADR) mechanisms. In order to capture various mechanisms of dispute settlement, many countries have in recent times modified their rules on Arbitration and developed new rules for the settlement of disputes generally referred to as 'Alternative Dispute Resolution. Alternative Dispute Resolution would now encompass arbitration and other forms of dispute settlement.

THE INTERNATIONAL LEGAL FRAMEWORK

The international legal basis for dispute settlement arrangements finds expression in Article 33² of the United Nations Charter. It sets out the broad guidelines for dispute settlement between individuals and between states.

Article 33 provides that the parties to any dispute shall first of all “seek a solution by negotiation, enquiry, mediation, conciliation, arbitration, judicial settlement, resort to regional agencies or arrangements, or other peaceful means of their own choice”.³ It is thus clear that there exists a wide array of Conflict

¹Ghana is such an example. It has recently changed its law on Arbitration to encompass Alternate Dispute Resolution by virtue of the enactment of the Alternative Dispute Resolution Act, 2010 (Act 798)

² United Nations, Charter of the United Nations, 24 October 1945 1 UNTS XVI

³ See Article 33 (1) Chapter VI



Management mechanisms that may be resorted to by parties in any dispute.

Arbitration has been defined variously by different authors including jurists. In the words Khan⁴. Arbitration is a private consensual process where parties in dispute agree to present their grievances to a third party for resolution. Several years ago⁵, Lord Justice Raymond provided an apt definition of arbitration, the key elements of which definition still hold sway today. He said: *"An arbitrator is a private extraordinary judge between party and party chosen by their mutual consent to determine controversies between them, and arbitrators are so called because they have arbitrary power; for if they observe the submission and keep within their due bonds, their sentences are definite from which there lies no appeal"*⁶.

Simply put, arbitration is a method of conflict or dispute management by private or state parties where they voluntarily by means of an agreement submit themselves to the decision of an arbitrator who acting in accordance with law makes a determination which is binding upon the parties and enforceable at law.⁷

ADVANTAGES OF ARBITRATION

One of the advantages often cited for opting for arbitration as a means of dispute settlement between parties is the party autonomy that it affords the disputants. The parties choose their own "judge" which they could not do in the formal court system.

Another advantage commonly cited is the confidentiality which it affords the parties. Proceedings are often held in private thus out of the sight of the inquisitive media of

today who may give various slants to a decision once it is delivered. A party that may lose face in the eyes of the public because of an unfavourable decision made against it is spared the public agony or ridicule that may be associated with the decision if given in public. It may also work against the party's competitive interests.

Additionally, because it is held in private, the disputants are more willing to divulge relevant facts which may aid the speedy resolution of the matter at hand. The publication of an arbitration award can only be made with the consent of the parties.

There is also a great deal of merit in arbitration as it affords the parties, the opportunity to choose an individual or a group of individuals with the requisite expertise in the subject matter of the dispute⁸.

Furthermore, arbitration is preferred by commercial parties as against the formal court process in view of the flexibility in the application of procedural rules. This is very much unlike the formal court process where procedure is the handmaiden of the law and may thus be rigidly applied to frustrate adjudication.

It is also fair to say that arbitration limits appeals as the parties have very often submitted themselves willingly to the process of arbitration and had a hand in the selection of the arbitrator.

⁴Farook Khan, Alternative Dispute Resolution, (A paper presented to the Chartered Institute of Arbitrators - Kenya Branch, Advanced Arbitration Course held on 8-9th March 2007, at Nairobi).

⁵It is reckoned that this definition was provided 250 years ago

⁶See R. Stephenson, Arbitration Practice in Constitutional Disputes, (Butterworth's, London 2003)P.123. See also B. Totterdill, An Introduction to Construction adjudication: Comparison of Dispute Resolution Techniques (Sweet& Maxwell, London 2003), P.21.

⁷For a deeper insight into the key elements that constitute an arbitration see R. Barnstein; The Handbook of Arbitration Practice: General Principles (Part 2) (Sweet & Maxwell, London 1998), P313.

⁸Indeed this can be said in relation to the very specialized area of Maritime law and other new fields of commercial endeavor.

Arguably, arbitration is less expensive when compared with a formal court process with all its attendant procedural complexities. In effect, even though there is expense to be incurred in the process of arbitration, it turns out to be less expensive as it is efficient, and expeditious and tackles the core issues at stake with the required professionalism.

Despite the advantages outlined above, there are some disadvantages that may be occasioned by the practice especially if the right methods and proceedings are not followed. These disadvantages may arise where chosen arbitrators lack the requisite skill and expertise; where there are contracts of adhesion that includes arbitration clauses over which the weaker party has no control and where the seat of arbitration is located in a place detrimental to a claimant⁹. There could also be issues of cost, travelling to arbitration centres and hence an otherwise meritorious claim may not be pursued due to distance.

When viewed from a global perspective, it is clear that despite the few shortcomings indicated above, arbitration, especially international commercial arbitration is the more acceptable means of commercial dispute settlement. It is therefore not surprising that this has gained international recognition and acceptance through the elaboration of international

conventions. The two most notable conventions that have gained global acceptance are the United Nations Convention on Recognition and Enforcement of Foreign Arbitral Awards 1958, commonly referred to as The New York Convention and the United Nations Commission on International Trade Law (UNCITRAL) Model Law on International Commercial Arbitration 1985. (the Model Law).¹⁰ This has obvious advantages as a valid arbitral award has the greater potential of enforceability in many parts of the globe as against a judgment obtained through the courts.

percent of goods carried by sea would be characterized by disputes. Once these disputes arise, it becomes imperative that they should be resolved with dispatch to keep the wheels of international commerce running. Without the adoption of some of the mechanisms of conflict management referred to above, arbitrary and brute force which is antithetical to international commerce would be attendant to the resolution of commercial conflicts. A resort to negotiation, enquiry, conciliation and mediation may have their place where the parties have a "good heart" but that



MARITIME ARBITRATION

It is trite knowledge that 80% of world merchandise is transported by sea, making shipping indispensable to the world. The eighty percent of goods transported by sea is invariably undertaken through international commercial contracts. Disputes are part of Commerce. It is therefore to be expected that the over eighty

may not always be the case and there may thus be no conclusive determination of the dispute. Arbitration may thus be seen as the most suitable form of Alternative Dispute Resolution capable of affording the parties the necessary latitude while at the same time yielding to them a binding and enforceable decision.

There is no gainsaying that the

⁹These often happen in situations where the arbitration agreement is incorporated into the contract (e.g. bills of lading contracts) and the claimant has invariably no means of modifying terms of the arbitration Agreement.

¹⁰"The New York Convention" is recognized by well over 100 Countries. As at June 2015 the Convention had 156 State parties

¹¹For a good discussion on the impact of technology on global markets, see Galgono, F "The New Lex Mercatoria" (1995) 2 Annual Survey of International and Comparative Law 99]

¹²See Sanborn, FR Origins of the Early English Maritime and Commercial Law (William Hein & Corep 2002) chs 1, 2 and 4; Gold, E Maritime Transport: The Evolution of International Marine Policy and Shipping law (Lexington Books 1981) ch1; Benedict on Admiralty (7th ed) roll chs 1 and 2]



Arbitration

improvement and increased use of technology has fueled the rate of globalization of commerce and have thus fostered the integration of global and regional markets.¹¹

The Universality and indispensability of shipping to mankind since time immemorial has received ample reference in the study of commercial maritime law¹². Indubitably, the level of acceleration of commercial activities by merchants the world over has increased exponentially over last two decades. As world population rises, so does world commerce in its quest to meet the growing demands of an ever increasing population. This growth in commerce has in its wake, introduced many aspects of international commercial law, all of which have the potential to engender disputes. Some of these areas include International Commercial Contract Law,¹³ Electronic Commerce¹⁴

International Sale of Goods¹⁵ Cross-border Insolvency and International Commercial Arbitration amongst others¹⁷. The international commercial practice has thus developed with a number of international legal instruments, some of which only qualify as guidance or "soft law".¹⁸

Maritime Arbitration could therefore be invoked in relation to a number of commercial activities and disputes relating not only to maritime transport,¹⁹ but also to in addressing multiple sea use conflicts. These may include financing, building, sale and purchase of ships, carriage of goods by sea, hull and cargo insurance, salvage, pilotage, engagement of seafarers, nationality, ownership and registration of ships, supply of victuals, agency arrangements etc. It may also relate to issues of pollution of the marine environment, maritime boundary disputes etc.

Maritime arbitration, in view of its flexibility and versatility has indeed become a dominant force in international commercial dispute settlement. This may partly be due to the inherent weakness associated with the formal court system and the need to achieve with expedition the aims of judicial settlement. As a result of its important role in international commerce, there has developed over the last three decades, numerous arbitral institutions around the globe seeking to meet the demands of international commercial parties²⁰ in their quest to resolve disputes attendant to their international commercial engagements.

Even though Arbitration as a dispute settlement mechanism has gained a foothold in Africa, it is doubtful if the same can be said of Maritime Arbitration in Africa. From the following list of International arbitration centres the world over, Africa south of the Sahara is yet to find its place when it comes to international maritime commercial arbitration.

¹³ See the UNIDROIT Principles of International Commercial Contracts 2004, produced by a group of international scholars and practitioners under the direction of Prof Joachim Bonell (Part 1 of which was published in 1994), electronic commerce

¹⁴ UNCITRAL Model Laws on Electronic Commerce (1996) and an Electronic Signatures (2001); the Bolero (Bill of Lading Registration Organization)]

¹⁵ The United Nations Convention in Contracts for the International Sale of Goods (1980) CISG.

¹⁶ The UNCITRAL Model Law on Cross Border Insolvency (1997)

¹⁷ the UNCITRAL Arbitration Rules (1976); the ICC Rules of Arbitration (1998) and the London of International Arbitration Rules

¹⁸ See Allsop, J. International Maritime Arbitration: Legal and Policy Issues, Paper presented to the World Maritime University, May 2007 and to the Australian Maritime Transport Arbitration Commission, Sydney, December 2007. At the time of writing this paper Hon. Justice James Allsop who the present writer had the privilege of meeting at the World Maritime University, Malmo Sweden is the Chief Justice of the Australia

¹⁹ ibid

²⁰ Allsop in the article referred to the above, lists a number of these arbitral institutions including; the International Court of Arbitration, the London Court of Arbitration, the Inter-American Arbitration Commission, the Singapore International Arbitration Centre, the Australian Chamber of International Commercial Arbitration, the American Arbitration Association, the London Maritime Arbitration Association, various national associations of maritime arbitration, the Paris Chambre Arbitrale Maritime, Regional Centre for Arbitration Kuala Lumpur, the Association of Maritime Arbitrators Canada, Vancouver Maritime Arbitrators Association, the Society of Maritime Arbitrators Inc, the Houston Maritime Arbitrators, the Japan Shipping Exchange, the Tokyo Maritime Arbitration Commission, the Australian Maritime and Transport Arbitration Commission etc.

