

SHIPPING REVIEW



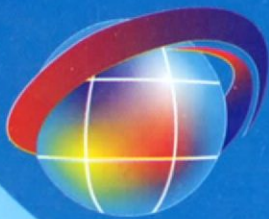
GHANA'S AUTHORITATIVE MARITIME QUARTERLY JOURNAL

Volume 8 Number 1

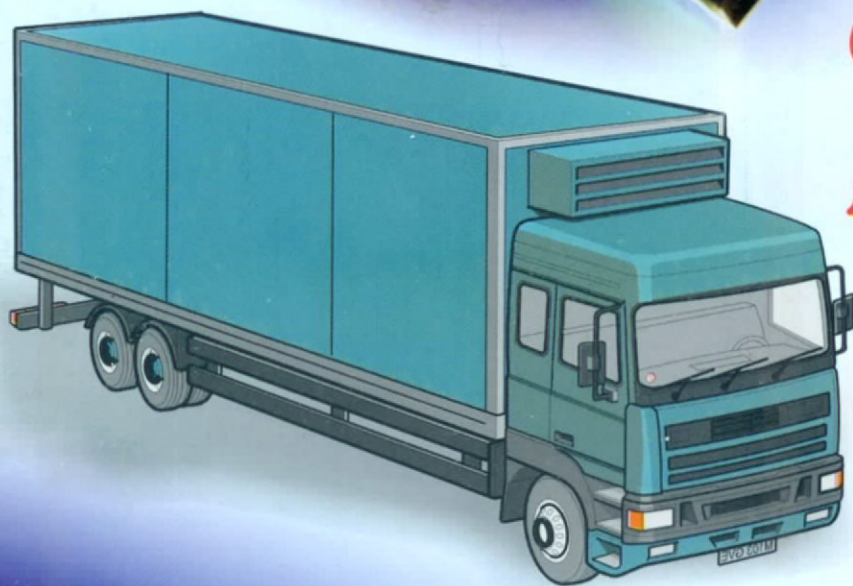
January - March, 2006

- **Challenges in the Implementation of the WTO Valuation Agreement** - A Case for Empowering the Customs, Excise & Preventive Service (CEPS)
- **New "BILL OF RIGHTS" for Seafarers**
- **Maritime Law and International Trade Conference**
- **Maritime Trade Review**





GLOBAL CARGO AND COMMODITIES LIMITED



***Shipping
Clearing
Forwarding
Commodities
Haulage***

Contact us

TEMA
1st Floor, Sunturk Building
Opposite Community 2 Police Station,
Tema.

P. O. Box 2181 Tema, Ghana

Tel: +233-22-200740/215597/214787
+233-31-23096/26683

Fax: +233-22-200740/214787
+233-31-23096

Mobile: +233-24-4336336
+233-20-8156495
+233-27-7405773

Email: globalcargo@ghana.com



TAKORADI
Harbour HighStreet
Adjacent Fan Milk Depot
Takoradi



International Trade Supply Chain Security - The Role of the Private Sector

After the events of 9th September, 2001 issues of security have become a major challenge to Customs administrations.A look at some of the challenges and the role of the World Customs Organisation.

Page 3



Challenges in the Implementation of the WTO VALUATION AGREEMENT A CASE FOR EMPOWERING THE CUSTOMS, EXCISE & PREVENTIVE SERVICE (CEPS)

The Destination Inspection Scheme (DIS) was introduced to ensure minimum loss of revenue and to enhance the operating trade regime in Ghana with the view to positioning the country as the commercial and maritime hub of the West Africa sub-regionAn evaluation of the implementation of the Scheme.

Page 6

new "BILL OF RIGHTS" for Seafarers



The new Maritime Labour Convention is a culmination of five years of tripartite international social dialogue involving representatives of governments, shipowners and seafarers.A look at some of its advantages.

Page 13



SHIPPING REVIEW

GHANA'S AUTHORITATIVE QUARTERLY MARITIME JOURNAL

Shipping Review Volume 8 Number 1 - Jan. - Mar., 2006

Contents	PAGE
Growing Up	12
Book Review: 'The Admiral'	15
Maritime Law and International Trade Conference	20
Matitime Trade Review	24



GHANA SHIPPERS' COUNCIL

Our Vision

To ensure for the Ghanaian Shipper, quick, safe and reliable delivery of import and export cargoes by all modes of transport at optimum cost,

Our Mission

To be a state - of - the art organisation that effectively manages the demand side of shipping with a view to protecting and promoting the interest of Ghanaian shippers in relation to port, ship, inland transportation problems and provision of ancillary shipping services.



Published by:
Ghana Shippers' Council
5th Floor, Enterprise House
High Street, Accra
P.O. Box GP 1321, Accra
Tel. 233-21-666915 - 7

Editor -in- Chief
Kofi Mbiah

General Editor/Advisor
Nana Agyekum Gyamerah

Layout
Frederick Atogiyire
Andrew Owusu

Assistant Editor
Frederick Atogiyire

Computer Graphics



Printed by:
LTD
FIONA
PRESS LTD

TOYOTA GHANA COMPANY LIMITED

The All New
IMV HILUX

BEYOND TOUGH



TOYOTA GHANA COMPANY LIMITED

ACCRA SHOWROOM - Graphic Road, Tel: 021 221316

KUMASI SHOWROOM - Harper Road. Adum, Tel: 051 26375

TARKWA BRANCH - Tel: 0362-22390



Quality that rewards you everyday



International Trade Supply Chain Security

- The Role of the Private Sector

Novisi Aryene (Mrs), CEPS

Introduction

Originally, Customs was a revenue collecting agency performing only fiscal functions. This role has expanded over the years to include protection of society from inflow and outflow of prohibited or restricted goods, trade facilitation and combating organized crime, commercial fraud, money laundering, piracy, drug trafficking and lately, terrorism and the protection of our territorial borders.

After the events of 9th September, 2001 issues of security have become a major challenge to Customs administrations. It has become obvious that any attack or major accident on the supply chain would adversely affect world trade and countries whose economies are dependent on customs duties, may find it difficult financing their fiscal and social development programmes.

The changing Customs environment therefore demands that Customs secures the international trade supply chain from terrorist threats, using its strategic location at the frontiers, and its expertise and authority to inspect inbound and outbound cargo. Furthermore, since Customs are in a position to know and indeed deals with all companies involved in the international trade supply chain,

(from origin to destination), Customs is required to assume security responsibilities in cooperation with other government agencies and business.

In its resolutions 1375 of 2001 and 1456 of 2003, the UN Security Council expressed concern about the close relationship between international terrorism and Customs fraud and called for a concerted international effort to curb the threat to World Trade.

In response to this challenge, the World Customs Organization (which has a membership of 169 Customs Administrations and which controls 98% of world trade) at its Council meeting in June 2005 unanimously adopted a frame-work of standards to secure and facilitate global trade.

The Framework

In Ghana, the Framework, also known as SAFE i.e. Security and Facilitation in a global Environment, was launched by the Minister for Finance and Economic Planning during the International Customs Day celebrations in January 2006.

The framework is built on two pillars:

1. Pillar 1-Customs to Customs Network



The Writer

2. Pillar 2-Customs to Business Partnership

• Pillar 1 - Customs to Customs Network

Under the Customs to Customs network, Customs administrations would network through the use of modern control methods of information processing, risk management etc to secure and facilitate trade. The bedrock of this pillar is cooperation among its members. These include:

1. International Convention on Mutual Administrative Assistance in Customs Matters also known as the Johannesburg Convention. This instrument facilitates information exchange at the international level resulting in more effective controls by Customs.



2. The International Convention on Mutual Administrative Assistance for the Prevention, Investigation and Repression of Customs Offences aka the Nairobi Convention. This Convention enables Customs administrations to exchange strategic, tactical and operational information on Customs fraud.

3. The International Convention on the Simplification and Harmonisation of Customs Procedures as Amended aka the Revised Kyoto Convention (RKC). This Convention is considered as the blueprint for modern Customs operations as it sets standards for predictability, transparency and appeals procedures in Customs matters. The key elements of the RKC are the use of pre-arrival information to drive selectivity programmes and the establishment of effective consultative relations with the Private Sector.

4. WCO Data Model: The WCO CDM is a standardized and harmonized set of data elements and electronic messages required by Customs administrations to accomplish formalities for the arrival, departure, transit and clearance of goods in international cross boarder trade. The data model allows for effective and efficient exchange of information between Customs administration for risk assessment for security purposes.

5. The WCO Unique Consignment Reference: this a unique reference to each international trade transaction. This number is communicated and used throughout the supply chain. It

Establishes the necessary origin to destination audit trail for audit based control as well as supply chain security control by customs administrations.

With these tools, Customs are better placed to network and implement the eleven standards of Pillar One.

However, these efforts can only yield the desired results when performed in close cooperation with the Private Sector. The framework therefore recognizes partnership with the Private Sector as one of the key principles of modern Customs operations.

• Pillar 2 - Customs to Business Partnership

To be effective in the 21st Century, Customs administrations need to obtain accurate information in a timely manner from private sector companies involved in international trade, in order to identify high risk cargo and also ensure a smooth flow of legitimate trade.

For expeditious and predictable clearance procedures, it is also imperative that businesses understand Customs requirements and Customs on the other hand understands the demands of business. Consultation and information sharing is therefore key to the success of the partnership arrangement.

Policing the Supply

To enhance risk management for proper policing of the supply chain, the attention of Customs administrations has shifted to the

entire supply chain i.e. from origin to destination. Hence the need for advance electronic data on cargo before the goods leave the point of export. In the past, Customs administrations inspected cargo only on arrival and information required, was only based on entry declarations made at the time of importation. Under the framework however, Customs authorities of an importing country could request the Customs of the exporting country to pre-screen the cargo prior to departure using non intrusive inspection equipment and forward the information for analysis. Though this procedure is based on the Customs to Customs network arrangement, it entails the exchange of accurate and timely information and this can only be achieved in collaboration with the Private Sector.

The framework thus encourages the Private Sector to play a more positive role in managing the risk inherent in the supply chain.

Authorised Economic Operator (AEO)

Under the framework, Customs administrations are required to identify players in the supply chain whose policies and procedures meet minimum supply chain security standards. Business entities are required to incorporate sound security practices into their policies and procedures. Operators in the supply chain include large tax payers, warehouse keepers, importers, exporters, shipping lines, terminal operators, freight forwarders, manufacturers and port operators.

Customs in consultation with representatives of private sector companies would approve compliant companies and designate them as Authorized Economic Operators. Customs can then rely on these partners to evaluate and address threats to their own supply chain and thereby reduce the level of risks that confront Customs.

Security Measures

Under the framework, AEO are required to put in place measures to ensure security of cargo in their custody along the entire supply chain. Such measures include background checks on employees, security of premises cargo and containers, use of access control systems at warehouses, use of tamper-proof seals on containers etc.

Obviously the success of this partnership arrangement depends on communication, consultation and cooperation between customs and business. There is also the need for a high level of integrity and training.

• Benefits to Trade

In return for the investment in security measures put in place to secure the supply chain, Customs would document the tangible benefits that AEOs would enjoy. These benefits should be meaningful, measurable and reportable.

AEOs will enjoy faster processing of goods and reduced examination of non-high risk cargo. This would translate into savings on border compliance costs. It will also reduce port congestion and turn around time. It is envisaged that acquiring the AEO status would enhance the reputation and competitiveness of AEOs in international trade. Partnership with business in supply chain management would significantly improve Customs operations and improve its relationship with trade.

Anticipated Challenges of Implementation of the Framework

Some anticipated challenges to the smooth implementation of the framework include:

1. Security-divide between developed and developing

- countries as well as between big multinational corporations and SMEs.
2. Competency gaps between Custom officers in more developed countries and their counterparts in very poor countries.
3. Lack of logistics and technical infrastructure.
4. Establishing partnership arrangements with the private sector.
5. Establishing cooperative arrangements with relevant government agencies, regional and international bodies.
6. Identifying tangible benefits to AEOs.
7. Financing new technologies.
8. IT gap.
9. The mode of transport.
10. Legal barriers put in place by neighbouring countries.
11. Lack of easy access to ECOWAS markets.

Role of the WCO

1. Diagnostic missions will be sent to member administrations to assist them conduct security assessments and help resolve identified gaps.
2. The WCO has created a Capacity Building Directorate to address issues of capacity building. The new Directorate will coordinate with the WCO's Regional Training Centres.
3. Workshops and seminars on the framework will be organized for Private Sector Companies throughout the WCO's six regions.
4. A Private Sector Consultative Group has been established to cover business interests of all kinds and from all continents.
5. Members from developed countries will assist developing countries with capacity building, upon request.

Recommendations

1. Customs in consultation with private sector representatives should;
 - I. Identify the resources needed for implementation.
 - II. Identify the minimum security standards required for AEO status.
 - III. Set up a Consultative Group or Steering Group to monitor implementation of the framework.
 - IV. Develop guidelines on the roles and responsibilities of the parties to the partnership.
 - V. Identify and document tangible benefits to AEO.
2. Establish a pilot project to identify needs and reduce cost of implementation.

Conclusion

There is no gainsaying that the Framework of Standards would be the pivot around which global trade supply chain would revolve. The laudable objectives of the framework cannot be realized without the commitment and also cooperation between stakeholders, Customs administrations and the private sector.

The purpose of this paper is to raise awareness of our business partners to the security requirements of the framework and solicit their support for its implementation.

The framework no doubt will significantly improve the way 21st century Customs administrations carry out their operations. It will also help Customs address the growing concerns about Customs fraud. It is expected that the private sector would seize this golden opportunity to work assiduously to qualify as AEOs envisaged under the Framework.





Challenges in the Implementation of the WTO VALUATION AGREEMENT

A CASE FOR EMPOWERING THE CUSTOMS, EXCISE & PREVENTIVE SERVICE (CEPS)

By K. A. Nyame-Baafi, Ministry of Trade and Industry

Introduction

All members of WTO, including Ghana, signed an undertaking during the Uruguay Round in 1994 to implement General Agreement on Tariff and Trade (GATT)/WTO Valuation agreement in order to secure additional benefits from International Trade. The developed countries promised to start the implementation of the GATT/WTO valuation agreement from 1995. Developing countries, however, were given a five years grace period to put their houses in order and start its implementation from 2000.

Historical Background

Prior to the introduction of the GATT/WTO valuation agreement in April 2000, it was an open secret that the nation lost billions of cedis annually through tax evasion and over-invoicing which had become the order of the day. Importers were known to collude with their overseas suppliers to present for Customs purposes, invoice values which were considerably lower than the prices actually paid by the importers. In addition, some importers deliberately

misclassified their goods under a Customs code which attracted a lower or zero rate of duty.

Similarly, many importers hid behind the trade liberalization policy of the country to bring in goods which were shoddy or substandard and in some cases unwholesome, toxic and hazardous. These goods were sold at rock bottom prices rendering our locally manufactured goods uncompetitive in addition to the health risk they posed.

Against this background, the transitional Destination Inspection Scheme (DIS) was introduced in April 2000 as part of Government's strategy to implement the WTO valuation agreement to ensure minimum loss of revenue and enhance the operating trade regime in Ghana with the view to positioning the country as the commercial and maritime hub of the West Africa sub-region.

Destination Inspection Scheme (DIS)

The Destination Inspection Scheme involves among others, the



The Writer

verification of all invoices presented by importers and selective inspection of import consignments at the ports of clearance. In order to avoid fraud and generally facilitate trade flow, the DIS is designed on three different but integrated systems namely:

- Transaction Price Database (TPD)
- Computerised Risk Management Systems (CRMS)
- Container Scanning System

The *Transaction Price Database* assists Destination Inspection Companies and CEPS to analyze declared values of importers accurately and timeously based on transaction value and appropriate tariff classification.

The TPD is updated automatically with each transaction providing the most recent price information available.

One significant element of the DIS is the network of overseas offices/affiliates called Issuing Units, Centres of External Relations. The Issuing Units/Centers of External Relations help the DIS Companies in the determination of the price paid or payable for commercial imports into Ghana.

The DIS Companies, apart from using the expertise and experience of their price analysts and classification experts in house, also fall on the huge expertise and experience of their Issuing Units/Centers of External Relations. The Issuing Units and Centers of External Relations of the DIS Companies cover 140 countries in all the continents.

The *Computerized Risk Management System* (CRMS) is employed to determine the risk level for each consignment as to whether it can be cleared through the "green channel", "yellow channel" or "red channel". The CRMS thus assists Customs to properly assess the need for CEPS to physically examine each and every consignment of goods imported into the country by applying a concept of selection of consignments based on levels of risk.

For security enhancement and efficiency, the CRMS is updated continuously with clearance point level information and intelligence reports through reconciliation. This is to ensure that the system adapts to changing patterns of non-compliance and augments the deterrent effects of intervention.

Based on risk assessment, shipments are placed into three main categories (channels):

- High Risk (Red Channel)
- Medium Risk (Yellow Channel)
- Low Risk (Green Channel)

The *Container Scanning System* enables CEPS to make quick and reliable decisions to either detain or

release a container without devanning it, to confirm its contents. This helps to reduce dwell time of containers at the ports and assist in providing the necessary security by detecting possible illegal importation of arms and ammunition as well as illegal drugs. It also provides data for risk management and removes threat to Government revenue.

Inspection Companies

The Government has contracted four companies to operate the DIS. The companies are Gateway Services Limited (GSL), BIVAC International Limited (BIVAC), Ghana Link Network Services Limited (GLNS) and, Inspection and Control Services (ICS). Commercial Imports from all the countries in the world have been distributed to the four inspection companies. Apart from staff at their overseas offices, the companies locally employ about 300 workers.

It may interest you to know that the inspection companies value all imported goods according to the following six methods enshrined in the GATT/WTO valuation agreement with the support of their overseas offices and the TPDs:

GHANA INSPECTIONS LIMITED

Marine Surveyors, Claims Adjusters

Ghana Inspections Limited, Lloyds Agent in Ghana. We offer the following services:

- Expertise services in Marine & non Marine Survey and Claims Network
- Local Knowledge
- Global Expertise
- Constant Originality put us at the top in Marine and non Marine Surveys and Claims Adjusting.

Head Office-Tema:

Location: TFS Building, 3rd Floor, Suite 405, Community 1, Tema. P. O. Box 199, Accra-Ghana. Tel: 233-22-205523/233-22-210508 Fax: 233-22-204356. Emails: its@gil-its.com & gilits@4u.com.gh
Mob: 233-24-4234913 / 233-27-7435584 / 233-27-7454513

Office-Takoradi Port:

Location: Log Office Room 3, Opposite Port Fire Service, Takoradi Port Area.
Tel: 233-31-24600 or Through Tema Office

We serve you 24 hours Daily.

LLOYD'S Agency



- Transaction value
- Value based on identical goods
- Value based on similar goods
- Value based on the deductive method
- Value based on the computed method
- Value based on the fall back method

Notwithstanding the records available on the performance of the four DIS companies which show that they have operated efficiently over the years of their existence in Ghana and have enhanced revenue for the Government, the scheme has been faced with a couple of operational problems.

Problems with the DIS

The main problems identified with the DIS and the general implementation of the WTO valuation agreement are:

- The rampant submission of fake documents by some importer/Agents to the inspection companies and CEPS. On the average 70% of all invoices submitted to the inspection companies are fake.
- The CEPS Management Law has still not been amended to reflect the WTO valuation agreement six years after its implementation in the country.
- The negative activities of some Clearing Agents who exploit importers by inflating miscellaneous expenses because all importers are obliged to use their services apart from the self declaring companies.
- The difficulties in tracking transit goods across the country. Some unscrupulous businessmen take advantage of the system to divert their goods into the local economy.
- The threat of cheap imports from the Far East countries in Asia especially China and India
- Weak post clearance audit mechanisms

Way forward

On the way forward, CEPS is to be fully equipped to take over the full valuation of goods from the inspection companies. Consequently some measures have been lined up within and outside the TSSP to ensure a smooth take over of all valuation of

imports by CEPS and elimination of problems associated with the full implementation of the WTO Agreement on valuation.

Some of the expected outputs of activities under the trade facilitation components of the TSSP which have direct bearing on valuation are:

GCNet strengthened and connected to key Ministries, Departments, and Agencies (MDAs), and other user.

CEPS adequately trained and performing all valuation duties efficiently. Valuation procedures brought in line with WTO valuation Agreement.

The activities to be undertaken under the TSSP will support the extension of GCNet connectivity to all border points and simplify and computerize customs procedures and declarations to eliminate the presentation of fake permits, exemptions and valuations reports among others in forwarding and clearing of goods.

To enable CEPS take over functions that are currently undertaken by the inspection companies without any loss of revenue as it happened in Kenya and other countries, a well-structured training programme in destination inspection techniques will be established within the framework of CEPS existing training programme. A new incentive scheme which rewards CEPS officers for efficient trade facilitation and not only revenue collection will also be designed.

In addition, these activities will ensure that the gaps in the full implementation of the WTO valuation agreement currently in practice in the country are bridged and the CEPS Management Law amended to incorporate the WTO valuation agreement.

Another project under the trade facilitation component will improve the safety of transit cargo across Ghana. Efficient, cost-effective and secure electronic cargo transit facilities to serve landlocked neighbours would be put in place. This will go a long way to minimize the diversion of transit goods into the local economy with the resultant enhancement in revenue.

To minimize the submission of fake documents to the inspection companies and CEPS, the Ministry recommended

to the Commissioner of CEPS to take advantage of the relevant sections of the CEPS Management Law (PNDC Law 330) to come out with the appropriate Commissioner's Order to adequately sanction importers or agents who present fake or falsified documents to the inspection companies or CEPS.

The current imposition of only penalties on recalcitrant importers who submit fake invoices are not deterrent enough. It is therefore further proposed that importers should be prosecuted at the Courts of Law after they have committed more than three offences against the CEPS Management Law.

To counteract the negative activities of some Forwarding and Clearing Agents, effective monitoring and deterrent measures should be put in place by CEPS to ensure that the companies who have been suspended from operation and those whose licenses have been revoked do not resurface under any guise to operate at our ports.

There is the need to streamline the current tax exemption regime with the view of widening the tax net and blocking revenue leakages to ensure that only essential inputs and projects are granted dispensations.

CEPS should put in place, as a matter of urgency, an effective regular auctioning mechanism for seized goods to enhance revenue. To prevent pilfering and loss of revenue that would have accrued from deteriorated goods, general goods and vehicles could be auctioned on monthly and quarterly basis respectively.

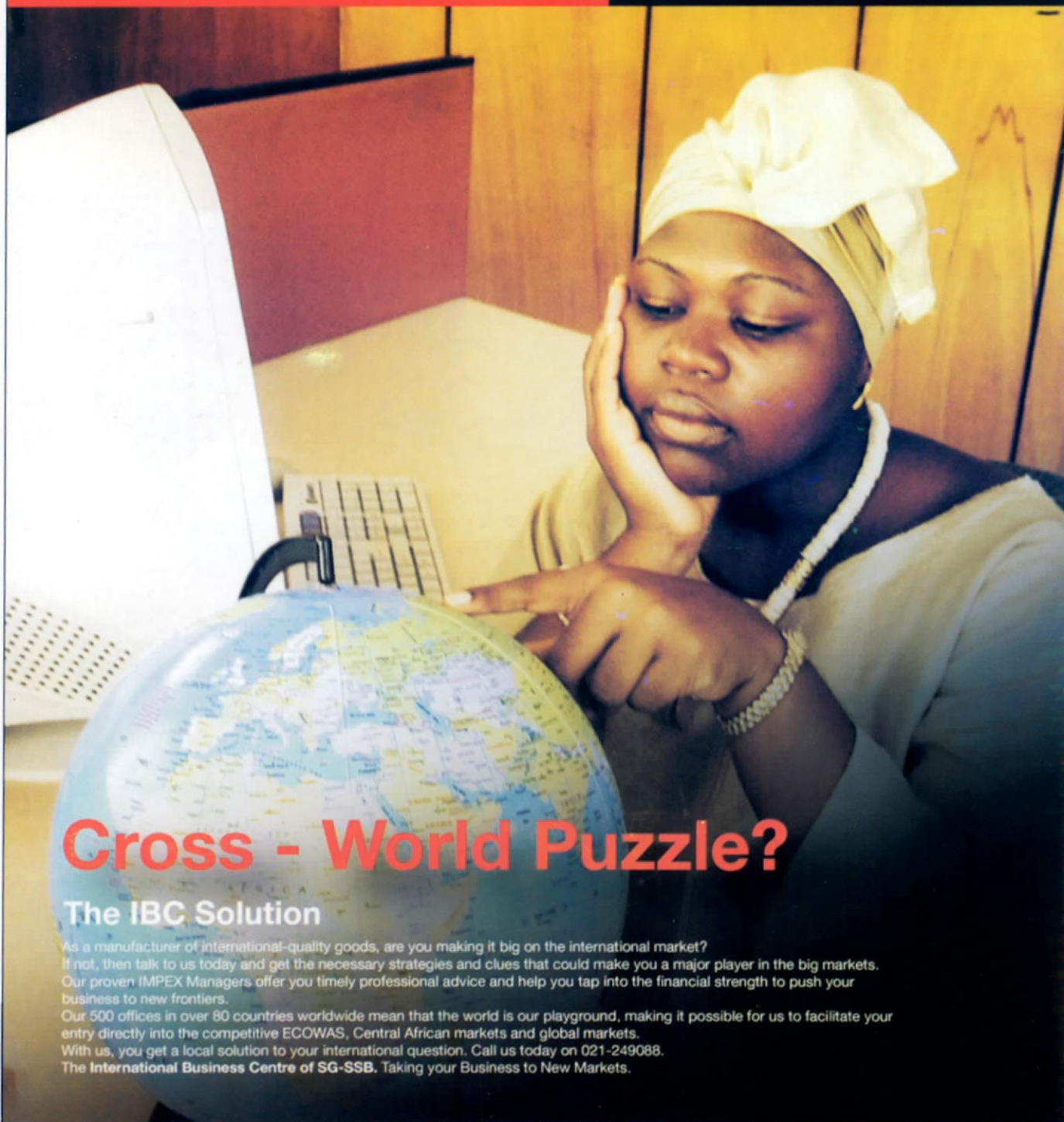
Conclusion

The Ministry of Trade and Industry is striving to overcome the challenges that are hindering the full realization of the effective and efficient implementation of the WTO valuation agreement and any trade facilitation measures. It would be appreciated if CEPS officials and other stakeholders who have active roles to play in implementing the WTO agreement valuation during this transitional period under the DIS and until CEPS finally takes over could cooperate with the Ministry to ensure their success for the benefits of our dear country.

SG-SSB

International Business Centre

Foreign Accounts
Foreign Exchange Accounts
Letters of Credit
Imports Under Collection
Imports By Direct Transfers
Imports By Prepayment
Investor Services



Cross - World Puzzle?

The IBC Solution

As a manufacturer of international-quality goods, are you making it big on the international market?

If not, then talk to us today and get the necessary strategies and clues that could make you a major player in the big markets. Our proven IMPEX Managers offer you timely professional advice and help you tap into the financial strength to push your business to new frontiers.

Our 500 offices in over 80 countries worldwide mean that the world is our playground, making it possible for us to facilitate your entry directly into the competitive ECOWAS, Central African markets and global markets.

With us, you get a local solution to your international question. Call us today on 021-249088.

The International Business Centre of SG-SSB. Taking your Business to New Markets.



Red, black and rising

new "BILL OF RIGHTS" for Seafarers

By Samuel Quaye, Shipping and Navigation Division

BACKGROUND

History was made in Geneva, Switzerland on the 23rd February, 2006 when the 94th (Maritime) Session of the International Labour Conference adopted the Consolidated Maritime Labour Convention, 2006. The Convention is a culmination of five years of tripartite international social dialogue involving representatives of governments, shipowners and seafarers.

The new Convention consolidates nearly all the existing international maritime labour standards into a single coherent document intended to meet current and future needs of the industry, address barriers to achieving universality and ensure better and more effective implementation of international labour standards.

Since its formation in 1919 the ILO has adopted more than 65 legal instruments (Conventions and Recommendations). These instruments were designed to address all aspects of the seafarers working life by securing conditions for "decent work" such as the minimum age for work on board ships, hours of work, occupational safety and health protection, standards for accommodation and catering, access to medical care, repatriation, labour inspection and social security.

It is to be noted that the very large number of the existing ILO maritime labour conventions contained detailed provisions and complexities which made it difficult for countries

to ratify and implement. Besides, many of the standards were out of date and did not reflect contemporary working and living conditions on board ships. As a result the ILO realized the compelling need to develop an instrument with a more effective enforcement and compliance system that will help eliminate substandard shipping.

OVERVIEW

The new consolidated Maritime Labour Convention, which is also described as the "Seafarers Bill of Rights" sets out the rights of seafarers to decent conditions of work on a wide range of subjects and is intended to be globally applicable, easily understandable, readily adaptable and uniformly enforced.

It has been designed to become the "fourth pillar" of the international regulatory regime for quality shipping, complementing the three key conventions of the International Maritime Organization (IMO), namely, the International Conventions on the Safety of Life at Sea (SOLAS), 1974 as amended, the International Convention for the Prevention of Pollution from Ships (MARPOL) 1973/78 and the International Convention on the Standards of Training, Certification and Watchkeeping for Seafarers (STCW) 1978 as amended.

The Convention combines the core standards found in existing maritime conventions with an innovative format aimed at achieving universal acceptance and a new approach to securing ongoing compliance and to more rapidly update the technical standards.



The Writer

On the whole the Convention is very comprehensive in its coverage; the terms "Seafarer" and "Ship" have been given very broad definitions to bring the maximum number of those serving on ships under its protection. At the same time some flexibility has been built in through the concept of "substantial equivalence" (Article VI paragraph 3 & 4) to help achieve the objective of wide ratification without diluting the standards of the Convention.

Title 1 - minimum requirements for seafarers to work on ship.

Title 2 - conditions of employment

Title 3 - accommodation, recreational facilities, food and catering.

Title 4 - health protection, medical care, welfare and social security protection.

Title 5 - compliance and enforcement. These five titles essentially cover the same subject matter as the existing maritime labour instruments, updating them where necessary.

It occasionally contains new subjects particularly in the area of occupational safety and health to meet current health concerns such as the effect of noise and vibration on workers.

The provisions relating to inspections in Title 5 are based on existing maritime labour standards; however the new convention builds upon them to develop a more effective approach to these issues and ensure that the Convention is given teeth. Ships covered by the Convention will be inspected by the flag state and certificates will be issued confirming compliance. Port states will be able to inspect these certificates during port state control inspections.

NO MORE FAVOURABLE TREATMENT

There is also a clause in the Convention (Article V paragraph 7) which ensures that ships of non-parties to the Convention will be given "no more favourable treatment" when entering the ports of a state which is a party. This provision also found in a number of IMO Conventions will reassure both shipowners and governments that ships will operate on a level playing field with respect to employment rights and this will also provide a big incentive for countries to ratify the Convention.

ENTRY INTO FORCE

The Convention will enter into force twelve(12) months from the date when it is ratified by thirty (30) ILO members with a total share of thirty-three (33) percent of world tonnage.

When the new Convention enters into force, countries which ratify it will no longer be bound by the existing maritime labour Conventions. However, countries that do not ratify it will remain bound by the

Conventions they have ratified but those Conventions will be closed to further ratifications.

CONCLUSION

The Consolidated Maritime Labour Convention has certainly broken new ground for the ILO and given the level of support exhibited by both governments and the social partners during its adoption one can only hope that countries will widely ratify it for "quality shipping" cannot be achieved without decent conditions for those who work and live on the ship.

Finally the adoption of this Convention means that the human aspect of the industry has been given recognition in the same way as the physical and environmental elements. It is hoped that the new Convention will do for the social and labour dimension of the shipping industry what SOLAS, STCW and MARPOL Conventions have achieved for maritime safety, training and protection of the marine environment.



VICOMAR Ghana

Shipping Containers Converted to your Specifications



YOUR INSTANT SPACE SOLUTION

Specialist Container Conversions, Container Sales & Rentals



Using only the best quality shipping containers, VICOMAR fabricates units as diverse as:

- OFFICES -(with A/C, Power, Network cabling)
- SECURE STORAGE AREAS
- MOBILE ACCOMMODATION UNITS
- EXHIBITION CONTAINERS FOR PRODUCT PROMOTION
- SHOPS/COLD ROOMS
- SANITARY/ SHOWER UNITS
- CONTAINERS FOR SALE & LEASE

For your container conversion specialist and shipping container supplier, Please contact VICOMAR Ghana on:

Site Office: 0244 327050; General Manager: 0244 331255; Works Manager: 0244 330817
We are located at: Tema - Port Area, behind TCT yard.
e-mail: vicomar@hb-gh.com

Call us to discuss your requirements

www.vicomar.com

Growing Up

Ken Sorenson, departing director of the European Liner Affairs Association, looks at the much-banded phrase 'sustainable shipping' in his final column for CL. Is it merely paying lip service to environmentalists or it is a sign of the industry's maturity?

The phrase 'sustainable shipping' is being seen more and heard more frequently, and appears to be a concept gaining currency, even if nobody is yet sure quite what it is. So what is a sensible definition, what is its relevance, and what is the liner industry doing to play its part?

Many interest groups and commentators have seized on sustainable shipping, adapting (or perhaps better, adopting) the phrase to describe those items on their agendas that they would like to see changed.

For some, it is about regulation to avoid pollution at sea. For others, it means better employment prospects for seafarers. Yet others see the term representing employment opportunities in portside or coastal communities. However, there are undoubtedly those in such communities who would see sustainable shipping as something that would alleviate traffic congestion. Reduce light and noise pollution from port facilities, and improve their quality of life.

One of the most erudite and all-embracing definitions of sustainable shipping was offered at a recent London conference organized by the Institute of Marine Engineering, Science and Technology (IMarEST) and the UK's Maritime and Coastguard Agency (MCA).

Efthimios Mitropoulos, secretary-general of the International Maritime Organization (IMO), acknowledged that there was probably as yet no agreed definition that was acceptable to all stakeholders. However, he suggested:

'(One should) evaluate the contribution the activity as a whole makes to global economic and social prosperity, and weigh that against any detrimental

effect it may have, mainly on our environment, but also in other regards.'

The European Liners Affairs Association (ELAA) wholeheartedly endorses this eminently sensible approach. Most people recognize that progress can be a double-edged sword, with positive benefits but also, on occasion, some downsides. So it is with the onward march of globalization. Virtually everyone wants the benefits of increased economic activity, cheaper goods and wider availability of products.

The important debate is about the acceptable price of these benefits, be that in the effect on our environment or the transfer of certain types of jobs from developed to developing countries (which is, of course, a significant benefit in those countries).

The contribution of the shipping industry and, in particular, the container sector- liner shipping is undeniably vital. More than 90% of global trade moves by sea, and virtually all manufactured goods, as well as a substantial and increasing amount of perishables, are shipped in containers. According to information portal **S h i p p i n g F a c t s** (www.shippingfacts.com), estimates of total seaborne trade have quadrupled over the last four decades. In 1965, fewer than 6,000 billion tonne-miles were undertaken by sea, whereas the latest United Nations Conference on Trade and Development (UNCTAD) annual figures reveal that over 25,500 billion tonne-miles moved in ships in 2003.

The container liner industry has played a significant role in enabling such explosive growth. World shipping data from analysts Clarksons Intelligence

indicates that over the last 20 years (the typical life span of a containership), the total volume of containerized trade has ballooned from about 14 million TEU in 1985 to an anticipated 105 million TEU today (a 6.5 times increase).

Liner shipping has made the necessary financial investment to allow this to happen. Modern containerships of 8,000 TEU capacity can cost around USD100 million to build, even before the cost of containers themselves. It has also invested in the infrastructure and intellectual capital to manage the hugely complex logistics chains that have evolved as global trade has expanded.

All this has been achieved while freight rates have held remarkably stable. Regarding the 1980-99 period, Shipping Facts recorded: 'The value of world trade grew at 12% per year, while total freight costs increased by only 7%, demonstrating the falling unit costs of marine transportation.'

Indeed, it is little realized by the non-shipping world just how efficiently and cheaply the industry provides its services. For example, freight costs have been held below 6% of import value for developed mature economy countries (DMECs) and below 7% on a global basis. In everyday terms, the USD500 television set in a local electrical retailer costs just USD10 in shipping costs on its voyage from Asia, its most probable manufacturing point. Similarly, of a typical USD35 bottle of whisky, just USD0.16 is spent on shipping.

If liner shipping's place on the benefits side of the equation is assured, how is it shaping up in minimizing the environmental costs?

All too often, the public perception of shipping is of tankers leaking oil on some unfortunate coastline. Of course, while accidents can-and do-happen, they are thankfully extremely rare. As Mitropoulos stated in his speech:

'In any assessment of the sustainability of shipping, every occasion in which a ship becomes involved in a pollution incident or a major casualty must be set against the literally millions of trouble free, clean and economically efficient tonne-miles that shipping achieves every day, and all the consequent benefits that accrue from this activity'.

Shipping companies are making efforts to put in place environmentally friendly measures across a huge range of issues from fuel efficiency to office photocopying, and the leaders are being recognized by leading 'social responsibility indices' such as the FTSE4Good Global Index and the Dow Jones Sustainability World Index.

Another challenge being addressed is to improve the quality of fuel being supplied to ships by the oil companies. In May 2005, a new measure came into force under the United Nations' MARPOL Convention that will generally limit the sulphur content of marine fuels to 4.5%.

Though in some areas, designated sulphur oxide emission control areas (SECAs), even tighter restrictions will apply. The Baltic, North Sea and English Channel will become SECAs over the next two years, and all ships trading there will either need specified exhaust cleaning equipment or have to keep sulphur content below an exacting 1.5%.

A further example of ocean carriers' focus on the environmental impact of their operations has been their

inclusion, since 2002, with their shipper customers in the Clean Cargo Group, a programme run under the auspices of the non-profit trade association Business for Social Responsibility (BSR).


In Clean Cargo (which concentrates on ocean carriage) and its sister group Sustainable Freight (which focuses on global intermodal transport), carriers and shippers have worked together to, as BSR puts it, 'develop voluntary environmental management guidelines and metrics to help evaluate and improve the performance of freight transport'.

Initiatives such as Clean Cargo and inclusion on the world's major social responsibility indices are demonstrations of the additional investments not necessarily financial that shipping lines are making towards the concept of sustainable shipping.

As the IMO's Mitropoulos rhetorically asked: 'Can shipping lay claim to the label "sustainable"?'

There might well be more that is yet to be done. One thing is sure, though. Sustainable shipping is coming of age, and shipping lines know that they have a powerful case for being judged best in class.

(Culled from Container International



HULL BLYTH


West Africa's Foremost Ship agent

Liner - Tanker - Bulk - Bagged Cargo - Project Cargo

- | Nigeria
- | Côte d'Ivoire
- | Angola
- | South Africa
- | Ghana

Divisions of Hull Blyth

African Steamship • Beacon Shipping • Blue Funnel • Elder Dempster

 Head Office: Seatec House, Akosombo Road, Tema P. O. Box CO 214, Tema-Ghana Tel: 022-300894, 300895 ; Fax: 022-300898 E-mail:enquiries@ hull-blyth.com	Takoradi Office: P. O. Box 210, Takoradi Tel: 031-22981, 22000 Fax: 031-23167	Kumasi Office: P. O. ST 362 Kumasi Tel: 051-29633, 21605 Fax: 051-29731
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------

DO'S and DON'TS

of the Import Clearance Process at the Seaports

The introduction of the GCNet electronic clearance system in September 2003 was a welcome development for shippers and customs house agents alike, as it cut down the clearing time substantially and allowed for on-line exchange of trade information.

Unfortunately, in recent times there have been complaints about the abuse of the customs clearance system which is quite disturbing. This has prompted the Council to take measures to ensure that shippers are well informed about the demands and the requirements of the customs clearance system and procedures involved.

This publication is therefore intended to serve as a guide in the conduct of cargo clearance in the ports.

DO'S

Appoint a licensed Customs House Agent (clearing agent) with a credible reputation who will do the following on your behalf:

1. Submit the final invoice, IDF (from the Ministry of Trade & Industry), Parking list and a copy of the Bill of Lading two weeks before arrival of vessel to the Designation Inspection Company (DIC).
2. Pick up the Final Classification and Valuation Report (FCVR) from the DIC.
3. If you are an importer of a used vehicle, submit bill of lading, bill of purchase and chassis number of the vehicle to CEPS for the determination of the value.
4. Obtain a Tax Identification Number (TIN) form from the Internal Revenue Service (IRS), if you are a first time importer.
5. Submit a declaration on the cargo electronically to Customs through the GCNet computer front-end software.

6. Ensure that all the fields on the declaration are completed with accurate data.

7. Print out the response from GCMS and effect payment of the prescribed duty and taxes at either ECOBANK or Ghana Commercial Bank.

8. Attach the bank payment receipts, bill of lading, invoice, IDF, FCVR, designated CEPS officer in the Long Room for Verification.

9. Proceed to the Shipping Line/Agent with the Declaration and all the attachments mentioned here above as well as a completed Delivery Order (DO) for First Release (i.e prior to physical examination) or Final Release (i.e without physical examination).

10. Effect payment of the relevant GPHA charges at the port.

1. Deposit the **green copy of the DO** with the GPHA Operations for the container to be dropped within 24 hours at the designated bay for physical examination by CEPS, if necessary.

2. Arrange a truck to convey cargo from the port.

3. Present Declaration and accompanying documents to CEPS at the port gate to confirm clearance on the GCMS. GPHA security also checks the waybill covering the goods.

4. Make all documents available to the Police, CEPS or National Security, only on request, for auditing after exiting the port.

SCAN OPTION

1. If your container is to be scanned, then deposit the declaration, DO and the interchanging (evidence of dropping container on the truck) at the CEPS office at the Scanning Area.

2. Pick up your Scan number (appointment sheet) from the Scan operations office and wait for your turn.

3. Present the Appointment sheet to the Check-In Agent at the entrance of the scanner.

4. Confirm final clearance of container after the scan at the CEPS office at the scanning area.

DON'TS

1. Do not deal with an unlicensed Clearing Agent. Common traits of such Agents are as follows:

- They have no offices ('under-tree' operators)
- They have no fixed line telephone numbers
- They have no identification cards linking them to any recognised clearing company.
- They promise short delivery times.
- They promise lower duties.
- They offer lower clearing charges

2. Do not accept any offers to prepare fresh invoices locally, to either underestimate values or mis-describe goods.

3. Do not connive with Clearing Agents, Shipping Lines/Agents for a 'deal' on your transactions.

4. Do not offer GPHA equipment operators' money to induce them to deliver the services for which you have already been billed.

5. Do not attempt to conceal goods during physical examination. Avoid paying the examination officer to "overlook" discrepancies in the manifest and arrived cargo.

BOOK REVIEW

'The Admiral'

By Kuuku Welsing Jones, Media Consultant

The Admiral

Papers Presented at the 1st Maritime Seminar for Judges of the Superior Courts of Ghana



The Admiral is a 231 page book featuring contributions from five gifted lawyers. It has five chapters, each devoted to each writer. My job is to highlight the salient portions of the book. The real excitement comes when you turn the pages.

The book begins with the presentation by Dr. P. K. Mukherjee on the topic 'An Introduction to Maritime and Admiralty Jurisdiction'. The writer brings to the fore some of the difficult concepts in maritime law by distinguishing brilliantly the oft-quoted phrases, 'maritime law', 'law of the sea', 'admiralty law' and shipping law'. The writer also delves into the historical evolution of maritime law, when the code of Hammurabi of Babylon (present-day Iraq) dating back to the period between 2000 1600 BC was published. He also notes the contribution to maritime law by the Egyptians, Phoenicians and Greeks and in recent times, European states like Spain, Great Britain and Portugal.

The learned writer adds that notable strides in maritime law have also been made in some parts of the Asian Continent, especially on the islands of Malacca that had a maritime code in the C13th.

In a single brilliant stroke, he touches on the acquisition and registration of ships, proprietary interest in ships, maritime safety, wreck and salvage, maritime claims and arrest of ships, maritime insurance, pollution and maritime conventions.

I must confess that the writer tackles all the numerous facets of maritime law and this synopsis cannot be adjudged to be a complete summary of this well-researched paper.

Reading **The Admiral** will reveal a depth of knowledge that you can only get from a specialist. He concludes thus:

Ghanaian writers have ventured into various academic undertakings. Our libraries and bookstores exhibit books that are written by renowned Ghanaian writers. One of the areas that is growing steadily is Law. It is easy to find a book on the Law of Evidence, Legislative Drafting, Criminal Procedure, Banking Law, Insurance etc. However, this reviewer is yet to locate a textbook written by a Ghanaian that treats Maritime Law exhaustively.

There have been a few articles written by some brilliant lawyers about some aspect of this branch of law. However, this is the first time that concerted effort has been made to subsume the intricate ingredients of Maritime Law into a single book. Flattery they say is like gum, you enjoy it but you don't swallow it. This book called **The Admiral** is a didactic, well-researched and well-documented book. It has an advantage of contributions from various experts on the field and not just from a simple author.

'Maritime law today is dynamic and organic. As events unfold in the maritime world, it is incumbent upon law makers, seafarers and captains of maritime industries to respond meaningfully to the demands of contemporary shipping and maritime affairs through innovative thinking and decisive actions'.

