

# SHIPPING REVIEW

GHANA'S AUTHORITATIVE QUARTERLY MARITIME JOURNAL

VOLUME 18 NO. 3

SPECIAL EDITION

## THE SIGNIFICANCE OF THE UASC AFRICAN SHIPPERS DAY CELEBRATION



### ALSO IN THIS ISSUE

- WTO Trade Facilitation Deal Needs Its Own Facilitation
- Brief Overview of Activities of the Ghana Shippers' Authority
- Maritime Trade Review (January-June 2017)
- Global Sourcing and Reducing Supply Chain Cost

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# SHIPPING REVIEW

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Volume 18 No. 3, UASC 8th African Shippers Day Edition

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**Tel:** +233 (0) 302 - 666915-7/ 668769  
**E-mail:** info@shippers.org.gh  
**Website:** www.shippers.org.gh

**Editor -in- Chief**  
Ms. Benonita Bismarck

**General Editor**  
Frederick Atogiyire

**Advertising Executive**  
Joseph Atta Frimpong

**Designed & Printed by:**  
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# THE SIGNIFICANCE OF THE UASC AFRICAN SHIPPERS DAY CELEBRATION

By Azoh-Mbi Edward Chi-malang, UASC

## INTRODUCTION

All over the world, days are set aside to celebrate and reflect on a number of events, sectors, and regional and international organisations for their contribution to humanity and the sectors or domains within which they operate.

In the maritime world, the international maritime day, a day set aside by the International Maritime Organisation (IMO), is celebrated to bring together players in the international maritime industry to reflect on very important subject matters affecting the shipping sector while at the same time taking stock of successes made over the years.

It is line with the above that the Union of African Shippers Councils (UASC) has over the years been holding the African Shippers Day.

## THE AFRICAN SHIPPERS DAY

The African Shippers' Day (ASD), a biennial event held under the auspices of the Union of African Shippers' Councils (UASC), has for some years now marked the life of West and Central African Shippers. Down at the base, the custom is sustained with the celebration of a National Shippers' Day (NSD) by

individual member Shippers' Councils.

The ASD, acknowledged and observed on a chosen day in the month of November, was adopted at a UASC extraordinary General Assembly held in July 1998 in Accra (Ghana) principally aimed at adopting a Master Plan of reforms for West and Central African (WCA) Shippers' Councils.

As planned, the first ASD was celebrated in April, 1999 in Accra (Ghana) as a way of intensifying and enriching the Union's

N°	Venue	Date	Theme	Host-Council
1 <sup>st</sup> ASD	Accra	1999	« Maritime transport facing the challenges of the third millennium »	Ghana Shippers' Authority (GSA)
2 <sup>nd</sup> ASD	Dakar	2002	« Maritime transport and new technologies »	Senegal Shippers' Council (COSEC)
3 <sup>rd</sup> ASD	Lagos	2004	« Maritime transport and sustainable development »	Nigerian Shippers' Council (NSC)
4 <sup>th</sup> ASD	Kinshasa	2008	« Shippers' Councils and the stakes of globalisation »	DRC's shippers' organisation (OGEFREM)
5 <sup>th</sup> ASD	Luanda	2010	Freight Rates and Surcharges: what impact on the economies of African countries? »	Angola National Shippers' Council (CNC)
6 <sup>th</sup> ASD	Libreville	2012	« Repositioning Shippers' Councils to face the challenges of the 21 <sup>st</sup> century »	Gabon Shippers' Council (CGC)
7 <sup>th</sup> ASD	Brazzaville	2014	National Shipper' Councils: main actors of trade facilitation	Congo Shippers' Council (CCC)





activities and providing a forum for the exchange of views and trade experiences among shippers from the sub-region.

The table above provides details of all the ASDs that have been held so far:

### Objectives of the ASD

The ASD is mainly a forum for the exchange of ideas and experiences among shippers and shippers' organisations in the sub-region. It is one of the tools for moving the Union ahead in achieving its objectives and continuously improving its ability to provide value-added services to shippers. It raises the maritime sector's profile, thus underscoring the importance of maritime trade and transport logistics chain which is the most complex and far-reaching value chain in the world.

The importance of shipping was confidently pointed out as a reminder to the world at large by the UN Secretary-General in 2016 in observance of the World Maritime Day:

*"No country is entirely self-*

*sufficient, and every country relies on maritime trade to sell what it has and buy what it needs. Much of what we use and consume in our everyday lives either has been or will be transported by sea, in the form of raw materials, components or finished articles. Maritime transport is the backbone of global trade and the global economy.*

Besides highlighting the global importance of maritime transport in both country and regional economic development, the ASD is equally used to raise awareness of the role relevance of Shippers' Councils and UASC as the sub-regional maritime policy body for both coastal and international shipping.

Another reason is to spotlight the problems and aspirations of West and Central African (WCA) exporters and importers while fostering synergy in solution seeking. Close interaction between the demand and supply sides of shipping ensuing from such a networking forum promotes sub-regional co-operation as it gives UASC advocacy significance across

and beyond the industry.

Merchant shipping being an indispensable activity to the economic development of UASC member countries, this celebration also marks the recognition of the contribution of ocean and coastal shipping in changing African lives. At the global

level, UN Secretary-General captured the contribution of shipping to human development as follows:

*The shipping industry has played an important part in the dramatic improvements in global living standards that have taken millions of people out of acute poverty in recent years. It will be just as critical for the achievement of the 2030 Agenda for Sustainable Development, the plan agreed by all global leaders last year for people, peace, planet prosperity and partnership.*

Consequently, the West and Central African sub-region has to seek to promote sea trade in a safer and more ambitious, organised and competitive manner while also bringing shipping and port services closer to shippers. This would be one major contribution towards African poverty alleviation and spreading of benefits.

Nevertheless, considering that "the vast majority of people are unaware of the key role played by the shipping industry, which is largely hidden from view" it "is a story that needs to be told"

(Ban Ki-moon, 2016). The African Shippers' Day thus helps tell the story in the West and Central African sub-region, thereby highlighting the "critical link between shipping and the everyday lives of people..."

Pursuant to one of the underlying *raison d'être*s of regional integration, the ASD is a high profile industry event that contributes to fostering unity of purpose and solidarity in action by UASC member councils.

### THE 8TH ASD

As a norm, each African Shippers' Day carries a theme and the choice is based on the requisite response to imminent challenges and shifting priorities of African and international maritime trade and transport in the wider perspective of economic development. Typically, such themes have a technical and political connotation for the host-country or sub-region.

The 8th African Shippers' Day which is being hosted by the Ghana Shippers' Authority is on the theme: *"Trade facilitation and its impact on the Industrialization agenda of Africa"*.

The theme was selected to reflect contemporary issues in international trade and transport. Firstly, a major milestone for the global trading system was reached on 22nd February, 2017 when the WTO Trade Facilitation Agreement

entered into force. Secondly, Africa has over the years been a major exporter of raw materials to rest of the world and the Trade Agreement is expected to provide an opportunity for the industrialization agenda of Africa. In addition, the Government of Ghana under the able leadership of His Excellency President Nana Addo Dankwa Akufo-Addo has initiated an industrialization policy which is expected to result in the establishment of one factory in each of the country's 216 districts. The theme adequately aligns with this policy.

In view of the above-mentioned theme, the objectives of the 8th ASD are, among others, the following:

- To discuss ways Africa could use the implementation of the WTO Trade Agreement to fast track their industrialization agendas;
- Analyse obstacles in the transport logistics chain in order to propose measures to promote trade facilitation and industrialization in Africa;

- Analyse the international, regional and national, legal and technical instruments that govern trade facilitation and industrialization in the sub-region;
- Emphasise the need for Shippers' Councils to actively position themselves as key advocates of trade facilitation and the industrialization agenda;
- Define the means and tools for the involvement of Shippers' Councils in trade facilitation;
- Raise awareness generally and bring stakeholders in the international transport sector to agree on the need for synergy of action in not only promoting trade but ensuring it impacts positively on the industrialization of Africa.+

### The Event

The 8th ASD will come off on 22nd - 24th November, 2017 at the Magnus-Teye Addico Conference Hall of the Ghana





Shippers House in Accra from 10:00 am each day.

The opening ceremony which comes off on 22nd November, 2017 will witness various addresses delivered by dignitaries including:

- A welcome address by the Chief Executive of the Ghana Shippers' Authority;
- Address by the Secretary General of the UASC;
- Address by Chairman of the 7th African Shippers' Day;
- Goodwill messages by MOWCA, WTO, IMO and the AU;
- Address by the Minister of Foreign Affairs and Regional Integration;
- Address by the Minister of Transport; and Keynote address on the theme "Trade Facilitation and its impact on Africa's Industrialization" by the Vice President of the Republic of Ghana.

Included in the opening ceremony is the official opening of a trade fair which will feature exhibitors from Ghana and various African countries. The opening ceremony is expected to end by midday of 22nd November. The rest of the day and the whole of 23rd November, 2017 will be occupied with presentation and discussion of papers to be presented by experts from the African continent on topics such as;

- Single Windows: An essential tool for trade facilitation;



- National Facilitation Committees, effective mechanism for the implementation of trade facilitation measures: The role of Shippers Councils;
- Facilitation of Transit Trade for the competitiveness of the economies of landlocked countries;
- Role of Ports in Trade Facilitation;
- Role of Customs in international trade facilitation; and
- A presentation on Rotterdam Rules by a panel of experts.

There will be a gala dinner in the evening of 23rd November, 2017 to be hosted by the Honourable of Minister of Transport of Ghana.

There will also be an official visit to the port of Tema in the morning of 24th November, 2017 to enable delegates familiarize with the expansion projects being undertaken there (port). The closing ceremony which will consider and adopt a report, recommendations and motions

will come off in the afternoon. Various delegations participating in the 8th ASD will depart to their destinations on 25th November, 2017.

## CONCLUSION

The tradition of observing the African Shippers' Day adopted in a UASC extraordinary General Assembly in 1998 and implemented for the first time in 1999 in Accra (Ghana) and is now in its 8th edition has evolved into a laudable initiative not only for African shippers and their institutions but also for the maritime community as a whole. The platform and its rich package of activities intended for the exchange of experience among shippers in the area of trade and transport has increasingly attracted more stakeholders and sector participants from far and wide, making the maritime industry a glaring sector. It is therefore necessary to popularize the practice in all member countries by instituting systematic observance of the National Shippers' Day at base every year as preparation for the biennial event of the African Shippers' Day.

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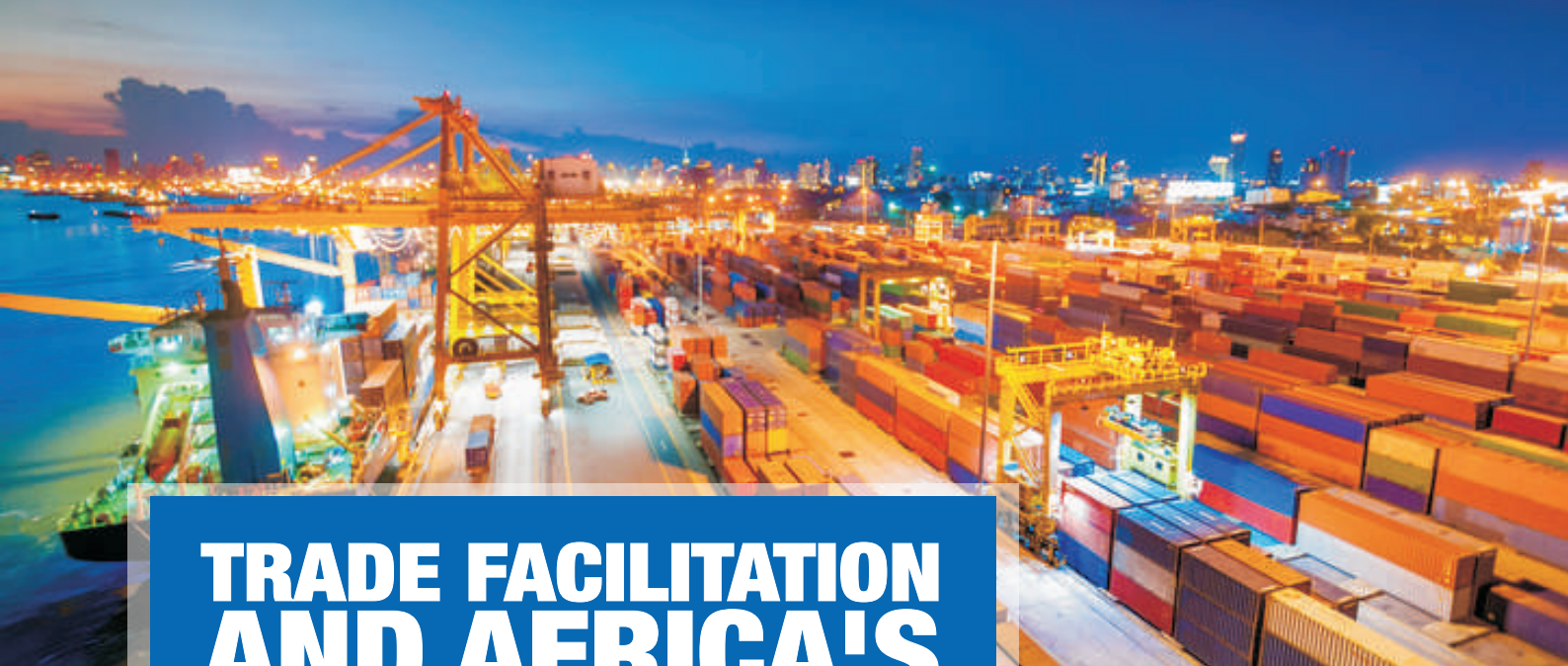
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- Fortune Viet Jasmine: ~50 KG
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# TRADE FACILITATION AND AFRICA'S INDUSTRIALIZATION AGENDA

By Abdul Haki Bashiru- Dine, Ghana Shippers' Authority

countries (UNIDO, 2009). In recent years the production of manufactured goods has been broken down into tasks by plants located in many countries, most of these increasingly in developing countries.