²¹ It is reckoned that Africa's share of global seaborne trade is around 3-5% of world trade.

There is no doubt that Africa contributes to global seaborne trade even if the level of penetration in global seaborne trade is not remarkable²¹. Be that as it may, Africa still trades with the world and the world trades with Africa. Arising out of this trading engagements are engendered associated maritime disputes; for they are invariably and inevitably, a part of the activity of international commerce.

It is commonplace to find in international commercial agreements involving African commercial interests, forum selection clauses that designate Paris, London, New York, Hong Kong or Singapore as the forum for arbitration. Agreements which have such clauses span contracts relating to the carriage of goods by sea, construction of major infrastructural projects such as ports, oil and gas terminals, oil and gas supply contracts, exploration and exploitation of hydrocarbons from offshore, including supplies of basic logistics. For any of these, should a dispute arise between the parties, the agreements stipulate the jurisdiction, forum and choice of law outside Africa south of the Sahara.

CHALLENGES

The challenges that account for the absence of maritime arbitration centres in sub Saharan Africa and the prevalent inclusion of forum

selection clauses in Agreements in which African parties or states are involved is manifold.

Firstly, there is without doubt, the issue of capacity with respect to the knowledge, expertise and skill in handling maritime disputes involving the specialized area of maritime law. It is only in recent times, especially over the last decade that Africa has shown a keen interest in developing the expertise in the field of maritime law²². The expertise for maritime commercial arbitration is gained overtime and would thus require a conscious effort on the part of governments in sub-Saharan Africa to build capacity especially with respect to practicing lawyers and judges. This could serve as a veritable source for the required nourishment of the skill and expertise needed for maritime arbitration²³.

Secondly, in most parts of sub-Saharan Africa, there is an absence of a concerted policy of governments to take hold of their maritime interests through definitive policies that would ensure that the unfettered application of forum selection clauses are not enforced to their detriment. In the absence of such definitive policies, the onus is always on the courts to strike out a forum selection clause on the basis that it offends public policy. Where

the municipal courts do not effectively assume this role, forum selection clauses that work against the interests of African commercial partners reign supreme.

Thirdly, a good number of sub-Saharan Africa countries are yet to modify some of the laws inherited from their colonial masters e.g. the Hague Rules. The consequence is that the rules contained in these international conventions designed to favour the colonial masters still form the basis for the settlement of disputes involving Africa commercial partners.²⁴

Many countries in sub-Saharan Africa are parties to New York Convention. Under the New York Convention, the end result of arbitration is attained through recognition and enforcement that must come from municipal courts. There is thus a symbiotic association between arbitral tribunals and municipal courts which may be utilized by municipal courts either by staying their own proceedings and giving effect to the arbitration agreement where it is determined to be valid or “judicial strangulation”, i.e., by throwing out the arbitration agreements on the basis of fraud, duress or for being offensive to public policy – curial supervision.

To be continued in the next issue

²²Over the last decade the IMO International Maritime Law Institute (IMLI), one of the renowned institutions for the study of Maritime Law has trained several maritime lawyers most of whom are serving in various capacities in Africa.

²³In Ghana, the Ghana Shippers' Authority working with the office of the Chief Justice has sponsored two judges over the last three years for specialization in maritime law training at the IMO International Maritime Law Institute (IMLI). This has led to the settling up of Admiralty Courts in Ghana to deal with maritime law cases. In the same vein, Ghana and Nigeria over the last decade have been organising maritime law seminars for judges of the Superior Courts of Judicature to provide them with information on the subject area and also keep them abreast with developments in the nuances of maritime law.

²⁴In Ghana and Nigeria, this is a mixed bag. Nigeria without denouncing the Hague Rules accepted the Hamburg Rules and it is now not clear which of the two international regimes on the Carriage of Goods by sea, reigns supreme in Nigeria. In Ghana, even though Ghana is signatory to the Hamburg Rules, its law on the carriage of goods by sea is still founded on the Hague Rules in 1924. Ghana is not party to the Visby amendments.

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MARITIME TRADE REVIEW (January-March 2016)

1.0 OVERVIEW

The global weak demand for shipping services in the wake of over-supply of tonnage, which began a few years ago, seems to have continued into the first quarter of 2016. This has tended to suppress freight rates on the major trading routes but unfortunately shippers in Africa, and Ghana for that matter, are not quite benefiting from the low rates. According to the Review of Maritime Transport, 2015, Africa pays 40 to 70% more on average for the international transport of their imports than developed countries; and there are reasons for this anomaly. These would be discussed in our subsequent reviews.

Shippers in Africa are therefore encouraged to sharpen their freight negotiation skills, and to use the appropriate INCOTERMS,

preferably FOB for imports, in order to benefit from the global glut in the supply of shipping services.

It must however be noted that in the wake of the low global rates, shipowners are putting measures in place to deal with the situation. These measures include rationalization and slot arrangements. It is to be noted also that mergers and consolidations are re-surfacing in the circumstances, and should oil prices recover well enough, slow steaming may also be employed by shipowners.

In Ghana, trade volumes dipped in 2013 and 2014. However, a major recovery was recorded in 2015, with total import and export trade amounting to 16 million metric tons (mt) compared to 15.1 million mt in 2014. This recovery is expected to continue in 2016, as first quarter

2016 results are pointing to that direction.

2.0 CARGO THROUGHPUT JANUARY – MARCH 2016

Cargo throughput for the seaports of Ghana (i.e. Tema and Takoradi) for the first quarter of 2016 was 4.8 million metric tons (mt).

Cargo throughput for the Port of Tema was 3.5 million mt whilst the Port of Takoradi recorded 1.2 million mt.

For the review period, January - March 2016, 76% of the seaborne trade passed through the Port of Tema whilst the Port of Takoradi handled 24%.

Transit/Transshipment imports amounted to 276,009 mt and transit/transshipment exports recorded 12,792 mt. Table 1 below shows the performance for the review period.

Table 1. SUMMARY OF GHANA'S SEABORNE TRADE (in mt) (JAN- MAR 2016)					
PORT	IMPORT (mt)	TRANSIT/ TRANSHIP. IMPORT (mt)	*EXPORT (mt)	TRANSIT/ TRANSHIP. EXPORT (mt)	TOTAL (mt)
TEMA	2,855,870	251,936	452,003	12,792	3,594,760
TAKORADI	479,744	24,163	742,368	0	1,246,275
TOTAL	3,335,614	276,099	1,194,371	12,792	4,827,809

* Exports exclude Ghana's crude oil exports

3.0 COMPARISON OF CARGO THROUGHPUTS Q1 2016 AND Q1 2015

Table 2 below shows the summary of seaborne trade comparison between the first quarter (Q1) 2016 and first quarter (Q1) 2015.

Cargo throughput for the review period (Q1 2016) increased by 17% compared to the same period of 2015 (Q1 2015). Total import and export trade volume in Q1 2016 increased by 14.3% compared to Q1 2015. Ghana's increase compares

favourably with an increase of 1.02% in the world merchandise import and export volume for Q1 2016. For the same period, Africa recorded an increase of 6.29%, and West Africa's increase was 13.54%, according to UNCTAD trade statistics.

Table 2 SUMMARY COMPARISON OF GHANA'S CARGO THROUGHPUT (Jan –Mar) 2016 AND 2015			
TRADE TYPE	Jan-Mar (Q1) 2016 (mt)	Jan- Mar (Q1) 2015 (mt)	CHANGE
TOTAL IMPORT & EXPORT	4,529,551	3,962,799	14.3%
TOTAL TRANSIT/TRANSHIP.	298,258	163,820	82.1%
CARGO THROUGHPUT	4,827,809	4,126,619	17.0%

4.0 COMPARISON OF GHANA'S SEABORNE TRADE Q1 2016 AND Q1 2015 PER CARGO TYPE

4.1 IMPORT TRADE

Total imports for the review period (Q1 2016) was over 10.8 million mt.

This comprised 3.9 million mt of Liner cargo, 2.0 million mt of Break bulk, 2.8 million mt of Dry bulk cargo and 2.0 million mt of Liquid bulk.

In Table 3 below, it can be seen that total imports for Q1 2016 increased

by 9% over Q1 2015. For the trade types, there were declines in Liner imports by 6.8% and Break bulk imports by 13.1%. But Dry bulk imports increased by 9.8% and Liquid bulk imports also increased by 71 percent.

Table 3 COMPARISON OF GHANA'S SEABORNE TRADE PER CARGO TYPE			
TRADE TYPE	Jan- Mar (Q1) 2016 (mt)	Jan-Mar (Q1) 2015 (mt)	Change
IMPORT:			
Liner	1,283,092	1,376,150	-6.8%
Break Bulk	443,203	509,796	-13.1%
Dry Bulk	725,002	653,876	9.8%
Liquid Bulk	884,317	517,232	71.0%

TOTAL IMPORT	3,335,614	3,057,054	9.1%
EXPORT:			
Liner	388,889	373,114	4.2%
Break Bulk	124,506	150,530	-17.3%
Dry Bulk	680,542	370,715	83.6%
Liquid Bulk	0	11,386	-100.0%
TOTAL EXPORT	1,193,937	905,745	31.8%
TOTAL IMPORT & EXPORT	4,529,551	3,962,799	14.3%

4.1.1 Liner Import Trade

The Liner import trade for Q1 2016 declined by 6.8% compared to Q1 2015. The major items which contributed to the decline in this trade were Electrical/Electronic Appliances (a decline of 217,177 mt), Machinery/ Equipment (a decline of 21,802 mt), and Rice in containers (a reduction by 2,649 mt).

4.1.2 Break Bulk Import Trade

Break bulk imports for Q1 2016 declined by 13% compared to Q1 2015. The major commodities which influenced the decline were Bagged Rice (with volume falling by 62,138 mt), and Bagged Sugar (decreasing by 53,491 mt).

4.1.3 Dry Bulk Import Trade

Total Dry bulk import for Q1 2016 increased by 9.8% compared to Q1 2015. Major commodity gainers were Clinker (an increase of 90,034 mt), Bulk Wheat (an increase of 18,055 mt), and Bulk Fertilizer (an increase of 4,675 mt).

4.1.4 Liquid Bulk Import Trade

The Liquid bulk import trade registered an increase of 71% in Q1 2016 over Q1 2015. The major cargo

items accounting for this increase were Petroleum products (which increased by 222,529 mt), Crude oil (an increase of 99,900 mt) and Liquefied Petroleum Gas (also an increase of 35,139 mt).

4.2 EXPORT TRADE

The total export trade volume for Q1 2016 was 1.19 million mt. This represents a 32% increase compared to Q1 2015. This was made up of over 388,889 mt of Liner items, 124,506 mt of Break bulk items, and 680,542 mt of Dry bulk. There was no recorded export for the Liquid bulk trade.

