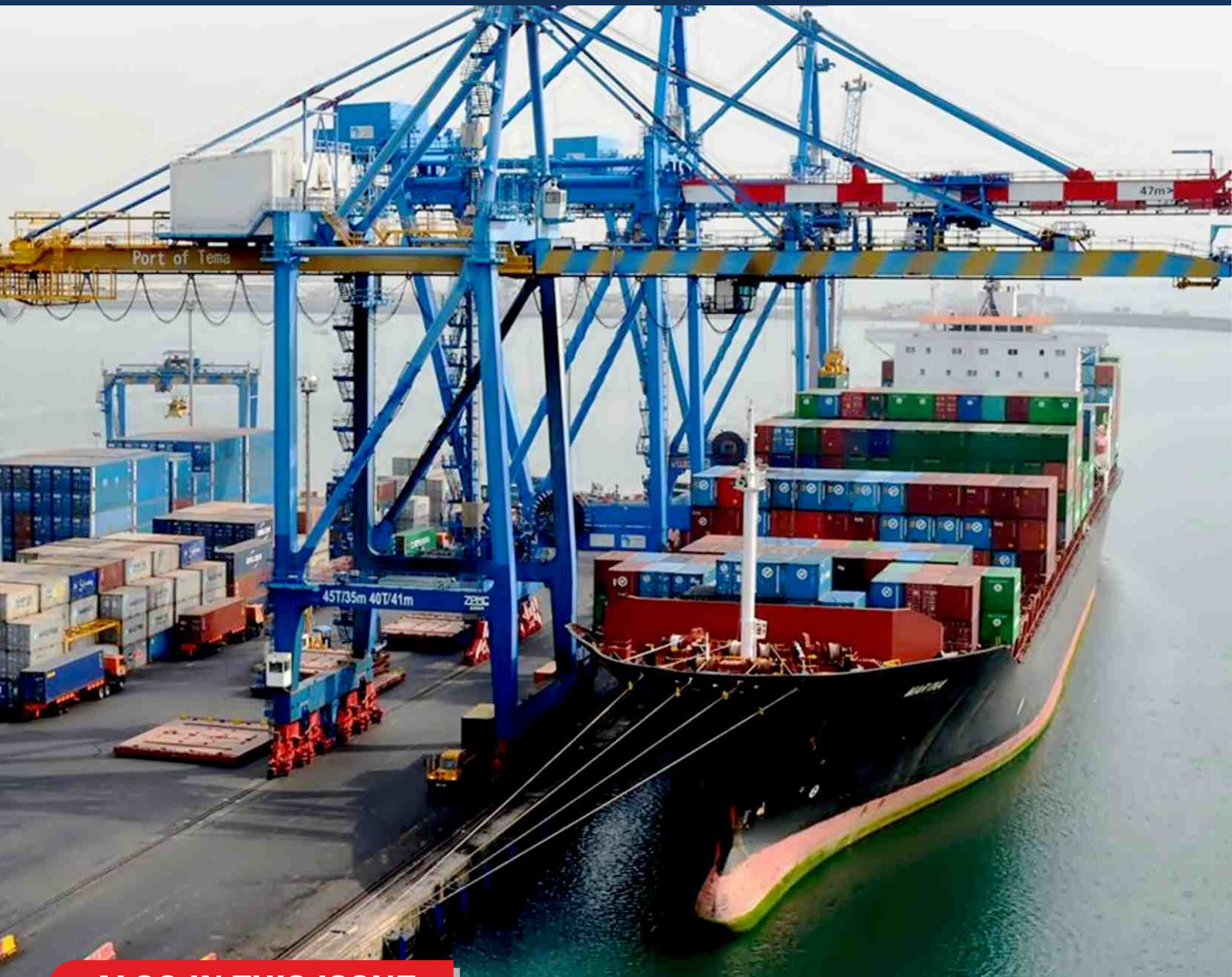


# SHIPPING REVIEW

GHANA'S AUTHORITATIVE QUARTERLY MARITIME JOURNAL

VOLUME 20 NO. 4 | OCTOBER - DECEMBER 2018

## DEVELOPING THE LOGISTICS AND SUPPLY CHAIN SECTOR: Capitalizing on Opportunities for Trade Facilitation



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- Shipper's Choice: One Freight Forwarder or Many?
- Salient Features of the Nairobi International Convention On the Removal of Wrecks, 2007
- Swissport Ups Cargo Handling at Kotoka International Airport
- Ghana's Maritime Trade Review (January-September 2018)
- Mobile Phone and Accessories Dealers Association Worried about Foreign Invasion of Mobile Market
- 10 Steps for a Win-win Shipper-forwarder Partnership
- Used Clothing Imports- Oscarpak Leads the way
- Doubling Efforts to Increase Ghana's Transit Trade Market Share

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

**General Editor**  
Mr. Frederick Atogiyire

**Advertising Executive**  
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# Developing the Logistics and Supply Chain Sector: Capitalizing on Opportunities for Trade Facilitation

By Samuel A. Etsibah, Msc, CMILT, Vice President, Logistics, Chartered Institute of Logistics and Transport (CILT) Ghana



Mr. Samuel A. Etsibah

## Introduction

Logistics and Supply Chain play an important role and contributes to the nation's Gross Domestic Product (GDP). They play a key role in the economy in two main ways. Firstly, major expenditure for businesses and other economic activities are directly affected and influenced by logistics and supply chain. It is estimated that in the UK, the Logistics & Posts Sector contributes 55 billion pounds to the economy and comprises 5% of the UK GDP. The industry also employs 1.7 million people.

According to the FTA (Freight Transport Association), in 2014, 139 billion tons of goods were moved through logistics and supply chain activities. Similar successful stories of Logistics and Supply chain can be said about Ghana and many other countries. Secondly, logistics & supply chain supports the purchasing, storage, movement of goods and services and the flow of many economic activities and transactions.

Supply chain and logistics adds value by creating "time utility". This is the value added by having an item

when it is needed. Then it adds a value called a "place utility", which is the value of having an item or service available where it is most needed.

## Why Trade Facilitation?

Demand for Logistics and Supply Chain services is directly dependent on trade (both domestic and international). Trade facilitation has also emerged as a key factor for international trade efficiency and also the economic development of many countries. This is due to its impact on competitiveness, market integration and its increasing importance in attracting direct foreign investments.

Over the last decade, trade facilitation has gained prominence in the international political agenda. This culminated in the conclusion of the agreement on trade facilitation at the World Trade Organisation (WTO). According to United Nations Economic Commission for Europe (UNECE) and its UN Centre for Trade Facilitation and Electronic Business (UN/CEFACT), trade facilitation is "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 and Implementation Guide, UNECE). Such a definition implies not only the importance of the physical movement of goods in a supply chain, but also the associated income generation and information flows.

Trade facilitation encompasses all stakeholders such as governmental agencies that intervene in the transit of goods and the various commercial entities that conduct

business and move the goods far and near. (Trade facilitation and Implementation Guide, UNECE).

## Where and how do Logistics and supply chain fit?

Logistics is defined as "the process of planning, implementing and controlling the efficient, effective flow, the storage of goods and services and related information from point of origin to point of consumption for the purpose of conforming to customers' requirements."

Supply Chain is also defined by the American Production and Inventory Control Society (APICS) as "the processes from the initial raw materials, to the ultimate consumption of the finished product, linking across supplier-user companies." While Mangan, J., et al (2012) quotes an original definition offered by Christopher, M., (1992) that "supply chain is a network of organizations that are involved through upstream and downstream linkages in the different processes and activities that produce value in the form of products and services in the hands of the ultimate customer".

Trade facilitation goals seem to harmonize with logistics and supply chain in many ways. It aims at helping to make trade across borders both imports and exports, by making it faster, safer, cheaper, and more predictable, while ensuring its security. It focuses on simplifying and harmonizing formalities, procedures, and the related exchange of information and documents between the various partners in the supply chain. This includes and involves activities such as the movement, handling, storage, and distribution and



information flow from origin to destination. These goals can only be met with an effective and efficient logistics and supply chain sector. Unfortunately there are many issues with the sector.

### **Key Issues in Logistics & Supply Chain** (Invest in Africa, 2018)

- *Demand and Supply Planning:* The difficulty in forecasting demand, dealing with fluctuating costs and often depreciating currencies, results in a fragile domestic supply chain.
- *Logistics/Supply Chain Risks:* Currency value fluctuations and losses, higher cost of transactions. Also damages in handling, storage and goods in transit as well as loss of key transaction information are some of the risks. The ever evolving risks ranging from accidents, conflicts to terrorism lead to major disruptions in the supply chain where risk in one area can easily affect the whole supply chain
- *Effective tracking of cargo and equipment:* The challenge with physical (Real Time) tracking of the movement of cargo is a key challenge. The recently introduced Cargo Tracking Note (CTN) that seems have generated a lot of controversy in our ports today has the potential of tracking and monitoring

cargo from port of loading to port of discharge.

- *Long Lead Times / Dwell times in ports:* Landlocked countries are particularly impacted where the lead times are significantly longer. To overcome these challenges requires patience and a continuous improvement of mindset. Also, organizations need to be willing to invest in people and to take time to understand the market conditions at hand.
- *Inventory / Capacity challenges on terminals and storage areas:* This mostly leads to congestion, thus more cargo beyond the storage capacity. Sometimes, it also leads to underutilization of facilities where cargo is less than the storage capacity. In ensuring that we meet optimum storage capacity, we need to find the best practical capacity such as – the EOQ's, (Economic Ordering Quantities), manage stock levels, checking and controlling minimum and maximum levels. Also there is the need to improve storage practices and methods by using devices and equipment such as, Automatic Storage & Retrieval Systems (AS/RS) and the use of pallet shuttle systems for effective warehousing.
- *Effective Utilization of Space:* A well planned storage area, proper and safe utilization of vertical heights in a storage area go a long way to help in effective and efficient space utilization. The application of the right storage technology and ICT system helps. Terminal operators need to be encouraged to target operating shorter

dwell times at storage areas.

- *Lack of equipment and relevant tools:* The introduction of the right equipment and advance technology such as artificial intelligence, drones, Radio Frequency Identification (RFID's), cloud base applications will help make supply chain and logistic activities more effective.

Other challenging issues include:

- Territory status, poor infrastructure results in poorly connected markets.

### **What is the way forward for the Logistics and Supply chain sector?**

- *We need to recognize our size, scale and diversity:* This enables us complement our operations by looking at improving our weaknesses and consolidating our strengths. We need to work toward achieving competitive advantage and not comparative advantage, in areas such as physical endowments, geographical location or technological initiatives. We also need to consider the opportunities and threats in the industry.
- *Infrastructure and Market Expansion:* The need to build a strong supply chain infrastructure cannot be overemphasized. Also, the building of lasting operational relationships and synergies amongst supply chain organizations may include mergers or acquisitions, joint venture arrangements or partnerships. Internal and external collaboration within an organization (locally) and with other companies (internally) or with regional entities and



external organizations (internationally) are beneficial. Designing an effective supply chain network with linkages from origin to destination is key. (Production - Manufacturing-Storage-Distribution- Consumption – Recycling)

- *Develop transparent and smooth flow of processes and systems:* Our working processes need to be well documented and communicated to all stakeholders and staff, to enable us remove hitches, bottlenecks and delays in task performance. It will also include bench marking and adapting best practices of others in a better position. The adaption of lean system processes helps in waste reduction and environmentally friendly organizations.

- *Innovation in product or service customization:* Create new products and services that add value and ensure we offer customer focused services.

- *Employing and engaging the right professionals:* As we strive to engage more professionals in the industry, we need to be conscious to adapt the 5 (s) approach in logistics and supply chain, which is to **Sort, Straighten, Shine, Standardize, Sustain**

- *Complementing transport modes and not only competition:* In Ghana and other parts of Africa, there is very little or no cooperation and transport mode complementation. Each mode is competing within (intra-urban competition) and in competition with others (inter-urban). In as much as competition enhances quality of services, we need

complementation. There is the need for more cooperation in operation, use of terminals and facilities, common sharing of space, travel / operational information and common tariff systems along a route regardless of transport mode.

- *Developing an intermodal transportation system:* The use of two or more similar transport modes operationally linked directly together is very important. This is done in order that there is a smooth connection of services of operators within similar transport modes operating in a sequential manner from one leg to the other.

There is the need to further develop a multimodal transportation system which is the operation of “two or more different modes of transport services, operationally combined together as one system.” It enables a single service operator to assume all responsibilities and coordinate a cordial business relationship between the various service operators in a cooperative manner from point of origin to destination”. This approach is helpful and makes our transport network more accessible, affordable, available and acceptable.

Solution: Sharing trips and carriage of cargo along the same route (win-win) situation. The usage of an efficient railway, inland water way and the sea to transport heavy cargo is the modern trend in many developed countries. This goes a long way in solving the over-dependence on the road by trucks and earth moving equipment. The carriage of heavy loads beyond axle load regulations, poor road designs, ineffective load capacity restrictions and the high frequency of trips

from origin to destination only by road mode is a drain to the economy.

## Conclusion

A well-organized and effective logistics and supply chain sector, plays a key role in every nation's economy, by adding time and place utility values to goods and services. Since the demand for logistics and supply chain services are directly dependent on trade and businesses.

It is prudent that the upstream and downstream linkages, the different processes and activities of the sector, produce value in the form of innovative products and services that totally exceed the satisfaction of the ultimate customer or consumer.

There are challenges in the sector, these may include unpredictability of demand and supply of services, difficulty in effectively tracking cargo and equipment, long lead times and dwell times in ports, inventory or capacity challenges on terminals, effective utilization of space, lack of equipment and relevant tools for various tasks. However, these challenging issues can be resolved through planning of logistics and supply chain services, infrastructure and market expansion, developing innovation in product or services, developing a transparent and smooth flow of processes and systems, employing and engaging the right professionals and implementation of an intermodal and multimodal transport systems that will complement transport operations to the benefit of all stakeholders.

