

# SHIPPING REVIEW

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## Our Vision

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## GHANA'S INLAND TRANSPORTATION AND WATERWAYS- The Role of the Ghana Maritime Authority

*Excerpts of Paper delivered by the Director General of the Ghana Maritime Authority, Mr. Thomas Kofi Alonsi at the 6th WISTA Africa Regional Conference, 2nd – 4th April 2019, Accra.*



*Mr. Thomas Kofi Alonsi*

### INTRODUCTION

Water provides a lot of services directly and indirectly, such as; human health, welfare, social and economic development of a community or people. We are all aware that water covers about 70 per cent of the earth's surface which makes water transportation a reliable mode of transportation. Research has shown that only about 2.5 per cent of the earth's percentage of water is fresh water and constitutes inland waters.

Inland transportation and waterways has the advantage of being cheap, energy efficient,

relatively safe, and environmentally friendly. Africa is a well-drained continent with numerous rivers, lakes and lagoons. Notable among them are the rivers Nile, Niger, Congo, Zambezi and lakes Victoria, Tangayika, Chad, Volta, Malawi and Kivu. The Nile region is endowed with a number of rivers and lakes that have great potential to support inland water transportation. It is known that nine of the eleven (11) Nile riparian countries have navigable water bodies, and a total of seventy two (72) inland water ports between them, with Egypt and Uganda having the highest number.

The main areas which are important for inland water transportation are Lake Victoria, sections of the White Nile in South Sudan and the main Nile in Sudan and Egypt. Steamers operating on lakes Victoria, Albert and along other navigable parts of the Nile provides a reliable and low-cost connection between the upper and lower riparians.

### Significance of Inland Waterways

For Ghana and Africa to develop economically and socially, the

development of the inland water transportation sector is a contributory factor.

Inland water transportation promotes market and creates job opportunities for many people. However many coastal African nations have neglected this path to economic success and are yet to harness its full potential to enjoy the great benefits that it provides.

The potential of the inland water transportation system is a vital component of the multi-modal transport system which should be developed and maintained. This will enable shipment of goods, transport and storage of petroleum products using the multi-modal approach for the improvement in the economic and social livelihoods of communities.

Development of inland water transportation sector will lead to reduced impediments to trade facilitation for transit goods and will provide significant cost reduction for transit of goods to landlocked countries.

The main types of goods and services on this transportation



mode comprise agricultural produce, livestock, fish, general merchandise and passengers.

Inland ports linked to other modes of transportation connecting to international markets also handle export/import traffic of agricultural products and manufactured goods.

### THE ROLE OF THE GHANA MARITIME AUTHORITY IN INLAND WATERWAYS

In Ghana, various government agencies including the Water Resources Commission, Environmental Protection Agency, Volta River Authority, Minerals Commission and the Ghana Maritime Authority (GMA) among others are charged with various aspects of managing water resources.

The mandate of the Ghana Maritime Authority in this regard is to *regulate activities on shipping in the inland waterways including the safety of navigation in inland waterways*. The security of vessels and safety of navigation on the inland waterways is thus the sole responsibility of the Ghana Maritime Authority which may perhaps be the most important and difficult in the management of water resources. This is because of the complexity of human activity, quality of crafts on the

inland waterways and uncompromising behaviour of boat operators on the inland waterways.

### Measures being implemented to improve safety of navigation in inland waterway

Several initiatives have been put in place to improve safety on inland waterways transportation. These include the project embarked by the Ghana Maritime Authority to remove tree stumps along navigational routes in some parts of the Volta Lake.

A Vessel Traffic Management Information System (VTMIS) has been established by the GMA which covers the Volta Lake. It is an electronic surveillance system to enhance safety of navigation and facilitate Search And Rescue activities.

The GMA has also recently launched the e-navigation system which is an International Maritime Organisation (IMO) initiative for sea going vessels. Ghana's e-navigation platform is intended to be extended to the Volta Lake to enhance safety of navigation.

Efforts are also being made to chart the lake; this is an important component to improve safety of navigation.

### THE ROLE OF THE VOLTA LAKE IN GHANA'S INLAND TRANSPORTATION

Ghana has several major rivers. These include the Volta river which is about 994 miles long. The Volta Lake is by far the most serviceable in terms of inland water transportation. It is navigable by about 433km northwards from Akosombo. Other major rivers like the White Volta, Black Volta, Pra, Ankobra, Densu and lagoons such as Keta, Aby, Newtown are critical for water transportation in Ghana and between her neighbours.

Indeed, the Volta Lake is one of the largest man-made lakes in the world. The creation of the Volta Lake which took almost four years (1961-1965) submerged about 15,000 homes causing about 80,000 people to relocate to new towns and villages. Hence residents of the affected area now depend largely on the lake for their socio-economic activities ranging from transportation to employment of many residents.

The lake is about 250 miles, approximately 400 kilometres and covers 3,283 square miles (8,502 square kilometres) and links the northern part of the country to the coastal area.

There are three categories of traffic on the lake. These are:

- Longitudinal, north-south traffic between Akosombo and Yapei;
- Cross-lake ferry services at various locations;
- Wooden commercial boat services along the shores and across the lake patronised by a large number of inhabitants along the lake basin.

Inland water transportation in Ghana is mainly conducted by the Volta Lake Transport Company (VLTC) and private boat operators located in the communities along the Lake. Lake transportation has proved to be cost-effective in the movement of foodstuffs from the Afram Plains,



Kete-Krachi, and communities dotted along the banks of the Volta Lake which are considered as the food basket of Ghana to urban centres like Accra, Tema and Koforidua and neighboring countries.

Studies have shown that movement of bulk cargo on the Lake prolongs the lifespan of the road network between the North and the South by reducing axle load stress of heavy duty trucks carrying cargoes on the roads.

Inland water transportation is also environmentally friendly. It is estimated that one average sized barge can load up to 17 articulator trucks of dry cargo and one tugboat can push up to six (6) barges. This in effect means that one shipment on the lake is equivalent to 102 articulator trucks using the roads. This will certainly lead to a reduction of carbon footprints which has been a global concern.

## CHALLENGES CONFRONTING INLAND WATERWAYS IN GHANA

Inland water transportation is faced with several challenges including the following:

- Inland waterways navigation personnel are faced with unique living and working conditions which require special consideration by the International Labour Organisation (ILO) and international Maritime Organisation (IMO);
- Inadequate and unseaworthy vessels in operation on the inland waterways are of great concern;
- Most developing countries have neglected the sector for far too long, whereas many developed countries have tapped into the potential of inland waterways transportation to ease transportation to

the hinterlands and other landlocked countries;

- In Ghana, this sector has been neglected and does not usually feature prominently in the transport planning policies and strategies until recently;
- The safety records and practices of boat operators on inland waterways are not satisfactory. As mentioned earlier, boat transport is one of the major means of inland water transportation, especially in the remote areas where ferries are not available. Unfortunately, these boats are generally unsafe. They are mostly of primitive build and therefore have many structural defects;
- Inland water transportation in many locations faces the problem of restricted or shallow water depths which makes navigation difficult.

## RECOMMENDATIONS

It is important to mention that in many African countries both coastal and landlocked, there has not been an established body of standards, rules and regulations procedures and practices to cater for the shipping industry taking place in the inland water masses comprising the lakes and navigable rivers. This has contributed to the continuing tragic loss of lives, damage to property and the marine environment in many of Africa's inland waterways. Therefore, the need for harmonized standards, regulatory laws, rules, procedures and practices for vessels operating on inland waterways in Africa cannot be over emphasized.

Development of regulations for inland waterways transportation will promote safety of navigation,

safety of lives, vessels and cargo. It will also provide guidance and harmonized standards in important areas such as construction and maintenance of craft, surveys, training and certification of crew.

An effective regulatory regime for the inland water transportation will help prevent pollution and preserve the marine environment; promote waterborne regional/international trade for countries sharing common water masses and also promote the development of a safe waterborne tourism industry.

In Ghana, the Maritime Authority conducted investigations into the various accidents of inland water transportation and it became apparent that some of the main causes of the accidents on the inland water-ways include:

- The human element: incompetency, overloading and drunkenness;
- Hazards to navigation: tree stumps and fishing nets;
- Lack of suitable and adequately strong vessels: Boats are mainly constructed with weak wooden material;
- Lack of safety equipment;
- Lack of effective enforcement and sanctions regime for offenders;
- Absence of defined navigational routes and aids to navigation;
- Bad weather conditions.

It is therefore important to put measures in place to address some, if not all, of the above issues.

## CONCLUSION

It should be reiterated that inland transportation and waterways is a catalyst for economic growth. We must all encourage and advocate for improved shares of investment and a higher priority in inland water transportation planning.



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# Personality Profile:

Mr. Michael Achagwe LUGUJE  
*Director-General, Ghana Ports and Harbours Authority (GPHA)*

Michael Luguje started his career with the Ghana Ports and Harbours Authority (GPHA) in 1997. He was first introduced to the port environment as a National Service person after receiving his Bachelor of Arts Degree (BA) in French and Linguistics from the University Ghana, Legon. He was attached to the Training Department of the Authority where he helped in delivering French lessons to staff.

He was formally employed as a staff in January 1999. He is fluent in English and French. Michael has had extensive training in Sweden and France where he obtained his **Master of Science in Maritime Affairs** (Port Management Specialization) and **Executive MBA** in Project and Strategic Management.

As an accomplished bilingual port management specialist, Michael has served in many capacities as a senior management level employee of the GPHA. Before his appointment by the President of the Republic of Ghana, Michael was on a technical secondment to the Ports Management Association of West and Central Africa where he was in the second year of his second term as the Secretary General of the Port Management Association of West and Central Africa (PMAWCA) based in Lagos, Nigeria.

Mr Luguje has extensive international experience in the ports sector of West and Central Africa. He is also a reforms and change expert with remarkable achievements in team building, employee motivation, in strict adherence to service quality and productivity.

## **Professional Consulting experience:**

In his many years as a port management expert, Michael has consulted (short term advisory basis) for global investors with interest in Africa's port sector through partner consulting firms including Qalis (France) and Alpha Sights (London/Dubai); (2015 – 2016). As an expert in maritime

issues especially within the West African Port Community, Michael has provided key expert support services to a number of other renowned international consulting firms including MTBS (Holland), Duca Consulting (USA), BENOM Consult (Ghana), and CODEX SA (Cote d'Ivoire) since 2010. He has also consulted as Port Sector Specialist for a USAID funded Trade and Industry Programme for a Competitive Export Economy (TIPCEE) project for Ghana's Ministry of Trade and Industry in Ghana (2008/2009).

Michael's early exposure to other international institutions relating to the maritime industry has prepared him with both institutional and industry knowledge to move Ghana's ports to an enviable position within the comity of ports. Indeed, when he took office on 3<sup>rd</sup> July, 2018, his impact was felt among the staff, where after a general staff durbar he followed it up with departmental meetings to acquaint himself the peculiarity of all departments.

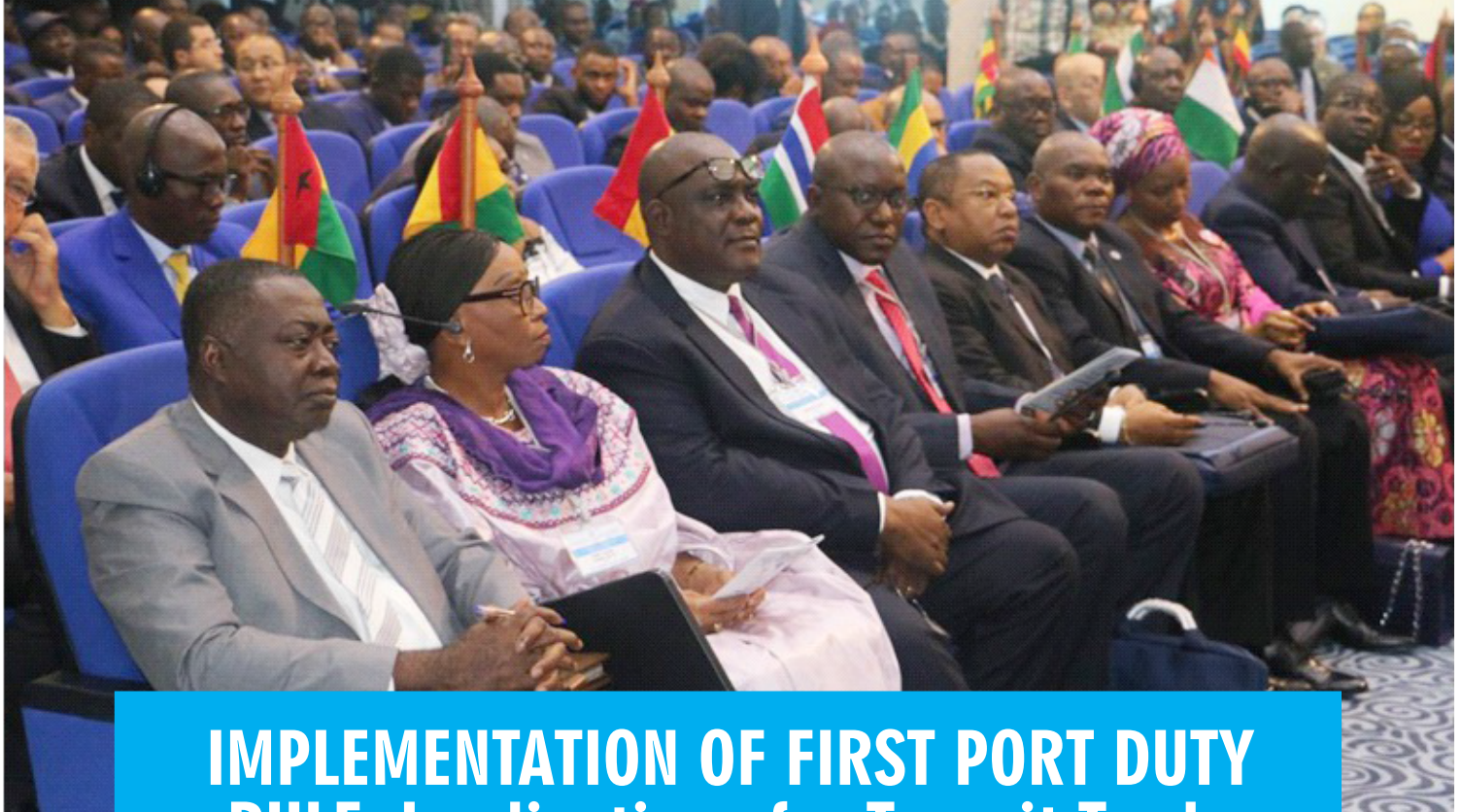
## **Vision:**

Michael has an unbridled vision for the ports of Ghana and wants to see the ports competing with other ports within and outside of the continent on best practices and profitability and has consistently been encouraging all stakeholders to work together to achieve this.