4.2.1 Liner Export Trade

Liner exports for the review period amounted to 388,889 mt. The major commodity gainers for the trade include Local Foods/Foodstuff, which went up by 2,205 mt, Sawn Timber, which went up by 19,356 mt and Processed Commodities, also going up by 6,649 mt.

4.2.2 Break Bulk Export Trade

Break Bulk export trade for Q1 2016 declined by 17.3%. The major export commodity that contributed to the

reduction was Bagged Cocoa Beans, which recorded a decline of 38,305 mt.

4.2.3 Dry Bulk Export Trade

Total Dry bulk export trade for Q1 2016 increased by 83% from 370,715 mt in Q1 2015. Dry bulk items which contributed to this increase include Manganese, which increased by 306,444 mt, and Bulk Cocoa Beans, which recorded an increase of 21,249 mt.

5.0 PERFORMANCE IN LADEN CONTAINERS

Table 4 below shows the details of the performance in Laden containers for the first quarter (Q1) of 2016. Total Laden Containers for imports and exports for Q1 2016 was 131,747 TEUs. This represents a decline of 0.7% compared to Q1 2015.

Total import Laden Containers for Q1 2016 was 109,448 TEUs; a 7% increase compared to Q1 2015. Total export Laden Containers for Q1 2016 was 22,299 TEUs, representing a decline of 27% compared to Q1 2015.

Table 4 GHANA'S SEABORNE TRADE IN LADEN CONTAINERS (in TEUs) PER PORT

TRADE TYPE	PORT	Jan - Mar (Q1) 2016 (in TEU)	Jan- Mar (Q1) 2015 (in TEU)	CHANGE
IMPORT	TEMA	106,029	99,379	6.7%
	TAKORADI	3,419	2,830	20.8%
	TOTAL IMPORT	109,448	102,209	7.1%
EXPORT	TEMA	19,156	23,129	-17.2%
	TAKORADI	3,143	7,399	-57.5%
	TOTAL EXPORT	22,299	30,528	-27.0%
TOTAL	IMPORT/EXPORT	131,747	132,737	-0.7%

6.0 DIRECTION OF GHANA'S SEABORNE TRADE

6.1 Import Trade

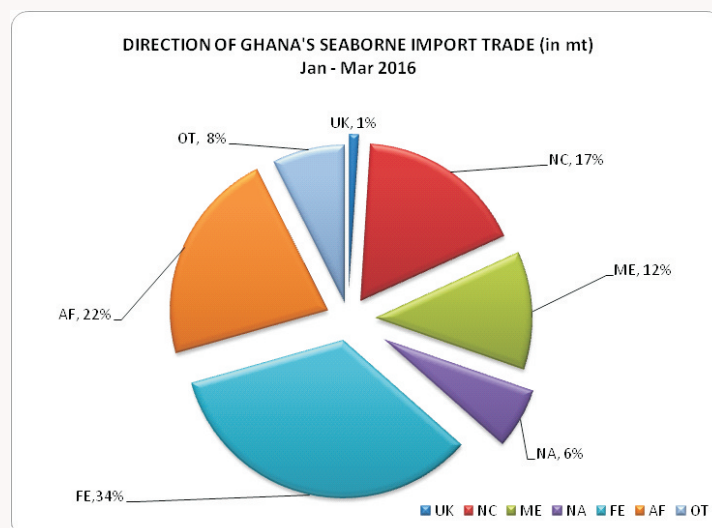
Figure 1 and Table 5 below show that majority of Ghana's seaborne imports for Q1 2016 came from the Far East range, representing about

34% of the total import trade. Over the last decade, Ghana's trade with China has seen tremendous growth. Over 70% of Ghana's imports are from China, and this is largely due to China's cost competitiveness in manufacturing,

among others. Africa was next with 22% share of Ghana's import trade. The major commodities that accounted for this share of Africa are Crude Oil, Liquefied Petroleum Gas and Petroleum products.

Table 5. DIRECTION OF GHANA'S SEABORNE IMPORT TRADE (in mt) (Jan-Mar 2016)

	UK	NC	ME	NA	FE	AF	OT	TOTAL
LINER	31,966	181,108	117,873	105,989	576,662	139,598	129,897	1,283,092
BREAK BULK	702	31,110	44,228	6,547	325,036	3,783	31,796	443,203
DRY BULK	0	157,818	239,555	53,250	226,741	0	47,637	725,002
LIQ. BULK	0	205,277	16	42,001	10,000	588,614	38,409	884,317
TOTAL	32,668	575,313	401,672	207,787	1,138,439	731,995	247,739	3,335,614
SHARE	1%	17%	12%	6%	34%	22%	7%	100%



6.2 Export Trade

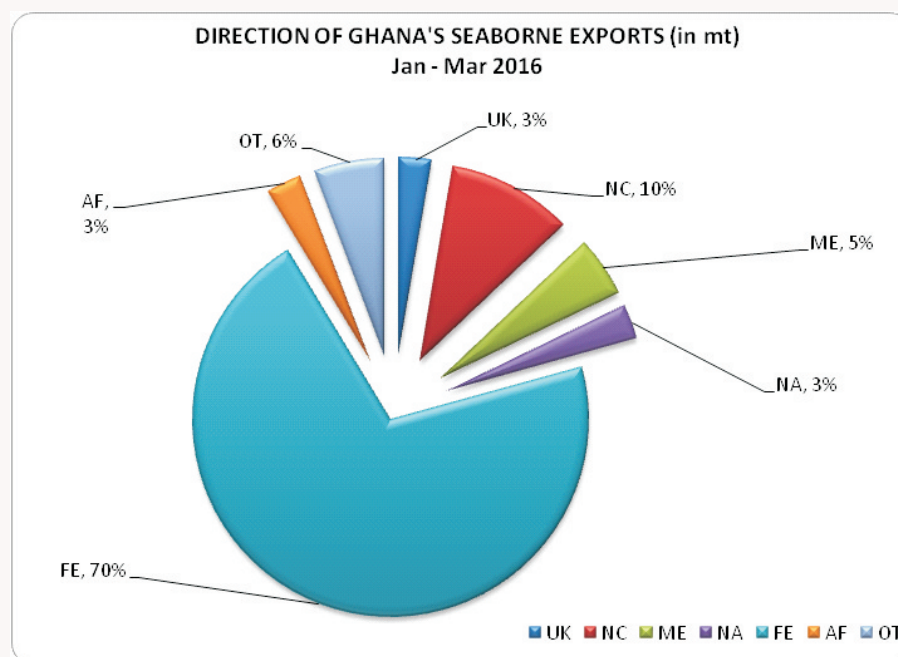
The 1.19 million mt of seaborne exports for Q1 2016 was shipped to various destinations in the world. Majority of these exports went to

the Far East and the North Continent ranges. The Far East range received a total of 843,518 mt (i.e. 71% of total exports) while the North Continent range received a

total of 122,812 mt (or 10% of total exports). Table 6 below gives more details about the direction of Ghana's seaborne export trade.

**Table 6. DIRECTION OF GHANA'S SEABORNE EXPORT TRADE (in mt)
(Jan-Mar 2016)**

	UK	NC	ME	NA	FE	AF	OT	TOTAL
LINER	19,077	103,718	51,543	28,156	135,493	33,946	16,948	388,881
BREAK BULK	0	5,986	5,321	5,707	103,872	377	3,243	124,506
DRY BULK	12,500	13,108	2,281	0	604,153	225	48,717	680,984
LIQ. BULK	0	0	0	0	0	0	0	0
TOTAL	31,577	122,812	59,145	33,863	843,518	34,548	68,908	1,194,371
SHARE	3%	10%	5%	3%	71%	3%	6%	100%



7.0 TRANSIT TRADE AND TRANSSHIPMENT THROUGH THE SEAPORTS OF GHANA

Total Transit/Transshipment trade volume for Q1 2016 represents an increase of 82% compared to Q1 2015. Total volume of transit/transshipment for Q1 2016 was 298,258 metric tons (mt).

Transit/Transshipment Imports for Q1 2016 amounted to 285,466 mt, an increase of 85% compared to Q1 2015. Transshipment/Transit Exports recorded 12,792 mt in Q1 2016, an increase of 29% compared to Q1 2015. Table 7 below shows the details of the transit/transshipment trade volumes for the review period.

**Table 7. SUMMARY COMPARISON OF TRANSIT TRADE AND TRANSSHIPMENT THROUGH GHANA
(JAN. - MAR.) 2016 AND 2015**

TRADE TYPE	Jan-Mar (Q1) 2016 (mt)	Jan-Mar (Q1) 2015 (mt)	CHANGE
TRANSIT/TRANSH. IMPORT	285,466	153,945	85.4%
TRANSIT/TRANSH. EXPORT	12,792	9,875	29.5%
TOTAL	298,258	163,820	82.1%

8.0 TRANSIT TRADE PERFORMANCE FOR BURKINA FASO, MALI AND NIGER

Total transit volume for the three (3) landlocked countries of Burkina Faso, Mali and Niger amounted to 262,264 mt in Q1 2016. This represents a 75% increase

compared to Q1 2015. The transit trade comprises imports of 251,937 mt and exports of 10,706 mt.

Burkina Faso accounted for 88.8% of the total transit trade for Q1 2016. Mali's share was 9.0%, and Niger's share was 2.2% for the period.

Major transit trade commodities for Q1 2016 were Frozen Foods/Meat (24,205 mt), General Cargo (22,885 mt), Lubricating Oil (41,850 mt), Processed Foods/ Beverages (30,035 mt) and Bagged Fertilizer (36,788 mt)

Table 8. SUMMARY COMPARISON OF TRANSIT TRADE for BURKINA FASO, MALI & NIGER (JAN. - MAR.) 2016 AND 2015

TRADE TYPE	JAN- MAR (Q1) 2016 (mt)	JAN- MAR (Q1) 2015 (mt)	Change
TRANSIT IMPORT	251,937	141,926	77.5%
TRANSIT EXPORT	10,706	8,096	32.2%
TOTAL	262,643	150,022	75.1%

9.0 PERFORMANCE OF SHIPPING AGENTS IN GHANA'S SEABRONE TRADE

One hundred and three (103) Shipping Agents handled over 4.5million mt of seaborne trade (import & export) through the Ports of Tema and Takoradi during the period the first quarter (Q1) of 2016.

Table 9 below shows the performance in the Liner trade, Break Bulk trade, Dry Bulk trade and Liquid Bulk trade for the review period.

9.1 Liner Trade

Forty five (45) Shipping Agents handled the total Liner trade of 1.7million mt. The highest performer was Maersk Gh Ltd. with 382,474 mt, representing to 22.7 % of the total Liner trade for the period.

Maersk was followed by MSCA Gh Ltd, with 190,880 mt (or over 11.37% of the total Liner trade). The next was Oil and Marine Agencies Ltd, handling 97,323 mt (or 5.8%). Supermaritime Ghana Ltd followed

with 95,517 mt, representing to 5.69% of the Liner trade. The rest of the Shipping Agents handled volumes with shares ranging up to 2.11%.