*[The write up is an extract from a paper presented at the 20th Intermodal Africa Conference. At Movenpick Ambassador Hotel on*



# SHIPPER'S CHOICE: One Freight Forwarder or Many?

*By Julian Keeling, CEO, Consolidators International Inc.*

Many shippers rely on forwarders as key building blocks in creating and implementing a logistics program. Some use a single forwarder or third-party logistics provider to forge and maintain supply chain links. Others choose a multi-forwarder approach. Which is best for your team?

## GOING SOLO

Advantages of using a single forwarder include:

- **Accountability**-Mistakes can be more easily pinpointed when they emanate from a single source. More importantly, errors can be corrected with far greater speed and with a minimum of finger pointing.
- **Concentrated freight booking**-With one forwarder handling all the shipper's cargo, contract goals can be met more easily. Cost savings are maximized when using the forwarder's preferred air and ocean carriers.
- **Integrated technology tools**-Coordinating technology between a shipper and a single forwarder is easier, faster, and less expensive than integrating multiple agents' systems into a shipper's IT operation.
- **Single service standard**-Service levels invariably differ among forwarders. With a single source, the shipper generally obtains

consistent service throughout its supply chain.

- **Centralized billing.** Processing vendor payments, adjusting charges, and correcting billing mistakes is far simpler when dealing with one forwarder rather than multiple agents, particularly if international invoices are involved.

## THE MORE THE MERRIER

Advantages of using two or more forwarders include:

- **Greater experience and knowledge**-No single forwarder has all the answers. One consolidator may have superior knowledge of local suppliers, and a better feel for an area's business climate. Another forwarder on the shipper's logistics team may have close and long-standing relationships with local management at air carriers and shipping lines.
- **Meeting the shipper's diverse needs**-Within shipper organizations, particularly those that are multi-national, separate operating units are common. These units require particular knowledge and experience in moving their products. One division may need substantial heavyweight or breakbulk shipping.

Another may use intermodal transport for most of its cargo. With a multi-agent approach, the shipper benefits from forwarders' specific skills.

- **Creating competition among forwarders**-Shippers with multiple consolidators on their logistics team can exert leverage for additional services and price concessions.
- **Reducing vulnerability**-With many forwarders handling its cargo, the shipper has back-up if one is not meeting planned logistics objectives.
- **Greater geographical coverage**-Even the largest forwarders can not be in all places. They have a finite number of offices. With two or more agents, the shipper's local coverage expands. There is less need for independent agents who may be of varying quality.

## GETTING THE RIGHT FIT

Before building a logistics team, shippers should know exactly what they need. Do they want a simple transaction from Point A to Point B handled by a single forwarder? Or do they need a total logistics package from inventory control to customs brokerage capabilities requiring multiple forwarders? Defining these requirements will help shippers build a team that fits.



# Salient Features of the Nairobi International Convention on the Removal of Wrecks, 2007

*By Abdul Haki Bashiru-Dine, Ghana Shippers' Authority*

## Introduction

The Nairobi Convention is the result of several years of preparatory work by the Legal Committee of the International Maritime Organization (IMO). The Convention is the first international instrument providing for strict liability, compulsory insurance and direct action in relation to wrecks located beyond the territorial sea of coastal states. It forms part of a framework of conventions dealing with liability and compensation for maritime casualties (including the Civil Liability Convention CLC, International Oil Pollution Compensation (IOPC) Fund and Bunkers Convention).

According to the IMO Marine Environmental Protection Committee report, 2016, although the incidence of marine casualties has decreased drastically in recent years, mainly due to the work of the IMO and the persistent efforts of governments and industry to enhance safety in

shipping operations, the number of abandoned wrecks, estimated at almost thirteen hundred worldwide, has reportedly increased and as a result the problems they cause to coastal states and shipping in general have, if anything, become more acute (IMO-MEPC report, 2016).

These problems are three-fold: first, and depending on its location, a wreck may constitute a hazard to navigation, potentially endangering other vessels and their crews; second, and of equal concern, depending on the nature of the cargo, is the potential for a wreck to cause substantial damage to the marine and coastal environments; and third, in an age where goods and services are becoming increasingly expensive, is the issue of the costs involved in the marking and removal of hazardous wrecks. The Convention attempts to resolve all of these and other related issues.

## Scope of Application

Articles 1 to 4 of the Nairobi

Convention address the Convention's scope, purpose and application.

The Convention applies to all seagoing vessels of any type or size, including fixed or floating platforms except when such platforms are engaged in the exploration, exploitation or production of seabed mineral resources. However, the Convention does not apply to warships and state owned or operated ships.

The Convention defines a 'wreck' as a sunken or stranded ship or any part or any object from a sunken or stranded ship. The definition includes any object from a ship that is stranded, sunken or adrift at sea, such as lost containers. It also includes ships that may reasonably be expected to sink or strand.

A 'hazard' is determined when a wreck poses a danger or impediment to navigation or is





likely to result in major harmful consequences to the marine environment or damage to the coastline or "related interests" of one or more States. "Related Interest" includes the interests of the coastal state affected or threatened by a wreck such as fisheries, tourism attractions and other economic interests including wildlife preservation and the protection of offshore and underwater infrastructure.

The Convention applies only within the Exclusive Economic Zone (EEZ) of a State Party. However, State Parties can elect to extend the application of the provisions of the Convention to wrecks located within their territory, including their territorial sea. However, such an extension of the convention does not prejudice the rights and obligations of States to take measures in relation to wrecks located within their territorial waters, other than locating, marking and removing them in accordance with the Convention.

The Convention's provisions regarding shipowner liability and the compulsory insurance cover (i.e., Articles 10, 11 and 12) shall not apply for costs arising from such additional measures taken within territorial waters.

The Convention does not apply to measures taken under the

International Convention relating to Intervention on the High Seas in Cases of Oil Pollution Casualties, 1969, nor the Protocol relating to Intervention on the High Seas in Cases of Pollution by Substances other than Oil, 1973.

It should be noted that Article 2 of the Convention does limit the measures that a State Party may take in response to wreck within its EEZ to measures that are "proportionate to the hazard" and that are reasonably necessary to remove the hazard. Furthermore, such measures shall not interfere with the rights and interests of other States, including the state that registered the ship and of any person or corporation concerned.

### **Reporting, Locating, Marking and Removal of Wrecks**

Articles 5 through 9 of the Nairobi Convention address the reporting of shipwrecks, determination of the hazard, locating and marking of wrecks and measures to facilitate their removal.

The Convention requires that the master and the operator of a ship that is registered in a State Party to report, in some detail, any maritime incident that results in a wreck to the State Party within whose Exclusive Economic Zone the wreck is located (i.e., the Affected State).

The Affected State shall then determine if such a wreck poses a hazard to navigation or to the environment and, if so, take appropriate measures to warn mariners of the wreck and to locate and mark the wreck in accordance with the internationally accepted system of buoyage or take steps to ensure the removal of the wreck. Article 6 of the Convention lists criteria for Affected States to consider in the determination of whether or not a wreck poses a hazard.

Article 9 of the Convention provides several measures to facilitate the removal of wrecks that are determined to pose a hazard by the Affected State. Upon such a determination, the Affected State must inform the State Party where the ship is registered and the registered owner and consult with them and any other Affected States about measures to be taken in relation to the wreck.

Ultimately, the registered owner of the ship is responsible for the removal of such hazardous wrecks. The registered owner may contract any salvor or other person to remove the wreck in accordance with conditions set by the Affected State to ensure that the removal proceeds expeditiously in a manner consistent with considerations of safety and protection of the marine environment.

The Affected State may intervene to remove a wreck at the owner's expense should the owner fail to remove the wreck within a reasonable deadline set by the Affected State or in circumstances where the hazard becomes particularly severe. The Affected State must notify the owner in writing that it intends to intervene.

### **Shipowner Liability**

Article 10 of the Convention holds the shipowner strictly liable for



the costs of locating, marking and removing the wreck unless the owner can provide that the wreck resulted from an act of war or similar hostilities; or resulted from a natural phenomenon of an exceptional, inevitable and irresistible character; or was wholly caused by acts or omissions by third parties done with intent to cause damage; or was wholly caused by the negligence or other wrongful act of any Government or authority responsible for the maintenance of navigational aids.

Article 10 also permits a shipowner to limit liability under applicable national or international regimes such as the Limitation of Liability for Maritime Claims (LLMC). However, many States including Canada, have exercised the reservation contained in the LLMC to exclude wreck removal claims, with the result that the costs of removing such wrecks by public authorities will not be subject to any limits of liability on the part of the owner of the wreck.

Article 10 also preserves the right of shipowners incurring any costs under the Convention to pursue a recourse action against a third party, such as, for example, costs arising from a collision with another vessel.

Article 11 provides that the shipowner shall not be liable for any costs that are dealt with under

other international conventions, namely: International Convention on Civil Liability for Oil Pollution Damage, 1969, as amended (CLC); International Convention on Liability and Compensation for Damage in Connection with the Carriage of Hazardous and Noxious Substances by Sea, 1996, as amended (HNS); Convention on Third Party Liability in the Field of Nuclear Energy, 1960 or the Vienna Convention on Civil Liability for Nuclear Damage, 1963; International Convention on Civil Liability for Bunker Oil Pollution Damage, 2001, as amended (Bunkers Convention).

### Compulsory Insurance

The Nairobi Convention has compulsory insurance provisions that correspond to the compulsory insurance provisions of other international maritime conventions on liability and compensation (i.e., CLC, Bunkers and HNS Convention).

Article 12 of the Convention requires the owner of a ship of 300 gross tonnes or more that is registered in a State Party, to maintain insurance or financial security to cover liability under the Convention. The amount of insurance that the shipowner is required to maintain is determined by the shipowner's limit of liability under the LLMC, as amended.

Upon determination that such insurance or financial security is

in place, each State Party shall issue certificates of insurance or financial security to all ships that are included in their ship registry. The State Party is to ensure that no ships included in their registry operate without such a certificate. Ships registered in a state that is not party to the Convention may acquire certificates from any other State Party.

The Convention also requires that each State Party ensures that any ship, whether registered in a State Party or not, upon entering its jurisdiction has on board a certificate of insurance issued by a State Party. It would thus ensure that all ships of 300 gross tonnes or more operating within the State Party's EEZ are covered by insurance in the event of a shipwreck. To facilitate and further ensure the efficient settlement of claims, the Convention provides a right of direct action against insurers or persons providing financial security for the shipowner's liability for any claim arising under the Convention.

Most marine insurance policies include a "pay to be paid" clause that would normally require the shipowner to pay any claim before being indemnified by the insurer.

The Nairobi Convention's provision for direct action against insurers would invalidate such clauses when it comes to claims against the shipowner's liability relating to the raising, removal, destruction, lighting or marking of a shipwreck. However, the insurer's liability would be limited to the amount insured, which, as previously noted, would be determined in accordance with the LLMC. Thus, the Affected State and any other party that may have a claim under this Convention could recover at least some of their costs from the insurers, even if the shipowner should become insolvent following a shipwreck.



### Time limit for a claim

Article 13 of the Nairobi Convention establishes a dual time bar on the filing of claims by any party that has incurred costs related to the marking or removal of a wreck. Claims shall be extinguished unless an action is commenced within three years from the date when the Affected State determines that a wreck is a hazard in accordance with the Convention. In any case, no action shall be undertaken after six years from the date of the maritime casualty that caused the wreck.

### Entry into force

Article 18 of the Nairobi Convention stipulates that the Convention will come into force twelve months after ten States have ratified or acceded to it. To date, Nigeria is the only State that has agreed to be bound by the Nairobi Convention.

### Article 1. (6) of the Nairobi Convention.

Article 1 of the International Convention Relating to Intervention on the High Seas in Cases of Oil Pollution Casualties, 1969, describes measures on the high seas necessary to prevent, mitigate or eliminate grave and imminent danger to their coastline or related interests from pollution or threat of pollution of the sea by oil, following upon a maritime casualty. While both the master and operator are obliged to report all of the relevant information needed for a state to determine if the wreck poses a hazard, if one of those parties has completely fulfilled the obligation, the other party is not obliged.

For example: Rule 6.15 of the Standard Steamship Owners' Protection and Indemnity Association (Bermuda) Limited's 2009/10 Rules states: "Unless the managers otherwise determine, it is a condition precedent of a member's right to recover in



respect of any liabilities that he must have first discharged or paid the same out of funds belonging to him unconditionally and not by way of loan or otherwise."

### Conclusion

The Convention provides a sound legal basis for coastal States to remove or have removed from their coastlines, wrecks which pose a hazard to the safety of navigation or to the marine and coastal environments or both. It will make shipowners financially liable and require them to take out insurance or provide other financial security to cover the costs of wreck removal. It will also provide States with a right of direct action against insurers.

Articles in the Convention cover: Reporting and locating ships and wrecks - covering the reporting of casualties to the nearest coastal State; warnings to mariners and coastal States about the wreck; action by the coastal State to locate the ship or wreck; criteria for determining the hazard posed by wrecks, including depth of water above the wreck, proximity of shipping routes, traffic density and frequency, type of traffic and vulnerability of port facilities.

Environmental criteria such as damage likely to result from the

release into the marine environment of cargo or oil are also included; measures to facilitate the removal of wrecks, including rights and obligations to remove hazardous ships and wrecks - which sets out when the shipowner is responsible for removing the wreck and when a State may intervene; liability of the owner for the costs of locating, marking and removing ships and wrecks - the registered shipowner is required to maintain compulsory insurance or other financial security to cover liability under the convention; settlement of disputes.

### Policy Recommendation

It is my considered view that Ghana accedes to the Nairobi International Convention on the Removal of Wrecks, 2007 and apply the Convention to its internal waters and territorial sea.