Mr Luguje (right) donating a copy of the 10,000 Mathematics books to one of the 95 beneficiary schools across the country as part of GPHA's corporate social responsibility to encourage the study of Mathematics





# IMPLEMENTATION OF FIRST PORT DUTY RULE: Implications for Transit Trade Through Ghana's Ports

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

## BACKGROUND

With the goal of reducing corruption and diversion of transit cargo, the government of Ghana has introduced the First Port Duty Rule, expected to be implemented in 2019. The policy was announced by the Vice President of the country, Dr Mahamudu Bawumia, in his keynote address at the 39th Council Meeting and Conference of the Ports Management Association of West Africa, held on 30th July, 2018 in Ghana.

The policy, when introduced, will allow for representatives of landlocked countries (Burkina Faso, Niger and Mali) to be stationed in the ports of Tema and Takoradi where importers of cargo destined for their respective countries will pay duties due them. Information on cargo arriving in the port will be shared between Ghana and the

landlocked countries involved and importers will have the option of paying duties at the destination country or at the countries' stations in the port before cargo is released to consignees.

## PURPOSE OF THE FIRST PORT DUTY RULE

The introduction of the policy is to help curb the problems of cargo diversion and corruption in the transit trade; practices that negatively affect the revenue flows of all countries involved. Cargo is said to be diverted when cargo destined for landlocked countries are rerouted to places within Ghana, thereby avoiding the payment of import duties. There is therefore the need for measures to be taken to protect the revenue of the country and that of her neighbours. According to the Commissioner of Customs Division, Ghana Revenue

Authority (GRA), the purpose of the policy is to block revenue leakages in order to expand revenue collection.

The First Port Duty Rule is one of the many measures taken by the GRA and other organisations in the transport and trade sectors in the country to streamline the transit trade in Ghana. The Customs Division of the GRA is in addition considering allowing only containerised cargo in transit trade in Ghana. It also plans to implement the registration of transit trucks as well as limit the number of freight forwarders engaged in the transit trade.

While these measures may be in the best interest of Ghana, care should be taken in putting the concerns of landlocked neighbours at the forefront and avoiding overly stringent policies





that will make importing through Ghana's ports cumbersome.

In taking measures to control the transit trade in Ghana, considerations should also be made to make the ports of Ghana more attractive to landlocked countries in order to avoid losing transit throughput to competing neighbours such as the Lome, Apapa, Abidjan and Cotonou ports. Moreover, international conventions and laws should be taken into account and adhered to in implementing policies and carrying out Ghana's duty as a coastal country.

### **POSSIBLE CHALLENGES OF THE POLICY TO GHANA'S TRANSIT TRADE**

The coming into being of the first port duty rule is likely to pose some challenges to Ghana's transit trade. Though laudable, the policy if implemented without the consideration of the possible implications for transit traders, the many service providers along the transit trade value chain and the impact on the national economy, may not portend well for the national economy. To my mind, the likely challenges Ghana may face with the implementation of the First Port Duty Rule are:

### **High Cost of Transit Trade Transactions**

There is the possibility of increase in the cost of processing cargo for the transit trade along Ghana. The current steps being taken and the requirements for a successful implementation will require deployment of logistics by landlocked neighbours operating at the ports. This will have to be financed in one way or the other and the cost will most likely be charged against transit traders.

Also, the new transit rules for all transit goods to be carried in containerised trucks will worsen the plight of transit shippers in terms of cost. Thus, the cost of refitting trucks will be passed onto the transit shipper.

The new requirements for a bond to be undertaken by transit traders will also come with additional costs.

### **Loss of Jobs in the transit Value Chain**

If care is not taken, the introduction of this policy may lead to a reduction in traffic of transit trade at Ghana's ports. This will have negative implications for the transit haulage and handling operators at the ports. A number of jobs may be lost in the process.

### **Problem of CFA Trading**

Currently, the state of forex trading in Ghana is not favourable to West African franc (CFA) holding traders. The major currencies traded in Ghana include the dollar, Euro and Pound Sterling with the CFA being relatively more difficult to exchange, a situation which stakeholders in the transit trade have often bemoaned. The introduction of the First Port Rule at Ghana's ports therefore begs the question of which currency will be accepted as duties. It is imperative that discussions surrounding CFA trading in Ghana is intensified while taking into consideration the fact that neighbouring coastal countries like La Cote d'Ivoire, Togo and Benin have a competitive edge due to their shared currency with landlocked countries.

### **Cost of Inconvenience**

The convenience of transit traders should be of utmost importance in the implementation of policies that will ultimately affect transit countries. Due regard must be paid to the convenience or otherwise of relocation of customs officers from the landlocked countries to Ghana as well as the cost incurred by the countries in relocating and establishing customs offices in Ghana. This may serve as a trade barrier depriving Ghana of the benefits of transit/transshipment traffic along Ghana's transport value chain.

### **Possible legal battles with neighbouring landlocked countries**

Under the UN Convention for Law of the Sea, UNCLOS, 1982, all States have the right to the freedoms of the seas. The high seas are open to all States, whether they are coastal or landlocked under Article 87 UNCLOS.



The Convention places an obligation on all coastal States to ensure the peaceful use of their ports by landlocked countries.

Article 124 of UNCLOS provides as follows: “*Transit State*” means a State, with or without a sea-coast, situated between a landlocked State and the sea, through whose territory traffic in transit passes.

“*Traffic in transit*” means transit of persons, baggage, goods and means of transport across the territory of one or more transit States, when the passage across such territory is only a portion of a complete journey which begins or terminates within the territory of the land-locked State.

These are rights to be enjoyed by all states particularly geographically disadvantaged countries like Burkina Faso, Mali, and Niger who patronize our ports. Under international law, they have a right to use our ports and Ghana has an obligation under international law to facilitate their trade through the ports.

Therefore, any policy that is likely to impinge on landlocked States' ability to facilitate their international trade can pose legal challenges for Ghana. The

International Tribunal for the Law of the Sea (ITLOS) has jurisdiction under its statute to hear cases of such nature, especially on the basis of the freedoms of the high seas available to all States Under UNCLOS.

### WAY FORWARD

There is the need for an indepth stakeholder discussion on this new policy, especially to give the opportunity for alternative solutions to the problem of diversion of transit goods. The discussion may also ultimately provide a well-informed implementation of the First Port Duty Rule, thus serving as mitigation to addressing or diluting the impact of the challenges that are likely to be introduced into the transit trade regime.

It is very important that Ghana consolidates the gains made in the ongoing port reforms and avoid undoing the hard-won efficiency achieved since the introduction of the Paperless Port System. Ghana stands the risk of over regulation in the maritime transport sector which may render our ports, trade corridor uncompetitive considering the pace of policy interventions. Mention could be made of the EasyPass policy,

UNIPASS, CTN, Eco levy, etc.

The implementation of these policies have a long term impact on the maritime transport and trade value chain and the benefits Ghana is likely to derive from the investments in the port infrastructure projects and reforms. The ports need cargo traffic which is key to generating the needed economic activity and sustainable source of revenue for development.

Policy coherence is thus critical to ensure predictability and enabling business environment for the benefit of the economy and in particular the shipping community.

The Ghana Revenue Authority must therefore hasten slowly and ensure effective dialogue with landlocked countries and key stakeholders to ensure the transit trade value chain is not disrupted. Lots of jobs and lives may be at stake.

### CONCLUSION

The revenue earned by Ghana from the transit trade is a significant part of our total international trade revenue. It is therefore important for the trade policies to be with the goal of protecting the source of the revenue. This can be achieved by taking into consideration the trade and revenue needs of landlocked countries. That is to say, the achievement of the goals of Ghana and those of transit countries should not be mutually exclusive.

Since transit trade is highly competitive among the countries along the coast of West Africa, it is also important to introduce policies that give Ghana competitive advantage over other competitors in the sub-region.



# Ghana Shippers' Authority - 2018 in perspective

The Ghana Shippers' Authority (the Authority) continued to vigorously pursue its core mandate of promoting and protecting the interests of shippers in Ghana during the year of 2018. Below are highlights of the Authority's activities during the period under review.

The Authority organised a forum on the one-year review of the Paperless Port project for stakeholders in the shipping industry at the Ghana Shippers' House. The Forum was aimed at creating a platform for importers, exporters, transporters, freight forwarders, terminal operators, shipping lines/agents, systems managers, business community and the shipping public to assess the Paperless Port project after one year of its implementation, review its achievements and challenges and make necessary recommendations to improve its effectiveness.

Globe Productions in collaboration with the Authority and Graphic Business, organised the second edition of the Ghana Shippers' Awards on 22nd June, 2018 at the Movenpick Ambassador Hotel in Accra to reward and acknowledge deserving shippers as well as shipping and logistics service providers for their contributions to the growth of the shipping industry.

In the Authority's effort to make Ghana's transit corridor the preferred choice for shippers in landlocked countries, it organized a sensitization workshop for transit truck drivers on road safety issues at the forecourt of the Black Star

Line building in Tema. The purpose of the workshop was to afford participants a better understanding about the road safety situation in Ghana, the spot fine regime, what constitutes drunk driving, its implications and sanctions, the regulations on axle load control and its implementation.

The Authority also signed a Memoranda of Understanding with the Burkina Faso and Niger Shippers' Councils to facilitate and promote transit trade between Ghana and the two (2) landlocked countries.

The Authority established an e-platform in collaboration with Borderless Alliance to receive and address complaints of transit drivers along Ghana's corridor. During the period under review, out of the 158 complaints received from truck drivers on the e-platform on alleged police extortions, Customs issues, axle load among others, 157 were resolved.

In collaboration with the Cocoa Marketing Company (CMC), the Authority negotiated the freight rates and conditions of shipment of Ghana's cocoa for the 2018/2019 cocoa season with shipping lines. The three-day negotiation conference, which took place in Ghana for the first time, saw freight rates to all destinations across the world reduce by 9.4 per cent and some other benefits accruing to the country.

Furthermore, the Authority in collaboration with the French Embassy organized a six (6)-week French proficiency training

session for freight forwarders which commenced on 20th June, 2018. Freight forwarding bodies that benefited from the training programme were the Ghana Institute of Freight Forwarders (GIFF), Association of Customs House Agents of Ghana (ACHAG) and Customs Brokers Association of Ghana (CUBAG).

During the period under review, the Authority in collaboration with the Ghana Journalists Association (GJA) organised the sixth Maritime Seminar for journalists on 4th September, 2018. It was under the theme, "Contemporary Trends and Developments in Ghana's Shipping Industry". The seminar sought to build the capacity of journalists and improve their knowledge on shipping issues to enable them give accurate reportage in the media to shippers and the general public.

As part of efforts to create awareness on how importers could avoid or reduce the amounts paid on demurrage, the Authority during the period under review put together four (4) seminars on how to avoid demurrage for members of the Ghana Union of Traders' Associations (GUTA) and the Association of Ghana Industries (AGI), both in Accra and the shipping communities in Takoradi and Kumasi. Resource persons were drawn from within the Authority, SOAAG, GRA-Customs, GPHA and GIFF to give expression to the industry-wide approach to tackling the problem of demurrage.

During the period under review, the Authority organized quarterly





Meeting with Executives of GIFF

meetings for the Shipper Committees in the ten regions of Ghana. Some of the issues that were discussed included progress report on the Boankra Inland Port project, Paperless Clearance System, implementation of Cargo Tracking Note, fumigation of containers at the ports, African Continental Free Trade Agreement among others. The Greater Accra Regional Shipper Committee (GARSC) celebrated its 100th meeting during the period.

As part of efforts to extend its services to the doorsteps of shippers across the country, the Authority on 13th March, 2018 inaugurated its Tamale office at Gumbihini in Tamale. In an address, the Authority's Chief Executive, Ms Benonita Bismarck expressed great pleasure at the fruition of the plan to set up an office in Tamale which had been on the Authority's drawing board for quite some time. She noted that this was in consonance with the Authority's mandate and would enable the Authority better serve shippers in the northern regions part of Ghana, in promoting and protecting their interests as they engage in international trading activities.