## INTRODUCTION

The theme for the celebration of the 8th African Shippers Day celebration by the Union of African Shippers Councils (UASC) is: "Trade facilitation and its impact on the Industrialization agenda of Africa".

The theme for the celebration is critical and needs major attention by African policy makers if Africa is to develop and bring about economic prosperity to its people.

Trade facilitation is a concept directed towards reducing the complexity and cost of the trade transaction process and ensuring that all these activities take place in an efficient, transparent and predictable manner. Trade facilitation comprises the

whole trade chain from exporter to importer, including transportation and payment, with emphasis on the border-crossing and the agencies involved there.

According to the United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT), "trade facilitation" is defined as the simplification, standardization and harmonization of procedures and associated information flows required to move goods from seller to buyer and to make payment.

Trade facilitation is key to promoting trade for the industrialization of Africa. Industrialization has driven the economic development of developed and emerging

Contrary to past trends, when industrialization required a comprehensive pool of production characteristics, a particular location simply needs to specialize in a small set of task that can be competitively undertaken along specific supply chains.

This trend offers hope for Africa's reindustrialization, particularly country focus on level of industrial agglomeration that would enable its firms reach a threshold above which it can lower the cost of production for manufactured exports and fully exploit its comparative advantage. In Africa, countries are too small for this to materialize unless viewed in regional context that could nature such agglomeration such as to facilitate a smooth integration in the world trading system.



Against this backdrop, promoting a sound trade facilitation environment is crucial to guarantee essential transport and logistics infrastructure allowing firms to exploit economies of scale related to regional integration and connect efficiently to other segments of industrial value chains.

### **Fact sheet of Africa Economy**

According to African Development Bank (AfDB) 2015 annual report, Africa today regarded as the next frontier for investments. The continent stands as one of the fastest growing regions of the world. Six of the ten fastest growing economies are in Africa. In a seeming season of sustained global economic crisis, African economies have remained resilient.

Indeed, since the start of the new millennium, Africa's real GDP has grown at 4.5 percent per year, while real income per capita has increased by 2.1 percent per year. African growth has outperformed both Latin America and

developed economies over the last 5 years, successfully weathering the global financial crisis of 2008/9.

In 2011, total African real GDP was US\$0.95 trillion (2000 prices). The latest forecast from the World Bank for Africa's GDP growth over the period 2013–2015 is 5 percent, outperforming many developed countries.

In addition, there have been steady improvements in economic policy and the business environment generally, leading to a more favorable investment climate. Inflation is generally lower and exchange rates more fundamentally aligned than 20 years ago. Risk to capital has reduced, and personal security has generally improved in a large number of countries.

With improvement in the policy and business environments, the risk to capital has fallen and foreign direct investment (FDI) has grown. Between 2001 and 2011, net inflows of FDI averaged 3 percent of GDP each year for Africa,

compared to around 1.2 percent of GDP in the previous decade. For Africa, FDI plus remittances represented 5.6 percent of GDP on average between 2000 and 2010, compared with Official Development Assistance and official aid, which amounted to 3.3 percent of GDP.

Africa's political landscape has witnessed major changes over the last two decades. There are now more representative governments, more democratic elections, and more peaceful transitions of power – all of which have contributed to rising democratization scores.

### **SIGNIFICANCE OF TRADE FACILITATION ON AFRICA INDUSTRIALIZATION**

Africa's experience with industrialization has been disappointing. Globally, the share of manufacturing in total output rises with per capita income until countries reach upper-middle-income status, then declines as services become more prevalent at higher incomes (Newman et al., 2016). This has not been the case in Africa.

In 2014, Africa's average share of manufacturing value added in gross domestic product (GDP) was 9.8%, 3 percentage points less than the 12.8% of 1990 (see Figure). The share of manufacturing exports in Africa's total exports similarly declined from 25.6% in 1995 to only 18.9% in 2014.



By moving labour and other resources from lower to higher productivity activities and raising within-sector productivity growth, industrialization contributes to economic transformation (as defined by McMillan et al., 2017). Moving forward, transformation of African economies through industrialization will be key to achieving economy-wide productivity improvements, job creation and sustained progress in growth and poverty reduction.

### **USING TRADE AS A TOOL TO DRIVE AFRICA'S INDUSTRIALIZATION**

Renewed thinking is needed on how to achieve Africa's industrialization objectives. Trade has a key role to play. Intra-regional trade has particular potential to facilitate increased economies of scale, diversification and value addition. In 2014, manufactured goods accounted for 41.9% of intra-African exports, compared with only 14.8% of Africa's exports to outside the continent.

Intra-African trade is, however, underexploited, owing to high trade costs in the region. As a share of total African trade, it was 15.3% in 2015. As a comparison, trade among developing economies in Eastern Asia as a share of total Eastern Asian trade was 32.1%.

Although the idea of actively using trade and trade policy

to support industrialization is not new, it has recently experienced a resurgence. Trade has greater prominence in the United Nations' Sustainable Development Goals than it did in the Millennium Development Goals, with trade-related targets included as means of implementation.

The African Union's vision contained in Agenda 2063 calls for developing productive capacities, boosting intra-African trade, establishing a Continental Free Trade Area (CFTA) and improving regional infrastructure, among other trade-related priorities. African countries recognized the role the CFTA can play in achieving its industrialization and have designated industrialization as the central pillar of the CFTA project.

The African Union's Regional Economic Communities (RECs) also recognized that industrialization needs to take centre stage in regional integration and

development agendas. The remainder of this brief provides a set of policy suggestions on what needs to be done for African economies to industrialize smartly through trade, based on recent research by the United Nations Economic Commission for Africa (ECA) and ODI.

### **AFRICA'S MARITIME SECTOR AND THE ECONOMY**

Maritime transport is the backbone of international trade and the global economy. Around 80 per cent of global trade by volume and over 70 per cent of global trade by value are carried by sea and are handled by ports worldwide. These shares are even higher in the case of most developing countries.

The contribution of the maritime industry to the economy of Africa is huge. Over 80% of the Africa's trade is accounted for by the maritime industry. Africa's share as a GDP of globally trade still remains very weak at about 2.3% according to the UNCTAD.



The export of raw materials from Africa to the Far East and other continents is mainly through shipping. Over 90% of Africa's import trade is by shipping and this has a huge impact on the value chain operations in Africa. Most governments in Africa rely on the trade taxes such as levies, customs and other fiscal duties on imports as a source of revenue for economic development.

More importantly, the maritime industry particularly shipping has the potential in playing a significant role in Africa's future development.

The Maritime Industry in Ghana is by far, the most critical sector and is key to the development of the nation's economy. The Industry accounts for over 80%, as a share of customs collection of the nation's revenue base through taxes and levies on imported and exported products.

Ghana imports over 70% of its basic needs, from pharmaceuticals, food products, chemicals, building materials to petroleum products etc. and provides a major source of revenue base from import levies and taxes. However for Africa to realize this potential it must address a number of challenges within its maritime sector with the aim of ensuring efficient logistics and supply chain operations.



### 3.0 Challenges of Africa Maritime Sector

Poverty reduction mainly depends on economic growth, of which trade is a linchpin. For the past decades, trade growth has been lackluster in Africa. Compared to the world average growth rate, Africa underperformed. Excluding oil, exports from most African countries have declined in the last decade mainly because of downward trends for many commodities and supply constraint.

Presently, African ports remain largely outside several global trends. These trends, however, can have positive impact on the economies of Africa. At the time when main ports in Asia are served with 8,000 TEU vessels, West and Central Africa is the sub-region, where most ports do not receive ships in excess of 2,500 TEU.

However, due to current traffic and port efficiency, shipping lines strategies

seem legitimate. Africa accounts for less than one percent of world container traffic. An extra 2,200 TEU vessel service from Europe to a small country in the WCA sub-region would have a 27 percent market share whereas a 5,500 TEU vessel from the Far East to Europe would potentially generate a 3.6 percent market share taking into account market size.

The introduction of very large container vessels has contributed to a widening gap between few large efficient ports, which benefit from economies of scale of these vessels, and most ports in developing countries, which will increasingly have to rely on feeder services.

Africa's ports have faced rapid traffic growth in the last five years (more than 12 percent according Drewry). It is right time to tackle major port reforms since traffic forecasts are expected to grow at a slower pace until 2010 (Drewry, 2005).



Improvement of port management is a prerequisite for further development of the maritime sector in Africa (WCA). For shipping lines, port turnaround time in ports has become an increasingly important factor to decide to call in any port of the world. It is estimated that one extra day at a port cost more than US\$ 35,000 to a shipping line for a 2,200 TEU vessel.

Without improved port efficiency and increased exports, many ports of the world will become increasingly marginalized, served by feeders. Shippers will have to bear higher

accessibility in Africa are clearly reflected in the import costs. On average, sub-Saharan African countries have import costs per TEU 47% higher than the global average (US\$2567 versus US\$1,742 per TEU in 2012). Substantial regional variations are observed which in part can be explained by geographical factors impacting hinterland accessibility, but also by policy, trade facilitation and supply chain management issues. These figures are reflective of several challenges:

Improved port efficiency and regional integration,

which when addressed could have positive impact on African economies are;

- Poor Export Capacity
- Port trade cost structure
- Inadequate port infrastructure to support growth of the maritime shipping sector
- Inefficiency in port operations
- Lack of improved port management capabilities.
- Poor implementation maritime legal and policy framework
- Regional Integration

### **What is needed to overcome challenges and allow for growth in the economy?**

Global developments challenges not only affect the countries in West and Central Africa, but also offer an opportunity to implement overdue reforms in maritime transport and port sectors in Africa, which are expected to result in lowering transport costs, and ultimately facilitate trade expansion.



maritime transport tariffs. Without improved port efficiency, several coastal countries in West and Central Africa could become "de facto" landlocked, having to bear approximately the same cost as a landlocked country. The diagram below gives a description of the effect of high maritime tariffs.

Issues of hinterland

enabling a better link between a port and its hinterland, are the only solutions for small ports to ensure increased traffic, which will result in decreasing maritime transport tariffs. Otherwise, these ports will become increasingly marginalized.

To summarize the challenges of Africa's maritime sector

African economies should strive to benefit from high proportion of empty containers exported from the region to diversify their exports base. Notable strides have been made in Ghana, Benin, Angola, Congo, and Gabon and in some other West and Central African countries, but much remains to be done in the region.

Governments, through



cooperation between port authorities, shipping lines and donors, should benchmark port efficiency in Africa, so that individual ports and terminals could compare their performance against their neighbors as well as globally.

### WAY FORWARD

The way forward is a need for reforms in maritime sector of Africa. In particular the attainment of competitiveness along the entire logistics and supply value chain.

The main objectives of upcoming reforms in the maritime transport industry and port sector in African countries should be aimed at the following;

Labor and institutional reform- carrying out cost benefit analysis of current port management and efficiency in countries facing very high port charges and high maritime transport rates.

Fostering private sector participation both to provide investment for new installations and equipment, and to transfer technical know-how and more efficient terminal management.

### CONCLUSION

The Bali round of negotiations under the WTO delivered the Trade Facilitation Agreement (TFA) and this is a direct answer to some of the problems of fragmentation. Costly and cumbersome border procedures, inadequate infrastructure and administrative burdens often raise trade-related transaction costs within Africa to unsustainable levels, creating a further barrier to intra-African trade.

This Agreement will help to address some of these bottlenecks. It will support regional integration, and therefore complement the African Union's efforts to create a continental free trade area. And it will begin to remove some of the barriers which prevent full

integration into global value chains. As such it will create an added impetus for industrialization and inclusive sustainable development.

And it is worth noting here that the Trade Facilitation Agreement broke new ground for developing least-developed countries if successfully implemented.