While the Nairobi Convention includes both operational and liability provisions, it is dominated by the operational aspects and should therefore be implemented either through an amendment of an existing act relating to Navigable Waters or through new standalone legislation.



Mr Chris Goodsir, Country Manager of Swissport Ghana

## Swissport Ups Cargo Handling at Kotoka International Airport

Established in May 2014 in a partnership between the Ghana Airport Cargo Centre (GACC) and Swissport International, Swissport Ghana Limited has been in operation since October 2015. It is one of the main cargo handling companies at the Kotoka International Airport (KIA) and controls over 62 per cent of the cargo market share.

For the Country Manager of Swissport Ghana, Mr Chris Goodsir, the dedication of his staff to work and the trust reposed in him to lead the company have contributed greatly to its continuous growth to serve the needs of shippers.

“It takes hard work and dedication in achieving the core values of our company, being People, Professionalism and Partnership. I am extremely fortunate to be leading a great team, who believe and support the vision of Swissport Ghana Limited”, he admits. Chris has been working in the logistics and aviation industry for the last 14 years, spending the last two and

half years in Ghana, starting off as the cargo manager for the brand-new state-of-the-art Swissport facility before recently being given the opportunity to take the lead role as the country manager.

### Contribution to Ghana's trade.

Swissport Ghana is committed to contribute to the development of air cargo in Ghana by offering a one-stop shop facility which includes a dedicated perishable cargo centre, ramp handling

operations for airlifters as well as developing a new state-of-the-art cargo complex at the Kotoka International Airport.

By providing these facilities and using the knowledge gained by many years of operations around the world as a result of Swissport International's footprint globally, Mr Goodsir believes Swissport Ghana has surpassed this aim and will continue to reach for higher standards in the aviation industry.



Ghana Airport Cargo Centre (GACC)





A section of the Warehouse at Swissport Ghana

Since starting operations in the past three years, the company has employed about 230 Ghanaians who work daily to position it as the go-to cargo handling company at KIA. The company has also created indirect jobs for other persons connected to its chain of business in cargo handling.

As a trade facilitator, Swissport Ghana is contributing significantly to the country's export trade. Its entrance to the cargo handling space at KIA has also given shippers and other companies the avenue to compete favourably. From its two facilities at SPG and Air Ghana Perishable Cargo Centre (AGPC), Swissport handled a cargo throughput of 28,550 tonnes in 2017. This figure is projected to increase to 31,156 tonnes in 2018, registering a growth of 9.1 per cent over the previous year's.

"We are always willing to invest in the latest technology in order to provide a better and more streamlined service to all of our clients and I think this is what sets Swissport apart, not just here locally but around the world.", he said, proudly.

### Challenges and the way forward

Mr Goodsir, who describes himself as a fortunate person representing the Swissport brand as a country manager, said cargo handling comes with different challenges on a daily basis.

"However, the major challenge we have are with regards to the delivery of cargo in a timely manner and also the length of time it takes to get the cargo cleared by the relevant authorities in order for it to be

screened and built.", he bemoaned.

The delays put severe pressure on the operational team to get the cargo built up in time for the flight.

He suggests a holistic approach by stakeholders to come up with a process that can make it easier for the freight forwarders to complete their shipping documentation in time to alleviate some of the pressures on cargo handling operations.

### Relationship with the Ghana Shippers' Authority

The Swissport country manager reiterates the pivotal role the Ghana Shippers' Authority (GSA) plays in facilitating trade in the aviation and sea freight industry. According to him, the GSA office located in the Ghana Airport Cargo Centre (GACC) building to address shipper complaints has also made communication easier between them.

"I have a great working relationship with the GSA and I look forward to many more years of growing our business relationship so that all can benefit from it.", he said.



The Scanning centre at Swissport Ghana





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## BUSINESS COMPETITIVENESS

- Quick Turn Round Time
- Ultra-modern land and sea Security systems
- Quick Delivery of Cargo
- 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

In the last few years the company has received thirteen major national and international awards including

- 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)





## GHANA'S MARITIME TRADE REVIEW (JANUARY-SEPTEMBER 2018)

### 1.0 OVERVIEW

The World Trade Organization's (WTO) forecast for the third quarter of 2018 indicated a moderate decline in world trade volumes. This was premised on steady decline in export orders and automobile production and sales, particularly due to trade tensions between China and the United States of America.

On the global shipping outlook for 2018, the United Nations Conference on Trade and Development (UNCTAD) projects a stagnation of growth in volume at 4.0 per cent, about the same growth rate recorded in 2017. Containerized and dry bulk cargo are expected to assume the fastest growth in 2018 in contrast to the tanker trades. This increase is attributed to changing trends such as digitalization, electronic commerce and the Belt and Road Initiative of China.

On the domestic front, Ghana's cargo throughput for the third quarter (July to September) 2018 recorded 5.61 million metric tons compared to 5.76 million metric tons in the same period of 2017. This represents a marginal decline of 2.64 per cent. In spite of this quarter-on-quarter decline in cargo throughput for the third quarter 2018, cumulatively, Ghana's seaborne trade volume for January to September 2018 grew by 8.21 per cent over the same period in 2017.

### 2.0 COMPARISON OF CARGO THROUGHPUT OF Q3 2018 AND Q3 2017

Cargo throughput for Q3 2018 decreased by 2.64 per cent compared to the same period of 2017 (i.e. Q3 2017). Total import and export trade volume in Q3 2018 decreased by 1.21 per cent whilst total transit/transshipment trade volume in Q3 2018 also decreased by 24.19 per cent compared to Q3 2017. See Table 1 for details.

**Table 1 SUMMARY COMPARISON OF GHANA'S CARGO THROUGHPUT  
Jul-Sept 2018 AND 2017**

TRADE TYPE	Jul-Sept (Q3)2018 (mt)	Jul-Sept (Q3)2017 (mt)	CHANGE
<b>TOTAL IMPORT</b>	3,689,093	3,695,259	-0.17%
<b>TOTAL EXPORT</b>	1,652,226	1,711,337	-3.45%
<b>TOTAL TRANSIT/TRANSH.</b>	272,827	359,869	-24.19%
<b>CARGO THROUGHPUT</b>	5,614,146	5,766,465	-2.64%

### 3.0 PORTS SHARE OF CARGO THROUGHPUT FOR JANUARY – SEPTEMBER (Q1-3) 2018

Cargo throughput for the seaports of Ghana (i.e. Tema and Takoradi) for Q1-3 2018 was 17.37 million metric tons (mt). Cargo throughput for the Port of Tema was 11.72 million mt representing 67 per cent of the total, whilst the Port of Takoradi recorded

5.65 million mt, representing 33 per cent of the total seaborne trade.

Transit/Transshipment imports amounted to 789,611 mt, whilst transit/transshipment exports recorded 54,261 mt. Table 2 below shows the summary performance for the review period.

Table 2.SUMMARY OF GHANA'S SEABORNE TRADE (in mt)						
JAN- SEPT(Q1-3) 2018						
PORT	IMPORT (mt)	TRANSIT/ TRANSHP. IMPORT (mt)	*EXPORT (mt)	TRANSIT/ TRANSHP. EXPORT (mt)	TOTAL (mt)	% SHARE
TEMA	9,254,967	769,830	1,641,118	54,261	11,719,971	67%
TAKORADI	1,589,856	19,781	4,038,136	0	5,647,772	33%
TOTAL	10,844,823	789,611	5,679,042	54,261	17,367,743	100%

\* Exports exclude Ghana's crude oil exports

### 4.0 COMPARISON OF CARGO THROUGHPUT JANUARY– SEPTEMBER (Q1-3) 2018 AND 2017

Table 4 shows the summary of seaborne trade comparison between Q1-3 of 2018 and 2017.

Cargo throughput for the review period Q1-3

2018 increased by 8.21 per cent compared to the same period of 2017 (i.e. Q1-3 2017). Total import and export trade volume for Q1-3 2018 increased by 8.87 per cent compared to Q1-3 2017. Total transit/transshipment trade volume for Q1-3 2018 however decreased by 3.23 per cent over Q1-3 2017.

Table 4 SUMMARY COMPARISON OF GHANA'S CARGO THROUGHPUT (Jan –Sept) 2018 AND 2017			
TRADE TYPE	Jan-Sept (Q1-3) 2018 (mt)	Jan- Sept (Q1-3) 2017 (mt)	CHANGE
TOTAL IMPORT	10,844,822	10,451,102	3.77%
TOTAL EXPORT	5,679,254	4,727,027	20.14%
TOTAL TRANSIT/TRANSH.	843,872	872,056	-3.23%
CARGO THROUGHPUT	17,367,748	16,050,185	8.21%

### 5.0 COMPARISON OF GHANA'S SEABORNE TRADE FOR JANUARY – SEPTEMBER (Q1-3) 2018 AND 2017 PER CARGO TYPE

#### 5.1 IMPORT TRADE

Total imports for the review period Q1-3 2018 was 10.84 million mt. This comprised 4.39 million mt of Liner cargo, 1.41 million mt of Break bulk, 2.83 million mt of Dry bulk cargo and 2.19

million mt of Liquid bulk imports.

In Table 4 below, it can be seen that imports for Q1-3 2018 increased by 3.77 per cent over Q1-3 2017. For the trade types, there was an increase in Liner imports by 6.8 per cent. Break bulk imports marginally increased by 0.8 per cent, Dry bulk imports increased by 19.5 per cent and Liquid bulk imports decreased by 14%.



Table 4 COMPARISON OF GHANA'S SEABORNE TRADE PER CARGO TYPE

TRADE TYPE	Jan-Sept(Q1-3) 2018 (mt)	Jan-Sept(Q1-3) 2017 (mt)	Change
<b>IMPORT:</b>			
Liner	4,398,865	4,120,746	6.75%
Break Bulk	1,417,105	1,405,900	0.80%
Dry Bulk	2,830,723	2,368,501	19.52%
Liquid Bulk	2,198,470	2,555,955	-14.00%
<b>TOTAL IMPORT</b>	<b>10,844,822</b>	<b>10,451,102</b>	<b>3.77%</b>
<b>EXPORT:</b>			
Liner	1,509,156	1,117,138	35.07%
Break Bulk	227,164	350,725	-35.23%
Dry Bulk	3,798,911	3,226,388	17.75%
Liquid Bulk	144,023	32,776	339.42%
<b>TOTAL EXPORT</b>	<b>5,679,254</b>	<b>4,727,027</b>	<b>20.14%</b>
<b>TOTAL IMPORT &amp; EXPORT</b>	<b>16,524,076</b>	<b>15,178,129</b>	<b>8.87%</b>

## 5.2 EXPORT TRADE

The total export trade volume for Q1-3 2018 was 5.68 million mt. This represents 20.14 per cent increase over Q1-3 2017. This was made up of 1.51 million mt of Liner items, 227,164 mt of Break bulk items, 3.79 million mt of Dry Bulk and 114,023 mt of Liquid Bulk.

## 6.0 PERFORMANCE IN LADEN CONTAINERS

Table 5 below shows the details of the performance in laden containers for Q1-3 2018.

Total Laden Containers for imports and exports for Q1-3 2018 was **491,482** TEUs. This represents an increase of 12.39 per cent compared to Q1-3 2017.

Total Import Laden Containers for Q1-3 2018 was **395,536** TEUs; a 9.54 per cent increase compared to Q1-3 2017. Total export Laden Containers for Q1-3 2018 was **95,946** TEUs; representing an increase of 25.9 per cent compared to Q1-3 2017.

Table 5 GHANA'S SEABORNE TRADE IN LADEN CONTAINERS (in TEUs) PER PORT

TRADE TYPE	PORT	Jan-Sept (Q1-3) 2018 (in TEUs)	Jan-Sept (Q1-3) 2017 (in TEUs)	CHANGE
IMPORT	TEMA	376,612	351,778	6.91%
	TAKORADI	18,924	9,301	103.44%
	<b>TOTAL IMPORT</b>	<b>395,536</b>	<b>361,079</b>	<b>9.54%</b>
EXPORT	TEMA	85,026	62,565	35.90%
	TAKORADI	10,920	13,646	-19.98%
	<b>TOTAL EXPORT</b>	<b>95,946</b>	<b>76,211</b>	<b>25.90%</b>
<b>TOTAL</b>	<b>IMPORT/EXPORT</b>	<b>491,482</b>	<b>437,290</b>	<b>12.39%</b>

## 7.0 DIRECTION OF GHANA'S SEABORNE TRADE

### 7.1 Import Trade

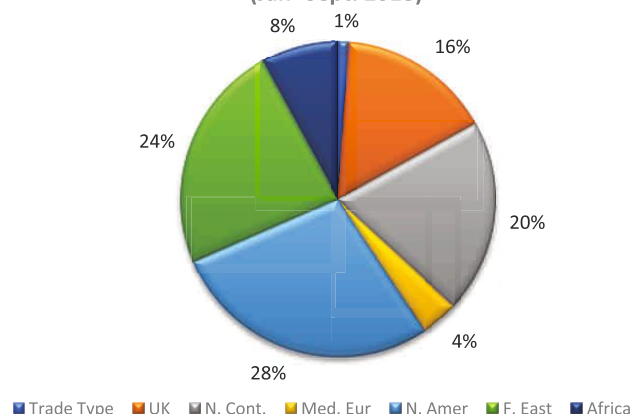
Figure 1 and Table 6 below show that majority of Ghana's seaborne imports for Q1-3 2018 came

from the Far East range, representing about 28 per cent of the total import trade. Africa was next with 24 per cent share of Ghana's import trade. Imports from Africa was 2,554,007 mt, an increase of 195,324 mt(or 8.3 per cent) over the previous year's figure of 2,358,683 mt.