As part of its collaboration with relevant stakeholders, the GSA has instituted quarterly meetings to create a forum for the discussion of critical trade and transport industry issues. During the review period, the Authority met with the Ghana Institute of Freight Forwarders (GIFF), the Customs Brokers Association of Ghana (CUBAG), Association of Customs House Agents of Ghana (ACHAG) and the Ship Owners and Agents Association of Ghana (SOAAG). Some of the issues that were discussed were challenges confronting the Paperless Port Project, review of tariff structure, administration of uncleared cargo list and issues regarding demurrage and damaged containers.

The Authority opened its office at the Akanu Joint Border Post to enable it provide the needed assistance to shippers who traverse the border between Ghana and Togo for trade purposes. It is expected that the border post would strengthen the movement of people, goods and services, increase intra-regional trade, reduce trade and logistics costs, improve cross-border security and serve as an avenue for information sharing.

The Authority was adjudged

winner of the Industry Leadership Award of the Year 2018 for the shipping and logistics sector at the maiden edition of the Ghana Business Awards held 27th October, 2018 in Accra.

In a citation accompanying the Award, the Authority was commended for embarking on a nation-wide education campaign to shippers on the introduction of the Paperless Port Project. The Award also recognised the significant contribution of the Authority towards sensitising shippers to avoid the payment of demurrage at the country's ports.

The Authority released figures of Ghana's maritime trade performance in 2017 and half year of 2018 at its Shipping Quarter and Outlook session. The Shipping Quarter and Outlook has been instituted by the Authority to engage the media to provide timely, authentic and accurate information on the shipping industry to the public.

During the period under review, the Authority embarked on its Corporate Social Responsibility (CRS) by supporting the Takoradi Hospital, Accra Psychiatric Hospital, Pantang Psychiatric Hospital, National Commission for Civic Education (NCCE), Regional Maritime University, Free SHS policy, Ghana Journalist Association (GJA) among others.

These activities and many others are contributing to the attainment of the Authority's vision of becoming a world class service organization that ensures for shippers in Ghana quick, safe and reliable delivery of import and export cargoes by all modes of transport at optimum cost.



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# Sea-Freight Exporters appeal for subsidised fertilisers to boost exports

In 1994, five pineapple exporters with financial support from the United States Agency for International Development (USAID), set up the Sea-Freight Pineapple Exporters of Ghana (SPEG) to promote the export of fresh pineapples by sea. There was a global shift to export the fruit by sea due to the high costs associated with air carriage. Before the formation of the association, about 95 per cent of Ghana's total exports of pineapple was by air.

Membership of SPEG grew from five to forty by the year 2000. Due to some challenges, the group can now boast of only twenty-seven (27) members. But out of this number, not all of them are active exporters.

## Organisational structure of SPEG

SPEG has an independent administrative management structure run by employees who are separated from the farmers and exporters of pineapples. This structure is headed by a general manager and supported by operations and logistics manager, a technical officer and other supporting staff. They are, however, supervised by a five-member executive council who are exporters and voted for every two years. The general manager reports to the council every quarter. This administrative and managerial structure helmed by the executive council has been instituted to prevent conflict of interest situations and also ensure an efficient running of SPEG to deliver on its mission.

SPEG's mission is "To bring together operators in the pineapple and fruit industry and promote good agricultural

practices and provide efficient, effective and economic logistics services."

## Source of fresh pineapples and processing

According to the Operations Manager of SPEG, Mr Kwaku Amofo-Yeboah, more than 90 per cent of fresh pineapples for exports are cultivated by members of the association. "Any serious pineapple exporter or producer would want to be a member of SPEG. They provide a bulk of our production for both processing and export" he added.

Even though some of the exporters have out-growers who supply them the fruit to supplement their demands, their contribution has dropped from 30 per cent in year 2000 to about 5 per cent today.

## Countries of export

About 80 per cent of SPEG's exports of fresh pineapples goes to the European Union (EU) market while 20 per cent is consumed in the Middle East and North Africa. SPEG has hired vessels that ship Ghana's pineapple to various destinations. On a weekly basis, two vessels call at the Tema port with one serving the southern European market through the

ports of France and Italy and northern Europe through the ports of the United Kingdom and Belgium.

## Achievements

The SPEG operations manager stated that the group contributes significantly towards Ghana's international trade and is also a huge earner of foreign exchange. In 2017, the export of pineapples contributed 18.1 million dollars to the economy of Ghana.

Additionally, the association also provides over 5,000 direct and indirect jobs to farmers who grow the fruit for export.

## Challenges and recommendation

One major challenge facing SPEG is the lack of financial support to expand operations and increase the volumes of exports for its members. This, Mr Amofo-Yeboah said, is due to the fact that pineapple cultivation has become unattractive and unprofitable due to cost of production, high cost of fertilisers, high cost of equipment among others. This is further worsened by the high interest on loans from banks which has made it very expensive to borrow for agricultural investments.







Mr Kwaku Amofo-Yeboah interacting with staff of the Authority in his office

SPEG is also facing stiff competition in the European market from pineapple exporters from Central America, especially Costa Rica. Their competitors produce on huge scales and at a cheaper cost, have their own vessels and are able to take advantage of their economies of scale. This has made it difficult for pineapple exporters in Ghana and La Cote d'Ivoire to compete favourably even though they are geographically closer to Europe than Costa Rica.

With the introduction of the MD2 variety of pineapple by Costa Rica in 2006, some of the members of SPEG who relied heavily on the cultivation of the smooth cayenne have not been able to cope with the competition. The MD2 became the game changer and was loved by global consumers. It is sweeter, looks nicer and has a longer shelf-life than the smooth cayenne.

The cultivation of the MD2 requires strict regime of application of fertilisers and chemicals and an all-round irrigation. These requirements put a heavy financial burden on Ghanaian pineapple farmers and exporters. As a result, volumes of pineapple exports have been fluctuating over the period. For example volumes of pineapple exports fluctuated from 60,751 tonnes in 2006 to 40,141 tonnes

in 2010; 41,212 tonnes in 2012 to 33,633 tonnes in 2014 and from 30,000 tonnes in 2016 to 36,331 tonnes in 2017.

On the way forward, SPEG is appealing to government to make available subsidised fertilisers to its members since those bought in the open market are expensive and their quality cannot be guaranteed. "I don't remember the last time the pineapple industry was given even one bag of fertiliser", Mr Amofo-Yeboah bemoaned.

He also called on government to make irrigation facilities and channels available to farmers to farm all-year-round. This is to supplement the already existing irrigation facilities operated by some members of SPEG with the support of the EXIM Bank and other financial institutions. With interest rates on loans coming down, the cost of production will also reduce, he said.

### Government support

During the shift from smooth cayenne to MD2 in 2006, the Government of Ghana supported SPEG with USD 2 million to import the new variety from Costa Rica. Part of the money was also used to establish a laboratory in collaboration with the Ghana Atomic Energy Commission to multiply the planting materials.

The storage facility in the export shed at the Tema port with the capacity to receive about 8,000 pallets of pineapple also received a major renovation. The more than USD 2 million renovated fruit terminal funded by the World Bank through the Ministry of Agriculture has since become a state-of-the-art refrigerated facility that SPEG members use to store their fresh pineapples while awaiting vessels to load.

According to Mr Kwaku Amofo-Yeboah, the Ghana Ports and Harbours Authority (GPHA) has also been supportive of the activities of SPEG. He credited the Ghana Shippers' Authority for lobbying the GPHA to give the association concessionary rates and also exempted them from the payment of a levy on every tonnage of pineapple.

He commended the Ghana Export Promotion Authority (GEPA) for assisting SPEG in the organisation of trade fairs and fruit exhibitions abroad. Other collaborations with agencies in the Netherlands, German Trade Office among others were also facilitated by GEPA.

### SPEG's future

With some members of SPEG gradually stopping the cultivation of pineapples and redirected their investments into yam, coconut and cocoyam farming, there is an urgent need for some targeted state and private sector intervention to support the pineapple industry to stay in production.

With these interventions coming into force, according to the SPEG's operations manager, the association is poised within the next five years to increase production to reach the level of tonnages it achieved during its peak period in 2014 where it produced 71,158 tonnes of pineapples for export.



# LEGAL AND ECONOMIC REQUIREMENT OF MARINE INSURANCE – Enforcement of the Law on Local Marine Insurance

By Ing. Solomon Twum Barima, Chief Operating Officer, GLICO General Insurance



The writer

## MARINE INSURANCE

Marine insurance was the earliest well-developed kind of insurance. It was the oldest risk hedging instrument our ancestors used to mitigate risk.

Marine insurance is one of the major and profitable insurance portfolios in both developed and developing countries. If our laws regarding local marine insurance are enforced, the State stands to benefit enormously and this would also improve the insurance penetration in terms of Gross Domestic Product (GDP).

Marine insurance is a contract whereby an Insurer undertakes to indemnify an Assured in a manner and to the extent thereby agreed, against losses incident to the marine adventure.

There are two types of Marine Insurance being

*Hull and Machinery Insurance* which covers loss or damage to the marine vessel and its equipment.

*Cargo Insurance* covers loss or damage to goods being carried by the vessel.

Cargo can be anything including vehicles, general goods, aircraft, and specialized cargo.

The prevalent forms of cargo insurance products are:

- Annual Cargo Policy
- Open Cover
- Stock throughput/ Floating
- Single Voyage Policies

## PERILS COVERED UNDER CARGO INSURANCE

Perils or losses covered under marine insurance include risk of fire, explosion, stranding of vessel, theft, loss of package during loading and unloading etc. The risks covered are usually dependent on the class of policy being Institute Cargo Clause A, B or C.

It is worthy to note that whilst the Institute's Cargo Clauses B and C are named perils policies, the Institute's Cargo Clause A provides an all risks cover, which every cause of loss is covered except that which is specifically excluded under the policy. For an ALL RISKS cover, it is the duty of the Insurer to prove that the loss is not covered by the policy whereas for a named-peril policy, the onus of proof that a loss is covered lies on the Assured. An assured is therefore better protected by the All Risks insurance in terms of both coverage and ease of making claims.



Risks Covered and the exclusions	A	B	C
Fire or Explosion	X	X	X
Vessel or craft stranded, sunk, burnt or capsized	X	X	X
Land conveyance overturned or derailed	X	X	X
Collision or contact of vessel	X	X	X
Discharge or Cargo at Port of Distress	X	X	X
Earthquake, Lightning or Volcanic Eruption	X	X	
Malicious Damage	X		
Theft	X		
General Average Sacrifice	X	X	X
Jettison	X	X	X
Washing Overboard	X	X	
Entry of Sea/River or Lake water into vessel, craft, conveyance, container or place of storage	X	X	
Total loss of any package lost overboard or dropped whilst loading onto, or unloading from vessel or craft	X		
Piracy	X		

## REGULATION OF MARINE INSURANCE IN GHANA

Marine insurance is regulated by the Insurance Act 2006 (Act 724) and the National Insurance Commission (NIC) is the body mandated to oversee compliance with the law.

### The Law in Respect of Marine Insurance on Imported Goods

Even though the Insurance Act, 2006 (Act 724) requires insurance on goods being imported into the country to be effected with a Ghanaian-registered insurer, most goods imported into the country are insured with overseas or offshore insurers contrary to the law.

The Insurance Act 2006 (Act 724) provides in section 37 as follows:

*“37. (1) unless authorized by the Commission, a person shall not enter into a contract of insurance with an offshore insurer in respect of*

*(a) Property situate in the country,*

*(b) Liabilities arising in the country, or*

*(c) Goods, other than personal effects, being imported into the country.*

*(2) A person who contravenes subsection (1) commits an offence.”*

GLICO Generals emphasis is on paragraph (c) of subsection 1 of section 37 [37(1)(c)] of the above provision which prohibits persons from effecting insurance overseas on goods being imported into the country.

By implication, if a person imports goods into the country on Cost Insurance Freight (CIF) basis [with insurance effected outside Ghana] then that person is clearly in breach of the law.

### Whether or not it is Compulsory to Insure Imported Goods

The Insurance Act, 2006 (Act 724) does not explicitly state that goods being imported into the country must be insured. However, Ghana is a subscriber to the Harmonized System Code of Classification of Goods (HS Codes) and as such our duties, taxes and levies on imported goods are calculated on the sum of Cost, Insurance and Freight (CIF) values of imported goods which is a global basis of such calculation.

The addition of the [Insurance Value] presupposes that insurance must be or must have been taken on the goods being imported.

It is therefore not for nothing that Ghana's Parliament enacted

section 37 (1) (c) of the Insurance Act, 2006 which by purposive interpretation and in conjunction with the system of calculation of duties, taxes and levies make it compulsory for goods being imported into the country to be insured.

Indeed, if the above interpretation is not adopted, then it would thus appear that in the absence of a law making it compulsory for imported goods to be insured, the Ghana Revenue Authority (GRA) would be illegally imposing insurance values on the cost and freight values of goods before calculating levies, duties and taxes.

When goods are damaged or lost without any insurance reimbursement, such losses do not only affect the owner of the goods but the State as a whole and therefore the former interpretation is favoured which purposively suggests compulsory insurance for goods being imported into the country.

### Non-enforcement of the Law

It is rather unfortunate, that the norm in Ghana is that, importers of goods into the country most often than not contract on CIF basis without effecting insurance in Ghana.