The other notable thing about **The Admiral** is that the CEO of the Ghana Shippers' Council, under whose support the book was published, has also presented a very relevant paper on 'Maritime Cargo Claims: Application of the Hague Rules'.

This paper recounts in detail the articles of The Hague Rules that was formulated in 1921. This is a very difficult part of maritime law and it must be mentioned without hesitation that the writer expatiates on the weaknesses of these rules with such dexterity and intrepidity that only somebody who has grasped fully the complexities of that piece of legislation can write so confidently. The most striking features of this paper is the effort expended on classifying its provisions on Definitions, Notice Period, Scope of Application, Transshipment, Nautical Fault Defence, Limitation of Liability, Jurisdiction, Forum and Choice of Law, Deviation and General Application.

It is interesting to note that the writer provides the appropriate authorities on controversial issues and at the end of it, succinctly states his position without flinching.

What can be gleaned from his paper is that Ghana has adopted the Hague Rules with all its imperfections because it is a developing country and so cannot do anything directly to impact on the minds developed countries who are supportive of the Rules because, being manufacturers and owners of almost all of these cargo ships, they stand to benefit immensely from rules that protect their vested interests.

There is a great dearth for Ghanaian cases regarding the carriage of goods by sea, particularly the interpretation of the Hague Rules as they apply under Ghanaian law to the extent that Archer

J A (as he then was) in the case of *John Holt Shipping Services v Edward Nasser & Co Ltd* (197) stated inter alia... 'Indeed, a trial judge who is confronted with an isolated case with no local previous decisions to guide him is bound to find himself in a maze'.

Also we are reminded of the difficulties that jurists themselves face when they are defining concepts. For instance, there is no unanimity in the definition of 'cargo' 'package' due diligence' and 'seaworthiness' to mention a few.

Moreover, Mbiah gave a short analysis on the United Nations Convention and Carriage of Goods by Sea (1978) commonly referred to as the Hamburg Rules, juxtaposed it with the Hague Rules and concluded persuasively that although, the Hamburg Rules are an improvement over the Hague Rules, they have not gained wide acceptance within international Maritime community because their supporters argue that the Hague/Visby Rules have been tested in the law courts of many jurisdictions over centuries and therefore provide a predictable level of certainty with the rules than a new set of rules that are yet to undergo legal pressures.

However, the writer ends on a very optimistic note that time and the efforts of practitioners with more sense of equity in their veins will go a long way to adopt a more humane and equitable set of rules to determine the interests of ship owners, their agents and cargo owners.

The next paper is by Chief E.O.A. Idowu on the topic, "Limitation of Liability: Hague Rules/Hamburg Rules which way forward?"

In this paper, the writer stated the antecedents of The Hague rules as presented by Mbiah, but went further to handle brilliantly, the fiscal aspect when it came to assessing damages. He admits that there are many inherent problems in the Hague Rules, not only because of the equivocal nature of the wording but also because of the stand certain powerful interests portray. For instance, when it suits them, they advocate that the monetary value stipulated in 1924 as compensation for damages must remain static so that depending on the jurisdiction of

contestants, judges are tasked with the insurmountable difficulty of interpreting rules that should have from inception been well-defined and equitable. Professor Tetley once said that there 'appears to be no uniformity in the application of limitation of liability under any of the international conventions'.

He added that there were countries which were not party to The Hague Rules or the Hague-Visby rules and have no national legislation on package limitation. Conversely, there are countries like Cuba, Ireland, Kuwait, Ghana, The USA etc. which apply the Hague Rules but impose limitation in their national currencies.

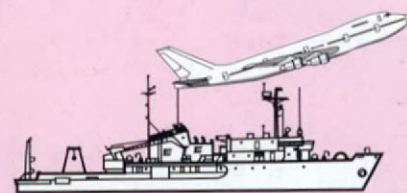
This dichotomy or double standards is what Idowu has very successfully imparted to us. For instance, if a carrier was held liable for cargo loss or damage, the amount payable under the Rules was not to exceed £100 (Pound sterling) (gold value). This was in 1924 so Idowu challenges readers to evaluate the real value in modern times. He cites the celebrated case of the *Rosa S* (1988) in which both the plaintiff & defendant employed all their legal prowess to persuade the court to rule in their favour.

The plaintiff claimed damage and interpreted £100 to mean £100 in gold value at the time, the defendant argues that the correct limit is £100 sterling in today's money or its nominal equivalent in Kenyan currency!

Although many cases are cited to illustrate this dichotomy, the above quoted case, encapsulates the confusion in The Hague Rules. Idowu concludes by saying, 'Any limitation of liability, which fails to take cognizance of inflation, is of no value to cargo claimants.'

Kofi Ameley writes on 'Fundamentals of a Successful Ship Arrest and Issues of Release and Security'.

Ameley proceeds with an assumption that readers are aware that ships can be arrested for various reasons and the insights he gives are about the method of claim which is procedure specific. Does a plaintiff claim 'in rem' or 'in personam'?



AKTOSFREIGHT CO. LTD.

Experts In:-

- **Clearing**
- **Forwarding**
- **Shipping**
- **Import / Export**
- **Consolidation**
- **Warehousing**
- **Haulage**

Contact Address:

TEMA.
Room 406
TFS Building, Tema
Tel. 022-207015
Fax: 022-210230
Mobile: 024-4369609

AIRPORT
Ghana Airways Building
Opposite Airport Post Office
Tel. 021-762435

KUMASI
Top Martins Building
Asokwa
Tel. 051-82858



In plain English, does a plaintiff bring an action against the ship itself, or the owner of the ship? The writer claims that one practical advantage of claiming 'in rem' is that a claimant is able to procure the arrest of the ship and thereby obtain security for his claim. The arrested ship may either be released by the court upon the provision of security for the claimant or the ship may be sold and the proceeds consequentially retained by the court as security for all claims against the ship.

Moreover, in the event that the total value of the claims exceeds the proceeds of sale, the court will again 'disburse the proceeds of sale in accordance with Admiralty rules of priority'. Ameley cites authorities and the conditions that are intrinsically valuable attributes to a successful claim.

The writer explains the concepts of sister ship arrest which is incorporated in the Ghana Shipping Act 2003, Act 645, Beneficial Ownership, Mutual Insurance Protection and Indemnity Associations, Wrongful Arrest etc. In a nutshell, Ameley gives us a practical way of going about these businesses by including samples of cases to elucidate further the practical aspect of this energy-sapping department of law.

The Admiral ends with a very well-research paper by Professor J. O. Irukwu on the topic 'Marine Insurance Law and Development'. As expected

of a professor, Irukwu begins by examining briefly, but aptly the meaning, origin, purpose and functions of insurance. He confirms what we may already know; that risk and uncertainty are two most fundamental facts of life. If life is predictable he maintains, there will not be a need for insurance as a vital economic activity that serves as a necessary cog in development. It people are not ready to insure their goods and services at a pre-determined premiums, then commerce amongst citizens and amongst nations will be adversely affected.

Irukwu therefore, discusses the Different Classes of Insurance, The Sum Insured, The Scope of Insurance, The Insurance Policy etc. His in-depth presentation on Marine Insurance fits perfectly into the aim of the book, *The Admiral*, which primarily is to inform readers about the development of maritime law and its impact on modern states.

The writer naturally, explains the Nigerian Marine Insurance Act of 1990 which he claims rightly was based on the English Marine Insurance Act of 1906. He concedes that due to British intervention in West Africa, these states have similar provisions with just few local variations. He further posits that there are over 200 direct insurance companies and 7 professional re-insurance companies operation in West Africa. Although, Irukwu did not categorically state whether or not the number is adequate, the reader can

evaluate and judge that with the quantum of business increasing at astronomical rates, there is a strong need for more insurance companies to provide safety nets for companies that will enter the risky undertaking of doing business through the medium of sea, given its capricious character.

It is hoped that readers will readily agree with Irukwu when he states that, 'Marine insurance is a vast and complex subject, which cannot be adequately covered in an address of this nature. One of the main text books on the subject covers well over 1,000 pages of printed materials which clearly shows that we cannot do justice to the subject matter during the short period at our disposal?

The Admiral has a single privilege of a foreword by our eminent Chief Justice who encapsulates his views like this, 'This book I highly recommend not only to the Ghanaian practitioner, consultant, student and judge but also to all others who have something to do with the business of marine transport. It will also be found useful by practitioners in the other jurisdictions who may want to have an insight into some of the practical applications of international conventions in the West African sub-region. This book would certainly enrich the library of the legal practitioner. What else do we believe if not the words of the man who supervises our judiciary?



Get covered

Life . Motor . Fire . Accident . Marine . Liability . Travel . Etc

Life, they say begins at 40...that is if you have lived and planned well enough to enjoy it. A well lived and planned life is one that is insured against life's many uncertainties. Like the mythical bird: phoenix, Insurance from Phoenix Insurance provides you with a bucketfull of second opportunities to make your life worthwhile. Don't sit back and wait until you turn 40, you might be in for a surprise. Get covered now...

With us!

Our Branches

Tema
Kumasi
Takoradi
Sunyani
Obuasi
Oda



Phoenix Insurance

Tel: 021 911023/911024. P. O. Box 17753, Accra-GH

MARITIME LAW AND INTERNATIONAL TRADE CONFERENCE



The Ghana Shippers' Council (GSC) under the auspices of the Ministry of Harbours and Railways held its second Maritime Law and International Trade Conference at the Alisa Hotel in Accra on the 5th and 6th of April. The occasion was also used to launch the Council's publication *The Admiral* a compilation of papers presented at the first maritime law seminar for Judges of the Superior Courts of Ghana.

Delivering the opening address, the Chief Executive Officer of the GSC, Kofi Mbiah, noted that though Ghana's maritime trade throughput increased from 10.4 million tons in 2004 to approximately 13.9 million tons in 2005, the country's competitiveness with regards especially to exports is gravely being hampered by its high freight costs as a proportion of import value. Ghana's freight factor of around 11-15% according to Mr Mbiah is extremely high and efforts ought to be made to reduce it to about 6%.

Mr Mbiah said though in 2005 maritime transport increased, as

world total freight payments as a proportion of total import value decreased to 5.4% from 5.5% in the previous year. Africa was not a beneficiary of the global gains in transport efficiency.

"While the freight factor for developed economies stood at 3.9% that of the developing economies was 9.1% with an African freight factor of 11.9%."

The GSC CEO further stressed that cargo clearance procedures still remain cumbersome in addition to the proliferation of unwarranted charges at the ports which are detrimental to the interests of importers and exporters. He further observed that the level of technological penetration in the industry remains low despite the deployment of the GCNet System as some agencies still remain outside its framework while some of its modules also remain unutilised.

Mr Mbiah revealed that despite the setbacks, the Council achieved successes in the areas of providing warehousing facilities and transport logistics among others and stressed the need to streamline the operations

of freight forwarders in the industry to consolidate their efforts and to acquire the requisite technologies to enable them to provide integrated logistic services.

In his keynote address, the Minister of Harbours and Railways, Christopher Ameyaw-Akumfi, emphasised Government's continued commitment to develop infrastructure for international trade activities.

Prof Ameyaw-Akumfi cited infrastructural works at the port of Tema such as the dedicated container terminal with gantry capacity, the ongoing construction of the Devanning Yard and the extension of the quay and turning basin among others as evidence of that commitment.

Prof Ameyaw-Akumfi announced that Government is in the process of considering new initiatives for revamping the Takoradi Port. He revealed that to this end, a Memorandum of Understanding has been signed between Government and AP Moller Terminals for the development of a logistics platform at Takoradi.

J L S Abbey of the Centre for Policy Analysis, who was the Chairman for the opening ceremony, noted that the subject of Maritime Law is not too familiar with the players in the industry and said the country could only benefit from the complexities of international trade if the stakeholders are kept abreast with its workings.

Dr Abbey commended the GSC for "making concerted efforts at educating major stakeholders, including members of the legal profession in the theory and practice of maritime law."

Launching *The Admiral*, the Special Guest of Honour, His Lordship Chief Justice George Kingsley Acquah, was full of praise for the Council for compiling and publishing the contributions that were made by the various resource persons at the 2004

Maritime Law Seminar for Judges into *The Admiral*, following a personal request he made to that effect. The first copy of the publication was bought at an auction price of \$6m by the Ministry of Harbours and Railways.

The Admiral is a 231-page book that features the contributions of five accomplished lawyers of academia and practice of international repute. The book is divided into five chapters with each chapter devoted to each of the contributors. The five contributors are Dr P K Mukherjee, Mr Kofi Mbiah, Chief E O A Idowu, Mr Kofi Ameley and Prof J O Irukwu and they deal with five topics respectively: An Introduction to Maritime Law and Admiralty Jurisdiction, Maritime Cargo Claims: An Application of the Hague Rules, Limitation and Liability: The Hamburg/Hague Rules which way forward, A Successful Ship Arrest and Issues of Release and Security and Marine Insurance Law and Development.



Conventions and Liability of the Carrier: the situation in Ghana.

After a PowerPoint presentation, he concluded that though contracts of affreightment can be considered difficult, a lot of sense can be made out of them "when one appreciates the underlying tenets of the obligations, rights as well as remedies open to the parties in the carriage contract."

The second presentation on *Marine Insurance Claims: Understanding the Concepts and Tackling the Issues* was made by Alexander Gaddiel Buabeng, a Maritime Legislation Consultant for the International Maritime Organisation.

His paper dealt with the concept of Marine Insurance and presented an overview of the Ghana experience in respect of the law and the practice, Institute Cargo Clauses A, B and C and Protection and Indemnity Clubs among others.

Mr Buabeng revealed in his paper that the concept of marine insurance in its modern form was introduced by the British during the closing years of the last century. He said the contract of marine insurance is a contract of indemnity, stressing that the purpose of effecting a policy of insurance, marine or non marine, is for indemnity for loss.

Mr Emmanuel Martey, Deputy Chief Executive Officer of the GSC was the third resource person to make a presentation. His paper was titled *The Freight Factor in Maritime Transportation*.

Among the subjects that his presentation dealt with were the dynamic relationship between cost of carriage and profitability, Liner Freight Additional and Surcharges and Terminal Handling Charges and Overland Transportation.



When the conference itself began, Mr Mbiah was the first to present his paper *Making Business Sense of Contracts of Affreightment*. Among the highlights of his presentation was an overview of the contract of carriage via sea, air, rail and road, Sea Waybills, Home Bills and Groupage Bills of Lading, Charterparties-Voyage, Time, Bareboat and Applicable International

The CEO of the GSC further argued that legislative interventions whether through standard clauses or conventions, are mainly meant to make the terms of carriage fairer and urged industry players to "make efforts towards modifying our practices and taking steps to influence the volition and agreement where they do not make sense."

Mr Martey argued in his paper that shippers have a choice in procuring the shipping services that suit their operations and make them competitive and that irrespective of the choice, the liner conference system provides a tariff structure that, to a large extent, deals with the basic freight rates and other elements associated.

The Deputy CEO of GSC called for stronger shipping organisations to "discuss, negotiate or monitor the activities of the providers of shipping services, particularly in rate fixing to ensure that the freight factor for the sub-region and for that matter the country, is brought under control so that our shippers become more competitive in international trade."

The final paper that concluded the

two-day conference was delivered by Fitzgerald Odonkor, Head of Operations, Ecobank, Togo. His paper was titled *Understanding Contracts for the International Sale of Goods and the Uniform Customs and Practice on Documentary Credits*.

Among the subjects that his presentation dealt with were Cost, Insurance and Freight (CIF) Free On Board (FOB) and other variants of the International Contract Terms in respect of Contracts of International Sale of Goods, Responsibilities of the Contract Parties, Letters of Credit, Effecting Payment and the Role of Confirming Banks.

Mr Odonkor submitted in his paper that the Uniform Customs and

Practice for Documentary credits together with the United Nations Commission on International Trade Law (UNCITRAL) rules provide the legal framework within which contracts under international trade can be regulated.

He further posited that it is critical for economic operators to familiarise themselves with the regulatory framework for the contracts they sign to ensure both compliance and adequate protection.

He finally concluded that "the dynamic nature of international trade makes it imperative for all operators to both understand contemporary trends and make business sense of various possible contracts."



MARITIME AGENCIES (WA) LTD

REPRESENTS:

CLIPPER INC
(Direct Services from Brazil)

EUKOR CAR CARRIERS
(Car carrier Service - Far East, Europe,
N. Continent to West Africa)

BREADBOX SHIPPING - HOLLAND

REEFER SERVICE FROM ANTWERP
e-mail: administration@maritime-gh.com

P.O. Box B339,
Tema Ghana

Tel. 233-22-202609 / 205564 Fax: 233-22-202370

GHANA COMMUNITY NETWORK SERVICES LIMITED

GCNet/CEPS Notice to Importers / Exporters

In spite of previous CEPS/GCNet publications advising Importers / Exporters to be wary of some claims made by certain Clearing Agents and / or Freight Forwarders about duties, taxes, and fees payable to CEPS or GCNet, and the falsification of some payments actually made by these agents whilst processing or clearing goods for their clients, the practice appears to be on-going.

Some agents even purport to pay a "GCNet telephone charge". Others have also made false claims about the system going down when no system down-time has occurred.

In the light of such abuses and erroneous impression created about the level of tariffs charged in the clearance of goods through Customs, or the operational status of the GCNet / GCMS system, GCNet in consultation with CEPS and GIFF wishes to advise all Importers / Exporters to kindly take note of the following:

1. Apart from the fee charged by the Clearing Agent / Freight Forwarder for providing a service to the Importer / Exporter for the clearance of the consignment through the port, Importers should issue bank drafts, cheques, or cash payments, for import duties, taxes, and other levies directly to CEPS, and not to the Clearing or Forwarding Agents.
2. The designated collection banks, ie. Ghana Commercial Bank (GCB) and Ecobank (EBG) would accept personal cheques of their clients, subject to the availability of adequate funds in their respective accounts to cover the duty/tax payments being made, or appropriate prior credit arrangements having been made with them.

3. Importers / Exporters who do not operate accounts with the collection banks may also obtain, from them bank drafts for Customs payments without any bank commission or charges being levied.

4. Importers / Exporters are also kindly advised to request for a copy of the GCMS validated Customs Declaration. The validated print-out provides a break-down of all duties, taxes or related levies actually paid, whereas a non-validated declaration print-out may show false payments. To prevent forgeries, a water-marked print-out (sample shown below) is being introduced, and will be installed on the Front End System (FES) of Declarants over the next six weeks.

5. Importers / Exporters are also advised to request for the original copy of the GCB or EBG receipt that covered the payment, to ascertain the actual amount paid, and for their own financial records.

In the event of any doubts about the authenticity of the printed declaration, any payment made, the status of a consignment being processed or cleared through the GCNet / GCMS system, Importers / Exporters are kindly urged to contact a GCNet or CEPS Help Desk Officer on the following telephone numbers or the Help Desk Officer at the port of entry or exit.

<u>GCNet</u>	<u>CEPS</u>
021-677005	021-762838
021-677031	022-200815
021-677033	022-200816
0244-316138	022-201625
0244-730030	031-22056
0244-251194	0244-737531
0244-714733	0244-107070
0244-762847	0244-015748
031-29159	031-22056

Importers / Exporters with e-mail access may also direct such enquiries to:

infomail@www.GhanaTradeNet.com

By just indicating the unique Declaration Number, Importer or Exporter Name, enquirers can be apprised about the exact status of a declaration, any assessed duty/tax or payments made thereto through the system's audit trail, or the general operational status of the system. Such enquiries may include any purported "break-down" of the system, intimated by any official, and not necessarily a clearing agent or freight forwarder.

7. Importers / Exporters are also advised that Clearing Agents / Freight Forwarders have a v e standard fees for clearing all types of cargoes, and Importers / Exporters may wish to seek confirmation from the secretariats of the Ghana Institute of Freight Forwarders (GIFF), Customs Brokers Association of Ghana (CUBAG), or the Freight Forwarders Association of Ghana (FFAG) on **telephone nos. 022-200266, 022-216577** respectively.

8. The kind cooperation of all Importers / Exporters towards the successful implementation of these measures will contribute in ensuring an effective system for the benefit of all trade operations.

GCNet - Providing Enhanced Solutions for Trade Facilitation and Revenue Mobilization

CEPS - Providing World Class Customs Service

MARITIME TRADE REVIEW

SUMMARY OF MARITIME TRADE STATISTICS (January December 2005)

For the period January December 2005, cargo throughput for Ghana was almost 13.9 million metric tons. This comprised 9,015,549 mt of imports, 4,357,235 mt of exports and transit of 518,857 mt.

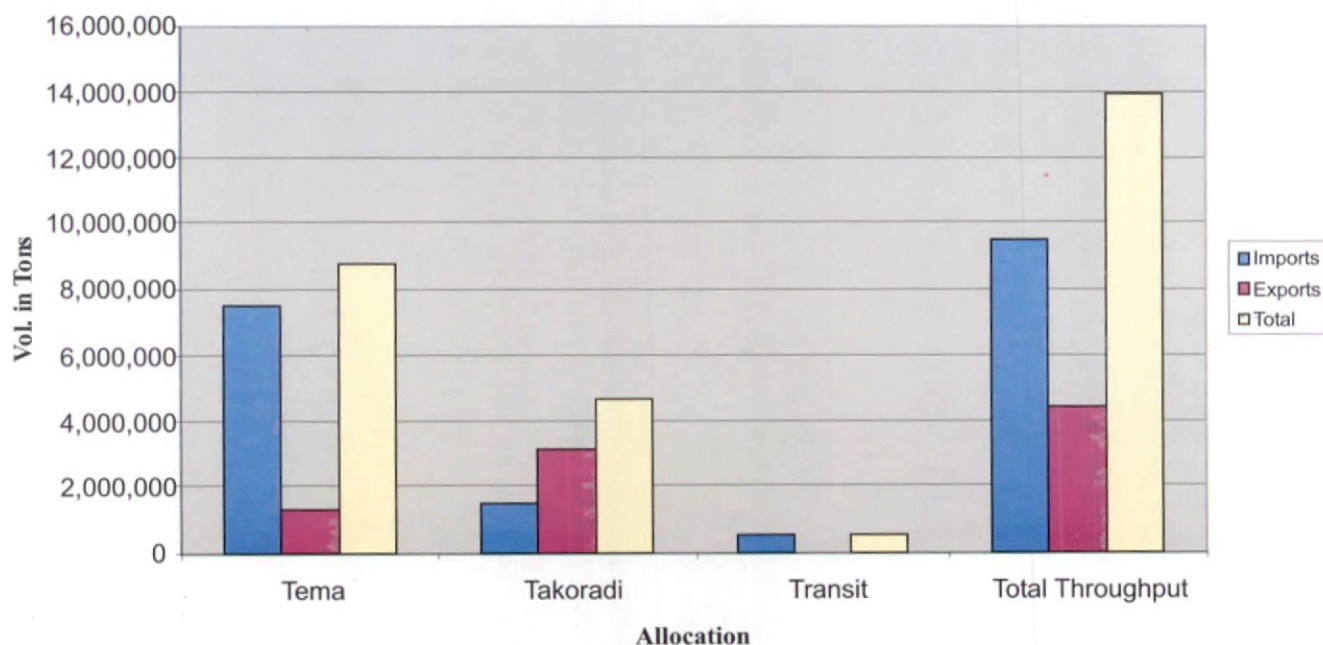
Tema Port accounted for 84% of the total import trade for the period, whilst Takoradi Port accounted for 16%. For exports, Tema had a share of 30% whilst Takoradi accounted for 70%.

For the period under review, liner trade constituted 47% of the seaborne import trade whilst 53% was taken up by bulk trade. Similarly, 34% and 66% respectively of the export trade were in the liner and bulk trade categories respectively. Table 1 and figure 1 below provide a breakdown of the total throughput.

**Table 1 Summary of Cargo Throughput at the Ports of Ghana
(January-December, 2005)**

	Imports	Exports	Total	% Share
Tema	7,502,197	1,280,279	8,782,476	63
Takoradi	1,513,352	3,076,956	4,590,308	33
Transit	508,819	10,038	518,857	4
Total Throughput	9,524,368	4,367,273	13,891,641	100

**Fig. 1 Summary of Cargo Throughput at Ports of Ghana
(January - December 2005)**



DIRECTION OF GHANA'S SEABORNE TRADE

Import

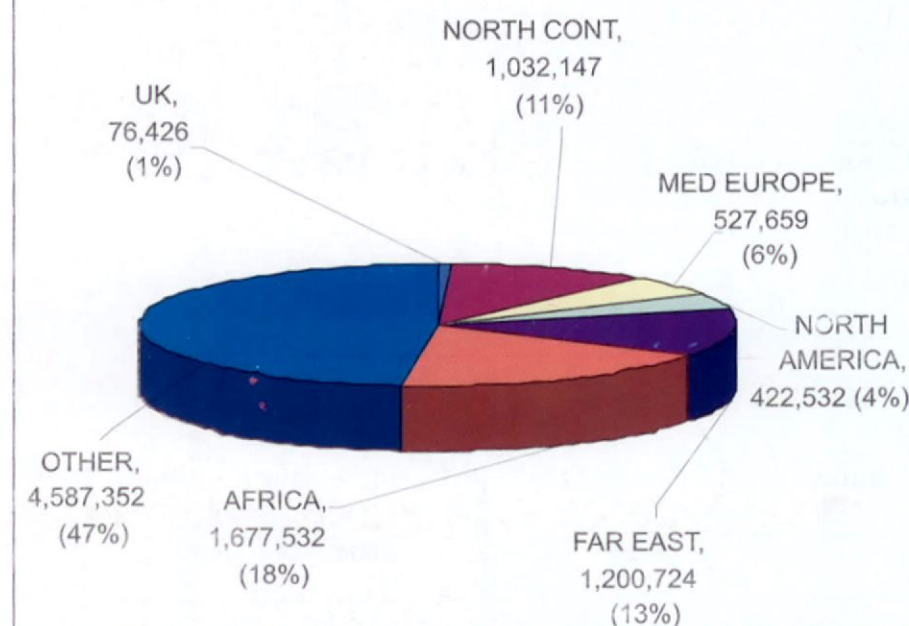
As shown in Table 2 and Figure 2 below, the largest proportion of Ghana's import traffic for the period January to December 2005 was

registered in the Other Range (47%). This was largely accounted for by clinker and crude oil imports. The other major commodity in this range was sugar.

**Table 2 Trade-Type and Direction of Ghana's Seaborne Import Trade
(January - December 2005) (Volume of trade in metric tons)**

Cargo-type	UK	NORTH CONT	MED EUROPE	NORTH AMERICA	FAR EAST	AFRICA	OTHER	TOTAL
Liner	76,019	558,212	322,494	215,674	807,676	194,963	2,327,618	4,502,656
Dry Bulk	407	369,173	84,789	173,176	388,838	380,553	1,217,480	2,614,416
Liquid Bulk	0	104,762	120,376	33,682	4,210	1,102,016	1,042,254	2,407,300
Total	76,426	1,032,147	527,659	422,532	1,200,724	1,677,532	4,587,352	9,524,372

**Fig. 2 Direction of Ghana's Seaborne Import Trade
(January - December 2005)**



Export

For the export trade, the Other Range was the most significant in terms of volume of trade.

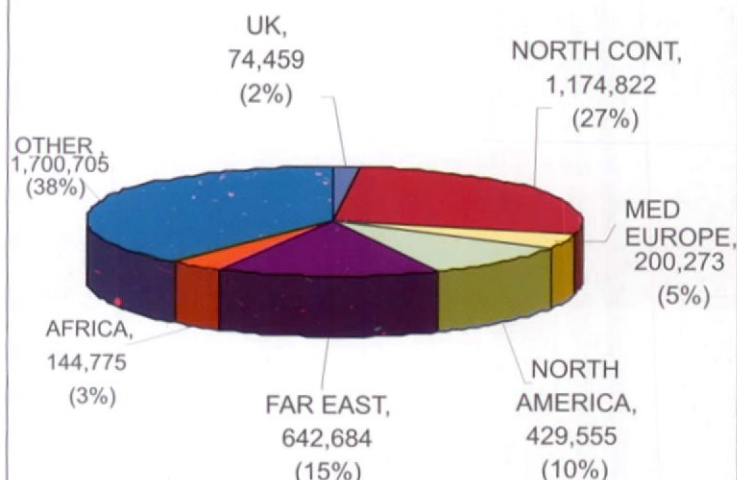
The major commodity exports to this trading range were manganese, bauxite, cocoa beans, sawn timber/lumber and petroleum products.

Table 3 and figure 3 below further illustrates the performance in the various ranges

**Table 3 Trade-Type and Direction of Ghana's Seaborne Export Trade
(January-December 2005) (Volume of trade in metric tons)**

Cargo-type	UK	NORTH CONT	MED EUROPE	NORTH AMERICA	FAR EAST	AFRICA	OTHER	TOTAL
Liner	74,459	294,005	98,032	49,665	239,429	97,342	610,390	1,463,322
Dry Bulk	0	823,465	102,241	272,475	403,255	40,315	934,840	2,576,591
Liquid Bulk	0	57,352	0	107,415	0	7,118	155,475	327,360
Total	74,459	1,174,822	200,273	429,555	642,684	144,775	1,700,705	4,367,273

**Fig. 3 Direction of Ghana's Seaborne Export Trade
(January - December 2005)**



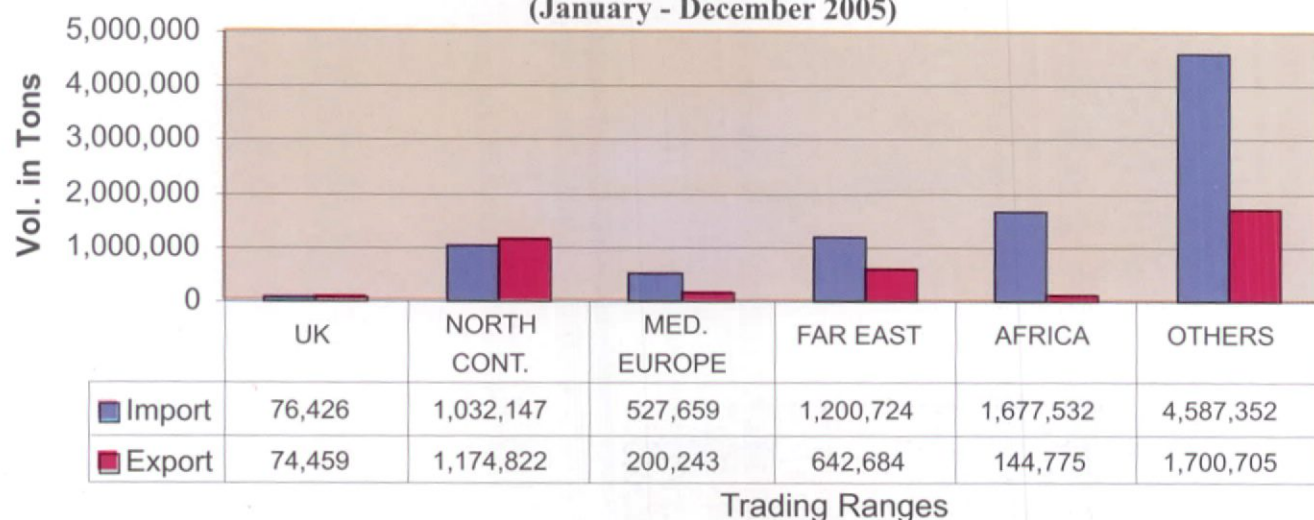
Performance of Ghana's Seaborne Trading Ranges

Figure 4 below shows that for the period under review, there were excess imports over exports on all the trading routes except on the North Continent and North America routes.

On the North Continent Range, there was excess (in volume) of exports over imports by 142, 675 mt. The major commodity exports to the North Continent were manganese, cocoa beans and petroleum products.

As at the end of 2005, Ghana had registered an excess of exports over imports in the North America range by 7,023 mt. The most significant export commodity on this route was bauxite.

**Fig 4 Performance of Ghana's Seaborne Trading Ranges
(January - December 2005)**



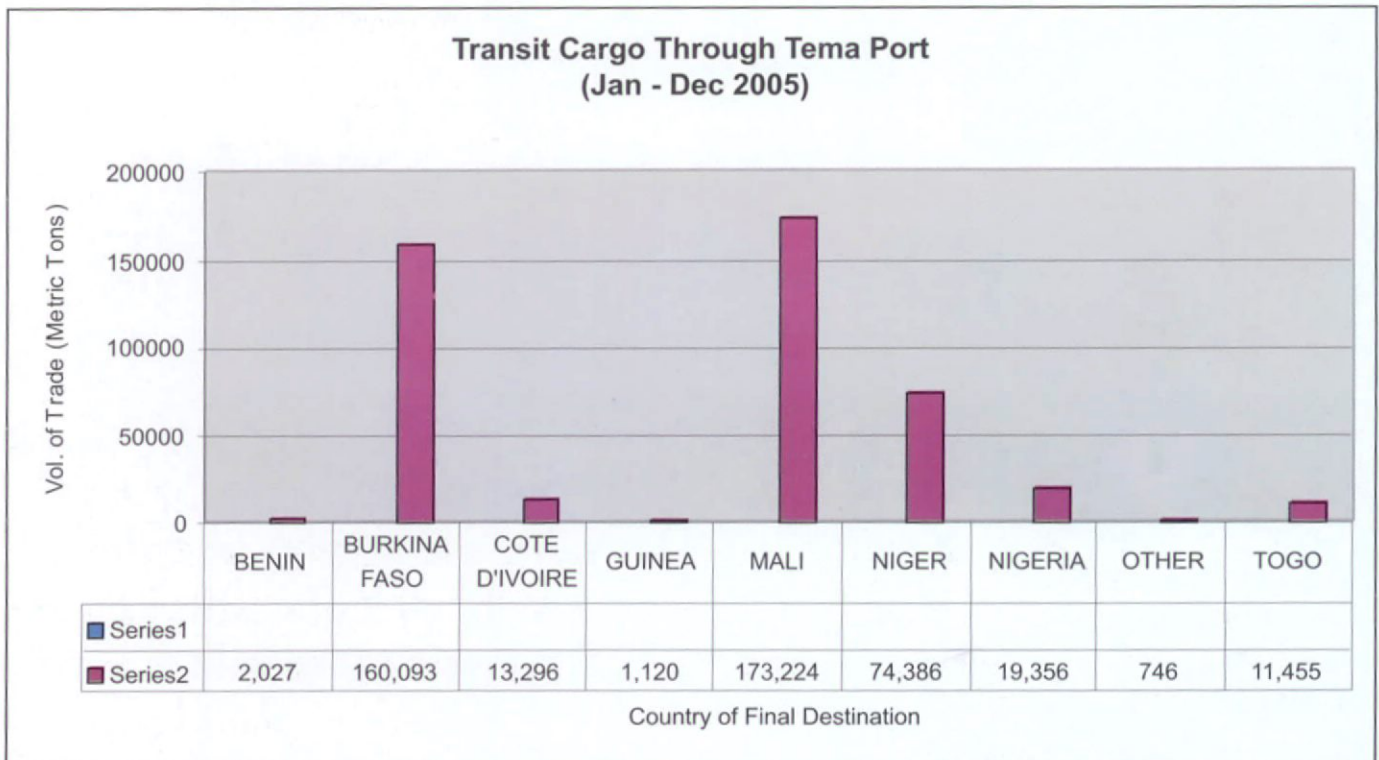
Handling of Seaborne Trade at Ghana's Ports -Comparison of Performance in 2005 to 2004

	TEMA			TAKORADI			TOTAL		
	2004	2005	(%) Change	2004	2005	(%) Change	2004	2005	(%) Change
Total	5,565,104	8,782,476	58	4,008,851	4,590,308	15	9,573,955	13,372,784	40
Imports	4,606,164	7,502,197	63	1,342,007	1,513,352	13	5,948,171	9,015,549	52
Transit	571,848	457,463	-25	121,355	51,356	-136	693,203	508,819	-36
Liner	2,446,286	4,151,924	70	289,207	350,725	21	2,735,493	4,502,649	65
Dry	980,944	1,443,998	47	980,627	1,170,421	19	1,961,571	2,614,419	33
Bulk	958,940	2,363,738	146	72,173	43,562	-66	1,251,107	2,407,300	92
Liquid	958,940	2,363,738	146	72,173	43,562	-66	1,251,107	2,407,300	92
Exports	958,940	1,280,279	34	2,666,844	3,076,956	15	3,625,784	4,357,235	20
Transit		10,038					808,051	518,857	-56
Liner	593,677	881,205	48	589,364	581,964	1	1,183,041	1,463,169	24
Dry	55,294	49,638	-13	2,077,480	2,488,951	20	2,132,774	2,538,589	19
Bulk	309,969	327,363	6	0	0	.00	309,969	327,363	6
Liquid									

TRANSIT CARGO

Transit cargo that passed through the port of Tema for the period January - December 2005 was 467,501 mt. Once again the major destination countries of Ghana's transit cargo were Mali, Burkina Faso and Niger. The three

countries accounted for 87% of total transit through the Port of Tema for the period under review. The figure below illustrates the performance of the various countries.



Performance of Shipping Agents (Jan - Dec 2005)

In all, 31 shipping agents participated in Ghana's seaborne trade for the period Jan - Dec 2005.

For the liner trade, Maersk Line Ghana accounted for the largest proportion of 12% of the total import and export trade. They were followed by SDV Ghana Ltd and Supermaritime Agency Ltd with 3.90% and 3.74% respectively.

For the dry bulk trade, the best performer was Supermaritime, accounting for 17.97% of the

total trade. Supermaritime was followed by Hull Blyth and Maersk line, accounting for 13.88% and 3.20% respectively.

For the liquid bulk trade, GEK Shipping accounted for the largest proportion of 10.74% of the total import and export trade. They were followed by Scanship with a proportion of 4.84% of total import and export trade. The table below shows further details.



GHANA SHIPPERS' COUNCIL

Ship Movement Schedules on your mobile Phone



Get vessel and shipping schedules
at the click of a button on
your phone with these
Short Codes

tigo

Send TM to **801** for TEMA Port
Send TD to **801** for TAKORADI Port

areeba

Send TM and date (e.g 020906) to **1461** for TEMA Port
Send TD and date (e.g 020906) to **1461** for TAKORADI Port
DD MM YY

It's easy.

Contact: 021-666915-7

GHANA SHIPPERS' COUNCIL ...Providing Shipping Solutions

SHIPPING LINE/ SHIPPING AGENT/ CHARTERER	IMPORT	EXPORT	TOTAL	%SHARE
LINER				
ANTRAK GH. LTD.	277,359	80,757	358,116	2.58
BLUE FUNNEL	193	24	217	0.00
BLUE SEA	30,279	27,662	57,941	0.42
COAL	1,063	134	1,197	0.01
CROSS OCEAN	34,837	4,401	39,238	0.28
FAIRPOINT SYSTEM	13,037	1,647	14,683	0.11
GETMA GH. LTD.	13,630	1,722	15,352	0.11
GLOBAL CARGO	252,119	31,849	283,968	2.05
GMT SHIPPING	176,237	22,263	198,500	1.43
HULL BLYTH	378,006	136,309	514,315	3.71
ISAG	81,631	64,957	146,588	1.06
MEARSK SEALAND	1,173,256	492,185	1,665,441	12.00
MAP SHIPPING	37,824	4,778	42,602	0.31
MARITIME	306,400	43,314	349,714	2.52
MAXTIDE VENTURES	669	84	753	0.01
MOL GH. LTD.	76,303	34,471	110,774	0.80
OCEANIC RORO	237,645	49,642	287,288	2.07
OCEAN LANE	50,688	6,403	57,092	0.41
PANALPINA	46,730	28652.66098	75,383	0.54
PONWA	45,565	19,071	64,636	0.47
RED LINE GH. LTD.	667	112	780	0.01
SANTA SHIPPING	10,364	1,309	11,674	0.08
SCANSHIP	174,348	46,005	220,353	1.59
SDV GH. LTD.	336,085	204,763	540,847	3.90
SEALANE	12,494	1,578	14,073	0.10
SEATRANS	220,947	27,911	248,858	1.79
SUPER MARITIME	319,457	198,998	518,456	3.74
SUB-TOTAL	4,307,834	1,531,004	5,838,838	42.08
DRY BULK				
ANTRAK GH. LTD.	525	66	591	0.00
CROSS OCEAN	4,410	557	4,967	0.04
GLOBAL CARGO	43,189	5,456	48,645	0.35
HULL BLYTH	1,710,121	216,030	1,926,151	13.88
MACRO SHIPPING	79,332	200,171	279,503	2.01
MAERSK SEALAND	193,212	251,467	444,679	3.20
MAP SHIPPING	47,899	6,051	53,949	0.39
OCEANIC RORO	12,946	1,635	14,581	0.11
PANALPINA	6,846	7,997	14,842	0.11
SCANSHIP	36,817	46,448	83,265	0.60
SDV GH. LTD.	2,940	371	3,311	0.02
SEATRANS	19,841	2,506	22,347	0.16
SUPERMARITIME	886,363	1,607,685	2,494,048	17.97
SUB-TOTAL	3,044,439	2,346,440	5,390,879	38.85
LIQUID BULK				
ADOM SHIPPING	4,151	524	4,675	0.03
BULK SHIPPING	42,530	5,373	47,903	0.35
GEK SHIPPING	1,323,343	167,171	1,490,513	10.74
HULL BLYTH	67,816	8,567	76,383	0.55
MARITIME	268	34	301	0.00
OCEANIC RORO	153,341	19,371	172,712	1.24
PANALPINA	22,273	7,305	29,579	0.21
SCANSHIP	422,116	249,325	671,441	4.84
SEATRANS	43,674	5,517	49,191	0.35
SUPERMARITIME	92,577	11,695	104,271	0.75
SUB-TOTAL	2,172,088	474,882	2,646,970	19.07
GRAND TOTAL	9,524,361	4,352,326	13,876,687	100.00

Performance of Shipping Lines (Jan Dec 2005)

In all 89 Liner shipping lines participated in Ghana's seaborne trade for the year 2005 period.

For liner trade, Maersk Gh Ltd accounted for the largest proportion of 11.82% of total import and export trade.

Maersk Gh Ltd was followed by Delmas and Other shipping lines with a proportion of 3.89% and 3.82% of total import and export trade respectively.

In the dry bulk trade category, IMT was the largest contributor with a proportion of 12.35% of total import and export trade. They were followed by Scancem and Inter Bulk with a 4.73% and 3.56% share of total import and export trade respectively.