**Table 6. DIRECTION OF GHANA'S SEABORNE IMPORT TRADE (in mt)**  
Jan-Sept (Q1-3) 2018

Trade Type	UK	N. Cont.	Med. Eur	N. Amer	F. East	Africa	Others	TOTAL
LINER	83,064	517,479	550,216	271,505	1,815,278	733,884	427,446	4,398,872
BREAK BULK	4,281	185,291	40,369	2,975	906,546	77,642	200,003	1,417,104
DRY BULK	0	174,121	1,503,477	135,818	265,734	582,633	168,935	2,830,718
LIQUID BULK	37,037	845,029	61,317	8,998	22,467	1,159,847	63,426	2,198,121
<b>TOTAL</b>	<b>124,382</b>	<b>1,721,920</b>	<b>2,155,379</b>	<b>419,295</b>	<b>3,010,024</b>	<b>2,554,007</b>	<b>859,810</b>	<b>10,844,816</b>
<b>SHARE</b>	<b>1%</b>	<b>16%</b>	<b>20%</b>	<b>4%</b>	<b>28%</b>	<b>24%</b>	<b>8%</b>	<b>100%</b>

**FIG 1: DIRECTION OF GHANA'S SEABORNE IMPORT TRADE (in mt)**  
(Jan -Sept. 2018)



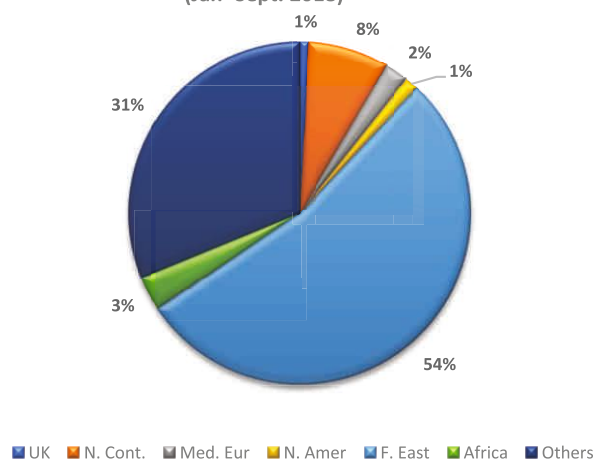
## 7.2 Export Trade

The 4.73 million mt of seaborne exports for Q1-3 2018 went to various destinations in the world. Majority of these exports went to the Far East. The Far East range received a total of 3,041,884 mt (i.e. 54 per cent of total exports). Table 7 below gives more details about the direction of Ghana's seaborne export trade for Q1-3 2018.

**Table 7. DIRECTION OF GHANA'S SEABORNE EXPORT TRADE (in mt)**  
Jan-Sept (Q1-3) 2018

Trade Type	UK	N. Cont.	Med. Eur	N. Amer	F. East	Africa	Others	TOTAL
LINER	34,164	275,458	114,568	45,654	624,472	170,120	244,719	1,509,156
BREAK BULK	293	15,936	9,289	12,430	154,494	3,870	30,849	227,164
DRY BULK	10,000	126,706	254	0	2,262,915	124	1,398,912	3,798,911
LIQ. BULK	0	18,316	0	18,168	0	14,399	93,140	144,023
<b>TOTAL</b>	<b>44,460</b>	<b>436,419</b>	<b>124,111</b>	<b>76,252</b>	<b>3,041,884</b>	<b>188,299</b>	<b>1,767,638</b>	<b>5,679,254</b>
<b>SHARE</b>	<b>1%</b>	<b>8%</b>	<b>2%</b>	<b>1%</b>	<b>54%</b>	<b>3%</b>	<b>31%</b>	<b>100%</b>

**FIG 2: DIRECTION OF GHANA'S SEABORNE EXPORT TRADE (in mt)**  
(Jan -Sept. 2018)





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

Total Transit/Transshipment trade volume for Q1-3 2018 shows a decrease of 3.23 per cent compared to Q1-3 2017. Total volume of transit/transshipment for Q1-3 2018 was 843,872 metric tons (mt).

Transit/Transshipment Imports for Q1-3 2018 amounted to 789,611, recording a decline of 3.49 per cent compared to Q1-3 2017. Transshipment/Transit Exports recorded 54,261 mt in Q1-3 2018, an increase of 0.73 per cent compared to Q1-3 2017. 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-SEPT.) 2018 AND 2017**

TRADE TYPE	Jan-Sept (Q1-3) 2018 (mt)	Jan-Sept (Q1-3) 2017 (mt)	CHANGE
TRANSIT/TRANSH. IMPORT	789,611	818,186	-3.49%
TRANSIT/TRANSH. EXPORT	54,261	53,870	0.73%
<b>TOTAL</b>	<b>843,872</b>	<b>872,056</b>	<b>-3.23%</b>

## 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 723,085 mt in Q1-3 2018. This represents a decline of 0.88 per cent compared to Q1-3 2017. The transit trade

comprises imports of 671,066 mt and exports of 52,019 mt.

Major transit trade commodities included Lubricating Oil, Processed Foods/ Beverages and Bagged Fertilizer. Details are shown in Table 9.

**Table 9. SUMMARY COMPARISON OF TRANSIT TRADE FOR BURKINA FASO, MALI & NIGER JAN. -SEPT. (Q1-3) 2018 AND 2017**

TRADE TYPE	Jan-Sept (Q1-3) 2018 (mt)	Jan-Sept (Q1-3) 2017 (mt)	Change
TRANSIT IMPORT	671,066	677,289	-0.92%
TRANSIT EXPORT	52,019	52,234	-0.41%
<b>TOTAL</b>	<b>723,085</b>	<b>729,523</b>	<b>-0.88%</b>

## 10.0 PERFORMANCE IN GHANA'S CONTAINERIZED CARGO TRADE

### 10.1 Shipping Line Performance in the Containerized Trade

Twenty-Eight (28) Shipping Lines were involved in the containerized cargo trade which amounted to 491,482 TEUs for the review period Q1-3 2018. The highest operators were Maersk Line, with

161,280 TEUs (32.8 per cent of the container trade) and Mediterranean Shipping Company (MSC), with 104,035 TEUs (21.2 per cent). Details are shown in Table 10.

### 10.2 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 491,482 TEUs for the review period Q1-3 2018. The highest performing agencies were Maersk Ghana Ltd, with 161,280 TEUs (32.8 per cent of the containerized trade) and MSC, with 104,035 TEUs (21.2 per cent of the containerized trade). Details are shown in Table 11.

## 11.0 PERFORMANCE OF SHIPPING LINES AND AGENTS PER VOLUME OF SHIPMENT

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

A total of One Hundred and Four (104) Shipping Lines and Charterers participated in transporting the over 16.5 million mt of Ghana's seaborne cargo (import & export) through the Ports of Tema and Takoradi during Q1-3 2018. The performance of the Lines per trade type (i.e. Liner, Break bulk, Dry bulk and Liquid bulk) is shown in Table 12 below.

The high performers in Liner Trade were Maersk Line (23.8 per cent) and Mediterranean Shipping Company (14.1 per cent). In the Break Bulk Trade, Maersk Line moved the highest volume (23.6 per cent), followed by Mediterranean Shipping

Company with 21.7 per cent. High performers for the Dry Bulk Trade were I.M.T (52.7 per cent) and H.C Trading with 19.0 per cent. In the Liquid Bulk Trade, BP Oil International Ltd lifted the highest volume of 51.4 per cent.

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

Sixty-Eight (68) Shipping Agents handled over 16.5 million mt of seaborne trade (import & export) through the Ports of Tema and Takoradi during the period Q1-3 2018. Table 13 below shows the performance in the various trades namely, Liner, Break Bulk, Dry Bulk and Liquid Bulk trade for the review period.

High performers in the Liner Trade were Maersk Ghana Ltd. with 23.8 per cent of the volume and MSCA Ghana Ltd. with 14.1 per cent. The leading Shipping Agents in the Break Bulk Trade were Maersk Ghana Ltd. with 23.6 per cent and MSCA Ghana Ltd. with 21.7 per cent. In the Dry Bulk Trade, the high performers were Supermaritime Ghana Ltd. with 47.8 per cent of the share and Hull Blyth Ghana Ltd. with 19.8 per cent. In the Liquid Bulk Trade, Inchcape Shipping Ltd handled 55.1 per cent of the volume whilst Oil and Marine Agencies (OMA) handled 31.7 per cent.

**TABLE 10 PERFORMANCE OF SHIPPING LINES PER LADEN CONTAINERS (in TEUs) –TEMA & T'DI**

JAN. – SEPT 2018				
SHIPPING LINE	IMPORT	EXPORT	TOTAL	% of TOTAL
AFRITRAMP	1	30	31	0.01%
AFRICA EXPRESS LINE	5,402	2,194	7,596	1.55%
ARKAS LINE	7,276	4,191	11,467	2.33%
BBC CHARTERING % LOGISTICS	30	-	30	0.01%
CHINA OCEAN SHIPPING	39,275	8,805	48,080	9.78%
CMA CGM	23,561	13,694	37,255	7.58%
COSCO LINES	98	-	98	0.02%
EUKOR CAR CARRIERS	1	-	1	0.00%
GOLD STAR LINE	14,351	5,437	19,788	4.03%
GRIMALDI LINES	12,245	2,620	14,865	3.02%
HAPAG-LLOYD	27,490	8,482	35,972	7.32%
HC TRADING	87	-	87	0.02%
HOEGH LINES	2	-	2	0.00%
I.M.T	166	-	166	0.03%
MAERSK LINE	144,346	16,934	161,280	32.82%
MEDITERRANEAN SHIPP. CO	88,561	15,474	104,035	21.17%



MESSINA LINES	2,693	902	3,595	0.73%
MITSUMI O.S.K. LINES	3,102	515	3,617	0.74%
NEWMOUNT	3	-	3	0.00%
NILEDUTCH	375	212	587	0.12%
OCEAN NETWORK EXPRESS PTE	3,377	1,615	4,992	1.02%
OTHER	2,778	-	2,778	0.57%
PACIFIC INTL. LINE	19,344	5,304	24,648	5.02%
SCANSHIP	-	57	57	0.01%
SAFMARINE MPV N.V	-	9,451	9,451	1.92%
SEVENLOG	-	18	18	0.00%
UNIVERSAL AFRICA LINE	108	11	119	0.02%
ZIM LINE	864	-	864	0.18%
<b>TOTAL</b>	<b>395,536</b>	<b>95,946</b>	<b>491,482</b>	<b>100.00%</b>

TABLE 11 PERFORMANCE OF SHIPPING AGENTS PER LADEN CONTAINERS (in TEUs)

TOTAL (TEMA & TAKORADI)				
JAN – SEPT 2018				
SHIPPING AGENT	IMPORT	EXPORT	TOTAL	% SHARE
ANTRAK GHANA LTD	2,995	1032	4,027	0.82%
ARKAS GH LTD	3,224	4191	7,415	1.51%
BLUE FUNNEL GHANA	5,537	-	5,537	1.13%
COMEXAS GHANA LTD	483	223	706	0.14%
CMA CGM GH. LTD	23,561	13,694	37,255	7.58%
DW CABLE NET SHIPPING GH LTD	2	-	2	0.00%
GRIMALDI GHANA LTD	11,568	2,434	14,002	2.85%
HAFENAGENTUR GHANA LTD TEMA	94		94	0.02%
HAPAG LLOYD	24,985	6,073	31,058	6.32%
HASS LOGISTICS GH	9		9	0.00%
HULL BLYTH GHANA	110	-	110	0.02%
INTERMODAL SHIPPING AGENCY GH	15,215	5,437	20,652	4.20%
MAERSK GHANA LTD	144,346	16,934	161,280	32.82%
MARINE & ENERGY SERVICES	3	-	3	0.00%
MARITIME AGENCIES	41	-	41	0.01%
MOL GHANA LTD	3,102	515	3,617	0.74%
MSCA GHANA	88,560	15,474	104,034	21.17%
OCEAN NETWORK EXPRESS GHANA LTD	3,377	1,615	4,992	1.02%
OIL AND MARINE AGENCIES	2,505	2,409	4,914	1.00%
PIL GHANA LTD	19,344	5,234	24,578	5.00%
SAFMARINE	-	9,451	9,451	1.92%
SCANSHIP GHANA LIMITED	40,216	9,018	49,234	10.02%
SEVENLOG	-	18	18	0.00%
SUPERMARITIME GHANA LIMITED	6,259	2,194	8,453	1.72%
<b>TOTAL</b>	<b>395,536</b>	<b>95,946</b>	<b>491,482</b>	<b>100.00%</b>

TABLE 12 PERFORMANCE OF SHIPPING LINES IN GHANA'S SEABORNE TRADE - JAN - SEPT. 2018

IMPORT AND EXPORT - TEMA& TAKORADI					
SHIPPING LINES/CHARTERER	<u>IMPORT</u>	<u>EXPORT</u>	<u>TOTAL</u>	% SHARE / TRADE TYPE	%SHARE
<u>LINER</u>					
ADOM MBROSO COLDSTORES LTD	11,756	0	11,756	0.19	0.07
ADVANCE MARITIME TRANSPORT	172	0	172	0.00	0.00
AFRICA EXPRESS LINE	67,229	67,409	134,638	2.21	0.81
AFRITRAMP	876	3,424	4,300	0.07	0.03
AMEROPA LAUSANNE	22,600	0	22,600	0.37	0.14
AMEROPA SA	12,600	0	12,600	0.21	0.08
AMISACHI LTD	5,858	0	5,858	0.10	0.04
AMT	0	18	18	0.00	0.00
ARKAS LINE	70,270	65,679	135,949	2.24	0.82
AVNASH IND GH. LTD	11,969	0	11,969	0.20	0.07
CONSHIP LINES	60,006	0	60,006	0.99	0.36
BBC CHARTERING	1,133	0	1,133	0.02	0.01
BOLLORE AFRICA LTD	14	0	14	0.00	0.00
BP OIL INTERNATIONAL LTD.	30,687	0	30,687	0.50	0.19
C&G FISHERIES CO.LTD	1,538	0	1,538	0.03	0.01
CHINA HARBOUR ENGINEERING CO.	3,144	0	3,144	0.05	0.02
CHINA OCEAN SHIPP.	392,276	121,853	514,129	8.46	3.11
CMA CGM	181,738	233,511	415,249	6.83	2.51
CONTI GMT SHIPPING	1,054	0	1,054	0.02	0.01
DANGOTE CEMENT GHANA LTD	29,000	0	29,000	0.48	0.18
K' LINE	1,539	0	1,539	0.03	0.01
LEONE FISHING CO. LTD	12,023	0	12,023	0.20	0.07
LOUIS FISHING CO. LTD	17,600	0	17,600	0.29	0.11