9.2 Break Bulk Trade

In the Break bulk trade, thirty three (33) Shipping Agents participated in handling 560,691 mt of cargo. Maersk Gh Ltd was the highest performer, with 145,314 mt (or 25.9% of the Break Bulk trade) for the period. Global Cargo & Commodities Ltd. followed with 98,000 mt (or 17.5% of the Break Bulk trade).

9.3 Dry Bulk Trade

The Dry bulk trade saw fifteen (15) Shipping Agents handling 1.4 million mt of cargo. Supermaritime Gh Ltd handled the highest share of 520,835 mt, representing 37.1% of the Dry Bulk trade. Hullblyth Ghana Ltd was next, handling 401,872 mt (or 28.6% of the Dry Bulk trade).

9.4 Liquid Bulk Trade

Ten (10) Shipping Agents handled the over 4.5million mt of cargo in the Liquid Bulk trade segment. Oil

and Marine Agencies Ltd handled the highest share of 586,060 mt (i.e. 66.3% of the Liquid Bulk trade). Inchcape Shipping Services Ltd. followed with 87,834tons (or 9.9% of the trade). Next was Daddo Maritime Services, with 78,489 mt (or 8.9% of the trade). The rest of the Shipping Agents in this trade handled between 0.1% and 6.1% share.

10. SHIPPING LINES' PERFORMANCE IN GHANA'S SEABORNE TRADE

A total of one hundred and fifty eight (158) Shipping Lines and Charterers participated in transporting the over 4.5million mt of Ghana's seaborne trade (import & export) through the Ports of Tema and Takoradi during the first quarter (Q1) of 2016. This is shown in Table 10 below.

10.1 Liner Trade

The Liner trade saw seventy four (74) shipping companies and operators loading and unloading cargo at the sea Ports of Tema and Takoradi during this review period. The best performer was Maersk

Liner, which handled 382,036 mt of liner cargo, representing 22.8% of the Liner trade.

Mediterranean Shipping Company (MSC) was next with 190,880 mt (or 11.4% of the Liner trade). Table 10 shows the details of the other performers.

10.2 Break Bulk Trade

Forty three (43) Shipping Lines carried Break bulk cargo amounting to 560,639 mt through the Ports of Tema and Takoradi for Q1 2016.

Again, Maersk Line handled the highest share of 145,214 mt, which was 25.9% of Break Bulk cargo discharged and loaded at both Ports. China Ocean Shipping followed with 52,265 mt (or 9.3% of the break bulk cargo handled).

10.3 Dry Bulk Trade

The Dry bulk trade, amounting to over 1.4million mt, was handled by twenty three (23) Shipping Lines and operators. High performers include I.M.T, with 532,671 mt (37.8% of the Dry bulk trade), HC

Trading, with 399,591 mt (28.4%) and Van Bloom Shipping, with 118,700 mt (8.4%). Mediterranean Shipping Company (MSC) followed with 105,295 tons (7.4%).

10.4 Liquid Bulk Trade

Eighteen (18) Shipping Lines participated in the Liquid bulk trade, which amounted to 884,317 mt for the review period (Q1 2016). The highest operators were BOST, with 191,613 mt (21.6% of the Liquid bulk trade), and Hapag-Llyod, with 119,921mt(13.5%).

GHANA SHIPPERS' AUTHORITY

Table 9. PERFORMANCE OF SHIPPING AGENTS IN GHANA'S SEABORNE TRADE – (JAN - MAR 2016)

IMPORT AND EXPORT - (TEMA & TAKORADI)

SHIPPING AGENTS	IMPORT (mt)	EXPORT (mt)	TOTAL (mt)	% SHARE / TRADE TYPE	%SHARE
LINER					
A&J SHIPPING SERVICES	8,352	0	8,352	0.50	0.18
AMT GH. LTD	106	0	106	0.01	0.00
ANDIPEX CO. LTD	5,812	0	5,812	0.35	0.13
ANTRAK GH. LTD	32,278	6,242	38,520	2.29	0.85
AQUA MARINE SHIPP. GH. LTD	640	0	640	0.04	0.01
BAJ FREIGHT T EMA	463	0	463	0.03	0.01
BEACON SHIPP. HANJIN GH.	12,613	0	12,613	0.75	0.28
BLUE FUNNEL GH. LTD	24,395	0	24,395	1.45	0.54
BOLLORE AFRICA LOGISTICS	210	1,797	2,007	0.12	0.04
BULKERS	30	0	30	0.00	0.00
CONSOLIDATED	35,891	0	35,891	2.14	0.79
COMEXAS GHAN LTD	6,323	0	6,323	0.38	0.14
DADDO MARITIME	2	0	2	0.00	0.00
DAMCO GH LTD	27,000	0	27,000	1.61	0.60
DELMAS SHIPP. GH. CMA CGM	42,811	33,038	75,849	4.52	1.67
DOLPHIN SHIPP. SERVICES	10,353	0	10,353	0.62	0.23

FACULTY LOGISTICS LTD	2,000	0	2,000	0.12	0.04
GETMA GHANA LTD	5,453	0	5,453	0.32	0.12
GLOBAL CARGO & COMMODITIES	16,085	0	16,085	0.96	0.36
GMT SHIPPING LTD	12,769	0	12,769	0.76	0.28
GRIMALDI GH. LTD	38,891	11,105	49,996	2.98	1.10
HULL BLYTH GH. LTD	10,553	47,650	58,203	3.47	1.28
ICM LOGISTICS SERVICES LTD	21	0	21	0.00	0.00
INCHCAPE SHIPP. SERVICES GH. LTD	41,512	0	41,512	2.47	0.92
ISAG LTD	43,405	36,688	80,094	4.77	1.77
KHUDA SERVICE T EMA	6,004	0	6,004	0.36	0.13
KOYANKS COMPANY LIMITED	6,683	0	6,683	0.40	0.15
MAERSK GH. LTD	338,211	44,066	382,276	22.77	8.44
MOL GHANA LTD	57,841	22,280	80,121	4.77	1.77
MSCA GH. LTD	137,704	53,176	190,880	11.37	4.21
NAVITRANS GH. LTD	35,430	3,044	38,474	2.29	0.85
OIL & MARINE AGENCIES	50,478	46,845	97,323	5.80	2.15
PANALPINA GH LTD	3	0	3	0.00	0.00
PIL GHANA LTD.	57,917	15,517	73,434	4.37	1.62
PORTS MARINE LTD	504	42	546	0.03	0.01
SAFMARINE	0	22,939	22,939	1.37	0.51
SCANSHIP GHANA LIMITED	56,084	18,132	74,215	4.42	1.64
SEVENLOG LIMITED	58,753	0	58,753	3.50	1.30
SHARAF SHIPPING AGENCY LIMITED	4,760	0	4,760	0.28	0.11
SILVERMARITIME GH. LTD	27	0	27	0.00	0.00
STARDEX MARINE CONSULT	4,471	0	4,471	0.27	0.10
SUPERMARITIME GHANA LIMITED	69,198	26,319	95,517	5.69	2.11
TRANSGLOBAL SHIPPING	3,798	0	3,798	0.23	0.08
TTV LIMITED	3,451	0	3,451	0.21	0.08
UNITED ARAB SHIPPING AGENCIES	20,981	0	20,981	1.25	0.46
SUB-TOTAL	1,290,267	388,880	1,679,147	100.00	37.07
BREAK BULK					
ADVANCED MARITIME TAKORADI	48	0	48	0.01	0.00

ANTRAK GH. LTD	944	1,539	2,483	0.44	0.05
AQUA MARINE SHIPP. GH. LTD	1	0	1	0.00	0.00
BAJ FREIGHT TEMA	8	0	8	0.00	0.00
BEACON SHIPPING HANJIN GH.	3,114	0	3,114	0.56	0.07
BLUE FUNNEL GH.	1,123	0	1,123	0.20	0.02
BOLLORE AFRICA LOGISTICS	1,061	1,394	2,455	0.44	0.05
COMEXAS GH. LTD	1,804	0	1,804	0.32	0.04
CONSOLIDATED SHIPP. AGENCIES LTD	5,913	0	5,913	1.05	0.13
DADDO MARITIME SERV. GH. LTD	11	0	11	0.00	0.00
DELMAS SHIPPING GHANA	13,022	8,678	21,699	3.87	0.48
FACULTY LOGISTICS	10,400	0	10,400	1.85	0.23
GLOBAL CARGO & COMMODITIES	98,000	0	98,000	17.48	2.16
GMT SHIPPING LTD	65,094	0	65,094	11.61	1.44
GRIMALDI GHANA LTD.	2,467	0	2,467	0.44	0.05
HULL BLYTH GH. LTD	501	10,247	10,748	1.92	0.24
ICM LOGISTICS SERVICES LTD	11	0	11	0.00	0.00
INCHCAPE SHIPPING SERVICES	1	0	1	0.00	0.00
INTERMODAL SHIPP. AGENCY GH. LTD	5,862	12,667	18,529	3.30	0.41
MAERSK GH. LTD	86,118	59,197	145,314	25.92	3.21
MOL GH. LTD	14,470	4,240	18,710	3.34	0.41
MSCA GH. LTD	25,042	14,503	39,545	7.05	0.87
NAVITRANS GHANA LIMITED	8,880	118	8,997	1.60	0.20
OIL & MARINE AGENCIES	3,546	1,200	4,745	0.85	0.10
PANALPINA GH LTD	38	0	38	0.01	0.00
PIL GHANA LTD	14,960	1,074	16,034	2.86	0.35
SAFMARINE	0	3,422	3,422	0.61	0.08
SCANSHIP GH LTD	18,016	6,230	24,246	4.32	0.54
SEATRADE SHIPPING AND LOGISTICS	300	0	300	0.05	0.01
SEVENLOG LTD	27,724	0	27,724	4.94	0.61
SILVERMARITIME GH. LTD	7,000	0	7,000	1.25	0.15
SUPERMARITIME GH. LTD	15,024	0	15,024	2.68	0.33
UNITED ARAB SHIPP. AGENCIES	5,728	0	5,728	1.02	0.13
SUB-TOTAL	436,231	124,508	560,691	100.00	12.38