The offenders of the law are not reported to the National Insurance Commission for penalty proscribed in the Insurance Act, 2006 (Act 724) to be charged to these offenders of the law.

Most unfortunately, where the imported goods are not insured in Ghana, the GRA through its Customs Division [assumes] an arbitrary insurance value [I] to enable them arrive at the CIF value of the imported goods for the purposes of calculating customs duties and taxes on the CIF values of the goods in accordance with the HS Codes.



Mr Twum Barima giving a lecture on marine insurance to members of the Greater Accra Regional Shipper Committee (GARSC)

## IMPLICATIONS OF INSURING OFFSHORE

1. Effecting marine insurance offshore constitutes a breach of the law which is a criminal offence.
2. The insurance premium of such insurance policy is not recognized by the GRA. The GRA assumes its own insurance value for computational purposes (0.875% on the value of the goods, irrespective of the type of goods) to arrive at the CIF in order to compute duties and levies.
3. Payment of offshore insurance premiums constitute high cost to the importer in terms of foreign exchange losses and bank charges.
4. The State loses hard earned foreign exchange through premium payment to foreign insurers.
5. Loss of tax revenue to the State.
6. It is more difficult for importers to make claims to a foreign insurer when there are losses.
7. The State loses money in

respect of penalties payable by offenders of the law

8. The State also loses revenue in the form of corporate taxes which would have been paid by insurance companies if the goods had been insured in Ghana.
9. The State also loses revenue in the form of income tax which would be earned from persons employed in the marine insurance sector.

## Advantages of Insuring in Ghana

The benefits of compliance and enforcement of the law are as follows:

- *Easier Claims Administration:* It is easier for importers to make claims since the items arrive in Ghana and the insurer is close by to inspect any damage or losses.
- *Savings in Duties and Levies:* The importer makes savings because the insurance taken from Ghana is recognized by the GRA as the value to be used in CIF and they also get real value for this

insurance component being used in the CIF.

Some importers would experience reduced duties taxes and levies since their marine insurance costs may reduce due to the equitable premiums to be charged depending on the type of imported goods.

- *Foreign Exchange Savings:* The importer makes savings by not remitting foreign exchange (with its attendant bank charges) to pay premiums to offshore insurers. The importer would only have to remit the C&F value of the goods and pay the insurance component in Ghana
- *Wealth Creation for Insurers:* Local insurers stand to benefit immensely from the huge marine insurance premiums and profits since marine insurance is one of the profitable portfolios in insurance.
- *Job Creation:* Through the non-compliance and non-enforcement of the laws, the marine insurance sector has contracted or shrunk greatly such that jobs in the sector had to be closed. When the laws are enforced, it would lead to enormous job creation in the sector including Underwriters, Marine Surveyors, Loss Adjusters and Marine Inspection Agents among others.
- *Increase in Corporate and Personal Income Tax:* Through the generation of the huge premiums coupled with





good profits, the State stands to benefit from increased corporate taxes and personal income taxes of the increased number of persons working in that sector.

- *Loss of Foreign Exchange through Premium Flight:* Where the laws are enforced, banks shall open Letters of Credit (LCs) in respect of only the Cost and Freight (CFR) values of imported goods and this would curb the loss of hard earned foreign exchange through premium payment to foreign insurers.
- *Warehousing and Removal of Uncustomed Goods:* When insurers are included in the value chain, the security of State revenue from uncustomed goods shall improve leading to a reduction in the loss of revenue to the State from illegal dealings. This is because Insurers also provide guarantees for uncustomed goods and by their inclusion in the chain, they become an integral part of the security arrangements and as such provide an

end to end cover for such goods.

### E F F E C T O N INTERNATIONAL TRADE

As already noted above, importers have increasingly favoured the Cost, Insurance and Freight (CIF) contract basis for importing goods because it minimizes risk on their part. In a CIF contract, the seller is responsible for obtaining insurance cover for the cargo and pay for the carriage of the cargo on the vessel until the goods arrive at the port of destination at which point ownership is passed over to the importer. Up until that point, the risk is borne by the seller.

It is, however, noted that Ghanaian importers could still contract on CIF basis but they would only have to request their suppliers to comply with the requirements of our laws so as to compel them to insure the goods with Ghanaian-registered companies.

Indeed, it is advantageous and in the best interest of Ghanaian importers to have their goods insured in Ghana since it would be easier for them to lodge claims with Ghanaian insurers as opposed to the cumbersome procedure of lodging insurance claims with foreign insurers for lost or damaged goods.

### RECOMMENDATIONS

In line with the above exposition and in the best interest of Ghana, it is humbly recommended that:

1. The Customs Division of the GRA to enforce the laws of the State by:
  - a) Requesting proof of Marine Insurance Certificate covering imported goods and issued by a Ghanaian-registered Insurer before processing the clearance of goods;
  - b) Reporting persons who fail to comply with the laws as an offence under the Insurance Act, 2006;
  - c) Imposing penalties as proscribed in the law on offenders of the law;
2. That compliance orders are issued to all banks and financial institutions to:
  - a) request for Marine Insurance Certificates issued by Ghanaian-registered insurers before issuing LCs on goods being imported into the country, and
  - b) issue Letters of Credit (LCs) in favour of goods being imported into the country on ONLY the Cost and Freight (CFR) values of the goods.
3. Importers and Shippers take marine insurance from Ghana to benefit from the savings outlined above.

*(This paper was presented at 104th Meeting of the Ghana Shippers' Authority's Greater Accra Regional Shipper Committee on 20th March, 2019)*



# GHANA EXIM BANK

The Ghana Export-Import Bank (GEXIM) was established on 29<sup>th</sup> March, 2016 under the Ghana Export – Import Bank Act 2016 (Act 911). The Bank evolved as a result of a merger of three government agencies namely: Export Trade, Agricultural and Industrial Development Fund (EDAIF), Export Finance Company (EFC) and the Exim guaranty Company Limited.

The Ghana Exim Bank is the principal export finance institution of the Government of Ghana and was launched to bolster the country's quest for a feasible and sustainable export-led economy.

The vision of the Ghana Exim Bank is “To become a strong financial institution that will be a key engine in the development of Ghana's export trade, facilitate cross border trade and make Ghana a pillar regional and continental trade”.

The Bank's key objective is to support and develop directly or indirectly, trade between Ghana and other countries as well as building Ghana's capacity and competitiveness in the international market place. Exim Bank's strategic objective is to facilitate the transformation of Ghana's economy into an export-led one through the promotion of strategic goods and services, and

overseas investment by Ghanaian companies.

## Products and Services for shippers

### A) Pre-shipment credit:

This product is provided to support businesses with appropriate access to finance at the manufacturing stage for the purchase of raw materials and other inputs. Pre-shipment credit facilities are also offered for the importation of raw materials /inputs for export production. Under this product, facilities considered are: Short Term Loans, Bridge Finance, Import Finance and Warehouse Financing.

### B) Post-shipment credit:

Post-shipment credit aims to bridge the gap between production costs and export sales receipts, allowing a business to accelerate cash flow and shorten operating cycles. It supports the supply chain of the exporter. Export Receivables Finance, Buyer's Credit, and Bills Discounting are facilities Exim Bank looks at under this product.

### C) Export Development Finance/ Project Export

The main objective of this product is to provide medium/long-term finance to exporters for the following purposes:

To set up new export projects; revitalisation, acquisition of additional assets for expansion and/or expansion of existing production companies for exports; acquisition, rehabilitation and expansion of farms/plantations for the production of and processing of exportable products; acquisition of machinery spare parts and packaging materials for the manufacture of exportable products and any other activity that may be acceptable to GEXIM

### Eligibility requirements:

Duly registered or incorporated Ghanaian companies.

Ghanaian companies /firms/cooperative societies with a track record in exports.

Goods and commodities that are wholly or partially produced for export.







*Mr. Lawrence Agyinsam, Chief Executive Officer of the Ghana Export Import Bank*

To use Exim Bank's facilities, any/or a combination of the following can be provided as collateral:

Cash, corporate guarantee, shareholders and / or director's guarantee and several guarantee, landed property, charge on fixed and/or floating assets, assignment of agreements, contract proceeds, right and benefits and any other security acceptable to the Bank.

#### **D) Export Advisory Services**

The Bank's Research and Advisory Services Department offers a diverse range of information, advisory and support services, which enable exporters to evaluate international risks, exploit export opportunities and improve competitiveness.

Value added information and support services are provided to Ghanaian exporters on the projects funded by multilateral agencies. Customised researches are undertaken by the Research Department on behalf of interested companies in areas such as; establishing market potential, defining marketing

arrangements, and specifying market distribution channels.

Developing export market entry plans, facilitating accomplishment of international quality certification and display of products in trade fairs and exhibitions are other services provided. The Bank provides a wide range of information, advisory and support services, which complement its financing programme.

These services are provided on a fee basis to Ghanaian companies and overseas entities.

#### **Eligibility**

Companies/firms that are not identified on the negative list of Ghana's Foreign Trade Policy and International Conventions are eligible to access this service.

#### **Requirements from the applicants:**

Company profile; Product brochures; printed material; prices; existing export markets & target markets; minimum order quantity; quality certifications; samples, as and when required.

**Contact the Exim Bank offices at the following addresses:**

#### **Corporate Head Office**

Export Trade House  
Ambassadorial Enclave, Liberia Road, Ridge, Accra  
P.O. Box 493, Accra  
Tel. no: 233-3022234668/9

#### **Kumasi Branch**

Ghana Exim Bank  
P.O. Box 8165  
Danyame, Opposite Friends Gardens  
Tel. no: 233-322041124

#### **Takoradi Branch**

1st Floor, Arcuu House  
4/10 Lorna Avenue  
Top Ten  
Tel. no: 233-312002263

#### **Tamale Branch**

2nd Floor SSNIT Pension Tower  
Dagomba Street  
GPS NT-0010-5301  
Tel. no: 233-7202805

#### **Ho Branch**

P. O. Box HP 967  
2nd Floor, Atsu Briggards Plaza  
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# GHANA'S MARITIME TRADE REVIEW 2018

## 1.0 COMPARISON OF CARGO THROUGHPUT 2018 AND 2017

Table 1 shows the summary of seaborne trade comparison between the year 2018 and 2017.

Cargo throughput for the review year 2018

increased by 8% compared to 2017.

Total import and export trade volume for 2018 increased by 1.2% and 24.6% respectively compared 2017. Total transit/transshipment trade volume for 2018 increased by 0.2% compared to 2017.

Table 1. SUMMARY COMPARISON OF GHANA'S CARGO THROUGHPUT

2018 AND 2017			
TRADE TYPE	2018(mt)	2017(mt)	CHANGE
TOTAL IMPORT	14,333,937	14,165,456	1.2%
TOTAL EXPORT	7,665,334	6,149,766	24.6%
TOTAL TRANSIT/TRANSH.	1,132,668	1,130,178	0.2%
CARGO THROUGHPUT	23,131,939	21,445,400	7.9%

## 2.0 PORTS SHARE OF CARGO THROUGHPUT FOR 2018

Cargo throughput for the seaports of Ghana (i.e. Tema and Takoradi) for 2018 was 23.13 million metric tons (mt). Cargo throughput for the Port of Tema was 15.50 million mt representing 67% of the total, whilst the Port of Takoradi recorded 7.62 million mt,

representing 33% of the total seaborne trade.

Transit / Transshipment imports amounted to 1,043,039mt, whilst transit/transshipment exports recorded 89,629mt. Table 2 below shows the summary performance for the review period.

Table 2. SUMMARY OF GHANA'S SEABORNE TRADE (in mt) 2018

PORT	IMPORT (mt)	TRANSIT/ TRANSHIP. IMPORT (mt)	*EXPORT (mt)	TRANSIT/ TRANSHIP. EXPORT (mt)	TOTAL (mt)	% SHARE
TEMA	12,287,281	1,007,377	2,123,059	89,629	15,507,346	67.0%
TAKORADI	2,046,656	35,662	5,542,275	0	7,624,593	33.0%
TOTAL	14,333,937	1,043,039	7,665,334	89,629	23,131,939	100.0%

### 3.0 COMPARISON OF GHANA'S SEABORNE TRADE 2018 AND 2017 PER CARGO TYPE

#### 3.1 IMPORT TRADE

Total imports for the review period 2018 was 14.33 million mt. This comprised 5.8 million mt of Liner cargo, 1.89 million mt of Break bulk, 3.86 million mt of Dry bulk cargo and

2.72 million mt of Liquid bulk imports.

In Table 3 below, it can be seen that imports for 2018 increased by 1.2% over 2017. For the trade types, there was a decline in Liquid bulk imports by 20.4%. Liner imports increased by 2.5%, Break bulk imports increased by 2.2% and Dry bulk imports increased by 21.4%.

Table 3. COMPARISON OF GHANA'S SEABORNE TRADE PER CARGO TYPE

TRADE TYPE	2018(mt)	2017(mt)	Change
IMPORT:			
Liner	5,855,471	5,711,053	2.5%
Break Bulk	1,893,757	1,852,891	2.2%
Dry Bulk	3,860,112	3,178,791	21.4%
Liquid Bulk	2,724,597	3,422,721	-20.4%
TOTAL IMPORT	14,333,937	14,165,456	1.2%
EXPORT:			
Liner	2,009,364	1,505,134	33.5%
Break Bulk	344,174	472,392	-27.1%
Dry Bulk	5,147,748	4,146,319	24.2%
Liquid Bulk	164,048	25,921	532.9%
TOTAL EXPORT	7,665,334	6,149,766	24.6%
TOTAL IMPORT & EXPORT	21,999,271	20,315,222	8.3%

#### 3.2 EXPORT TRADE

The total export trade volume for 2018 was 7.66 million mt. This represents 24.6% increase over 2017. This was made up of 2.01 million mt of Liner items, 344,174mt of Break bulk items, 5.15 million mt of Dry Bulk and 164,048mt of Liquid Bulk.