MAERSK LINE	1,153,469	290,286	1,443,755	23.75	8.74
MEDITERRANEAN SHIPP. CO	591,462	262,582	854,044	14.05	5.17
MESSINA LINES	31,064	15,043	46,107	0.76	0.28
MITSUMI O.S.K LINES	26,624	34,407	61,031	1.00	0.37
NEWMONT GH. GOLD LTD	343	0	343	0.01	0.00
NILEDUTCH	17,992	3,653	21,645	0.36	0.13
NIPPON YUSEN KAISHA	1,016	0	1,016	0.02	0.01
NORDEN S/A	27,500	0	27,500	0.45	0.17
NMT LINES	7,463	0	7,463	0.12	0.05
OCEAN FARE CO. LTD	11,664	0	11,664	0.19	0.07
OCEAN NETWORK EXPRESS PTE	18,473	23,511	41,984	0.69	0.25
OLAM GHANA	64,478	0	64,478	1.06	0.39
OLDENDORFF	5,125	0	5,125	0.08	0.03
OTHER	366,370	34,794	401,164	6.60	2.43
PACIFIC BASIN	10,548	0	10,548	0.17	0.06
PACIFIC INTL. LINES	156,556	78,798	235,354	3.87	1.42
PIONEER FOOD CANNERY LTD	5,083	0	5,083	0.08	0.03
PRECIOUS COLDSTORE LTD	9,725	0	9,725	0.16	0.06
SAFMARINE	0	169,644	169,644	2.79	1.03
SCANSHIP GH LTD	0	321	321	0.01	0.00
SEVENLOG	115,563	2,685	118,248	1.94	0.72
SHELL INTERNATIONAL	4,200	0	4,200	0.07	0.03
TRUSTLINK VENTURES LTD	9,240	0	9,240	0.15	0.06
ARKAS LINE	13,290	0	13,290	0.94	0.08
B5 PLUS LTD.	9,052	0	9,052	0.64	0.05
CHINA OCEAN SHIPPING	95,227	0	95,227	6.72	0.58
CMA CGM	38,678	0	38,678	2.73	0.23
CONSHIP LINES	66	0	66	0.00	0.00
CONTI GMT SHIPPING	86,095	0	86,095	6.08	0.52

COSCO LINES	2,001	0	2,001	0.14	0.01
EUKOR CAR CARRIERS	26	0	26	0.00	0.00
GOLD STAR LINE	34,488	0	34,488	2.43	0.21
GRIMALDI LINES	11,603	0	11,603	0.82	0.07
HAPAG-LLOYD	60,917	0	60,917	4.30	0.37
HB SHIPPING	127	0	127	0.01	0.00
HC TRADING	99	0	99	0.01	0.00
HOEGH AUTOLINERS	33	0	33	0.00	0.00
I.M.T.	503	0	503	0.04	0.00
MAERSK LINE	334,615	0	334,615	23.61	2.03
MEDITERRANEAN SHIPP. CO	307,405	0	307,405	21.69	1.86
MESSINA LINES	1,940	0	1,940	0.14	0.01
MTSUI O.S.K. LINES	8,942	0	8,942	0.63	0.05
NEWMONT GH. GOLD LTD	24	0	24	0.00	0.00
NILEDUTCH	8,672	0	8,672	0.61	0.05
NMT LINES	66	0	66	0.00	0.00
OCEAN NETWORK EXPRESS PTE	4,898	0	4,898	0.35	0.03
OLAM GH. LTD	47,498	0	47,498	3.35	0.29
OTHER	83,263	0	83,263	5.88	0.50
PACIFIC INTL. LINES	43,326	0	43,326	3.06	0.26
COSCO LINES	672	0	672	0.01	0.00
DANGOTE CEMENT GH. LTD	353,539	0	353,539	5.29	2.14
ED&F MAN SHIPPING	60,604	0	60,604	0.91	0.37
ESL AFRICA	0	5,000	5,000	0.07	0.03
FLOUR MILLS GH. LTD	13,030	0	13,030	0.19	0.08
GRIMALDI LINES	0	165	165	0.00	0.00
HAFEN LOGISTICS	0	10,000	10,000	0.15	0.06
HAPAG-LLOYD	630	0	630	0.01	0.00
HC TRADING	1,238,383	29,600	1,267,983	18.97	7.67



I.M.T.	138,163	3,382,225	3520388	52.66	21.30
MAERSK LINE	1,835	17,859	19694	0.29	0.12
MAXAM LOGISTICS	0	5,500	5500	0.08	0.03
MEDITERRANEAN SHIPP. CO.	2,861	18,623	21484	0.32	0.13
MESSINA LINES	841	356	1197	0.02	0.01
NILEDUTCH	16,200	0	16200	0.24	0.10
NORDEN S/A	55,192	0	55192	0.83	0.33
OLDENDORFF	23,914	0	23914	0.36	0.14
OLDENDORFF CARRIERS GMBA	86,490	0	86490	1.29	0.52
OTHER	301,049	106,559	407608	6.10	2.47
PACIFIC BASIN	19,452	0	19452	0.29	0.12
PACIFIC INTL. LINE	440	3,150	3590	0.05	0.02
SCANSHIP GH LTD	0	508	508	0.01	0.00
SEVENLOG LTD	257,187	0	257187	3.85	1.56
SPLIETHORF	0	205,750	205750	3.08	1.25
SIEM SHIPPING	61,037	0	61037	0.91	0.37
UNICARGO	0	37,142	37142	0.56	0.22
<b>CIRRUS/EBONY</b>	<b>92,483</b>	<b>0</b>	<b>92,483</b>	<b>3.95</b>	<b>0.56</b>
CMA CGM	1,292	0	1,292	0.06	0.01
EBONY OIL & GAS	65,812	0	65,812	2.81	0.40
FUELTRADE	55,361	0	55,361	2.36	0.34
FUELTRADE/BLUE OCEAN	14,853	0	14,853	0.63	0.09
GNPC	11,288	0	11,288	0.48	0.07
GLENCORE ENERGY	62,786	0	62,786	2.68	0.38
HAPAG-LLOYD	60,668	0	60,668	2.59	0.37
HC TRADING	73	0	73	0.00	0.00
I.M.T.	14,502	0	14,502	0.62	0.09
INCHCAPE SHIPPING SERV.	12,500	0	12,500	0.53	0.08
MAERSK LINE	1,519	0	1,519	0.06	0.01

MEDITERRANEAN SHIPP. CO.	1,538	0	1,538	0.07	0.01
MONJASA DMCC	5,826	0	5,826	0.25	0.04
OTHER	126,697	119,866	246,563	10.53	1.49
P.W.S.L.	7,297	0	7,297	0.31	0.04
PACIFIC INTL. LINE	1,010	0	1,010	0.04	0.01
PLATON GAS OIL GH. LTD	7,553	0	7,553	0.32	0.05
SHELL INTERNATIONAL	19,137	0	19,137	0.82	0.12
TEMA OIL REFINERY	19,902	0	19,902	0.85	0.12
VITOL SA	7,500	0	7,500	0.32	0.05
SUB-TOTAL	2,198,067	144,024	2,342,091	100	14.17
GRAND TOTAL	10,844,820	5,679,249	16,524,069	100.00	100.00



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TABLE 13 PERFORMANCE OF SHIPPING AGENTS IN GHANA'S SEABORNE TRADE - JAN - SEPT. 2018

IMPORT AND EXPORT - TEMA - TAKORADI					
	<u>IMPORT</u>	<u>EXPORT</u>	<u>TOTAL</u>	<u>% SHARE / TRADE TYPE</u>	<u>%SHARE</u>
<u>LINER</u>					
ADVANCED MARITIME TAKORADI	172	0	172	0.00	0.00
AFRICA CARGO CENTRAL LTD	490	0	490	0.01	0.00
A&J SHIPPING SERVICES	30,085	0	30,085	0.49	0.18
AMT LINES	0	18	18	0.00	0.00
ANDIPEX CO. LTD	52,776	0	52,776	0.87	0.32
ANTRAK GH. LTD	44,539	18,467	63,006	1.04	0.38
AR RAHMANI SHIPPING LTD	4,620	0	4,620	0.08	0.03
ARKAS GH. LTD	27,758	65,679	93,437	1.54	0.57
BAJ FREIGHT TEMA	41,941	0	41,941	0.69	0.25
BLUE FUNNEL GH. LTD	54,035	0	54,035	0.89	0.33
CMA CGM GH. LTD	181,743	233,511	415,254	6.83	2.51
COMEXAS GH. LTD	29,287	6,831	36,118	0.59	0.22
CONSOLIDATED SHIPPING AGENCIES LTD	59,640	0	59,640	0.98	0.36
DAMCO LOGISTICS GH. LTD	152,470	0	152,470	2.51	0.92
DOLPHIN SHIPP. SERVICES	11,643	0	11,643	0.19	0.07
FAIRPOINT BUSINESS TEMA	2,475	0	2,475	0.04	0.01
GLOBAL CARGO & COMMODITIES	93,478	0	93,478	1.54	0.57
GMT SHIPPING LTD	1,138	0	1,138	0.02	0.01
GREEN LOGISTICS LIMITED	913	0	913	0.02	0.01
INCHCAPE SHIPP. SERVICES GH. LTD	83,761	0	83,761	1.38	0.51
INTERMODAL SHIPP. AGENCY GH. LTD	124,822	0	124,822	2.05	0.76



ISAG LTD	0	89,753	89,753	1.48	0.54
KHUDA SERVICE	22,536	0	22,536	0.37	0.14
KOYANKS COMPANY LIMITED	2,189	0	2,189	0.04	0.01
MACRO SHIPPING LTD TAKORADI	19,180	0	19,180	0.32	0.12
MAERSK GH. LTD	1,153,469	290,286	1,443,755	23.75	8.74
MAP SHIPPING LTD	1	0	1	0.00	0.00
MARITIME AGENCIES	1,763	0	1,763	0.03	0.01
MARITIME OVERSEAS GH LTD	0	1,803	1,803	0.03	0.01
MARINE AND ENERGY SERVICES GH LTD	268	0	268	0.00	0.00
MIDLAND INTERNATIONAL GHANA LIMITED	4,027	0	4,027	0.07	0.02
MOL GHANA LTD	26,624	34,407	61,031	1.00	0.37
MSCA GH. LTD	591,462	262,582	854,044	14.05	5.17
NAVITRANS GHANA LTD	1,058	0	1,058	0.02	0.01
OCEAN NETWOR EXPRESS GH. LTD	18,473	23,511	41,984	0.69	0.25
OIL & MARINE AGENCIES	67,247	35,987	103,234	1.70	0.62
PIL GHANA LTD	156,556	78,798	235,354	3.87	1.42
PORTS MARINE LTD	7,463	0	7,463	0.12	0.05
SAFMARINE	0	169,644	169,644	2.79	1.03
SCANSHIP GHANA LIMITED	397,646	125,792	523,438	8.61	3.17
SDV GH. LTD	2,341	0	2,341	0.04	0.01
SEVENLOG LTD	193,936	1,070	195,006	3.21	1.18
SHARAF SHIPPING AGENCY LIMITED	7,815	0	7,815	0.13	0.05
SILVERMARITIME GH. LTD	4,290	0	4,290	0.07	0.03
TRAMSCO SHIPPING TEMA	4,751	0	4,751	0.08	0.03
UNITED ARAB SHIPPING AGENCIES	34	0	34	0.00	0.00
SUB-TOTAL	4,398,902	1,681,216	6,080,118	100.00	36.80