DRY BULK					
ANTRAK GH. LTD	6	11,500	11,506	0.82	0.25
DAMCO LOGISTICS GHANA LTD.	25,000	0	25,000	1.78	0.55
GETMA GHANA LTD	5,364	0	5,364	0.38	0.12
GLOBAL CARGO & COMMODITIES	29,250	0	29,250	2.08	0.65
HULLBLYTH GHANA LTD	393,091	8,781	401,872	28.59	8.87
INCHCAPE SHIPP. SERV	0	2,012	2,012	0.14	0.04
ISAG LTD	0	16,000	16,000	1.14	0.35
MACRO SHIPP. GH. LTD	0	180,761	180,761	12.86	3.99
MSCA GHANA LTD	0	105,295	105,295	7.49	2.32
OIL & MARINE AGENCIES	91	538	629	0.04	0.01
SCANSHIP GH. LTD	0	14,596	14,596	1.04	0.32
SEVENLOG LIMITED	80,200	0	80,200	5.71	1.77
SUPERMARITIME GH. LTD	179,335	341,500	520,835	37.05	11.50
UNITED ARAB SHIPPING AGENCIES GHANA	222	0	222	0.02	0.00
WESTERN FREIGHT AND LOGISTICS	12,240	0	12,240	0.87	0.27
SUB-TOTAL	724,798	680,982	1,405,781	100.00	31.03
LIQUID BULK					
BLUESEA MARITIME AGENCY LTD	41,000	0	41,000	4.64	0.91
BULKSHIP & TRADE LTD	53,900	0	53,900	6.10	1.19
DADDO MARITIME SERV. GH. LTD	78,489	0	78,489	8.88	1.73
GETMA GH. LTD	2,980	0	2,980	0.34	0.07
HULL BLYRTH GHANA	1,337	0	1,337	0.15	0.03
INCHCAPE SHIPPING SERVICES	87,834	0	87,834	9.93	1.94
MAERSK LINE	846	0	846	0.10	0.02
OIL AND MARINE AGENCIES	586,060	0	586,060	66.27	12.94
SEA AND SHORE SERVICES GHANA LTD	27,037	0	27,037	3.06	0.60
SUPERMARITIME GHANA LTD	4,835	0	4,835	0.55	0.11
SUB-TOTAL	884,317	0	884,317	100.00	19.52
GRAND TOTAL	3,335,613	1,194,370	4,529,983	100.00	100.00



GHANA SHIPPERS' AUTHORITY



We assist in providing solutions to
Shipment Problems such as:



- ◆ **Loss/Damage Cargo**
- ◆ **Late Arrival of Shipping Documents**
- ◆ **Cargo Insurance Claims**
- ◆ **Illegal Charges**
- ◆ **Short-Landing of Cargo**

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AMBASSADORIAL ENCLAVE, WEST RIDGE, ACCRA. **TEL:** 0302 666915-7, 668769. **FAX:** 0302 668768.
EMAIL: info@shippers.org.gh **WEBSITE:** www.shippers.org.gh

GHANA SHIPPERS' AUTHORITY

Table 10. PERFORMANCE OF SHIPPING LINES IN GHANA'S SEABORNE TRADE – (JAN - MAR 2016)

IMPORT AND EXPORT - (TEMA & TAKORADI)

SHIPPING LINES/CHARTERER	IMPORT (mt)	EXPORT (mt)	TOTAL (mt)	% SHARE/ TRADE TYPE	%SHARE
LINER					
A.M.T	106	0	106	0.01	0.00
ADOM MBROSO COLDSTORES LTD	6,004	0	6,004	0.36	0.13
AFRICA EXPRESS LINE	4,486	7,769	12,255	0.73	0.27
ARKAS LINE	24,395	9,791	34,186	2.04	0.75
AFRICAN FISH GH. LTD	454	0	454	0.03	0.01
AMISACHI LTD	679	0	679	0.04	0.01
BBC CHARTERING & LOGISTICS	3,020	0	3,020	0.18	0.07
BOLLORE AFRICA LTD	17,338	996	18,334	1.09	0.40
CANDLER SCHIFFAHR T GMBH	4,400	0	4,400	0.26	0.10
CHINA OCEAN SHIPPING	66,225	17,279	83,504	4.97	1.84
CHINA SHIPPING	35,433	3,044	38,477	2.29	0.85
CMA CGM	42,805	33,038	75,843	4.52	1.67
CONSHIP LINE	35,495	0	35,495	2.11	0.78
CONTI GMT SHIPPING	461	0	461	0.03	0.01
COSMO SEAFOODS CO.	111	0	111	0.01	0.00
DANGOTE	85	0	85	0.01	0.00
DELMAS	6	0	6	0.00	0.00
DOLPHINE FROZEN FOODS	1,584	0	1,584	0.09	0.03
EAGLE WEST AFRICA SERV.	13,205	9,477	22,682	1.35	0.50
EITZEN CHEMICAL A/S	1,048	0	1,048	0.06	0.02
EUKOR CAR CARRIERS	639	0	639	0.04	0.01
EVERGREEN SHIPPING LINE	210	1,382	1,592	0.09	0.04
FERTICHIM	15,700	0	15,700	0.93	0.35
FOUTA GENERAL MERCHANDISE LTD	6,000	0	6,000	0.36	0.13
GLOVIS	3,744	0	3,744	0.22	0.08
GMT SHIPPING	115	0	115	0.01	0.00
GOLD STAR LINE	36,822	22,090	58,912	3.51	1.30
GOLD STAR FISH CO. LTD	1,989	0	1,989	0.12	0.04
GRIMALDI LINES	40,973	12,005	52,978	3.16	1.17
HANJIN SHIPPING	12,613	12,848	25,461	1.52	0.56
HAPAG-LLOYD	50,478	46,845	97,323	5.80	2.15
HB SHIPPING	32	0	32	0.00	0.00
HC TRADING	8,914	2,554	11,468	0.68	0.25
HOEGH AUTOLINERS	4,038	198	4,236	0.25	0.09
HUAL AUTOLINERS	2	0	2	0.00	0.00
I.M.T	2,876	1,550	4,426	0.26	0.10

IMC SHIPPING	664	0	664	0.04	0.01
J. MARR (SEAFOODS) LTD.	14,824	0	14,824	0.88	0.33
K' LINE	905	0	905	0.05	0.02
LOUIS DREYFUS COMMODITIES	9,965	0	9,965	0.59	0.22
MAERSK LINE	338,302	43,734	382,036	22.75	8.43
MEDITERRANEAN SHIPPING CO.	137,704	53,176	190,880	11.37	4.21
MESSINA LINES	9,643	4,292	13,935	0.83	0.31
MTSUI O.S.K LINES	57,841	22,280	80,121	4.77	1.77
NIPPON YUSEN KAISHA	335	0	335	0.02	0.01
NMT LINES	504	0	504	0.03	0.01
OCEAN FARE CO. LTD	1,570	0	1,570	0.09	0.03
OCEANCREST TRANSPORT INC.	27,000	0	27,000	1.61	0.60
OLAM GHANA	10,001	0	10,001	0.60	0.22
OTAL	20,088	0	20,088	1.20	0.44
OTHER	32,929	0	32,929	1.96	0.73
PACIFIC INTL LINE	57,605	15,541	73,146	4.36	1.61
PIONEER FOOD CANNERY LTD	1,235	0	1,235	0.07	0.03
POSEIDON SCHIFFAHRIT GMBH	3,952	0	3,952	0.24	0.09
PORTSIDE SHIPPING LINES	0	42	42	0.00	0.00
RAFFLES SHIP CHARTERING	7,500	0	7,500	0.45	0.17
SAFMARINE	428	23,271	23,699	1.41	0.52
SALLAUM LINES	555	0	555	0.03	0.01
SEABOARD OVERSEAS LTD	13,492	0	13,492	0.80	0.30
SEAFISH TRADE	0	0	0	0.00	0.00
SEVENLOG	57,919	0	57,919	3.45	1.28
TEAM TANKERS VENTURES LTD	2,090	0	2,090	0.12	0.05
TED SHIPPING	61	0	61	0.00	0.00
TOPSHEEN SHIPP. GROUP LTD	58	0	58	0.00	0.00
TRUSTLINK VENTURES LTD	2,104	0	2,104	0.13	0.05
THORCO SHIPPING A/S	0	3,602	3,602	0.21	0.08
UNITED ARAB SHIPP. CO	20,981	23,578	44,559	2.65	0.98
UNSPECIFIED SHIPP. LINE	1,059	0	1,059	0.06	0.02
UNIVERSAL AFRICA LINE	5,906	1,100	7,006	0.42	0.15
VAN BLOOM SHIPP. LTD	1,278	0	1,278	0.08	0.03
VOLTA ALUMINIUM CO.	0	2,800	2,800	0.17	0.06
WE 2 SEAFOODS CO. LTD	2,675	0	2,675	0.16	0.06
ZIM LINE	6,583	14,597	21,180	1.26	0.47
ZOLA MARITIME	25	0	25	0.00	0.00
SUB-TOTAL	1,290,267	388,879	1,679,146	100.00	37.07
BREAK BULK					
ADVANCED MARITIME TAKORADI	48	0	48	0.01	0.00
AFRICA EXPRESS LINE	8	0	8	0.00	0.00
ARKAS LINE	1,123	0	1,123	0.20	0.02
BBC CHARTERING & LOGISTICS	1	0	1	0.00	0.00

BOLLORE AFRICA LTD	49	1,539	1,589	0.28	0.04
CARIN	0	0	0	0.00	0.00
CHINA OCEAN SHIPPING	46,667	5,598	52,265	9.32	1.15
CHINA SHIPPING	8,880	0	8,880	1.58	0.20
CMA CGM	13,022	8,678	21,699	3.87	0.48
CONSHIP LINES	4,085	0	4,085	0.73	0.09
CONTI GMT SHIPPING	35,612	0	35,612	6.35	0.79
ED&F MAN SHIPPING	13,600	0	13,600	2.43	0.30
EVERGREEN SHIPPING LINE	1,061	276	1,338	0.24	0.03
FOUTA GENERAL MERCHANDISE LTD	29,805	0	29,805	5.32	0.66
GOLD STAR LINE	5,737	12,667	18,404	3.28	0.41
GRIMALDI LINES	3,298	750	4,048	0.72	0.09
HANJIN SHIPPING	3,114	3,260	6,375	1.14	0.14
HAPAG-LLOYD	3,546	1,200	4,745	0.85	0.10
HC TRADING	501	2,489	2,990	0.53	0.07
HOEGH AUTOLINERS	116	0	116	0.02	0.00
I.M.T	1	0	1	0.00	0.00
IMC SHIPPING	3,516	0	3,516	0.63	0.08
MAERSK LINE	86,118	59,097	145,214	25.90	3.21
MEDITERRANEAN SHIPP. CO	25,042	14,503	39,545	7.05	0.87
MESSINA LINES	753	0	753	0.13	0.02
MITSUMI O.S.K. LINES	14,470	4,240	18,710	3.34	0.41
NIPPON YUSEN KAISHA	23	0	23	0.00	0.00
NMT LINES	0	0	0	0.00	0.00
OCEANCREST TRANSPORT INC	0	0	0	0.00	0.00
OLAM GH. LTD	16,494	0	16,494	2.94	0.36
OTHER	26,192	0	26,192	4.67	0.58
PACIFIC INT'L. LINES	14,960	2,192	17,152	3.06	0.38
ROYAL BOW CO. LTD	51,700	0	51,700	9.22	1.14
SALLAUM LINES	1	0	1	0.00	0.00
SAFMARINE	0	3,422	3,422	0.61	0.08
SEVENLOG	5,931	0	5,931	1.06	0.13
TED SHIPPING	4,726	0	4,726	0.84	0.10
TOPSHEEN SHIPPING GROUP LTD	6,954	0	6,954	1.24	0.15
UNITED ARAB SHIPP. CO.	5,728	4,498	10,226	1.82	0.23
UNIVERSAL AFRICA LINE	1,805	0	1,805	0.32	0.04
VAN BLOOM SHIPPING	1,415	0	1,415	0.25	0.03
VITOL SA	1	0	1	0.00	0.00
ZIM LINE	125	0	125	0.02	0.00
SUB-TOTAL	436,231	124,408	560,639	100.00	12.38
DRY BULK					
ARKAS LINE	0	2,281	2281	0.16	0.05
BOLLORE LINES	6	11,500	11506	0.82	0.25