PERFORMANCE OF SHIPPING LINES IN GHANA'S SEABORNE TRADE - 2005 VOLUME OF TRADE (IN TONNES)

SHIPPING LINE/ CHARTERER	IMPORT	EXPORT	TOTAL	%SHARE
LINER				
K' LINE	958	121	1,079	0.01
ACSA	4,277	540	4,818	0.03
AFRICA EXPRESS LINE	17,827	4,506	22,332	0.16
AFRICAN STEAMSHIP	4,263	10,755	15,018	0.11
ANODAD NAREE	22,961	2,901	25,862	0.19
ASIATIC SHIPP SERV.	1,002	127	1,129	0.01
BABURA LINE	667	112	780	0.01
BOCS ANTWERPEN	1,555	196	1,752	0.01
CASANOSHIPPING	1,635	4,125	5,760	0.04
CEREAL INV. CO. S/A	7,350	928	8,278	0.06
CHINA SHIPPING	43,419	9,087	52,506	0.38
CMA/CGM FRENCH LINE	48,987	14,948	63,934	0.46
COFCO INTERNATIONAL	38,825	4,905	43,729	0.32
CONTI LINES	198,100	25,025	223,125	1.61
CSAV	27,887	3,523	31,410	0.23
DARYA SHIPPING	11,292	1,426	12,718	0.09
DELMAS	334,684	204,569	539,253	3.89
DOLE SHIPPING	37,109	41,680	78,788	0.57
DONG THAP COMM.	16,992	2,147	19,139	0.14
ECOMARINE INTERNATIONAL	413	52	465	0.00
EUROAFRICA	45,523	16,507	62,030	0.45
GETMA	185	23	209	0.00
GLOBAL PORTSIDE	669	84	753	0.01
GOLD STAR LINE	77,788	61,357	139,145	1.00
GRIMALDI LINES	242,260	60,307	302,567	2.18
GRUPO PORTO	9,851	1,244	11,096	0.08
GST SHIPPING LINES	32,557	4,113	36,670	0.26
ICECLIMATED INTERNATIONAL	10,364	1,309	11,674	0.08
IRMAOS LTD.	11,759	1,485	13,245	0.10
KIEN HUNG SHIPPING	21,395	2,703	24,097	0.17
L&C TRANSPORTATION	14,551	1,838	16,389	0.12
LOUIS DREYFUS	16,128	2,037	18,165	0.13
LYCOPODIUM ENG.	3,075	388	3,464	0.02
LYKES LINES	4,310	544	4,854	0.03
MAERSK SEALAND	1,162,410	477,198	1,639,608	11.82
MAINPORT AFRICAN SHIPP. CO.	551	70	621	0.00
MEDITERRANEAN SHIPPING	291,894	41359.549	333,254	2.40
MERADA	16	2	18	0.00

PERFORMANCE OF SHIPPING LINES IN GHANA'S SEABORNE TRADE - 2005
VOLUME OF TRADE (IN TONNES) *Continued*

SHIPPING LINE/ CHARTERER	IMPORT	EXPORT	TOTAL	%SHARE
MESSINA LINES	183,936	68,928	252,864	1.82
M. O.S.K. LINES	131,945	55,603	187,548	1.35
NAVECO SHIPPING	359	907	1,267	0.01
NEWSEA FISH	5,687	718	6,406	0.05
NORDANA LINES	20,508	2,591	23,099	0.17
OCEANIC RORO	807	2,036	2,843	0.02
OCEANUS	137	17	154	0.00
OTAL	41,941	5,325	47,266	0.34
OTHER	456,896	72,741	529,637	3.82
P&O NEDLLOYD	45,774	19,098	64,871	0.47
PASIFIC INTERNATIONAL LINES	256,835	84,644	341,479	2.46
PORTSIDE SHIPPING	7,085	895	7,980	0.06
S. BACO LINER	9,633	24,307	33,940	0.24
SAFMARINE	12,142	18,259	30,400	0.22
SCANTRAND CHARTERING	428	54	482	0.00
SEALIFT	5,146	650	5,796	0.04
SEATRADE	4,205	531	4,737	0.03
SICOL SHIPPING	306	772	1,078	0.01
SOAFRIMEX	252,119	31,849	283,968	2.05
SPLIETHOFF	3,759	9,485	13,245	0.10
THS ARDO & CO.	288	36	324	0.00
TRAMP BULK	4,842	612	5,454	0.04
TRANS ATLANTIC	4,964	627	5,591	0.04
TRANS ATLANTIC	9,046	1,143	10,189	0.07
UNICARGO	19,531	30,738	50,269	0.36
UNION ESPONOLA	4,010	507	4,516	0.03
USINA BAZAN SA	8,819	1,114	9,934	0.07
VERTOM	32,635	82,346	114,981	0.83
VIETNAM SEA TRANSP.	10,322	1,304	11,626	0.08
YARA INDUSTRIAL	8,242	8,925	17,167	0.12
	4,307,836	1,531,005	5,838,841	42.08
DRY BULK				
ADON RICE INC.	4,410	557	4,967	0.04
AFICA EXPRESS LINE	22,416	2,832	25,248	0.18
BULK HANDLING	113,822	287,198	401,021	2.89
BULKER	20,606	51,992	72,598	0.52
CARGILL INT. S/A	22,343	2,822	25,165	0.18
COSCO	29,398	3,714	33,112	0.24
DELMAS	2,940	371	3,311	0.02
DENSAY	47,785	6,036	53,822	0.39
EUROAFRICA	18,370	32,262	50,631	0.36
GEAR BULK	41,745	5,273	47,019	0.34
GRIMALDI LINES	12,946	1,635	14,581	0.11
IMT	486,521	1,227,594	1,714,115	12.35
INTER BULK	397,420	96,961	494,381	3.56
MAERSK SEALAND	100,191	97,085	197,276	1.42
MERADA	229,024	63,998	293,023	2.11
MESSINA LINES	525	66	591	0.00
MOSK LINES	1,589	4,010	5,599	0.04
NAVECO SHIPPING	24,535	61,906	86,440	0.62
NORDEN	136,930	17,298	154,227	1.11
OLDENDORFF	86,284	10,900	97,184	0.70
ORIENT	17,695	2,235	19,930	0.14

PERFORMANCE OF SHIPPING LINES IN GHANA'S SEABORNE TRADE - 2005
VOLUME OF TRADE (IN TONNES) *Continued*

SHIPPING LINE/ CHARTERER	IMPORT	EXPORT	TOTAL	%SHARE
OTHER	266,272	166,861	433,132	3.12
PACIFIC INTL. LINES	273,703	34,575	308,279	2.22
POLYTRA	23,899	3,019	26,918	0.19
SAFMARINE	19,567	49,371	68,937	0.50
SCANCEM	583,114	73,662	656,776	4.73
SEABOARD	6,944	17,522	24,466	0.18
SOAFRIMEX	43,189	5,456	48,645	0.35
TANK AFRICA	5,587	7,452	13,039	0.09
UGLAND	3,728	9,406	13,134	0.09
VERTOM	940	2,371	3,311	0.02
SUB-TOTAL	3,044,437	2,346,442	5,390,879	38.85
LIQUID BULK				
BULKHANDLING	47,537	6,005	53,542	0.39
CHINA SHIPPING	3,196	404	3,599	0.03
DANNIBROG REDERI SHIPPING	882	111	993	0.01
EUROAFRICA	10,478	1,324	11,801	0.09
GRIMALDI LINES	153,341	19,371	172,712	1.24
MEDITERRANEAN SHIPPING	268	34	301	0.00
N.N.P.C.	1,323,342	167,171	1,490,513	10.74
OTHER	168,455	25,772	194,226	1.40
PACIFIC LINES	42,039	5,311	47,350	0.34
SMB	25,704	3,247	28,951	0.21
TANK AFRICA	13,253	1,674	14,927	0.11
TRAFIGURA	10,480	1,324	11,804	0.09
VITOL	373,116	243,136	616,252	4.44
SUB-TOTAL	2,172,091	474,882	2,646,973	19.07
GRAND TOTAL	9,524,364	4,352,329	13,876,693	100.00

MSC AGENCIES (W.A.) LTD.



We Represent Mediterranean Shipping
Company of Ghana, Switzerland in Ghana.
We render Shipping Service Worldwide.

Location:

Meridian Plaza, First Floor, Krakye Street

E-mail: administration@mscatema.com

Website: www.mscgva.com

P.O. Box CO 3010, Tema

Tel. +233 22 200431

+233 22 211133

Fax: +233 22 200424





*The Ghana Shippers' Council is offering
Conference Hall Facilities in its Ultra - Modern
Building (Takoradi Shippers' Centre)
or hiring or rent.*

Facilities Include:

- Large conference facility with capacity of 350 persons
- Mini conference Halls with capacities of 60 persons each
- Restaurant facility
- Car Park with Security



GHANA SHIPPERS' COUNCIL
Providing Shipping Solutions

LOCATION: Chapel Hill, Takoradi Port Business Area

CONTACT The Branch Manager, Ghana Shipper's Council, Takoradi Shippers' Centre, Chapel Hill
Takoradi. P.O. Box 902, Takoradi. Tel. 031 - 21739 Fax: 031 - 21749. E-mail: gsctdi@africaonline.com.gh



YOUR GLOBAL LOGISTICS PARTNERS

TEMA: Commercial Warehouse Road
Main harbour Area
P. O. Box 51, Tema Ghana
Tel: (022) 202332
Fax: (022) 206042
E-mail: delmas@africaonline.com.gh

KUMASI: Plot 49 Block B
PMB
Kumasi Ghana
Tel: (051) 20595
Fax: (031) 20594
E-mail: delmasks@africaonline.com.gh

TAKORADI: 14/13 Amanful Road
P. O. Box 1076
Takoradi Ghana
Tel: (031) 24446
Fax: (031) 23546
E-mail: delmastd@africaonline.com.gh

AIRPORT: Kotoka International Airport
P. O. Box CT 3001 Cantonments
Accra Ghana
Tel: (021) 774225
Fax: (021) 762814
E-mail: scankia@africaonline.com.gh

Food And Drugs Board Port Services Unit - Ensuring Product Safety at the Port

SHIPPING REVIEW



GHANA'S AUTHORITATIVE MARITIME QUARTERLY JOURNAL

Volume 8 Number 2

April - June, 2006

*Strategies For Improving Clearance Of Goods
At The Ports Of Ghana For Supply Chain Efficiency*

*Vehicle Valuation System
.... So Far So Good*

Maritime Trade Of Ghana



Ghana: ₵25,000, UK: £3, US: \$5, Nigeria: N400, CFA Zone: CFA1200

ISSN 0855 - 5184

Most of Ghana's Export and Imports
are covered by

SIC's Marine Insurance Policy



For
↪ Marine Cargo ↪ Marine Hull
Contact SIC first

NYEMITEI HOUSE 28/29 RING ROAD CENTRAL
P. O. BOX 2363, ACCRA, GHANA
TEL: 233 21 780600-9 FAX: 233 21 780615/16



**FOOD AND DRUGS BOARD
PORT SERVICES UNIT**

**Ensuring Product
Safety at the Port**



The role of the FDB port office, which is basically inspectorate in function, ensures that food, drugs, cosmetics, medical devices and household chemical substances that are entering the country are efficacious, safe for use and are of the right quality.

Page 3

**Strategies For Improving Clearance Of
Goods At The Ports Of Ghana For
Supply Chain Efficiency**



Clearance of cargo through the country's ports involves dealing with a number of logistics service providers, government agencies and regulatory bodies in respect of the cargo being cleared.

Page 7



Vehicle Valuation System

.... So Far So Good

"Even if there is manipulation of the system, there is an auditory system to check it and you would always be found out."

Page 12



SHIPPING REVIEW

GHANA'S AUTHORITATIVE QUARTERLY MARITIME JOURNAL

Shipping Review Volume 8 Number 2 Apr. - Jun., 2006

PAPER	PAGE
• 40 Bn Truck Transit Centre Commissioned At Tema	14
• Southern Sector Shipper Committee tours Port of Tema	15
• Company Profile	17
• Personality Profile	18
• Regional Maritime Academy holds graduation parade	20
• Maritime Trade Of Ghana	24
• and more	



GHANA SHIPPERS' COUNCIL

Our Vision

To ensure for the Ghanaian Shipper, quick, safe, and reliable delivery of import and export cargoes by all modes of transport at optimum cost.

Our Mission

To be a state - of - the - art organization that effectively manages the demand side of shipping with view to protecting and promoting the interest of Ghanaian shippers in relation to port, ship inland transportation problems and provision of ancillary shipping services.



Published by:
Ghana Shippers' Council
5th Floor, Enterprise House
High Street, Accra
P.O. Box GP 1321, Accra
Tel. 233-21-666915 - 7

Editor -in- Chief
Kofi Mbiah

General Editor/Advisor
Nana Agyekum Gyamerah

Assistant Editor
Frederick Atogiye

Correspondent
Stanley Okai

Computer Graphics



Printed by:



ELEVATE YOURSELF



FORTUNER

NEW

TOYOTA GHANA COMPANY LIMITED

ACCRA Graphic Road, Tel 021 221 316 / 223122 / 258241 / 228813
KUMASI Harper Road, Adum, Tel: 051 26375 / 27837
TARKWA SIC Building, Tel: 03662 22390
www.toyotaghana.com



Quality that rewards you everyday

FOOD AND DRUGS BOARD PORT SERVICES UNIT

Ensuring Product Safety at the Port

By Roderick Daddey-Adjei
Head FDB Tema Port Office – Senior Regulatory Officer

The Food and Drugs Board (FDB) is mandated by the Food and Drugs Law 305B (1992) to keep a register of all products (food, drugs, cosmetics, medical devices and household chemical substances) that are locally manufactured as well as imported into the country.

The role of the FDB port office, which is basically inspectorate in function, ensures that food, drugs, cosmetics, medical devices and household chemical substances that are entering the country are efficacious, safe for use and are of the right quality.

As part of its effort to ensure that the said products meet the above-mentioned qualities, importers (including freight forwarders) are expected to follow certain procedures to ensure that products that are being imported have already met the approval of the Board.

To get this approval, the designated products must be registered with the Board and cleared from the port with a permit / clearance as the table below shows. Raw materials are however not registered but cleared with permits.

The rationale that goes into the Board's system of ensuring product safety stems from the fact that modern quality management systems emphasises much more on manufacturing industries using a quality assurance system which ensures continuous improvement and assurance that every single product

manufactured meets the desired characteristics of the manufacturer.

In this wise products are thus tested periodically and not per consignment as old traditional end product testing methods would require.

So what does one do if one wants to clear a designated product from the port?

1. The importer must first register the product with the Board.

The process of registration simply requires an importer

- writing to the Board through the Chief Executive applying to register the said product
- filling an appropriate application form (purchased at the front desk)
- paying the appropriate registration application fee
- submitting the required sample size for laboratory analysis and label scrutiny
- receiving a product registration number and certificate before the importer imports the indicated item.

The registration is good for three (3) years so long as the product stays as registered.

Now comes the crucial question:

2. How does the importer ensure that products coming into the country (imports) are cleared?



The Writer

Designated products are cleared from the port with a permit / clearance as the table below shows. Raw materials are however not registered but cleared with permits.

No.	Product type	Registration Status	How to clear from port
1.	Prepackaged food	Should be registered	Clearance letter
2.	Food raw material	Are not registered	Permit
3.	Drug raw material	Are not registered	Permit
4.	Finished drug (allopathic)	Should be registered	Permit
5.	Herbal drug	Should be registered	Permit
6.	Medical devices	Should be registered	Permit
	Household chemical substance	Should be registered	Permit
7.	Cosmetics	Should be registered	Permit



HULL BLYTH

West Africa's Foremost Ship agent



Liner - Tanker - Bulk - Bagged Cargo - Project Cargo
 Nigeria
 Côte d'Ivoire
 Angola
 South Africa
 Ghana

Divisions of Hull Blyth

African Steamship Beacon Shipping Blue Funnel Elder Dempster

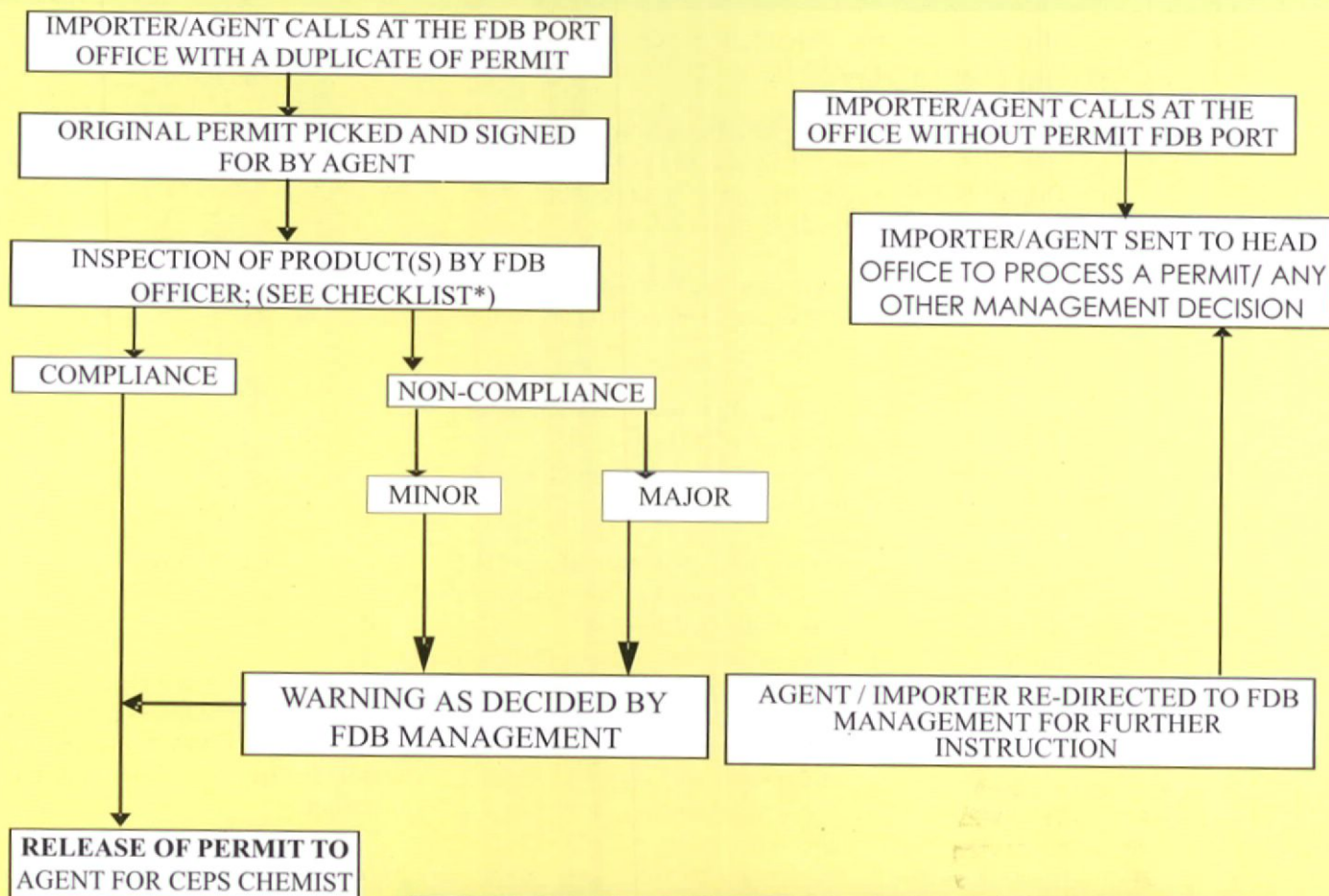
Head Office:
Hull Blyth, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

Regional Office:
P.O. Box 210, Takoradi
Tel: 011-229611, 229602
Fax: 011-229612

Kumasi Office:
P.O. Box 902 Kumasi
Tel: 011-29693, 21605
Fax: 011-29731

FDB Procedure For Clearance of "Drugs" From Tema Port Office

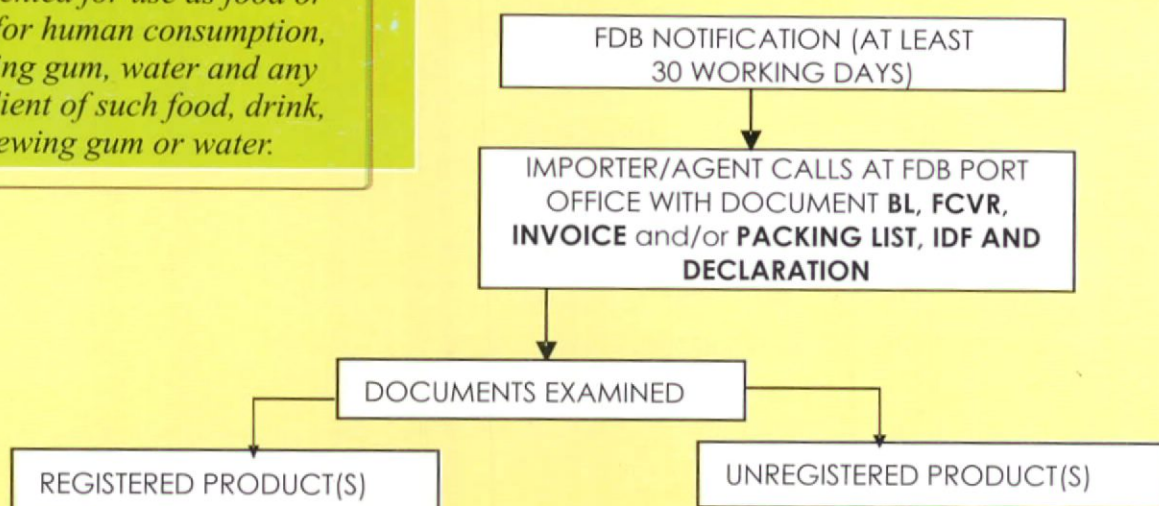
"DRUGS" imply allopathic and herbal drugs, raw materials, cosmetics, medical devices and household chemical substances (PNDCL 305B)

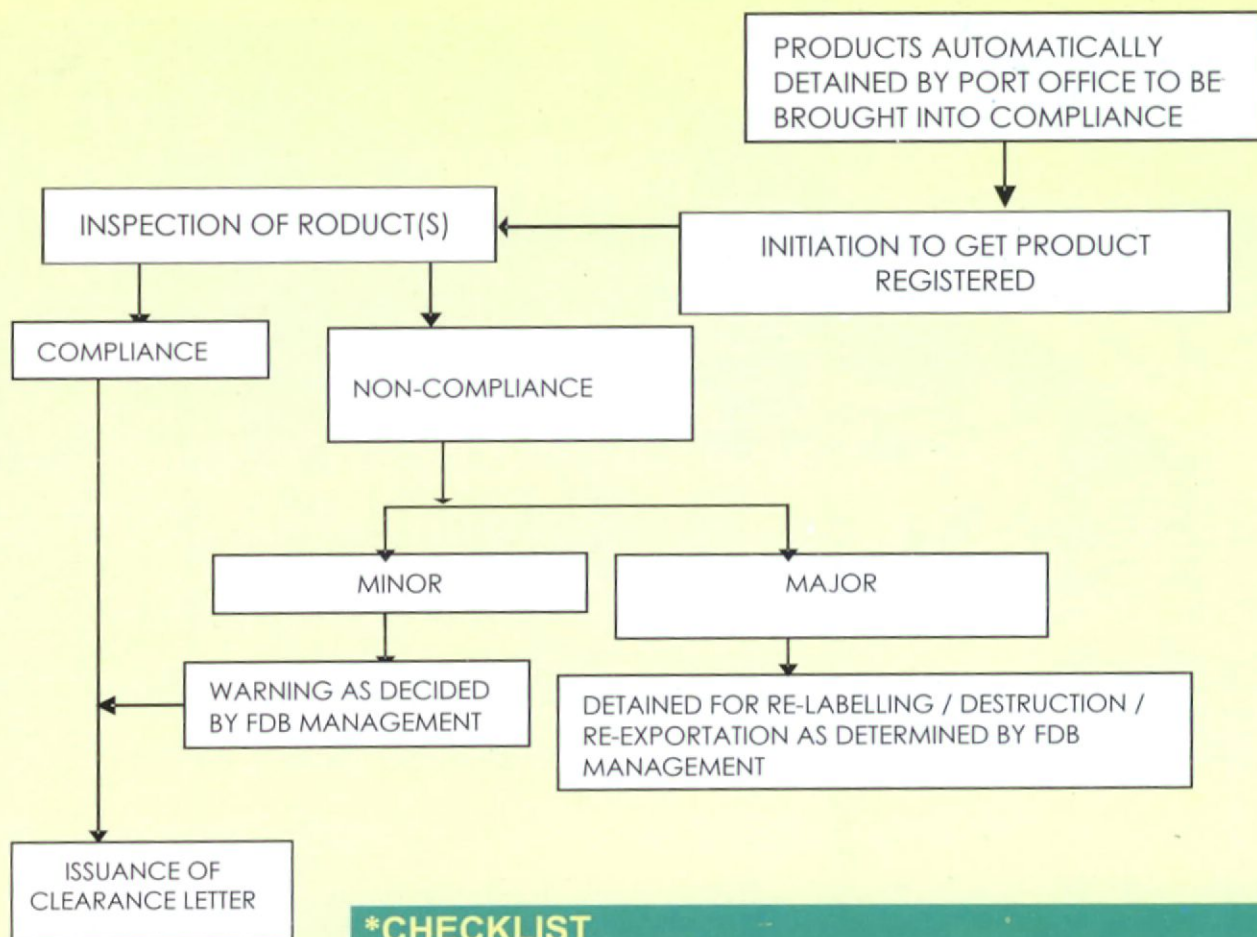


*CHECKLIST

1. Requirement of LI 1541 (General Labelling Rules)
2. Physical appraisal of product
3. Any other criteria especially relevant to a specific product

"Food" includes any article manufactured, sold or represented for use as food or drink for human consumption, chewing gum, water and any ingredient of such food, drink, chewing gum or water.





*CHECKLIST

1. Requirement of LI 1541 (General Labelling Rules)
2. Physical appraisal of product
3. Any other criteria especially relevant to specific product (CODEX, Ghana Standard on Labelling of prepackaged food etc.)

1. Was FDB notified? (when?)
2. Is Importer registered with FDB? (Receipt)
3. Is product registered with FDB? (what is the number?)
4. Is company eligible to import? (Registrar-general certificate/medical personnel)
5. Is consignment covered with appropriate certificate? (Certificate of analysis / health / phytosanitary) from appropriate agency?
6. Is product compliant with LI 1541 (Labelling)
7. Has company processed a permit or obtained a clearance letter from

- Head Office /Port Office?
8. Do you call FDB Tema Port office for parallel inspection per consignment?

Special Foods

9. Compliance with LI 1667: Breast feeding Promotion Regulation, 2000
-Covers Infant formula, "feeding bottles, pacifiers, teats"
10. Iodated Salt only
11. Vegetable Oil
"No Cholesterol," "Free Cholesterol" or "Low cholesterol" etc inscriptions?

Special Drugs

Others – special drugs need special permit e.g. diazepam (psychotropics and narcotics)
Some groups of drugs are not allowed

to be imported to afford local industry a chance to produce. This includes amoxicillin, paracetamol and chloroquin etc. (A more exhaustive list may obtained from the Board)

For further information, one may contact

THE CHIEF EXECUTIVE

FOOD AND DRUGS BOARD
P.O. BOX CT 2783
CANTONMENTS, ACCRA

TEL. 021-661248 / 673090 /
779838 / 778196

Email: fdb@ghana.com

TEMA: 022-213418 / 213410
(Mobile – 020-8125860)

Experts In

Clearing

Forwarding

Free Zone; Import / Export

Warehousing

Consolidation

Haulage



**Location: Second Junction,
after the Mobil Filling Station
Tema Motorway Roundabout.
Hse No. N/1 Comm. 9**

E-mail: hencin2002@yahoo.com

Motto: Your Delight, Our Goal

**MERCHANT SHIPPING
& TRADING AGENCY LTD.**

**P.O. Box CE 11596, Tema, Ghana West Africa.
Tel. 022-308038 Fax: 022-308038 Mobile: 024-4462200**

Strategies For Improving Clearance Of Goods At The Ports Of Ghana For Supply Chain Efficiency



In this Paper, Kofi Mbiah and Emmanuel Arku (GSC) examine some of the bottlenecks impeding the clearance of goods through our ports and provide some strategies for addressing the related issues.

INTRODUCTION

At the onset it would be appropriate to place the topic in context. Very often we talk about the clearance process at the ports without examining the necessary linkage it has with cost and efficiency. Port clearance being cumbersome is in itself a canker but even more so is the bottleneck it creates in the supply chain with its attendant costs leading to uncompetitiveness.

For an appreciation of the effects of the bottlenecks, it is important to mention here Grosvenor Plowman's five 'rights' of the Logistics System. These are:

- The Right Product
- The Right Place
- The Right Time
- The Right Conditions
- The Right Cost

Without delving into these 'rights' it is clear that a cumbersome clearance procedure would indubitably affect the positioning of these 'rights' and hence affect supply chain efficiency.

The impact of the clearance bottlenecks could even be better appreciated when one examines the value of the logistics or supply chain. In its 11th Annual State of Logistics Report, Robert Delaney and Rosalyn Wilson (1999) indicate that in 1999 the United States alone spent an estimated \$554 billion on freight transportation, more than \$322 billion on warehousing storage and inventory carrying costs, and more than \$40 billion to administer, communicate and manage the logistics process. These figures are staggering and they are indeed a pointer to how value is sacrificed when there are clogs or bottlenecks in the supply chain especially when these clogs occur in the port area. When the clogs occur in the port area, it is tantamount to clogging the arteries through which blood flows to the heart- the economy. There is no gain saying the fact that the ports play a crucial role in the economic development of a country, especially in an era where emphasis is on trade as the main means for economic growth and development. Even for those countries that are landlocked, the efficiency or otherwise of their transit ports has direct impact on their international trade transactions and competitiveness.

The global emphasis on trade as a sure means for growth, which was pushed by the World Bank and the IMF in the early 1980s, and the Uruguay Round (1986-1994) of GATT negotiations, which culminated in the WTO Agreement in 1995, have shaped Ghana's trade policy direction along the path of liberalisation.

The effect of this policy has been a tremendous increase in Ghana's international trade over the period bearing in mind that maritime transport is responsible for over 90% of the volume of Ghana's international trade. Therefore, any increase in Ghana's international trade has a major bearing on the ports and other maritime facilities. How we utilise these facilities for a seamless flow of cargoes from where they are engendered to where they are finally consumed thus becomes essential.

Ghana's maritime cargo throughput increased from 6.5 million tonnes in 1996 to over 11.3 million tonnes in 2005. This definitely has put a lot of strain on the maritime infrastructure and cargo clearance systems in the ports, especially when there has not been a corresponding increase in, and improvement on, these facilities.

The result is the myriad of problems we all, especially as shippers, face in the clearance of goods at the ports in recent times.

THE CARGO CLEARANCE PROCESS

Clearance of cargo through the country's ports involves dealing with a number of logistics service providers, government agencies and regulatory bodies in respect of the cargo being cleared. These service providers and agencies include CEPS, GPHA, Shipping Line/Agent and Destination Inspection Companies. The regulatory bodies include MOFA, Ghana Standard Boards and Food & Drugs Board, Environmental Protection Agency, etc.

The prevailing clearance process at the country's ports comprises the following simplified stages:

- Valuation on all commercial imports at the designated Destination Inspection Companies or CEPS valuation for vehicles and personal effects.
 - Obtaining of permits, certificates or approval (where applicable) from MOFA, GSB, FDB, EPA etc.
 - Inputting on the GCNET
 - Payment of Duty, Import VAT and other relevant charges at a GCNet Participating Bank
 - CEPS compliance and verification
 - Release by Shipping Line
 - Delivery at GPHA
 - CEPS physical examination or sighting or scanning
 - Exit Procedures at the gate
- Although the stages look simple, there are very serious difficulties at each stage of the process, which makes the process cumbersome in the real situation. These problems and difficulties result in delays and increased costs to the shipper (i.e. importer/exporter).

PROBLEMS

The main problems associated with clearance of goods at the country's ports cut across all the stages of the clearance process. These problems, which result in delays and, ultimately, costs can be categorised according to the agencies involved. These are the GPHA, CEPS, Destination Inspection Companies (DICs), Regulatory Agencies, Shipping Lines / Agencies, Freight Forwarders / Customs House Agents, GCNet, and Shippers.

(i) Port Handling

The following are the port handling-related cargo clearance problems:

a) **Lack of adequate infrastructure:** The ports of Ghana were not originally built for handling containers. However, with the advent of containers, the ports have been inundated with containers and vehicles with little space and systems to handle

them.

The extension of quay 2 at the Tema Port, for example, has resulted in the berthing of larger vessels that carry huge numbers of containers. This, together with construction works on a new container terminal, has put a lot of strain on the limited space available at the quayside and other container stacking areas. This has in no small measure contributed to the incessant congestion at the port leading to the imposition of Port Congestion surcharge by some Shipping Lines, apart from the increased local costs.

b) Inadequate Equipment:

Inadequate equipment puts much strain on the little equipment, resulting in frequent breakdowns. This situation makes it possible for equipment operators to extort monies from shippers or Custom House Agents in the discharge of their duties for which they already earn wages or salaries.

c) Lack of IT Systems:

There is clearly a lack of an IT-based container management system to facilitate the stacking and tracing of containers. Customs House Agents still roam the length and breadth of the port to trace containers of their clients. The non-existence of a dedicated container terminal is partly responsible for the non-applicability of an IT tracking system (even though this is currently being addressed).

d) On-Line Linkage to the GCNet:

The operations of the GPHA container/cargo delivery is yet to be linked to the GCNet on-line. This means that Delivery Orders (DOs) are still issued manually, after all the customs documentation has been done electronically through the GCNet, causing untold delays in the clearance process.

e) Truck Parking:

The parking of transit-bound trucks over long periods in the port pending the completion of CEPS

documentation and the provision of escorts create congestions and this impede clearance of cargo at the port.

(ii) Customs Clearance

In spite of the intent of the GCNet to largely reduce the human factor in the customs processes and to ensure speedy clearance, a few problems persist whilst new ones have emerged. The following are some of the Customs-related problems in the cargo clearance process:

a) Inadequate Staffing:

There are not enough customs officials, especially the examination officers, to handle the numerous shippers/clearing agents. This results in delays in the clearance process. Consequently agents who "pay more" get early attention.

b) Lack of Professionalism:

There are still human problems of attitudes by some Customs officers. Some are lackadaisical in their approach to their work, deliberately causing delays in the clearance process. Some Customs officers have even been accused of locking up documents of importers in their drawers. This lack of professionalism needs to be addressed through training and effective monitoring.

c) Multiple Physical Examination:

One major problem that needs to be addressed is the multiplicity of physical examination by Customs. This happens at the slightest suspicion of under-declaration or concealment. It has even been reported that recommendations for scanning by the DICs have been overturned for physical examination to be undertaken by Customs.

There is the issue of 100% examination which gives cause for concern. It is important that a risk management system with audit trails are used to ensure a smaller percentage of physical examination, yet very effective in tracking defaulters.

e) Apparent Conflict between CEPS and the DICs:

DICs decisions regarding dutiable values and scanning are often overturned at the compliance stage of the clearance procedure by CEPS officials and therefore shippers and their agents have to make post-entries which further retard the process.

This is a problem of mistrust and suspicion between CEPS and the DICs, which does not auger well for the shipper who bears the brunt of this wrangling. The earlier the problem is resolved the better for the clearance process and the competitiveness of the Ghanaian shipper.

f) Lack of Information on CEPS processes:

Many shippers have complained about lack of adequate information on customs processes and requirements. Where shippers make attempts to find out, they are met with reluctance and a lack of openness on the part of CEPS officials. The piecemeal approach to the giving out of information hinders the clearance process and it must be eliminated.

(iii) Destination Inspection Companies (DICs)

The problems of cargo clearance as attributable to the DICs are the following:

a) Centralisation of the work of DICs:

Currently, the processing and procurement of Final Classification and Valuation Report (FCVR) at the DICs and other statutory permits from agencies like Environmental Protection Agency, Ghana Standards Board, Food and Drugs Board, etc. can only be done in Accra.

This means that all importers throughout the country will have to troop to Accra and to these offices for the required documentations.

A decentralisation of a major part of these processes will help shippers a great deal.

b) Lack of Up-to-date Database on Prices:

The Destination Inspection companies must be impressed upon to keep up-to-date database on

prices in order to do more accurate valuation of cargoes. This is to avert the incidence of some clearing agents/freight forwarders preparing forged invoices and altering of the original copies of their documents, which are intended to ensure low valuations on their FCVRs, leading to lower duties and taxes.

c) Lack of Standardised Valuation Parameters:

Some Destination Inspection Companies are known to give lower valuation figures on their FCVRs, and this has encouraged some importers/clearing agents to alter the ports of loading on their Bills of Lading to ensure that their Bills of Lading are directed to these particular Companies for valuation. This is because of the geographical allocation system by which shippers are assigned to the Destination Inspection companies based on the port of loading of the shipment.

There have been occasions when DICs have assigned different values to cargo of the same manufacturer, description, quantity and origin imported by different shippers. This lack of consistency gives CEPS the occasion to reject these FCVRs and to impose their own values, resulting in post entry for shippers.

The DICs must be encouraged to standardise the parameters for doing their valuations to avoid the huge disparities. There is also the need for continued collaboration between CEPS and the DICs for the purposes of dealing with those fraudulent practices, otherwise CEPS officials will continue to question and even reject DIC valuations, thus further impeding the cargo clearance process.

(iv) Regulatory Agencies

The main problems of cargo clearance associated with the regulatory bodies such as GSB, FDB, EPA, MOFA, etc. are their dispersed locations and the lack of adequate information on their regulations and requirements.

A one-stop shop, where most of these agencies are located would greatly serve the clearance process, as shippers could just go to this place and receive all relevant information on the regulations on their cargoes

and to do their documentations.

Unfortunately, the current situation is that shippers move from place to place for their documentations. This makes clearance of cargo cumbersome.

(v) Shipping Agents

The main problem with the shipping agents is the proliferation of various charges payable by the shipper, making the cost of doing business at the country's seaports very high.

In the strict sense of the liner trade, the freight paid by the shipper covers every other service up to the named port of discharge of cargo, except the Terminal Handling Charges (THC). In cases where the delivery term is CY/CY (i.e. Container Yard to Container Yard) there is no additional local transport cost even if the container yard is located some distance from the port.

Unfortunately, the shipping agents, who are paid by their principals for the services they provide to shippers on behalf of these principals (shipping lines), have introduced various charges which have no basis in shipping. Some of these charges are Container Administration Charges, Container Inspection Fees, Container Evacuation Fees, etc.

This practice is gradually eroding the country's competitiveness in the global market as some of the shipping agents charge as high as US\$120 per TEU as container administrative fees.

Shipping Lines must also ensure accurate manifest data entry to minimise the need for amendments which take a toll on the time and resources of shippers in the cargo clearance process. It is a known fact that some Shipping Agents provide inaccurate or doctored manifest data for the purposes of reducing their payment obligations to Government. A direct submission of cargo manifests to the GCNet by the Shipping Lines instead of passing them through the agents would help address this problem.

(to be continued in the next edition)

JOINING THE CMI

Issues On Hand

By K.K. Kwasitsu, GSC

Introduction

Some 28 years ago Nigeria became the only member of the Comité Maritime International (CMI). Since then, she has had to defend her own and Africa's general interest at meetings convened by the former. South Africa joined in 2004. This piece seeks to urge Ghana and the rest of Africa to join this international non-governmental organisation that has influenced the course of international maritime transport legal regimes since the 1890s.

In his interventions during a recent sensitisation meeting on the CMI in Lagos, Chief Idowu (SAN), the renowned Nigerian maritime lawyer noted, *inter alia* that "... developing states have gradually been awakening to the reality that the developed states have often used non-governmental international organisations to achieve their national interests. An example is the existence and work of the CMI."

The CMI – What is it?

As noted above, the CMI was founded in 1880s by a group of prominent Belgian political and commercial interests. The CMI aims at unifying, as closely as possible, the plethora of maritime, commercial and legal regimes that have governed the conduct of international maritime trade transport in particular. In this effort, the CMI has, over the years, worked with the United Nations Commission on International Trade Laws (UNCITRAL) on various international commercial maritime law / rules and regulations. These include the Hague Rules, the Hamburg Rules, Hague / Visby Rules and their variants.

Also included are ingenious permutations of these rules as well as importations of home grown legal rules that have only heightened the need to exert more effort to unify the



Chief Idowu (SAN)
Maritime Lawyer

regimes. As readers are aware, maritime transport carriers move more than 90 percent of world (international) trade.

The need for the attempt to unify all these regimes that guide the conduct of international maritime, commercial business therefore becomes the more pressing because of the above stated situation. If an organisation is at the centre of international attempts to unify the various trade regimes and go on to shape up same, then that organisation is influential indeed. That is what the CMI is. So that today, together with UNCITRAL, it has become the main international NGO that fashions out maritime commercial conventions for the acceptance of the nations of the world. Suffice it to add that the CMI significantly influenced and continues to influence the crafting of international transport instruments.

Today, the CMI has done tremendous work on the new draft International Transport Instrument. This draft has been upgraded by UNCITRAL into a Draft Convention on the Carriage of Goods (partly) by sea.

During the first 15 years of its existence, the CMI has hosted 11 international conferences on Maritime Fraud, Collisions at Sea, Carriage of Goods by Sea, etc, thanks

to its relationship with the Belgian government. This greatly enhanced the CMI's importance.

International membership of the CMI has only increased. The only other African country that joined in 2004 is South Africa. Problems of subscription caused Senegal's withdrawal. But she is re-organising to rejoin. The above picture goes to show that Africa ought to hurry up to join the CMI for a good number of compelling reasons.

At the Lagos meeting referred to above, Chief Idowu stressed that given what has gone on and continues to go on in the international maritime sector, it has become a pressing logical need to trigger the interest of Africa in the work of the CMI. For, already the current Draft Transport Instrument has been upgraded to a Draft Transport Convention. This Convention would be pushed down Africa's throat, if Africa, or for that matter, West and Central Africa do not move to participate in the work of the CMI in relation to this Convention. Chief Idowu bemoaned the fact that the Nigeria Maritime Law Association (NMLA) is the lone voice on the CMI, in trying to represent the interests of both Nigeria and Africa.

He observed further that since Africa is very interested in the importation and exportation of goods, Nigeria alone could not continue to seek its own peculiar interests as well as those of Africa, especially when some countries in Africa have needs that are unique to them too. Chief Idowu therefore stressed that it is only by forming its own national maritime law association and becoming a member of the CMI that each country would have the opportunity of participating in CMI meetings and programmes in furtherance of international maritime trade.

From the foregoing it is obvious that the time is ripe for Ghana, and all West and Central Africa to join the CMI. Otherwise, obviously, Ghana's interests will not be catered for.

Beyond the call for joining the CMI, after being formed, the Ghana Maritime Law Association (GMLA) would likely play important roles in the maritime affairs of Ghana in several ways. These include:

- The GMLA would serve as a consultative group in Ghana's maritime industry to Government.
- The GMLA can usefully affect Ghana-wide maritime legislation. This may well save Government
- the huge fees charged by foreign consultants.
- The GMLA can become a pre-eminent think-tank on Ghana's maritime law development.
- The GMLA could help the Ghana School of Law to develop curriculum towards building the necessary capacity for the future in the area of maritime law.
- Other developing economies not necessarily African, may call on the GMLA for assistance in developing their own maritime associations.
- Last but not the least, individual members of the GMLA may

develop their own niche-interests and thus specialise therein for their own good.

The CMI serves as above for both its home government as well as for other maritime bodies and countries.

Membership

To join the CMI, each would-be country Association would first have to be formed, by at least six individual and or corporate members. The Association would then register itself as such by going through the normal processes of registration. Thereafter, the Association would choose its executives and apply for a provisional membership of the CMI.

While it is recommended that each Association should have its structure as close in resemblance as possible to that of the CMI, there is room for the establishment of an executive team that suits each Association's convenience. Like the CMI which is registered and operates under the Belgian law, each Association would operate under its country's laws.

It is to be noted also that due to its multi-sectoral nature, each Association must have as members, insurers, bankers, freight forwarders, stevedores, average adjusters – interests that have to do with maritime transport and trade – as well as interested lawyers.

In applying for provisional membership, each application would have to be supported by two country associations. In the case of Ghana, the supporters would be the Associations of Nigeria and South Africa. That may go for the rest of the yet-to-be-formed Associations too.

It is worth noting that the Maritime Organisation of West and Central Africa (MOWCA) has taken up the effort of sensitising the rest of West and Central Africa – from Mauritania to Angola and the land-locked states – to form their Associations as soon as possible.



McDan Shipping Company Ltd

*International Sea and Air Freighting,
Cargo Handling,
Consolidation and Deconsolidation,
Custom Brokerage,
Warehousing,
Haulage,
3rd Party Logistics,
Clearing and Forwarding,
Consultancy*



MEMBER



UFO
NETWORK PARTNER



MEMBER

Head Office: AVIANCE, Block 10, Room A & B, P. O. Box CT3797, Tel +233-21-762280,
Fax: +233-21-770456, Email: mcdan55@yahoo.com, dan@mcdanshipping.com
Tema Office: GIFF Secretariat, Harbour Area, Opp. Meridian Hotel
Tel.: +233-22-210146, Fax: +233-22-216495

Just Call! And we Deliver

Vehicle Valuation System

.... So Far So Good



Sam Yankyera

The new computerised Vehicle Valuation system put in place by the Customs, Excise and Preventive Service in September 2005 at the Tema Port to assess the value of imported second hand vehicles and to levy the appropriate tax and import duty on them is working well after initial problems following its introduction.

The system replaced the ineffective manual system which relied on an improvised database comprising of an old vehicle manufacturer's manual and bits and pieces of information collected in exercise books and written on pieces of paper.

Speaking to the *Shipping Review*, the Sector Commander of CEPS in charge of the Tema Port, Sam Akwasi Yankyera, said the new system has significantly reduced the time importers spend at CEPS clearing their vehicles and also cut down or virtually eliminated penalties imposed on them for avoidable errors occasioned by the provision of wrong data on their imported vehicles. "With this computerised system, importers spend minutes instead of days at CEPS and one no longer witnesses any long queues at our place."

Explaining the process of valuation to determine the taxes and duties payable

on imported second hand vehicles, Mr Yankyera said valuation is based on the Home Delivery Value (HDV) of the imported second hand vehicle. The HDV is the price of a newly manufactured vehicle which is given to the car dealers.

After that is determined, the vehicle is depreciated according to the number of years since its manufacture in consonance with the provisions of the enabling law, PNDC Law 330.

For example if the imported second hand vehicle's age does not exceed six months after year of manufacture, it is considered a new vehicle and does not suffer depreciation. If it is more than a year and a half but does not exceed two and a half years, it is depreciated by 30%. Thus the importer pays 70% of the first purchase price. If it is more than two and a half years but up to five years old, it is depreciated by 40%.

The next stage is the determination of the age of the vehicle. The difficulty with this process in the manual system was that "people imported their own values on pieces of paper or in a landing account." Using the value of a 1990 Opel vehicle obtained from car dealers for example, an imported 1991 model suffered a 5% upward adjustment in value while a 1989 model benefited from the reverse.

"That method was not objective because the percentage increase or decrease did not depend on actual valuation.

The other difficulty was that the manual system did not take account of the various makes, engine capacities and extras which came with imported vehicles of the same model in its valuation.

The computerised system, however, contains a compiled vehicle database from correct and verifiable data available for vehicles from USA, Canada and Brazil from the National Association of Dealers of Automobiles, making valuation of vehicles from these countries objective, predictable, transparent and fair while the new software "PC CarPro provides realistic HDV's for European specifications. The age of the vehicle is then determined from the chassis of the vehicle.

With this hurdle cleared, the Freight and Insurance are added to get the Customs value for the imported second hand vehicle.

Mr Yankyera reckons that though the computerised system being a human creation may not be foolproof, it is still a marked improvement on the manual system. "Even if there is manipulation of the system, there is an auditory system to check it and you would always be found out."

The World Customs Organisation (WTO), Mr Yankyera reveals is currently examining Ghana's valuation procedure for possible adoption.