<b><u>BREAK BULK</u></b>					
<b>AFRICA CARGO CENTRAL LTD</b>	27,594	0	27,594	1.95	0.17
<b>ANTRAK GH. LTD</b>	2,534	0	2,534	0.18	0.02
<b>ARKAS GHANA LTD TEMA</b>	5,084	0	5,084	0.36	0.03
<b>BAJ FREIGHT TEMA</b>	258	0	258	0.02	0.00
<b>BLUE FUNNEL GH.</b>	10,329	0	10,329	0.73	0.06
<b>CONSOLIDATED SHIPPING AGENCIES LTD</b>	66	0	66	0.00	0.00
<b>COMEXAS GHANA LIMITED</b>	9,861	0	9,861	0.70	0.06
<b>CMA CGM</b>	38,678	0	38,678	2.73	0.23
<b>DAMCO LOGISTICS GH. LTD</b>	1,871	0	1,871	0.13	0.01
<b>FACULTY LOGISTICS LTD</b>	10,000	0	10,000	0.71	0.06
<b>GLOBAL CARGO &amp; COMMODITIES</b>	55,498	0	55,498	3.92	0.34
<b>GMT SHIPPING LTD</b>	94,547	0	94,547	6.67	0.57
<b>GRIMALDI GHANA LTD.</b>	11,344	0	11,344	0.80	0.07
<b>HAFENAGENTUR GHANA LTD</b>	0	0	0	0.00	0.00
<b>HAPAG-LLOYD GH. LTD</b>	59,015	0	59,015	4.16	0.36
<b>HULL BLYTH GH. LTD</b>	9,356	0	9,356	0.66	0.06
<b>INCHCAPE SHIPPING SERVICES</b>	5,197	0	5,197	0.37	0.03
<b>INTERMODAL SHIPP. AGENCY GH. LTD</b>	36,627	0	36,627	2.58	0.22
<b>MAERSK GH. LTD</b>	334,615	0	334,615	23.61	2.03
<b>MAP SHIPPING LTD</b>	20,000	0	20,000	1.41	0.12
<b>MOL GH. LTD</b>	8,942	0	8,942	0.63	0.05
<b>MARINE AND ENERGY SERVICES GH LTD</b>	82	0	82	0.01	0.00
<b>MSCA GH. LTD</b>	307,405	0	307,405	21.69	1.86
<b>OCEAN NETWORK EXPRESS GH. LTD</b>	4,898	0	4,898	0.35	0.03
<b>OIL &amp; MARINE AGENCIES</b>	1,902	0	1,902	0.13	0.01
<b>PIL GHANA LTD</b>	43,326	0	43,326	3.06	0.26
<b>PORTS MARINE LTD</b>	66	0	66	0.00	0.00
<b>SCANSHIP GH LTD</b>	89,061	0	89,061	6.28	0.54

SEVENLOG LIMITED	204,616	0	204,616	14.44	1.24
SHARAF SHIPPING AGENCY LTD	1	0	1	0.00	0.00
SILVERMARITIME GH. LTD	15,000	0	15,000	1.06	0.09
SUPERMARITIME GH. LTD	2,350	0	2,350	0.17	0.01
UNITED ARAB SHIPPING AGENCIES GHANA	21	0	21	0.00	0.00
WATER FRONT ALL SERVICES LTD	6,993	0	6,993	0.49	0.04
SUB-TOTAL	1,417,136	0	1,417,136	100.00	8.58
<u>DRY BULK</u>					
AFRICA CARGO CENTRAL LTD	635	2,744	3,379	0.05	0.02
ANTRAK GHANA LTD	2,653	0	2,653	0.04	0.02
BLUESEA MARITIME AGENCY	0	18,692	18,692	0.28	0.11
BLUESEA MARITIME GH .LTD	0	18,450	18,450	0.28	0.11
BOCS GH. LTD	0	10,000	10,000	0.15	0.06
CMA CGM GH. LTD	0	3,019	3,019	0.05	0.02
COMEXAS GHANA LIMITED	16,948	7,500	24,448	0.37	0.15
DAMCO LOGISTICS GH. LTD	81,000	0	81,000	1.21	0.49
GLOBAL CARGO & COMMODITIES	57,500	0	57,500	0.86	0.35
HAPAG LLOYD GHANA LTD	630	0	630	0.01	0.00
HASS LOGISTICS GH. LTD	8,501	41,562	50,063	0.75	0.30
HULL BLYTH GH. LTD	1,294,895	29,600	1,324,495	19.81	8.02
INCHCAPE SHIPPING SERVICES	40,048	0	40,048	0.60	0.24
MACRO SHIPPING GH. LTD	0	680,007	680,007	10.17	4.12
MAERSK GHANA LTD	1,835	17,859	19,694	0.29	0.12
MAP SHIPPING LTD	66,062	0	66,062	0.99	0.40
MSCA GH. LTD	2,861	18,623	21,484	0.32	0.13
PIL GHANA LTD	440	2,007	2,447	0.04	0.01
SCANSHIP GH. LTD	2,605	9,118	11,723	0.18	0.07
SEVENLOG LTD	711,504	0	711,504	10.64	4.31



SIFAX AGENCIES GH. LTD	166,440	0	166,440	2.49	1.01
STAR MARITIME GH. LTD	0	9,500	9,500	0.14	0.06
SUPERMARITIME GH. LTD	211,071	2,985,327	3,196,398	47.82	19.34
UMAL SHIPPING AGENCY GH. LTD	129,599	0	129,599	1.94	0.78
WESTERN FREIGHT AND LOGISTICS LTD	35,490	0	35,490	0.53	0.21
<b>SUB-TOTAL</b>	<b>2,830,718</b>	<b>3,854,008</b>	<b>6,684,726</b>	<b>100.00</b>	<b>40.45</b>
<b>LIQUID BULK</b>					
BLUESEAS SHIPPING SERVICES LTD	1,504	0	1,504	0.06	0.01
BULKSHIP & TRADE LTD	132,611	0	132,611	5.66	0.80
CMA CGM	1,292	0	1,292	0.06	0.01
DADOO MARITIME	0	8,664	8,664	0.37	0.05
DAMCO LOGISTICS GH. LTD	5,826	0	5,826	0.25	0.04
HAPAG LLOYD GHANA LTD	995	0	995	0.04	0.01
HULL BLYTH GHANA	73	0	73	0.00	0.00
INCHCAPE SHIPPING SEVICES	1,270,405	19,717	1,290,122	55.08	7.81
MAERSK GH. LTD	1,520	0	1,520	0.06	0.01
MARINEMOR CONSULT LTD TEMA	7,553	0	7,553	0.32	0.05
MSCA GH. LTD	1,538	0	1,538	0.07	0.01
MULTI PLAN GH. LTD	3,000	0	3,000	0.13	0.02
OIL & MARINE AGENCIES	723,888	18,168	742,056	31.68	4.49
PIL GH. LTD	1,010	0	1,010	0.04	0.01
SCANSHIP GHANA LIMITED	199	0	199	0.01	0.00
SEVENLOG GH. LTD	0	55,000	55,000	2.35	0.33
STARDEX MARINE CONSULT	1,500	0	1,500	0.06	0.01
SUPERMARITIME GH. LTD	36,048	42,474	78,522	3.35	0.48
TIGER HAULAGE SHIPPING AGENCY LTD	4,293	0	4,293	0.18	0.03
ULTIMATE BEIGE LOGISTICS LTD TEMA	4,809	0	4,809	0.21	0.03
<b>SUB-TOTAL</b>	<b>2,198,065</b>	<b>144,023</b>	<b>2,342,088</b>	<b>100.00</b>	<b>14.17</b>
<b>GRAND TOTAL</b>	<b>10,844,822</b>	<b>5,679,247</b>	<b>16,524,069</b>	<b>100.00</b>	<b>100.00</b>



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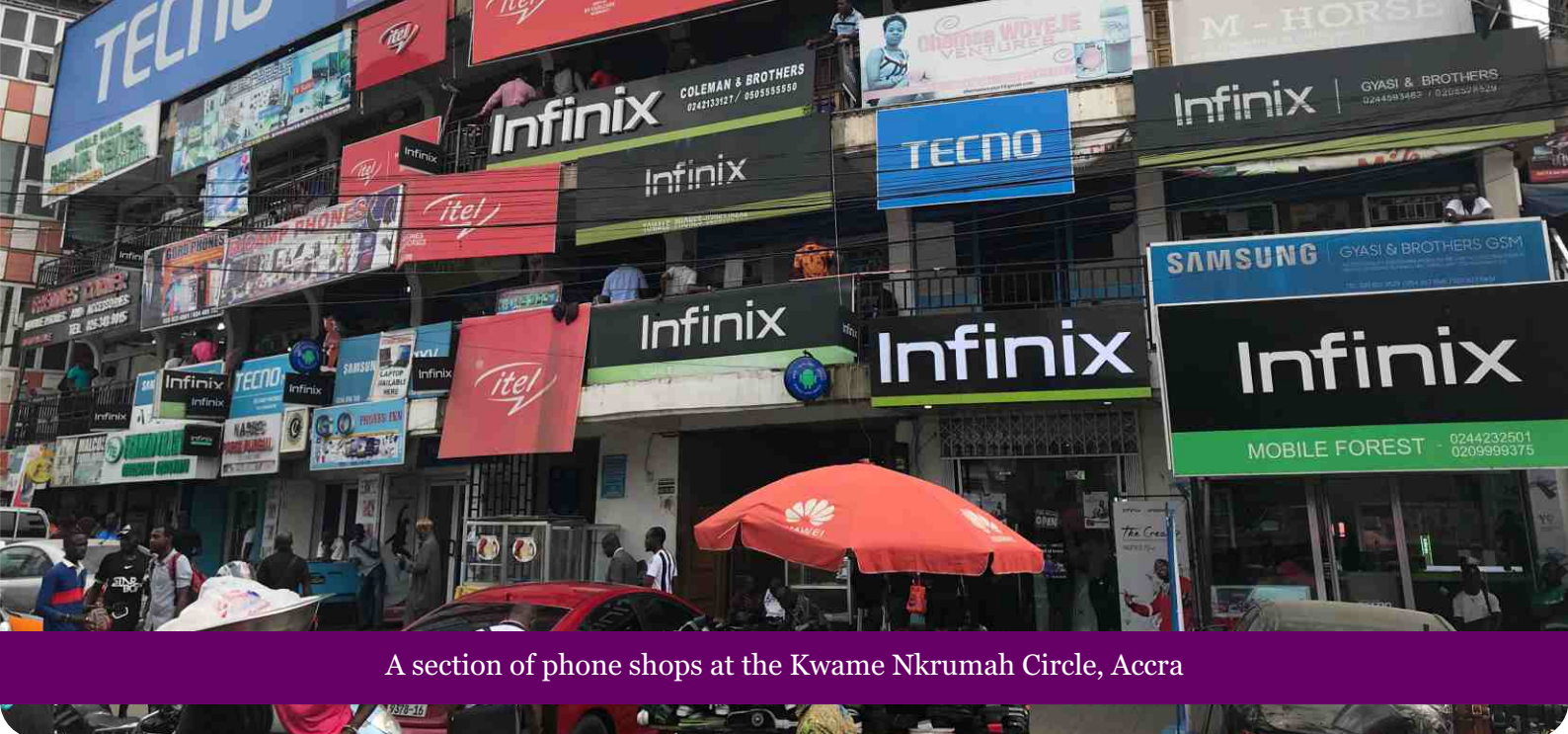
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A section of phone shops at the Kwame Nkrumah Circle, Accra

## Mobile Phone and Accessories Dealers Association Worried About Foreign Invasion of Mobile Market



Mr Joseph Osei Yaw Agyeman, Co-Chairman of the Mobile Phone and Accessories Dealers Association (MPAADA)

In August 2013, Government passed the Customs and Excise (Duties and other Taxes) Amendment) Bill, 2013 to reintroduce a 20 per cent import duty on mobile telephone handsets as part of measures to protect local manufacturers of mobile phones and also increase revenue. The imposition of the tax came after government had earlier removed the payment of import duties on phones and accessories to make them cheaper and accessible to encourage communication.

Dealers in mobile handsets and accessories saw the move by

government as inimical to their businesses and raised pockets of protests against the decision. To have a unified and formidable front to kick against imposition of the tax and also lobby government out of this policy decision, Mobile Phone And Accessories Dealers Association (MPAADA)

was formed in 2013.

The membership of the Association covers all phones and accessories dealers across the country with 100 registered members who meet every fortnight to discuss welfare issues and national and global developments that affect the mobile phone industry.

### Contributions

Members of MPAADA import all types and brands of mobile phone handsets and accessories mostly from China and Dubai. In the estimation of the Co-Chairman of

the Association, Mr Joseph Osei Yaw Agyeman, they directly and indirectly provide jobs to 1,000's of people across the country.

According to the Jumia Annual Mobile Report 2018, Ghana is one of Africa's largest mobile markets with about 34.57 million subscribers and a penetration rate of 119 per cent. With Ghana's population hovering around 29.1 million, the report added that the country's mobile phone subscription is projected to hit about 40 million in 2020.

Mr Agyeman contends the millions of mobile phones and accessories users largely bought their handsets from members of his Association. This, he said, has contributed significantly to communication and its related benefits to the economy of Ghana.

The payment of duties at the country's seaports and airport on the imported mobile handsets also generates a lot of revenue to the country.





### Challenges and Recommendations

The invasion of the Ghanaian mobile handsets and accessories market by foreigners remains the principal challenge of MPAADA. Per the Ghana Investment Promotion Company's (GIPC) Act 865 of 2013, foreigners are prohibited from trading in the retail market.

The presence of foreigners constitutes a breach of the laws of Ghana and denies locals the exclusivity to accessing the full benefits of the market, Mr Agyeman noted.

Additionally, the foreign traders are engaging in unfair trading practices by selling inauthentic phone handsets and accessories at cheaper prices leaving the local dealers with low sales. The situation, he said, is also denting the promising image of the local market as the substandard products bought from them do not last long.

Mr Agyeman, who is also the C.E.O of Joe Adjingo Phones at Tiptoe Lane, Kwame Nkrumah Circle in Accra, has been in the business for 15 years. According to him the high cost of import duties paid at the ports by members of his Association is a disincentive to the growth of their businesses.

Delays associated with the clearance of goods at the ports leading to the payment of demurrage is also another recurring challenge of the Association. He deplored the long processes involved in the clearance regime particularly the unavailability of Customs officials along the chain at certain times to readily fast-track clearance.

On the way forward to addressing their challenges, the MPAADA Co-Chairman called on government to enforce the GIPC Act 865 to the letter to save them from unfair competition from foreigners. "The market is solely reserved for Ghanaians, they (foreigners) are violating the country's laws and should be removed from our market", he demanded.



Even though he admits the introduction of the Paperless Port System has improved the clearance time for goods at the ports, stoutly-built and passionate-talking Agyeman said a lot more can be done to undo the challenges posed by the new system for the benefit of his members, other shippers and the nation as a whole.

### Relationship with the Ghana Shippers' Authority

Mr Agyeman commended the GSA for providing shipper education and sensitisation on contemporary trade issues and other forms of support for members of the Ghana Union of Traders' Associations (GUTA)-the mother union of MPAADA for which his members have benefited.