Another vital issue here is the importance of agricultural development in industrialization, and the role of industrial collaboration through regional cooperation. The contribution of the agriculture sector is of utmost importance for the establishment of a sound industrial base. It can provide a surplus to invest in industrial capacity building, and supply agricultural raw materials as inputs to the production process, especially for today's highly specialized food processing industry.

Moreover, it can also significantly contribute to industrialization by providing an ample supply of food products. This is because food constitutes a large share of what wage earners in African countries spend their money on. Its availability at low prices contributes to increase the purchasing power of wages, and therefore raise the competitiveness of a country in international markets.



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# WTO Trade Facilitation Deal Needs Its Own Facilitation

By Peter Ungphakorn, Freelance Journalist and Blogger

*"A huge effort is still needed for Trade Facilitation Agreement to achieve its potential. For a start, the rest of the membership must ratify it"*

The real work is just beginning,' said World Trade Organization (WTO) Director-General Roberto Azevêdo on 22 February 2017. He was warning against complacency as the Trade Facilitation Agreement (TFA) entered into force after 20 years of hard slog.

Make no mistake: the TFA is a major achievement. By streamlining customs and other border procedures, and with assistance for developing countries built in, it promises a huge boost to world trade. The biggest gains should go to the countries needing the most reform.

Behind the celebrations and the dramatic numbers lie some hard truths.

Those foreseeing the gains the TFA makes possible make one crucial assumption: that the agreement is fully implemented. That result is a long, long way away and much more needs to be done if we are to get anywhere near it.

## KEEP RATIFYING

First, 'entry into force'. The celebrations were about the ratifications reaching the two-thirds of the membership needed for the agreement to enter into force.



Drowned out by the cheering was the fact that the agreement has only entered into force in the ratifying countries.

The remaining members also have to ratify the TFA if it is to apply to them and for them to receive any aid under the agreement.

Four months after those celebrations only seven more members have ratified, less than half the 16 that ratified in the four months up to 22 February. In other words, 44 countries still have not ratified the TFA. The agreement still does not apply to over one-quarter of WTO members. Among them are Argentina, Egypt, Indonesia, South Africa, and several are least-developed countries (LDCs).

Experts are confident that ratifications will continue to flow in because the agreement is in a given nation's own interests. Unfortunately, the publicity campaign has gone quiet and the pressure has eased off. Outside the limelight, some countries may no longer consider this a priority.

That said, those that have not ratified will still be able to trade more easily with other countries because each applies the



provisions to all comers. Still, larger countries that have not ratified might not implement the agreement and may cause problems for their trading partners.

#### **NOTIFY AND IMPLEMENT**

The agreement includes provisions on governments providing information and allowing consultation on laws and regulations; how rulings and appeals are handled; impartiality and non-discrimination; fees; release and clearance of goods; cooperation between border agencies and between customs authorities; freedom of transit; and various formalities.

Developed countries simply have to implement everything. Most have already done a lot unilaterally.



But for developing countries, ratifying the agreement says nothing about what each country is going to do. They can choose how they want to handle its provisions under three categories:

- **Category A** – Measures they will implement immediately (or one year later for LDCs). Some, such as Egypt and Indonesia, have already



notified under this category even though they have not yet ratified the agreement, suggesting their ratification process ought to be under way

- **Category B** – Measures to be phased in over a notified period.
- **Category C** – Measures that will be phased in so long as assistance is provided.

They have to tell other members – and the world at large – what they have chosen to do and under which category. The information is shared through notifications to the WTO.



So far the stream of notifications has been promisingly steady, if slow. By late June the WTO had still received less than half of the notifications expected for the full range of options. The figures ([www.tfadatabase.org](http://www.tfadatabase.org)) are broad and hide crucial detail. Even if a country has handed in notifications in all three categories the content might not cover all the provisions, so further notifications will be needed.

Often overlooked is how notification also plays an important role domestically. It means the country's government is getting its act together and is prepared to tackle any vested interests that might oppose reform. The agreement also encourages cooperation between various agencies.

## CUSTOMS PROCEDURES

It is an open secret that customs procedures in a number of countries are prone to corruption and inefficiency. Change can also threaten officials' sense of security.

Ultimately, the country streamlining its procedures best gains the most. Its imports and exports enter and leave the country more quickly and at lower cost.

## TECHNICAL ASSISTANCE

The TFA does not commit donors to give assistance. On this, it is a statement of intent. Donors said they could not legally bind their budgets.

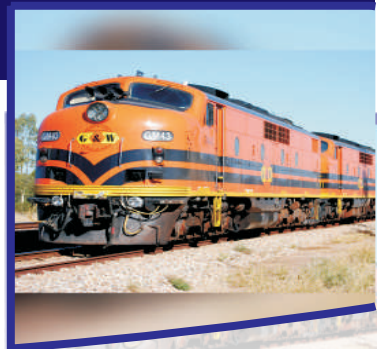
While implementing this side of the deal has only just begun, in general aid for trade facilitation has been around for some time. For example, the European Union (EU) says its latest data shows over €700 million (US\$795.2m) provided in the period 2008-12. That is before the WTO deal was struck.

The TFA Facility website's list of donors includes 17 developed countries (including the EU and some of its members), eight international organizations, 12 regional organizations, five transport organizations and four others, with links to their programmes.

All of this means it will take time and effort for the agreement to achieve its potential. In some countries, probably a long time – longer than the economists' simulations assumed. As Azevêdo said, it's only just begun.

*(This article was published 10 July, 2017 by the International Trade Forum, the Quarterly Magazine of the International Trade Centre)*





# BRIEF OVERVIEW OF ACTIVITIES OF THE GHANA SHIPPERS' AUTHORITY

## BACKGROUND

The Ghana Shippers' Authority (GSA) is a state agency operating under the aegis of the Ministry of Transport. It was established in 1974 by NRCD254 and has over the years collaborated with private and public organizations in the maritime industry to pursue its primary objective of protecting and promoting the interest of shippers Ghana in relation to port, ship and inland transport problems in order to ensure safe, reliable and cost effective cargo handling.

## Our Mission

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

## Our Vision

To be a world class service organization 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 Values

- **Integrity** - we approach our mandate with honesty based on strong moral principles
- **Excellence** - we do what we say we do and strive for quality in every endeavor
- **Teamwork** - we value the strength of each staff and utilize their capacities in the corporate interest
- **Personal Development** - we value learning, feedback, coaching and mentoring
- **Resilience** - we have a unique ability to adapt to changes in the industry.

## OUR SERVICES

- Maritime seminars and workshops for import and export shippers to update them on developments in the dynamic international shipping environment;
- Establishment of Import/Export Shipper Committees in all the ten regions of Ghana to enable shippers and service providers interact regularly;
- Freight and port charges negotiations and monitoring;
- Establishment of Shipper Complaints and Support Units at the country's entry points such as Elubo, Aflao and Paga borders and the Ports in order to provide real-time assistance to shippers engaged in cross-border trade.
- Annual Maritime Law seminars for judges of the superior courts of Ghana to upgrade their knowledge in maritime law and international trade;
- Annual seminars for media practitioners and journalists to upgrade their knowledge and



Open forum on the introduction new paperless system at the Ports

sustain their interests in happenings in the maritime transport industry;

- Conducting research on emerging issues in Ghana's maritime transport industry;
- Management of Maritime databank and publication of regular Digest of Maritime Statistics and Shipping Review – a maritime quarterly journal.
- Establishment of Information Centres at vantage locations around the country to assist shippers' access business information and to communicate with their partners locally and abroad.
- Facilitation of the Transit Trade and the Convention on Inter State Road Transit (ISRT) of Goods.
- Legal Assistance for shippers with legitimate maritime claims and arbitration services on legitimate shipping trade disputes.
- Provision of relevant information/data as a contribution to the formulation of maritime policy in Ghana.

#### **Resolutions of Shipment Problems**

- Loss/damaged cargos
- Late arrival of shipping documents
- Arrest of vessels laden with Ghanaian cargo
- Illegal charges levied on shippers
- Assistance in cargo insurance claims

#### **PROJECTS**

The GSA is undertaking the following projects to enable it meet the challenges of the industry in the years ahead:

##### **Boankra Inland Port**

The GSA in partnership with the Ghana Ports and Harbours Authority (GPHA) is in search of a strategic investor to partner in the development of the Boankra Inland Port near Kumasi. This is expected to be a free

port that would combine unimodal and inter-modal operations aimed at easing congestion at Ghana's seaports thus facilitating the transit trade of Ghana's land-locked neighbours.

##### **Takoradi Logistics Platform**

The GSA has teamed up with a developing partner, Takoradi Steel Ltd, to form a joint venture company known as Takoradi Logistics Platform Ltd. The Company is expected to deliver warehousing and other related services to companies engaged in developing the oil and gas trade in the Western Region.

##### **Akatskyiwa Freight Park**

The GSA has acquired a parcel of land at Akatskyiwa, near Cape Coast to commence the construction of rest stops along Ghana's transit trade corridors. The freight park would serve both Tema bound trucks from Takoradi and vice-versa and also provide a critical interface for an efficient logistics value chain.

#### **BUSINESS UNITS**

##### **Shippers' Centres**

The Authority has constructed a Shippers' Centre in Accra dubbed Ghana Shippers House. The Centre houses the Authority's head office and other private sector organizations.

Work on a similar project in Takoradi dubbed the Takoradi Shippers' Centre has been completed. The Boankra Shippers' Centre which is located in the Inland Port has also been completed.

The GSA has also acquired a parcel of land in Tamale in order to construct a Shippers Centre to serve shippers in the northern sector.

##### **Warehousing**

The GSA has six large warehouses in a prime location at the Tema Harbour, to provide warehousing facilities to shippers especially shippers of landlocked countries transiting through the Tema port.

##### **Ghana Community Network System (GCNet)**

The GSA has a stake in the Ghana Community Network (GCNet) Services Limited. The GCNet is an EDI system that links all the major players in the clearing process. It enables quick processing of all customs clearance documentation on line and facilitates clearance of goods through the ports.



Takoradi Logistics Platform





# MARITIME TRADE REVIEW

## (JANUARY-JUNE 2017)

### 1.0 OVERVIEW

At the beginning of the second quarter of 2017, the IMF raised its outlook for 2017 with a projected rise in economic growth from 3.1% to 3.5% for 2017, and 3.6% for 2018. This is an encouraging sign especially for trade as this projection will be supporting shipping with a full year growth projection of 3.4% (11.5bn tonnes).

The container shipping sector is showing signs of recovery from low freight rates. This can be attributed to waves of consolidation (the top ten liner companies now operate 75% of capacity), improved volumes due to improved economic activities, increased vessel demolition activity and the re-alignment of liner networks.

Unfortunately, Ghana and many other African countries did not benefit from the low freight era, and this situation will persist for a while until these countries in Africa are able to increase their production output considerably.

Environmental sustainability pressures are

also increasing as the international maritime bodies are advocating for low sulphur emissions by ships, which is adding to cost. Again, the ballast water management rules which aim at stopping the spread of harmful aquatic organisms entered into force on September 8th 2017, and will also add a significant cost to shippers' transport transactions.

In Ghana, total seaborne trade volume recorded an increase of 9.4% for the second quarter of 2017 over the second quarter of 2016. This culminated in an increase of 5.45% for the first half [Jan-Jun] (H1) of 2017 over the same period in 2016.

### 2.0 COMPARISON OF CARGO THROUGHPUT OF Q2 2017 AND Q2 2016

Cargo throughput for the second quarter (Q2) 2017 increased by 9.4% compared to the same period of 2016 (i.e. Q2 2016). Total import and export trade volume in Q2 2017 increased by 8.5% compared to Q2 2016 while total transit/transshipment trade volume in Q2 2017 increased by 26.8% over Q2 2016. See Table 1 for details.

Table 1 SUMMARY COMPARISON OF GHANA'S CARGO THROUGHPUT 2nd Quarter (Apr –Jun) 2017 AND 2016			
TRADE TYPE	Apr-Jun (Q2) 2017 (mt)	Apr- Jun (Q2) 2016 (mt)	CHANGE
<b>TOTAL IMPORT &amp; EXPORT</b>	5,121,040	4,718,437	8.53%
<b>TOTAL TRANSIT/TRANSH.</b>	312,767	246,614	26.82%
<b>CARGO THROUGHPUT</b>	5,433,807	4,965,051	9.44%

### 3.0 PORTS SHARE OF CARGO THROUGHPUT FOR FIRST HALF (JANUARY –JUNE) 2017

Cargo throughput for the seaports of Ghana (i.e.Tema and Takoradi) for the first half (H1) of 2017 was 10.28million metric tons (mt).Cargo throughput for the Port of Tema was 6.96 million mt representing 67.6% of the total while the Port of Takoradi recorded 3.32

million mt, representing 32.4% of the total seaborne trade.

Transit/Transshipment imports amounted to 461,456mt while transit/transshipment exports recorded 50,731 mt. Table 2 below shows the summary performance for the review period.