CARMEUS TRADING	12,240	0	12240	0.87	0.27
CHINA OCEAN SHIPPING	0	14,596	14596	1.04	0.32
DANGOTE	27,750	0	27750	1.97	0.61
GOLD STAR LINE	0	16,000	16000	1.14	0.35
HAPAG-LLOYD	91	538	629	0.04	0.01
HC TRADING	393,091	6,500	399591	28.42	8.82
I.M.T	51,010	481,661	532671	37.89	11.76
LOUIS DREYFUS COMMODITIES	5,364	0	5364	0.38	0.12
MACRO SHIPPING	0	27,100	27100	1.93	0.60
MEDITERRANEAN SHIPP. CO	0	105,295	105295	7.49	2.32
NORDANA LINE	5,000	0	5000	0.36	0.11
OCEANCREST TRANSPORT INC.	25,000	0	25000	1.78	0.55
OLAM GHANA	1,500	0	1500	0.11	0.03
OTHER	0	2,012	2012	0.14	0.04
SAFMARINE	0	102	102	0.01	0.00
SEABOARD OVERSEAS LTD	4,625	0	4625	0.33	0.10
SEVENLOG	40,200	0	40200	2.86	0.89
SPLIETHOFF	0	13,500	13500	0.96	0.30
TRANSBULK SHIPPING	40,000	0	40000	2.85	0.88
UNITED ARAB SHIPP. CO	222	0	222	0.02	0.00
VAN BLOOM SHIPPING LTD	118,700	0	118700	8.44	2.62
SUB-TOTAL	724,798	681,084	1,405,883	100.00	31.04
LIQUID BULK					
BLUE OCEAN	79,481	0	79,481	8.99	1.75
BLUE/ EBONY	18,452	0	18,452	2.09	0.41
BOST	191,613	0	191,613	21.67	4.23
CHASE PETROLEUM	72,166	0	72,166	8.16	1.59
EBONY OIL & GAS	60,030	0	60,030	6.79	1.33
EBONY/ BLUE OCEAN	15,270	0	15,270	1.73	0.34
FUELTRADE	24,508	0	24,508	2.77	0.54
GLENCORE	26,390	0	26,390	2.98	0.58
HAPAG-LLOYD	119,921	0	119,921	13.56	2.65
HC TRADING	1,337	0	1,337	0.15	0.03
I.M.T	4,835	0	4,835	0.55	0.11
LANONARK SHIPPING	2,980	0	2,980	0.34	0.07
MAERSK LINE	846	0	846	0.10	0.02
OTHER	104,582	0	104,582	11.83	2.31
P.W.S.L.	35,879	0	35,879	4.06	0.79
PETROINEOS TRADING LTD	20,013	0	20,013	2.26	0.44
VIHAMA/JUWELL	38,017	0	38,017	4.30	0.84
VOLTA RIVER AUTHORITY	67,997	0	67,997	7.69	1.50
SUB-TOTAL	884,317	0	884,317	100.00	19.52
GRAND TOTAL	3,335,613	1,194,371	4,529,984	100.00	100.00

OFFICE ACCOMMODATION

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The Ghana Shippers' Authority has office accommodation in the Takoradi Shippers House for rent or lease.

FACILITIES INCLUDE:

- **LARGE CONFERENCE FACILITY WITH CAPACITY OF 350 PERSONS**
- **MINI CONFERENCE HALL WITH CAPACITY OF 60 PERSONS**
- **RESTAURANT**
- **UNINTERRUPTED POWER SUPPLY**
- **CAR PARK WITH SECURITY.**

LOCATION:

Chapel Hill, Takoradi Port Business Area

CONTACT:

The Branch Manager, Ghana Shippers' Authority,
Takoradi Shippers Centre, Chapel Hill, Takoradi.
P. O. Box 902. Tel: 03120-21739. Email: gsatdi@shippers.org.gh

PROFILE OF COMMISSIONER, CUSTOMS DIVISION OF GRA



Mr. John Vianney Kuudamnuru - Commissioner, Customs Division of GRA

Mr. John Vianney Kuudamnuru was appointed into the Ghana Customs in 1982, after graduating from the University of Ghana, Legon. As a Career Customs officer, he acquired and developed competencies in Tax Administration in the Classification of goods in International Trade using the Harmonized System, the Valuation of Imported goods under the WTO Valuation Agreement and

Customs Modernization Techniques.

Mr. Kuudamnuru has served in various capacities in the Customs Division of the Ghana Revenue Authority. Some of the major positions he has held include

Assistant Commissioner -

Post Event Monitoring, Assistant Commissioner - Valuation, Sector Commander - Ho Collection, Assistant Commissioner - Import and Export and Sector Commander - Tema Collection.

In July 2015, His Excellency, President John Dramani Mahama, appointed Mr. Kuudamnuru to the

high office of Commissioner, Customs Division of the Ghana Revenue Authority.

He was a member of Customs Expert team to Liberia to help restructure the operations of the Liberia Customs after their Civil war.

He also served on a number of committees; including Customs Valuation Project (Bankswitch), Harmonized System and Customs Tariff Schedules (2004, 2007, 2012 Ghana Tariff) and WTO Valuation and Destination scheme in Ghana.

He is currently a member of the Governing Board of the Ghana Shippers' Authority.

Mr. Kuudamnuru is a native of Nandom from the Upper West Region of Ghana and married with four children and loves playing and watching football.

THE DR. MBIAH PRIZE FOR BEST AFRICAN SCHOLAR AT IMLI



Major Alice Muringo Mate receiving the Dr. Mbiah Prize for the Best Performing African Scholar from Dr. Kofi Mbiah, at IMLI

The IMO International Maritime Law Institute (IMLI) recently held its 27th Annual Speech and Prize Giving Day and Graduation ceremony in Valletta, Malta. The ceremony was graced by the presence of the Secretary General of the International Maritime Organization (IMO), Mr. Kitack Lim.

IMLI was set up by the International Maritime Organization (IMO) to train lawyers especially from developing countries with a view to developing capacity for maritime legislation drafting

and specialization in maritime law.

This year, nine prizes were awarded including two new prizes, namely, the Dr. Kofi Mbiah Prize for Best Performing African Scholar, and the Chartered Institute of Logistics and Transport (Malta) Prize for best performance in Maritime Transport Law.

The Dr. Kofi Mbiah Prize for best African scholar was awarded to Major Alice Muringo Mate from Kenya.

Dr. Kofi Mbiah, who is the Chairman of the Legal Committee of the IMO and a member of the IMLI Governing Board, is also the Chairman of the Union of African Shippers' Councils. Dr. Mbiah presented the prize at a colourful ceremony held at the premises of the Maritime Museum in Malta.

In instituting the award, Dr. Mbiah indicated that, over the next five years, the award would go to the Best Performing African Scholar.

He said maritime law remains a very specialized area of the law requiring high level instruction, guidance and tuition which IMLI offers. He said IMLI

has over the years trained maritime lawyers who now serve in various capacities and are increasingly contributing to the work of the International Maritime Organization. "They are not only representing their countries at the Legal Committee of the IMO and helping to create legal instruments in the factory of international maritime law but also advising their governments on matters relating to shipping, ocean affairs, the marine environment and the law of the sea" said Dr. Mbiah.

Dr. Mbiah believes that this award will spur on African students at IMLI and encourage them to perform at the highest level of their governments and in the development of international maritime law instruments. He said it was his hope that the prize will engender further interest in Maritime Law in Africa and help to create a cadre of experts who can hold their own against the best from any part of the globe. He said this prize was his little contribution of giving back to IMLI, the institution of which he is an alumni.



WORKING VISIT BY KENYA MARITIME AUTHORITY DELEGATION TO THE GHANA SHIPPERS' AUTHORITY

The Ghana Shippers' Authority on the 18th July 2016 welcomed a six member delegation from Kenya Maritime Authority (KMA) on a 5-day working visit to Ghana.

The aim of the visit was to acquaint themselves with the operations of key stakeholders in Ghana's maritime sector especially in relation to benchmarking the Ghana Shippers' Authority's collaboration with other

stakeholders in the negotiation of charges and service quality standards for the benefit of the shipper.

The leader of the delegation, Mr Jack Wasonga, intimated that as part of their efforts to restructure some of their operations, the KMA decided to undertake working visits to Ghana and Tanzania. He mentioned that the selection of the Ghana Shippers' Authority as the focal agency was informed by the fact that it was one of the leading shippers' organisations in Africa, which has adopted innovative approaches to providing shipping solution to Shippers.

The delegation had very fruitful engagements with the Management of GSA, the Ghana Ports and Harbours Authority, the Ghana Institute of Freight Forwarders, and the Customs Brokers and House Agents (CUBAG).

The Kenya Maritime Authority was set up in June 2004 as the semi-autonomous agency in charge of regulatory oversight over the Kenyan maritime industry. Maritime safety and security and Commercial Maritime Activities are two of the key functions of the KMA.

EXECUTIVES OF WESTERN REGIONAL SHIPPER COMMITTEE VISIT NEW FACILITY FOR SAFE BOND COMPANY LTD OPERATIONS IN TAKORADI



Mr. Asante (in the middle) responding to questions from the delegation

A delegation of executives of the Western Regional Shipper Committee (WRSC) led by its Chairman J. K. Addison on 14th July, 2016 visited the new site earmarked for the operations of Safebond Company Ltd (SCL) in Takoradi.

The Takoradi Branch of SCL started operations in 2004 at the Takoradi port with the mandate of undertaking shore-handling activities for general cargo and vehicles.

Following expansion works being carried out at the Takoradi Port and the need for extra space, SCL had to look for an alternative location to undertake

its activities. The company consequently acquired a 4.5 acre site at Effia (near Takoradi Gas Co. Ltd) to expand its operations and capacity for parking more imported vehicles prior to clearance.

According to the Terminal Manager of SCL, Collins O. Asante when the company commences operations at the new site, hopefully in August 2016, shippers will no longer need to go the Takoradi Port to clear their vehicles but rather the new site where all their documents will be processed for them to clear their vehicles.

According to Mr. Asante the facility

has a capacity of 3,500 vehicles and has offices for Customs officers. He added that the facility has CCTV cameras and a 24 hour security.