Even though the GSA's relationship with MPAADA is at its embryonic stage, the prospects and collaboration for trade facilitation purposes for the future looks promising.

The relationship, he said, "must be deepened and strengthened".

### Giving back to society

As a socially responsible trading association, MPAADA donated television sets and mobile phones to the Ghana Police Service to support their operations during the 2016 presidential and parliamentary elections.

# 10 Steps for a Win-win Shipper-Forwarder Partnership

By Julie Gibbs, Director, BPE Global

While many companies rely on forwarders and brokers for compliance, it is ultimately the importer/exporter's responsibility. Here are 10 key steps to create a win-win partnership with your forwarder where compliance is the top goal.

- 1. Create SOPs**-Standard operating procedures (SOPs) clearly communicate how you expect the forwarder to proceed in certain situations and should cover all activities and services the forwarder provides.
- 2. Provide a product matrix**-Your product matrix should include import/export classification numbers, applicable license exceptions, whether items are subject to Partner Government Agency requirements, and whether items qualify for free trade agreements (FTAs). Send updates regularly. Even if you send import or export shipment information electronically to the forwarder, the product matrix provides an additional way for them to verify information.
- 3. Take control of documentation**-It is highly recommended that importers/exporters create their own documents and certifications. Some freight forwarders provide a FTA certification service. If you decide to outsource this task, manage it with great scrutiny and frequent audits.
- 4. Conduct restricted party screening**-Almost all forwarders screen for restricted parties but do not rely on them because they would not have visibility to all parties to the shipment. If parties are only screened just prior to the export date, violations—such as restricted banks on a letter of credit—may have already occurred.
- 5. Perform license determination**-Do not look to the forwarder to figure out whether a license or license exception applies to a particular transaction or to catch an incorrect determination. Especially with non-list-based exceptions, the forwarder will not have the information about that shipment to determine whether these exceptions apply.
- 6. Automate data and information exchange**-As the filer, the freight forwarder requires a lot of trade compliance information for each item shipped. I highly recommend automating this data exchange. Most Enterprise Resource Planning (ERP) and global trade management systems allow for this transfer via Electronic Data Interchange (EDI) or Extensible Markup Language (XML).
- 7. Conduct audits**-Verify declarations regularly, whether you self-file or have a forwarder file for you. Even if you do not have the resources or time to run full-scale audits regularly, try pulling a handful of unusual looking declarations each month.
- 8. Create metrics**-Freight forwarders want your continued business and strive for customer satisfaction. Clearly outlining performance expectations and metrics lets you work with your forwarder to identify successes and areas for improvement.
- 9. Own your record keeping**-If your company is audited, the government expects you to produce shipping records quickly. While forwarders do their best to produce records, they may not have all the documents required for an audit. It is best to keep all records at your company.
- 10. Establish regular meetings**-Meet with your forwarder at least annually, if not each quarter, to review performance metrics and any changes to your business. The volume and complexity of your business determines how often these meetings should occur.

I hope you already follow most of these steps to create a great partnership with your forwarder. Remember, outsourcing trade compliance activities does not mean you are outsourcing trade compliance.



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## Used Clothing Imports- Oscarpak Leads the Way

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Kantamanto, located in the belly of the Central Business District of Accra, is the hotspot for the used clothing business in Ghana. Patrons of used clothing-wholesalers and retailers, throng the market daily in their numbers under the hot sun and the dew of the wee hours of the mornings to buy their favourite clothes. Even though this is a transaction of used clothing between buyers and sellers, the connoisseurs have a special category of shopping which is locally called "First Selection".

As the term connotes, patrons whose knowledge of the market entails the days and hours of time or by happenstance chance on the opening of bales of used clothes enjoy the privilege of making the first of selections among the lot. It is generally believed that clothes selected during First Selections are considered better in quality to the rest that do not meet the quality and taste of the buyers. One thing however stands tall, no matter the perception of the grades of second-hand clothes, there is always an end user.

For those who can not afford the luxury of buying clothes from shops in London's Oxford Street and New York's Fifth Avenue or shops in Ghana, second-hand clothes become their obvious preference, they come cheaper and very handy.

### **Hawking the way to CEO**

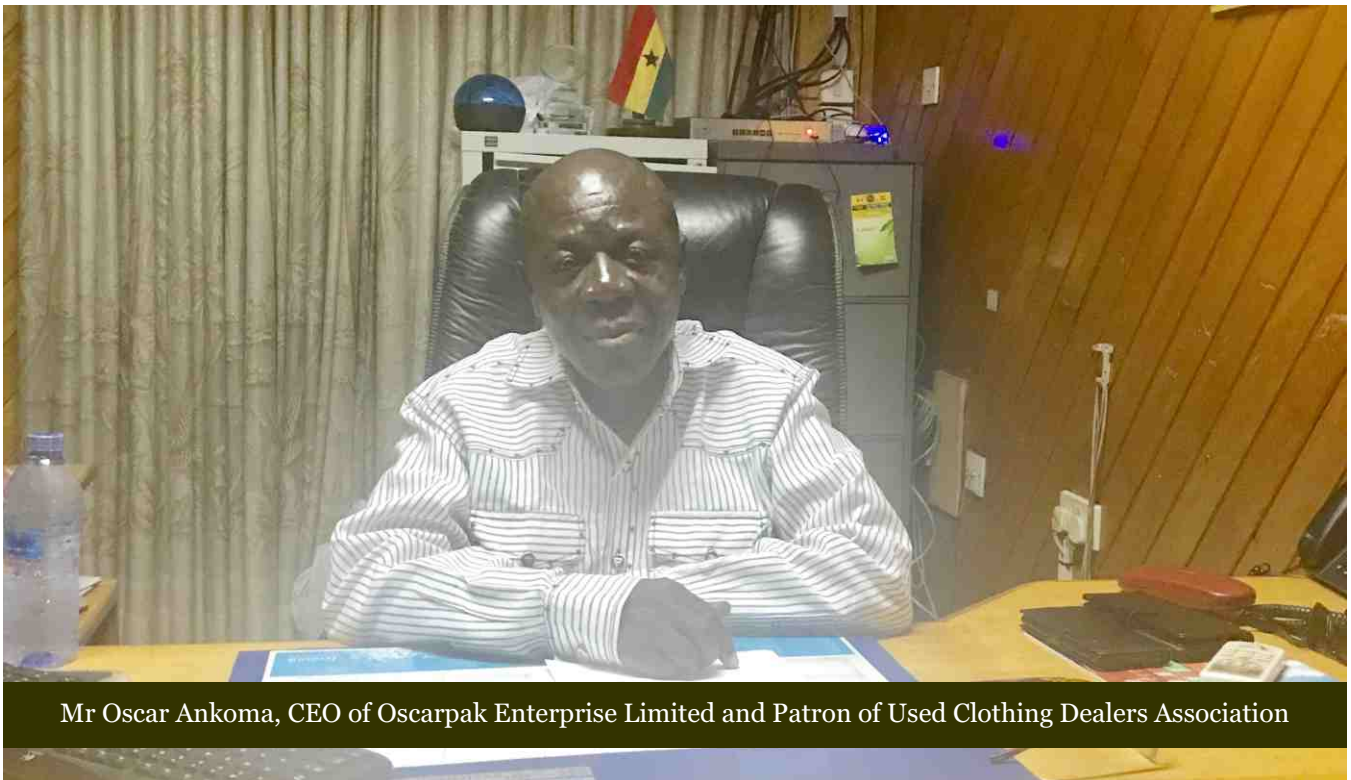
In Ghana, Mr Oscar Ankoma, CEO of Oscarpark Enterprise Limited, is one of the business leaders in the second-hand clothing trade. The urge of starting a trade to cater for his needs and also grow into an accomplished entrepreneur drove him into hawking items such as blades, pens and other products in the

mid-70s around Farisco and Kwame Nkrumah Circle. Having gathered some capital from his first love-hawking, he moved into the used clothing business by opening a store in Kantamanto where he bought bales from some Nigerians who were already in the trade. He had his first container load of used clothing from the United States in the late 1980s from another business partner before settling with one in Canada who has since been his main supplier.

His vast experience in the business over the period exposed him to the demands of the used clothing market viz a viz the types of clothes in vogue and their profitability. By the early 90s, the Oscarpak CEO had four outlets in Accra to distribute goods to his customers who had come from all parts of the country. Business started flourishing but what made the trick? Customers made deposits before the goods were ordered and his suppliers in Canada also sold the goods to him on credit.

Oscar's mobilisation skills were brought to bear in 1996 when threat of banning second-hand clothing imports by erstwhile Trades and Industry Minister Mrs. Emma Mitchell under the Rawlings regime loomed. He mobilised his colleagues in their hundreds, held meetings, demonstrated and sent a petition to the president to reverse the ban. The success of their protest gave birth to the Used Clothing Dealers Association whose membership has now risen to 1,000s. Due to the instrumental role he played in the formation of the Association and fighting for the interests of its members, Mr Ankoma has been made its patron.





Mr Oscar Ankoma, CEO of Oscarpak Enterprise Limited and Patron of Used Clothing Dealers Association

From jeans, shirts to trousers save shoes, Oscarpak Enterprise deals in about 50 assorted imported second-hand clothes for all genders, ages and sizes. He imports on the average eight containers a month from the U.S. and Canada, that is two containers every week.

He has over 50 clients across the country and beyond its borders. Customers travel all the way from Burkina Faso, La Cote d'Ivoire, Niger and other Francophone countries to patronise his goods.

### **Oscarpak and the Ghanaian Economy**

One of the significant contributions of Oscarpak Enterprise to the Ghanaian economy is the creation of job opportunities for many youth. The company currently has 10 staff and 9 casual labourers who offload goods from the containers brought from the Tema port. From clearing agents at the port, businessmen and market women, head porters (kayayoos), drivers and mates, truck pushers and other individuals whose survival in the second-hand clothing business depends on the over 90 containers imported every year, Oscarpak provides direct and indirect jobs to a lot of people.

As a responsible and law-abiding company, it also pays import duties to the Ghana Revenue Authority (GRA)-Customs Division and additional charges to other state agencies playing supervisory and regulatory roles in the maritime trade on every container load of second-hand clothing imported through the Tema port. This generates a lot of revenue to the state

### **Challenges and Recommendations**

Mr Ankoma, who has a family of four children and a supportive wife, listed some bottlenecks that affect the smooth operation of his business and other shippers in Ghana.

He mentioned the inadequacy of equipment and logistics like cranes and forklifts at in the port, delays of ships to berth, congestion at the port, delays in compliance, system downtimes, undue interference in the clearance processes by security agencies among others as some of the factors causing delays and adding to the cost of doing business at the port.

He called on the Ghana Ports and Harbours Authority (GPHA) to make more provision for logistical support and also appealed to GRA-Customs to speed up on the processing of documents for clearance with the advent of the paperless port system.

On the payment of import duties, Mr Ankoma, a native of Kwahu-Asakraka in the Eastern Region, decried the many tax components on import duties and appealed to government to reduce them. He believes many people are avoiding the payment of tax and cutting corners because of the overbearing tax burden placed on their businesses.

“Government must reduce taxes; many people are finding ways to dodge the payment of taxes because the taxes are too many and too high. If it is affordable, there is very little reason for people to avoid it. If you make things hard, others may find ways to compromise”, he said.



## DOUBLING EFFORTS TO INCREASE GHANA'S TRANSIT TRADE MARKET SHARE

Ghana's position in the sub-region presents her with an opportunity to maximise on its international trade, particularly transit trade. Over the years, stakeholders in the shipping and logistics industry have made efforts to deepen the country's transit trade with the three landlocked countries of Burkina Faso, Mali and Niger along the North-South corridor and the coastal states of Nigeria, Cote d'Ivoire, Benin and Togo on the East-West corridor.

Despite these efforts, Ghana's trade volumes in the transit trade with countries in the sub-region have been fluctuating. Maritime statistics generated by the Ghana Shippers' Authority (GSA) for the transit trade from 2014-2017 indicates that transit import in 2014 increased by 36 per cent, from 779,885 metric tonnes (mt) to 1,059,536 mt in 2015 but declined by 18 per cent in 2016 to 861,299 mt. Transit import trade, however, shot up by 25 per cent to 1,074,850 mt in 2017.

With the steady increase in transit trade in the last few years, stakeholders of Ghana's shipping and logistics industry are doubling

their efforts in order for the country to continue reaping the full benefits of the trade and also make Ghana's transit corridor the most attractive in the sub-region.

### ACTIONS TAKEN IN RECENT TIMES TO INCREASE GHANA'S SHARE OF THE TRANSIT TRADE MARKET

Various agencies operating in the country's transit trade have in recent times undertaken activities targeted at attracting tonnage from the neighbouring countries and invariably increasing the country's market share of the transit trade. These activities include:

- **Trade missions**

In March, 2018 the Ghana Ports and Harbour Authority (GPHA) led a Ghanaian delegation on a trade mission to Niger to hold discussions on promoting the transit trade with Nigerien government officials, Heads of state agencies including Niger Shippers' Council, National Transport Owners Union, private companies and associations.

The trade mission followed an earlier one embarked on to Burkina Faso in late 2017 to promote trade with that country.

- **Workshop for transit truck drivers**

The Ghana Shippers' Authority (GSA) as part of its regular education for haulage truck drivers plying the Ghana-Burkina Faso-Niger-Mali corridor held a workshop in February, 2018 in Tema. The over 250 truck drivers who participated were taken through road safety and major road traffic regulations; drunk driving and its legal implications and the safety of the roads; as well as the implementation of the Axle Load Regulations in Road Traffic Regulations, 2012 (L.I. 2180).