Table 2. SUMMARY OF GHANA'S SEABORNE TRADE (in mt) 1ST HALF (JAN- JUN) 2017						
PORT	IMPORT (mt)	TRANSIT/ TRANSHIP. IMPORT (mt)	*EXPORT (mt)	TRANSIT/TRANSHIP. EXPORT (mt)	TOTAL (mt)	Share
<b>TEMA</b>	5,553,756	432,848	918,183	50,731	6,955,518	67.6%
<b>TAKORADI</b>	1,202,086	28,608	2,097,507	0	3,328,201	32.4%
<b>TOTAL</b>	6,755,842	461,456	3,015,690	50,731	10,283,719	100%

\* Exports exclude Ghana's crude oil exports

### 4.0 COMPARISON OF CARGO THROUGHPUT H1 2017 AND H1 2016

Table 3 below shows the summary of seaborne trade comparison between the first half (H1) of 2017 and 2016.

Cargo throughput for the review period (H1

2017) increased by 5.5% compared to the same period of 2016 (H1 2016). Total import and export trade volume in H1 2017 increased by 5.8% compared to H1 2016.Total transit/transshipment trade volume for H1 2017 decreased by 1.3% over H1 2016.

Table 3 SUMMARY COMPARISON OF GHANA'S CARGO THROUGHPUT 1st Half (Jan –Jun) 2017 AND 2016			
TRADE TYPE	Jan-Jun (H1) 2017 (mt)	Jan-Jun (H1) 2016 (mt)	CHANGE
<b>TOTAL IMPORT &amp; EXPORT</b>	9,771,533	9,233,152	5.83%
<b>TOTAL TRANSIT/TRANSH.</b>	512,187	518,776	-1.27%
<b>CARGO THROUGHPUT</b>	10,283,720	9,751,908	5.45%

### 5.0 COMPARISON OF GHANA'S SEABORNE TRADE H1 2017 AND H1 2016 PER CARGO TYPE

#### 5.1 IMPORT TRADE

Total imports for the review period (H1 2017) was 6.76 million mt. This comprised 2.39

million mt of Liner cargo, 872,624mt of Break bulk, 1,731,247 mt of Dry bulk cargo and 1,761,702 mt of Liquid bulk imports.

In Table 4 below, it can be seen that imports for H1 2017 increased by 0.8% over H1 2016.



Table 4 COMPARISON OF GHANA'S SEABORNE TRADE PER CARGO TYPE			
TRADE TYPE	Jan-Jun (H1) 2017 (mt)	Jan-Jun (H1) 2016 (mt)	Change
<b>IMPORT:</b>			
<b>Liner</b>	2,390,270	2,427,905	-1.55%
<b>Break Bulk</b>	872,624	982,671	-11.20%
<b>Dry Bulk</b>	1,731,247	1,445,815	19.74%
<b>Liquid Bulk</b>	1,761,702	1,845,518	-4.54%
<b>TOTAL IMPORT</b>	6,755,843	6,701,908	0.80%
<b>EXPORT:</b>			
<b>Liner</b>	795,751	824,350	-3.47%
<b>Break Bulk</b>	265,870	206,405	28.81%
<b>Dry Bulk</b>	1,924,926	1,427,382	34.86%
<b>Liquid Bulk</b>	29,143	73,087	-60.13%
<b>TOTAL EXPORT</b>	3,015,690	2,531,224	19.14%
<b>TOTAL IMPORT &amp; EXPORT</b>	9,771,532	9,233,152	5.83%

### 5.1.1 Liner Import Trade

The Liner import trade for first half (H1) 2017 decreased by 1.5% compared to H1 2016. The major items which contributed to the decline in this trade were Polythene Raw Materials (a decline of 47,136 mt), Processed Food Beverages (a decline of 49,540 mt) and Sugar (a decline of 61,446 mt).

### 5.1.2 Break Bulk Import Trade

Break bulk imports for H1 2017 declined by 11.2% compared to H1 2016. The major commodities, which influenced the decline were Bagged Rice (falling by 144,703 mt) and Iron/Steel/Plates/Pipes (a decline of 108,738 mt).

### 5.1.3 Dry Bulk Import Trade

Total Dry bulk import for H1 2017 increased by 19.7% compared to H1 2016. The Major commodity gainer was Clinker with an increase of 328,935 mt.

### 5.1.4 Liquid Bulk Import Trade

The Liquid bulk import trade registered a fall of 4.5% in H1 2017 over H1 2016. The major cargo items accounting for this decline were Petroleum products (which decreased by 610,626mt) and Crude oil (a decrease of 140,617mt).

### 5.2 EXPORT TRADE

The total export trade volume for H1 2017 was 3.0 million mt. This represents a 19.1% increase over H1 2016. This was made up of 795,751mt of Liner items, 265,870mt of Break bulk items, 1,924,926mt of Dry Bulk and 29,143 mt of Liquid Bulk.

### 5.2.1 Liner Export Trade

Liner exports for the review period amounted to 795,751mt, representing a 3.4% decrease over H1 2016. The major commodity losers for the trade include Sawn Timber, which fell by 61,601 mt, and Cocoa Beans, which also fell by 66,446mt.

### 5.2.2 Break Bulk Export Trade

Break Bulk export trade for H1 2017 increased by 28.8%. Break Bulk commodities, Timber Logs and Bagged Cocoa Beans experienced increases of 20,049 mt and 39,416 mt respectively.

### 5.2.3 Dry Bulk Export Trade

Total Dry bulk export trade for H1 2017 increased by 34.8% over H1 2016. Dry bulk items which contributed to this increase include Manganese, which increased by 346,246 mt, and Bauxite, which recorded an increase of 200,082mt.

### 5.2.4 Liquid Bulk Export Trade

Total Liquid bulk export trade for H1 2017 decreased by 60.1% compared to H1 2016 with an average loss of 21,972 mt for both commodities; Petroleum Products and Other Liquid Bulk.

## 6.0 PERFORMANCE IN LADEN CONTAINERS

Table 5 below shows the details of the performance in Laden containers for the first

half (H1) of 2017. Total Laden Containers for imports and exports for H1 2017 was 289,825 TEUs. This represents an increase of 0.7% compared to H1 2016.

Total import Laden Containers for H1 2017 was 232,448 TEUs; a 2.4% increase compared to H1 2016. Total export Laden Containers for H1 2017 was 57,377 TEUs; representing a decline of 5.6% compared to H1 2016.

TRADE TYPE	PORT	Jan-Jun (H1) 2017 (in TEU)	Jan-Jun (H1) 2016 (in TEU)	CHANGE
IMPORT	TEMA	226,851	219,413	3.39%
	TAKORADI	5,597	7,579	-26.15%
	TOTAL IMPORT	232,448	226,992	2.40%
EXPORT	TEMA	47,253	52,628	-10.21%
	TAKORADI	10,124	8,163	24.02%
	TOTAL EXPORT	57,377	60,791	-5.62%
<b>TOTAL</b>	IMPORT/EXPORT	289,825	287,783	0.71%

## 7.0 DIRECTION OF GHANA'S SEABORNE TRADE

### 7.1 Import Trade

Figure 1 and Table 6 below show that majority of Ghana's seaborne imports for H1 2017 came from the Far East range, representing

about 27% of the total import trade. Africa was next with 24% share of Ghana's import trade. Imports from Africa was **1,631,950 mt**, a decrease of 733 mt over the previous year's figure of 1,632,683 mt. The major commodities imported from the Africa range were LPG, Petroleum Products and Clinker.

Trade Type	UK	N. Cont.	Med. Eur	N. Amer	F. East	Africa	Others	TOTAL
LINER	72,833	443,481	273,507	198,369	904,301	291,469	206,309	2,390,270
BREAK BULK	1,853	38,005	80,751	10,208	546,521	55,487	139,799	872,624
DRY BULK	-	165,911	997,882	47,650	231,434	246,478	41,891	1,731,246
LIQUID BULK	-	351,105	11,828	60,475	150,070	1,038,516	149,708	1,761,702
<b>TOTAL</b>	74,686	998,503	1,363,967	316,702	1,832,326	1,631,950	537,708	6,755,842
<b>SHARE</b>	1%	15%	20%	5%	27%	24%	8%	100%



### 7.2 Export Trade

The 3.0 million mt of seaborne exports for H1 2017 went to various destinations in the world. Majority of these exports were to the Far East accounting for a total of 1,765,886mt (i.e. 59% of total exports). Table 7 below gives more details about the direction of Ghana's seaborne export trade for H1 2017.



Table 7. DIRECTION OF GHANA'S SEABORNE EXPORT TRADE (in mt) (Jan-Jun2017)								
	UK	N. Cont.	Med. Eur	N. Amer	F. East	Africa	Others	TOTAL
<b>LINER</b>	17,881	153,407	70,777	26,473	325,940	107,976	93,297	795,751
<b>BREAK BULK</b>	1,020	11,133	12,524	15,616	190,981	164	34,432	265,870
<b>DRY BULK</b>	64,140	168,500	305	110,599	1,248,965	-	332,417	1,924,926
<b>LIQ. BULK</b>	-	1,372	3,633	-	-	13,008	11,130	29,143
<b>TOTAL</b>	83,041	334,412	87,239	152,688	1,765,886	121,148	471,276	3,015,690
<b>SHARE</b>	3%	11%	3%	5%	59%	4%	16%	100%



## 8.0 TRANSIT TRADE AND TRANSSHIPMENT THROUGH THE SEAPORTS OF GHANA

Total Transit/Transshipment trade volume for H1 2017 shows a decrease of 1.2% compared to H1 2016. Total volume of transit/transshipment for H1 2017 was 512,187 metric tons (mt).

Transit/Transshipment Imports for H1 2017 amounted to 461,456 mt, a decrease of 4.2% compared to H1 2016. Transshipment/Transit Exports recorded 50,731 mt in H1 2017, an increase of 37.3% compared to H1 2016. Table 8 below shows the details of the transit/transshipment trade volumes for the review period.

Table 8. SUMMARY COMPARISON OF TRANSIT TRADE AND TRANSSHIPMENT THROUGH THE SEAPORTS OF GHANA (JAN. - JUN.) 2017 AND 2016			
TRADE TYPE	Jan-Jun (H1) 2017 (mt)	Jan-Jun (H1) 2016 (mt)	CHANGE
<b>TRANSIT/TRANSH. IMPORT</b>	461,456	482,112	-4.28%
<b>TRANSIT/TRANSH. EXPORT</b>	50,731	36,664	38.37%
<b>TOTAL</b>	512,187	518,776	-1.27%



## GHANA SHIPPERS' AUTHORITY IN COLLABORATION WITH GHANA REVENUE AUTHORITY

### P R E S E N T S

# A GUIDE (DOS AND DON'TS) FOR IMPORTERS ON THE NEW PAPERLESS CLEARANCE PROCESS AT GHANA'S PORTS



# GRA

## DOS

1. Importers must register and obtain their TIN from the Registrar's General Department
2. Importers can submit their cargo clearance documents (bill of lading, commercial invoice and packing list) well in advance of the arrival of the vessel carrying their goods.
3. Importers should ensure that the Bill of Lading has the exact information on the goods.
4. Documents that importers must submit to their clearing and forwarding agents during the clearance process are: the original Bills of Lading, the Commercial Invoice and the Packing List.
5. Importers can register on Ghana's Trading Hub Portal ([www.ghanatradinghub.gov.gh](http://www.ghanatradinghub.gov.gh)) under Stakeholder Registration and make payments for import licenses, regulatory permits and certificates covering the goods electronically via Ghana's Trading Hub Portal using Mobile Money, Electronic Payment Cards (Visa; Gh-Link) or via online banking.
6. Importers must ensure that all required import licenses, regulatory permits and certificates are obtained before the arrival of the goods at the port.
7. Importers must ensure that their goods are correctly described on all their licenses, permits, certificates and other documentation.
8. Importers should fully disclose all information on the goods, such as the quantity of goods to their clearing and forwarding agents.

## DON'Ts

1. Importers should not use house bills of lading for un-manifested cargo. In the event of an un-manifested cargo correction, it must be done on the original Bill of Lading before it can be effected on a house bill of lading.
2. Importers should not present falsified documents; those who fail to comply with this directive will have strict sanctions imposed on them. This will be a 2-strike rule of first, a punitive fine and second, a complete ban.

## NOTES

1. Importers should get their clearing and forwarding agents to take advantage of the 24 hour nature of the Paperless Clearance System to carry out their cargo clearance processes.
2. Importers should take note of the fact that the Paperless system has a Post Clearance Review part which allows GRA (Customs) to contact them in the event of any non-compliance with regards to the statutory processes governing the Tax and Customs Clearance processes in Ghana.