Mr Yankyera concludes that the way forward would be to improve upon the current system by creating a one stop shop that would enable the electronic system to generate the Age and Cubic Capacity (CC) of imported second hand vehicles on its own.



AKTOSFREIGHT CO. LTD.



Contact Address:

TEMA.

Room 406
TFS Building, Tema
Tel. 022-207015
Fax: 022-210230
Mobile: 024-4369609

AIRPORT

Ghana Airways Building
Opposite Airport Post Office
Tel. 021-762435

KUMASI

Top Martins Building
Asokwa
Tel. 051-82858

Experts In:-

- **Clearing**
- **Forwarding**
- **Shipping**
- **Import / Export**
- **Consolidation**
- **Warehousing**
- **Haulage**

P. O.Box MD 1034 Madina - Accra. E-mail:gato@wwplus.com

€40 Bn Truck Transit Centre Commissioned At Tema

A €40 bn Truck Transit Centre owned by Ghanaian business magnate and Chairman of Port Handling Company, Alhaji Asuma Banda, was commissioned in Tema on May 29, 2006.

Speaking at the commissioning of the Centre built by the Jescan Construction Limited, Alhaji Banda noted that the phenomenal increase in the carting of goods over the country's territorial land due to the Ivorian crisis, as well as the increase in cocoa production in recent times had worsened vehicular movement at the Tema Port thus leading to congestion.

"Heavy trucks loaded with cocoa beans for export have taken over virtually every available space at the ports."

He said the traffic volume is expected to grow at a fast rate given the favourable economic conditions presently existing in the country, stressing, "There is no doubt, therefore, that there is a need for state-of-the-art transit centre parking lots to contain the expected increase and avoid the nuisance of trucks parking indiscriminately all over the port cities."

He, therefore, indicated that the idea to establish the Truck Transit Centre was borne out of this identified need.

According to him, the vision of the Port Handling Company was to be the first and leading vehicle transit centre in Ghana, which he believes can be achieved through strategic business development, recurrent expansion, excellent service and unique service and product offerings, as well as convenient service, targeted at the needs of the truck vehicle market.

"Our basic concept and strategy is to cater for large axle vehicles, targeting trucks in transit at the Tema Port, and maintain a team of staff, which has extensive experience in this industry," he said.



Haleem Banda

Meanwhile, statistics available to the Ghana Ports and Harbours Authority indicated that there are about 425 trucks parked outside the main Tema Harbour.

These trucks are parked in unauthorised areas in and around Tema township.

Out of this figure, about 150 other trucks are said to be in the main harbour daily either waiting to load or off-load, or escorting customs officers to escort transit goods through the country.

Some of these trucks wait for an average of five (5) days for their companies to transfer or wire money to them for utilisation during the period of transition.

As part of its social responsibility to decongest the Tema Harbour and township, the PHC says it will offer a two-hour free parking to its customers. In an interview with the *Shipping Review*, Haleem Banda, Manager of the PHC, Mr. Banda said for now the owners of trucks that park at the transit centre would be required to pay to the company €4,000 per hour for the first 36 hours and from then on €4000 every three hours. According to him the centre took almost a year to be constructed.

Phase Two and Three are expected to commence in August 2006 and to be completed after eight months. "Phase Two involves the construction of a 72-room hostel for both drivers and individuals visiting the port and an office block. The top floor would be used for offices and administration while the ground floor would be used for retail and also have a local restaurant that would serve food to the truck drivers."

"Phase Three would involve the construction of another park. When that is completed, we expect to have space for a total of 200 trucks at this centre in addition to two filling stations and a business centre among others."



Southern Sector Shipper Committee tours Port of Tema



Mr Adorkor (GPHA) explaining a point to the group
Mr Adorkor (GPHA) explaining a point to the group

The Southern Sector Committee of the Ghana Shippers' Council on June 7, 2006 undertook a tour of the Port of Tema to acquaint itself with infrastructural development taking place there.

The committee was first addressed by the various departmental heads of the Ghana Ports and Harbours Authority (GPHA).

Jacob Adorkor, Stevedoring Manager, who took the committee and the media round facilities at the Port revealed that GPHA is taking steps to check the presence of unauthorised persons within the Tema Port to ensure uninterrupted operations.

Accordingly, GPHA is to impose a surcharge of ₵100,000 on people who enter the port without any pressing business to do.

The Southern Sector Shipper Committee members were earlier briefed on the expansion work at the container terminal, which now has a capacity for about 4,600 containers.

They were also briefed on efforts to decongest the Port to facilitate trade, security, as well as the dredging of some berths to take in larger vessels.

Mr Adorkor explained that human traffic had to be reduced to the barest minimum in view of the risk involved in Port operations especially in the handling of heavy duty containers and equipment. Mr Adorkor expressed the hope that the measures would achieve the desired results.

He said before the arrival of any cargo a manifest would be forwarded to Clearing Agents or Shippers giving the condition of the cargo and other details such as the date and time of arrival, adding that because of this they did not have to frequent the Port. Cletus Kuzagbe, Container Terminal Manager, said a schedule would be

prepared for Shippers to load their cargo to avoid undue delays at the Port. According to him, Shippers would be only allowed after they have been notified to do so by GPHA and revealed that rent charges would be waived in case of delay caused by the Authority.

Esther Gyebi-Donkor, Public Relations Manager of the Port, said transit trade increased from 764,000 tonnes in 2004 to 875,000 tonnes in 2005 while the

number of vessels calling at the Port had also increased considerably.

Alhaji Suleman, Project Engineer, said work on the main road at the Western Gate of the Port would begin in August to make it a dual carriage.

Major Asamoah Duodu (Rtd), Security Coordinator, said the Authority observed strict security measures in line with the International Ship and Port Facility Code and assured importers of the safety of their goods.

He said security at the port had been tightened since the September 11, 2001 terrorist attacks in the United States.

George Alorsor, Senior Shipper Services Manager of the Ghana Shippers' Council, expressed his satisfaction with developments at the Port, especially the provision of modern facilities such as gantry cranes to aid business.

He however called for the training of the operators to handle the equipment efficiently.

Mr Alorsor advised Shippers and Agents to ensure that their documents were in order to facilitate the smooth clearance of goods and to comply with all the necessary directives to avoid unnecessary delays.

The Importer/Exporter Shipper Committees were established in 1994, 20 years after the Council was formed in 1974.

The establishment of the Shipper Committees was a recognition of the expansion of the Council's activities and the prevailing liberalisation in the country at the time. Presently there are committees serving the Southern, Western and Northern sectors of the country. These committees are located in Accra, Takoradi, Kumasi, Tamale, Sunyani and at Bolgatanga.

The objective for their formation was for them to provide a forum for interaction with a view to exchanging first hand information, researching into problems affecting import and export shippers and finding solutions to them and secondly to give them the opportunity to be involved in the activities of the Council.

The deliberations of these Committees take the form of special seminars at which problems will be researched, technical papers presented and recommendations made.

Membership of the Committees is mainly made up of importers and exporters, from the private sector ranging from small scale enterprises to the industrial giants. The exporters include both traditional and non-traditional exporters. The Chairpersons of these committees are members of the Governing Board.

The work of the Committees centres on solving problems of shippers and educating the membership. The committees have dealt with various shipping problems ranging from port related issues, shipping related problems, destination inspections, customer related problems, performance or clearing and forwarding agents and problems related to inland transportation air-freight and storage.

Since the establishment of the committees, they have actively been involved in various aspects of the Council's activities and have chalked some successes. They have periodically organised seminars, workshops and lectures to educate members on various topics such as the General Rules of the WTO Valuation, procedures involved in warehousing and clearance of transit cargo through customs.



Get covered

Life . Motor . Fire . Accident . Marine . Liability . Travel . Etc

Life, they say begins at 40...that is if you have lived and planned well enough to enjoy it. A well lived and planned life is one that is insured against life's many uncertainties. Like the mythical bird: phoenix, Insurance from Phoenix Insurance provides you with a bucketfull of second opportunities to make your life worthwhile. Don't sit back and wait until you turn 40, you might be in for a surprise. Get covered now...

With us!

Our Branches

Tema
Kumasi
Takoradi
Sunyani
Obuasi
Oda



Phoenix Insurance

Tel: 021 911023/911024. P. O. Box 17753, Accra-GH



TARZAN ENTERPRISE LTD



Introduction

Tarzan Enterprise Ltd is a private limited liability company whose main operational branch is located in Tema, Ghana. Established in 1942, it started as a transport business, which, at the time, was reputed for transporting Ghanaians to perform the Hajj pilgrimage in Mecca, Saudi Arabia, but later expanded its pursuits to provide more integrated services by developing land into warehouses and container depots, where it operates container handling and goods storage.

A proud member of the company's assets is its building in the heart of the capital's commercial district, that offers 1,400m² of office space and 2,400m² of stores for rent." The stores are part of a larger complex known as Tarzan House.

Tarzan is a family owned business. Tarzan's main operational branch is in Tema, at the main Tema roundabout but its head administrative office is in Accra, and also has an office in Adum Kumasi.

employs 120 people, the majority of whom are Ghanaians, operates dozens of trucks and vehicles, and above all, enjoys a gracious and ancient goodwill that the name Tarzan evokes.

The name Tarzan was conceived by Hajj Mustapha Kamal Hamoui, the founder of the company. As a young boy schooling in Ghana in the 1930s, it turned out that he was the only 'white' person in his school. The only other white man most of his friends were familiar with was the character Tarzan from the hit movie, so they named him same. This struck a chord with Al-Hajj, who named the company he founded in 1942: 'Tarzan Colonial Transport' which was later changed to 'Tarzan Enterprise Ltd' after Ghana attained independence in 1957.

The company's logo is an Arabic calligraphic artwork that reads "ma sha'a llah" (By the will of the Almighty), which is a muslim way of thanking God for a prosperous business. It is now strongly associated with the company. It

founder in 1942.

Expansion of company facilities

In October 2002, Tarzan injected significant resources to transform its land in Tema into an ideal container depot environment leading to the following:

- The addition of 12,000 m² of reinforced concrete.
- The installation of two new hygienic worker showers that can each accommodate up to 10 workers at any given time
- The installation of a wash tower for the purpose of cleaning containers
- The installation of street lights to the yard so that night activities can take place

The company in November 2002 purchased two new forklifts to support its container depot unit.

In August the following year, the Cocoa Marketing Company (CMC) rented Tarzan's container depot for cocoa offshore handling while in October of the same year, the CMC took control over the land designated as container depot in Tarzan's Tema Yard.

The land is now used for cocoa offshore handling previously done at the Tema Harbour. The next month, the company, in its constant effort to upgrade its services to its clients, acquired 10 brand new trucks, as the first phase of a general plan to renew its fleet. This was consistent with Tarzan's philosophy of providing reliable and robust services to its clients.

The company which currently was first introduced by Tarzan's

Tarzan also took delivery of 28 Tonner SMV forklifts in July 2004 to further improve the handling of containers in the Container Depot.

Tarzan began work in November 2005 on a new complex that comprises a large showroom (800m²), large warehouses (7000m²) and a container depot. The first phase of the project would end by September 2006. It consists of the showroom and the smaller warehouse. The second phase is expected to end by September 2007.

Tarzan Enterprise Ltd strongly believes in the importance of a collective endeavour. The business would not have thrived if it were not for the individual contributions of every member of its big family. Not only because each and every one of them is an expert in his field, but also because of the efforts, dedication and goodwill they have contributed to Tarzan.

Haulage

Tarzan has a long history and experience in haulage transport. Its red trucks are recognisable all over Ghana and their name is equivalent to goodwill.

Their rates largely depend on the distance they cover and the weight of the goods. The company has as



well promotional prices for large jobs.

Why choose Tarzan? (the company's 3 Rs)

Reputation: Tarzan has been in the Haulage business for 60 years, gaining a vast experience.

Reliability: Tarzan has its own workshop and an always-ready maintenance team. Even more, the company maintains its fleet on a regular basis to guarantee uninterrupted service.

Readiness: Its fleet are always ready to begin with a new job, which makes Tarzan ideal for clients with urgent needs.

Container Depot

In late 2002, Tarzan upgraded its

Tema yard by adding an extra 12,000 m² of reinforced concrete. Together with her forklifts, it will be an ideal environment for containerising goods before sending them to the port, thus avoiding congestion.

Tema Warehouses

The company's Tema warehouses located at the Motorway Roundabout and Akasanoma Co. Ltd are ideal for the storage of up to 52,000 tons of goods, in a clean and well maintained environment.

Currently, the warehouses are all being used by the CMC and are therefore not available for rent.

With a vision to specialising in value added services by connecting more with the logistics/distribution side of the trade equation and diversifying its operations by focusing on other areas apart from cocoa, the future is bright for Tarzan Enterprises Ltd and the sky certainly the limit.



An artist's impression of the New Tema Complex

Personality Profile

MR ZIAD HAMOUI, Executive Director (Transport) - Tarzan Enterprises Ltd



would be a one-stop shop that would have a display room and office space for a bank because the building already has a "safe room." It would also have in addition custom bonded warehouses for the Customs, Excise and Preventive Service and the Ghana Ports and Harbours Authority. It is expected to be completed by September 2006.

The second phase which is expected to be completed in mid-September 2007 will consist of seven separate warehouse units. Mr Ziad Hamoui reckons that Tarzan Enterprise Ltd plays a significant role in the national economy. Its niche market is the cocoa industry to which it provides a package of services. "Cocoa is the life blood of the national economy and the services we offer through our work with the Produce Buying Company (PBC) and the Cocoa Marketing Company (CMC) is tremendous."

Along with other haulage companies, Tarzan Enterprise Ltd's haulage trucks haul cocoa from farming areas to the capital. Since 2003, their warehouses in their main operations building at the Tema Roundabout and at Akasanoma also in Tema have been responsible for the containerisation of cocoa on behalf of CMC. "We have been working with PBC and CMC since 1995. Our warehouses account for 300,000 tonnes of cocoa annually."

The company, however, has plans to diversify its operations by focussing on other areas apart from cocoa. Tarzan's vision in the next five years, he reveals is to specialise in value added services. "We will try to connect more with the logistics/distribution side of the trade equation and create more value."

Mr Ziad Hamoui is one of five Executive Directors of Tarzan Enterprises Ltd, a private limited liability company, whose main operational branch is located in Tema and specialises in developing land into warehouses and container depots, where it operates container handling and goods storage.

Mr Hamoui concurs with his father Malek Hamoui, one of the three shareholders of the family business which spans over 60 years, when he describes him as a fourth generation family businessman.

The family business which was established by Ziad's paternal grandfather, Hajj Mustapha Kamal Hamoui, in 1942, was originally known as 'Tarzan Colonial Transport.' It started as a transport business, which, at the time, was reputed for transporting Ghanaians to perform the Hajj pilgrimage in Mecca, Saudi Arabia.

The two other shareholders of the business currently are Mr Ziad Hamoui's paternal uncles, Zafer and Riad Hamoui.

Mr Ziad Hamoui along with his cousin, Majdi Hamoui who is 24, and three others who are all Executive

Directors of the company, are the younger faces of the company that has established itself as one of the market leaders in their area of expertise.

Mr Ziad Hamoui, 27, who describes himself as Lebanese-Ghanaian had his basic education in Accra at Ecole Francais (French School) and holds a Bachelor's degree in Business Administration from the American University of Beirut, the best university in his home country Lebanon and by far one of Asia's most prestigious. After his first degree, he came back to Ghana to work in the family business. Two years into work at Tarzan Enterprise Ltd, he left to pursue postgraduate studies at the University of Plymouth. He returned to Ghana with a Master of Science degree in Port Management and recently got married.

Ziad Hamoui's time at Tarzan Enterprise has coincided with some of the tremendous developments that have taken place there in past few years. Tarzan began work in November 2005 on a new complex that would accommodate warehouses (72,000 m²) and a large showroom (8,000 m²). The total land size for this new complex is 4.2 acres. The first phase comprises a large showroom



Regional Maritime Academy *holds graduation parade*

The Regional Maritime Academy (RMA) has been asked to put in place a programme that gives basic training in safety and environmental protection to indigenous fishermen and inland transport operators to enable them to go about their activities safely and efficiently.

This was contained in an address read by the Minister of Presidential Affairs and Chief of Staff, Kwadwo Mpiani, on behalf of President Kufuor at the 2006 graduation parade of the Academy on Friday, 9th June at which 153 cadets and students passed out after successfully completing various maritime programmes and courses

"I believe the recent Volta Lake disaster in Ghana and the Jola ferry tragedy in Senegal could have been averted if those manning the vessels and plying the waters had requisite up-to-date skills," the President said.

He congratulated the graduands on the successful completion of their courses and advised them to let the knowledge

they had acquired reflect in the manner in which they handled their jobs.

He commended the board, principal and staff of the Academy for their hard work in spite of the numerous challenges they faced saying that the time had come for countries which are not yet members of the governing body of the Academy, to join and find ways of pooling resources towards its expansion.

President Kufuor gave the assurance that Ghana would continue to do its best for the Academy's future progress and appealed to other member countries to play active roles in the running of its affairs.

The Minister of Harbours and Railways, Professor Christopher Ameyaw-Akumfi said the RMA Board would ensure that the Academy remained a centre of excellence providing students with the facilities to realise their full potential in personality development and employment.

He said the Board was working to

establish a Fisheries Department Unit at the Academy to run courses for the fishing industry and to educate and train fishermen and associate personnel in security and safety on the country's water ways and in the prevention of environmental degradation.

"Another area receiving the Board's attention is the seaboard training of our cadets and the creation of job opportunities for them," he said, adding that though the sub-region abounds in well-trained seamen; most of them are jobless because of the demise of national shipping lines.

He called for an effective marketing of the country's seafarers in the international labour market to solve the problem.

Prof Ameyaw-Akumfi said through government's approval, the RMA could now access the Ghana Education Trust Fund and the Training and Learning Innovative Fund for the

provision of teaching equipment, infrastructural development and transportation among others.

He appealed to other organisations and individuals to emulate government's efforts by contributing towards the rapid expansion and development of the Academy.

The Principal of the Academy, Captain Aaron Obeng Turkson, in his speech said the upgrading of the Academy's Diploma Programmes to a four-year BSc degree Programme in Marine Engineering, Nautical Science, Marine Electrical/Electronics Engineering and Ports and Shipping in 2003 as well as the introduction of a Masters Degree Programme in Ports and Shipping Administration in collaboration with the University of Ghana at the beginning of the 2005/2006 academic year formed part of a general expansion programme at the Academy.

According to him, the main objective for that re-orientation was to "respond to the new challenges within the maritime industry and also, to provide university education to a large pool of our youths who though qualified, could not have entry into our traditional universities due to limited available places."

Capt Obeng Turkson announced that the Academy's Maritime Safety Department besides the mainstream academic programmes conducts, on regular basis, the International Maritime Organisation (IMO) Mandatory Courses and other Short Courses.

The current total student population on the regular courses stands at 802 while short courses participants numbered over 1000 at the end of the first half of the year. Additionally, a sizeable number of the current student population is made of students from

Nigeria, Ethiopia, Madagascar, Cote D'Ivoire and other non-member countries, the Principal revealed. Furthermore, the Academy also organises off-campus training outside Ghana. Such training activities have been conducted in Nigeria, Sierra Leone, Cameroun, among others to meet the increasing demand of training for sea-farers and Port Operators of our sub-region.

The Principal appealed to Government to provide the Academy with a modern and well-equipped library, an Auditorium since the current one sits less than 100 persons, school buses to improve educational visits and an administration block.

He further appealed to all other individual and corporate shareholders to give the Academy their support particularly in the area of infrastructural development, training equipment and human resource development.

GHANA INSPECTIONS LIMITED

Marine Surveyors, Claims Adjusters

Ghana Inspections Limited, Lloyds Agent in Ghana. We offer the following services:

- ! Expertise services in Marine & non Marine Survey and Claims Network
- ! Local Knowledge
- ! Global Expertise
- ! Constant Originality put us at the top in Marine and non Marine Surveys and Claims Adjusting.

Our LLOYD'S Trained Cargo Superintendents & Surveyors are at your services Twenty Four Hours (24Hrs) daily.

Head Office-Tema:

Location: TFS Building, 3rd Floor, Suite 405, Community 1, Tema.
P. O. Box 199, Accra-Ghana. Tel: 233-22-205523/233-22-210508
Fax: 233-22-204356. Emails: its@gil-its.com&gilits@4u.com.gh
Mob: 233-24-4234913 / 233-27-7435584 / 233-27-7454513

Office-Takoradi Port:

Location: Log Office Room 3, Opposite Port Fire Service, Takoradi Port Area.
Tel: 233-31-24600 or Through Tema Office

We serve you 24 hours Daily.

LLOYD'S Agency



KAIPTC hosts RMA Governors Confab

The Kofi Annan International Peacekeeping Training Centre in Teshie hosted the 37th Annual Meeting of the Board of Governors of the Regional Maritime Academy (RMA) from Tuesday June 06 – Thursday June 08 2006.

The RMA is a tertiary institution based in Accra, consisting of five (5) member states: Cameroun, Ghana, Gambia, Liberia and Sierra Leone.

The Academy is dedicated to the consistent development of human capital in the maritime industry of the sub-region, and offers undergraduate, graduate and professional courses. The RMA is a branch of the World Maritime University in Malmo, Sweden and affiliated with the University of Ghana, Legon.

The Academy from its humble beginning in 1983 as a Diploma Awarding Tertiary Institution, expanded its course base, reviewed its curriculum and started the BSc Degree Programme in 2003 and followed it with the enrolment of its first batch of Master of Arts (Ports and Shipping Administration) at the beginning of the 2005/2006 academic year.

The Board of Governors consists of the five (5) Honourable Ministers from the member states of the RMA, the Secretary-General of the Maritime Organisation for West and Central Africa (MOWCA), the Principal of the Academy and staff and student representatives.

Their annual meeting discussed the events of the past year, as well as policies and policies that will affect delivery of the Academy's output for the upcoming period.

The Current Chair, Ghanaian Minister for Harbours and Railways, Prof Christopher Ameyaw-Akumfi in his speech at the opening ceremony urged member countries not to relent in their efforts to meet their financial obligations to the Academy in a timely fashion even as he recognised their contributions to the RMA in the face of serious financial constraints.

Prof Ameyaw-Akumfi especially praised The Gambia for their 100% payment of their contributions to the Academy for the past five years and their decision to finance one of the capital projects of the Academy with effect from next year following discussions he had with The Gambian Government when he led a delegation to that country to discuss the perennial non payment of financial contributions to the Academy.

The Chairman also handed over a cheque of US\$100,000 to the Principal of the Academy being Ghana's additional contribution to the RMA with the announcement that the country had secured about one billion cedis towards the completion of the 40-room dormitory block for students to address the problem of residential accommodation at the Academy.

Mr Youmba Josue in a speech delivered on behalf of Dakole Daisalla, the Honourable Minister of Transport of Cameroun,

reminded member countries of their "responsibility to empower our people, our young people particularly, with the required skills to enable them face the challenges of today and tomorrow thereby ensuring that our sub-region grabs a fair share in the shipping sector of the global village."

He identified the challenges facing the maritime sector of the sub-region as the need for safe navigation on clean seas, security on board ships, ports and port installations, well constructed and properly equipped ports and harbours, well trained personnel and above all an efficient Maritime Administration to draw up and implement policies that will ensure the growth of the sector.

John S Morlu, the Honourable Commissioner Bureau of Maritime Affairs of Liberia, on his part expressed his country's commitment to honouring with consistence its legitimate obligations to the RMA.

Mr Morlu said while Liberia would welcome and subscribe to meaningful and legitimate ways of revenue generation, she would advocate that caution be exercised in order not to depart from the original cause for which the Academy was established.

He said excellence is a habit and an act that must be under continuous focus and therefore expressed Liberia's commitment to the restructuring exercise at the RMA and announced that Liberia had offered some comments on salient points of the respective documents prepared and presented by the

SG-SSB

International Business Centre

Foreign Accounts
Foreign Exchange Accounts
Letters of Credit
Imports Under Collection
Imports By Direct Transfers
Imports By Prepayment
Investor Services

Carve a Strong Niche on the International Market.

Showing up on the International business scene, could be tricky if you don't possess the necessary global links, strategic connections and financial muscle.

That's what the **International Business Centre** of SG-SSB is here to provide.

With over 500 offices in over 80 countries worldwide helping you manage your international financial commitments, we have the connections you need to help your business face the competitive ECOWAS, Central African and global markets and win.

Call SG-SSB's **International Business Centre** today on 021-249088 and get your business to the world market.



Red, black and rising

Maritime Trade Of Ghana

Comparative Analysis (2004 & 2005)

1. INTRODUCTION

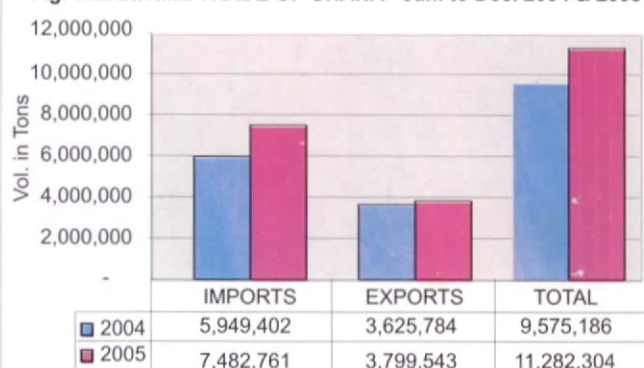
The Maritime trade of Ghana for 2004 and 2005 was 9.5 million tons and 11.2 million tons respectively, a difference of over 1.7 million tons amounting to an

increase of 18% over the 2004 figures. Total transit cargo passing through the ports during the two periods showed a one percent decrease, making total throughput through Ghana for 2005 16% more than 2004.

TABLE 1 MARITIME TRADE OF GHANA - January-December, 2004 & 2005

	TEMA			TAKORADI			TOTAL		
	2004	2005	% Diff	2004	2005	% Diff	2004	2005	% Diff
IMPORTS	4,607,395	6,362,174	38	1,342,007	1,120,587	(16)	5,949,402	7,482,761	26
EXPORTS	958,940	1,034,025	8	2,666,844	2,765,518	4	3,625,784	3,799,543	5
TOTAL	5,566,335	7,396,199	33	4,008,851	3,886,105	(3)	9,575,186	11,282,304	18
TRANSIT	587,939	625,368	6	121,357	73,648	(39)	709,296	699,016	(1)
THRU'PUT	6,154,274	8,021,567	30	4,130,208	3,959,753	(4)	10,284,482	11,981,320	16

Fig. 1 MARITIME TRADE OF GHANA - Jan. to Dec. 2004 & 2005




1.1 PORT OF TEMA

Total throughput at the port of Tema for the two periods showed an increase of over 30% over the 2004 period. This was a reflection of what happened to the various types of activities that took place during these periods. In the imports section, there was an increase of over 38% over 2004. Export was also 8% higher in 2005 with transit trade recording a 6% increase in 2005.


1.2 PORT OF TAKORADI

For the port of Takoradi, there was a 4% decrease in cargo throughput for 2005. This was a reflection of the decreases recorded in imports for Ghana (16%) and transit trade (39%) recorded in 2005. Only export showed a slight increase in 2005 over the 2004 period by 4%.




VICOMAR Ghana

Shipping Containers Converted to your Specifications






YOUR INSTANT SPACE SOLUTION

Specialist Container Conversions, Container Sales & Rentals



Using only the best quality shipping containers, VICOMAR fabricates units as diverse as:

- OFFICES -(with A/C, Power, Network cabling)
- SECURE STORAGE AREAS
- MOBILE ACCOMMODATION UNITS
- EXHIBITION CONTAINERS FOR PRODUCT PROMOTION
- SHOPS/COLD ROOMS
- SANITARY/ SHOWER UNITS
- CONTAINERS FOR SALE & LEASE

For your container conversion specialist and shipping container supplies, Please contact VICOMAR Ghana on:

Site Office: 0244 327050; General Manager: 0244 331255; Works Manager: 0244 330817
We are located at: Tema - Port Area, behind TCT yard.
e-mail: vicomar@hb-gh.com

Call us to discuss your requirements

w w w . v i c o m a r . c o m

2. DIRECTION OF MARITIME IMPORT TRADE OF GHANA FOR 2004 & 2005

Table 2 DIRECTION OF MARITIME IMPORT OF GHANA – 2004 & 2005

Range	UK	NC	ME	NA	FE	AF	Others	Total
2004	98,513	1,029,567	456,619	413,848	1,044,069	2,226,857	679,867	5,949,340
2005	134,826	1,250,578	612,338	531,993	1,771,098	2,260,159	921,768	7,482,760
% diff	37	21	34	29	70	1	36	26

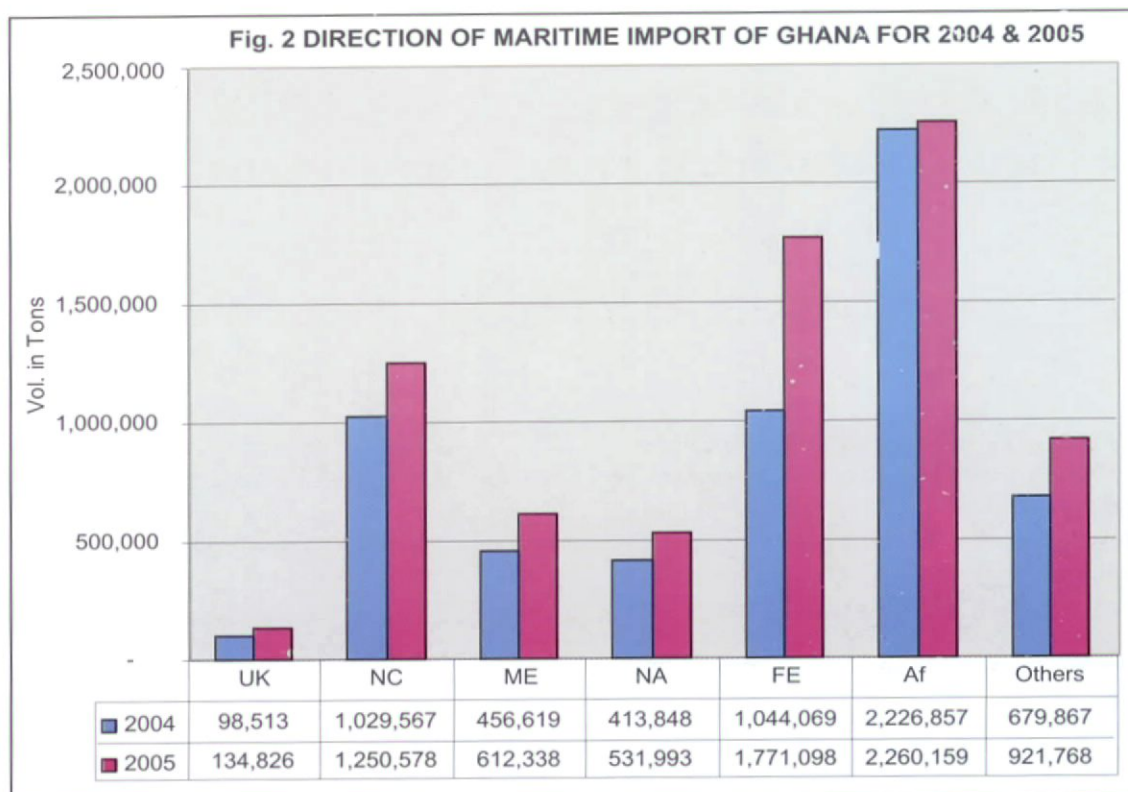


TABLE 3 DIRECTION OF MARITIME IMPORTS OF GHANA - January-December, 2004 & 2005

Range/Trade	UK	NC	ME	NA	FE	Af	Others	Total
Liner								
2004	98,513	569,904	353,717	183,244	805,506	182,002	543,776	2,736,662
2005	101,105	709,620	390,069	270,431	1,122,447	250,264	642,237	3,486,173
% diff	3	25	10	48	39	38	18	27
% share 2004	4	21	13	7	29	7	20	
% share 2005	3	20	11	8	32	7	18	
Dry Bulk								
2004	-	338,967	92,436	189,722	230,141	1,027,256	83,050	1,961,572
2005	407	400,947	95,312	227,880	612,474	469,003	168,661	1,974,684
% diff	-	18	3	20	166	(54)	103	1
% share 2004	-	17	5	10	12	52	4	
% share 2005	0	20	5	12	31	24	9	

Liquid Bulk								
2004	-	120,696	10,465	40,882	8,422	1,017,599	53,041	1,251,105
2005	33,314	140,011	126,957	33,682	36,177	1,540,892	110,870	2,021,903
% diff	-	16	1,113	(18)	330	51	109	62
% share 2004	-	10	1	3	1	81	4	
% share 2005	2	7	6	2	2	76	5	
Total								
2004	98,513	1,029,567	456,619	413,848	1,044,069	2,226,857	679,867	5,949,340
2005	134,826	1,250,578	612,338	531,993	1,771,098	2,260,159	921,768	7,482,760
% diff	37	21	34	29	70	1	36	26
% share 2004	2	17	8	7	18	37	11	
% share 2005	2	17	8	7	24	30	12	

It is pertinent to note that throughout the periods under consideration as shown in Table 3 above, the maritime import of Ghana has been on the increase, on all the trading routes throughout the 2005 period. On the UK range the increase was over 37%. On the North Continent range the increase was 21%; 34% on the Mediterranean range; 29% on the North America range and 70% on the Far East. On the Africa and Others ranges the increase was 1% and 36% respectively.

The majority of the imports of Ghana came from the Africa range. In 2004, the share of the Africa range of the total import of Ghana was 37% while in the 2005 year period it was 30%. The Far East range constituted the second range with the highest imports of 18% and 24% respectively in 2004 and 2005 for Ghana. The North Continent range was the third range from where lots of Ghanaian imports are bought. In the two periods the percentage share was 17% each. This was followed by the Others range, 11% and 12% in 2004 and 2005 respectively. Mediterranean Europe, North America and the UK ranges followed in that order.

Liner Import

For the periods under consideration, total liner import was 27% more in 2005 as compared to what was recorded in 2004. This was the general situation within all the trading ranges – an increase of between 3% on the UK range to 48% on the North America route.

The Far East range recorded the highest volume of liner import of 29% and 32% in 2004 and 2005 respectively. This was followed by North Continent in 2004 by 21% and in 2005 by 20%. The Others range followed with 20% and 18% respectively in 2004 and

2005. Mediterranean Europe, North America, Others and the UK ranges followed in that order.

Dry Bulk Import

Total dry bulk import increased by only 1% in 2005 over the 2004 figure. This was the result of over 54% decrease on the Africa range in the 2005 period and over 100% increases on the Far East and Others ranges.

The greatest share of dry bulk for the 2005 period came from the Far East amounting to over 30%. The Africa range was the second highest area from where dry bulk was imported in 2005 despite the more than 50% reduction in volume. North Continent and North America followed with 20% and 12% respectively. The Others and the Mediterranean ranges followed in that order.

Liquid Bulk Import

Total liquid bulk import for 2005 was 62% more than what was imported in 2004. The highest percentage increase came from the Mediterranean Europe range with over a thousand percent increase. Far East, the Others and Africa ranges also had significant increases ranging from over 300%, and over 100% to over 50%.

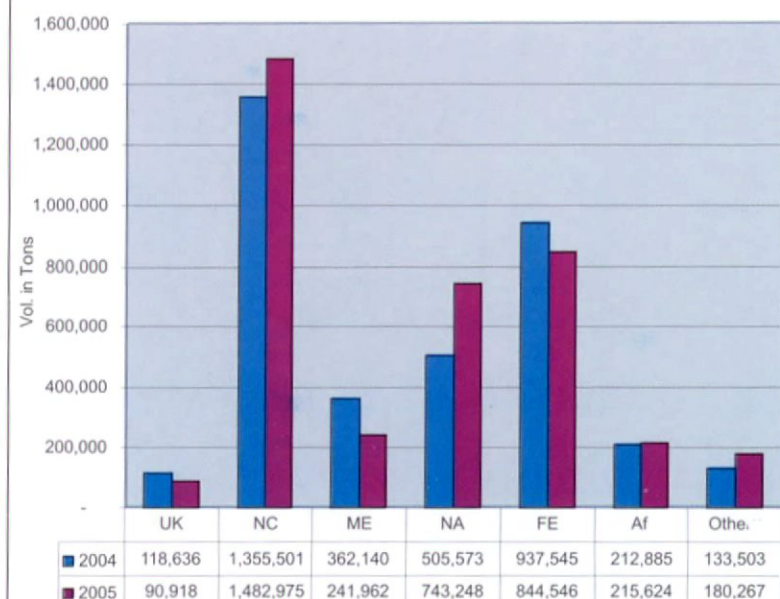
Significantly, the Africa range continued to be the area from where the majority of the bulk liquid import came. For 2004, 81% and 2005, 76% of total bulk liquid import came from the Africa range. On the rest of the ranges, the percentage shares were between 2 and 7.

3. DIRECTION OF MARITIME EXPORT TRADE OF GHANA FOR 2004 & 2005

Table 4 DIRECTION OF MARITIME EXPORT OF GHANA – 2004 & 2005

Range	UK	NC	ME	NA	FE	AF	Others	total
2004	118,636	1,255,501	362,140	505,573	937,545	212,885	133,503	3,625,783
2005	90,918	1,482,975	241,962	743,248	844,546	215,624	180,267	3,799,640
% diff	(23)	9	(33)	47	(10)	1	35	5

Fig. 3 DIRECTION OF THE MARITIME EXPORT OF GHANA FOR 2004 & 2005



From Table 4 below it can be seen that total maritime export for 2005 was 5% more than what was recorded in 2004. On the various ranges, North America and the Others recorded increases over 47% and 35% respectively. There were decreases of 23%, 33% and 10% on the UK, Mediterranean Europe and the Far East ranges.

The North Continent, the Far East and the North America ranges continue to receive the highest share of the export of Ghana. In 2004, the North Continent received 37% of the total export from Ghana, followed by the Far East with 26% and North America with 14%. The same trend was repeated in 2005 with 39%, 22% and 20% for the three ranges in that order. The lowest percentage went to the UK in both years. The trend showed very little export to the Africa range.

TABLE 5 DIRECTION OF MARITIME EXPORTS OF GHANA - January- December, 2004 & 2005

Range/Trade	UK	NC	ME	NA	FE	Af	Others	Total
Liner								
2004	114,572	433,208	150,285	71,133	190,673	178,399	44,770	1,183,040
2005	90,918	378,320	136,788	81,332	331,425	156,485	31,701	1,206,969
% diff	(21)	(13)	(9)	14	74	(12)	(29)	2
% share 2004	10	37	13	6	16	15	4	
% share 2005	8	31	11	7	27	13	3	
Dry Bulk								
2004	4,064	866,197	152,301	254,102	746,872	25,243	83,996	2,132,775
2005	-	1,041,053	105,174	480,706	513,121	47,128	142,445	2,329,627
% diff	-	20	(31)	89	(31)	87	70	9
% share 2004	0	41	7	12	35	1	4	
% share 2005	-	45	5	21	22	2	6	



MOL

Ghana



As a multi-modal transport group, MOL Group actively seize opportunities that contribute to global economic growth and development by meeting and responding to customers' needs and to this new era.

We strive to maximize corporate value by always being creative, continually pursuing higher operating efficiency and promoting an open and visible management style that is guided by the highest ethical and social standards. We promote and protect our environment by maintaining strict, safe operation and navigation standards.



MOL



Mensah Utreh Road, Commercial Warehouse Area, Tema, Ghana
Tel: +233 (0) 22 212084 Fax: +233 (0) 22 210807/ 211953/4 Mobile: +233 (0) 24 4324164 E-mail: info@mol-tem.com

www.MOLpower.com

Liquid Bulk								
2004	-	56,096	59,554	180,338	-	9,243	4,737	309,968
2005	-	63,602	-	181,210	-	12,011	6,121	262,944
% diff	-	13	(100)	0	-	30	29	(15)
% share 2004	-	18	19	58	-	3	2	
% share 2005	-	24	-	69	-	5	2	
Total								
2004	118,636	1,355,501	362,140	505,573	937,545	212,885	133,503	3,625,783
2005	90,918	1,122,975	241,962	743,248	844,546	215,624	180,267	3,799,540
% diff	(23)	9	(33)	47	(10)	1	35	5
% share 2004	3	37	10	14	26	6	4	
% share 2005	2	39	6	20	22	6	5	

The highest liner export for the two periods went to the North Continent range (37% in 2004 and 31% in 2005) and the Far East range (16% in 2004 and 27% in 2005). The Africa (15% in 2004 and 13% in 2005) and Mediterranean Europe (13% in 2004 and 11% in 2005) ranges followed in that order. The UK range had 10% in 2004 and 8% in 2005, followed by the North America range with 6% in 2004 and 7% in 2005. The Others range had 4% in 2004 and 3% in 2005.

Dry Bulk Export

Total dry bulk export for the periods under consideration increased by 9% in 2005. On the North America and Africa ranges, there were increases in 2005 of 89% and 87% over the 2004 figures. The Others range recorded a 70% increase in 2005 and the UK range 20%. On the Mediterranean Europe and the Far East ranges there was a drop of 31% each in the 2005 period.

The highest dry bulk export went to the North Continent range by 41% in 2004 and 45% in 2005. This was followed by the Far East range with 35% in 2004 and 22% in 2005 and the North America range with 12% in 2004

and 21% in 2005 in that order. For the Mediterranean Europe, Others and the Africa ranges, the shares in 2004 were 7%, 4% and 1% respectively. In 2005 their shares were 5%, 6% and 2% respectively. There were no dry bulk exports to the UK during the two periods under consideration.

Liquid bulk export

For the periods under consideration, liquid bulk export decreased by 15% in 2005. The UK and the Far East ranges did not record any figures for liquid bulk in both 2004 and 2005. For the Mediterranean Europe range there was no export in 2005, leading to a 100% fall. The North America range recorded an increase of less than a thousand tons in 2005 amounting to less than 1%. Significant increases were however recorded on the Africa range (30%), the Others range (29%) and the North Continent range (13%).

The highest percentage shares of 58% in 2004 and 69% in 2005 went to the North America range. The North Continent range followed with 18% in 2004 and 24% in 2005.

4. COMPARISON OF MARITIME TRADE IN GHANA FOR 2004 & 2005

4.1 IMPORT 2004 & 2005

TABLE 6A COMPARISON OF MARITIME IMPORT THROUGH THE PORTS OF GHANA			
	2004	2005	% diff
Liner	2,736,724	3,486,173	27
Dry Bulk	1,961,571	1,974,684	1
Liq. Bulk	1,251,107	2,021,904	62
Total	5,949,402	7,482,761	26
Add Transit	692,470	666,836	(4)
Total Import	6,641,872	8,149,597	23

The different trade types of the maritime import to Ghana recorded increases in the 2005 period.

From Table 6A above and Fig. 4 below, it can be seen that apart from dry bulk import which recorded 1% increase, liner import and liquid bulk imports showed increases above 20% with liquid bulk import recording an increase of over 60%.

Transit imports passing through the ports of Ghana for the period however recorded a slight decrease of 4% in 2005.

4.2 EXPORT 2004 & 2005

TABLE 6B COMPARISON OF MARITIME EXPORT THROUGH THE PORTS OF GHANA

	2004	2005	% diff
Liner	1,183,041	1,206,970	2
Dry Bulk	2,132,774	2,329,628	9
Liq. Bulk	309,969	262,945	(15)
Total	3,625,784	3,799,543	5
Add Transit	17,071	32,180	89
Total Import	3,642,855	3,831,723	5

Table 6B showed the performance of the export trade types for 2004 and 2005. Apart from a 15% fall in liquid bulk export in 2005, liner export

recorded a 2% increase while dry bulk export increased by 9% as depicted in Fig. 5 below.

Fig. 4 PERFORMANCE OF MARITIME IMPORT

TRADE OF GHANA - January to December, 2004 & 2005

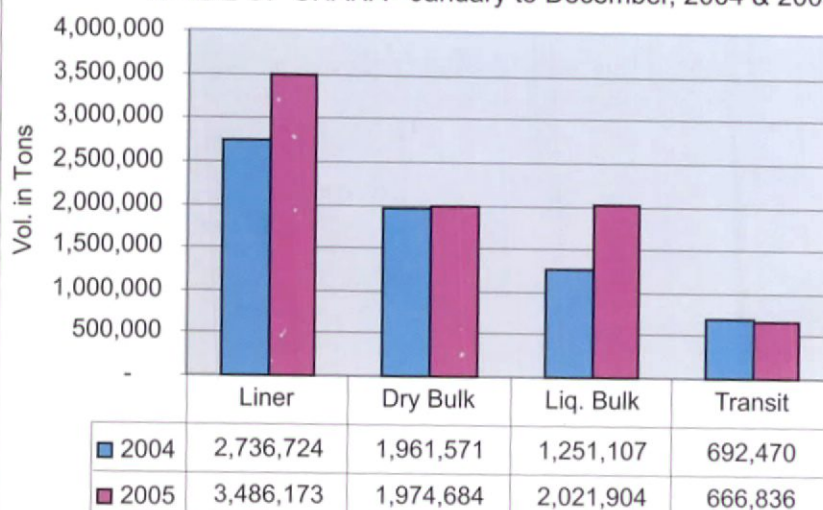
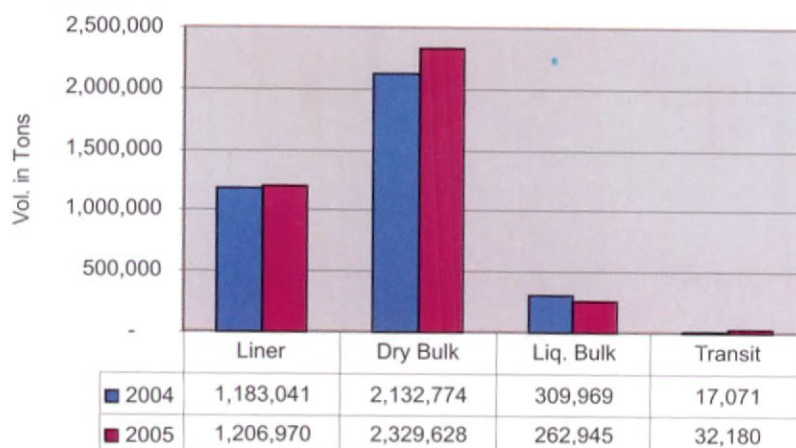


Fig.5 PERFORMANCE OF THE MARITIME EXPORT TRADE OF GHANA - January to December, 2004 & 2005



Transit exported through the ports of Ghana though on very small scale recorded a significant increase of 80% in 2005.