### 4.0 PERFORMANCE IN LADEN CONTAINERS

Table 4 below shows the details of the

performance in laden containers for 2018. Total Laden Containers for imports and exports for 2018 was 653,550 TEUs. This represents an increase of 8.8% compared to 2017. Total import Laden Containers for 2018 was 527,689 TEUs; a 5.9% increase compared to 2017. Total export Laden Containers for 2018 was 125,861 TEUs; representing an increase of 23.03% compared to 2017.



Table 4. GHANA'S SEABORNE TRADE IN LADEN CONTAINERS (in TEUs) PER PORT				
TRADE TYPE	PORT	2018(in TEUs)	2017(in TEUs)	CHANGE
IMPORT	TEMA	502,806	482,396	4.2%
	TAKORADI	24,883	15,708	58.4%
	<b>TOTAL IMPORT</b>	<b>527,689</b>	<b>498,104</b>	<b>5.9%</b>
EXPORT	TEMA	109,583	84,811	29.2%
	TAKORADI	16,278	17,490	-6.9%
	<b>TOTAL EXPORT</b>	<b>125,861</b>	<b>102,301</b>	<b>23.0%</b>
<b>TOTAL</b>	<b>IMPORT/EXPORT</b>	<b>653,550</b>	<b>600,405</b>	<b>8.9%</b>

## 5.0 DIRECTION OF GHANA'S SEABORNE TRADE

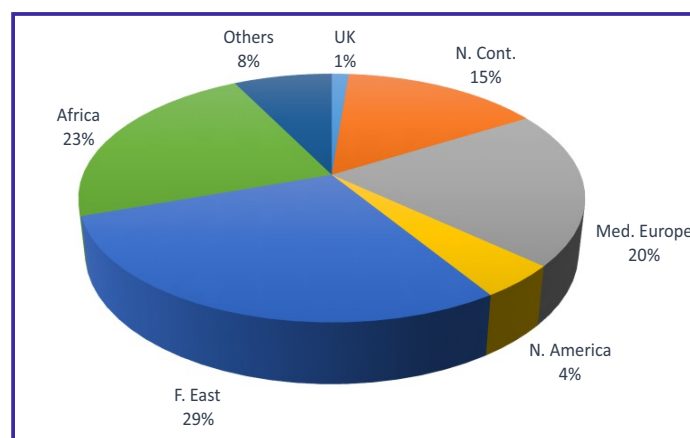
### 5.1 Import Trade

Table 5 and Figure 1 below shows that majority of Ghana's seaborne imports for the period 2018 came from the Far East range, representing about 29% of the total import trade. Africa was next with 23% share of

Ghana's import trade. Imports from Africa were 3,259,549mt, an increase of 5,257mt over the previous year's figure of 3,254,292 mt. The major commodities imported from the Africa Range which experienced significant increases were Frozen Meat/Foods, Bulk Cement, Bulk Fertilizer and other Liquid Bulk commodities.

Table 5. DIRECTION OF GHANA'S SEABORNE IMPORT TRADE (in mt) 2018								
Trade Type	UK	N. Cont.	Med. Europe	N. America	F. East	Africa	Others	TOTAL
LINER	108,810	728,078	752,616	361,110	2,360,774	977,541	566,542	5,855,471
BREAK BULK	6,336	206,996	52,602	5,223	1,286,825	91,654	244,121	1,893,757
DRY BULK	0	211,712	2,032,978	226,629	405,839	787,917	195,037	3,860,112
LIQUID BULK	70,649	1,017,998	61,317	30,489	70,404	1,402,438	71,302	2,724,597
<b>TOTAL</b>	<b>185,796</b>	<b>2,164,784</b>	<b>2,899,514</b>	<b>623,451</b>	<b>4,123,842</b>	<b>3,259,549</b>	<b>1,077,002</b>	<b>14,333,937</b>
<b>SHARE</b>	<b>1%</b>	<b>15%</b>	<b>20%</b>	<b>4%</b>	<b>29%</b>	<b>23%</b>	<b>8%</b>	<b>100%</b>

FIGURE 1: DIRECTION OF GHANA'S SEABORNE IMPORT TRADE (in mt) 2018



## 5.2 Export Trade

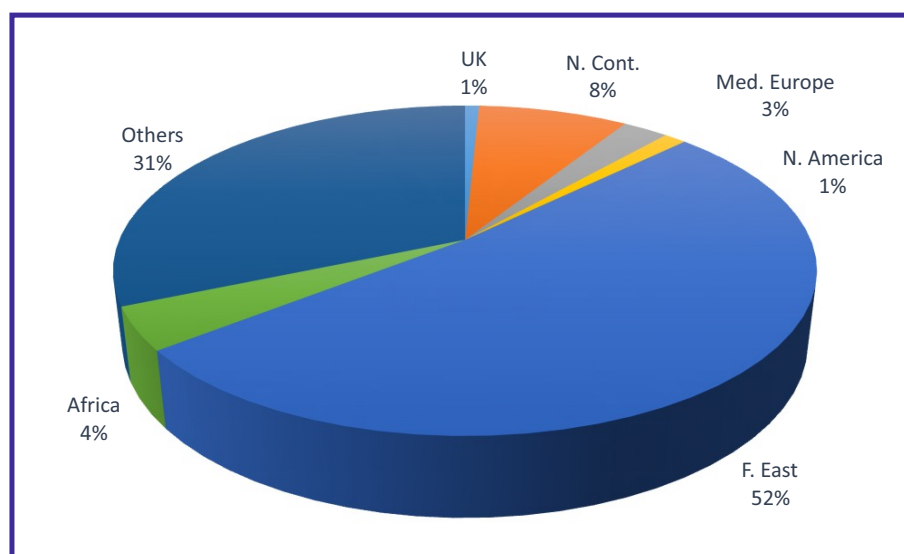
The 7.66 million mt of seaborne exports for 2018 went to various destinations in the world. Majority of these exports went to the Far East.

The Far East range received a total of 3,962,471mt (i.e. 52% of total exports). The

major commodities exported to the Far East Range which experienced significant increases were Cocoa Beans, Furniture/Wood Products, Cashew Nuts, Timber Logs, Bauxite and Manganese. Table 6 and Figure 2 below give more details about the direction of Ghana's seaborne export trade for 2018.

Table 6. DIRECTION OF GHANA'S SEABORNE EXPORT TRADE (in mt) 2018								
Trade Type	UK	N. Cont.	Med. Europe	N. America	F. East	Africa	Others	TOTAL
LINER	42,388	376,329	164,326	61,349	710,142	303,479	351,351	2,009,364
BREAK BULK	437	23,654	23,809	14,387	244,121	4,310	33,456	344,174
DRY BULK	16,000	213,717	3,199	0	3,008,208	124	1,906,500	5,147,748
LIQUID BULK	0	18,316	1004	18168	0	14,399	112,161	164,048
<b>TOTAL</b>	<b>58,825</b>	<b>632,016</b>	<b>192,338</b>	<b>93,904</b>	<b>3,962,471</b>	<b>322,312</b>	<b>2,403,468</b>	<b>7,665,334</b>
<b>SHARE</b>	<b>1%</b>	<b>8%</b>	<b>3%</b>	<b>1%</b>	<b>52%</b>	<b>4%</b>	<b>31%</b>	<b>100%</b>

FIGURE 2: DIRECTION OF GHANA'S SEABORNE EXPORT TRADE (in mt) 2018



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

Total Transit/Transshipment trade volume for 2018 recorded an increase of 0.2% compared to 2017. Total volume of transit/transshipment for 2018 was 1,132,672 metric tons (mt).

Transit/Transshipment Imports for 2018 amounted to 1,043,043mt, a decline of 2.9% compared to 2017. Transshipment/Transit Exports recorded 89,629mt in 2018, an increase of 62.0% compared to 2017. Table 7 below shows the details of the transit/transshipment trade volumes for the review period.



**Table 7. SUMMARY COMPARISON OF TRANSIT TRADE AND TRANSHIPMENT THROUGH THE SEAPORTS OF GHANA**

2018 AND 2017			
TRADE TYPE	2018(mt)	2017(mt)	CHANGE
TRANSIT/TRANSH. IMPORT	1,043,043	1,074,850	-3.0%
TRANSIT/TRANSH. EXPORT	89,629	55,328	62.0%
TOTAL	1,132,672	1,130,178	0.2%

## 7.0 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 996,969mt in 2018. This represents a decline of 3.2% compared

to 2017. The transit trade comprises imports of 879,935 mt and exports of 87,034mt for 2018. Major transit trade commodities included Iron/Steel/Pipes, Processed Food/Beverages, Manganese, Shea nuts and Cashew nuts. Details are shown in Table 8.

**Table 8. SUMMARY COMPARISON OF TRANSIT TRADE for BURKINA FASO, MALI & NIGER**

2018 AND 2017			
TRADE TYPE	2018(mt)	2017(mt)	Change
TRANSIT IMPORT	879,935	945,095	-6.9%
TRANSIT EXPORT	87,034	53,447	62.8%
TOTAL	966,969	998,542	-3.2%

## 8.0 PERFORMANCE IN GHANA'S CONTAINERIZED CARGO TRADE

### 8.1 Shipping Lines Performance in the Containerized Trade

Twenty-Eight (28) Shipping Lines were involved in the containerized cargo trade which amounted to 653,550 TEUs for the year 2018. The highest operators were Maersk Line, with 211,074 TEUs (32.3% of the container trade) and Mediterranean Shipping Company (MSC), with 137,490 TEUs (21.0%).

### 8.2 Shipping Agents Performance in the Containerized Trade

Twenty-Six (26) Shipping Agents were involved in the containerized trade to and from Ghana. Together, they handled 653,550 TEUs for the year 2018. The highest performing agencies were Maersk Ghana Ltd, with 211,074 TEUs (32.3% of the containerized trade) and MSC, with 137,490 TEUs (21.0% of the containerized trade).

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

### 9.1 Performance of Shipping Lines per Volume of Shipment

A total of one hundred and seven (107) Shipping Lines and Charterers participated in transporting the over 22 million mt of Ghana's seaborne cargo (import & export) through the Ports of Tema and Takoradi in 2018.

The high performers in Liner Trade were CMA CGM (24.49%) and Maersk Line (18.58%). In the Break Bulk Trade, Maersk Line moved the highest volume (24.35%), followed by Mediterranean Shipping Company with 20.25%. High performers for the Dry Bulk Trade were I.M.T (52.1%) and H.C Trading with 19.8%. In the Liquid Bulk Trade, BP Oil International Ltd lifted the highest volume of 52.1%.

### 9.2 Performance of Shipping Agents per Volume of Shipment

Sixty nine (69) Shipping Agents handled over 22 million mt of seaborne trade (import & export) through the Ports of Tema and Takoradi in 2018.

High performers in the Liner Trade were Maersk Ghana Ltd. with 23.2% of the volume and MSCA Ghana Ltd. with 14.4%.

The leading Shipping Agents in the Break Bulk Trade were

Maersk Ghana Ltd. with 24.3% and MSCA Ghana Ltd. with 20.2%. In the Dry Bulk Trade, the high performers were Supermaritime Ghana Ltd. with 49.9% of the share and Hull Blyth Ghana Ltd. with

20.6%. In the Liquid Bulk Trade, Inchcape Shipping Ltd handled 57.9% of the volume whilst Oil and Marine Agencies (OMA) handled 30.2%.