For more information or clarification on the implementation of the Paperless Clearance Process, kindly call the offices of the

**GRA-Customs Division: 0242 075 251/0244 015 748**  
**Ghana Shippers' Authority: 0244 527 938/0244 485 852**

**GHANA SHIPPERS' AUTHORITY** - *Four Decades of Providing Shipping Solutions*



## 9.0 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 449,650mt in H1 2017. This represents a decline of 2.2% compared to H1 2016. The transit trade

comprises imports of 400,298 mt and exports of 49,352 mt.

Major transit trade commodities included Processed Foods/Beverages (65,989 mt), Frozen Meat/Foods (41,843 mt) and Iron/Steel/Plates/Pipes (60,569mt.). Details are shown in Table 9.

Table 9. SUMMARY COMPARISON OF TRANSIT TRADE for BURKINAFASO, MALI & NIGER (JAN. - JUN.) 2017 AND 2016			
TRADE TYPE	Jan-Jun (H1) 2017(mt)	Jan-Jun (H1) 2016 (mt)	Change
TRANSIT IMPORT	400,298	423,818	-5.55%
TRANSIT EXPORT	49,352	36,011	37.05%
TOTAL	449,650	459,829	-2.21%

## 10.0 SHIPPING LINE PERFORMANCE IN GHANA'S SEABORNE TRADE

### 10.1 Shipping Line Performance in the Containerized Trade

Twenty seven (27) Shipping Lines were involved in the containerized cargo trade which amounted to 289,825TEUs for the review period (H1 2017). The highest operators were Maersk Line, with 95,750TEUs (33.0% of the container trade) and Mediterranean Shipping Company (MSC), with 53,896TEUs (18.6%). Details are shown in Table 10.

### 10.2 Performance of Shipping Lines per Volume of Shipment and Trade Type

A total of ninety six (96) Shipping Lines and Charterers participated in transporting the over 9.7million mt of Ghana's seaborne cargo (import & export) through the Ports of Tema and Takoradi during the first half (H1) of 2017. The performance of the Lines per trade type (i.e. Liner, Break bulk, Dry bulk and Liquid bulk) is shown in Table 11 below.

#### 10.2.1 Liner Trade

The Liner trade saw sixty five (65) 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 Line, which handled 847,694 mt of liner cargo, representing 24.0% of the Liner trade. Mediterranean Shipping Company (MSC) was next with 454,394 mt (or 12.9 of the Liner trade). Table 12 below shows the details of the other performers.

#### 10.2.2 Break Bulk Trade

Thirty nine (39) Shipping Lines carried Break bulk cargo amounting to 714,325 mt through the ports of Tema and Takoradi for H1 2017. Maersk Line handled the highest share of 22.8% (i.e. 163,186 mt) of Break Bulk cargo discharged and loaded at both Ports. Mediterranean Shipping Company was next with 89,481 mt (or 12.5% of the break bulk cargo handled).

#### 10.2.3 Dry Bulk Trade

The Dry bulk trade, amounting to over 3.7million mt, was handled by twenty nine (29) Shipping Lines and operators. High performers include I.M.T, with 1,638,787 mt (43.7% of the Dry bulk trade), HC Trading, with 947,562 mt (25.2%) and COSCO Shipping, with 327,703 mt (8.7%).

#### 10.2.4 Liquid Bulk Trade

Twenty nine (29) Shipping Lines participated

in the Liquid bulk trade, which amounted to 1,787,893 mt for the review period (H1 2017). The highest operators were BP Shipp Ltd with 409,174 mt (22.9% of the Liquid bulk trade), and Glencore, with 210,765 mt (11.8%).

## 11.0 PERFORMANCE OF SHIPPING AGENTS IN GHANA SEABRONETRADE

### 11.1 Shipping Agents' Performance in the Containerized Trade

Twenty four (24) Shipping Agents were involved in the containerized trade to and from Ghana. Together, they handled 289,825TEUs for the review period (H1 2017). The highest performing agencies were Maersk Ghana Ltd, with 96,299TEUs (33.2% of the containerized trade) and MSC, with 53,896TEUs (18.6% of the containerized trade). The details of the shipping agents performance per TEUs are shown in Table 12.

### 11.2 Performance of Shipping Agents per Volume of Shipment and Trade Type

Sixty nine (69) Shipping Agents handled over 9.7 million mt of seaborne trade (import & export) through the Ports of Tema and Takoradi during the period of the first half (H1) 2017.

Table 13 below shows the performance in the various trades namely, Liner, Break Bulk, Dry Bulk and Liquid Bulk trade for the review period.

#### 11.2.1 Liner Trade

Fifty seven (57) Shipping Agents handled the total Liner trade of 3.5million mt. The highest

performer was Maersk Gh Ltd. with 850,205 mt, representing 24.2% of the total Liner trade for the period. Maersk was followed by MSCA Gh Ltd, with 454,394mt (or 12.9% of the total Liner trade). The next was Scanship Gh Ltd, handling 202,147 mt, representing to 5.74% of the Liner trade. Then Macro Shipping Ltd. followed with 168,718 mt (or 4.8%).

#### 11.2.2 Break Bulk Trade

In the Break bulk trade, twenty eight (28) Shipping Agents participated in handling 714,324mt of cargo. Maersk Gh. Ltd was the highest performer, with 163,184mt (or 22.8% of the Break Bulk trade) for the period. MSCA Gh. Ltd followed with 89,481mt (or 12.53% of the Break Bulk trade), and SevenLog Ltd with 89,458 mt (or 12.52% of the Break Bulk trade).

#### 11.2.3 Dry Bulk Trade

The Dry bulk trade saw thirty two (32) Shipping Agents handling 3.7 million mt of cargo. Hull Blyth Gh. Ltd handled the highest share of 25.3% (i.e. 947,562mt) of the Dry Bulk trade. Supermaritime Gh. Ltd was next, handling 814,551mt (or 21.7% of the Dry Bulk trade), followed by I.M.T, which handled 691,181 mt (or 18.4% of the Dry Bulk trade).

#### 11.2.4 Liquid Bulk Trade

Fourteen (14) Shipping Agents handled the over 1.8million mt of cargo in the Liquid Bulk trade segment. Inchcape Shipping Services handled the highest share of 44.4% (i.e. 792,844 mt) of the Liquid Bulk trade. Oil and Marine Agencies followed with 508,594 mt (or 28.5% of the Liquid Bulk trade).

TABLE 10 PERFORMANCE OF SHIPPING LINES PER LADEN CONTAINERS (in TEUs) -TEMA & T'DI				
JAN. - JUN. 2017				
SHIPPING LINE	IMPORT	EXPORT	TOTAL	% of TOTAL
AFRITRAMP	195	-	195	0.07%
AFRICA EXPRESS LINE	697	496	1193	0.41%
ARKAS LINE	3,333	1,510	4843	1.67%
BOLLORE AFRICA LTD	230	154	384	0.13%
CHINA OCEAN SHIPPING	19,783	2,407	22190	7.66%
CMA CGM	14,472	4,834	19306	6.66%



<b>DOLPHIN</b>	1	-	1	0.00%
<b>EAGLE WEST AFRICA SERV.</b>	3,594	684	4278	1.48%
<b>GOLD STAR LINE</b>	10,786	3,201	13987	4.83%
<b>GRIMALDI LINES</b>	8,973	1,571	10544	3.64%
<b>HAPAG-LLOYD</b>	12,093	3,746	15839	5.47%
<b>HB SHIPPING</b>	203	-	203	0.07%
<b>HC TRADING</b>	25	109	134	0.05%
<b>I.M.T</b>	89	109	198	0.07%
<b>MAERSK LINE</b>	82,555	13,195	95750	33.04%
<b>MEDITERRANEAN SHIPP. CO</b>	42,729	11,167	53896	18.60%
<b>MESSINA LINES</b>	452	587	1039	0.36%
<b>MITSUMI O.S.K. LINES</b>	7,335	4	7339	2.53%
<b>NECOTRANS</b>	7	-	7	0.00%
<b>NILEDUTCH</b>	316	-	316	0.11%
<b>NMT LINES</b>	3	-	3	0.00%
<b>OTHER</b>	1,135	-	1135	0.39%
<b>PACIFIC INTL. LINE</b>	15,127	5,019	20146	6.95%
<b>SAFMARINE MPV N.V</b>	-	5,926	5926	2.04%
<b>UNITED ARAB SHIPP. CO</b>	6,050	1,290	7340	2.53%
<b>UNIVERSAL AFRICA LINE</b>	37	-	37	0.01%
<b>ZIM LINE</b>	2,228	1,368	3596	1.24%
<b>TOTAL</b>	232,448	57,377	289825	100.00%

**TABLE 11 PERFORMANCE OF SHIPPING LINES IN GHANA'S SEABORNE TRADE - JAN - JUNE 2017**  
**IMPORT AND EXPORT - TEMA - TAKORADI**

<b>SHIPPING LINES/CHARTERER</b>	<b>IMPORT</b>	<b>EXPORT</b>	<b>TOTAL</b>	<b>% SHARE / TRADER TYPE</b>	<b>%SHARE</b>
<b><u>LINER</u></b>					
ADOM MBROSO COLDSTORES LTD	9,313	0	9,313	0.26	0.10
ADVANCE MARITIME TRANSPORT	510	0	510	0.01	0.01
AFRICA EXPRESS LINE	6,460	19,808	26,268	0.75	0.27
AFRITRAMP	8,770	0	8,770	0.25	0.09
AMISACHI LTD	1,606	0	1,606	0.05	0.02
AMISACHI/WE 2 SEAFOOD LTD	2,032	0	2,032	0.06	0.02
ARKAS LINE	24,467	23,713	48,180	1.37	0.49
BAGGER WERKEN DEOEDT & ZOUN	7,224	0	7,224	0.21	0.07
BOLLORE AFRICA LTD	4,158	14,679	18,837	0.54	0.19
CHEMSHIP OPERATION, NL	1,271	0	1,271	0.04	0.01
COSCO SHIPPING	182,479	31,856	214,335	6.09	2.19
CMA CGM	89,304	74,954	164,258	4.67	1.68
CONSHIP LINES	13	0	13	0.00	0.00
CONTI GMT SHIPPING	2,021	0	2,021	0.06	0.02
COSMO SEAFOODS CO.	616	0	616	0.02	0.01
DANGOTE	139,745	0	139,745	3.97	1.43
DOLPHINE FROZEN FOODS	1,988	0	1,988	0.06	0.02
EAGLE WEST AFRICA LINE	33,148	20,780	53,928	1.53	0.55
EUKOR CAR CARRIERS	3,572	0	3,572	0.10	0.04
EUROAFRICA	3,500	0	3,500	0.10	0.04
GLOVIS	12,700	0	12,700	0.36	0.13
GMT SHIPPING	0	16,433	16,433	0.47	0.17
GOLD STAR FISH CO. LTD	1,217	0	1,217	0.03	0.01

GOLD STAR LINE	86,681	24,931	111,612	3.17	1.14
GRIMALDI LINES	84,562	17,069	101,631	2.89	1.04
HAPAG-LLOYD	85,053	72,007	157,060	4.46	1.61
HB SHIPPING	3,461	0	3,461	0.10	0.04
HC TRADING	58,346	5,245	63,591	1.81	0.65
HOEGH AUTOLINERS	4,395	0	4,395	0.12	0.04
I.M.T	5,090	734	5,824	0.17	0.06
K' LINE	899	0	899	0.03	0.01
KASAPREKO	3,399	0	3,399	0.10	0.03
MAERSK LINE	618,970	228,724	847,694	24.08	8.68
MEDITERRANEAN SHIPPING CO.	286,583	167,811	454,394	12.91	4.65
MESSINA LINES	4,967	8,170	13,137	0.37	0.13
MITSUMI O.S.K LINES	45,768	37,079	82,847	2.35	0.85
NECOTRANS	2,304	0	2,304	0.07	0.02
NILEDUTCH	12,368	0	12,368	0.35	0.13
NMT LINES	3,817	0	3,817	0.11	0.04
OCEAN FARE CO. LTD	4,789	0	4,789	0.14	0.05
OCEANCREST TRANSPORT INC.	29,938	0	29,938	0.85	0.31
OLAM GHANA	20,000	0	20,000	0.57	0.20
OTHER	290,920	8,867	299,787	8.52	3.07
PACIFIC INTL LINE	91,797	73,058	164,855	4.68	1.69
PIONEER FOOD CANNERY LTD	3,283	0	3,283	0.09	0.03
PIONEER FOOD/COSMO SEAFOODS	216	0	216	0.01	0.00
PRECIOUS COLD STORE LTD	10,645	0	10,645	0.30	0.11
RAFFLES CHARTERING	2,952	0	2,952	0.08	0.03
SAFMARINE	0	93,473	93,473	2.66	0.96
SDIC SHIPP	377	0	377	0.01	0.00
SEVENLOG	61,382	0	61,382	1.74	0.63
SONITE GH. LTD	512	0	512	0.01	0.01
TEAM TANKERS VENTURES LTD	6,510	0	6,510	0.18	0.07
TEMA OIL REFINERY	6,143	0	6,143	0.17	0.06
THORCO BULK AS	8,800	0	8,800	0.25	0.09
TRUSTLINK VENTURES LTD	1,979	0	1,979	0.06	0.02
UNITED ARAB SHIPP. CO	33,511	19,714	53,225	1.51	0.54
UNIVERSAL AFRICA LINE	1,444	2,738	4,182	0.12	0.04
VITOL SA	18,816	0	18,816	0.53	0.19
VOLTA ALUMINIUM CO. LTD	0	2,602	2,602	0.07	0.03
WAN BONG CHARTERING CO. LTD	757	0	757	0.02	0.01
WE 2 SEAFOODS CO. LTD	9,318	0	9,318	0.26	0.10
YARA GH LTD	15,000	0	15,000	0.43	0.15
YORK OVERSEAS	57,277	0	57,277	1.63	0.59
ZIM LINE	18,689	17,434	36,123	1.03	0.37
<b>SUB-TOTAL</b>	<b>2,537,832</b>	<b>981,879</b>	<b>3,519,711</b>	<b>100</b>	<b>36</b>