5. PERFORMANCE OF SHIPPING LINES AND AGENTS IN THE MARITIME TRADE OF GHANA – 2004 & 2005

5.1 SHIPPING LINES

GHANA SHIPPERS' COUNCIL PERFORMANCE OF SHIPPING LINES IN THE MARITIME TRADE OF GHANA 2004 & 2005			
LINER	2004 % SHARE	LINER	2005 % SHARE
MAERSK SEALAND	11.13	MAERSK SEALAND	16.08
DELMAS	4.1	DELMAS	6.11
MESSINA LINES	2.55	OTHER	5.75
OTHER	2.1	MEDITERRANEAN SHIPP. CO.	4.11
MEDITERRANEAN SHIPPING	1.63	PACIFIC INTL. LINES	3.53
MOSK	1.56	SOAFRIMEX	3.30
GOLD STAR LINE	1.38	GRIMALDI LINES	3.04
CONTI LINES	1.1	MESSINA LINES	2.78
SOAFRIMAX	1.09	MOSK LINES	2.25
GRIMALDI LINES	1.06	CONTI LINES	2.06
PASIFIC INT'L LINES	1.04	GOLD STAR LINE	1.34
CMA/CGM	0.9	VERTOM	0.92
WEST AFRICA LINES	0.86	CMA/CGM FRENCH LINES	0.82
BEACON SHIPPING	0.73	CHINA SHIPPING	0.74
GST SHIPPING	0.73	P&O NEDLLOYD	0.72
DOLE SHIPPING	0.7	DOLE SHIPING	0.63
SPLIETHOFF	0.68	EUROAFRICA	0.56
CSAV	0.63	AFRICAN EXPRESS LINE	0.50
VERTOM	0.62	NORDANA LINES	0.49
P&O NEDLLOYD	0.54	OTAL	0.49
S. BACO LINER	0.46	UNICARGO	0.48
KIEN HUNG SHIPPING	0.38	SPLIETHOFF	0.47
CHINA SHIPPING	0.34	COSCO INTERNATIONAL	0.35
L&C TRANSPORT	0.3	SAFMARINE	0.32
DARYA SHIPPING	0.29	S. BACO LINER	0.31
COFCO INTERNATIONAL	0.27	GST SHIPPING	0.29
COSCO	0.25	TRANS ATLANTIC	0.28
LOUIS DREYFUS	0.25	CSAV	0.25
EUROAFRICA	0.24	L&C MARINE	0.22
CANDURA DU BRAZIL	0.23	ANODAD NAREE	0.21
DONG THAP COMM	0.23	KIEN HUNG SHIPPING	0.19
INTER GLOBAL MARINE	0.19	TRANSREGIONAL SHIPP	0.19
SEATRADE	0.16	YARA INT.	0.18
FALCON SHIPPING	0.15	DONG THAP COMM.	0.15
MARCON	0.15	ELDER DEMPSTER	0.15
NATALIE NAVIGATION	0.14	LOUIS DREYFUS	0.15
DENSAY	0.13	LYKES LINES	0.14
ROYAL BOW CO.	0.12	L&C TRANSPORTATION	0.13

GHANA SHIPPERS' COUNCIL
PERFORMANCE OF SHIPPING LINES IN THE MARITIME TRADE OF GHANA 2004 & 2005

LINER	2004 % SHARE	LINER	2005 % SHARE
TRAMPS	0.1	MERADA	0.13
CLIPPER ELITE CARRIERS	0.09	AFRICAN STEAMSHIP	0.13
MAGNOLIA SHIPPING	0.09	IRMAOS LTD	0.11
YARA INTERNATIONAL	0.09	DARYA SHIPPING	0.10
CONTINAF B.V.	0.08	ICECLIMATED INT.	0.09
T.K.B SHIPPING	0.08	VIETNAM SEA TRANSPORT	0.09
OLDENDORFF	0.07	GRUPO PORTO	0.09
UNISHIPPING	0.07	USINA BAZAN SA	0.08
ADM RICE INC	0.06	ASIATIC SHIPPING SERVICE	0.07
SEABOARD	0.06	CEREAL INV. CO. S/A	0.07
WEST COAST FROZEN	0.06	PORTSIDE SHIPPING	0.06
ESSCO MARITIME	0.05	ACSA	0.05
SAFMARINE	0.05	NEW SEA FISH	0.05
EMERALD SHIPPING	0.04	SEALIFT	0.05
FINISTERRE SHIPPING	0.04	CASANO SHIPPING	0.05
GRMPO PORT BRAZIL	0.04	TRAMP BULK	0.04
UNITED AMERICAS SHIPPING	0.04	SEATRADE	0.04
WVP SHIPING-PANAMA	0.04	UNION ESPONOLA	0.04
AFRICAN LEADER	0.03	MIDDLE EAST CO.	0.03
ASCOT COMM	0.03	LYCOPODIUM ENG.	0.03
IMT SHIPPING	0.03	OCEANIC RORO	0.02
K/S ARIES SHIPPING	0.03	BABURA LINE	0.02
STAR REFFER INC	0.03	BOCS ANTWERPEN	0.01
BALTIC MARITIME	0.02	NAVECO	0.01
CHARTERING TRANSPORT	0.02	K' LINES	0.01
NATA CHARTERING	0.02	SICOL SHIPPING	0.01
PORTSIDE SHIPPING	0.02	GLOBAL PORTSIDE	0.01
BRASMARINE SHIPPING	0.01	MAINPORT AFRICAN SHIPPING	0.00
ECOMARINE INT. SEATRADE	0.01	CP SHIPS	0.00
GULF GLORY SHIPPING	0.01	LIBRA	0.00
J. MARR SEAFOODS	0.01	SCANTRAND CHARTERING	0.00
NORDANA	0.01	AUSDRILL	0.00
PORTCO SA	0.01	ECOMARINE INT. SEATRADE	0.00
THS ARBO-NORWAY	0.01	THS ARBO & CO.	0.00
TSAKOS SHIPPING	0.01	GETMA	0.00
UNICARGO	0.01	CAHE CORP.	0.00
K' LINES	0	ORIENT	0.00
MDM FERROMAN	0		
TMM LINES	0	SUB-TOTAL	46.11
SUB-TOTAL	40.93	DRY BULK	
		IMT	17.69
DRY BULK		BULKHANDLING	5.97
SCANCEM	16.19	SCANCEM	5.90
IMT SHIPPING	8.55	INTER BULK	5.11
A/S BULKHANDLING	4.27	OTHER	4.80
NORDEN	3.78	PACIFIC INT. LINES	3.59

GHANA SHIPPERS' COUNCIL
PERFORMANCE OF SHIPPING LINES IN THE MARITIME TRADE OF GHANA 2004 & 2005

LINER	2004 % SHARE	LINER	2005 % SHARE
DENSAY	2.15	MERADA	2.42
MERADA TRANSPORT	1.93	NORDEN	1.89
LAURITZEN	0.84	MAERSK SEALAND	1.60
OTHER	0.83	DENSAY	0.81
SPLIETHOFF	0.63	OLDENDORFF	0.78
INCE SENIZELIK	0.43	NAVECO SHIPPING	0.69
VERTOM	0.37	BULKER	0.58
EUROAFRICA	0.31	SAFMARINE	0.55
KYN SHIPPING	0.3	EUROAFRICA	0.49
ASTRAL SHIPPING	0.27	SOAFRIMEX	0.48
BUENA FORTUNE MARINE	0.27	COSCO	0.44
ORIEND	0.2	GEAR BULK	0.38
SHIVNATH RAI	0.2	ORIENT	0.32
PLY TRD.	0.18	SEA BOARD	0.29
WHIM SHIPPING	0.17	UNITED AMERICA SHIPP	0.28
DASIN SHIPPING	0.16	POLYTRA	0.22
SOUTHERN CHATERING	0.16	AFRICA EXPRESS LINE	0.20
SOUTHPOST AGEN	0.16	CARGILL INT. S/A	0.20
DELMAS	0.09	ANODAD NAREE	0.19
GULF SOLAR SHIPPING	0.08	NOVA AMERICA	0.16
SEABOARD	0.08	INTEGRA MARITIME & FREIGHT	0.15
CROLINE SHIPPING	0.07	SPLIETHOFF	0.13
DOLE SHIPPING	0.07	GRIMALDI LINES	0.12
CLIPPER ELITE CARRIERS	0.03	TANK AFRICA	0.11
		OCEAN WORLD	0.11
		UGLAND	0.11
SUB - TOTAL	42.77	DELMAS	0.08
		L&C MARINE	0.07
LIQUID BULK		MITSUI OSK LINES	0.05
N.N.P.C.	8.58	ADON RICE INC.	0.04
VITOL	3.46	VERTOM	0.03
OTHER	1.03	MESSINA LINES	0.00
TRAFIGURA A/S	0.87	MEDITERRANEAN SHIPP. CO	0.00
ARNOD AGENCIES BV	0.31		
PETROBRAS	0.31	SUB-TOTAL	39.32
SMB	0.28		
VOPAK	0.25	LIQUID BULK	
JO TANKERS	0.24	N.N.P.C	15.69
E.N.E.A.	0.21	VITOL	7.18
TANK AFRICA	0.21	OTHER	4.06
SHELL INTERNATIONAL	0.13	GRIMALDI LINES	1.38
FINTEL	0.1	BULKHANDLING	0.43
BNP PARIBAS	0.06	PETROBRAS	0.39
DOLE SHIPPING	0.06	PACIFIC INT. LINES	0.38
KRITEN NAVIGATION	0.06	SMB	0.23
SINTEZ	0.06	TANK AFRICA	0.15
COSCO LINES	0.04	TRAFIGURA	0.09
S.E. ASIA PTE LTD.	0.02	EUROAFRICA	0.09

GHANA SHIPPERS' COUNCIL
PERFORMANCE OF SHIPPING LINES IN THE MARITIME TRADE OF GHANA 2004 & 2005

LINER	2004 % SHARE	LINER	2005 % SHARE
DANNBROG REDERI AS	0.01	MEDITERRANEAN SHIPPING	0.06
		INTEGRA MARINE & FREIGHT	0.05
		CHINA SHIPPING	0.04
SUB-TOTAL	16.3	ELDER DEMPSTER	0.03
		DANNIBROG REDERI AS.	0.01
GRAND TOTAL	100	SUB-TOTAL	14.57
		GRAND TOTAL	100.00

For the two periods of 2004 and 2005, various shipping lines participated in the maritime trade of Ghana.

For the liner trade, about 77 lines took part in 2004 and 75 in 2005. Of these Maersk Sealand carried the highest share in both periods. In 2004 it carried over 11% while in 2005 it carried over 16%. Delmas was the next highest performer in both periods, recording 4.1% in 2004 and 6.11% in 2005. In 2004, Messina line was the next highest performer after Delmas with 2.5%, while 'Other lines' carried the next highest percentage of 5.75% in 2005 after Delmas. 'Other lines' was the next after Messina lines in 2004 to carry about 2.1% of the liner trade. Thereafter, seven different shipping lines carried between 1.6% and 1% of the liner trade. The rest were able to record between 0.9% and 0.01%.

In the dry bulk trade, 28 shipping lines participated while 39 took part during the 2005 period. In the 2004 period Scancem, the mother company of Ghacem, was the company to handle the highest dry bulk. It handled over 16% of total trade as a

chartering company for the period. Over 8.5% was handled by IMT shipping, followed by A/S Bulkhandling with 4.3%, Norden Shipping 3.7%, Densay Shipping 2.1% and Merada Transport 1.9%. The rest of the shipping lines for the 2004 period handled between 0.84% and 0.03% of the dry bulk trade.

For 2005, the major performers in the dry bulk trade were IMT shipping with 17.6%, Scancem 5.9%, Inter Bulk 5.1% and 'Other Lines' 4.8%. The rest are Pacific International Lines, 3.5%, Merada Shipping 2.4%, Norden 1.8% and Mearsk Sealand 1.6%. The remaining 32 lines that took part in the dry bulk trade handled between 0.81% and 0.03%.

In the liquid bulk trade, there were 20 participants in 2004 and 16 participants in 2005. Nigerian National Petroleum Corporation handled the largest share in this trade for both periods. In 2004 it carried 8.5%, and 15.6% in 2005. Vtol shipping and 'Other lines' followed in that order in both periods with 3.5% and 1% respectively in 2004, and 7.2% and 4.1% respectively in 2005. All the remaining lines had shares between 0.87% and 0.01% in 2004 while in

5.2 SHIPPING AGENTS

GHANA SHIPPERS' COUNCIL
PERFORMANCE OF SHIPPING AGENTS IN THE MARITIME TRADE OF GHANA 2004 & 2005

LINER	2004 % SHARE	LINER	2005 % SHARE
MAERSK GH. LTD.	11.18	MAERSK GH. LTD.	26.26
SUPERMARITIME	4.77	SDV GH. LTD.	9.38
SDV GH. LTD.	4.11	HULL BLYTH	8.93
HULL BLYTH	4.04	SUPERMARITIME	8.31
ANTRAK GH. LTD.	2.61	MARITIME AGENCY	6.81
SCANSHIP GH. LTD.	2.53	ANTRAK GH. LTD.	6.76
MARITIME	1.7	GLOBAL CARGO	5.30
GLOBAL CARGO	1.51	SEATRANS	4.74
ISAG	1.37	OCEANIC RORO	4.47
OCEANLANE	1.18	SCANSHIP GH. LTD.	3.70
MAP SHIPPING	1.07	GMT SHIPPING	3.02
OCEANIC RORO	0.98	MOL GH. LTD.	2.96

GHANA SHIPPERS' COUNCIL
PERFORMANCE OF SHIPPING LINES IN THE MARITIME TRADE OF GHANA 2004 & 2005

LINER	2004 % SHARE	LINER	2005 % SHARE
SETRANS	0.92	ISAG	2.32
PANALPINA GH. LTD.	0.76	PANALPINA	1.62
GMT SHIPPING	0.62	PONWA	1.20
CROSS OCEAN	0.61	MAP SHIPPING	0.90
PONWA	0.54	BLUE SEA	0.86
BLUE SEA	0.23	OCEAN LANE	0.84
SEALANE	0.14	CROSS OCEAN	0.73
FAIRPOINT	0.07	GETMA GH. LTD	0.20
EFEDAN SERVICE	0	FAIRPOINT SYS.	0.19
		SEALANE	0.18
		SANTA SHIPP.	0.15
SUB-TOTAL	40.93	ADOM SHIPPING	0.07
		AFRCAN STEAM SH	0.03
DRY BULK		REDLINE GH. LTD	0.02
SUPERMARITIME	19.26	ELDER DEMPSTER	0.02
HULL BLYTH	17.05	COAL	0.02
MAERSK GH. LTD.	4.8	MAXITIDE VENTURE	0.01
SCANSHIP GH. LTD.	0.59	LUCIENS	0.01
MAP SHIPPING	0.49	BLUE FUNNEL	0.00
CROSS OCEAN	0.28	MAURA	0.00
ANTRAK GH. LTD.	0.17	SUB-TOTAL	41.60
MARITIME	0.05		
SEATRANS	0.04	DRY BULK	
SDV GH. LTD.	0.03	SUPERMARITIME	47.07
		HULL BLYTH	34.38
		MACRO SHIPPING	6.72
SUB - TOTAL	42.77	MAERSK GH. LTD.	6.28
		SCANSHIP	1.92
LIQUID BULK		MAP SHIPPING	1.36
GEK SHIPPING	8.58	GLOBAL CARGO	0.85
SCANSHIP GH. LTD.	4.3	SEATRANS	0.50
SUPERMARITIME	1.43	COAL	0.28
HULL BLYTH	1.01	PANALPINA	0.21
ANTRAK GH. LTD.	0.39	OCEANIC RORO	0.20
BULK SHIPPING	0.31	SDV GH. LTD.	0.14
PANALPINA GH. LTD.	0.16	CROSS OCEAN	0.07
CROSS OCEAN	0.1	ANTRAK GH. LTD.	0.01
ADOM SHIPPING	0.03	MARITIME	0.00
		MOL GH. LTD	0.00
		SUB-TOTAL	38.15
SUB-TOTAL	16.31		
		LIQUID BULK	
GRAND TOTAL	100	GEK SHIPPING	56.27

	SCANSHIP	23.21
	SUPERMARITIME	7.86
	OCEANIC RORO	4.57
	HULL BLYTH	3.24
	SEATRANS	1.30
	PANALPINA	1.30
	BULK SHIPPING	1.27
	MAP SHIPPING	0.66
	MARITIME	0.19
	ADOM SHIPPING	0.12
	COAL	0.00
	SUB-TOTAL	20.25
	GRAND TOTAL	100.00

There were 21 shipping agents that took part in the maritime trade of Ghana in 2004. Those with the highest share in the liner trade include Maersk Gh. (11.18%), Supermaritime (4.77%), SDV Gh. (4.11%), Hull Blyth (4.04%), Antrak (2.61%) and Scanship Gh. (2.53%). Others are Maritime (1.7%), Global Cargo (1.5%), ISAG (1.4%), Oceanlane (1.18%) and Map Shipping (1%). The rest had between 0.9% and 0.07%.

In 2005, participating agents in the liner trade include Maersk Gh. with 26.26%, SDV Gh. (9.38%), Hull Blyth (8.9%) and Supermaritime (8.31%). Others are the Maritime Agency recording 6.81%, Antrak Gh. 6.76%, Global Cargo 5.30%. Seatrans had 4.74%; Oceanic Roro had 4.47%, Scanship Gh. 3.7%, GMT Shipping 3.02%, MOL Gh. 2.96%, ISAG Shipping 2.32% and Panalpina 1.62%. The rest had between 1.20% and 0.01%.

For the dry bulk trade, eleven and sixteen shipping agents took part in 2004 and 2005 respectively. Supermaritime, Hull Blyth and Maersk Gh. were the

big players in 2004 recording 19.26%, 17.05% and 4.8% respectively of the total trade. The rest had between 0.59% and 0.03%.

For 2005, the big players were Supermaritime with 47.07%, Hull Blyth 34.38%, Macro Shipping 6.72% and Maersk Gh. 6.28%. Scanship had 1.92% and Map Shipping 1.36%.

The rest had between 0.85% and Global Cargo 1.60%. Others had between 0.95% and 0.01%.

The liquid bulk trade had nine participants in 2004. These were GEK Shipping (8.58%), Scanship Gh. (4.3%), Supermaritime (1.43%) and Hull Blyth (1.01%). The rest had between 0.39% and 0.03%. In 2005, GEK Shipping's participation in the liquid bulk trade was more than 56% of the total trade. Scanship had 23.21% and Supermaritime had 7.86%. Oceanic Roro, Hull Blyth, Panalpina and Bulk Shipping followed in that order with 4.57%, 3.24%, 1.30% and 1.30% respectively. The rest had between 1.27% 0.12%.

Up-Coming Events.....

DATE	VENUE	TOPICS
19/09/06	Kempinski Atlantic Hotel, Hamburg, Germany	- Types of Insurance - Avoiding Pitfalls in Placing Insurance - Avoiding Pitfalls in Claims Handling - The Ship Finance Dimension
20/09/06	Kempinski Atlantic Hotel, Hamburg, Germany	- Prospects and Challenges for key German Shipping Sectors - Financing German Shipping for Today and Tomorrow
21/09/06	Kempinski Atlantic Hotel, Hamburg, Germany	- German Maritime Industries: Here and Now - Consolidation in Shipping
27/09/06	Lloyd's Maritime Academy, London Ec2	- Identifying the Risks - Planning for Emergencies - Response Management
28/09/06	Lloyd's Maritime Academy, London Ec2	- Post Event Crisis Communications
29/09/06	Lloyd's Maritime Academy, London Ec2	



GLOBAL CARGO

AND COMMODITIES LIMITED



Shipping
Clearing
Forwarding
Commodities
Haulage



Contact us

TEMA

1st Floor, Sunturk Building
Opposite Community 2 Police Station,
Tema.

P.O. Box 2181 Tema, Ghana

Tel: +233-22-200740/215597/214787

+ 233-31-23096/26683

Fax: + 233-22-200740/214787

+ 233-31-23096

Mobile: + 233-24-4336336

+ 233-20-8156495

+ 233-27-7405773

Email: globalcargo@ghana.com

TAKORADI

Harbour Highstreet
Adjacent Fan Milk Depot
Takoradi





GHANA SHIPPERS' COUNCIL

Ship Movement Schedules on your mobile Phone



Get vessel and shipping schedules
at the click of a button on
your phone with these
Short Codes

tigo

Send TM to **801** for TEMA Port
Send TD to **801** for TAKORADI Port

areeba

Send TM and date (e.g 020906) to **1461** for TEMA Port
Send TD and date (e.g 020906) to **1461** for TAKORADI Port
DD MM YY

It's easy.

Contact: 021-666915-7

GHANA SHIPPERS' COUNCIL ...Providing Shipping Solutions

The Impact Of The Transit Trade On The National Economy: A Consideration of Some Legal Issues

SHIPPING REVIEW

GHANA'S AUTHORITATIVE MARITIME QUARTERLY JOURNAL



Volume 8 Number 3

July - September, 2006

- ***The Mega Mergers of the Mega Carriers:***
A fresh bout of high freight rates for the Ghanaian Shipper
- ***Implications of the Transit Trade on the National Economy***
- ***Strategies for Improving Clearance of Goods at the Ports of Ghana for Supply Chain Efficiency***



Ghana: ₵25,000, UK: £3, US: \$5, Nigeria: N400, CFA Zone: CFA1200

ISSN 0855 - 5184



ADVANCED

STEVEDORING COMPANY LTD.

Sooo..... Advanced!



Sooo..... Advanced!

BUSINESS LOCATIONS

ADDRESS	TEMA PORT	TAKORADI
<p>P. O. Box 8909 Accra-North Ghana Tel: (+233) 22 - 211902 Fax: (+233) 22 - 211903 e-mail: soooadvanced@yahoo.com</p>	<p>NEXT TO GPFA STORES BEHIND SDV CONTAINER DEPOT</p>	<p>P. O. BOX 340 TAKORADI TEL: +233-31-28884</p>

The IMPACT of the TRANSIT TRADE on the NATIONAL ECONOMY



It is clear from the multilateral and bilateral instruments referred to that the common strand through all the legal regimes is the obligation for a transit country such as Ghana to put in place appropriate structures for the use of its corridor for transit traffic. It is to be borne in mind that the legal rules do not provide a carte blanche for the utilization of Ghana's corridor but admits of steps and measures that can be taken by Ghana to protect her legitimate interests.

Page 3

The MEGA MERGERS of the MEGA CARRIERS



The mega carriers are coming in with a bigger clout this time. It is therefore time for us to put our regulatory house in order to ensure our shippers get a fair deal. We must never ever lose sight of the fact that whatever costs shippers incur are passed on to the local consumers.

Page 10

IMPLICATIONS of the TRANSIT TRADE on the NATIONAL ECONOMY



The transit trade is a major source of revenue for the port, the port operators, the other stakeholders in the trade and for that matter the country. The transit trade brings extra traffic into which translates into revenue for all service providers who moves it directly or indirectly, thus bringing foreign exchange into the macro economy of Ghana..

Page 12



SHIPPING REVIEW

GHANA'S AUTHORITATIVE QUARTERLY MARITIME JOURNAL

Shipping Review Volume 8 Number 3 Jul. - Sep., 2006

PAPER

PAGE

Strategies for Improving Clearance of Goods at the Ports of Ghana for Supply Chain Efficiency

17

"End-to-End Automation in Cargo Clearance is Our Vision"

22

Surprise as 9/11 leads to Faster Worldwide Trade

28

Trend of the Maritime Trade of Ghana

29

Risk Management - Site Security in Warehouse Logistics

33

and more



GHANA SHIPPERS' COUNCIL

Our Vision

To ensure for the Ghanaian Shipper, quick, safe, and reliable delivery of import and export cargoes by all modes of transport at optimum cost.

Our Mission

To be a state - of - the - art organization that effectively manages the demand side of shipping with view to protecting and promoting the interest of Ghanaian shippers in relation to port, ship inland transportation problems and provision of ancillary shipping services.

Published by:
Ghana Shippers' Council
5th Floor, Enterprise House
High Street, Accra
P.O. Box GP 1321, Accra
Tel. 233-21-666915 - 7

Editor -in- Chief
Kofi Mbiah
General Editor/Advisor
Nana Agyekum Gyamerah

Marketing & Sales Executive
Philip Debrah

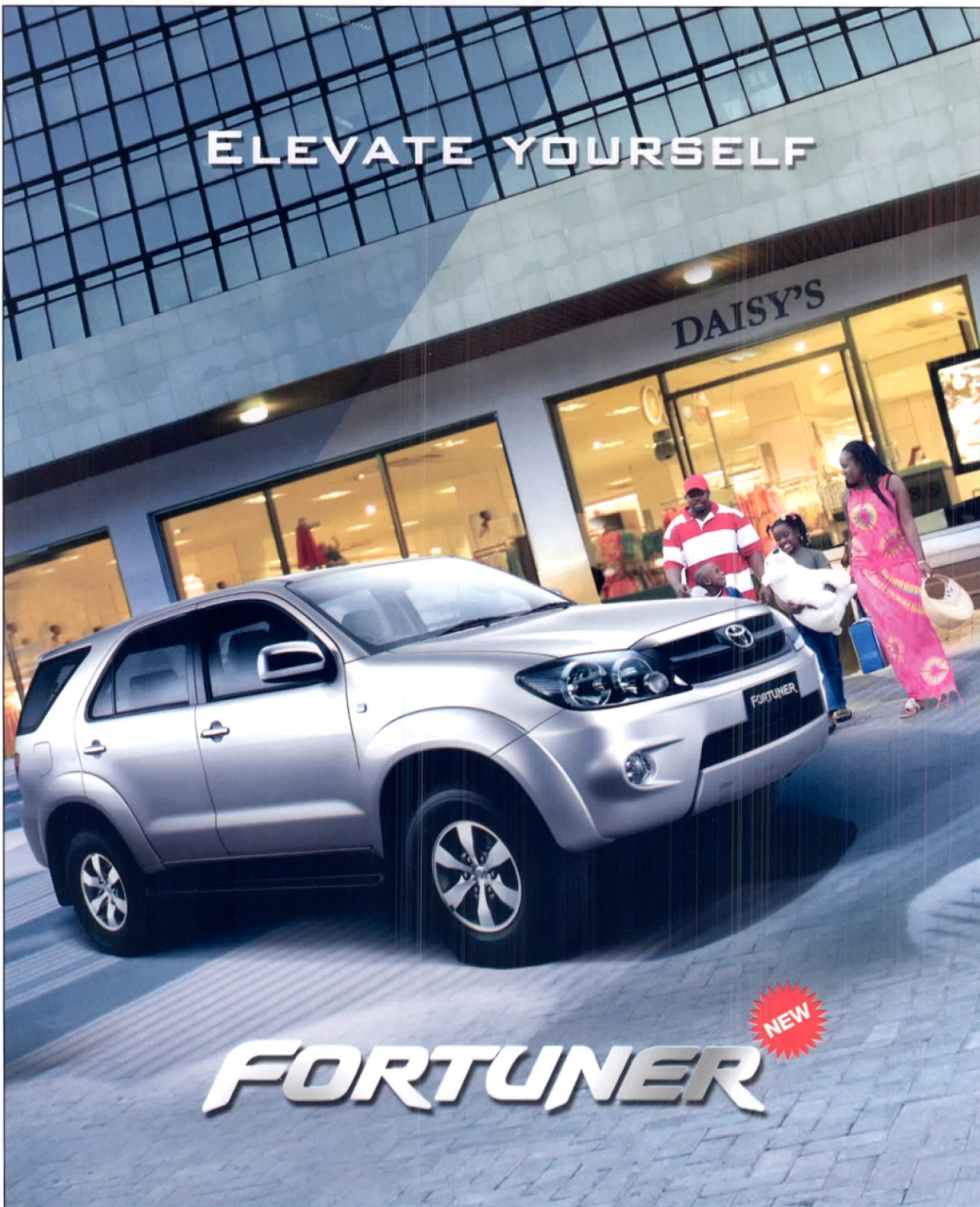
Assistant Editors
Frederick Atogiyire
Stanley Okai

Computer Graphics



Printed by: **FIONA**
PRESS LTD

ELEVATE YOURSELF



FORTUNER

TOYOTA GHANA COMPANY LIMITED

ACCRA Graphic Road, Tel 021 221 316 / 223122 / 258241 / 228813
KUMASI Harper Road, Adum, Tel: 051 26375 / 27837
TARKWA SIC Building, Tel: 03662 22390
www.toyotaghana.com



Quality that rewards you everyday

The IMPACT of the TRANSIT TRADE on the NATIONAL ECONOMY

A Consideration of Some Legal Issues

By Kofi Mbiah, GSC

For the purposes of this paper, I would place the Transit Trade in context, that is, within the broad framework of Trade Facilitation, and examine the impact the use of Ghana's corridor for the movement of transit traffic has had on the Ghanaian economy. I would then examine some legal issues arising thereof.

We often talk about the transit trade without a consideration of the broad spectrum of Trade Facilitation within which the transit trade finds itself. The transit trade must thus be seen as one of the essential ingredients of trade facilitation that states are enjoined to be committed to for the attainment of economic growth. It would therefore be important to appreciate what Trade Facilitation represents in order to place the transit trade appropriately within context.

The World Trade Organisation, (WTO) defines Trade Facilitation as the "simplification and harmonization of international trade procedures" covering the "activities, practices and formalities involved in collecting, presenting, communicating and processing data required for the movement of goods in international trade".

The recent Doha Round of Talks dealing with trade facilitation, express Trade Facilitation to encompass freedom of transit, fees and formalities related to importing and exporting and transparency of trade regulations. Indeed this is still developing and there would be the need for developing countries to assert themselves and take advantage of new measures aimed at facilitating trade.

Having defined Trade Facilitation, it is important to set the tone for the discussions by pointing out the importance of "trade growth" for National economies and hence underscore why unimpeded and

unhindered transit trade is essential.

According to the United Nations Conference on Trade and Development (UNCTAD), (*Review of Maritime Transport 2005*), world output grew by 4.1 per cent in 2004 compared to a growth in output of 2.7 per cent in 2003. This is significant when viewed against the background that world seaborne trade reached a record high of 6.7 billion tones.

Trade and trade relations have become increasingly complex when viewed against the devise of manufacturing home rates to cut down cost. This desire to cut down cost has led to the use of a variety of locations for the manufacture and sourcing of components. Very soon Burkina Faso or Niger for that matter may be producing needed car parts for a BMW factory in South Africa. How poised in Ghana to take advantage of such a situation should it happen?

Additionally, it needs to be pointed out that a research by the Organisation for Economic Corporation and Development (OECD) has shown that hidden costs of trade could be as high as 15% of the value of goods traded. Trade Facilitation would help to reduce this, make delivery of goods predictable, reduce costly customs procedures, reduce smuggling, create new business opportunities and ultimately lead to reduced costs for the consumer.

It is thus clear that our economy can only develop through trade. How then does the transit trade play a part in all this? As shown earlier the use of Ghana's corridor does provide forward or backward linkages and new opportunities for the provision of services and increased trade with our neighbouring countries.

The use of Ghana's corridor for transit trade, engender both positive and negative impacts. For the purposes of



The Writer

this discussion, it would be necessary for me to highlight some of the Negatives before I take a look at some of the positive impacts.

Some of the negative impacts are so immediate and real that there is a tendency to highlight them to the detriment of the positive benefits that accrue to the country.

One obvious negative impact is the increased incidence of accidents on our roads. Trucks which are not suited for the carriage of transit goods are involved in the trade. They often breakdown along the road, do not display appropriate warning signs and thus create untold hazards to other motorists.

There is also loss of revenue to government through the diversion of goods cleared as transit by customs but which end up being sold in the country. National security considerations are also a concern as the threat of small arms shipments looms large. The conflict situation in the neighbouring countries raises huge concerns for security and government therefore places scarce and limited resources towards policing the ports.



Additionally, customs resource capabilities is unduly stretched in view of the Escort system used to police goods to the border points.

The threat of trade in Narcotics and other illicit and psychotropic substances is on the increase since transit cargoes are not to be subjected to examination. The damage that big overloaded trucks do to the road itself cannot be over-emphasised.

There is also the social menace of unwanted pregnancies and increased risk of HIV/AIDS due to long delays of truck drivers and their mates at ports and border points. These are some of the negatives that attend to the transit trade.

Even as they are mentioned as negatives, it must be mentioned that a good number of them arise due to a lack of the requisite legal, administrative as well as infrastructural framework. If measures are taken within the framework of facilitation of trade to deal with the infrastructural deficiencies, improve capacity building, education, the removal of bottlenecks in customs procedure etc, these negatives would be largely minimized if not completely removed.

On the positive side, it is to be noted that the country has been posting positive growth of GDP over the last couple of years. The positive growth of 5.8% is a reflection of the trade flows which is largely accounted for through cargo throughput. This is so when one considers that 90% of Ghana's import and export trade is

carried by sea.

Apart from the growth in GDP which is a reflection of national economic performance, one would also have to look at revenue which was accrued by the GPHA for Government.

Increased throughput from a figure of 7,831,143 tonnes in 1998 to a figure of 13,876,963 tonnes in year 2005 with transit throughput rising consistently since 1999 has meant calling of more vessels in our ports and the handling of more containers. This has impacted positively on the economy.

The investment opportunities created by the transit trade cannot be overlooked. The recent commissioning of a multipurpose truck park at the cost of \$40bn is a manifestation of the opportunities created by trade facilitation in transit trade.

There are also the forward and backward linkages which relate to the provision of services such as trucking, freight forwarding, provision of logistics services, and other ancillary services such as insurance and banking. The transit trade also helps in building practical capacity for multimodal transport operations. The interactions between agents from the landlocked countries and local agents lead to the development of multimodal transport operators as well as logistics providers who assist in building smooth supply chains.

The increasing use of information technology is also another positive impact of the increased transit trade on the economy. Increasingly the Ghana Community Network (GCNet) and the Ghana Customs Management Systems are being used to facilitate transit traffic through the corridor. When this is stepped up it would undoubtedly lead to greater efficiency and an

increase in revenue mobilization not to mention that it would be enhancing Ghana's capacity at developing Intelligent Transport Systems (ITS).

As pointed out earlier, the negative impact of the transit trade is not inherent in the use of Ghana's corridor for transit but has more to do with the infrastructural, logistical, administrative and legal issues that require urgent attention.

Some of these shortcomings include:

- Poor road network and infrastructure
- Lack of railways
- Problems of port congestion
- Inadequate landside facilities
- High level of physical inspection by customs and cumbersome procedures
- Lack of uniformity in subscribing to and applying international and regional instruments
- Absence of international connectivity
- Improper co-ordination between central and regional authorities and agencies
- Lack of political will to implement Agreements
- Lack of return payloads
- High risks and costs for insurance

The problems are as systemic as they are prevalent and it must be stressed that they do not have to be totally eliminated for the positive impacts to be felt by the economy.

According to an OECD report, Angola achieved a 150% increase in revenue by the time it was mid-way through a five year customs modernization programme.

When one also considers that revenue loss from inefficient border procedures is estimated at more than 5% of GDP in some cases, the situation is indeed grim. Having dealt broadly with the issues regarding the impact on the economy, it would be appropriate at this stage to avert our minds to some of the legal issues that attend to the transit trade.

LEGAL ISSUES

At the onset it would be necessary to establish the Legal and Regulatory Framework within which Trade Facilitation and for that matter Transit Trade operates. The legal framework is made up of Multilateral Treaties, Bilateral Treaties and Domestic or Municipal law. At the heart of the multilateral treaties and instruments is the convention of the United Nation's Conference on Trade and Development (UNCTAD) on transit of goods within landlocked countries adopted on the 8th of July 1965 (The New York Transit Convention). Ghana is a party to this convention.

This convention defines "Transit Transport" as "the passage of goods, including unaccompanied luggage, across the territory of a state situated between a landlocked country and the sea whereby passage is a fraction of the total journey commencing or terminating in the hinterland of the mentioned landlocked leg which precedes or directly follows the said passage".

For the purposes of this paper, the most important multilateral convention to which Ghana is a party is the convention relating to Inter-State Road Transit of goods adopted within the framework of ECOWAS in Cotonou in 1982 (ISRT Convention), commonly referred to as the ECOWAS Transit Convention.

The ISRT entails a transit regime that "allows the transportation of goods by road from one customs office in a member state to another customs office in another member state through one or more member states, free of duties, taxes and restrictions and such goods being accompanied with a set of customs documents, which shall not be off loaded or transferred while in transit". The impact of this is very clear and would not require further elucidation.

Other multilateral treaties to which Ghana has signed up are the International Convention on the



simplification and harmonization of customs procedures developed by the World Customs Organisation (WCO) in 1973 and revised in June 1999, commonly referred to as the Kyoto Convention. This represents the international standard for customs operations and is used as a benchmark by the global customs community.

It is necessary to mention that the revised Kyoto Convention makes provision for the simplification, harmonization and modernization of customs procedures. It provides amongst others for harmonized customs documents for use in international trade and transport, and provides for the use of risk management techniques and the optimal utilization of information technology systems in customs operations.

Another multilateral convention worth referring to, if even only in passing, is the United Nations International Convention on Multimodal Transport of Goods 1980. This convention is not yet in force and it does not seem that it would see the light of day.

Another multilateral and omnibus convention (the Bible or the Koran of the seas) worth mentioning is the United Nations Convention on the Law of the Sea 1982, commonly referred to as the Law of the Sea Convention. Part X of the convention deals with the Right of Access of Landlocked states to and from the sea and the Freedom of Transit. In particular Article 125(1) provides that "Landlocked states shall have the right of access to and from the sea for the purpose of exercising the rights

provided for in this convention including those relating to freedom of the high seas and the common heritage of mankind. To this end, landlocked states shall enjoy freedom of transit through the territory of transit states by all means of transport".

It is important for the purposes of this paper to state that Article 125(3) grants transit states such as Ghana, the right to "exercise their full sovereignty over their territory". It also provides for the right of the transit state to "take all measures necessary to ensure that the rights and facilities provided for in this part for land-locked states shall in no way infringe the legitimate interests of the transit state".

This is to be noted as efforts towards trade facilitation are stepped up and encouraged.

One cannot talk about existing multilateral treaties regarding trade facilitation and the transit trade without a reference to the World Trade Organisation (WTO) and the General Agreement on Tariffs and Trade (GATT).

The WTO website throws some light on the recent efforts within the international multilateral treaties framework, to deal with issues of trade facilitation and the transit trade.

It notes that on the basis of modalities contained in Annex D of the so called "July Package," members are directed to clarify and improve GATT Article V dealing with Freedom of transit, Article VIII dealing with Fees and Formalities connected with importation and exportation and article X dealing with Publication, Transparency and Administration of Trade Regulations.

It is to be noted that the negotiations are also meant to explore ways of providing technical assistance and enhancing capacity building in order to improve cooperation between customs and other relevant agencies dealing with trade facilitation issues.



BEEDEG CONTAINER LINE

Experts in Shipping Containers and Logistic Services

From Worldwide ports of loading and arriving at Tema or Takoradi ports, Please call for attractive rates to Ship Less container loads (LCL), Groupage Cargos, Full Container loads (FCL) and project equipment etc.



You will be glad you Shipped with us
Your Satisfaction is Guaranteed!

Location: Community 5 Main Taxi/Trotro Station, Tema
P. O. Box BT 459, Tema Tel. 233-22-202799 / 203007/ 9 Fax: 233-22-203010
E-mail: beedeg@ghana.com / beedeg@hmt.com.gh

It is important for me to mention that along the lines of the New York Convention on Transit Trade, the ISRT and the provisions of the Law of the Sea Convention, Article V of the GATT are also aimed at ensuring freedom of transit.

It states "Each member state shall grant freedom of transit for goods vessels and other means of transport crossing its territory, via the routes most convenient for international transit with no distinction based on flag of vessel, origin, departure, entry, exit, destination or ownership of goods, vessels or other means of transport".

At the bilateral level it is important to mention that Ghana has Bilateral Agreements with Burkina Faso, Mali and Niger with respect to co-operation

The Ghana Shippers' Council has recently been appointed as the Focal Agency for the Transit Trade through Ghana's corridor.

Beyond the multilateral and bilateral treaties are the domestic laws which Ghana applies with respect to transit trade matters. It is important to mention in this respect, the Customs, Excise and Preventive Service (Management) Law, PNDC Law 330 of 1993 as well as the Customs Regulations LI 1060 of 1976. These provide some rules and regulations which guide the conduct of the transit business in Ghana. There are no comprehensive and all-encompassing laws on the transit trade.

Under PNCL 330 the relevant sections that touch on the transit trade, in fact,

various international multilateral instruments to which Ghana is a party have not been extrapolated into a composite rational legislation dealing with the subject.

Indeed it seems to me that Ghana is yet to appreciate the full import of trade facilitation especially as a means for accelerated economic growth. Recent efforts at addressing the policy concerns in this regard, embodied in the Ghana Trade Policy Document, is indeed welcome. There would thus be the need to translate same into national legislation to ensure enforcement capabilities within the legal realm.

Other legal issues that arise are of a private law nature and I would touch on them briefly. Since the transit trade involves contracts and commercial transactions, there are bound to be conflicts which may need to be addressed. Such conflicts may involve damage to or loss of goods in transit, accidents leading to injuries and death etc.

Where such issues arise it brings to the fore the related issues of Jurisdiction, Forum and Applicable Law. It is also important to mention that Third Party Liability issues can arise as contracts for the transit of goods may be between two contracting parties but may impact upon a third party who suffers damage or injury as a result of the negligence of one of the parties to the original contract. Third Party Liability issues arise in such instances and whether there is appropriate insurance to ensure adequate and prompt payment is always an issue.

Legal issues in the transit trade also arise within the criminal realm and may even involve matters of extradition. Issues regarding smuggling, narcotics and psychotropic substances including human trafficking can arise in the business of the transit trade. This is where multilateral and bilateral agreements may be resorted for their resolution.



in various fields of endeavour including movement of transit traffic.

It is also necessary to mention that the Ghana Shippers' Council has signed Memoranda of Understanding with its counterpart Shippers' Councils in Burkina Faso, Mali and Niger for co-operation with respect to the use of Ghana's corridor for the facilitation of transit traffic. These MOU's provide for various areas of co-operation using the Shippers Councils as instruments of facilitation and in dealing with the problems that are encountered by the economic operators using the corridor.

dealing more with goods in transit, include sections 48, 50, 97 and 316. Under the Customs Regulations, the provisions to look at are largely embodied in part VIII dealing with coasting and transit trade.

There are other subsidiary legislation as well as Trade and Customs policies and orders including the Ghana Highway code that have been applied from time to time within the legal realm. Suffice it however to mention that there is no comprehensive legislation on trade facilitation and in particular the transit trade. The



The transit trade may also involve land-linked legal issues which arise when goods pass through the ports of a coastal or transit country such as Ghana and would have to transit again through another landlocked jurisdiction such as Burkina Faso in respect of cargoes meant for Niger. There may have been transshipment or transfer of goods into trucks registered for operation in Niger and again complex legal issues can arise in these processes.

Matters regarding Axle load limit and load heights also raise legal issues where they differ from country to country.

The detention of trucks and goods or trucks within the territories of transit or landlocked countries also raise legal as well as diplomatic issues. The Niger sulphur case is a case in point. This involved the detention of Ghanaian trucks, their drivers and mates in Niger for sulphur which they had loaded from the port of Takoradi for onward delivery at Alite, a town in Niger, situated near the Algerian boarder.

The Nigerien authorities detained the trucks and the drivers on the basis of "illegal carriage" of sulphur in open trucks, which was in contravention with the laws of Niger. Diplomatic intervention had to be resorted to the deal with this problem. It however brings to the fore the complexity of the legal issues that can attend to the transit trade.

CONCLUSION

From the above it is clear that trade facilitation provides the necessary

impetus to an accelerated national economic growth. It is also clear that transit trade is a basic component of trade facilitation and that given the needed attention it would impact positively on Ghana's economic growth.