"In the near future, the facility will have a bank to serve customers and it is my hope that this facility will serve as a preferable location for clearing vehicles, especially for shippers from the Central Region, Ashanti Region and beyond", Mr Asante indicated.

The delegation was accompanied by the R. H. Barnes, the Takoradi Branch Manager of the Ghana Shippers' Authority.



The yard for parking vehicles



GSA SENSITIZES SHIPPING PUBLIC ON GHANA NATIONAL SINGLE WINDOW

In line with the Authority's mandate of promoting and protecting the interest of Shippers in Ghana, the Ghana Shippers' Authority, in collaboration with West Blue Consulting organized a series of forums in the country to sensitize the shipping community and the public at large on the Ghana National Single Window (GNSW) project.

The GNSW project was initiated by the Government of Ghana in September 2015, as a secured platform that facilitates the exchange of information between import/export businesses and the Government of Ghana with the view to enhancing the country's trade and economic development and secure government revenue.

The project which is being facilitated by West Blue Consulting, has provided the technical, architectural and administrative support to the Customs Division of the Ghana Revenue Authority to take over the pre-arrival classification and valuation process for imports.

Following the implementation, there was a general call from shippers, especially members of the Authority's Regional Shipper Committees across the 10 regions of the country, to undertake sensitization of the project.

The focus of the sensitization was on Ghana's current status and plans to integrate all stakeholders involved in international trade and Customs clearance on to a single platform called, the Single Window. This will greatly speed up the flow of goods along the value chain, reduce costs and increase predictability which are all key factors in trade competitiveness.

These sensitizations were carried out over the past four months at Tema, Kumasi, Tamale, Takoradi, etc. with tremendous responses from shippers.





IMPLEMENTATION OF THE IMO CONTAINER WEIGHT VERIFICATION REQUIREMENT IN GHANA - *RIGHT FIRST STEPS?*

The implementation of the IMO mandatory container weight verification (CWV) took off in Ghana, as in many other countries on 1st July, 2016 through the collaborative efforts of key stakeholders such as the Ghana Shippers' Authority, Ghana Standards Authority, Ghana Ports & Harbours Authority, Ship Owners & Agents Association of Ghana and the Ghana Maritime Authority under the auspices of the Ministry of Transport.

Some of the tasks undertaken by the key stakeholders for the implementation included constitution of a Technical Committee, the calibration and certification of over 50 weigh bridges and scales, sensitization of Exporters across the country and general publicity on the implementation.

Following the take off, the Ghana Shippers' Authority instituted regular monitoring of the system to identify and address any teething problems that may threaten the

smooth implementation of the IMO requirement.

In line with the foregoing, the Authority held a stakeholders meeting on 19th July, 2016 to validate and address the teething problems identified.

Key issues that came up includes:

- Increased operational costs to some shippers, as a result of logistical arrangements between storage points and weighing points.
- Delays at the designated weighing and documentation points
- Challenges with mode of transmitting the CWV and associated costs.
- Concerns about the manual input of the CWV into mobile devices.
- Demands for CWV compliance Certificate from shippers at the Port gate.

After a lengthy discussions on the issues, participants built consensus

on a number of the issues, especially as the implementation had just started, and flagged the others for further consultations and discussion.

Present at the meeting were representatives from the Ghana Ports and Harbours Authority, Ghana Standards Authority, Ghana National Chamber of Commerce & Industry, Ghana Chamber of Mines, Association of Ghana Industries and private weighbridge owners such as the Olam, Cocoa Processing, Cocoa Marketing Company, Pioneer Food Cannery Ltd, Cargil Ghana Ltd, Golden Exotics, Sam Valley Farms, amongst others.

The Ghana Shippers' Authority reiterated its call on shipping services providers to ensure that there is sufficient flexibility and options for shippers' regarding the methods used and mode of transmission of the CWV.



GLOBAL SHIPPERS' FORUM ANNUAL MEETING

27th – 30th July 2016 at
Colombo Sri Lanka

Organised by Sri Lanka Shippers' Council in conjunction with the Global Shippers' Forum

RISING SURCHARGES AND TERMINAL HANDLING CHARGES TOP THE AGENDA FOR THE GLOBAL SHIPPERS FORUM AGM

INTRODUCTION.

The impositions of terminal handling charges and surcharges dominated discussion at the 2016 Annual General Meeting of the Global Shippers' forum held in Colombo, Sri Lanka.

Shippers in the worlds' major trading regions, including Europe, North America Asia and Africa bemoaned the impositions of these charges and their impact on their competitiveness.

The meeting noted that these charges remained a key issue for shippers in Africa and Asia much of the developing world.

The GSF is the international non-governmental organization and trade association representing the interests of shippers as users of international freight services on regulatory, operational and trade issues concerned with all aspects of the global supply chain covering all modes of transport.

The Annual General meeting is a time to deliberate and consider issues affecting shippers in their international trade and transport transactions.

The Agenda items discussed during

their annual meeting included, but not limited to

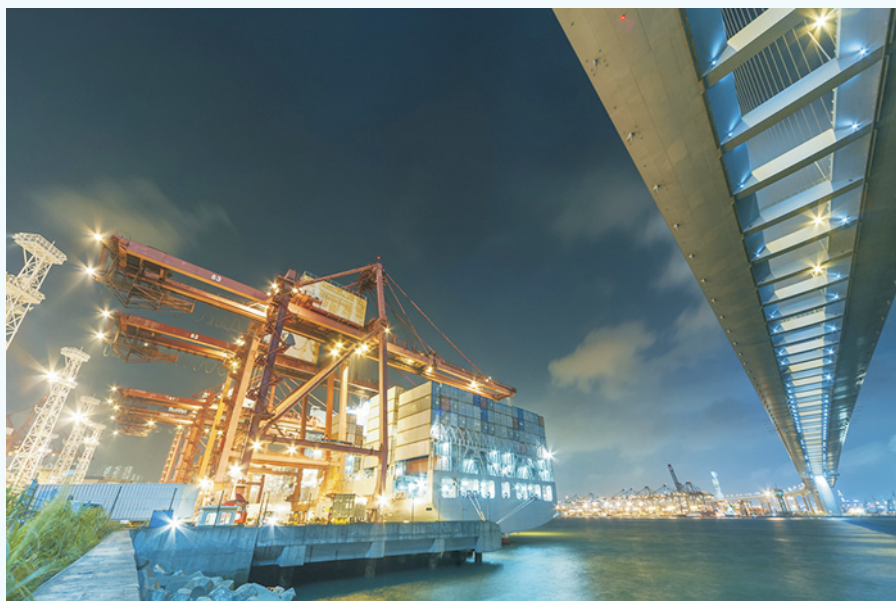
- 1.Surcharges and Terminal Handling Charges
- 2.Customs, Security and Trade Facilitation
- 3.Mega Ships, Alliances and Competition Policy
- 4.IMO Rules On Container Weight Verification and
- 5.Air Cargo Activities and consequences for Shipper

SURCHARGES AND TERMINAL HANDLING CHARGES

The levying and imposition of pre-shipment charges and surcharges remains a key issue for shippers in Africa, Asia and much of the

developing world. The problem is either nonexistent or minimal in Europe, North America and Australasia, which is mainly due to the superior bargaining power of shippers and antitrust laws and regulatory measures which have largely removed the problem.

Experiences from some member countries such as Sri Lanka, United Kingdom, Nigeria, Hong Kong, Ghana the Union of African Shippers Councils, (UASC) indicate that to a large extent this menace remains a challenge to international trade and transport competitiveness.





A section of Delegates of Global Shipper Forum

CUSTOMS, SECURITY AND TRADE FACILITATION

In a joint UNCTAD/WCO session, GSF noted that the levying of surcharges amounted to a non-tariff trade barrier and was damaging to the development of international trade. It is also likely to be a contributory factor to the fact that the international transport costs for countries in Africa and Oceania are, according to UNCTAD, 40-70 per cent more on average than developed countries.

It is important to note that the full benefits of trade facilitation will only be realized when it is fully implemented across all transport modes. It is reckoned that improvement in trade facilitation will reduce trade cost by 14.3%, create jobs and income opportunities, improve export performance, increase competitiveness of firms, lead to poverty reduction and increase economic growth.

INCOTERMS

Incoterms set out the key responsibility of buyers and sellers in international trade. The International Chamber of Commerce (ICC) has been working

on new guidance on transport and the INCOTERMS 2010 rules. It sets out new guidance dealing with the apportionment of costs, tasks and risks relating to the delivery of goods.

Shippers were encouraged to use the right INCOTERM as the use of the appropriate INCOTERMS may provide insights into finding commercial solutions dealing with pre-shipment surcharges and other charges.

CAMPAIGN TO TACKLE THE PROBLEM OF SURCHARGES AND FOB ADD-ONS

In order to tackle the problem of surcharges the meeting was of the view the GSF should continue the campaign for best practice in 2016/2017 and to ensure the following:

1. Withdraw anti-trust immunity for shipping services where such exemptions exist
2. Promote fair and equitable contracts through the GSF/BIMCO container contract
3. Promote use of all-in-rates
4. Challenge service providers directly to justify their add-on-

services and surcharges

5. Promote the use of INCOTERMS and the use of the FCA term in sales contract between buyers and sellers to enhance the joint bargaining power of shippers.

6. Explore opportunities for establishing shipper associations to enter into collective buying agreements for SMEs subject to anti-trust laws.

7. Working with international bodies such as UNCTAD, WTO, OECD and the World Bank to undertake further analysis of the potential barriers to trade resulting from add-on charges and surcharges.

8. OTHER MEASURES

- The use of the media issuing out press releases on the matter
- Also that shippers can request for binding or mandatory arbitration especially with the African group to be put in the contract.
- Set time to let the industry to change their business ethical practice and to be transparent in all their business ethics/model.
- Corporate governance requires that everybody to be in compliance by meeting their obligations-

Shipping lines.

- Use NGOs to name and

container ships, particularly in the so-called mega vessels of 18,000 plus TEUs category of ships."

been on-going attempts at realignment of alliances by the so called 'super league' of larger



shame these lines which are engaged in excesses.

THE EMERGING MARITIME MARKET

MEGA SHIPS, ALLIANCES AND COMPETITION POLICY- CONSEQUENCES FOR SHIPPERS

At the Annual General meeting the issue and concerns of shippers with mergers, acquisition and alliances of mega ships was high on the agenda and was discussed very thoroughly as to how best these alliances and mergers do not affect the competition and thereby services to the shipper.

The meeting noted that the first half of 2016, has seen a slow down in international trade following from the financial crisis in 2008, which has continued even up to 2015 with shipping analyst predicting that this economic situation will continue.

This financial and trading position has been affected by two key factors: the slowdown in the Chinese economy resulting from a slow recovery in the Organisation for Economic Co-operation and Development (OECD) economies, and unparalleled investment in

This situation has put severe pressure on the mega ship business model for it has not being able to meet promises of service enhancements. These Ultra large vessels are dependent on near full utilization factors to achieve cost reduction and the necessary economies of scale which is so crucial to their business model's success.