**TABLE 9. PERFORMANCE OF SHIPPING LINES PER LADEN CONTAINERS (in TEUs)**

<b>TOTAL (TEMA &amp; TAKORADI) - 2018</b>				
<b>SHIPPING LINE</b>	<b>IMPORT</b>	<b>EXPORT</b>	<b>TOTAL</b>	<b>% of TOTAL</b>
AFRICA EXPRESS LINE	7,598	2,960	10,558	1.62%
ARKAS LINE	11,476	5,486	16,962	2.60%
AFRITRAMP	1	30	31	0.00%
BBC CHARTERING	30	-	30	0.00%
CHINA COSCO SHIPPING	54,528	9,607	64,135	9.81%
CMA CGM	29,643	17,413	47,056	7.20%
EUKOR CAR CARRIER	1	-	1	0.00%
GOLD STAR LINE	22,092	6,623	28,715	4.39%
GRIMALDI LINES	17,022	4,114	21,136	3.23%
HAPAG-LLOYD	38,537	11,055	49,592	7.59%
HC TRADING	108	-	108	0.02%
HOEGH AUTOLINERS	2	-	2	0.00%
I.M.T	209	-	209	0.03%
MAERSK LINE	188,408	22,666	211,074	32.30%
MEDITERRANEAN SHIPP. CO	115,640	21,850	137,490	21.04%
MEDKON LINES	543	-	543	0.08%
MESSINA LINES	3,691	1,144	4,835	0.74%
MITSUMI O.S.K. LINES	3,106	515	3,621	0.55%
NEWMONT GOLD GH. LTD	5	-	5	0.00%
NILEDUTCH	479	730	1,209	0.18%
OCEAN NETWORK EXPRESS PTE	5,696	3,200	8,896	1.36%
OTHER	3,048	-	3,048	0.47%
PACIFIC INTL. LINE	24,803	5,672	30,475	4.66%
SAFMARINE	-	12,710	12,710	1.94%
SCANSHIP	-	57	57	0.01%
SEVENLOG LTD	-	18	18	0.00%
UNIVERSAL AFRICA LINE	159	11	170	0.03%
ZIM LINE	864	-	864	0.13%
<b>TOTAL</b>	<b>527,689</b>	<b>125,861</b>	<b>653,550</b>	<b>100.00%</b>



TABLE 10. PERFORMANCE OF SHIPPING AGENTS PER LADEN CONTAINERS (in TEUs)

TOTAL (TEMA & TAKORADI) - 2018				
SHIPPING AGENT	IMPORT	EXPORT	TOTAL	% SHARE
ANTRAK GHANA LTD	4,536	1,274	5,810	0.89%
ARKAS	7,424	5,486	12,910	1.98%
BOLLORE AFRICA LOGISTICS	4	-	4	0.00%
BLUE FUNNEL GHANA	5,537	-	5,537	0.85%
CMA CGM	29,643	17,413	47,056	7.20%
COMEXAS GHANA LTD TEMA	638	741	1,379	0.21%
CHINA COSCO SHIPPING	-	802	802	0.12%
DW CABLE NET SHIPPING GH LTD	2	-	2	0.00%
GRIMALDI GHANA LTD	16,121	3,623	19,744	3.02%
HAFENAGENTUR GH. LTD	94	-	94	0.01%
HAPAG LLOYD GH. LTD	36,032	8,646	44,678	6.84%
HASS LOGISTICS	9	-	9	0.00%
HULL BLYTH GHANA	133	-	133	0.02%
INTERMODAL SHIPPING AGENCY GH	22,956	6,623	29,579	4.53%
MAERSK GHANA LTD	188,408	22,666	211,074	32.30%
MARINE & ENERGY	3	-	3	0.00%
MARITIME AGENCIES	40	-	40	0.01%
MOL GHANA LTD	3,102	515	3,617	0.55%
MSCA GHANA	115,640	21,850	137,490	21.04%
OCEAN NETWORK EXPRESS PTE	5,696	3,200	8,896	1.36%
OIL AND MARINE AGENCIES	2,505	2,409	4,914	0.75%
PIL GHANA LTD	24,803	5,602	30,405	4.65%
SAFMARINE	-	12,710	12,710	1.94%
SCANSHIP GHANA LIMITED	55,429	9,323	64,752	9.91%
SEVENLOG LIMITED	-	18	18	0.00%
SUPERMARITIME GHANA LIMITED	8,934	2,960	11,894	1.82%
<b>TOTAL</b>	<b>527,689</b>	<b>125,861</b>	<b>653,550</b>	<b>100.00%</b>

TABLE 11. PERFORMANCE OF SHIPPING LINES IN GHANA'S SEABORNE TRADE - JAN- DEC. 2018

IMPORT AND EXPORT - TEMA- TAKORADI					
SHIPPING LINES/CHARTERER	IMPORT	EXPORT	TOTAL	% SHARE / TRADER TYPE	%SHARE
<b>LINER</b>					
ADOM MBROSO COLDSTORES LTD	14,068	0	14,068	0.17	0.06
ADVANCED MARITIME TRANSPORT	172	0	172	0.00	0.00
AFRICA EXPRESS LINE	93,509	97,578	191,087	2.35	0.87
AFRITRAMP	1,147	3,440	4,587	0.06	0.02
AMEROPA LAUSANNE	46,700	0	46,700	0.57	0.21
AMEROPA SA	12,600	0	12,600	0.16	0.06
AMISACHI LTD	5,858	0	5,858	0.07	0.03
AMT	0	18	18	0.00	0.00
ARKAS LINE	107,466	85,224	192,690	2.37	0.88

AVNASH IND GH. LTD	11,969	0	11,969	0.15	0.05
BBC CHARTERING	1,132	0	1,132	0.01	0.01
BOLLORE AFRICA LTD	14	0	14	0.00	0.00
BP OIL INTERNATIONAL LTD.	30,687	0	30,687	0.38	0.14
C&G FISHERIES CO.LTD	1,538	0	1,538	0.02	0.01
CHINA HARBOUR ENGINEERING CO.	3,144	0	3,144	0.04	0.01
CHINA OCEAN SHIPP.	522,152	121,853	644,005	7.92	2.93
CHINA SHIPPING	1,066	0	1,066	0.01	0.00
CMA CGM	227,601	297,399	525,000	6.46	2.39
CONTI GMT SHIPPING	1,049	0	1,049	0.01	0.00
CONSHIP	60,685	0	60,685	0.75	0.28
COSCO SHIPPING LINES	3,661	16,263	19,924	0.25	0.09
DANGOTE CEMENT GHANA LTD	58,000	0	58,000	0.71	0.26
DOLPHIN FROZEN FOODS	2,816	0	2,816	0.03	0.01
EUKOR CAR CARRIERS	16,684	73	16,757	0.21	0.08
EUROAFRICA	21,624	2	21,626	0.27	0.10
FLOUR MILLS GH. LTD	6,969	0	6,969	0.09	0.03
GHANA NUTS COMPANY LTD	0	524	524	0.01	0.00
GLOVIS	12,120	0	12,120	0.15	0.06
GMT SHIPPING	4,196	0	4,196	0.05	0.02
GOLD STAR LINE	163,700	111,866	275,566	3.39	1.25
GOLDEN STAR FISH CO. LTD	912	0	912	0.01	0.00
GRIMALDI LINES	196,483	71,979	268,462	3.30	1.22
HAPAG-LLOYD	324,064	170,934	494,998	6.09	2.25
HB SHIPPING	70	0	70	0.00	0.00
HC TRADING	145,449	1,272	146,721	1.81	0.67
HOEGH AUTOLINERS	4,800	0	4,800	0.06	0.02
IMC SHIPPING CHINA	120	0	120	0.00	0.00
I.M.T	84,001	3,000	87,001	1.07	0.40
K' LINE	2,211	0	2,211	0.03	0.01
LEONE FISHING CO. LTD	14,891	0	14,891	0.18	0.07
LOUIS FISHING CO. LTD	17,600	0	17,600	0.22	0.08
LOULITA ENT.	1,000	0	1,000	0.01	0.00
MAERSK LINE	1,500,742	366,862	1,867,604	22.98	8.49
MEDITERRANEAN SHIPP. CO	797,728	358,905	1,156,633	14.23	5.26
MEDKON LINES	5,984	0	5,984	0.07	0.03
MESSINA LINES	38,606	18,711	57,317	0.71	0.26
MTSUI O.S.K LINES	26,643	34,407	61,050	0.75	0.28
MOL ACE	1,713	0	1,713	0.02	0.01
NEWMONT GH. GOLD LTD	370	0	370	0.00	0.00
NILEDUTCH	30,401	10,635	41,036	0.50	0.19
NIPPON YUSEN KAISHA	1,016	0	1,016	0.01	0.00
NORDEN S/A	55,000	0	55,000	0.68	0.25
NMT LINES	12,534	0	12,534	0.15	0.06
OCEAN FARE CO. LTD	13,891	0	13,891	0.17	0.06
OCEAN NETWORK EXPRESS PTE	32,414	45,307	77,721	0.96	0.35
OLAM GHANA	74,478	0	74,478	0.92	0.34
OLDENDORFF	5,125	0	5,125	0.06	0.02
OTHER	468,706	129,685	598,391	7.36	2.72
PACIFIC BASIN	39,306	0	39,306	0.48	0.18
PACIFIC INTL. LINES	205,725	84,451	290,176	3.57	1.32
PIONEER FOOD CANNERY LTD	5,597	0	5,597	0.07	0.03
PRECIOUS COLDSTORE LTD	11,677	0	11,677	0.14	0.05



SAFMARINE	0	226,584	226,584	2.79	1.03
SCANSHIP	0	321	321	0.00	0.00
SEVENLOG LTD	115,727	2,685	118,412	1.46	0.54
SHELL INTERNATIONAL	15,945	0	15,945	0.20	0.07
SIKA KORABEA CO. LTD	75	0	75	0.00	0.00
SPLIETHORFF	932	0	932	0.01	0.00
TRUSTLINK VENTURES LTD	15,911	0	15,911	0.20	0.07
UNILIVER GH. LTD	4,868	0	4,868	0.06	0.02
UNITED ARAB SHIPP. CO	90	0	90	0.00	0.00
UNIVERSAL AFRICA LINES	7,154	3,279	10,433	0.13	0.05
VITOL SA	25,508	0	25,508	0.31	0.12
VOLTA ALUMINIUM CO. LTD	0	8,508	8,508	0.10	0.04
VOLTA RIVER AUTHORITY	301	0	301	0.00	0.00
WE 2 SEAFOODS CO. LTD	34,162	0	34,162	0.42	0.16
YARA GH. LTD	7,131	0	7,131	0.09	0.03
YORK OVERSEAS	70,100	0	70,100	0.86	0.32
ZIM LINE	6,022	0	6,022	0.07	0.03
<b>SUB-TOTAL</b>	<b>5,855,510</b>	<b>2,271,765</b>	<b>8,127,275</b>	<b>100.00</b>	<b>36.94</b>
<b>BREAK BULK</b>					
AFRICA EXPRESS LINE	1,295	0	1,295	0.07	0.01
AFRITRAMP	62	0	62	0.00	0.00
AGROSYNDICATE GH. LTD	14,993	0	14,993	0.79	0.07
ARKAS LINE	18,433	0	18,433	0.97	0.08
B5 PLUS LTD.	9,052	0	9,052	0.48	0.04
CHINA OCEAN SHIPPING	141,669	0	141,669	7.48	0.64
CMA CGM	52,054	0	52,054	2.75	0.24
CONSHIP LINES	66	0	66	0.00	0.00
CONTI GMT SHIPPING	86,095	0	86,095	4.55	0.39
COSCO LINES	2,001	0	2,001	0.11	0.01
EUKOR CAR CARRIERS	81	0	81	0.00	0.00
GMT SHIPPING	20,551	0	20,551	1.09	0.09
GOLD STAR LINE	49,096	0	49,096	2.59	0.22
GRIMALDI LINES	13,579	0	13,579	0.72	0.06
HAPAG-LLOYD	85,871	0	85,871	4.53	0.39
HB SHIPPING	127	0	127	0.01	0.00
HC TRADING	100	0	100	0.01	0.00
HOEGH AUTOLINERS	245	0	245	0.01	0.00
IMC SHIPPING CHINA	1,412	0	1,412	0.07	0.01
I.M.T	691	0	691	0.04	0.00
MAERSK LINE	461,134	0	461,134	24.35	2.10
MEDITERRANEAN SHIPP. CO	383,504	0	383,504	20.25	1.74
MEDKON LINES	448	0	448	0.02	0.00
MESSINA LINES	2,120	0	2,120	0.11	0.01
MITSUI O.S.K. LINES	8,942	0	8,942	0.47	0.04
MOL ACE	0	0	0	0.00	0.00
NEWMONT GH. GOLD LTD	24	0	24	0.00	0.00
NILEDUTCH	8,674	0	8,674	0.46	0.04
NMT LINES	118	0	118	0.01	0.00
OCEAN NETWORK EXPRESS PTE	9,937	0	9,937	0.52	0.05
OLAM GH. LTD	47,498	0	47,498	2.51	0.22
OTHER	164,260	0	164,260	8.67	0.75
PACIFIC INTL. LINES	58,948	0	58,948	3.11	0.27