The outline of issues to be addressed in streamlining the use of Ghana's corridor for the facilitation of transit traffic deserve urgent government attention.

As pointed out, it is worthy of note that supply may create its demand, that is, additional services may be introduced, new corridors may be opened and other avenues for trade and transport opportunities may be opened which hitherto did not exist.

Corridor development can be investment led and may lead to opening up of the country through the building of new roads, bridges, tapping of new resources such as the Volta Lake etc. It may also lead to the construction of new facilities such as the Boankra Inland Port or ICD, the construction of freight parks, warehousing etc.

Studies have shown that facilities such as the Boankra Inland Port, when fully operational can cut down costs by about 30-40% for landlocked countries. Improved transit transport arrangements are likely to have positive externalities regarding improved environmental protection, reduction in HIV infection and fewer traffic accidents.

It is suggested that Ghana should consider linking up with relevant international agencies, such as

UNCTAD to develop a systematic inventory of successful experiences in corridor management in order to identify amongst others, critical success factors including sequencing "champion enterprises" and decision shaping mechanisms for optimum utilization of Ghana's corridor.

On the legal side of things it is clear from this paper that there is a whole gamut of international legal regimes that attend to the facilitation of trade and in particular transit trade.

It is clear from the multilateral and bilateral instruments referred to that the common strand through all the legal regimes is the obligation for a transit country such as Ghana to put in place appropriate structures for the use of its corridor for transit traffic. It is to be borne in mind that the legal rules do not provide a carte blanche for the utilization of Ghana's corridor but admits of steps and measures that can be taken by Ghana to protect her legitimate interests.

At present there is a hotchpotch of domestic legislation dealing with issues regarding the transit trade. It would be necessary to give legal vent to the transit trade within the wider framework of trade facilitation. This would involve the development of a comprehensive domestic legislation that takes cognisance of the multilateral and bilateral treaties to which Ghana is a party.

Once this is done, we would have created the appropriate legal framework so essential for the facilitation of trade and the accelerated growth of our national economy.

The transit trade is not a "captive trade". Ghana is in competition with countries such as Togo, Benin and Cote d'Ivoire. In view of the importance that trade and services are increasingly playing towards meeting the growth aspirations of a number of economies Ghana would need to act urgently in order to tap the opportunities that the transit trade and trade facilitation provides.

Experts In

Clearing

Forwarding

Free Zone; Import / Export

Warehousing

Consolidation

Haulage



**Location: Second Junction,
after the Mobil Filling Station
Tema Motorway Roundabout.
Hse No. N/1 Comm. 9**

E-mail: hencin2002@yahoo.com

Motto: Your Delight, Our Goal

MERCHANT SHIPPING
& Trading Agency Ltd.

**P.O. Box CE 11596, Tema, Ghana West Africa.
Tel.022-308038 Fax: 022-308038 Mobile: 024-4462200**

the MEGA MERGERS of the MEGA CARRIERS

A fresh bout of high freight rates for the Ghanaian Shipper

By Capt. William Amanhyia, National Administrator, Ghana Institute of Freight Forwarders (GIFF)



The Writer

The recent wave of mergers and acquisitions among the major shipping lines around the globe could perhaps be described as the most significant change that has occurred in the industry in several years. These mega alliances, involving Maersk Sealand/P&O Nedlloyd and Hapag-Lloyd/CP Ships, the four mega ocean carriers in the world, effectively have redrawn the map of global shipping and presented a new and complex market scene for container shipping services. There is no doubt that the impact of these mega mergers on freight rates will be quite significant especially for developing nations like Ghana.

Sea transport is a major service industry to international trade, and because Ghana is geographically located in a region which generates only a small percentage of its international trade intra-regionally, much of our vital raw material exports and manufactured goods imports necessarily need to move by sea. As a result most goods and services found in the country have an element of maritime transport built into them.

In the case of average Ghanaian merchants who deal mostly in low value/high volume manufactured goods imports, sea transport often presents the only logistically and financially viable option. The competitiveness and the efficiency of sea transport therefore has vital implications to the users of such services and also for the average Ghanaian on the street, because of its

direct effects on the costs of goods and services found in the country. It is in this context that the recent merger of the two biggest liner operators in the sub-region, should be of concern to policy makers in the country because of the effect these mergers could have on market concentration and the resulting monopolistic pricing advantages it confers on such operators.

Sea routes into the sub-region have traditionally been dominated by Liner Conferences, most of them foreign owned. Liner Conferences are among the oldest surviving cartels in the world, having been around since 1934. With the approval or "tacit acquiescence" of European Governments, Conferences operating into the region have been allowed to collude in fixing freight rates among themselves. Such price colluding/fixing arrangement, a feature allowed only in the liner shipping industry, would without the various special provisions made by the respective European Governments be illegal under the national competitive laws of most developed nations.

These special provisions termed anti-trust immunity were, what I simply perceive, as deliberate legalisation of illegal acts by sovereign governments with the sole intention of enhancing the competitive edge of their Shipping lines. There are already calls for an end to these anti-trust exemptions from European Shippers because in the long run it has been realised that none of the promised benefits advanced for the conference operations have been

justified.

Most maritime professionals in the country for example, will recall at the time conferences were making their debut in the region, the promises made of cost savings that will result from economies of scale which could be passed on to shippers in the form of lower freight rates.

This never happened. Instead after the demise of the various national shipping lines in the region, which had effectively served as a form of hedge against imposition of arbitrary rates during the period of their existence, the remaining conferences, now all Europeans, capitalized on the freedom granted them under their various governments anti immunity laws and their dominant position in connection with market structure and conference membership to peg rates at levels far in excess of what could normally be due with efficient and competitive operational costs.

In addition, the conferences used surcharges and other "administrative charges" as revenue generating instruments rather than as cost recovery mechanisms that they are supposed to be for, knowing that their customers will have little choice but to pay for these charges that their market dominance allows them to impose. This has now become a legacy in the local industry.

The issue was further exacerbated by the absence of an effective Governmental oversight body for the industry with the result that the tendency to levy arbitrary charges on shippers has now become a free-for-all part of doing business among carriers operating in the country. It has now reached what I will term ridiculous proportions where fresh new charges are levied on shippers almost every quarter.

A look at some of these charges indicate that they have no justification whatsoever and that they are simply ploys adopted by the shipping carriers through their various local agencies to extort revenue from Ghanaian shippers. In general, shippers report of a lack of transparency with these charges wherever they are applied.

In one case in Singapore, the Singapore Shippers Council (SNSC) carried out a survey on Terminal Handling Charges (THC) in 2001. Most of the carriers justified THC as the result of increased port charges. However, the Singapore Port Authorities confirmed later on that port charges had actually decreased over the stated period, indicating that carriers use these charges for revenue making rather than as cost-recovery mechanism. It might be quite

interesting to carry out such justification survey in the country. For example, why should the consignee pay for coming to pick up his Bill of Lading at the local shipping agency when the agency gets remuneration for representing the carrier locally, or why should a consignee pay for container cleaning when there is provision made in contracts of affreightment for "normal usage of containers"?

Ghanaian importers have a right to affordable sea transport services. The authorities therefore need to urgently "define" what is termed "custom of the trade" in the country, an ill-defined traditional industry concept which carriers operating into the country have exploited to the hilt.

There is the need to clearly and documentarily spell out the responsibility of each of the stakeholders at each step of the cargo handling process when cargoes land in Ghana. It needs to spell out who contracts and pays who to carry out such tasks in relation to the cargo delivery process instead of leaving it open to the one who wields the most market clout. It must ensure carriers carry out their full responsibility in line with established international practices.

It is in light of this further market dominance which will be conferred on the new mega alliances that is disturbing. The elimination of any potential competition in the region as is now the case will create a market structure in which the forces of competition will be muted to such an extent as to increase the level of prices above that which would be determined by the operation of normal market forces.

The possibility of this leading to abuse of a dominant position in connection with market structure as currently is being exhibited by the big carriers in the country, cannot therefore be ruled out.

It is therefore time for Government to step in to effectively control these seemingly runaway carriers. One of the pillars of International Conventions and the basis of Member countries' shipping policies, it is believed, is to prevent the abuse of a dominant position by any commercial party. The mega carriers are coming in with a bigger clout this time. It is therefore time for us to put our regulatory house in order to ensure our shippers get a fair deal. We must never ever lose sight of the fact that whatever costs shippers incur are passed on to the local consumers.



IMPLICATIONS of the TRANSIT TRADE on the NATIONAL ECONOMY

By Jacob Adorkor, Stevedore Manager, GPHA - Tema

This paper takes a close look at the transit trade through the Port of Tema and identifies the major players in the trade. It also considers the implications of the trade on the national economy in general with particular interest in the activities of the Stevedoring Companies working in the port. It identifies the major bottlenecks impeding the trade and makes suggestions and also examines the attempts being made to remove these bottlenecks.



The Writer

Introduction

Access by landlocked countries to the use of the seaports of coastal states is a legal right under the United Nations Convention on the Law of the Sea (UNCLOS). A coastal state is therefore obliged under this law to open her ports for use by these geographically challenged states.

Out of the sixteen (16) countries in the West African sub-region, three are landlocked and do not have any direct access to the sea. These countries are Burkina Faso, Mali, and Niger.

Politically, all the sixteen countries except Liberia were once colonies of France, United Kingdom or Portugal. While Nigeria, Ghana, Sierra Leone and the Gambia were colonised by the British and Guinea Bissau by Portugal, the rest of the twelve countries were French colonies.

Colonisation brought along with it the institution of language and currency as well as the establishment of physical structures to support the colonial administration. These different colonised blocs therefore have different physical infrastructure and belong to different linguistic and monetary regimes.

Interestingly, the three landlocked countries are former French colonies which have all the traditional French infrastructure and socio-cultural

background. They also belong to the same monetary zone like their seven coastal French neighbours.

Naturally, these landlocked countries have been using their neighbouring Francophone coastal states as their transit corridors over the years. Major seaports in Senegal, Cote d'Ivoire, Togo and Benin are therefore the main maritime platforms for the three landlocked countries which automatically became their hinterland.

Standardised transport infrastructure including rail and roads were therefore constructed to link the major cities of these landlocked countries to the seaports of the Francophone coastal states.

The Anglophone countries were consequently left out of the transit trade until recently when there were improvements in transport and communication networks as a result of regional co-operative efforts by the Economic Community of West African States (ECOWAS) and other bi-lateral agreements between member states of ECOWAS.

In addition, the political instability in some of the neighbouring coastal Francophone states made it strategically unsafe for the landlocked countries to continue relying solely on the traditional transit corridors. As a result, the landlocked countries

explored the other opportunities of using the alternative corridors of the Anglophone countries since the late 1980s.

Brief Account of the Transit Trade in Ghana

Until the mid 1990s, Ghana in particular did not play any major role in the transit trade as far as the landlocked hinterland was concerned. Realising the potential, the Ghana Ports and Harbours Authority (GPHA) made a strategic move when it decided in the mid 1990s to enter the transit and transshipment markets.

This strategic move was conceived as part of the GPHA's drive towards the realization of its mission of becoming the maritime hub of the West and Central African sub-region. This move was supported by the launching of the Ghana Trade and Investment Gateway Project by the government at the time.

From a modest transit traffic of 8,611 metric tonnes in 1997, the Tema Port can boast of handling over 800,000 metric tonnes of transit traffic in 2005. With the prevailing growth rate, the Port could hit the 1.5 million metric tonnes mark it set for itself before the projected time of 2010.

The following Table summarises the transit traffic of the Tema Port between 2000 and 2005.

Tema Port Transit Traffic By Destination (in metric tonnes) 2000 - 2005

As indicated in the Table, transit traffic has increased from 144,973 metric tonnes in 2000 to 875,325 metric tonnes in 2005 representing an annual average growth rate of 52.10 %.

The growth rate of 140.30 % was recorded in 2002 because of the political instability in the La Cote d'Ivoire, our main competitors in the trade. Ever since, growth has been positive until 2004 when it started declining due to the physical developments being undertaken by the Port.

This resulted in the reduction in berthing facilities and cargo handling space. However, improvement in transit traffic started picking up again in 2005 with the completion of the first phase of the Container Terminal and the installation ship-to-shore gantry and yard gantry cranes.

Currently, the transit traffic is the fastest growing sector of the cargo traffic of Tema port without which the port would have been experiencing very slow positive growth in cargo traffic for the period between 2000 and 2005.

Key Players in the Transit Trade

The major players in the transit trade in Ghana include:

- The Landlocked countries represented by their various Chambers of Commerce and/or Shippers' Councils. These countries are Niger, Mali and Burkina Faso.
- The Ghana Ports and Harbours Authority [GPHA]
- The Shipping Lines/Shipping Agencies

- The Stevedoring Companies [Private and Public] Currently, there are eight private companies and the Port Operations Department of GPHA providing stevedoring services in the Port of Tema. In Ghana, the stevedoring activities extend to cover the quay transfer operation until the cargo is deposited into or removed from stack.
- The Shorehandling Companies [Private and Public] Currently, there are two (2) main shorehandling companies in the Tema Port. The Safebond Company Limited [SCL], a private shorehandling company which won the concession to provide receipt and delivery service for conventional cargo in the ports of Ghana. The receipt and delivery service of all containerised cargo is provided by the Ghana Ports and Harbours Authority, although this might change in the near future.
- The Freight Forwarders
- The Customs, Excise and Preventive Service of Ghana and those of the Landlocked countries.
- Transport Organizations and Truckers.
- Financial and Non-financial Companies eg. Insurance Companies, Banks etc.

Direction of Traffic and Cargo Type

Currently, the transit traffic is import oriented. More than 90% of the traffic is import cargo. The main import cargoes include grains and cereals, food items, containerised cargo, vehicles, machinery and equipment as well as iron and steel. The export sector is yet to be properly developed and the major export commodities include cotton, sheanuts and handicrafts.

The Implications of the Transit Trade on the National Economy

Although, it has its negative impact on the economy of the country, the positive economic benefits derived from allowing the landlocked countries to use our corridor for their trade are immense. This paper will therefore dwell on the positive economic, social, and political benefits for the major players in general and the country in particular.

Destination	2000	2001	2002	2003	2004	2005
Burkina Faso	42,140	78,063	208,948	329,530	363,712	427,918
Niger	76,303	116,151	159,680	77,891	87,110	150,987
Mali	256	38,279	144,276	423,147	282,454	287,843
Others	26,274	28,758	114,849	24,525	7,471	8,577
Total	144,973	261,251	627,773	830,568	740,747	875,325
Growth Rate %	-	80.21	140.30	32.30	-10.81	18.17

Source: Tema Port Statistics 2000 - 2005



Get covered

Life . Motor . Fire . Accident . Marine . Liability . Travel . Etc

Life, they say begins at 40...that is if you have lived and planned well enough to enjoy it. A well lived and planned life is one that is insured against life's many uncertainties. Like the mythical bird: phoenix, Insurance from Phoenix Insurance provides you with a bucketfull of second opportunities to make your life worthwhile. Don't sit back and wait until you turn 40, you might be in for a surprise. Get covered now...

With us!

Our Branches

Tema
Kumasi
Takoradi
Sunyani
Obuasi
Oda



Phoenix Insurance

Tel: 021 911023/911024. P. O. Box 17753, Accra-GH

(a) Major Source of Revenue for the State and the other stakeholders in the trade:

The transit trade is a major source of revenue for the port, the port operators, the other stakeholders in the trade and for that matter the country. The transit trade brings extra traffic into which translates into revenue for all service providers who moves it directly or indirectly, thus bringing foreign exchange into the macro economy of Ghana.

(b) Cushions the Port against the Negative Impacts of any Macro Economic Policies:

As a port that handles essentially import traffic, the Port of Tema tends to mimic the general developments in the national economy. This renders the Port very vulnerable to the swings in government fiscal policies and fluctuations in the performance of the national economy. The growth of transit traffic is not directly affected by the fluctuations in the national economy. As such, this traffic seeks to cushion the Port against the fluctuations in the national economy.

(c) Generates Employment: The transit traffic does not only generate revenue for the port and the major players in the trade, it also brings employment for the workers of the Port, the Port Operators, the Freight Forwarders, Insurance Companies, Transport Companies, Truck Owners and Operators, Warehousing Companies and other Logistics Providers.

(D) Stabilizes the Cost of Handling the National Traffic: As a policy, the handling of transit traffic is priced below that of the national traffic to enhance competitiveness of the country's exports in international markets. This pricing policy exerts an

effective downward pressure on port costs and thereby stabilises the price of handling the national traffic as well as keeping in check the cost of doing business in the port.

By nature, port investments are made in large chunks making the fixed cost component in cargo handling very high. As cargo volumes increase, unit costs of handling also falls. The growth in transit traffic therefore helps the Port ultimately to stabilise the cost of handling the national traffic.

(e) Stimulates the Local and National Economy: Transit traffic also stimulates the local (municipal) and the national economy. The shipping companies, freight forwarders, truckers, hoteliers, banks, insurance companies, forex bureaus etc all benefit directly and indirectly from the transit trade.

Shipping companies earn commissions - in foreign exchange on the transit goods. Freight forwarders also charge professional fees and administration charges for the transit traffic they clear and forward to the consignees (principals) in the landlocked countries. Transit traffic generates a lot of job for truckers, food vendors, hoteliers, insurance companies, banks, forex bureaus etc.

(A) Potential to Foster Good Neighbourliness between Ghana and the Landlocked Countries: Transit traffic has the potential to foster good neighbourliness and friendship between citizens of the landlocked countries and Ghanaians. This is important in promoting sub-regional peace. The transit traffic has the potential to also enhance Ghana's image internationally and influence in the sub-regional political and diplomatic arena.

The Role of the Stevedore in the Transit Trade

The stevedoring companies are port operators and are major players in all

cargo handling activities of the Port. There are eight private stevedoring companies operating alongside the Ghana Ports and Harbours Authority in the Port.

The Port operates a system where cargo and vessels are allocated to each Stevedoring Company on an already agreed and licenced quota. Unlike the traditional definition of stevedoring, GPHA in an attempt to encourage the private operators to invest in cargo handling equipment redefined the stevedoring activity in the ports to end at the stack instead of under the hook tackle. With this policy, it became an obligation and a requirement for stevedoring companies to be licensed in Ghana.

The following are the main functions of the stevedoring companies in the movement of the transit traffic through the Ghanaian corridor.

- *Handling of the Transit Traffic*
- ♦ *Discharging and Loading of Vessels*
- ♦ *Quay Transfer Operation*
- *Co-ordinating the Receipt and Delivery Activities*
- *Provision of Resources for Handling of the Cargo*
- ♦ *Labour*
- ♦ *Equipment*
- *Investment in Cargo Handling Equipment and other Facilities*

Major Bottlenecks Impeding the Trade through the Ghanaian Corridor

It has been observed that the transit business is fraught with a number of difficulties both in the port and along the corridor. A number of studies and discussions with stakeholders have revealed a number of problems and difficulties which can be categorised and summarized into the following.

(i) Port related bottlenecks

- Berthing Arrangement and Storage Facilities
- Equipment
- Vehicle Control
- Clearing Formalities
- Transit Park Security Hostel Facilities
- Port Charges (Handling Charges and Rent)
- Damage to Cargo and Liabilities
- Language and Currency Transfer

(ii) CEPS related bottlenecks

- Clearing Documentation
- Transit Bond
- CEPS Escort
- CEPS Checkpoints along the Route 21 Checkpoints with 64 Officers as at 31 March, 2006
- Export Fees US\$ 200 per consignment
- Laissez-Passez/Temporary Entry Permit

(iii) Freight Forwarder related bottlenecks

- Processing Customs/Port Clearing Documentation
- Availability of Suitable Trucks

- Loading and Dispatch of Trucks

(iv) Transport Unions related bottlenecks

- Release of vehicles into the Port for loading
- Transit Parks
- Driver Behaviour and Welfare
- Transport Fares and Transport Commissions
- ECOWAS Insurance Issues
- Truck Conditions and Types

(v) Security Agencies related bottlenecks

- Police patrol checkpoints and harassment 14 Checkpoints with 34 officers as at March 31, 2006
- ECOWAS Insurance (Brown Card)
- Border Control

Attempts by the Port Authority to ameliorate these bottlenecks

- Setting up of a Port Transit Committee to review the transit business regularly and come out with workable and implementable solutions
- Setting up of a Route Co-ordinating Committee to

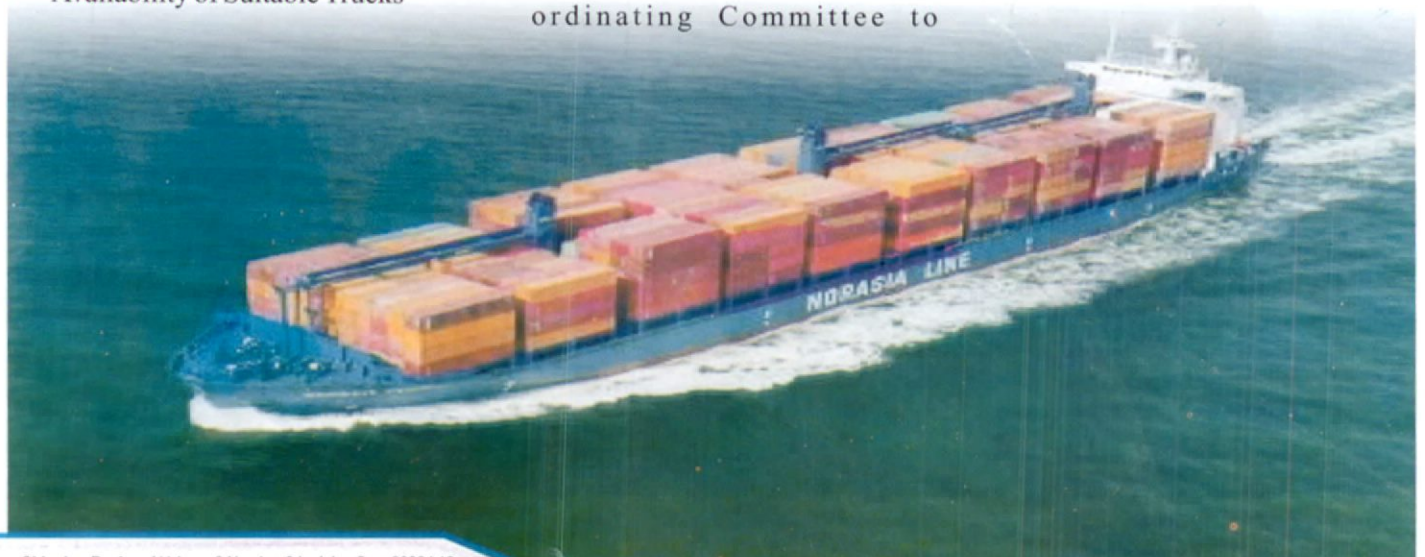
constantly review the route problems

- Provision of adequate equipment and shorehandling facilities
- Dredging of Berths 10, 11 and 12 to a depth of over 10 metres to accommodate transit vessels with bigger drafts
- Facilitation of Port and Route Procedures
- Reduction in corrupt practices in the Port

Conclusion

The benefits of the transit trade to the national economy are numerous and cannot be entirely quantified in monetary terms. But for the growth in the transit traffic, the Port of Tema would have experienced a very slow positive growth in cargo traffic in recent years.

The main characteristic of the transit traffic is that it is very volatile and has a very high supply elasticity. It is very sensitive to costs and service considerations. For this reason, all the main players and stakeholders in the trade must co-ordinate their activities and operate efficiently and reduce cost effectively for the sustenance of the trade.



Strategies for improving clearance of goods at the ports of Ghana for **SUPPLY CHAIN EFFICIENCY**

In this Paper, Kofi Mbiah and Emmanuel Arku (GSC) examine some of the bottlenecks impeding the clearance of goods through our ports and provide some strategies for addressing the related issues.

Contd from Second Quarter edition

(vi) Freight Forwarders / Customs House Agents

The problems of cargo clearance associated with Freight Forwarders or Customs House Agents are essentially lack of professionalism and regulation in their activities. There a number of unlicensed and unqualified persons parading as Custom House Agents who are dragging the reputation of the profession in the mud. Their traits are as follows:

- They have no offices ('under-tree' operators)
- They have no fixed line telephone numbers
- They have no identification cards linking them to any recognised clearing company.
- They usually promise short delivery times.
- They also usually promise lower duties and charges.
- They offer lower clearing fees.

These unscrupulous 'Clearing Agents' are involved in all manner of criminal activities as far as clearing of cargo at the ports is concerned.

It is important that the various associations to which some of these Clearing Agents belong raise their professional standards and requirements for membership. It should not be enough to have a Customs House Proficiency Certificate. Testimonials and membership of recognised associations must be a pre-requisite for practicing as a Customs House Agent.

There must be a strong sanctions

regime to punish these recalcitrant Agents coupled with a coordinated approach by the major players in dealing with this matter.

(vii) Shippers

There are also a number of inherent problems in the cargo clearance process that can be attributed to the acts of omission or commission on the part of shippers (importers/exporters). The following are some of the practices of shippers which hamper the cargo clearance process at the ports:

- The use of clearing agents who promise lower duties and taxes, even though they may be unlicensed.
- The presentation of forged or doctored documents
- False description of cargoes, etc.
- Lack of knowledge and interest in the clearance process

(viii) The GCNet System

In spite of the fact that the introduction of the GCNet in 2003 has brought in its wake a reduction in documentation procedures at the Ports, the clearance process is not enjoying the full benefit of the Tradenet due to IT infrastructure problems and the lack of commitment on the part of some stakeholders to get connected to the System.

There are also a number of operational problems with the GCNet which affect the clearance process. They include the following:

a) Paper Documentation:

Although the Tradenet was intended to reduce to a large extent paper documentation in the cargo clearance process at the country's ports, Customs House Agents still complain about the

increased volume of paper documentation required for processing through the GCNet.

This is due to the fact that entry of declaration to the GCNet is such that every little variation of the same commodity must be entered separately on the GCNet, and shippers require the hard copies of these validated declarations for payment of duty, compliance and all other procedures. In the situation of a post-entry, the paper documentation of the shipper becomes even greater.

b) System Down-times:

Another problem with the GCNet is the breakdowns or down-times in the system, which unduly delays the receipt of response from the GCNet and retards the progress of clearance of cargo. The response time for restoring such break down is rather high. With the introduction of the recent upgrade of the system it is hoped that this problem will be a thing of the past.

Strategies For Improving Cargo Clearance

Generally, the strategies for improving cargo clearance at the country's seaports derive from the solutions to the numerous problems identified here above. However, for the sake of emphasis, a number of measures and strategies are outlined below that need to be put in place to address the problems shippers and their agents face during the process of clearing their cargo at the country's seaports.

Port as a Transit Point

There is the need for all stakeholders to see the seaports as transit points rather than storage places for cargoes.



This realisation should inform the plans and programmes for the port. As much as possible all other port-related activities should be located outside the port. The implementation of such a policy together with the construction of dedicated Container Terminals in the ports would greatly reduce the problem of congestion at the ports. It is heartwarming that some efforts have begun in this direction.

There is also the need to improve the equipment situation at the Ports and to deal drastically with GPHA equipment operators found culpable of extorting monies from shippers and their agents. In the same vein importers and their agents should desist from paying these illegal monies.

Separation of transit goods operations from locally destined goods in order to have enough space for local operations should be the way forward. A dedicated freight station could also be designated for clearance of personal effects.

Even though a new truck park has recently been constructed outside the port, the space it provides is inadequate and efforts must be made towards securing new parks. Measures should also be introduced to sanction trucks that park for long periods in the port. Trucks should only

be made to enter the port when they have a note indicating that the cargo they are to pick is ready. This would ease vehicular congestion in the port.

Need for ICDs

The development of Inland Clearance Depots (ICDs) in the hinterlands of Ghana is a sure way of reducing congestion at the seaports. The Boankra Inland Port project is one such project which among other things is intended to reduce congestion at the seaports. Efforts at establishing this Depot should be stepped up.

Use of ICT

The use of ICT must be encouraged at all stages of the cargo clearance process at the ports. The current clearance system in the ports has too much human interface which makes the system prone to human frailties and sometimes deliberate abuse. Measures should therefore be put in place to automate the processes so as to minimise the problems associated with the human interaction.

GPHA should introduce automation in all port operations as well as an effective container management system to facilitate easy location and identification of containers.

The employment of an efficient IT system for cargo tracking and tracing at the ports is long overdue. This programme must have interfaces with

the financial operations (in terms of payment of bills at the banks), and with the GCNet system.

Education and Training for Clearing Agents

There is urgent need for regular training for Customs House Agents to inject professionalism into their operations. Persons wishing to operate as Custom House Agents must have a minimum certification from a recognised maritime institution in order to be granted CEPS operating licence. There must be stern measures to weed out the 'can-I-help-you' and "goro" boys/agents from operating at the ports.

Sanctions Regime

There must be clearly spelt out, enforceable sanctions applicable to clearing agents, shippers and other officers in the industry who deliberately flout laid down procedures, rules and regulations in the cargo clearance system. The deterrent essence of punishment must be emphasised with culprits made to bear the full rigours of the law. A system should be put in place to ensure that banned operators and their agents do not operate under new company names. Culpable customs officers should be banned from operating as Customs House Agents.

Decentralisation of Regulatory Agencies

There should be decentralisation of the procurement of statutory permits/certificates of regulatory agencies for clearing cargo. Processing of FCVR should be expanded to the other entry points in the country.

One-Stop Shop

There should be one-stop shop documentation centres at the various ports to minimise the hassle and delays associated with documentation.

Connecting all Relevant Stakeholders to the GCNet

The GCNet should be enhanced to link all relevant bodies and service providers to complete the full automation of the system. This would facilitate information sharing among the major players and would minimise the duplication of procedures inherent in the clearance system.

There is also the need for the introduction of key performance indicators to guide the operations of GCNet. This should form the basis for assessing the performance of the system.

Phasing out Paper Documentation

The system where shippers or agents print hard copies of declarations for compliance should be phased out. CEPS compliance and verification should be on-line requiring shippers and their agents to only submit the hard copies of bills of lading, receipts, invoice and permits for compliance.

This would drastically minimise the volume of paper work required to complete the documentation required for clearing. On-line checking of documents would require that all payments made in respect of clearing should be system-defined so that CEPS officers can check them.

Audit Trails and Monitoring

There would be the need to do an audit trail of the performance of CEPS officers at the compliance. Deserving officers can then be rewarded and officers who unduly delay the process

should be sanctioned. To do this effectively a few senior officers must be assigned this responsibility who would in turn report to the Assistant Commissioners.

Abolishing of Local Shipping Line Charges

Local charges by shipping lines/agents should be abolished entirely in line with international shipping practices. This is the only way by which shippers in Ghana can gain competitiveness in the global market. This is so because, already, West Africa pays the highest freight rates in the world.

Physical Examination

There should be a reduction of physical examination in the CEPS clearance procedures at the port. This can be achieved by the full implementation of the Customs Risk Management System.

There should also be collaboration among the agencies involved in the exit procedures at the gates to minimise duplication of exit procedures.

Scanning

An area should be specially designated where scanned containers which are suspected of concealment could be examined. The present area is very limited in size and the high level of congestion outside the scanning area leads to excessive delays. In the same vein, the number of customs officers working in this area should be increased so that the high levels of batching could be reduced to facilitate the speedy movement of containers that are designated for scanning.

Duty Levels

There is a general perception amongst the importing public that duty levels are rather high and this is a major 'incentive' for the fraudulent practices at the ports. This is because all these practices are aimed at evading duties and taxes.

It is suggested that Government should put in place a mechanism that

would ensure a systematic reduction of duty levels for some specific items over a period of between 10 to 15 years. In order not to sacrifice Government revenue, internal tax collection mechanisms should at the same time be strengthened.

Summary and Conclusions

In examining the strategies that need to be put in place for improving clearance of goods in Ghana's ports, one can at the risk of oversimplification capture these under two main headings viz

(A) THE INFRASTRUCTURAL FRAMEWORK

(B) THE LEGAL AND ADMINISTRATIVE FRAMEWORK

INFRASTRUCTURE

In recent time there has been some improvement in infrastructure that would undoubtedly make an impact on the clearance of goods through the ports. These improvements have largely been undertaken at the port of Tema. These include:

- Widening of the turning basin
- Extension of the quay
- Container Terminal with gantry capacity
- Construction of a devanning yard
- Truck parking yard
- New car park
- Introduction of CCTV cameras
- New warehouses for cocoa, etc.

Despite the above there is the need to address other infrastructural requirements with respect to the following:

- Extension of area for examination after scanning
- Dedicated transit terminal
- Increasing Warehousing capacity for transit cargoes
- Dedicated freight parks
- CCTV in the Long Room
- Electronic tracking of transit cargoes
- Railway rehabilitation

LEGAL AND ADMINISTRATIVE FRAMEWORK

- Communication of rules and procedures for clearing
- Enforceability
- Audit trail
- Excessive charges
- Dealing drastically with culprits
- Decentralisation of Processes: FDB, GSB, EPA, MOTI, PORT HEALTH ETC
- Increased ITC penetration
- Increased Education of Shippers
- Utilisation of appeal Process
- Revision of the Bills of Lading Act (Act 42)
- Reduction of duty levels on selected goods

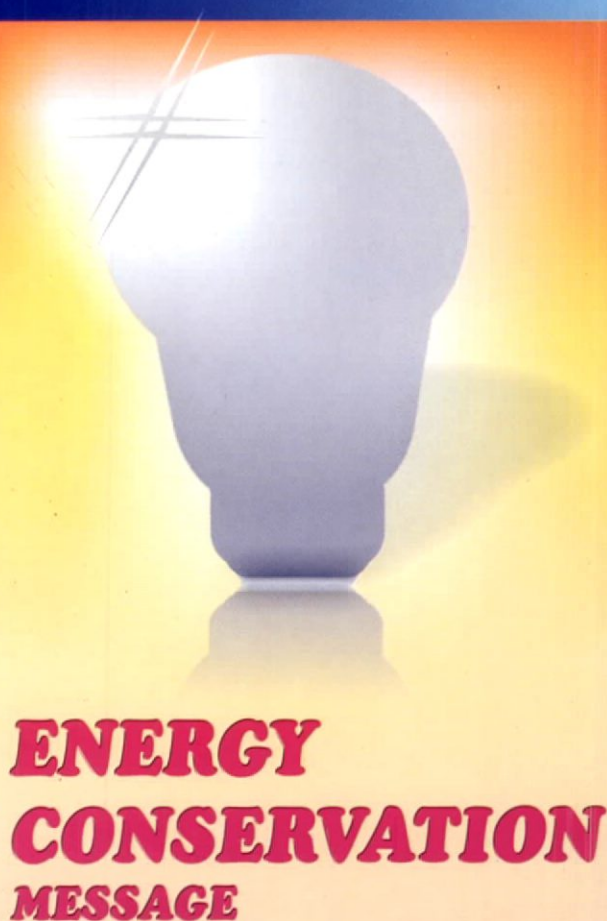
- A paradigm shift in orientation towards service delivery
- Setting appropriate benchmarks for evaluating efficiency
- Synergistic collaboration of all players

In the introduction to this paper it was stressed that the increasing integration of the transport chain, coupled with the increased coordination between the providers and users of transport services, make it imperative that any bottlenecks that hamper the smooth flow of logistics, be urgently addressed to create capacity for increased competitiveness.

Even though the value of Ghana's logistics chain has not been provided in this paper, a total throughput of

about 14 million tonnes would undoubtedly generate a significant logistics chain value. The strategies outlined above should therefore provide a fillip to the debate towards taking measures to address the shortcomings.

Improved clearance of goods would reduce the time and cost of doing business at our ports and also make the movement of goods through Ghana's corridor very competitive. A consistent, transparent and predictable globally accepted environment for international trade transactions would be created in our ports and this would go a long way to improve the competitive capacity of our ports and shippers in Ghana.



Because of surging economies in the developing world and continued growth among the industrialized nations, global energy use is climbing. As a result, supplies are tight. Prices are rising. And energy users are calling for viable alternatives.

The good news is we've got a huge source of alternative energy all around us. It's called conservation, and it's the lowest cost new source of energy we have at hand. A reduction of just 5% of global energy use would save us the equivalent of over 10 million barrels of oil a day. Clearly, saving energy is like finding it. So how do we do it?

For developed and emerging economies alike, incorporating energy efficient technology into new construction could reduce consumption by 40%. Government and businesses must reduce their citizens and employees. Further improvements in fuel efficiency will play a crucial role, too. And the average person wields incredible power when it comes to conserving energy, from driving slower to switching to more efficient home appliances.

Of course, not only does using less energy mean there's more fuel to go around, it also means fewer greenhouse gas emissions. The fact is, if everyone began conserving today, we'd see results immediately. We've taken some of the steps needed to get started but we need your help to get the rest of the way.

Culled from Financial Times, September 6, 2006



AKTOSFREIGHT CO. LTD.



Contact Address:

TEMA.

Room 406
TFS Building, Tema
Tel. 022-207015
Fax: 022-210230
Mobile: 024-4369609

AIRPORT

Ghana Airways Building
Opposite Airport Post Office
Tel. 021-762435

KUMASI

Top Martins Building
Asokwa
Tel. 051-82858

Experts In:-

- **Clearing**
- **Forwarding**
- **Shipping**
- **Import / Export**
- **Consolidation**
- **Warehousing**
- **Haulage**

P. O.Box MD 1034 Madina - Accra. E-mail:gato@wwplus.com



"End-to-End Automation in Cargo Clearance Is Our Vision"

- CEPS Commissioner Emmanuel Ndashie Doku

The newly appointed Commissioner of the Customs Excise and Preventive Service, Mr Emmanuel Ndashie Doku has declared that the vision of the Service under his administration would be to ensure end-to-end automation in the cargo clearance process in the country. Mr Doku made the declaration in an interview with the *Shipping Review*.

According to Mr Doku, CEPS has already taken the lead in the drive towards complete automation of cargo clearance processes and is urging other allied agencies involved in the process to come on board so the process would be made whole. He asserted that even under the current situation, CEPS' automation processes are number one in Africa. "For example we have an electronic model to show the location of containers in the port, or manage their movement from the port to a freight station but that should be complemented by Ghana Ports and Harbours Authority (GPHA) to make the system fully operational."

Citing the clearance of transit cargo for example, the Commissioner said that the Service was in the final stages of complete automation it began two years ago following the completion of an electronic model to document transit cargo. The new model known as the Enhanced Automated Transit

Model of the Ghana Customs Management System (GCMS) underwent a successful two year test trial at the nation's four main exit points (Tema, Takoradi, Elubo, Aflao and Paga).

In addition to that, the Service on Monday September 4 2006 introduced the second "and most important phase of the automation process," i.e., Electronic Bonding of Transit Cargo. The new model which is an improvement over the manual method which involved transitors going to the insurance companies to enter in their bonds before going back to CEPS to complete their documentation, has State Insurance Company (SIC) as the sole, national guarantor, whose guarantee for transit cargo remains valid throughout the entire transit journey. Hitherto, transitors had to secure another guarantee once their cargo left the Ghanaian corridor and entered another country along the transit journey. SIC's guarantee process is now captured electronically on the GCMS.

Furthermore, the Service has begun fitting its monitoring stations along the transit route with electronic tracking devices with cameras that capture the time that the cargo gets to the station as well as the condition of the cargo and the trucks.

The third phase of the automation process would involve the deployment of the Global Satellite Modulation (GSM), Global Positioning System (GPS) and Radio Frequency Identification (RFID) for the purposes of tracking transit cargo.

On CEPS' Audit Trail System, the Commissioner denied suggestions that the system was ineffective. He said the Audit Trail System involved a Post-Event and Post-Clearance Unit. The former starts immediately a declaration has been made by an importer. It equally investigates clearance processes involving transactions of the previous day. "When any discrepancies are noticed that require further investigation of the previous transactions of the company in question, then the Post-Clearance Unit goes back to examine the company's transactions for the past two or three years. The post-event keeps the companies on their toes because they know we are watching them and can always go back to examine their transactions."

Mr Doku identified the drop in imports at the Tema port, which is the major source of import duty for CEPS as one of the reasons for the Service's inability to meet its revenue target for the last fiscal year.

He added that leakages in revenue collection had also contributed to the situation.

He revealed that although a policy directive has made the Takoradi Port the only corridor for the importation of textiles, importers still smuggle a lot of textiles into the country through Aflao and Tamale and other unapproved entry routes into the country. "Smuggling occurs on a massive scale and is a major contributory factor to the problem. It is indeed a problem for the countries

the Tema Port in November 2006 for Container Inspection.

The CEPS Commissioner further cited valuation problems particularly with the border stations as one of the factors for the failure of CEPS to meet its revenue targets for 2005. "BIVAC does the valuation for us at the border or frontier stations but we have a few problems with them. There are difficulties and we reckon those difficulties and we are working to resolve them."



along the West Coast. Sometime ago Nigeria had to close its border with Benin because of the problem of smuggling." He said CEPS officials regularly arrest people with smuggled textiles and counterfeit cigarettes brought into the country.

Mr Doku revealed that the Service had a two-year programme with the US Customs that includes equipping CEPS officials with the skills to deal with smuggling and other operational problems. Three different programmes have been organised for CEPS officials involving Training, Evaluation for personnel at the Kotoka International Airport and an Integrity programme for top management and middle and junior level personnel of the Service. Another one is expected to be held at

The CEPS boss intimated that in keeping with its commitment to modern best practices in Customs Administration worldwide, CEPS had adopted a Customs-to-Customs and Customs-to-Business approach in the conduct of its operations.

Mr Doku said under the Customs-to-Customs arrangement, CEPS has a cooperation agreement with Burkina Faso Customs which enables them for example to share information on transit cargo even before the cargo leaves the Ghanaian corridor to its final destination in Burkina Faso.

He said La Cote d'Ivoire is also intent on entering into a similar arrangement with CEPS and added that a Memorandum of Understanding between the Customs

administrations of the two countries was signed two years ago to that effect because La Cote d'Ivoire realised it was losing out heavily on revenue. However, "the technical details have not been well ironed out and therefore at the last meeting of the Heads of Customs in West and Central Africa, a committee was set up to take a look at the technical details to bring about interconnectivity."

Under the Customs-to-Business arrangement CEPS can electronically interconnect with state agencies that are directly affected by its work. The system is "For instance now we have interconnected with the regulators, the Minerals Commission for example, they get exemptions on items or materials that go into mining. The system not only facilitates clearance but also protects the integrity of the documentation process" The Food and Drugs Board, Ghana Standards Board and Ministry of Interior have declared their intention to come on board.

Mr Doku revealed that the Service requires a 1000 more personnel to be able to undertake its duties more efficiently. This year already, about 110 people have been recruited into the Service. A second batch of 88 young officers is currently undergoing training while a third recruiting exercise is to be undertaken before the end of the year.

The CEPS boss also said his administration was taking steps to improve the living conditions and office accommodation of personnel. 14 sites have already been earmarked for renovation work on their living quarters while a new administration block is to be put up at the Kpetoe Training Depot. But Mr Doku posits that real motivation for work comes in the form of training and re-tooling: the two ingredients that give Customs Officers the confidence to carry out their work dutifully.

New CEPS Commissioner

Emmanuel Nmashie Doku

Mr Emmanuel Nmashie Doku joined the Customs Excise and Preventive Service (CEPS) in 1975 after his national service with the Assin Fosu Training College. He worked for two years as a Cadet and also Assistant Inspector at the CEPS Headquarters (HQ).

Between 1977 and 1991, Mr Doku held various positions in the Service among which were Inspector (Export, Examination, Manifest Closing, State Warehousing and Excise Zonal Officer, Senior Inspector/Chief Collector (Research Department of CEPS HQ) and Chief Collector- Second in Command (CEPS Collection). Mr Doku was Assistant Commissioner in charge of Customs operations at the Kumasi Collection between 1991 and 1993 and in the next four years was Assistant Commissioner in charge of operations at the Kotoka International Airport. Mr Emmanuel Doku's expertise was tapped by the Bureau of Customs and Excise of the Republic of Liberia between 1997 and 1998 as Advisor/Customs Expert, providing technical assistance for the reconstitution and restructuring of Liberian Customs.

The new CEPS Commissioner acted as Deputy Commissioner (Operations) responsible for the effective management of Customs Operations at the HQ between 2003 and 2004. Mr Doku returned to Liberia for the second time at the request of the Bureau of Customs and Excise of that country as Advisor/Customs Expert. There, he served as leader of the team that assessed the structure, procedures and guidelines for enhanced revenue collection in Liberian Customs. Mr Doku was highly commended by the then Interim President of the Republic of Liberia for the efficient and astute manner in which the assignment was executed.



Mr Doku in the course of his work undertook several courses both locally and internationally aimed at sharpening his skills and improving his work efficiency, some of which were in Change Management (Ghana, 2003), WTO Valuation (Ghana, 2000) Leadership in Management (USA, 1996) Pre-shipment Inspection (USA, 1996) and Finance for Non-Finance Managers (Ghana, 1992).

Mr Doku in the course of his work also had the opportunity to perform other functions both locally and internationally for the Service. He took part in the Forum of Trade and Transport Security for Africa, Middle East and South Asia (Egypt, 2004), was a delegate at the Sub-regional conference of Heads of Customs Administrations of Nigeria and her proximate countries (Nigeria, 2003) and at the WCO Permanent Technical Committee-Integrity Sub-Committee (Belgium 2001). He also co-chaired the Project Implementation Team for

CEPS Automation from 1999-2001 and chaired the WTO Valuation Agreement Implementation Project in Accra from 1999-2000 and undertook a study tour on Free Zones Development in Malaysia in 1996 among others.