- **Security on the Ghana transit corridor**

Security on the transit corridor remains one of the country's comparative advantage. Consequently, during 2018, the acting Director-General of the GPHA, Michael Luguje promised to work in close collaboration with the security agencies to make the port as secure as possible. He made this known when the various

security agencies in the Ports paid a courtesy call on him.

Mr. Luguje also engaged the Inspector General of Police, David Asante-Appaatu as part of efforts to strengthen the ties between the two institutions, as well as see how best they can collaborate to achieve their respective goals. He stressed the need for the transit corridor to be safe in order for goods to arrive at their destinations after leaving the Port of Tema.



Ghana's delegation at the 7th Annual Conference of Borderless Alliance

### • *7th Annual Conference of Borderless Alliance*

In 2018, the Borderless Alliance held its 7th annual regional conference in Bamako, Mali to deliberate on securing corridor management for improved trade and transport in West Africa.

The stakeholders at the conference, including the GSA and GPHA shared their concerns about achieving efficient corridor management for improved trade and transport in West Africa. Issues raised at the conference included the call for a reduction in road barriers and security check points on the Ghanaian corridor.

Participating Ports were urged to put in place measures to reduce cargo dwell time as that would inure to the benefit of importers. Again, it was agreed that there should be uniform application of the axle load regime in the region. Borderless Alliance is a public-private platform that interacts with all stakeholders at the various levels of the trade and transport industry to facilitate optimum production across the African borders.

### • *Ghana - Burkina Faso Railway Interconnectivity Project*

Following a working visit by the President of Ghana, His Excellency Nana Addo Dankwa Akufo-Addo to Burkina Faso in

May 2017 and a visit to Ghana by the President of Burkina Faso, His Excellency Roch Marc Christian Kaboré in September 2018, the Heads of States of the two countries have committed to establishing a railway to connect the two countries.

Consequently, a Joint Committee of Experts (JCE) was set up for the Railway Interconnectivity Project between Burkina Faso and the Republic of Ghana. The proposed rail network is expected to pass through the eastern corridor of Ghana starting from the Tema Port, through Akosombo, Ho, Hohoe, Yendi, Tamale and to Paga.

### • *Ghana Shippers' Authority (GSA) signs MOU with Burkina Shippers' Council*

In August 2018, the GSA signed an MOU with the Burkina Shippers' Council (CBC) in Ouagadougou. The MoU will define a bilateral cooperation between the two parties aimed at strengthening their roles in the promotion and implementation of policies geared towards continued improvement of the efficiency of the transport chain between Ghana and Burkina Faso.

The two sister state agencies, per the agreement, have also committed themselves to some areas of cooperation including:

offering of mutual assistance to shippers and other stakeholders in the transport chain; exchange of relevant information on international trade; conducting joint studies and research in areas of common interest to shippers of both countries and also institution of effective tracking systems for monitoring the movement of cargo on the corridor.

The GSA is in the process of reviewing existing MOUs with the Shippers' Councils of Mali and Niger to promote the transit trade through Ghana.

### • *GSA - Borderless Alliance E-platform*

To readily address the concerns of transit truck drivers, the GSA in collaboration with Borderless Alliance has established an E-platform and a designated mobile phone number for receiving and addressing complaints of truck drivers along Ghana's corridor.

From January-October 2018, 153 complaints were received from truck drivers on the alleged police extortions, Customs and axle load issues among others. 151 of the complaints reported were addressed. About 88 per cent of the total complaints received during the period were on extortion of transit truck drivers.

### • *Fact finding trip along Ghana's Transit Corridor from Tema to Hamile*

The GSA as part of its regular monitoring of Ghana's Transit





Inspector General of Police (IGP) Mr David Asante-Apeatu (left) with Ag. Director General of GPHA, Mr Michael Luguje (right)

neighbouring landlocked countries of Burkina Faso, Mali and Niger.

- **MOU between State Insurance Company (SIC) and Burkina Faso Chamber of Commerce**

The State Insurance Company (SIC) and the Burkina Faso Chamber of Commerce signed a Memorandum of Understanding (MOU) in July 2018 in Accra to mark the start of the implementation of the Single Transit Guarantee Scheme between Ghana and Burkina Faso.

The Scheme will allow the transportation of goods by road from Ghana Customs offices to Burkina Faso Customs offices exempted of duties and taxes while goods are in transit. It will among others facilitate the documentation processing of goods, reduce paper work and help remove the opportunities presently exploited by some middlemen at the ports who fake Tax Identification Numbers (TINs) to clear goods for transit and in turn divert them onto the local market.

A Single Guarantee System requires the insurance of a single bond to cover the entire journey from the port of departure to the destination. This will ensure that Customs officials in the transit country receive proper payment of duties for any goods moved through their territory.

- **Axle Load Working Group**

Ghana's Axle Load Working Group under the auspices of the Ministry of Roads & Highways held several meetings during 2018. The purpose of the meetings were to discuss issues relating to the status of the installation of Axle Load Control Database System, Statistics from the Axle

corridor undertook a Fact Finding trip from Tema to Hamile. Highlights of the report on the trip indicates over 64 barriers from Nsawam to Hamile, the routine collection of monies by the Police along the corridor and the dysfunctional state of some of the weigh bridges along the corridor. The outcome of the trip was to enable the GSA take up the issues with the appropriate agencies and help resolve the challenges along the corridor.

- **French Training programme for freight forwarders**

As part of efforts to bridge the French language barrier gap and build the capacity of freight forwarders, the GSA in collaboration with the French Embassy organized a six (6) week French proficiency training session for Freight Forwarders during the year 2018. Freight Forwarding bodies that benefitted from the training program are the Ghana Institute of Freight Forwarders (GIFF), Association of Customs House Agents of Ghana (ACHAG) and Customs Brokers Association of Ghana (CUBAG).

- **Transit Shipper Committees**

One of the GSA's transit platforms known as the Transit Shipper Committee for transit shippers, shipping service providers, supervisory and regulatory state

agencies and other stakeholders discussed relevant and emerging transit trade issues during the year. The Greater Accra and Western Regional Shipper Committees held quarterly meetings to discuss pertinent issues such as the unavailability of the CFA for financial transactions in the payment for goods and services in Ghana, harassment of truck drivers by the police along several checkpoints, disparities on axle load weigh bridge readings among others.

- **Boankra Inland Port project**

The government's quest to secure a viable investor to finance the development of the Boankra Inland Port project in the Ashanti Region progressed during steadily during the year 2018. Out of 29 investors that showed interest in the project, seven (7) firms were shortlisted and directed to present their proposals and a comprehensively drafted concession agreement for the development of the project under a build, operate and transfer arrangement. A developer developer is expected to be selected soon.

The Boankra Inland Port is an initiative of the GSA and the GPHA, which when completed will among other functions facilitate transit trade with the

Load Stations, and status of implementation of the Axle Load Regulations under the Road Traffic Regulation, 2012 (L.I. 2180).

## CHALLENGES WITH TRANSIT TRADE THROUGH GHANA

In spite of the numerous benefits and the above mentioned efforts being been undertaken, the transit trade through Ghana's corridor is fraught with some challenges that are likely to linger on for a while. Some of these challenges include:

### *I. VAT on transit services and USD 200 on transit exports:*

Even though the various international conventions frown upon the levying of taxes on transit cargo, Ghana continues to levy VAT on transit services and USD 200 on transit exports. This constitutes double taxation and a disincentive transit shippers using our corridor, considering the fact that Cote d'Ivoire and Togo, two of Ghana's sea port competing countries do not charge VAT on transit services.

ii. **'Goro Boys':** There are Goro boys at the Paga Border who serve as the middlemen between the transit truckers and the GRA (Customs) officials by presenting the documents on the cargo and the truck to the GRA(Customs) officials at a fee.

iii. **N u m e r o u s checkpoints:** A recent fact-finding trip conducted by the GSA revealed that there were 58 Police checkpoints from Tema to Hamile.

Additionally, some officers manning the checkpoints extorted money from transit truck drivers plying the route.

### *iv. Delays in the Border Crossing Times:*

It is worth stating that all these delays add to the cost of transporting the goods, delays the time to the market for the goods, makes perishable goods unwholesome and overall increases the cost of the goods and renders them uncompetitive.

### *v. Limited transit tracking device and diversion of goods:*

The shortage in electronic tracking devices leads to delays in trucks exiting the ports and results in the paying of penalties due to their inability to cross the border within stipulated 7 days. As a result, some transit goods are diverted into the Ghanaian market for consumption leading to loss of revenue to the state.

### *vi. Language barrier:*

There is often the language barrier between transit truck drivers and other key players in the trade such as the clearing agents, Police, GRA (Customs), etc.

### *vii. Lack of rebate on demurrage charges:*

Transit shippers continue to complain of their inability to obtain rebate on demurrage charges from shipping lines. This leads to an increase in the cost of doing business and compels them to use other corridors where they can obtain their demurrage rebates.

### *viii. CFA transactions:*

Ghana's Banking System does not allow for CFA transactions and this impedes transit shippers access to making payments to transit truck drivers in CFA.

### *ix. Absence of railway network to landlocked countries:*

The absence of a rail network to the landlocked countries has put pressure on Ghana's roads leading to wear and tear, delays and extortions at security checkpoints among others

## CONCLUSION

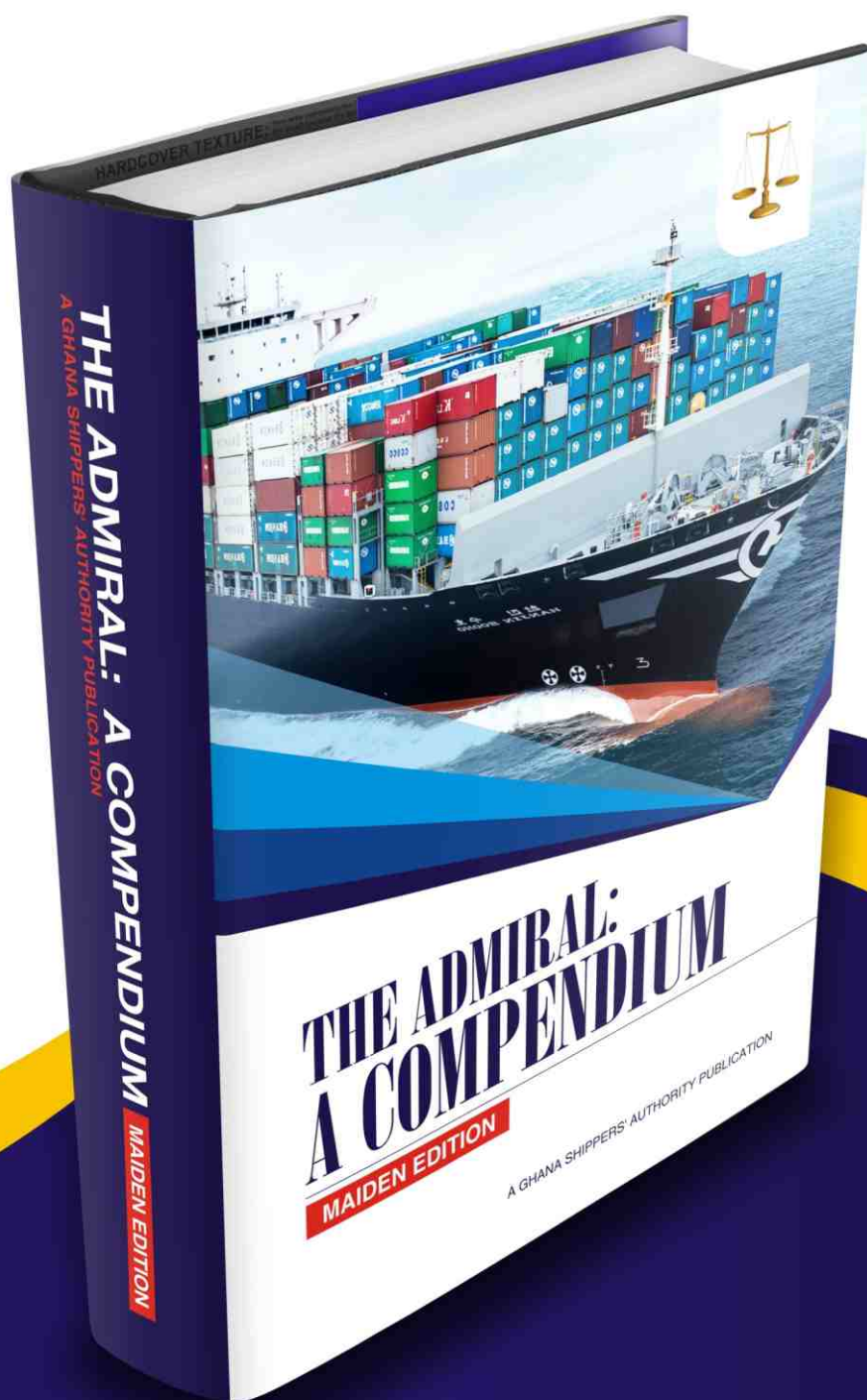
It is obvious from the above the efforts the various stakeholders and government are making to increase the country's share of the transit trade in order to continue to reap the benefits of increased revenue, employment generation and more, associated with the transit trade.

It is also important to underscore the intense competition for the limited transit cargo in the sub-region because of the benefits. Togo, Benin, La Cote d'Ivoire and even Senegal are competing with Ghana for transit cargo. These countries are taking all the measures necessary, including infrastructure investments, to attract the transit trade. It is therefore important that Ghana does not take initiatives that make its corridor unattractive.

With the transit trade expected to grow over a million tonnes in 2018 and much more in the coming years, it is expected that stakeholders will work together to remove the various bottlenecks and truly make Ghana the preferred transit destination in West Africa.



**GHANA SHIPPERS'  
AUTHORITY**



# **“THE ADMIRAL” - A COMPENDIUM**

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