SEVENLOG LTD	204,623	0	204,623	10.81	0.93
SIKA KORABEA CO. LTD	41,245	0	41,245	2.18	0.19
UNITED ARAB SHIPP.CO	21	0	21	0.00	0.00
UNIVERSAL AFRICA LINE	2,612	0	2,612	0.14	0.01
VOLTA ALUMINIUM CO. LTD	0	0	0	0.00	0.00
ZIM LINE	2,176	0	2,176	0.11	0.01
<b>SUB-TOTAL</b>	<b>1,893,755</b>	<b>0</b>	<b>1,893,755</b>	<b>100.00</b>	<b>8.61</b>
<b>DRY BULK</b>					
AFRICA EXPRESS LINE	9,600	1,863	11463	0.13	0.05
AFRITRAMP	0	762	762	0.01	0.00
BBC CHATERING	0	9,500	9500	0.10	0.04
BLUESEA MARITIME	0	5,000	5000	0.06	0.02
CARGILL	27,150	0	27150	0.30	0.12
CARMEUS TRADING	65,944	0	65944	0.73	0.30
CHINA OCEAN SHIPPING	2,605	8,929	11534	0.13	0.05
CIMENTS DE L'ATLAS SA	30,325	0	30325	0.33	0.14
CMA CGM	0	3,101	3101	0.03	0.01
DANGOTE CEMENT GH. LTD	495,589	0	495589	5.45	2.25
ED&F MAN SHIPPING	60,604	0	60604	0.67	0.28
ESL AFRICA	0	5,000	5000	0.06	0.02
FLOUR MILLS GH. LTD	13,030	0	13030	0.14	0.06
GHANA NUTS CO. LTD	0	1,150	1150	0.01	0.01
GRIMALDI LINES	0	1,827	1827	0.02	0.01
HAFEN LOGISTICS	0	10,000	10000	0.11	0.05
HAPAG-LLOYD	630	0	630	0.01	0.00
HC TRADING	1,756,656	29,600	1786256	19.65	8.12
I.M.T	138,163	4,559,106	4697269	51.68	21.35
MAERSK LINE	2,772	34,483	37255	0.41	0.17
MAXAM LOGISTICS	0	5,500	5500	0.06	0.03
MEDITERRANEAN SHIPP. CO.	4,812	34,127	38939	0.43	0.18
MESSINA LINES	841	356	1197	0.01	0.01
NILEDUTCH	16,200	0	16200	0.18	0.07
NORDEN S/A	79,192	0	79192	0.87	0.36
OLAM GHANA LTD	33,684	0	33684	0.37	0.15
OLDENDORFF	23,914	0	23914	0.26	0.11
OLDENDORFF CARRIERS GMBA	86,490	0	86490	0.95	0.39
OTHER	501,338	134,015	635353	6.99	2.89
PACIFIC BASIN	19,452	0	19452	0.21	0.09
PACIFIC INTL. LINE	440	3,150	3590	0.04	0.02
SCANSHIP GH. LTD	0	508	508	0.01	0.00
SEVENLOG LTD	257,187	0	257187	2.83	1.17
SPLIETHORF	0	323,750	323750	3.56	1.47
SIEM SHIPPING	61,037	0	61037	0.67	0.28
UNICARGO LINES	0	37,142	37142	0.41	0.17
UNIVERSAL AFRICA LINES	748	17,700	18448	0.20	0.08
VOLTA ALUMINIUM CO. LTD	0	2,945	2945	0.03	0.01
WESTERN BULK CARRIERS AS	91,569	0	91569	1.01	0.42
YORK OVERSEAS	80,133	0	80133	0.88	0.36
<b>SUB-TOTAL</b>	<b>3,860,105</b>	<b>5,229,514</b>	<b>9,089,619</b>	<b>100</b>	<b>41.32</b>



LIQUID BULK					
AFRITRAMP	30	0	30	0.00	0.00
ALPHAPETRO	29,164	0	29,164	1.01	0.13
AVNASH IND. GH. LTD	5,685	0	5,685	0.20	0.03
BENSO OIL PALM PLANTATION	0	1,004	1,004	0.03	0.00
BLUE OCEAN	321,650	0	321,650	11.14	1.46
BLUE OCEAN/ALFAPETRO	2,800	0	2,800	0.10	0.01
BOST	44,369	24,158	68,527	2.37	0.31
BP OIL INTERNATIONAL LTD	1,506,329	0	1,506,329	52.15	6.85
CHINA OCEAN SHIPPING	199	0	199	0.01	0.00
CIRRUS	81,611	0	81,611	2.83	0.37
CIRRUS/EBONY	92,483	0	92,483	3.20	0.42
CMA CGM	1,292	0	1,292	0.04	0.01
EBONY OIL & GAS	65,812	0	65,812	2.28	0.30
FUELTRADE	58,761	0	58,761	2.03	0.27
FUELTRADE/BLUE OCEAN	3,903	0	3,903	0.14	0.02
GNPC	11,288	0	11,288	0.39	0.05
GLENCORE ENERGY	86,230	0	86,230	2.99	0.39
HAPAG-LLOYD	61,547	0	61,547	2.13	0.28
HC TRADING	73	0	73	0.00	0.00
I.M.T	18,417	0	18,417	0.64	0.08
INCHCAPE SHIPPING SERVICES	16,948	0	16,948	0.59	0.08
MAERSK LINE	2,035	0	2,035	0.07	0.01
MEDITERRANEAN SHIPP. CO.	1,683	0	1,683	0.06	0.01
MONJASA DMCC	5,826	0	5,826	0.20	0.03
OTHER	218,947	138,887	357,834	12.39	1.63
P.W.S.L.	7,297	0	7,297	0.25	0.03
PACIFIC INTL. LINE	1,010	0	1,010	0.03	0.00
PLATON GAS OIL GH. LTD	7,553	0	7,553	0.26	0.03
SHELL INTERNATIONAL	19,137	0	19,137	0.66	0.09
TEMA OIL REFINERY	19,902	0	19,902	0.69	0.09
TOTSA - TOTAL OIL TRADING	21,000	0	21,000	0.73	0.10
UNIVERSAL AFRICA LINE	51	0	51	0.00	0.00
VITOL	9,002	0	9,002	0.31	0.04
WILMAR AFRICAN LTD	2,535	0	2,535	0.09	0.01
<b>SUB-TOTAL</b>	<b>2,724,571</b>	<b>164,049</b>	<b>2,888,620</b>	<b>100</b>	<b>13.13</b>
<b>GRAND TOTAL</b>	<b>14,333,941</b>	<b>7,665,328</b>	<b>21,999,269</b>	<b>100.00</b>	<b>100.00</b>



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TABLE 12. PERFORMANCE OF SHIPPING AGENTS IN GHANA'S SEABORNE TRADE - JAN - DEC. 2018

IMPORT AND EXPORT - TEMA - TAKORADI					
	IMPORT	EXPORT	TOTAL	% SHARE / TRADE TYPE	%SHARE
<b>LINER</b>					
ADVANCED MARITIME TAKORADI	172	0	172.00	0.00	0.00
AFRICA CARGO CENTRAL LTD	5,766	0	5,766	0.07	0.03
A&J SHIPPING SERVICES	42,845	0	42,845	0.53	0.19
AMT LINES	0	18	18	0.00	0.00
ANDIPEX CO. LTD	65,419	0	65,419	0.80	0.30
ANTRAK GH. LTD	90,800	22,152	112,952	1.39	0.51
AR RAHMANI SHIPPING LTD	6,614	0	6,614	0.08	0.03
ARKAS GH. LTD	64,891	85,224	150,115	1.85	0.68
BAJ FREIGHT TEMA	44,838	0	44,838	0.55	0.20
BLUE FUNNEL GH. LTD	54,099	0	54,099	0.67	0.25
BOLLORE LOGISTICS	4,066	0	4,066	0.05	0.02
COMEXAS GH. LTD	44,686	13,914	58,600	0.72	0.27
CONSOLIDATED SHIPPING AGENCIES	60,319	0	60,319	0.74	0.27
CMA CGM GH. LTD	227,606	297,399	525,005	6.46	2.39
COSCO GH. LTD	0	11,213	11,213	0.14	0.05
DAMCO LOGISTICS GH. LTD	152,470	0	152,470	1.88	0.69
DOLPHIN SHIPPING SERVICES	13,987	0	13,987	0.17	0.06
FAIRPOINT BUSINESS	2,475	0	2,475	0.03	0.01
GLOBAL CARGO & COMMODITIES	103,553	0	103,553	1.27	0.47
GMT SHIPPING LTD	5,389	0	5,389	0.07	0.02
GRIMALDI GH. LTD	185,545	65,176	250,721	3.08	1.14
GREENLINE LOGISTICS LTD	913	0	913	0.01	0.00
HAFENAGENTUR GHANA LTD TEMA	4,686	0	4,686	0.06	0.02
HAPAG-LLOYD GH. LTD	286,274	134,947	421,221	5.18	1.91
HASS LOGISTICS GH. LTD	37,146	13,799	50,945	0.63	0.23
HULL BLYTH GH. LTD	168,539	1,379	169,918	2.09	0.77
INCHCAPE SHIPP. SERVICES GH. LTD	86,714	0	86,714	1.07	0.39
INTERMODAL SHIPP. AGENCY GH. LTD	169,721	111,866	281,587	3.46	1.28
KHUDA SERVICE	26,870	0	26,870	0.33	0.12
KOYANKS COMPANY LIMITED	3,245	0	3,245	0.04	0.01
MACRO SHIPP. LTD	47,774	0	47,774	0.59	0.22
MAERSK GH. LTD	1,500,742	366,862	1,867,604	22.98	8.49
MAP SHIPPING LTD	1	0	1	0.00	0.00
MARINE AND ENERGY SERVICES	268	35	303	0.00	0.00
MARITIME AGENCIES	636	0	636	0.01	0.00
MARITIME OVERSEES	1,130	1,803	2,933	0.04	0.01

MIDLAND INTERNATIONAL GHANA LIMITED	8,250	0	8,250	0.10	0.04
MOL GHANA LTD	26,643	34,407	61,050	0.75	0.28
MSCA GH. LTD	797,728	358,905	1,156,633	14.23	5.26
OCEAN NETWOR EXPRESS GH. LTD	32,414	45,307	77,721	0.96	0.35
OIL & MARINE AGENCIES	81,872	35,987	117,859	1.45	0.54
PIL GHANA LTD	205,725	84,451	290,176	3.57	1.32
PORTS MARINE LTD	12,534	0	12,534	0.15	0.06
SAFMARINE	0	226,584	226,584	2.79	1.03
SCANSHIP GHANA LIMITED	537,391	134,027	671,418	8.26	3.05
SEVENLOG LTD	274,578	95,925	370,503	4.56	1.68
SHARAF SHIPPING AGENCY LIMITED	12,120	0	12,120	0.15	0.06
SIFAX AGENCIES GH. LTD	29,000	0	29,000	0.36	0.13
SILVERMARITIME GH. LTD	6,348	0	6,348	0.08	0.03
SSK MARINE LTD TAKORADI	1,268	0	1,268	0.02	0.01
STARDEX MARINE CONSULT	12,453	0	12,453	0.15	0.06
SUPERMARITIME GHANA LIMITED	301,048	130,385	431,433	5.31	1.96
TRAMSCO SHIPPING	5,854	0	5,854	0.07	0.03
UNITED ARAB SHIPPING AGENCIES	90	0	90	0.00	0.00
<b>SUB-TOTAL</b>	<b>5,855,516</b>	<b>2,271,765</b>	<b>8,127,281</b>	<b>100.00</b>	<b>36.94</b>
<b>BREAK BULK</b>					
AFRICA CARGO CENTRAL LTD	27,594	0	27,594	1.46	0.13
ANTRAK GH. LTD	3,558	0	3,558	0.19	0.02
ARKAS GHANA LTD TEMA	10,204	0	10,204	0.54	0.05
BAJ FREIGHT TEMA	258	0	258	0.01	0.00
BLUE FUNNEL GH.	10,352	0	10,352	0.55	0.05
COMEXAS GHANA LIMITED	11,286	0	11,286	0.60	0.05
CONSOLIDATED SHIPPING AGENCIES	66	0	66	0.00	0.00
CMA CGM	52,054	0	52,054	2.75	0.24
DAMCO LOGISTICS GHANA LTD	1,871	0	1,871	0.10	0.01
FACULTY LOGISTICS LTD	30,000	0	30,000	1.58	0.14
GLOBAL CARGO & COMMODITIES	96,743	0	96,743	5.11	0.44
GMT SHIPPING LTD	126,408	0	126,408	6.67	0.57
GRIMALDI GHANA LTD.	12,934	0	12,934	0.68	0.06
HAFENAGENTUR GH. LTD	45	0	45	0.00	0.00
HAPAG-LLOYD GH. LTD	83,941	0	83,941	4.43	0.38
HULL BLYTH GH. LTD	9,415	0	9,415	0.50	0.04
INCHCAPE SHIPPING SERVICES	8,197	0	8,197	0.43	0.04
INTERMODAL SHIPP. AGENCY GH. LTD	51,272	0	51,272	2.71	0.23
MAERSK GH. LTD	461,134	0	461,134	24.35	2.10



MAP SHIPPING LTD	20,000	0	20,000	1.06	0.09
MARINE AND ENERGY SERVICES GH LTD	82	0	82	0.00	0.00
MOL GH. LTD	8,942	0	8,942	0.47	0.04
MSCA GH. LTD	383,504	0	383,504	20.25	1.74
OCEAN NETWORK EXPRESS GH. LTD	9,937	0	9,937	0.52	0.05
OIL & MARINE AGENCIES	1,930	0	1,930	0.10	0.01
PIL GHANA LTD	58,948	0	58,948	3.11	0.27
PORTS MARINE LTD	118	0	118	0.01	0.00
SCANSHIP GH LTD	124,578	0	124,578	6.58	0.57
SEVENLOG LTD	206,035	0	206,035	10.88	0.94
SILVERMARITIME GH. LTD	34,825	0	34,825	1.84	0.16
SUPERMARITIME GH. LTD	2,549	0	2,549	0.13	0.01
UNITED ARAB SHIPPING AGENCIES GHANA	21	0	21	0.00	0.00
WATER FRONT ALL SERVICES LTD	44,956	0	44,956	2.37	0.20
<b>SUB-TOTAL</b>	<b>1,893,755</b>	<b>0</b>	<b>1,893,755</b>	<b>100.00</b>	<b>8.61</b>
<b>DRY BULK</b>					
ANTRAK GH. LTD	2653	2744	5397	0.06	0.02
AFRICA CARGO CENTRAL LTD	635	0	635	0.01	0.00
BLUESEA MARITIME AGENCY	0	18,692	18,692	0.21	0.08
BLUESEA MARITIME GH. LTD	0	18,450	18,450	0.20	0.08
BOCS GH. LTD	0	10,000	10,000	0.11	0.05
CMA CGM GH. LTD	0	3,101	3,101	0.03	0.01
COMEXAS GHANA LIMITED	16,948	17,700	34,648	0.38	0.16
DAMCO LOGISTICS GH. LTD	173,934	0	173,934	1.91	0.79
GLOBAL CARGO & COMMODITIES	91,184	0	91,184	1.00	0.41
HAPAG LLOYD GHANA LTD	630	0	630	0.01	0.00
HAFENAGENTUR GHANA LTD TEMA	25,000	0	25,000	0.28	0.11
HASS LOGISTICS GH. LTD	28,501	69,019	97,520	1.07	0.44
HULL BLYTH GH. LTD	1,840,487	29,600	1,870,087	20.57	8.50
INCHCAPE SHIPPING SERVICES	40,048	0	40,048	0.44	0.18
MAERSK GHANA LTD	2,772	34,483	37,255	0.41	0.17
MACRO SHIPPING GH. LTD	40,100	680,007	720,107	7.92	3.27
MAP SHIPPING LTD	66,062	0	66,062	0.73	0.30
MSCA GH. LTD	4,812	34,127	38,939	0.43	0.18
PIL GHANA LTD	440	2,007	2,447	0.03	0.01
SCANSHIP GH. LTD	2,605	10,781	13,386	0.15	0.06
SEVENLOG LTD	766,120	0	766,120	8.43	3.48
SIFAX AGENCIES GH. LTD	252,490	0	252,490	2.78	1.15
STAR MARITIME GH. LTD	0	9,500	9,500	0.10	0.04