Mr Emmanuel Doku's finest hour with the Service came in July 2006 when he was appointed Commissioner after 30 years of dedicated work to the Service.

Born some 50 something years ago, Mr Emmanuel Nmashie Doku, had his secondary education at Accra High School and Presbyterian Boys Secondary School for his General Certificate of Education (GCE 'O' Level). He continued to Labone Secondary School for his GCE 'A' Level. He then proceeded to the University of Ghana where he read for a Bachelor of Arts Degree between 1971 and 1974. He is married and reads, listens to music and watches football for relaxation.

Anne Shirley Adjei-Acheampong (Mrs)

Chief Executive Officer and Managing Director, Advanced Stevedoring Company Ltd.



Mrs. Anne Shirley Adjei-Acheampong is a product of Holy Child Secondary School, Cape Coast and Apam Secondary School, the two institutions from which she obtained her GCE Ordinary and Advanced level certificates respectively.

She proceeded to the United Kingdom in December 1969 and immediately registered with University Tutorial College. In early 1974, she gained admission into the University of North London, Highbury, where she qualified as a Chartered Secretary 1974.

Thereafter, she started her serious working life at Brown and Root as a Project Accountant, responsible for Conoco and Amoco. Here her Accounting tasks were mixed and varied, but by dint of hard work, she excelled in all fields. Her working life continued with E.Coules and Son, an Architectural Iron Mongering Company where she worked as an Accountant. Further, she worked with Otis Elevators where she worked as

Account Payables Officer. Later, she started temporary work at Accountancy Personnel Agency at Knightsbridge, London and finally ended up in Jassa Limited, a firm dealing in properties at South Kensington where she worked as the Accounts Manager.

In the various companies she worked for, her duties as an Accountant involved Forecasting, Budgeting, Final Accounts, Pay Roll, Taxation, Receivables, Payables, Company banking and other financial duties of contracts for accounting purposes.

Before gaining admission into the University of North London, she worked at various retail establishments including the famous and prestigious Harrods in Knightsbridge London, handling export queries. While in Harrods, she worked meticulously with her magnetic acumen and thus helped to improve her department greatly.

Mrs. Anne Shirley Adjei-Acheampong is a very resilient, quick thinking person who is not afraid to take on any difficult task. Her combination of education and experience has contributed to make her thorough and very efficient. Her brain is always active, working to bring out new ideas. A lady of many parts who exposed and exemplified herself in the tasks performed in all the companies she worked for whilst abroad.

She is an asset to her husband, Stephen Adjei-Acheampong, who

managed his own private companies successfully in the United Kingdom before both of them decided to set up a company in Ghana.

She possesses lots of negotiating skills and capabilities with regard to commodities, which had been the main business of her husband whilst in London. Her business acumen is unique; she has been found to be very magnetic and meticulous by people who have had the opportunity to rub shoulders or interact with her in whatever she does.

As a woman, she is not afraid to climb the ship's gangway to be on ships, a task which a lot of men in managerial positions in the shipping industry find frightening to undertake. On the quay, she is always quick to notice mistakes and immediately corrects them. She always wants the right things to be done in the right way. Very energetic and enthusiastic, she works for long hours; and her clients interests, are always paramount to her.

She is a believer in perfection, always enticing her workers to be perfect in their work and very supportive in her dealings with others.

Anne Shirley, as she is fondly known by her friends and associates is straight forward, hard working, versatile, kind, affable and always endeavouring to impart her attributes to her workers.

Such is the person at the helm of affairs as the Managing Director and Chief Executive of Advanced Stevedoring Company Limited and the rapid progress of the company within the short time of its operation (1½ years) is an evidence of her ability. It is always a pleasure and a privilege to do business with her.



ADVANCED STEVEDORING COMPANY LTD.

Advanced Stevedoring Company is a private Limited Liability Company established and registered in accordance with the Laws of Ghana on 30th March, 2004. The name "Advanced" represents Intelligent Quotient and the brain power of its Directors, who are always seeking and trying new and better ways, and methods of discharging and loading ships with optimum efficiency.

The company logo, an infusion of two obelisks with the initials A.S.C. in the middle, symbolizes the power of the union of the two minds of the Directors, striving to be the best in providing top quality and efficient service at all times with total commitment to customer care.

The Company has chosen "Sooo.... Advanced" as her slogan. With

Safety as our watchword, our clients can be sure that their cargo is always in safe hands. Advanced Stevedoring Co Ltd began operations in March 2005 with a few forklifts but can now proudly boast of 20 including two Autotwist Spreaders from Stinis to efficiently facilitate the offloading of containers from the ships.

"Advanced" as we are popularly known, can also boast of a wide range and variety of shipping gears which have specially been invented to help increase our efficiency in handling and discharging cargo at the ports.

Our fleet of forklifts also include five brand new Jungheinrich (5 Tonners) with two short mast container stuffers. All our machines, equipment and gears are fully operational due to our consistent

maintenance policy. "Advanced" is proud of her neat and hygienic environment with all her equipment always orderly arranged.

The staff are regularly trained and the Company also takes advantage of Ghana Ports and Harbours Authority G.P.H.A. training programmes which suit our training needs.

The Company is innovative and has a reputation for improving skills. Her workers are versatile with most of them able to do more than two different jobs, for example a forklifter being able to rig. We operate at both the Tema and Takoradi Ports.

The Company's Head Office is situated at Tema Harbour, next to GPHA Civil Stores behind SDV Container Depot.



TEAMWORK FREIGHT SERVICES LTD.

..... *Your One Stop Logistics Company*



It's In The Facilities We Use. But It Is Our Expertise That Produces That Strength, The Power To Help You And Many Others With A Number Of Services.

Our Network of Offices Throughout the ECOWAS Sub-region Offering FCL Movements and Tailor-made Cargo Consolidation Programmes at CFC Facilities for LSL Services.

We Guarantee Top Quality Service, 24 Hours A Day, 365 Days A Year.

CUSTOMS BROKERAGE
INTERNATIONAL FOWARDING
WAREHOUSING
LOGISTICS
TRANSIT SERVICE
HAULAGE

YOU GIVE US YOUR TRUST, WE GIVE YOU PEACE
OF MIND OUR EXPERTISE IS OUR POWER

TEAM WORK FREIGHT SERVICES

**TFS BUILDING, TEMA TOWN CENTRE,
COMMUNITY 1, P. O. BOX CO 2078, TEMA**
TEL: 022 203472 (DIRECT) / 22206364 FAX: 022 202074
E-mail: teamwork@africaonline.com.gh
Website: www.teamwork-ghana.com

surprise

as 9/11 leads to faster worldwide trade

The security clampdown in the wake of the September 11 terror attacks seems to have greased the wheels of global trade.

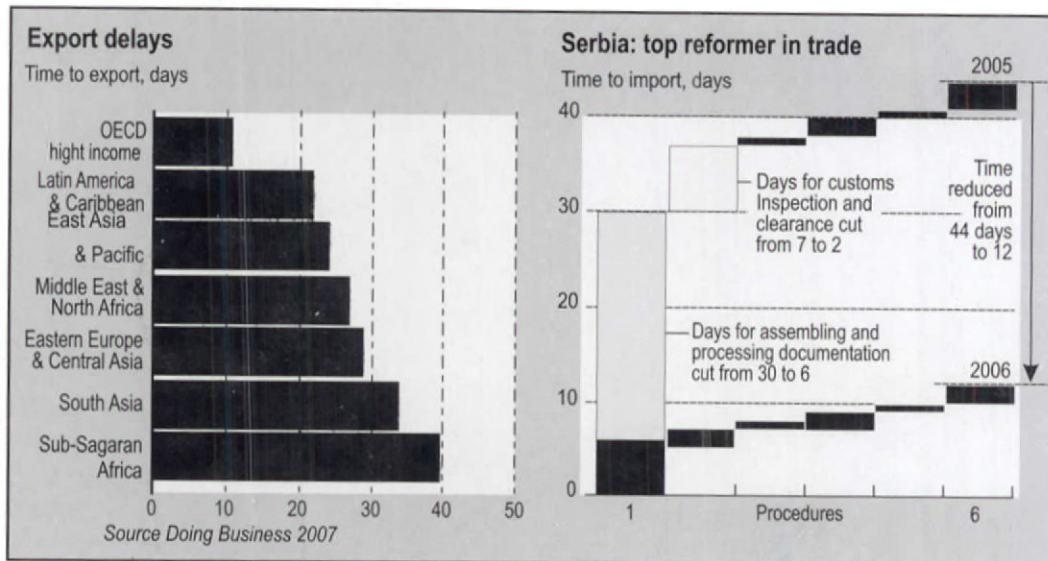
The World's Bank's 2007 "Doing Business" report shows that initially US driven requirements for trading partners to increase inspection and screening of containers burdened developing countries, some of which had to open and inspect every single container going through their ports and border crossings.

Ports have since responded with a flurry of upgrading activity, particularly in the last couple of years. Software run risk management systems can narrow the focus of inspections by identifying high risk containers judging by the port and company of origin, and x-ray and gamma ray screening can reduce the need to open containers. Serbia, the best performer according to the report, cut its inspection rates from 100 per cent of shipments to 8 per cent, and reduced the time for importers to clear goods in the country from 44 days to 12.

"The interesting and rather surprising result was that improved security has in many cases made training across borders faster, not slower," says Simeon Djankov, one of the report's authors. In poor countries, such as in most of Africa, bottlenecks in border crossings and shortages of equipment and staff to test food hygiene and other trade standards are reckoned to restrain exports, much more than do trade tariffs. Despite recent improvements in ports such as Accra in Ghana, Africa remains the most difficult continent in which to trade.

Better risk management has often been accompanied by automation in other areas. Even in Pakistan, a country facing serious security concerns, the time taken for an import consignment to clear has been cut from 39 days to 19 by allowing shippers to file cargo declarations in advance and pay tariffs electronically. More generally, traders say, introducing electronic

By Alan Beattie in London



payment of tariffs and port fees reduces the potential for corrupt public officials to exact bribes.

The Geneva-based United Nations Conference on Trade and Development (Unctad), which developed one of the first automated customs systems, says it has seen a marked increase in its use. "In Afghanistan, the authorities managed to track down and search all but 60 of 1,500 trucks that had entered the country for transit and then disappeared," says Tafferre Tesfachew, chief of staff for Unctad's secretary-general.

Ironically, during this time multilateral talks just across Geneva at the World Trade Organisation failed to hard-wire binding rules on streamlined customs into the global trading system. The "trade facilitation" part of the so-called Doha round, although itself progressing well, was suspended in July along with the rest of the negotiations after a deadlock in talks over farm and goods trade. Mr Djankov says that while some regional trade pacts such as the Central American Free Trade Arrangement (Cafta) appeared to have spurred changes in border procedures, not one of the dozens of respondents interviewed for the report mentioned Doha.

Parallel to Doha, rich donor countries have promised to redirect some of their aid budgets towards an as yet loosely defined "aid for trade" package. But Mr Djankov

notes that streamlining customs procedures is a quick win, or at least a cheap win for developing countries. The political cost of taking away jobs and bribery opportunities from customs officials is generally far more onerous than the fiscal costs of installing automated replacements.

The risk management software itself costs little or nothing. Unctad provides it free and supplies technical help with installation and telecoms and other equipment to support it generally cost only \$1m to \$2m for an average developing country. X-ray and gamma screening equipment are more expensive, costing \$15- \$35m, but poor countries can often get the bill paid by the World Bank or other donors.

"These reforms spread quickly from one country to another because they are cheap and easy to replicate," Mr Djankov says.

Beyond this, improving physical trade infrastructure gets more expensive it costs an average of \$125,000 to upgrade a kilometre of road from dirt to asphalt in Africa, for example. But on the strength of this report, opportunities remain for quick and cheap gains in building swifter trading across the developing world.

Culled from Financial Times, September 6, 2006

TREND OF THE MARITIME TRADE OF GHANA - 2000-2005

The maritime trade of Ghana for 2005 has seen an increase of over 16% to reach a tonnage of 11.9 million tons over the previous year's tonnage of 10.2 million tons.

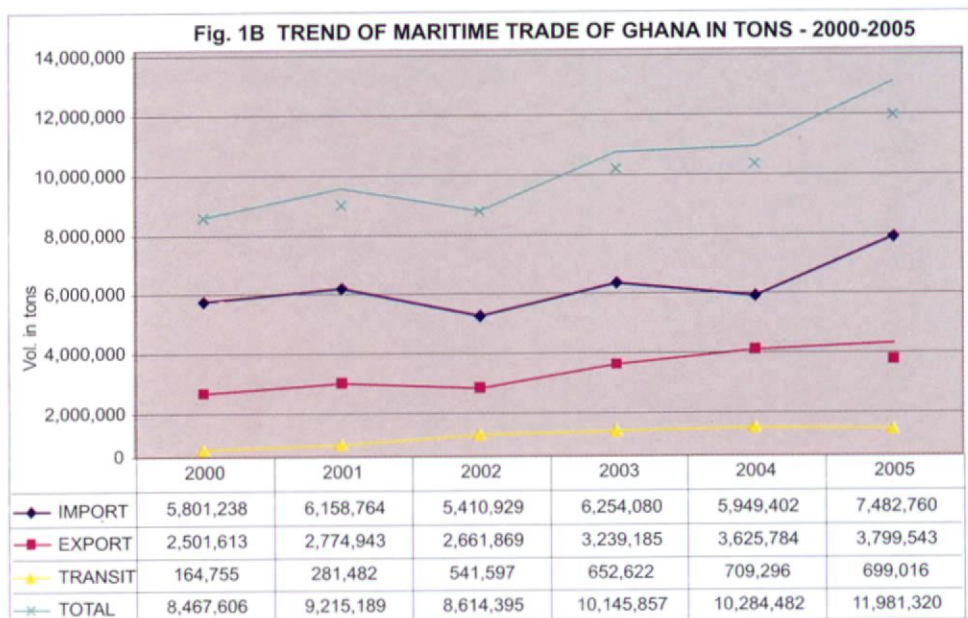
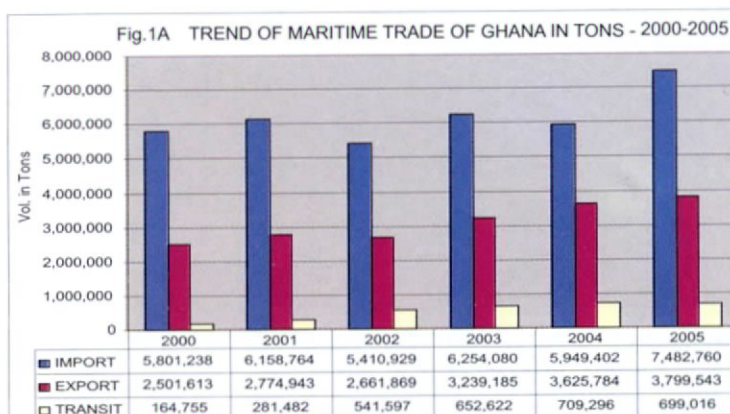
The period also saw an increase of 26% in the volume of import from 5.9 million tons to 7.4 million tons, and an increase of 5% in the export volume from 3.6 million tons to 3.7 million tons. Transit trade however saw a slight decrease of 1% from 709,296 tons to 699,016 tons. This is depicted in Table 1 and Fig. 1A below.

Over the past six years, the maritime trade of Ghana has seen an upward trend. As can be seen in Figs. 1 A&B below, from 8.4 million tons in 2000, the maritime trade grew by 9% to 9.2 million tons in 2001.

In 2002 however, there was a decrease of 7% reducing the maritime trade volume to 8.6 million tons. From 2003 to 2005, the maritime trade volume increased by 18% to 10.1 million tons, followed by an increase of a slightly smaller percentage of one to 10.2 million tons in 2004, and then a substantial increase of 16% in 2005 to 11.9%.

Table 1 MARITIME TRADE OF GHANA IN TONS 2000-2005

	IMPORT	EXPORT	TRANSIT	TOTAL
2000	5,801,238	2,501,613	164,755	8,467,606
2001	6,158,764	2,774,943	281,482	9,215,189
2002	5,410,929	2,661,869	541,597	8,614,395
2003	6,254,080	3,239,185	652,622	10,145,857
2004	5,949,402	3,625,784	709,296	10,284,482
2005	7,482,760	3,799,543	699,016	11,981,320



EXPORT TREND

Export showed almost the same trend as import, increasing from 2.5 million tons in 2000 to 2.7 million tons by 11% in 2001 and then decreasing by 4% in 2002 to 2.6 million tons.

Thereafter there were substantial increases of 22% in 2003 making tonnage to reach 3.2 million tons and 12% in 2004 with tonnage amounting to 3.6 million tons. In 2005 the increase was rather small, 5%, with tonnage being 3.7 million tons.

TRANSIT TRADE

Transit trade through the ports of Ghana showed a slightly different trend. As depicted in Fig. 1B above in 2001, there was an increase of 71% with tonnage amounting to 281,482 tons. In 2002 the increase was

92% with tonnage at 541,597 tons, 20% in 2003 with tonnage being 652,622 tons and 9% in 2004 with tonnage at 709,296 tons. In 2005 there was a slight decrease of 1% with tonnage amounting to 699,016 tons.

THE TREND OF MARITIME IMPORT TRADE OF GHANA - 2000-2005

Table 2 MARITIME IMPORT TRADE TYPES OF GHANA - 2000-2005

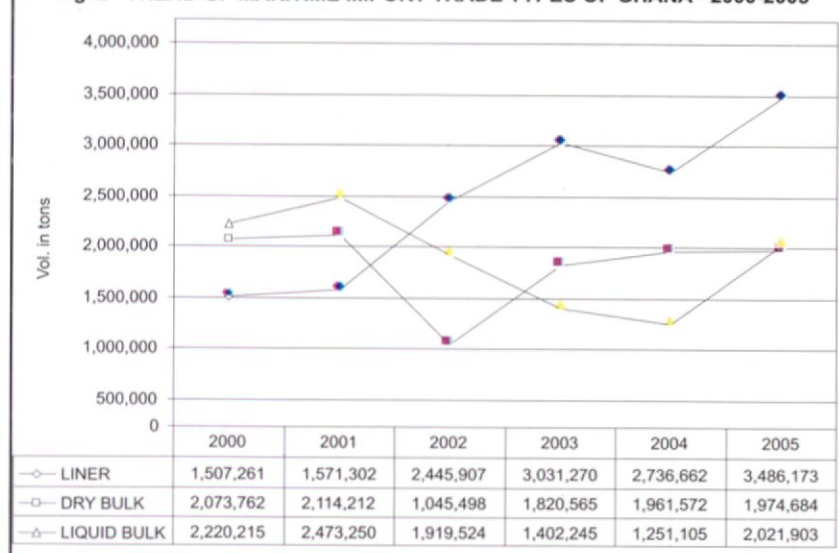
	LINER	DRY BULK	LIQUID BULK	TOTAL
2000	1,507,261	2,073,762	2,220,215	5,801,238
2001	1,571,302	2,114,212	2,473,250	6,158,764
2002	2,445,907	1,045,498	1,919,524	5,410,929
2003	3,031,270	1,820,565	1,402,245	6,254,080
2004	2,736,662	1,961,572	1,251,105	5,949,340
2005	3,486,173	1,974,684	2,021,903	7,482,760

The Maritime trade of Ghana can be labelled in three groups liner, dry bulk and liquid bulk. The liner trade include all import and export items that are shipped in the form known as breakbulk i.e. different items relating to dry cargo which are lifted on and off in one piece or bundle at a time. They are also known as conventional cargo. Some examples are dry cell batteries, bagged cement, spare parts, secondhand clothing, paper/paper product, used vehicles, etc. Bulk cargo refers to a homogeneous item which is unpacked and may be the only cargo loaded to fill one ship. It can be liquid (wet) or dry. Liquid bulk cargo included crude oil, petroleum products, chemicals, bitumen, etc. Dry bulk cargo included cement, clinker, grains, fertilizer, alumina, etc.

LINER IMPORT TRADE

For the period 2000-2005, total liner import has seen an up movement. From 1.5 million tons in 2000, an increase of 4% moved the tonnage to about 1.6 million tons in 2001. In 2002, the increase was a substantial one, over 56%, moving liner import to 2.4 million tons. In 2003, the increase was sustained though not to the same magnitude as in 2002, with a 24% rise which lifted the liner tonnage to over 3 million tons. In 2004 quite a big decrease of 10% brought a depression in the trend of liner import, lowering the tonnage to 2.7 million tons, and then in 2004 a substantial increase of 27% moved the trend upwards to nearly 3.5 million tons. See Fig.2 below.

Fig. 2 TREND OF MARITIME IMPORT TRADE TYPES OF GHANA - 2000-2005



The Maritime trade of Ghana can be labelled in three groups liner, dry bulk and liquid bulk. The liner trade include all import and export items that are shipped in the form known as breakbulk i.e. different items relating to dry cargo which are lifted on and off in one piece or bundle at a time. They are also known as conventional cargo. Some examples are dry cell batteries, bagged cement, spare parts,

secondhand clothing, paper/paper product, used vehicles, etc. Bulk cargo refers to a homogeneous item which is unpacked and may be the only cargo loaded to fill one ship. It can be liquid (wet) or dry. Liquid bulk cargo included crude oil, petroleum products, chemicals, bitumen, etc. Dry bulk cargo included cement, clinker, grains, fertilizer, alumina, etc.

LINER IMPORT TRADE

For the period 2000-2005, total liner import has seen an up movement. From 1.5 million tons in 2000, an increase of 4% moved the tonnage to about 1.6 million tons in 2001. In 2002, the increase was a substantial one, over 56%, moving liner import to 2.4 million tons. In 2003, the increase was sustained though not to the same magnitude as in 2002, with a 24% rise which lifted the liner tonnage to over 3 million tons. In 2004 quite a big decrease of 10% brought a depression in the trend of liner import, lowering the tonnage to 2.7 million tons, and then in 2004 a substantial increase of 27% moved the trend upwards to nearly 3.5 million tons. See Fig.2 below.

THE TREND OF MARITIME EXPORT TRADE OF GHANA 2000-2005

Table 3 MARITIME EXPORT TRADE TYPE - 2000-2005

	LINER	DRY BULK	LIQUID BULK	TOTAL
2000	928,886	1,503,524	69,203	2,501,613
2001	929,058	1,506,155	339,730	2,774,943
2002	995,345	1,556,230	110,204	2,661,779
2003	1,113,046	2,012,871	113,268	3,239,185
2004	1,183,040	2,132,775	309,968	3,625,783
2005	1,206,969	2,329,627	262,944	3,799,540

The maritime export of Ghana is also recorded in three groups as liner trade, dry bulk and liquid bulk.

LINER EXPORT TRADE

The trend of the maritime liner export of Ghana showed a gentle upwards slope for the 2000 to 2005 period under consideration, as is depicted in Fig.3 below. From 928,886 tons in 2000, liner export volume was sustained by a very small increase to 929,058 tons in 2001. This was followed by a 7% increase in 2002 to 995,345 tons. In 2003 the volume of liner export rose by 12% to reach 1.1 million tons, and in 2004 the increase was 6% taking the tonnage to 1.18 million tons. In 2005 the increase was 2% with the tonnage being 1.2 million tons.

DRY BULK EXPORT

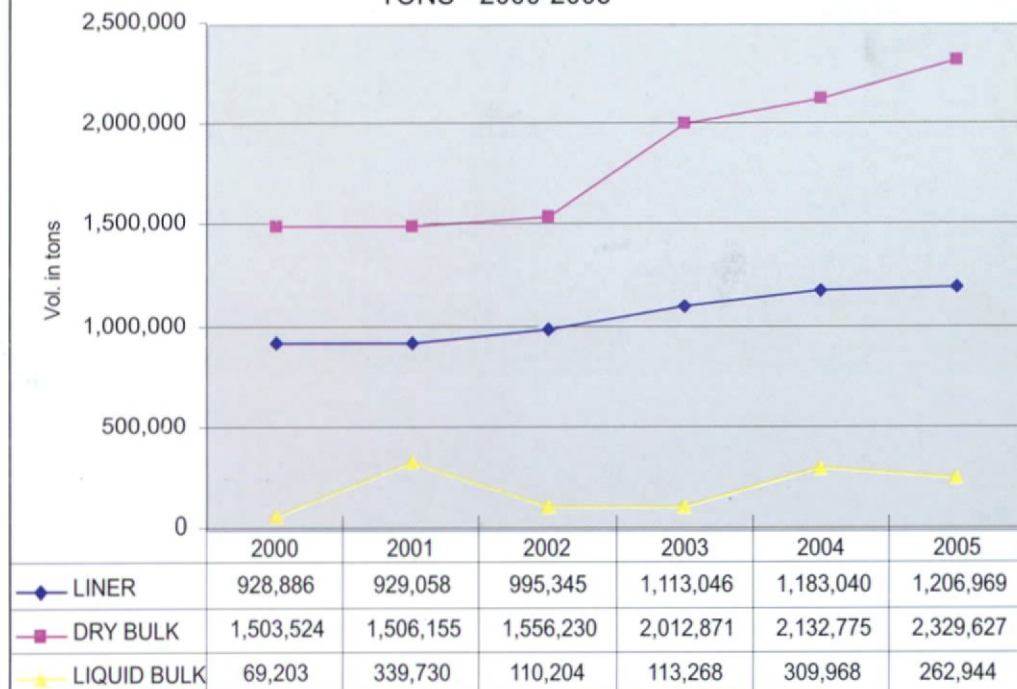
The dry bulk export trade showed an increasing trend during the period under consideration. In both 2000 and 2001, the dry bulk export volume was sustained at 1.5 million tons rising to 1.55 million tons by 3% in 2002. In 2003 there was a huge jump to 2 million tons which amounted to an increase of 29%.

This is represented by a sharp rise in the slope of the trend line in Fig.3 below. From the 2 million tons in 2003, the volume of dry bulk export moved upwards to 2.1 million tons by 6% in 2004 and to 2.3 million tons by 9% in 2005.

LIQUID BULK EXPORT

Liquid bulk export for the period under consideration did not reach half a million tons. It rose from 69,203 tons in 2000 to 339,730 tons in 2001, a huge increase of over 390%. In 2002 however, the tonnage exported declined by 68% to 110,204 tons, followed by a small recovery of 3% in 2003 to 113,268 tons. In 2004 a huge upwards movement of 174% took the liquid bulk export to 309,968 tons. However, in 2005 another slump to the tune of 15% was recorded in the liquid bulk export, taking the tonnage down to 262,944 tons.

Fig. 3 TREND OF MARITIME EXPORT TRADE TYPES OF GHANA IN TONS - 2000-2005



SG-SSB

International Business Centre

Foreign Accounts
Foreign Exchange Accounts
Letters of Credit
Imports Under Collection
Imports By Direct Transfers
Imports By Prepayment
Investor Services

Carve a Strong Niche on the International Market.

Showing up on the International business scene could be tricky if you don't possess the necessary global links, strategic connections and financial muscle.

That's what the **International Business Centre** of SG-SSB is here to provide.

With over 500 offices in over 80 countries worldwide helping you manage your international financial commitments, we have the connections you need to help your business face the competitive ECOWAS, Central African and global markets and win.

Call SG-SSB's **International Business Centre** today on 021-249088 and get your business to the world market.



Red. black and rising

Risk Management

SITE SECURITY IN WAREHOUSE LOGISTICS

Risk management in the warehousing business has become increasingly important in recent years. This is mainly linked to the fact that the senior management in many companies now recognise the great importance that has to be attached to ensuring site security.

Site security in warehouse logistics primarily concerns the aim of avoiding financial losses, or at least reducing them to an unavoidable minimum. Warehouse losses lead particularly to warehouse operators having to pay out a lot of money for premiums when the ratio between damages and paid insurance premiums is no longer appropriate.

The topic of site security is of central significance in company management, independently of the geographic location of the site also because unsatisfactory service always harms the corporate image eventually. In many cases, customer dissatisfaction rightly leads to the termination of a contract.

In the Federal Republic of Germany for example, 1 million cases of damage are registered every year. The total damage amounts to approximately EUR 2 billion. EUR 1.1 billion of this occurs in the transport and logistics field. The average cost of each case of lost or damaged goods is EUR 1,100.

Losses are often played down...

What are the cases of loss that warehouse operators deplore the most? They are ultimately the ones that are often played down as inventory differences. It is common not to be able to ascertain the precise reason for the disappearance of goods, when a warehousing order was given to the warehouse keeper but the goods cannot be found there. Losses can be caused by false loading or by picking mistakes.

The main difficulty, however, comes from losses caused by theft, which can reach the level of organised crime. The



figures substantiate this. Warehouse theft in Germany increased by 8.8% in 2004 compared with 2003, according to the statistics of the federal criminal police authority (BKA). Cases where damages were over EUR 5,000 made up 12.3% of this. Cases where damage was estimated to be between EUR 500 and 5,000 represented nearly 40% of the total.

...causing high costs

The limited empirical data that is available illustrates one thing clearly: warehouse logistics providers who maintain a low level of site security have to bear high costs caused by losses. Such costs cannot be absorbed by the agreed customer conditions. As a result, profit margins sink significantly. This raises the cardinal question of which instruments are available to site managers to achieve the level of security that is required? There are a number of ways of making a warehouse more secure and reducing losses to an unavoidable minimum.

Practical experience shows that it is economically worthwhile in many cases for the provider to invest in security. The following example from Germany could easily have happened

in the same or a similar way in any other country of the world.

A logistics service provider specialised in entertainment electronics was registering sizable financial losses due to warehouse losses. It paid more than EUR 80,000 to customers in 2001 alone to compensate for unexplained losses. Measures were taken that reduced these losses to an average of EUR 5,000 annually in the years 2002 to 2005. What did this company do to increase site security?

It did only a few things. It installed a video surveillance system which not only discouraged theft but supplied first-class images. The investment cost EUR 40,000. In addition, the company introduced controls at every interface for consignments that entered the loading process.

In this warehouse it was possible to carry out these checks (which had previously been done only sporadically) without adding personnel. All that was necessary was to plan each of the three daily shifts more intelligently than before.

More warehouse staff was assigned to make checks during the main loading times.

In addition, the warehouse provider made bag and vehicle checks, because often the smallest products are also very expensive, such as camcorders and laptops, and had been the preferred items targeted by criminal staff members and external personnel (such as drivers).

Connected burglar alarms

However, warehouses can also be the target for major break-ins. A burglar alarm has to be installed in any case to guard against losses through burglary. But this is not enough. The alarm must be connected to the local police and/or a local security company which specialises in security services.

Here we can take the example of a case in Hamburg (Germany) in 1999, where a forwarder which specialised in white and brown goods became the victim of burglary because the burglar alarm was not working over the weekend.

The loss to the company amounted to over EUR 450,000. If the alarm had been connected to a security company,

the flaw would have been noticed and the company would have reacted with appropriate measures (such as supervision by watchmen or repairs) that could have prevented the loss.

The forwarding company was relatively fortunate, because the damages were paid by its insurance policy, but from then on it had to pay an additional EUR 100,000 per year for insurance.

Surveillance with RFID

Great hopes are being placed in the new radio frequency identification technology in this connection, because RFID permits clear and contact-free monitoring of objects (goods). This anti-theft instrument is gaining relevance for example in the transport of parcels particularly for valuable goods. The items are equipped with a transponder. Interventions are registered immediately in real time through surveillance and then followed up accordingly. It is an instrument which increases transparency and enables counter-

measures to be introduced at an early date.

Of course there are also other instruments in the logistic provider's repertoire to improve site security, of which only a few will be mentioned here. These include electronic entry controls in the warehouse, identification and automatic closing systems, company rules, a site that is completely fenced in and sufficiently illuminated. Another measure that has proved useful is to have a security company drive through from time to time making checks, as this significantly raises security.

Investments in site security are economically worthwhile in this case as well. It makes no sense to delay investments in this sector or even avoid them completely, as many companies still do. The amortisation of such investments is only a question of time.

(Culled from International Transport Journal)

GHANA INSPECTIONS LIMITED

Marine Surveyors, Claims Adjusters

Ghana Inspections Limited, Lloyds Agent in Ghana. We offer the following services:

- Expertise services in Marine & non Marine Survey and Claims Network
- Local Knowledge
- Global Expertise
- Constant Originality put us at the top in Marine and non Marine Surveys and Claims Adjusting.

Our LLOYD'S Trained Cargo Superintendents & Surveyors are at your services Twenty Four Hours (24Hrs) daily.

Head Office-Tema:

Location: TFS Building, 3rd Floor, Suite 405, Community 1, Tema.
P. O. Box 199, Accra-Ghana. Tel: 233-22-205523/233-22-210508
Fax: 233-22-204356. Emails: its@gil-its.com& gilits@4u.com.gh
Mob: 233-24-4234913 / 233-27-7435584 / 233-27-7454513

Office-Takoradi Port:

Location: Log Office Room 3, Opposite Port Fire Service, Takoradi Port Area.
Tel: 233-31-24600 or Through Tema Office

We serve you 24 hours Daily.

LLOYD'S Agency



DO'S and DON'TS

of the Import Clearance Process at the Seaports

The introduction of the GCNet electronic clearance system in September 2003 was a welcome development for shippers and customs house agents alike, as it cut down the clearing time substantially and allowed for on-line exchange of trade information.

Unfortunately, in recent times there have been complaints about the abuse of the customs clearance system which is quite disturbing. This has prompted the Council to take measures to ensure that shippers are well informed about the demands and the requirements of the customs clearance system and procedures involved.

This publication is therefore intended to serve as a guide in the conduct of cargo clearance in the ports.

DO'S

Appoint a licensed Customs House Agent (clearing agent) with a credible reputation who will do the following on your behalf:

1. Submit the final invoice, IDF (from the Ministry of Trade & Industry), Parking list and a copy of the Bill of Lading two weeks before arrival of vessel to the Designation Inspection Company (DIC).
2. Pick up the Final Classification and Valuation Report (FCVR) from the DIC.
3. If you are an importer of a used vehicle, submit bill of lading, bill of purchase and chassis number of the vehicle to CEPS for the determination of the value.
4. Obtain a Tax Identification Number (TIN) form from the Internal Revenue Service (IRS), if you are a first time importer.
5. Submit a declaration on the cargo electronically to Customs through the GCNet computer front-end software.

6. Ensure that all the fields on the declaration are completed with accurate data.

7. Print out the response from GCMS and effect payment of the prescribed duty and taxes at either ECOBANK or Ghana Commercial Bank.

8. Attach the bank payment receipts, bill of lading, invoice, IDF, FCVR, designated CEPS officer in the Long Room for Verification.

9. Proceed to the Shipping Line/Agent with the Declaration and all the attachments mentioned here above as well as a completed Delivery Order (DO) for First Release (i.e. prior to physical examination) or Final Release (i.e. without physical examination).

10. Effect payment of the relevant GPHA charges at the port.

1. Deposit the **green copy** of the DO with the GPHA Operations for the container to be dropped within 24 hours at the designated bay for physical examination by CEPS, if necessary.

2. Arrange a truck to convey cargo from the port.

3. Present Declaration and accompanying documents to CEPS at the port gate to confirm clearance on the GCMS. GPHA security also checks the waybill covering the goods.

4. Make all documents available to the Police, CEPS or National Security, only on request, for auditing after exiting the port.

SCAN OPTION

1. If your container is to be scanned, then deposit the declaration, DO and the interchanging (evidence of dropping container on the truck) at the CEPS office at the Scanning Area.

2. Pick up your Scan number (appointment sheet) from the Scan operations office and wait for your turn.

3. Present the Appointment sheet to the Check-In Agent at the entrance of the scanner.

4. Confirm final clearance of container after the scan at the CEPS office at the scanning area.

DON'TS

1. Do not deal with an unlicensed Clearing Agent. Common traits of such Agents are as follows:

- They have no offices ('under-tree' operators)
- They have no fixed line telephone numbers
- They have no identification cards linking them to any recognised clearing company.
- They promise short delivery times.
- They promise lower duties.
- They offer lower clearing charges

2. Do not accept any offers to prepare fresh invoices locally, to either underestimate values or mis-describe goods.

3. Do not connive with Clearing Agents, Shipping Lines/Agents for a 'deal' on your transactions.

4. Do not offer GPHA equipment operators' money to induce them to deliver the services for which you have already been billed.

5. Do not attempt to conceal goods during physical examination. Avoid paying the examination officer to "overlook" discrepancies in the manifest and arrived cargo.

"Our tariffs are negotiable"

- GIFF declares

The Honorary Secretary of Ghana Institute of Freight Forwarders and Managing Director of Carlo King Services Limited, Mr Carlos Ahenkorah, has in an interview with the *Shipping Review* refuted the charge that the Institute's members charge shippers high tariffs for their services, and rather stressed that those tariffs are negotiable.

According to Mr Ahenkorah, the Freight Forwarders Tariff booklet which spells out the appropriate tariffs freight forwarders are to charge shippers for their services, "is only a guide towards negotiations with our customers." "I only recommend to shippers to sit down and negotiate with their freight forwarders. After all there is nothing in this world that is sacrosanct." He further stressed that some of his colleagues even charge as low as a third of what the booklet stipulates depending on the level and frequency of business from shippers citing as an example Accra Brewery Limited which imports 300 containers of malt every month.

The Institute's Honorary Secretary even though admitted that Consolidators charge exorbitant fees for their services was quick to defend their action blaming the problem on shipping lines who he accused of collecting high administrative charges for no work done. "Shipping lines are not supposed to charge anything more than \$55 per Bill of Lading as the sector Minister has recommended. Shipping lines charge up to \$120 on a 20ft container as administrative charges for nothing."

Mr Ahenkorah though unhappy with the current situation in which there is more than one association for freight forwarders, remains confident that GIFF still is the reference point for the profession. "It would be appropriate for us to come together but if for some reason some people do not want it, I do not think that should be a problem. Singapore, that small country has about 6,000 freight forwarders and more than 10 associations. It comes down to the services every member association offers. GIFF meets the Standard Training Condition requirement, the others do not. We even accept some level of liability for cargo damage, the others do not." He said the Legislative Instrument that brought into force Customs House Agents and which stipulates that one must belong to an association before one can operate is to blame for the existence of more than one

association.

The MD of Carlo King Services Limited admitted that some members of the Institute provide certification for unscrupulous individuals who operate under trees to hold themselves as freight forwarders and clearing agents. He said it is often the old practitioners who set up their businesses without an eye on the future and whose businesses therefore cannot compete favourably with their colleagues with brilliant setups with sales and marketing personnel who engage in the shameful practice. He stressed that these freight forwarders whose customers are not importers or shippers but rather customs brokers "get a few customs brokers who would go and get them jobs, document for them, charge them and then they go and clear goods. It is wrong and against our own regulations."

Mr Ahenkorah explained that the Institute's members who engage in this practice are often sanctioned with suspension or expulsion from the Institute. He however said sanctions do not help because the expelled members then move to other associations and still continue operating as freight forwarders because they get their certification from the Customs, Excise and Preventive Service (CEPS). He said the way out of the situation would be for CEPS or the appropriate state agency to provide them the necessary legal backing that would enable the Institute to revoke the licence of a sanctioned member so he "does not hop to another association and practice as a forwarder."

A typical day for a freight forwarder involves a lot of correspondence (electronic mail or telephone) with importers inquiring about cargo rates. The freight forwarder then makes the necessary checks and agrees eventually whether to receive or ship the cargo.

GIFF is both a trade association and a professional body. The objectives of the Institute are to work for the promotion of the business of freight forwarding in Ghana



Carlos Ahenkorah Honorary Secretary

Comparable internationally and to maintain the highest standard of professional practice among practitioners.

In the last five years, changes have occurred in the regulatory environment. Greater responsibilities for freight forwarding companies have called for closer supervision to ensure compliance with regulations.

The Institute has a national headquarters in Tema and five other district offices, namely Tema, Kotoka International Airport, Takoradi, Aflao and Elubo.

The operations of the Institute are controlled by a 16 member National Executive Council headed by a President.

GIFF is affiliated to the British Freight Forwarders Association (BFFA) and International Federation of Freight Forwarders Association (FIATA).

The Institute has also taken the education of its members seriously hence in September 2004, registered GIFF as a professional body.

The Institute has started a certificate course leading to the award of a Diploma in Freight Forwarding with technical assistance from FIATA.

Currently, a draft bill for certification of GIFF's professional status is before the Ministries of Finance and Economic Planning and Harbours and Railways.



GLOBAL CARGO

AND COMMODITIES LIMITED



Shipping

Clearing

Forwarding

Commodities

Haulage



Contact us

TEMA
1st Floor, Sunturk Building
Opposite Community 2 Police Station,
Tema.

P.O. Box 2181 Tema, Ghana

Tel: +233-22-200740/215597/214787

+ 233-31-23096/26683

Fax: + 233-22-200740/214787

+ 233-31-23096

Mobile: + 233-24-4336336

+ 233-20-8156495

+ 233-27-7405773

Email: globalcargo@ghana.com

TAKORADI
Harbour Highstreet
Adjacent Fan Milk Depot
Takoradi

Shipping | Clearing | Forwarding | Commodities | Haulage



GHANA SHIPPERS' COUNCIL

Ship Movement Schedules on your mobile Phone



Get vessel and shipping schedules
at the click of a button on
your phone with these
Short Codes

tigo

Send TM to **801** for TEMA Port
Send TD to **801** for TAKORADI Port

areeba

Send TM and date (e.g 020906) to **1461** for TEMA Port
Send TD and date (e.g 020906) to **1461** for TAKORADI Port
It's easy.

Contact: 021-666915-7

GHANA SHIPPERS' COUNCIL ...Providing Shipping Solutions

Marine Cargo Insurance

SHIPPING REVIEW



GHANA'S AUTHORITATIVE MARITIME QUARTERLY JOURNAL

Volume 8 Number 4

October - December, 2006

- ***The GCNet System:
Performance and Prospects For Trade Facilitation***
- ***Export Marketing And Procedures***
- ***Ghana Standards Board
Destination Inspection Programme***



Ghana: ₵25,000, UK: £3, US: \$5, Nigeria: N400, CFA Zone: CFA1200

ISSN 0855 - 5184



TEAMWORK FREIGHT SERVICES LTD.

..... *Your One Stop Logistics Company*



It's In The Facilities We Use. But It Is Our Expertise That Produces That Strength, The Power To Help You And Many Others With A Number Of Services.

Our Network of Offices Throughout the ECOWAS Sub-region Offers FCL Movements and Tailor-made Cargo Consolidation Programmes at CFC Facilities for LSL Services.

We Guarantee Top Quality Service, 24 Hours A Day, 365 Days A Year.

CUSTOMS BROKERAGE
INTERNATIONAL FOWARDING
WAREHOUSING
LOGISTICS
TRANSIT SERVICE
HAULAGE

YOU GIVE US YOUR TRUST, WE GIVE YOU PEACE
OF MIND. OUR EXPERTISE IS OUR POWER.

TEAM WORK FREIGHT SERVICES

**TFS BUILDING, TEMA TOWN CENTRE,
COMMUNITY 1, P. O. BOX CO 2078, TEMA**
TEL: 022 203472 (DIRECT) / 22206364 FAX: 022 202074
E-mail: teamwork@africaonline.com.gh
Website: www.teamwork-ghana.com



SHIPPING REVIEW

GHANA'S AUTHORITATIVE QUARTERLY MARITIME JOURNAL

Shipping Review Volume 8 Number 4 - Oct. - Dec., 2006

Marine Cargo Insurance

The marine cargo insurance policy covers essentially fortuitous, accidental loss or damage to goods carried on board ships and/or aircrafts across international frontiers as well as on domestic transits. The voyage must begin or end with water or airfreight.



Page 3

The GCNet System: Performance and Prospects For Trade Facilitation

The introduction of the GCNet system has contributed significantly towards the realization of the goals envisioned for trade facilitation with improved revenue mobilization. In addition, there has been a number of spin off benefits.



Page 7

Export Marketing And Procedures

The world is getting richer and richer, day in day out, and people all over the world are consuming more and more goods..... However, this growth in world trade has brought with it a steep growth in competition between goods from different parts of the globe. The decision to export must therefore be carefully made.

Page 10

Contents

PAGE

Are you IMPORTING Goods to GHANA?
Find out what you need to know.

15

Events in Pictures

17 - 18

Ghana Standards Board
Destination Inspection Programme

19

Personality Profile - Jacob Gbati
M.D. Global Cargo & Commodities Ltd.

22



GHANA SHIPPERS' COUNCIL

Our Vision

To ensure for the Ghanaian Shipper, quick, safe and reliable delivery of import and export cargoes by all modes of transport at optimum cost,

Our Mission

To be a state - of - the art organisation that effectively manages the demand side of shipping with a view to protecting and promoting the interest of Ghanaian shippers in relation to port, ship, inland transportation problems and provision of ancillary shipping services.



Published by:
Ghana Shippers' Council
5th Floor, Enterprise House
High Street, Accra
P.O. Box GP 1321, Accra
Tel. 233-21-666915 - 7

Editor -in- Chief
Kofi Mbiah
General Editor/Advisor
Nana Agyekum Gyamerah

Marketing & Sales Executive
Philip Debrah

Assistant Editors
Frederick Atogiyire
Stanley Okai

Computer Graphics



Printed by:



SG-SSB

International Business Centre

Foreign Accounts
Foreign Exchange Accounts
Letters of Credit
Imports Under Collection
Imports By Direct Transfers
Imports By Prepayment
Investor Services

Carve a Strong Niche on the International Market.