#### **BREAK BULK**

AFRICA EXPRESS LINE	5	0	5	0.00	0.00
AFRITRAMP	18	0	18	0.00	0.00
ARKAS LINE	4,278	0	4,278	0.60	0.04
BAGGER WERKEN DEDOEDT & ZOUN	40	0	40	0.01	0.00
BOLLORE AFRICA LINES	171	0	171	0.02	0.00
CHEMSHIP OPERATIONS, NL	9,930	0	9,930	1.39	0.10
COSCO SHIPPING	46,087	0	46,087	6.45	0.47
CMA CGM	25,619	0	25,619	3.59	0.26
CONTI GMT SHIPPING	22,026	0	22,026	3.08	0.23
EAGLE WEST AFRICA SERV.	1	0	1	0.00	0.00



ED&F MAN SHIPPING	15,000	0	15,000	2.10	0.15
EUKOR CAR CARRIERS	2	0	2	0.00	0.00
GLOVIS	7	0	7	0.00	0.00
GOLD STAR LINE	12,674	0	12,674	1.77	0.13
GRIMALDI LINES	4,427	0	4,427	0.62	0.05
HANJIN SHIPPING	2	0	2	0.00	0.00
HAPAG-LLOYD	12,217	0	12,217	1.71	0.13
HB SHIPPING	18	0	18	0.00	0.00
HC TRADING	9,679	0	9,679	1.35	0.10
HOEGH AUTOLINERS	14	0	14	0.00	0.00
I.M.T	608	0	608	0.09	0.01
J. MARR (SEAFOODS) LTD	21,610	0	21,610	3.03	0.22
MAERSK LINE	163,186	0	163,186	22.84	1.67
MEDITERRANEAN SHIPP.CO	89,481	0	89,481	12.53	0.92
MESSINA LINES	563	0	563	0.08	0.01
MITSUMI O.S.K. LINES	6,819	0	6,819	0.95	0.07
NILEDUTCH	4,680	0	4,680	0.66	0.05
NMT LINES	26	0	26	0.00	0.00
OLAM GH. LTD	25,000	0	25,000	3.50	0.26
OTHER	43,668	0	43,668	6.11	0.45
PACIFIC INTL. LINES	28,673	0	28,673	4.01	0.29
RAMANI DISTRIBUTION	31,414	0	31,414	4.40	0.32
SDIC SHIPPING	482	0	482	0.07	0.00
SEVENLOG	85,791	0	85,791	12.01	0.88
UNITED ARAB SHIPP.CO.	6,662	0	6,662	0.93	0.07
UNIVERSAL AFRICA LINE	259	0	259	0.04	0.00
WAN BONG CHARTERING CO.LTD	3,186	0	3,186	0.45	0.03
YARA GH. LTD	34,245	0	34,245	4.79	0.35
ZIM LINE	5,758	0	5,758	0.81	0.06

#### SUB-TOTAL

<b>714,325</b>	<b>0</b>	<b>714,325</b>	<b>100</b>	<b>7</b>
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#### DRY BULK

AFCOTT GH. LTD	30,335	0	30335	0.81	0.31
ARKAS LINE	162	0	162	0.00	0.00
BOLLORE LINES	289	5,746	6035	0.16	0.06
CARMEUS TRADING	26,142	0	26142	0.70	0.27
CHEMICO CO. LTD	16,349	0	16349	0.44	0.17
COSCO SHIPPING	1319	326,384	327703	8.74	3.35
CMA CGM	0	4,707	4707	0.13	0.05
DANGOTE	157,850	0	157850	4.21	1.62
EURO AFRICA	0	7,056	7056	0.19	0.07
GOLD STAR LINE	0	10,868	10868	0.29	0.11
GRIMALDI LINES	0	6,981	6981	0.19	0.07
HAPAG -LLOYD	993	0	993	0.03	0.01
HC TRADING	947,440	122	947562	25.27	9.70
I.M.T	98,500	1,540,287	1638787	43.71	16.77
LH SHIPPING PTE LTD	58,328	0	58328	1.56	0.60
MAERSK LINE	2,325	17,371	19696	0.53	0.20
MEDITERRANEAN SHIPP.CO	10,728	26,908	37636	1.00	0.39
MITSUMI O.S.K. LINES	2	0	2	0.00	0.00
NILEDUTCH	7,156	0	7156	0.19	0.07
OCEANCREST TRANSPORT INC.	6,000	0	6000	0.16	0.06
OTHER	64,108	19,088	83196	2.22	0.85
PACIFIC INTL. LINES	0	4,927	4927	0.13	0.05

SAFMARINE	0	3,556	3556	0.09	0.04
SEVENLOG	235,585	0	235585	6.28	2.41
UNICARGO	0	30,659	30659	0.82	0.31
UNITED ARAB SHIPP.CO	77	0	77	0.00	0.00
WESTERN BULK CARRIERS AS	30,952	0	30952	0.83	0.32
YARA GH.LTD	50,297	0	50297	1.34	0.51

<b>SUB-TOTAL</b>	<b>1,744,937</b>	<b>2,004,660</b>	<b>3,749,597</b>	<b>100</b>	<b>38</b>
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#### **LIQUID BULK**

ALPHA PETROLEUM	4,000	0	4,000	0.22	0.04
BLUE OCEAN	109,111	0	109,111	6.10	1.12
BOST	120,891	21,541	142,432	7.97	1.46
BP OIL INTERNATIONAL LTD	36,044	0	36,044	2.02	0.37
BP SHIPP.LTD	409,174	0	409,174	22.89	4.19
CIRRUS	108,612	0	108,612	6.07	1.11
CIRRUS/EBONY	70,000	0	70,000	3.92	0.72
CMA CGM	503	0	503	0.03	0.01
EAGLE WEST AFRICA SERV.	26,000	0	26,000	1.45	0.27
EBONY OIL & GAS	9,978	0	9,978	0.56	0.10
FUELTRADE	18,700	0	18,700	1.05	0.19
GLENCORE	210,765	0	210,765	11.79	2.16
HAPAG-LLOYD	148,705	0	148,705	8.32	1.52
I.M.T	16,048	0	16,048	0.90	0.16
MED. SHIPP.CO	232	0	232	0.01	0.00
MOCOH	148,895	0	148,895	8.33	1.52
NAVIG 8 CHEMICAL	19,910	0	19,910	1.11	0.20
OTHER	120,352	7,602	127,954	7.16	1.31
P.W.S.L.	3,500	0	3,500	0.20	0.04
PACIFIC INTL. LINE	496	0	496	0.03	0.01
RAFFLES CHARTERING	36,850	0	36,850	2.06	0.38
RAFFLES SHIPPING INTERNATIONAL	9,967	0	9,967	0.56	0.10
SHELL INTERNATIONAL	9,326	0	9,326	0.52	0.10
TEAM TANKERS MANAGEMENT	2,502	0	2,502	0.14	0.03
TOTSA - TOTAL OIL TRADING	3,911	0	3,911	0.22	0.04
TRAFIGURA PTE LTD	49,557	0	49,557	2.77	0.51
UNITED ARAB SHIPP.CO	149	0	149	0.01	0.00
VOLTA RIVER AUTHORITY	54,095	0	54,095	3.03	0.55
WOODFIELD ENERGY	10,478	0	10,478	0.59	0.11

<b>SUB-TOTAL</b>	<b>1,758,750</b>	<b>29,143</b>	<b>1,787,893</b>	<b>100</b>	<b>18</b>
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<b>GRAND TOTAL</b>	<b>6,755,844</b>	<b>3,015,682</b>	<b>9,771,526</b>	<b>100</b>	
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**TABLE 12 PERFORMANCE OF SHIPPING AGENTS PER LADEN CONTAINERS (in TEUs)**

<b>TOTAL (TEMA &amp; TAKORADI)</b>				
<b>JAN – JUN (H1) 2017</b>				
<b>SHIPPING AGENT</b>	<b>IMPORT</b>	<b>EXPORT</b>	<b>TOTAL</b>	<b>% SHARE</b>
<b>ADVANCE MARITIME</b>	-	1	<b>1</b>	<b>0.00%</b>
<b>ANTRAK GHANA LTD</b>	1,384	781	<b>2,165</b>	<b>0.75%</b>
<b>BLUE FUNNEL GHANA</b>	3,333	-	<b>3,333</b>	<b>1.15%</b>
<b>COMEXAS GHANA LTD</b>	1,083	-	<b>1,083</b>	<b>0.37%</b>
<b>CMA CGM GH. LTD</b>	14,472	4,834	<b>19,306</b>	<b>6.66%</b>
<b>DW CABLE NET SHIPPING GH LTD</b>	59	-	<b>59</b>	<b>0.02%</b>
<b>DOLPHIN</b>	1		<b>1</b>	
<b>GETMA GHANA LTD</b>	7	-	<b>7</b>	<b>0.00%</b>
<b>GMT SHIPPING LTD</b>	11	-	<b>11</b>	<b>0.00%</b>
<b>GRIMALDI GHANA LTD</b>	8,661	935	<b>9,596</b>	<b>3.31%</b>
<b>HULL BLYTH GHANA</b>	230	2,909	<b>3,139</b>	<b>1.08%</b>
<b>INTERMODAL SHIPPING AGENCY GH</b>	12,958	4,569	<b>17,527</b>	<b>6.05%</b>
<b>MAERSK GHANA LTD</b>	82,555	13,744	<b>96,299</b>	<b>33.23%</b>
<b>MARINE &amp; ENERGY SERVICES</b>	34		<b>34</b>	
<b>MARITIME AGENCIES</b>	34		<b>34</b>	
<b>MOL GHANA LTD</b>	7,334	4	<b>7,338</b>	<b>2.53%</b>
<b>MSCA GHANA</b>	42,729	11,167	<b>53,896</b>	<b>18.60%</b>
<b>OIL AND MARINE AGENCIES</b>	12,093	3,746	<b>15,839</b>	<b>5.47%</b>
<b>PIL GHANA LTD</b>	15,127	5,019	<b>20,146</b>	<b>6.95%</b>
<b>PORTS MARINE</b>	3	20	<b>23</b>	<b>0.01%</b>

TABLE 13 PERFORMANCE OF **SHIPPING AGENTS** IN GHANA'S SEABORNE TRADE - **JAN - JUNE 2017**

IMPORT AND EXPORT - TEMA - TAKORADI

	<u>IMPORT</u>	<u>EXPORT</u>	<u>TOTAL</u>	<u>% SHARE / TRADE TYPE</u>	<u>%SHARE</u>
<b><u>LINER</u></b>					
A&J SHIPPING SERVICES	5,056	0	5,056	0.14	0.05
ADVANCED MARITIME	510	0	510	0.01	0.01
AFRICA CARGO CENTRAL LTD	3,297	0	3,297	0.09	0.03
AFRICA EXPRESS LINE	0	14,012	14,012	0.40	0.14
ANDIPEX CO. LTD	22,150	0	22,150	0.63	0.23
ANTRAK GH. LTD	30,569	17,899	48,468	1.38	0.50
ARKAS LINE	0	10,292	10,292	0.29	0.11
BAJ FREIGHT LTD	17,132	0	17,132	0.49	0.18
BLUE FUNNEL GH. LTD	24,467	0	24,467	0.70	0.25
BOLLORE LINES	0	209	209	0.01	0.00
COSCO SHIPPING	0	18,233	18,233	0.52	0.19
CMA CGM GH. LTD	89,304	74,954	164,258	4.67	1.68
COMEXAS GH. LTD	16,612	182	16,794	0.48	0.17
CONSOLIDATED SHIPP. AGENCIES LTD	13	0	13	0.00	0.00
DAMCO GH LTD	94,439	0	94,439	2.68	0.97
DOLPHIN SHIPP. SERVICES	12,170	0	12,170	0.35	0.12
EAGLE WEST AFRICA LINE	0	8,635	8,635	0.25	0.09
FAIRPOINT BUSINESS LTD	4,450	0	4,450	0.13	0.05
GETMA GHANA LTD	2,304	0	2,304	0.07	0.02
GLOBAL CARGO & COMMODITIES	47,725	0	47,725	1.36	0.49
GMT SHIPPING LTD	4,915	0	4,915	0.14	0.05
GOLD STAR LINE	0	24,931	24,931	0.71	0.26
GRIMALDI GH. LTD	79,740	16,110	95,850	2.72	0.98
HAPAG -LLOYD	0	46,717	46,717	1.33	0.48
HC TRADING	0	3,053	3,053	0.09	0.03
HULL BLYTH GH. LTD	65,764	30,986	96,750	2.75	0.99
INCHCAPE SHIPPING SERVICES	13,946	0	13,946	0.40	0.14
INTERMODAL SHIPP. AGEN. GH. LTD	104,796	25,967	130,763	3.72	1.34
KHUDA SERVICE T EMA	8,754	0	8,754	0.25	0.09
KOYANKS COMPANY LIMITED	4,755	0	4,755	0.14	0.05
MACRO SHIPP. LTD	168,718	0	168,718	4.79	1.73