SUPERMARITIME GH. LTD	253,141	4,284,303	4,537,444	49.92	20.63
WESTERN FREIGHT AND LOGISTICS LTD	65,944	0	65,944	0.73	0.30
UMAL SHIPPING AGENCY GH. LTD	185,599	0	185,599	2.04	0.84
UNICARGO GH. LTD	0	5,000	5,000	0.06	0.02
<b>SUB-TOTAL</b>	<b>3,860,106</b>	<b>5,229,514</b>	<b>9,089,620</b>	<b>100.00</b>	<b>41.32</b>
<b>LIQUID BULK</b>					
ANTRAK GHANA LTD	30	0	30	0	0.00
BAJ FREIGHT TEMA	2	0	2	0	0.00
BLUESEAS SHIPPING SERVICES LTD	3,006	0	3,006	0.10	0.01
BULK SHIP & TRADE LTD	145,105	0	145,105	5.02	0.66
DAMCO LOGISTICS GH. LTD	5,826	0	5,826	0.20	0.03
DADOO MARITIME GH	0	8,664	8,664	0.30	0.04
CMA CGM GH. LTD	1,292	0	1,292	0.04	0.01
COMEXAS GHANA LTD TEMA	51	0	51	0.00	0.00
HAPAG-LLOYD GH. LTD	1,875	0	1,875	0.06	0.01
HULL BLYTH GHANA	73	0	73	0.00	0.00
INCHCAPE SHIPP. SERVICES GH. LTD	1,654,510	19,717	1,674,227	57.96	7.61
MAERSK GH. LTD	2,035	0	2,035	0.07	0.01
MARINEMOR CONSULT LTD	7,553	0	7,553	0.26	0.03
MSCA GH. LTD	1,683	0	1,683	0.06	0.01
MULTI PLAN LTD	3,000	0	3,000	0.10	0.01
OIL & MARINE AGENCIES	837,039	37,189	874,228	30.26	3.97
PIL GHANA LTD	1,010	0	1,010	0.03	0.00
SCANSHIP GHANA LIMITED	199	0	199	0.01	0.00
SEVENLOG GH. LTD	0	55,000	55,000	1.90	0.25
STARDEX MARINE CONSULT	1,500	0	1,500	0.05	0.01
SUPERMARITIME GHANA LIMITED	49,680	43,478	93,158	3.23	0.42
TIGER HAULAGE SHIPPING AGENCY LTD	4,293	0	4,293	0.15	0.02
ULTIMA BEIGE LOGISTICS LTD	4,809	0	4,809	0.17	0.02
<b>SUB-TOTAL</b>	<b>2,724,571</b>	<b>164,048</b>	<b>2,888,587</b>	<b>100.00</b>	<b>13.13</b>
<b>GRAND TOTAL</b>	<b>14,333,949</b>	<b>7,665,327</b>	<b>21,999,244</b>	<b>100.00</b>	<b>100.00</b>

# Stakeholders brainstorm on Streamlining Processes for the Growth of Transit Trade in Ghana.

For an extensive deliberation on issues affecting transit trade in Ghana among various stakeholders in the shipping industry, the Ghana Revenue Authority (GRA)-Customs Division in collaboration with the Ghana Shippers' Authority (GSA) organised a one-day seminar on the theme "Streamlining processes for the growth of Transit Trade in Ghana."

Over 100 representatives from stakeholder organisations, companies and bodies participated in the seminar which was held at the Ghana Shippers' House in Accra. These included the Ghana Community Network System (GCNet), State Insurance Company (SIC), Burkina and Niger Shippers' Councils, Ghana Institute of Freight Forwarders (GIFF), Ghana Ports and Harbours Authority (GPHA), Ghana Haulage Transport Owners Association (GHATO), Shipping Lines and Agencies among others.

The seminar, which took place on 16th January, 2019, sought to redefine the operational requirements and re-emphasize effective Customs control within the dual objective of revenue assurance and trade facilitation. Additionally, it was intended to address key issues including the new measures for transit tracking process, transit vehicle registration, transit insurance requirements, licensing of freight forwarders for transit trade and the First Port Duty Rule policy.

The chairman of the opening ceremony and the Commissioner-General of GRA, Mr Emmanuel Kofi Nti said his outfit was committed to sealing all revenue

leakages and focus on strengthening processes for the growth of transit trade to generate sufficient funds to support President Nana Akufo-Addo's "Ghana Beyond Aid" agenda.

In a welcome address, the Chief Executive Officer of the Ghana Shippers' Authority, Ms. Benonita Bismarck said transit trade has produced significant benefits to Ghana's economy and has become a major component of the country's seaborne trade. She revealed that a study conducted by the Authority in 2015 showed tangible financial benefits accrued to operators along the transit logistics chain.



She said the Authority has embarked on a number of transit activities over the years to boost Ghana's transit trade regime. These, among others, include the signing of Memoranda of Understanding (MoU) with neighbouring landlocked countries of Burkina Faso, Niger and Mali, quarterly meetings with representatives of Shippers' Councils of these countries, hosting of E-platform for addressing Non-Tariff barriers on the corridor, sensitisation workshops for transit drivers and Transit Shipper Committees (TSC).

Speaking on behalf of the Finance

Minister, the Head of Tax Policy at the Ministry of Finance, Mr Daniel Nuer called on the GRA and other stakeholders to renew efforts to ensure the growth of transit trade while the state earns the necessary revenue accruing from it.

On his part, the Commissioner, Customs Division-GRA, Mr Isaac Crentsil announced that his outfit is taking steps to introduce reforms in streamlining the transit trade processes to avoid the diversion of transit goods.

According to him, this would help government get the needed revenue for development through the payment of required duties and also provide reliable data on transit volumes for planning purposes.

Mr Crentsil said the number of Customs House Agents (CHAs) or freight forwarders who engage in transit trade operations would be restricted to ensure their operations are effectively monitored.

He added that insurance requirements and bonds are being reviewed and agents can only be qualified by Customs to engage in the transit trade operations if they have offices along the transit routes and at the exit points of the goods.

The Deputy Minister of Transport, Hon. Daniel Nii Kwartei Titus-Glover, said government has declared the year 2019 as an "action year" and would take steps to clamp down on unscrupulous businessmen who connive with some service providers to divert transit goods for consumption in Ghana.



# Baj Freight-the One-stop Logistics Solution Provider



Chief Executive Officer (CEO) of Baj Freight & Logistics, Mr Joseph Biney

At the heart of Ghana's oil and gas infrastructure, Baj Freight and Logistics Limited remains one of the most efficient logistics service providers in the freight and forwarding industry. A proudly Ghanaian-owned company providing cutting-edge services to shippers and the shipping community at large, Baj Freight continues to be a leader in customs brokerage, marine agency, terminal operations, freight forwarding, radioactive and explosive carriage, yard and warehouse rentals, equipment rentals among others.

Established in 2006 and incorporated after three years (2009) of operation, its Chief Executive Officer (CEO) Joseph Biney tells a story of its humble beginnings. Having worked and risen through the ranks from a shipping officer to shipping manager at Relebo Lines, Kokomlemle-Accra in 1988, Mr Biney resigned the following year with three of his colleagues to form Sheik Lines to provide brokerage logistics services.

In 2006, he and two others left

Sheik Lines to form Baj Freight and Logistics. The name “**BAJ**” is an acronym for **B**art Fred Sampson (Director of Logistics), **A**to Quagraine (Director of Administration and Finance) and **J**oseph Biney (C.E.O).

Baj Freight operates cross-border transportation within the West African subregion from Nigeria to Cote d'Ivoire and the Sahelian region. “We have been around since the discovery of oil in Ghana and oil and gas logistics services form about 50 per cent of our operations”, Mr Biney said. Energy giants such as Tullow, ENI and Amandi and Ameri projects have received haulage services from Baj Freight in their operations.

Baj Freight is a member of the World Freight Network and Project Cargo Network.

## **Staff strength**

Across Baj Freight's offices in Takoradi, Kotoka International Airport and its head office in Tema are a hard-working staff force of 300 men and women who deliver top-notch shipping

services to shippers and other stakeholders. Just across the western border of Ghana, Baj Freight has been registered in La Cote d'Ivoire and plans are in earnest to start operations by the second quarter of 2019.

As part of its human resource strategy, the company continues to invest in its staff to undergo training and capacity-building courses and programmes. This is to help staff sharpen their skills and knowledge to enable them attend to the needs of clients in the ever-dynamic shipping industry.

## **Recognition and awards**

The company consistently won the Oil and Gas Logistics Company of the Year Award for 2014, 2015, 2016 and 2018. It also won the Best Freight Forwarding and Logistics Company of the Year Award for 2015 and 2016. Other awards include but not limited to 2017 Best Company in Youth Development Project; 2018 West African Outstanding Haulage Company; 2018 Ghana Business Logistics Company of the year; 2018 Safest Road Haulage Company; 2018 Best Company in Leisure and Sport Mentoring Project and 2018 Gold Award (5<sup>th</sup> Business Excellence Awards).

## **Contribution to the economy of Ghana**

For the past 12 years that Baj Freight has been in operations, it has contributed significantly to the economy of Ghana in the areas of employment generation and holding the nerve wire of haulage support to the oil and gas sector.

Beyond its direct workforce of 300 dynamic and committed

staff, the company provides 100s of indirect employment to others whose livelihoods are tied to the chain of their operations from the ports, along our roads and to the final destination of goods.

“Apart from oil gas, we have offered logistical services for the construction of the Ameri and Aksa projects. We are currently working on the Amandi project. These are all power generation companies that we have worked for to achieve power production to serve the energy needs of Ghanaians.”, he said

### Challenges and the way forward

One of the key challenges facing indigenous Ghanaian businesses is insufficient funds to sustain and expand investments due to high interest rates on loans from banks. The situation, the CEO bemoaned, is stifling the growth of local companies that have the potential of rivaling competitors across the world.

Mr. Biney also criticized the practice of foreign companies operating in the freight forwarding business which is exclusively reserved for local companies. The development, he said, is a ground for unfair competition to the detriment of local companies.

As a result of the competitive business advantage the foreign companies enjoy as global giants, they are able to give importers more demurrage free days than the local companies. He wonders why after taking agency fees from owners of vessels, shipping lines operating in Ghana still charge exorbitant release fees and other added-on charges.

“So, from the onset, unfair competition sets in. They quote freight directly to their clients but the local companies have to buy

freight from them and you become more expensive when you add your profit margins.”, he lamented.

On the way forward to addressing the challenges, the Baj Freight CEO appealed to government to make concessionary loans available to local businesses at lower interest rates. The depreciation of the cedi against the dollar, he said, must also be controlled so that businesses can plan and forecast on their investments.

He called on government and its regulatory agencies to be proactive and prevent the operation of foreign companies in the local freight forwarding market which is reserved for local companies. Once this unfair competition is dealt with, local players in the shipping industry would take over the commanding heights of the industry and add more value to the economy.

### Corporate Social Responsibility

As a socially responsible company, Baj Freight has invested in Corporate Social Responsibility (CSR) projects in sports, entrepreneurship, education among others.

The company sponsored the Greater Accra Hockey Association Gala that traditionally ushers in the major

hockey league in the Greater Accra Region for three years from 2013 to 2015. The sponsorship revived the hockey gala after three years of inactivity.

Baj Freight is also a member of the DUNK (Developing Unity, Nurturing Knowledge) project, a youth-led and community-based Non-Governmental Organisation (NGO) that is creating safe spaces for women and children between the ages of 8 and 19 living in deprived communities of Accra. The support comes through sports (basketball), after-school support, life-skills & vocational training through playing, learning and growth as well as empowering them to become agents of change in their communities.

### Why choose Baj Freight?

“We are efficient; we strive every day to attain the international shipping standards that shippers require; we give you a one-stop-shop service; we take care of all your shipping and logistics needs and most importantly, we are very considerate and provide competitive pricing.”, Mr Joe Biney, affectionately called, said.

Baj Freight and Logistics remains committed to its vision: To be the most efficient and total logistics, freight forwarding, ship agency and allied services provider in Ghana.