What has happened in the industry is that mega ships have forged new and ever larger alliances to shore up the business model. There have

carriers. This has, in part, been due to a number of recent mergers and acquisitions and demands from regulators and competition authorities to make adjustments on competition grounds. Example of such acquisitions is the CMA-CGM acquisition of NOL/APL, the European Commission competition authorities sought key changes to CMA-CGM's alliance and vessel sharing arrangement as a result of possible competition restrictions arising from NOL/APL's former alliance and vessels sharing agreements.



The GSF's response to alliances and vessel sharing agreements is premised on the fact that it does support the traditional Vessel Sharing Agreements (VSA) on the basis that they can potentially provide opportunity to achieving cost saving and for shippers to be able to share in the benefits of a wider range of services.

But concerns of shippers are where the VSAs become more integrated and include information exchanges on costs and future investment and longer-term business strategies in the market. GSF's support is conditional on genuine head-to-head competition on price and service both within alliances/VSA and the markets in which the VSAs operate. The combination of fewer and larger alliances in a considerably more consolidated market therefore raises the competition bar.

The GSF's concern to the acquisition market was the trend towards concentration in the global container market which did not result in the elimination of effective competition for shippers.

In view of this GSF has established alliance monitoring criteria which it is urging regulators and competition authorities to take into account. These are

- Capacity changes by key trade lanes (additions and withdrawals)
- Price changes in line with capacity adjustment measured against key trade rate indexes
- Transit times
- Frequency and withdrawals of services on key trade lanes and ports
- Bunker prices per TEU
- Ancillary charges per TEU

GSF has also identified six

requirements to help achieve greater alignment of shipper/carrier interests namely that Carriers should

- Be more open regarding their proposed business models and costs in order to facilitate more equitable commercial agreements
- Enhance transparency in the flow of information, so that shippers can respond to short-term changes
- Develop collaborative partnership relationship with shippers
- Develop a core in-depth knowledge of the supply chain to enhance greater understanding on how carrier decisions impact the supply chain and end customers
- Align their interests with those of their customers and other stakeholders in the supply chain
- Develop real customer focus

mass of a packed container which came into effect on 1st July, 2016. The amendment to the Safety of Life at Sea (SOLAS) Regulation on Cargo Information, which was adopted at the 94th IMO Maritime Safety Committee in November 2014 introduced two main requirements namely:

1. The shipper is responsible for providing the verified weight by stating it in the shipping document and submitting it to the master or his representative and to the terminal representative sufficiently in advance to be used in the preparation of the ship stowage plan
2. The verified gross mass is a condition for loading a packed container onto a ship.

The GSF has collaborated with the IMO, the World Shipping Council and others on this new mandatory



THE IMO RULES ON CONTAINER WEIGHT VERIFICATION

The meeting also reviewed the implementation of the recent IMO new requirements on the mandatory verification of the gross

requirement in the interest of shippers.

The meeting also noted the fact that the IMO has indicated that “while there should be no delay in the implementation of the SOLAS

requirement, it would be beneficial if administrations and port state control authorities could take a practical and pragmatic approach for a period of three months after 1 July, 2016.

This is to ensure that:

Containers that are loaded before 1 July, 2016, but transshipped on or after 1 July, 2016 reach their final port of discharge without a verified gross mass

It would provide flexibility, for three months immediately after the implementation date to all the stakeholders in containerized transport to refine, if necessary, procedures (updated software) for documenting, communicating and sharing electronic verified gross mass data.

Global implementation since 1st July, 2016, has gone on smoothly without much problem. The issue however, since the implementation, is the charge that in some parts of Africa and Asia shipping lines and freight forwarders are charging for the transmission of the information on the VGM.

It was concluded therefore, that the GSF should impress on all member states that there should be no charge and also to inform the IMO to call on all member states that there should be no fees, or charges for the VGM except where services have been rendered.

AIR CARGO ACTIVITIES: PLACING THE SHIPPER AT THE CENTRE OF AIR CARGO

The GSF has always placed the shipper at the centre of air cargo activities. In this regard since 2011 it has worked constructively with air cargo industry partners to enhance

the performance of the air cargo supply chain.

It notes that traditionally the air cargo industry has been more supply driven than demand oriented. This means that it has lacked the customer-shipper focus in developing its services and pricing models. GSF and its partners have helped redress the balance. Now the International Air Cargo Association (TIACA) has now created a Shipper's Advisory Committee to help steer its policy work and shippers will take center stage.

GSF is working closely with ICAO as a key partner in developing ICAO's air cargo initiatives. This partnership will help the GSF to ensure that shippers' interest are placed firmly at the centre of the world's main air transport regulatory organization dealing with air cargo matters.

What are Shippers main priorities?

Shippers main concerns are about a range of issues, dealing with how the development of a climate change Market Based Measure (MBM) will impact the global supply chain, cumbersome and misaligned cargo security regimes, advance cargo information, e-freight and cargo bans, such as the recent ban on lithium batteries.

Shippers are looking for a step change in the performance of the air cargo industry. There is the need for the end-to-end air cargo supply chain needs to be speeded up. Shippers are of the view that with the advancement in information technology, air cargo activities should be faster than it is today. Their concern is that the overall average air cargo supply chain is in the region of 12 days, according to regular high volume shippers dependent on air cargo. These

leading shippers are calling for these 12 days to be cut down to 6 days, and that greater focus must be given to quality. Air cargo they say is a premium service compared to other modes of transport and its quality should reflect that.

In this regard and to fulfill the value proposition GSF is giving its support to a new "Backbone" initiative which is aimed at creating a new universal industry digital platform to provide seamless connectivity between all the participants in the air cargo supply chain.

GSF is working together with the Global Air Cargo Advisory Group (GACAG) in supporting an industry campaign to

- Encourage industry to adopt e-freight procedures in all areas where it is possible
- Published standards that are already available for air cargo documents
- Call on governments and regulators worldwide to support the adoption of e-customs to facilitate e-freight
- Support new initiative for collaboration with organizations such as the World Bank, World Trade Organization and the UN Committee for Trade and Development (UNCTAD) to support free trade agreements, particularly in developing countries
- Implement an industry action plan for advance cargo information, particularly in aligning and use of existing standards with World Customs Organization.



CHAIRMAN OF UASC MEETS WITH SECRETARY GENERAL OF GSF

Dr Kofi Mbiah, Chief Executive of the Ghana Shippers' Authority and Chairman of the Union of African Shippers Councils (UASC), met with Mr. Chris Welsh, Secretary General of the Global Shippers Forum (GSF) on the sidelines of the Annual General Meeting of the Global Shippers Forum.

The Global Shippers Forum is the organization representing shippers in all the world's major trading regions, including Europe, Asia, North America and Africa. This year's Annual General Meeting took place in Colombo, Sri Lanka from the 25th - 30th of July 2016. The meeting was hosted by the Sri Lanka Shippers' Council, which also celebrated the 50th anniversary of its establishment.

The meeting discussed a number of current issues of global trade affecting shippers. In particular, the meeting discussed the imposition of surcharges by Shipping Lines and raised concerns about the impact it was having on the increasing costs of shippers. The meeting noted that these surcharges had the effect of a non tariff trade barrier thus weakening the competitiveness of shippers. Notable among these were Terminal Handling Charges imposed on various trades. The meeting resolved to catalogue the instances of these impositions and refer the matter to the EU Commission competition directorate for necessary action.

The Meeting also discussed the effect of Mega Alliances within the framework of anti-trust and competition rules and noted the presence of competition authorities in Australia and other countries. Among the concerns expressed were the inability of the lines to live up to expectation with respect to the promises of improved service and lower costs as a result of these alliances. On the contrary

these mega alliances and mergers had the effect of stifling competition.

Another major issue discussed was the implementation of the SOLAS amendment dealing with container weight verification. The meeting noted that while it had taken off smoothly in most parts of the world, the issue of unwarranted charges by some freight forwarders and other commercial parties was disturbing and worrying.

Members called on the GSF to issue a statement to the trade that charges were unwarranted and where necessitated by special circumstances, they must be only for cost recovery. It also decided to send a statement of concern to the IMO in that regard.

Other subjects discussed included the emission of greenhouse gases and sulphur emissions from ships and the levies imposed on shippers by shipping lines as a result of new regulations on the reduction of greenhouse gases and sulphur emissions.

The meeting also dealt with air cargo transportation and the need to reduce lead times required by shippers but with least costs.





EASTERN REGIONAL SHIPPER COMMITTEE VISITS BLUE SKIES

Members of the Eastern Regional Shipper Committee (ERSC) of the Ghana Shippers' Authority (GSA) paid an educational visit to Blue Skies Ltd on Wednesday, August 10, 2016 as part of its Programme of Activities for the year 2016. The members of the Committee comprise producers and exporters of horticultural products, textiles and handicraft, importers as well as relevant government agencies. The visit to Blue Skies Limited was to afford members insight into the shipping and logistics operations of a fruit processing company.

Briefing members on the operations of the company, Mr Alistair Djimatey, the Public Relations Manager, stated that Blueskies was established 19 years in Ghana with a unique business structure known as the Joint Effort Enterprise which integrates diversified efforts for optimum growth. He revealed that the company currently operates

8 factories in the following countries; Brazil, South Africa, Egypt and the United Kingdom with a pack house in Senegal.

He also noted that Blueskies as a free zones company, deals in mainly Tropical fruits (mangoes, pineapples & papaya) and currently supplies these fruits to about 15 premium supermarkets in Europe according to their specifications, with just 4% of their produce on the Ghanaian market.

Mr Djimatey said the company currently produced about 180 different products and exported about 50,000 tons of cut fruits to Europe each year. He added that the company is currently working with about 150 farms with 51 foundation projects in Ghana, and emphasized that it was currently the highest private sector employer in Ghana with 3,788 employees.

He noted that Blueskies operates with a model built on a family structure and distinctive culture in





order to remain profitable in the market. He called for the prioritization of the Agricultural Sector, to fuel Ghana's economy and improve the general livelihood of the people.

The PR Manager also revealed that Blueskies had remained resilient despite the unfriendly export environment which is characterized by low production of raw materials, erratic power supply and poor roads to transport products.

He called for the strengthening of standards of production and introduction of policies that would enable the sustainable growth of Ghana's agricultural sector.

Blueskies, as part of their corporate social responsibility had built about 20 schools in the rural communities and 55 projects such as mechanised boreholes, health facilities and basic amenities to the rural areas. He enumerated some activities the

company had undertaken to enhance the welfare of their farmers, whom the company considered as partners.

To develop and encourage the interest of the youth in agriculture, the company introduced the Future Farmers Programme in 2nd cycle institutions across the country to reward the best school farm each year. About 32 schools have

benefitted so far and more where being considered for this year. The