ANTRAK GH. LTD	2,241	0	2,241	0.31	0.02
BAJ FREIGHT LTD	4,661	0	4,661	0.65	0.05
BEACON SHIPP. HANJIN GH.	2	0	2	0.00	0.00
BLUE FUNNEL GH.	4,278	0	4,278	0.60	0.04
CMA CGM SHIPPING GHANA	25,619	0	25,619	3.59	0.26
COMEXAS GH. LTD	16,116	0	16,116	2.26	0.16
CONSOLIDATED SHIPP. AGENCIES LTD	0	0	0	0.00	0.00
DAMCO LOGISTICS GH. LTD	40	0	40	0.01	0.00
FACULTY LOGISTICS	30,250	0	30,250	4.23	0.31
GLOBAL CARGO & COMMODITIES	56,414	0	56,414	7.90	0.58
GMT SHIPPING LTD	48,166	0	48,166	6.74	0.49
GRIMALDI GHANA LTD.	3,726	0	3,726	0.52	0.04
HULL BLYTH GH. LTD	9,699	0	9,699	1.36	0.10
INTERMODAL SHIPP. AGENCY GH. LTD	18,432	0	18,432	2.58	0.19
MAERSK GH. LTD	163,184	0	163,184	22.84	1.67
MAP SHIPP. LTD	34,245	0	34,245	4.79	0.35
MOL GH. LTD	6,819	0	6,819	0.95	0.07
MSCA GH. LTD	89,481	0	89,481	12.53	0.92
OIL & MARINE AGENCIES	12,217	0	12,217	1.71	0.13
PIL GHANA LTD	28,674	0	28,674	4.01	0.29
PORTS MARINE LTD	25	0	25	0.00	0.00
SCANSHIP GH LTD	29,107	0	29,107	4.07	0.30
SEVENLOG LTD	89,458	0	89,458	12.52	0.92
SHARAF SHIPP. A GENCY LTD	7	0	7	0.00	0.00
STARDEX MARINE CONSULT	21,610	0	21,610	3.03	0.22
SUPERMARITIME GH. LTD	2,583	0	2,583	0.36	0.03
UNITED ARAB SHIPP. AGENCIES	6,662	0	6,662	0.93	0.07

#### SUB-TOTAL

<b>714,324</b>	<b>0</b>	<b>714,324</b>	<b>100</b>	<b>7</b>
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#### DRY BULK

ANTRAK GH. LTD	289	5,499	5,788	0.15	0.06
BLUE FUNNEL GH.	162	0	162	0.00	0.00
BLUESEA MARITIME GH. LTD	0	7,159	7,159	0.19	0.07
BOLLORE LINES	0	705	705	0.02	0.01
COSCO SHIPPING	0	211,241	211,241	5.63	2.16
CMA CGM GH. LTD	0	4,707	4,707	0.13	0.05
COMEXAS GH. LTD	7,156	0	7,156	0.19	0.07
DAMCO LOGISTICS GHANA LTD.	6,000	0	6,000	0.16	0.06
EURO AFRICA	0	7,056	7,056	0.19	0.07
GLOBAL CARGO & COMMODITIES	22,750	0	22,750	0.61	0.23
GOLD STAR LINE	0	3,513	3,513	0.09	0.04
GRIMALDI GH. LTD	0	2,957	2,957	0.08	0.03

MAERSK GH. LTD	616,945	233,260	850,205	24.16	8.70
MAP SHIPP. LTD	15,000	0	15,000	0.43	0.15
MESSINA LINES	0	4,761	4,761	0.14	0.05
MIDLAND INTL. GH. LTD	3,399	0	3,399	0.10	0.03
MOL GHANA LTD	45,768	37,079	82,847	2.35	0.85
MSCA GH. LTD	286,583	167,811	454,394	12.91	4.65
NAVITRANS GH. LTD	165	0	165	0.00	0.00
OIL & MARINE AGENCIES	119,756	25,290	145,046	4.12	1.48
OTHER	0	2,363	2,363	0.07	0.02
PIL GHANA LTD	92,371	73,058	165,429	4.70	1.69
PORTS MARINE LTD	3,819	476	4,295	0.12	0.04
SAFMARINE	0	88,936	88,936	2.53	0.91
SANTA SHIPPING AGENCY LTD	178	0	178	0.01	0.00
SCANSHIP GHANA LIMITED	187,586	14,561	202,147	5.74	2.07
SEVENLOG LIMITED	71,353	0	71,353	2.03	0.73
SHARAF SHIPPING AGENCY LIMITED	14,067	0	14,067	0.40	0.14
SIFAX AGEN. GH. LTD	56,900	0	56,900	1.62	0.58
STARDEX MARINE CONSULT	14,668	0	14,668	0.42	0.15
SUPERMARITIME GHANA LIMITED	95,485	24,703	120,188	3.41	1.23
TRAMSCO SHIPP.	1,743	0	1,743	0.05	0.02
TTV LIMITED	1,832	0	1,832	0.05	0.02
UAL	0	2,556	2,556	0.07	0.03
UMAL SHIPPING AGEN. GH.	55,120	0	55,120	1.57	0.56
UNITED ARAB SHIPPING AGENCIES	33,511	4,341	37,852	1.08	0.39
VOLTA ALUMINIUM CO. LTD	0	2,602	2,602	0.07	0.03
ZIM LIME	0	7,900	7,900	0.22	0.08

<b>SUB-TOTAL</b>	<b>2,537,836</b>	<b>981,877</b>	<b>3,519,713</b>	<b>100</b>	<b>36</b>
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#### **BREAK BULK**

AFRICA CARGO CENTRAL LTD	10,608	0	10,608	1.49	0.11
HULL BLYTH GH. LTD	947,440	122	947,562	25.27	9.70
I.M.T.	0	691,181	691,181	18.43	7.07
INCHCAPE SHIPPING SERVICES	30,335	0	30,335	0.81	0.31
ISAG LTD	0	7,355	7,355	0.20	0.08
MACRO SHIPP. GH. LTD	0	211,312	211,312	5.64	2.16
MAERSK GH. LTD	2,325	20,927	23,252	0.62	0.24
MAP SHIPP. LTD	46,997	0	46,997	1.25	0.48
MOL GH. LTD	2	0	2	0.00	0.00
MSCA GHANA LTD	10,728	26,908	37,636	1.00	0.39



OIL AND MARINE AGENCIES	993	0	993	0.03	0.01
PIL GH. LTD	0	4,927	4,927	0.13	0.05
SCANSHIP GH. LTD	1,319	137,799	139,118	3.71	1.42
SEATRADE SHIPPING AND LOGISTICS	5,500	0	5,500	0.15	0.06
SEVENLOG LIMITED	324,865	0	324,865	8.66	3.32
SIFAX AGEN. GH. LTD	79,500	0	79,500	2.12	0.81
SUPERMARITIME GH. LTD	176,757	637,794	814,551	21.72	8.34
UMAL SHIPP. AGEN. GH. LTD	55,600	0	55,600	1.48	0.57
UNICARGO	0	23,500	23,500	0.63	0.24
UNITED ARAB SHIPPING AGENCIES GHANA	77	0	77	0.00	0.00
WERSTERN FREIGHT AND LOGISTICS LTD	26,142	0	26,142	0.70	0.27

<b>SUB-TOTAL</b>	<b>1,744,937</b>	<b>2,004,662</b>	<b>3,749,599</b>	<b>100</b>	<b>38</b>
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#### **LIQUID BULK**

BLUESEA SHIPP. SERV. LTD	33,872	0	33,872	1.89	0.35
BULKSHIP & TRADE LTD	194,467	0	194,467	10.88	1.99
DADDO MARITIME SERV. GH. LTD	105,660	10,411	116,071	6.49	1.19
CMA CGM GH. LTD	503	0	503	0.03	0.01
GETMA GH. LTD	31,405	0	31,405	1.76	0.32
INCHCAPE SHIPPING SERVICES	781,714	11,130	792,844	44.35	8.11
LD AND T LOGISTICS LTD	9,619	0	9,619	0.54	0.10
MSCA GH LTD	232	0	232	0.01	0.00
OIL AND MARINE AGENCIES	508,594	0	508,594	28.45	5.20
OTHER	0	7,602	7,602	0.43	0.08
PIL GH. LTD	496	0	496	0.03	0.01
SEA AND SHORE SERVICES GHANA LTD	59,495	0	59,495	3.33	0.61
SUPERMARITIME GHANA LIMITED	32,543	0	32,543	1.82	0.33
UNITED ARAB SHIPP. AGENCIES GH.	149	0	149	0.01	0.00

<b>SUB-TOTAL</b>	<b>1,758,749</b>	<b>29,143</b>	<b>1,787,892</b>	<b>100</b>	<b>18</b>
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<b>GRAND TOTAL</b>	<b>6,755,846</b>	<b>3,015,682</b>	<b>9,771,528</b>	<b>100.00</b>	<b>100.00</b>
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**GHANA PORTS AND  
HARBOURS AUTHORITY**

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- Quick Turn Round Time
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- Efficient Cargo handling
- Competitive Tariffs
- Good Roads & Trucks
- Social & Industrial Stability
- Good Customer Service
- Stakeholder engagement

### INNOVATION

- On line vessel booking System
- On line container movement tracking system in Port
- Automatic Ship Identification System,
- The Jade Master Terminal Operating System,
- Electronic cargo tracking by GPS
- EDI and Single Window application in cargo documentation
- Electronic security surveillance



### Honours

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- Best Performing Port in West and Central Africa- 2012-2014
- Best Container Port in West and Central Africa- 2012-2014
- Public Relations Organization of the year 2015- Public Sector
- Public Relations Campaign of the year- Port Integrity Campaign (Anti-corruption Crusade)
- International Transport Award 2016
- Manager Of The Year - Europe Business Assembly 2016
- Best Enterprise Award- Europe Business Assembly 2016
- The Majestic 5 Continents Award For Quality And Excellence 2016
- Maritime Media Programme of the Year (Eye On Port)
- Ghana Shipper's Award - 2017

### HEADQUARTERS

P. O. Box 150, Tema-Ghana  
Tel: +233 (0) 303-202631-9  
Fax: +233 (0) 303-202812  
Email: [headquarters@ghanaports.net](mailto:headquarters@ghanaports.net)  
Website: [www.ghanaports.gov.gh](http://www.ghanaports.gov.gh)

### PORT OF TAKORADI

P. O. Box 708, Takoradi-Ghana  
Tel: +233 (0) 31 2024073  
Fax: +233 (0) 31 2022814  
Email: [takoradi@ghanaports.net](mailto:takoradi@ghanaports.net)  
Website: [www.ghanaports.gov.gh](http://www.ghanaports.gov.gh)

### PORT OF TEMA

P. O. Box 488, Tema-Ghana  
Tel: +233 (0) 303 204385-8  
Fax: + 233 (0) 303 204136  
Email: [tema@ghanaports.net](mailto:tema@ghanaports.net)  
Website: [www.ghanaports.gov.gh](http://www.ghanaports.gov.gh)

### BURKINA FASO

Office National Des Ports Du Ghana  
1440 Immeuble Obouf Avenue Kwame Nkrumah  
11BP 276 CMS Ouagadougou, Burkina Faso  
Tel/Fax: (226) 50 301201  
Email: [portsghana@mail.bf.com](mailto:portsghana@mail.bf.com)  
Website: [www.ghanaports.gov.gh](http://www.ghanaports.gov.gh)



# **TOWARDS REALISING OUR NATIONAL FOR DESIRE QUALITY PRODUCTS**

*By Kofi Amponsah-Bediako, Head of Public Relations,  
Ghana Standards Authority*



**N**eedless to say, one of the major problems facing us as a country is the awfully sorrowful and detestable presence of sub-standard products seen in various parts of the country. Beginning from electrical gadgets, food, drugs and medical devices as well as extending it to others like building materials, petroleum products, chemicals and so on, one cannot be sure of the quality of products on the market except to say that many of them are rather found to have disappointingly and unsatisfactorily fallen below standard.

Not long ago, one senior citizen in this country complained about sub-standard products that are consumed locally until we are alerted by foreigners with respect to the dangers associated with them. He made it clear that Ghana boasts of experts comparable to what pertains outside and yet would always have to wait until our attention is drawn by foreign countries regarding the dangers associated with some of the sub-standard products on the market.

We continue to consume poisonous substances in a number of edible products until similarly qualified persons advise their governments not

to allow them to be exported into their markets because of the health hazard they pose. Obviously, by this we are referring to only one side of the problem, namely, exports from Ghana to other countries. The other side of the problem is imports.

This observation points to the need for effective delivery of results by Conformity Assessment Bodies such as the Ghana Standards Authority to collaborate with Regulatory Bodies or Agencies like the Forestry Commission, National Petroleum Authority, Environmental Protection Agency, Food and Drugs Authority, Energy Commission etc. to ensure that goods imported or exported meet the requirements of the applicable standard.

It is normal, as observed and practised internationally, for Regulatory Bodies in a







country to use relevant standards developed by the respective countries' National Standards Bodies to regulate the sub-sectors of the economy under their respective controls. In Ghana, it is the Ghana Standards Authority that performs this function for the Regulatory Bodies. The implication here is that there must be positive, result-oriented and also enviable collaboration worthy of emulation, but not aimlessly unproductive and antagonistic relationship, between the Ghana Standards Authority, on one hand, and the Regulatory Agencies, on the other.

What is good for the goose is also good for the gander. If this is the case, then exports, like imports, must all conform to applicable standards. Thus, when it comes to exportable products, every effort needs to be made to guarantee the required acceptable quality before being allowed to be sent out.

It is, therefore, clear that the time has come for the country to devise an innovative and workable scheme consciously and purposefully aimed at effectively, comprehensively and satisfactorily checking, especially, imports of sub-standard products into the

country. Sub-standard electrical cables, for example, can lead to overheating, fire outbreaks and burning of houses. Similarly, sub-standard drugs can, contrary to expectations, create problems some of which are nervousness, sleeplessness, numbness, heart attack and, in some cases, even death.

This issue has needlessly been debated over and over by different interest groups even though all parties to the debate claim that they are committed to quality. Probably, the time has come for us to visit the issue again

with the intention of discussing and dealing with it in a dispassionate manner to help define and pursue the interest of the country as a whole by ensuring that products to be imported into or exported out of the country are safe, secure and reliable.

A new scheme aimed at preventing sub-standard products from entering the country, from importing countries, ought to be instituted immediately so as to ensure that for every consumer of any product purchased on the market, there would be the much-desired anticipated guarantee of consumer safety and health as well as protection of the environment.



# GLOBAL SOURCING AND REDUCING SUPPLY CHAIN COST

By Abdul Haki Bashiru-Dine

## INTRODUCTION

In business, the term sourcing refers to a number of procurement practices, aimed at finding, evaluating and engaging suppliers for acquiring goods and services.

**Global sourcing** is the practice of sourcing from the global market for goods and services across geopolitical boundaries. Global sourcing often aims to exploit global efficiencies in the delivery of a product or service. These efficiencies include low cost skilled labor, low cost raw material and other economic factors like tax breaks and low trade tariffs. A large number of information technology projects and services, including IS Applications and Mobile Apps and database services are outsourced globally to countries like Pakistan and India for more economical pricing.

Common examples of globally sourced products or services include: labor-intensive manufactured products produced using low-cost Chinese labor, call centers staffed with low-cost English speaking workers in the Philippines and Pakistan and India, and IT work performed by low-cost programmers in India and Pakistan and Eastern Europe. While these examples are examples of Low-cost country sourcing, global sourcing is not limited to low-cost countries.

Majority of companies today strive to harness the potential of global sourcing in reducing cost. Hence it is commonly found that global sourcing initiatives and programs form an integral part of the strategic sourcing plan and procurement strategy of many multinational companies.

Global sourcing is often associated with a centralized procurement strategy for a multinational, wherein a central buying organization seeks economies of scale through corporate-wide standardization and benchmarking. A definition focused on this aspect of global sourcing is: "proactively





integrating and coordinating common items and materials, processes, designs, technologies, and suppliers across worldwide purchasing, engineering, and operating locations (p.304)"

The global sourcing of goods and services has advantages and disadvantages that can go beyond low cost. Some advantages of global sourcing, beyond low cost, include: learning how to do business in a potential market, tapping into skills or resources unavailable domestically, developing alternate supplier/vendor sources to stimulate competition, and increasing total supply capacity.



Some key disadvantages of global sourcing can include: hidden costs associated with different cultures and time zones, exposure to financial and political risks in countries with (often) emerging economies, increased risk of the loss of intellectual property, and increased monitoring costs relative to domestic supply. For manufactured goods, some key disadvantages include long lead times, the risk of port shutdowns interrupting supply, and the difficulty of monitoring product quality. (With regard to quality in the food industry, see Roth et al. (2008).

International procurement organizations (or IPOs) may be an element of the global sourcing strategy for a firm. These procurement organizations take primary responsibility for identifying and developing

key suppliers across sourcing categories and help satisfy periodic sourcing requirements of the parent organization. Such setups help provide focus in country-based sourcing efforts. Particularly in the case of large and complex countries, such as China, where a range of sub-markets exist and suppliers span the entire value chain of a product/commodity, such IPOs provide essential on-the-ground information.

Over time, these IPOs may grow up to be complete procurement organizations in their own right, with fully engaged category experts and quality assurance teams. It is therefore important for firms to clearly define an integration and scale-up plan for the IPO.

The modern business landscape is marked by increasing levels of global sourcing – particularly from low-cost countries.

While many companies across a variety of industries achieve cost savings through this sourcing strategy, the benefits are often offset by complexities associated with global logistics management.

Even though total supply chain costs may be reduced by global sourcing, typically, transportation and logistics costs have been rising as a percentage of the cost-of-goods sold (COGS).

This has occurred as a result of rising fuel prices, the intrinsic costs of long-distance flow of goods and transportation capacity imbalances – both for domestic transportation in regions like North America, and for International Ocean and air freight from countries like China.

### Logistics as a Strategic Business Function

Supply lead times often have a high degree of variability, which can lead to poor on-time delivery performance, as well as unavailable products, components and merchandise. The variability in lead times stems from many factors.



The global flow of goods requires multiple handoffs – including various carriers, customs and port authorities, and consolidators. And these hand-offs increase the probability of unexpected events. Growing import volumes, particularly from Asia, combined with important security concerns, have led to severe port congestion in North America and Europe.

### Impact of Sourcing Strategy

*Research has shown that the percentage of total landed cost that is attributable to supply chain can go from less than 3-5 percent in a local sourcing environment to as much as 35 percent in a global sourcing environment.*

As companies conduct business in more countries and as countries continuously change their regulatory and customs-clearance processes, delays occur during document compliance assessment and processing.

Leading companies are leveraging several strategies to respond to the complexity of global logistics management in an effort to reduce transportation costs and improve service levels while still focusing on the “buy anywhere, sell everywhere” business model.

As a result, logistics is becoming a more strategic business function to companies where it has not traditionally been a core competency.

## SOME KEY BEST PRACTICES FOR MANAGING GLOBAL LOGISTICS:

### 1. Evaluate and determine the right global logistics operating model

Companies achieving success in global logistics are assessing and determining the right logistics operating model, including identifying which logistics functions to outsource and which to keep in-house.

They are asking themselves: Is it strategic to develop in-house competencies related to

logistics network design, logistics sourcing and management, transportation capacity planning, global shipment planning, visibility and event management? Should companies be outsourcing some logistics execution functions, such as conducting prebooking and booking confirmation in ocean transportation, managing export/ import customs clearance and document compliance, and warehousing and storage? Additionally, global multi-divisional companies are creating a shared-services



organizational structure to procure, plan, execute, monitor and measure global freight movements. Global logistics organizations are evolving into “internal 4PL” business models to effectively manage and service the needs across various lines of business and regions.

### 2. Establish strategic relations with logistics service providers and get alignment on performance metrics

Given global transportation capacity issues and the need for logistics service providers (LSPs) to provide high levels of service, leading companies are elevating their relationships with the service providers to a more strategic level.

“LSP friendly” programs are being developed to adopt more collaborative rate negotiation and bidding processes, provide forward visibility into logistics capacity needs and develop packaging that allows for easier handling. To streamline their customs clearance processes, top-performing

companies are leveraging customs brokers, freight forwarders and other third party agencies.

They are forming long-term relationships with customs officials. Local knowledge can serve as an important lever in avoiding delays and ensuring proper document compliance.

Robust sets of global logistics metrics and key performance indicators (KPIs) are being developed and implemented to score-card LSP performance and continuously monitor performance, as well as align payment terms to these metrics.

### **3. Deploy global visibility and exception management processes and systems**

Visibility into order and shipment life cycles is as critical as third-party partnerships in dealing with the complexities related to global logistics execution. By achieving early visibility into exceptions and proactively alerting appropriate parties involved, companies can mitigate the negative impacts of handoffs and other potentially delaying processes in global logistics.

This visibility and exception-management infrastructure needs to extend across the various legs and milestones involved in the global flow of goods. Visibility by itself is not a silver bullet in solving all complexities related to global logistics. Yet, when combined with intelligent exception management, logistics planning and execution workflows, this layer of global visibility can be a very powerful weapon in managing variability in the global flow of goods.

### **4. Optimize the global flow of goods through intelligent routing and consolidation**

Companies that have large shipment volumes in specific regions are taking greater control of international transportation planning processes. Traditionally, most



companies have had fixed business rules to determine routing for specific countries of origin and destination.

Given the need to deal with transportation capacity issues as well as to maximize utilization of containers, they're now moving toward a more dynamic process – one in which they can make decisions on ports and inland modes and carriers, and look for consolidation opportunities across their international shipment volumes. Leading companies are dynamically evaluating options for doing merge-in-transit, leveraging hubs for pool distribution, doing trans-loading, and diverting-intransit when appropriate to reduce cycle times and costs.

### **5. Institute a continuous process for ongoing logistics network design and scenario analysis**

To fully leverage the benefits of global logistics, companies must continuously evaluate their global logistics network and assess factors such as physical distribution networks, lane structures, mode strategies and capacity requirements. In the past, such exercises were typically done annually or once every two or three years.

However, the rapid pace of modern global business dictates a more frequent assessment of logistics network design. With scenario planning, “what-if” analysis and management, today's companies can reap the full benefits and minimize the risks associated with global sourcing.





# INTER-SHIPPING FUN GAMES

By (Chris Tamakloe - Planning Committee Chairman)

Hill-City Global Ghana Ltd in partnership with Ship Owners & Agents Association of Ghana organised its 2nd Inter-Shipping Fun Games on the 12th of August 2017, at the Tema Sports Stadium.

A series of activities, ranging from aerobics, lime and spoon, sack racing, volley ball, cards, draughts, football, ladies penalty shoot-outs and many others took place that day with eight (8) companies participating in all of the disciplines.

Companies that emerged with 1st and 2nd positions went home with trophies highlighted below:

- **Football:** (MPS-1ST and Sharaf Shipping Agency Ghana-2ND)
- **Volley ball:** (MPS-1ST and Grimaldi Lines- 2ND)
- **Sack Racing:** (ISAG-1ST and – PIL-2ND)
- **Lime and Spoon:** (MSC-1ST and ISAG- 2ND)

Ladies penalty shoot-outs (Super Maritime- 1ST and Global Cargo- 2ND)

According to the organizers, the event was a successful one, looking at the fact that it was the second edition and were hopeful that the coming years, would see many more companies participating in the event.

They also said they foresee the SOAAG programs break-down as quarterly events within the year where other activities such as (Health Walks, visit to the orphanage, excursions etc.) will take place.

Finally, the Planning Committee concluded with this “every small thing can end up big” and with the backing of God and in the light of the Wisdom, Counsel and full Support from our wonderful Managing Directors in SOAAG represented by the Vice President Mr. Adam Imoru Ayarna the event will see light resulting in one of the biggest successful event in the Future of the Shipping Industry.











# **GHANA MARITIME AUTHORITY**

**Regulating the Maritime Industry**



- **Ensure safety of navigation**
- **Ensure maritime and ports security**
- **Protect marine environment from marine source pollution**
- **Ensure efficient shipping service**
- **Promote Ghana's ship register**
- **Regulate training, certification and recruitment of seafarers**
- **Implement international maritime conventions**



8th Road, East Ridge - Accra. P.M.B 34 Ministries Post Office, Accra.  
Tel: +233 (0) 302 684392, 662122

Email: [info@ghanamaritime.org](mailto:info@ghanamaritime.org)

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