Showing up on the International business scene could be tricky if you don't possess the necessary global links, strategic connections and financial muscle.

That's what the **International Business Centre** of SG-SSB is here to provide.

With over 500 offices in over 80 countries worldwide helping you manage your international financial commitments, we have the connections you need to help your business face the competitive ECOWAS, Central African and global markets and win.

Call SG-SSB's **International Business Centre** today on 021-249088 and get your business to the world market.



Red, black and rising.



MARINE CARGO INSURANCE

By: Mrs. Dzifa Kwawukume, Deputy Area Manager and Mr. Kwabena Opoku Asare, Marketing Manager, both of SIC, Kumasi.

Introduction

Insurance is a risk transfer mechanism whereby the insured transfers the risk of loss to the insurer at a premium so that in the event of loss he is indemnified. There are different types of insurance, such as, Life, Motor, Accident, Fire, Marine/Aviation etc. For the purposes of this paper we would restrict ourselves to Marine Insurance and specifically marine cargo insurance. The need for importers and exporters to protect their cargo with marine (cargo) insurance cannot be over emphasized considering the capital requirements of this type of business.

What is Marine Insurance?

Marine Insurance law and practice as we have it today takes its source from the Marine Insurance Act (1906). It is the codification of all the various laws, conventions and practices of marine insurance over the years into a comprehensive law. Marine Insurance is subject to English law and practice.

Marine Insurance, as defined by the Act, is 'a contract whereby the insurer undertakes to indemnify the assured in manner and to the extent thereby agreed against marine loss, that is to say losses incident to marine adventure'. Marine adventure is where any ship, goods or other movables are exposed to marine perils.

Earnings or acquisition of any freight, passage money, commission, profit or other pecuniary benefit, or the security for any advances, loans, or disbursements is endangered by the exposure of insurable property to maritime perils.

Any liability to a third party may be incurred by the owner of, or other person interested in or responsible for, insurable property, by reason of maritime perils.

Maritime perils means the perils consequent or incidental to, the navigation of the sea, that is perils of the sea - fire, war, pirates, robbers, thieves, captures, seizures, restraints and detainment of princes and peoples, jettison, barratry etc.

Marine Cargo Insurance

There are two main types of marine insurance policies, hull policies and cargo policies. As stated earlier, we would restrict ourselves to marine cargo insurance. Cargo is defined by the Oxford Advanced Learner's Dictionary of Current English as "goods carried in a ship, aircraft or other vehicles".

The marine cargo insurance policy covers essentially fortuitous, accidental loss or damage to goods carried on board ships and/or aircrafts across international frontiers as well as on domestic transits. The

voyage must begin or end with water or airfreight.

Types of Marine Cargo Insurance Policy

All Cargo Policies are voyage policies. A voyage policy is a policy that covers one transit and after that the policy expires. (Upon arrival of the cargo and depending on the days of grace on the discharge of the goods from the carrying vessel, the policy expires.) The Institute of London Underwriters has a variety of Clauses that form the standard for marine insurance and for that matter marine cargo insurance. For the purposes of this paper we would consider three important Clauses, i.e.:

Institute Cargo Clauses (A)
Institute Cargo Clauses (B)
Institute Cargo Clauses (C)

Institute Cargo Clauses (A) (All Risks)

Covers all risks of loss of or damage to subject-matter insured
General Average
Both to Blame Collision

The following are however excluded:

1. Loss, damage or expense attributable to willful misconduct of the assured.
2. Ordinary leakage, ordinary loss in weight or volume, or ordinary wear and tear of the subject matter insured.

3. Loss, damage or expenses caused by insufficiency or unsuitability of packing or preparation of the subject matter.
4. Loss, damage or expense caused by inherent vice or nature of the subject matter insured.
5. Loss, damage or expense proximately caused by delay, even though the delay, can be caused by a risk insured against.
6. Loss, damage or expense arising from insolvency or financial default of the owners managers charterers or operators of the vessel.
7. Loss, damage or expenses arising from the use of any weapon of war employing atomic or nuclear fission and/or fusion or other like reaction or radioactive force or matter.
8. This insurance does not cover unseaworthiness of vessel or craft where assured or their servants are privy to such knowledge.

This insurance does not cover the following also:-

- War and civil strife
 - Capture, seizure, arrest, restraints or detainment (except piracy)
 - Derelict mines, torpedoes, bombs etc
 - Strikes, riots and civil commotion
- The war and strikes exclusion may, however, be covered at additional premium.

2 Institute Cargo Clauses (B)

This type of marine cargo insurance provides the under mentioned cover, (except exclusion stated above)
Loss of or damage to the subject-matter insured reasonably attributable to:

- Fire or explosion
- Vessel or craft being stranded, grounded, sunk or capsized.
- Overturning or derailment of land conveyance
- Collision or contact of vessel craft or conveyance with any external objects other than water.

- Discharge of cargo at a port of distress
- Earthquake volcanic eruption or lightning

Loss of or damage of the subject-matter insured caused by

- General average sacrifice
- Jettison or washing overboard
- Entry of sea, lake or river water into vessel, craft, container etc
- Total loss of any package lost overboard or dropped whilst loading on to, or unloading from, vessel craft.
- General Average Clause.
- Both to Blame Collision Clause

Institute Cargo Clauses (C)

This insurance covers loss of or damage to the subject-matter insured reasonably attributed to:

- Fire or explosion
 - Vessel or Craft stranded, grounded, sunk or capsized
 - Overturning or derailment of land conveyance
 - Collision or contact of vessel or conveyance with any external object other than water discharge of cargo at a port of distress
- § Loss of or damage to the subject matter insured caused by
- general average sacrifice
 - jettison

It is evident that the Institute Cargo Clauses (A) provide the most comprehensive cover while clauses (C) provide the least.

How do I go about taking a marine cargo policy?

Normally a pro forma invoice is presented to the insurance company or the final invoice if available. Most of the information needed for the assessment of the risk is available on the pro forma except the name of the vessel and the date of sailing. The stated value of the goods is marked up by 10 percent to cater for other incidental cost to determine the sum assured and the appropriate rate is applied to determine the premium payable. Usually, additional rates are applied for transshipment and inland

transit where applicable. A different rate is applied for the cover of the war risk. An interim cover is usually prepared. This can be used for processing the documents such as letters of credit etc.

When the bill of lading and final invoice (which contain all the needed information) are received, then they are submitted to the insurance company to determine the final premium payable and issue the policy. It is extremely important to ensure that the policy is issued because without it the insured cannot make a claim.

A client who imports or exports regularly may be given an open cover which entails one master policy. The client is expected to declare every import or export to the insurance company.

MARINE CARGO CLAIMS PROCEDURE

The assured is expected to perform the following duties in the event of a loss.

PROMPT NOTICE

It is necessary for the Assured, when they become aware of an event which is "held covered" under the insurance policy, to give prompt notice to the underwriters. The right to this cover is dependent upon compliance with this obligation.

MINIMISING LOSSES

It is the duty of the assured and their servants and agents in respect of loss recoverable under the marine cargo policy to take such measures as may be reasonable for the purpose of averting or minimising such losses, and to ensure that all rights against carries, bailees or other third parties are properly preserved and exercised. (Underwriters would reimburse the assured for any charges properly and reasonably incurred in pursuance of these duties).

AVOIDANCE OF DELAY

It is a condition of this insurance that the assured shall act with reasonable dispatch in all circumstances within their control.

CLAIMS PROCEDURE

Documentation is very important in making a marine cargo claim. The assured is expected to support his claim with the relevant documents when a marine cargo claim is instituted.

The following documents or some of them would be required to support a claim depending upon what type of claim is being pursued.

1. THE INSURANCE POLICY OR CERTIFICATE

It confirms a valid insurance contract between the insurer and the claimant. The terms/conditions of insurance are stated on the policy or certificate.

- The maximum liability of the insurer stated (i.e. the sum Insured).
- The name of the insured is stated. If the policy has been assigned, that would be endorsed on the policy. (This shows the person with an insurable interest in the subject matter of insurance).

2. SUPPLIERS' INVOICE

- It is a document given by the supplier of the goods to the buyer.
- The unit price of the goods as well as the total prices are shown.
- It helps in the calculation of the correct indemnity that should be paid to the assured.

3. PACKING LIST

- The supplier of the goods gives out this document
- It indicates the method of packing used.
- Confirms the total number of packages and the number of items in each package.

4. BILLOFLADING

- The captain of the vessel or an agent of the ship-owner issues this document
- It evidences a contract of carriage
- Confirms whether the goods were laden on board the vessel and the condition that they were received on board, whether sound or damaged.
- Contains the terms/conditions under which the cargo was

transported.

- Confirms whether the cargo was carried on deck or below deck.

5. LANDING TALLY SLIP

When the vessel arrives at the port of discharge, the consignment would have to be off-loaded from the vessel into the quayside or warehouses. Whilst the discharging process goes on, the clerks of the shipping agents, the Stevedores and the Lloyd's agents would tally the discharged consignment. Insurers may

- request for this document when they need confirmation that a particular shipment did arrive at the port of discharge.

6. SHORTLANDING CERTIFICATE

It is a document issued by the agents of the ship owner and signed by the captain of the vessel when the consignment the ship is supposed to discharge cannot be traced for delivery at the port of delivery. Insurers would request this document from a claimant to enable them exercise their right of subrogation against the ship owner after settling the claim lodged by the assured.

7. DISCREPANCY CERTIFICATE

The vessel owner is enjoined by the conditions of the bill of lading to carry the goods received on board his vessel to the final destination in the same condition as he received them. In event of a loss or damage to part of the consignment whilst in the custody of the vessel owner, discrepancy certificate would be issued by the agents of the vessel owner which should be used to support a claim instituted by the assured.

8. INSURANCE PURPOSES ONLY (I.P.O.) CERTIFICATE

A loss or damage may be incurred on a portion of the consignment as stated under No. 7 above but instead of admitting liability the vessel owner would endorse the discrepancy certificate that is issued to the assured claim from his insurers. Whenever such a document is issued to the assured, it should be added to the other relevant claim documents and

forwarded to insurers.

9. DELIVERY TALLY SHEET/SLIP

The Ports and Harbours Authority issues this document to an importer who after paying the necessary custom duty and is taking his goods away from the port. The vessel that delivered the goods is stated on it as well as the date of arrival at the port. The date of delivery of the goods from the port is also stated on it.

10. SURVEY REPORT

Upon taking delivery of the consignment from the port, the assured may discover that certain discrepancies or damages have been sustained on the consignment. If the damages or loss cannot be easily deduced from the afore-mentioned documents, then an independent surveyor would have to be contacted to conduct a damage survey and issue his report. This should be added to the other claim documents for the attention of insurers. It must be pointed out that the survey fee would be paid initially by the assured.

Thereafter if the loss is recoverable under the conditions of insurance, then insurers would refund the survey fee in addition to the claim.

The insurance certificate or policy, the invoice, the bill of lading and delivery tally sheet are documents that support all claims whilst the rest would be requested or have to accompany other claims due to the circumstances surrounding the loss.

CONCLUSION

It has been established that importers and exporters need to choose the right type of marine (cargo) cover for their cargo. It must also be stressed that the assured should ensure that he/she submits the relevant documents for the policy to be issued to them to enable them process their claims in the event of a loss. Again it must be noted that documentation is very vital in marine (cargo) insurance claim processing, therefore, assureds should not only insist on collecting their documents but ensure their accuracy as well.

THE GCNet SYSTEM: Performance and Prospects For Trade Facilitation

The GCNet system was introduced within the framework of the Gateway Programme, in response to stakeholder concerns for the removal of constraints to legitimate trade development and facilitation, and to enhance Ghanaian business competitiveness. It was also geared at ensuring that the facilitation of trade processes did not compromise the mobilization of trade-related revenue, and other systems failure associated with the previous ASYCUDA system that was used by CEPS.

The GCNet system is presently made up of a front-end electronic platform (the TradeNet) and a back-end system (the Customs Management System), which has improved the processing of trade and Customs declarations and related payments, as well as enhanced revenue collection. The system is currently deployed at CEPS Headquarters, KIA, James Town, Tema, Aflao, Elubo, Paga and is expected to be launched in Kulungugu (another border town with Burkina Faso) shortly.

In addition to the Customs system, linkage of other back-end applications (e.g. a system for automated registration of vehicles, income tax declarations, etc) is possible.

The system has a number of unique features. These include capacity for electronic submission and integration of manifests by carriers, access of the manifest details by authorized agencies, elimination of several manual interventions and the inherent duplications, selective targeting of high risk consignments



via the system's risk management module, giving rise to minimal Customs examinations, and a platform that allows for 24 hours/7 days processing of declarations.

As a result of these capabilities, Customs clearances have been expedited thereby facilitating trade. At the Kotoka Airport, for instance, from a pre-GCNet situation of 1-2 days of consignment clearances, clearances now average 4 hours. Takoradi Port also has 71% of consignments being cleared within a day, whilst Tema Port has averaged 2-5 days, instead of the pre-GCNet situation of an average of two weeks.

Also through deployment of the system's other unique features, such as centralized database with uniform classification nomenclature, exchange rate, etc at all stations, to reduce discretionary application of such codes or regimes and its revenue

leakages, a systemic audit trail that facilitates post event monitoring/audits, and a medium for monitoring officers' performance working within the system, a Transaction Price Database (TPD) through its archival storage of all transactional prices processed, and a modified payment process that fosters easy revenue payment, accounting and reconciliation, revenue has been enhanced significantly (e.g. Tema recording yearly growth rates of 48.7% and 45.5% respectively for 2003 and 2004, and a 30% growth for 2005).

In addition to the above features, the system has an electronic permit, licence and exemptions module that enables agencies such as the Ghana Free Zones Board, Standards Board and the Investment Promotion Centre to issue permits, licences or exemptions electronically when applied for by importers/exporters.



This feature is geared at improving the cumbersome need for trade operators to shuttle from one regulatory agency to the other to process documents manually, with its duplication of efforts, inherent delays and costs.

An enhanced transit tracking module has also been introduced, that entails sealing of consignments with IP camera monitoring facilities along the transit corridor, to ensure effective monitoring of all transit consignments. With the introduction of these new features, the usage of CEPS escorts to accompany transit consignments is being phased out, thereby eliminating some of the delays and risks associated with the movement of transit cargoes.

Similarly, a module for making electronic duty and tax declarations by Oil Marketing Companies (OMCs) when they lift petroleum products from the Tema Oil Refinery (TOR) or from the Bulk Oil Storage

and Transport (BOST) Company has been developed. This is geared at facilitating petroleum liftings from TOR and BOST, as well as the easy reconciliation of the duty and excise payments involved.

The introduction of the GCNet system has thus contributed significantly towards the realization of the goals envisioned for trade facilitation with improved revenue mobilization. In addition, there has been a number of spin off benefits. These include the building of both human and infrastructural capacity, some change management in Customs operations and the rationalization of workflow processes by complementary agencies (e.g. port authority and shipping companies).

These significant achievements which have been realised on account of factors (e.g. an effective public-private partnership, sustainable self-financing, Government support, etc),

have been recognized both locally and internationally (e.g. by the World Bank and the World Customs Organisation) have been made in the face of a number of challenges.

These include the relatively weak infrastructure, especially the availability of a reliable telecommunications network at the land borders, the relatively low level of compliance among trade operators, a seeming resistance to change in some areas and the ineffective management of the change process required to move old processes to the desired "model state" and tardiness on the part of certain agencies to interface with the system, as well as the introduction of complementary electronic systems for other trade-related agencies.

Optimal usage of the system for its full benefits to be realised has also been challenging, especially in the wake of potential revenue losses and security concerns, associated with increased trade facilitation. The system's audit trail and post-clearance control measures that were expected to tackle possible abuses have also not been effectively carried out as expected.

Also, whilst the general clearance time for goods through Customs has improved significantly with the introduction of the system, Customs clearance is mainly at the final leg of the trade process. Meanwhile, the processes that lead to a Customs declaration being made are still largely manual, cumbersome and fraught with costs, as trade operators shuttle from one agency to the other to secure inspection reports, permits, exemption letters, etc.

The above constraints affect trade operators' perception of the effectiveness of the GCNet system, as they sometimes fail to make a clear distinction between GCNet's specific service, and the complementary services provided by other agencies.

The automation (e.g. a GPHA or freight station electronic cargo management system) or rationalisation of these processes to expedite the processes involved would thus greatly enhance the benefits of the GCNet system, and make the goal of a seamless electronic clearance of consignments, and the establishment of an electronic community network be realised.

The ICT environment is also very dynamic. The challenge to the GCNet is to sustain the high delivery standards that it has set itself, which requires a continuous investment in state-of-the-art technology, upgrade of its systems, including the review of security features and other functionalities, as well as the training of its staff and collaborators to ensure a 24/7 reliability is always achieved.

In the face of all these challenges, the system also provides enormous opportunities. Firstly is the availability of "real time" data for various reporting, development programming and investment decision purposes. Opportunities also exist for the provision of other add-on benefits such as the electronic filing of tax returns, social security claims and returns as well as port management arrangements. Providing a common platform for networking all parties involved in trade and revenue processing, the GCNet system provides a unique electronic platform for interfacing all the relevant agencies.

Besides, as trading partners seek to change trade information better, or as regulatory agencies in importing/exporting countries strive to facilitate trade as well as reduce trade malpractices and ensure regulatory standards are met (e.g. elimination of faked certificates of origin to EU or US), the system provides another opportunity for an integrated exchange of customized business documents within a safe and traceable supply chain management

and information exchange (e.g. export trade) among trading partners.

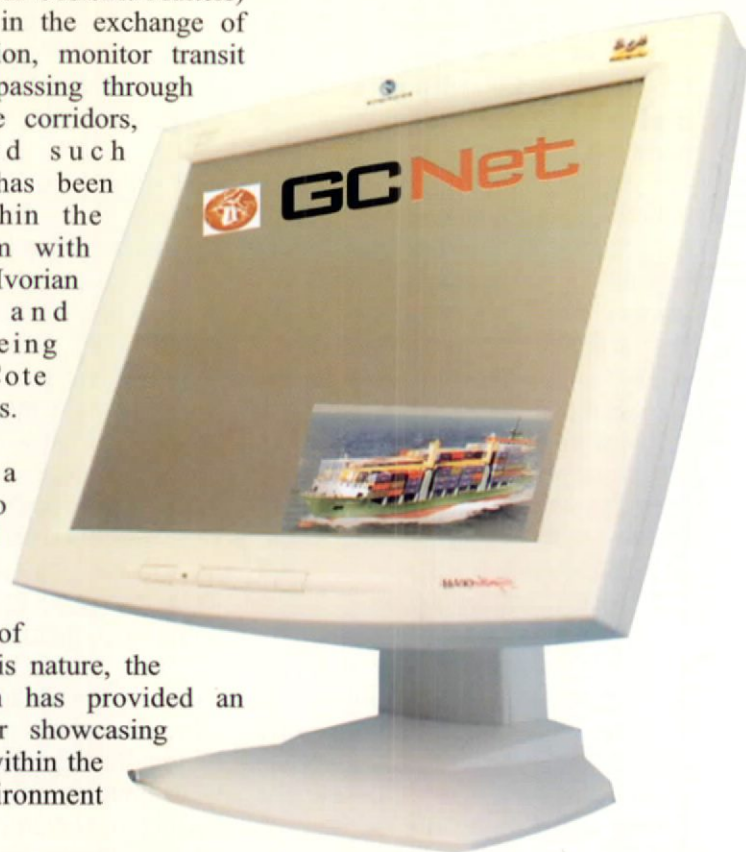
Furthermore, in the absence of a reliable communications system, GCNet has had to develop its communication network, based on a hybrid of links: fibre optics, microwave radio, satellite and dedicated lease lines. This network is available at all Customs stations where the system has been deployed, and provides an opportunity for other agencies operating at these stations (e.g. the Immigration Service) and others who may encounter communications difficulties during deployment of their systems to these areas to share bandwidth on the network for their operations.

In a similar vein, the system provides an opportunity for further collaboration with neighbouring countries (both at the bilateral level and within the context of the multilateral ECOWAS arrangements such as the Convention on the Inter-State Transit of Goods and Convention on Mutual Assistance on Administration of Customs Matters) to collaborate in the exchange of trade information, monitor transit consignments passing through their respective corridors, etc. indeed such collaboration has been activated within the GCNet system with information on Ivorian exporters and importers being passed to Cote d'Ivoire Customs.

Besides, in a hitherto perceived "difficult" environment for the roll-out of a system of this nature, the GCNet system has provided an opportunity for showcasing the potentials within the Ghanaian environment

for providing similar ICT-based services not only to the revenue agencies, but trade-related, and other relevant agencies. In doing this, the human capacity to respond to new challenges have also been brought to the fore as certain users who did not perceive themselves as ever going to traverse the information super highway, have found themselves becoming fully-fledged computer literates.

Thus although the introduction of the GCNet system has been marked by challenges, the goals of enhanced revenue mobilization with trade facilitation, to foster competitiveness of Ghanaian businesses in international trade, have been realised, as initially envisioned. Beyond this, the system has also generated a number of opportunities, which when harnessed, would bring Ghana among the community of nations with advanced technology-based systems for the efficient management of international trade flows.





EXPORT

Marketing and Procedures

By Samuel Brew, Head, Ghana Export School

INTRODUCTION

The world is getting richer and richer, day in day out, and people all over the world are consuming more and more goods. As such, opportunities for export have not been better at any point in human history than today. It is, however, important to note that this growth in world trade has brought with it a steep growth in competition between goods from different parts of the globe. The decision to export must therefore be carefully made.

This trend has not passed Ghana by. Non-traditional exports (NTE) have grown from US\$ 2 million in 1984 to a staggering of US\$ 778 million in 2005. Exports of over 300 products by over 1000 exporters made up this amount. There is therefore every indication that NTEs presents a lot of opportunities to Ghanaian businesses.

MARKETING FUNDAMENTAL

To succeed in business you must:

- Offer the *right product*
- To your *targeted customers*
- At a *price that is acceptable* to them
- Based on their perception of the *value*

- At a cost that allows you to be *profitable*
This is the *Customer Value Proposition (CPC)*

THE EXPORT TRADE

i. How different is the export trade from domestic trade?

Export is the sending out of goods and services from Ghana to a foreign country.

- In domestic trade, goods are paid for in Cedis, whereas in the export trade, goods are paid for in convertible currencies such as French Francs and US Dollars. Because convertible currencies have the tendency to rise and fall in value, one should learn to find ways of hedging foreign exchange risks.
- In domestic trade, both buyer and seller are subject to the same national laws, whereas in export, they may be subject to different laws or to international law. It is for this reason that it is *sometimes difficult to recover debts from foreign buyers*.
- Export markets are more difficult to enter as impediments such as standards could be placed in your way by the authorities of the importing country.
- In export trade, the buyer and seller may have totally different cultures and business practices, whereas in domestic trade these are broadly similar if not familiar.

ii. How competitive are export markets?

The export market is full of the best products from all over the world in terms of price, quality, reliability of supply, flexibility of payment terms, and responsiveness to the needs of the consumer. To be competitive therefore, you must be excellent in most of these areas.

iii. Three don'ts in export

- Do not think that a product that sells in one market will necessarily sell in another.



- Do not attempt to export products that are of low quality or products that are produced at uncompetitive cost.

- Do not think that exporting is always a reliable means of getting rid of unsold stocks of goods in your warehouse.

Produce acceptable products.

- Develop communication skills:
Develop the capacity of your business to frequently and effectively communicate your firm's capabilities and range of products to buyers and consumers through brochures, trade fairs, and letters.
- Know your buyers:
Know how to check the background of your buyers as there exist a large number of unreliable buyers who default in paying for goods ordered.
- Obtain access to necessary logistics:
Obtain access to e-mail, telephone, fax, post office box and others with which you can communicate with buyers. You need office equipment for keeping records of the business.
- Change your business attitude:
Have respect for deadlines, become more time conscious and develop an orientation towards identifying the needs of the customer.
- Know about differences in culture

- development in other countries)
- Unsolicited enquiries

SECURING EXPORT ORDERS

I. What is an export order?

It is a specific request by a buyer that you supply him with goods of a given description. It is the basis upon which goods are produced for export.

ii. How do buyers make orders?

Written:

- Fax
- Mail
- Courier
- Through a bank (in the case of Letters of Credit)
- E-mail

Oral:

- Speaking to a buyer face to face or on the phone
- Receiving a message through an intermediary

iii. What features should a good export order have?

Orders take different forms, but they all provide a basis upon which goods can be exported and payment for them received.



MARKET OPPORTUNITIES

How to identify market opportunities

One can identify potential markets through a number of media such as;

- Export and import promotion agencies (GEPC and the embassies)
- The news and print media
- Visiting the export market and participating in trade fairs.
- Family, friends and business contacts (useful source of information about trends in their local markets)
- Trade statistics and specialized publications on exports
- (trends in consumption and economic



A good export order should have the following features:

- Be specifically addressed to the exporter.
- Have the address of the buyer.
- Be dated
- Describe the goods requested as regards: Quantity; Quality; Size; Taste; Ingredients; Packaging; etc.
- Spell out the price.
- Spell out terms of payment
- Detailed conditions of transportation
- Spell out when and where the goods should be shipped
- Shows when title to the goods passes to the buyer.
- Give details about what should be done in case of non-fulfillment of the conditions of supply.

REQUIREMENTS FOR EXPORT

An exporter needs to:

- Be registered with the Registrar-General's Department.
- Be registered with the Ghana Export Promotion Council
- Declare goods for customs procedures

DOCUMENTATION FOR NON-TRADITIONAL EXPORTS

The documentations required for a non-traditional export are:

- Non-traditional Export Form
- Invoice
- Relevant Permit/Certificate

H. RELEVANT PERMITS/CERTIFICATES

The relevant permit or certificate required for an NTE depends on the type or product. They include:

- Cocoa Beans Fumigation and Quality Assurance by Control Division of Cocobod
- Sawn Lumber Permit by Forestry Commission/TIDD
- Mineral Ore Permit by Mineral Commission
- Manufactured/Processed goods Ghana Standards Board Certificate

- Fresh/Processed Fish Ghana Standards Board Quality Assurance Certificate, Ministry of Fisheries Permit
- Coffee, Shea-nuts & Cashew nuts Cocobod Quality Assurance Certificate
- Food/Agric.Products [e.g. yam, pineapple, plantain, palm oil, etc.] Phyto-sanitary Certificate (PPRS)/FDB
- Rock & Rock samples - Geological Survey Dept. Certificate
- Wildlife e.g. reptiles, etc. Permit from Dept. of Game & Wildlife
- Pets Veterinary services of MOFA
- Chemicals Certificate from EPA
- Pharmaceuticals MOH & FDB, PHARMACY BOARD
- Antique Museum & Monuments Board permit
- Human remains Certificate from the Birth & Death Registry
- Timber & wood products Forestry Commission permit/TIDD





CERTIFICATE OF ORIGIN

Certificate of origin qualifies an export commodity for free entry into country of import. These include:

- EUR 1---For exports into EU markets
- GSP---For exports to countries such as Japan, Switzerland, and Canada.
- AGOA Visa---For exports into the U.S. markets under special arrangements.
- ETLS--- For exports into the ECOWAS Region

EXPORTS TO EU MARKETS

The EU markets continue to be the largest for NTE products

i. Why Export to EU?

There is a growing appetite for exotic fruits and vegetables as well as out-of-season produce. Total fresh fruit and vegetables imports by EU in 2001 amounted to 14.4 and 2.8 billion Euros respectively. The cost of air freight is also lower.

ii. The nature of EU market

The EU market is highly competitive and therefore *Organoleptic Quality* is important (taste, colour, consistency, smell etc.). Consumers have a strongly increased interest in a healthy life in the consumption of healthy food.

I. Why Export to EU?

There is a growing appetite for exotic fruits and vegetables as well as out-of-season produce. Total fresh fruit and vegetables imports by EU in 2001 amounted to 14.4 and 2.8 billion Euros respectively. The cost of air freight is also lower.

ii. The nature of EU market

The EU market is highly competitive and therefore *Organoleptic Quality* is important (taste, colour, consistency, smell etc.). Consumers have a strongly increased interest in a healthy life in the consumption of healthy food.

iii. Imperative requirements of the EU markets

To enter the EU markets, products must satisfy

the following conditions:

- Legal requirements - Meeting Maximum Residue Levels (MRLs)
- Traceability traceability is made compulsory for all food products from 1 January 2005.
- Commercial requirements - retailers

iv. Major consumer concerns in the EU

The major concerns in the EU market are:

- Food safety
 - Food borne diseases (BSE, Salmonella)
 - Pesticide residues
 - GMO's
 - Food additives
- Environmental protection as a result of intensive farming
- Worker welfare





v. Goals of EUREPGAP

The goals of EUREPGAP are to have objective verification of best practices and to reduce risk of food safety lapses in agricultural production.

K. CONCLUSION

The growth in world trade has brought with it a steep growth in competition between goods from different parts of the world. The Ghana Export School training programme has been designed with due recognition of the training needs of the exporting community. Our objective is to support the exporting community to acquire skilled managerial, technical and trade capacity which will help them face the challenges of this global competition with confidence. We believe that it is people who make the difference in business performance and success. You are therefore encouraged to patronize our training programmes to grow your business.

iii. Imperative requirements of the EU markets

To enter the EU markets, products must satisfy the following conditions:

- Legal requirements - Meeting Maximum Residue Levels (MRLs)
- Traceability traceability is made compulsory for all food products from 1 January 2005.
- Commercial requirements - retailers

iv. Major consumer concerns in the EU

The major concerns in the EU market are:

- Food safety
 - Food borne diseases (BSE, Salmonella)
 - Pesticide residues
 - GMO's
 - Food additives
- Environmental protection as a result of intensive farming
- Worker welfare

v. Goals of EUREPGAP

The goals of EUREPGAP are to have objective verification of best practices and to reduce risk of food safety lapses in agricultural production.

- Human remains Certificate from the Birth & Death Registry
- Timber & wood products Forestry Commission permit/TIDD

CERTIFICATE OF ORIGIN

Certificate of origin qualifies an export commodity for free entry into country of import. These include:

- EUR 1---For exports into EU markets
- GSP---For exports to countries such as Japan, Switzerland, and Canada.
- AGOA Visa---For exports into the U.S. markets under special arrangements.
- ETLS--- For exports into the ECOWAS Region

EXPORTS TO EU MARKETS

The EU markets continue to be the largest for NTE products



Are you **IMPORTING** Goods to **GHANA**?

A. REQUIRED DOCUMENTS:

- i. Original Bill of lading/Airway Bill
- ii. Attested Invoice (Customer Form#C.61)
- iii. Packing List
- iv. Import Declaration Form (IDF)
- v. Final Classification and Valuation Report (FCVR)
- vi. Tax Clearance Certificate (issued by the Internal Revenue Service)
- vii. Taxpayers Identification Number (TIN)
- viii. Permits and Licences as appropriate (See "Import Restrictions")

B. PROCEDURE

- i. Purchase an IDF from any office of the Ministry of Trade and industry.
- ii. Submit completed IDF together with Bill of Lading or Airway Bill, Invoice and Packing List to the appropriate Destination Inspection Company (DIC) depending on the country of import of the goods.
- iii. Obtain FCVR from DIC
- iv. (a) Submit declaration electronically to Ghana Customs Management System (GCMS) through the Ghana Community Network (GCNet) where the facility is available or (b) Purchase and complete Single Administrative document (SAD) at the Station of Import (usually overland) where the GCNet facility is not available.
- v. (a) On validation of the declaration, or (b) After acceptance of SAD, pay relevant duties and taxes at the bank (where applicable).
- vi. (a) proceed to the Longroom with hard copy of declaration for further Processing by Compliance Officer of Document Verification Officers. (b) Submit pay-in slips together with SAD to the Customs Cashier for processing.
- vii. Proceed to the Outdoor (cargo section) for examination and or release of goods. *N.B. Examination of goods may be by a scanner or conducted physically.
- viii. Post clearance verification may be carried out by Customs at the importers premises as and when so determined.

C. SELECTIVITY PRINCIPLE

It is the aim of Ghana Customs to eventually reduce the physical examination of goods to 20%. Examination and/or release of goods are therefore based on the risk assessment carried out by the system. Goods are selected for processing through a Red, yellow or Green Channel as indicated below:

- i. **RED CHANNEL:** This refers to high risk goods and or other goods so selected by the Computerized Risk Management System (CRMS) and such goods shall be subjected to physical inspection/examination prior to release. These include goods that require inspection to ensure quality, public health and safety.
- ii. **YELLOW CHANNEL:** This will involve more intensive scrutiny of documents. Any examination of such goods shall be dependent on the level of discrepancies detected during the vetting of documents and/of scanner results.
- iii. **GREEN CHANNEL:** This involves usually low risk goods and may not be subject to any physical inspection/examination. It involves a reduced vetting level of documents and goods may be released without examination.



D. PARCELS AND MAIL SHIPMENT

Regulations

- i. In accordance with the provisions of the Post Office Guide of the regulations of the Universal Postal Union (UPU), all postal packets are required to have a parcel declaration of a green label affixed to them.
- ii. Postal packets must not contain any goods, letter, printed matter or any other thing that is prohibited or restricted by law to be imported into the country. These include seditious or defamatory material and ammunition.
- iii. An official of the Post Office would act as an agent for the importer for Customs purposes.
- iv. Postal packets would be opened and examined by a Customs officer in the presence of the person to whom the parcel is addressed or his accredited representative.
- v. Duty will be levied on all chargeable items and prohibited or restricted items will be seized or detained.
- vi. Unclaimed postal packets would at the appropriate time limit be sold by public auction and the proceeds paid into government chest.

E. WAREHOUSING

This is a system by which imported goods or locally manufactured goods are stored under Customs control in a Government or Private Bonded Warehouse without payment of import duty and other taxes.



This system affords the importer or local manufacturer the opportunity to defer the payment of duty and taxes until the goods are needed for home consumption or are exported. This facility enables the Importer / Manufacturer to take advantage of both the home and foreign markets without any loss in respect of duty.

Goods in a Warehouse may be re-entered by their owners for home consumption, exportation or removal to another Warehouse anytime within two years. The goods may be entered for re-warehousing after two years. Goods may be stored in the following Warehouses: State Warehouse, Government Warehouse, Private Bonded Warehouse and Public Warehouse.

F. TAXES AND FEES

Types of duties/taxes/fees payable on imports are:

- i. Import Duty
- ii. Import Value Added Tax (VAT)
- iii. National Health Insurance Levy (NHIL)
- iv. Import Excise Duty
- v. Export Development & Investment Fund (EDIF) Levy
- vi. Economic Community of West African States (ECOWAS) Levy
- vii. Examination (of vehicles) Fees
- viii. Certification Fees (for vehicles)
- ix. Interest Charges (on overstayed goods)
- x. Processing Fee (where the goods:
 - (a) are zero (0) rated
 - (b) are statutorily exempt from payment of import duty
 - (c) are being exported ex-warehouse)

State warehouse rent
 State warehouse portage fee
 Overage Penalty (on vehicles)
 Administrative Charges (for transit goods and vehicles temporarily imported from the ECOWAS region)
 Ghana Road Fund Levy (on vehicles imported for temporary use)
 Network charges (GCNet) VAT on Network

charge NHIL on Network charge
 Special Levy on Flour Inspection fee for Goods that do not require destination inspection
 Cassette Levy (on blank video and audio cassettes)

G. PROHIBITIONS AND RESTRICTIONS

Under the laws of Ghana, certain import or export items are either prohibited or restricted. These are:

IMPORT PROHIBITIONS

- I. Narcotic Drugs
- ii. Ammunition imported by post
- iii. Medicated soap containing Mercuric Iodine
- iv. Toxic waste
- v. Contaminated goods
- vi. Animals and Carcasses infected with disease
- vii. Plants and seeds infected with pests of disease
- viii. Foreign soil
- ix. Beads of inflammable celluloid or other similar substances
- x. Raw coffee imported overland or by inland water-ways
- xi. Counterfeit notes and coins of any country
- xii. Defamatory, obscene / pornographic materials and similar articles or publications
- xiii. Knuckle dusters
- xiv. Goods bearing fraudulent trademarks or infringing any copyright law
- xv. Dangerous weapons such as flick and paper knives
- xvi. Drugs imported overland or by inland water ways
- xvii. Goods prohibited by any law in Ghana

IMPORT RESTRICTIONS (CONDITIONAL IMPORTS)

With these imports, one needs a permit, licence or certificate from the appropriate organization prior to the importation of the items.

- i. Gold Coins, current in the United kingdom (Licence from Minister of Finance)
- ii. Rough or uncut diamonds (Licence from Minister of

Finance)

- iii. Arms and ammunitions (Permit from Ministry of Interior)
- iv. All Communication Equipment (National Communication Authority Permit)
- v. Drugs (Ministry of Health Certificate/Food and Drugs Board licence)
- vi. Cinematography films through any port of entry other than Tema, Takoradi or Accra Airport (Apply to Commissioner of CEPS)
- vii. Goods bearing designs in imitation of money. (Licence from Minister of Finance)
- viii. Handcuffs (Licence from Minister of Interior)
- ix. Machines for duplicating keys (licence from Minister of Interior)
- x. Condensed or evaporated milk containing less than 8% by weight of milk fat and dried or milk powder containing less than 26% by weight of milk fat (Apply to Commissioner of CEPS)
- xi. Gambling machines (Ministry of Finance Permit)
- xii. Live plants and animals (Ministry of Agriculture Permit)
- xiii. Nets and traps for animals (Ministry of Agriculture Permit)
- xiv. Mercury (Permit from Ministry of Trade, Inspector of Mines)
- xv. African prints (Wax prints) to be imported ONLY through the Port of Takoradi. (Permit from Ghana Standards Board)
- xvi. Poultry products (from certain countries): Ministries of Trade/Agriculture
- xvii. Human remains: Cause of Death Certificate, Embalment Certificate and Pathologist Certificate from country of death
 To be imported only in a hermetically sealed casket.

Note: For all transactions with Ghana Customs, one requires TAXPAYERS IDENTIFICATION NUMBER (TIN)

Events In Pictures

Inauguration of Takoradi Shippers' Information Centre



Mr. Albert Essien, Group Exe. Dir. W/CA Ecobank Intl. & Chairman for the event, addressing the gathering.



A section of the audience at the inauguration of the Takoradi Shippers' Information Centre.



Mr. Kofi Mbiah, CEO of GSC, stressing a point to the Hon. Minister of Harbours & Railways, Prof Ameyaw-Akumfi, while the other dignitaries pay attention.



The library section of the Information Centre.



Prof. Ameyaw-Akumfi trying his hands on one of the computers at the internet cafe.



A section of the audience at the event.

Events In Pictures

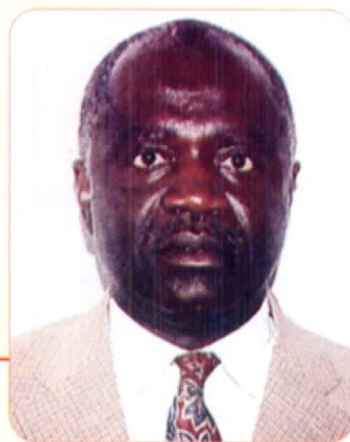
4th National Shippers' Day & Awards Night



Ghana Standards Board

Destination Inspection Programme

Ensuring that "High Risk Goods" meet standards, hence are suitable and safe before they are allowed for clearance, distribution and/or sale in the country



Adu G. Darkwa
Executive Director, GSB.

1. GHANA STANDARDS BOARD (GSB) ENABLING DECREE

The Ghana standards Board (GSB) was established by NRCD 173 of 1973 and is solely vested with the responsibility for preparing standards for products and processes and for ensuring compliance with Government policies on Standards, Metrology Standardization, Testing and Quality Assurance of both locally manufactured and imported products and services throughout the country.

Section 2 (2) (e)

'to recommend to the Ministry responsible for Trade and Industry to prohibit the importation into Ghana for the purposes of sale, use or human consumption of any goods, unless same have been certified by the Board as complying with standards set up by the Board'.

The role of GSB at the ports is therefore to ensure compliance of imported goods with established technical standards/specifications (conformity assessment) in order to prevent the importation/distribution of substandard products into the Ghanaian market.

In August 2003, GSB was mandated by the Ministry of Trade and Industry to take over the inspection of all "High Risk Goods (HRGs)" from the Inspection companies. The destination inspection was to be carried out at all the ports of entry in Ghana. This was to ensure

that the designated goods are suitable and safe for use before they are allowed for clearance, distribution and or sale in the country.

2. WHAT ARE "HIGH RISK GOODS" (HRGs)

These are goods that have health and safety implications on the consuming public

The list of broad groupings of high risk goods include the following:

- (i) Food Products
- (ii) Pharmaceuticals
- (iii) Electrical Appliances
- (iv) Electrical Products e.g. bulbs, switches, sockets
- (v) Electrical Cables
- (vi) Electronic Products
LPG Cylinders and Accessories
- (vii) Toys
- (viii) Chemical and Allied Products
- (ix) Building Materials
- (x) Used Goods
- (xi) Petroleum Products
- (xii) Pyrotechnic Products
- (xiii) Motor Vehicle Batteries
- (xiv) Alcoholic and Non-Alcoholic products
- (xv) African Textile Prints
- (xvi) Arms and Ammunitions
- (xvii) Machetes/Cutlass
- (xviii) Vehicle Spare Parts
- (xix) Industrial Machinery

2. GSB DESTINATION INSPECTION SCHEME

In furtherance of the objective of the Destination Inspection Programme, GSB has evolved a new system that can be used to ascertain the quality

and safety of the products without **concentrating on extensive testing** that can cause undue delays at the ports of entry.

This system is based on Conformity Assessment (CA).

Conformity Assessment is a process whereby a product, process, or service or system is evaluated with the object of determining either directly or indirectly that relevant requirements are fulfilled.

The result of the assessment is a written assurance given either in the form of a Certificate of Analysis (CoC) or Certificate of Conformity (CoC) or mark or both to attest that the product, process, service or system meets the requirements of the applicable standard.

GSB intends to streamline its Import Inspection activities in line with ISO recommendations and in compliance with World Trade Organisation (WTO) regulations.

2. GUIDELINES FOR THE CLEARING OF HIGH RISK GOODS (HRGs)

a. All importers of HRGs shall register with the Ghana Standards Board

b. Importers shall purchase the relevant applicable Ghana Standard(s) of the product(s)

c. Importers shall apply for permit from Ghana Standards Board to import HRGs.



GSB Inspectors inspecting goods for Conformity Assessment under Destination Inspection

d. All imported HRGs should be accompanied with a CoA or CoC, with reference to the applicable standard specifications issued by a competent laboratory preferably in the exporting country.

a. Failure to provide a CoA/CoC would mean that the consignment could not be cleared until samples of the product have been tested to the applicable standard and found to have satisfied the requirements.

The importer shall pay a processing and testing fee to be determined from time to time.

b. Upon arrival, the goods will be subjected to the ff:

- Visual Inspection of product label and assessment of relevant quality attributes at the point of entry.

g. The goods will be released within 48 hours if the following conditions are satisfied:

- The CoA/CoC is authenticated;
- The product label conforms to the relevant requirements of the standard;
- Other documents on the consignment are found to be adequate e.g. permits from other agencies.

h. Customs Excise and Preventive Service (CEPS) shall clear the consignment after the relevant documents have been stamped and signed by the GSB Inspector.

i. Irrespective of the quality status of the brand and the risk assessment rating of the Importer and Exporting Country, the Inspector may take random samples for verification and review of the rating of brand, exporter and importer for the purposes of building relevant database.

j. The clearance of goods may be expedited if the importer submits forward samples to GSB for quality evaluation and certification before committing to import.

k. Where GSB is unable to complete Conformity Assessment on HRG detained for quality checks within 48 hours, the consignment may be considered for provisional release on the understanding that the goods will not be disposed of until the outcome of conformity assessment exercise has been determined.

In such circumstances, the Importer or his agent shall apply formally to the Executive Director of GSB for provisional release to a warehouse.

The following information should be

provided:

- § Photocopies of Bill of Lading, Packing List/ Invoice and FCVR.
- § Name, Address and Contact Numbers of the Importer and Authorized Clearing Agent.
- § The location address of the Importer's warehouse.
- § An undertaking duly signed by the Importer assuring GSB that products released provisionally/conditionally will not be distributed or sold until GSB issues a final release letter to the importer.

NOTE: Registration Fee of Two Hundred Thousand Cedis (¢200,000.00) shall be paid per HS Code. This shall be reviewed from time to time.

5 SAMPLING EXERCISE AT THE PORTS

A sample for the purposes of the services referred to here shall mean any product or entity that is brought to GSB for laboratory tests and investigation. It shall be understood to be an economically and technically needed quantity if the products specified by the testing laboratory necessary for performing tests and investigations, referencing and for consumer advocacy in compliance with relevant standards or specifications. All test samples shall be duly marked and numbered at the point of sampling. This identification mark shall be maintained for the entire record of the sample.

Note: Refusal by Importer to permit GSB inspect/sample constitutes a serious offence that can attract detention or seizure of goods.

6 GSB LABELLING REQUIREMENTS FOR IMPORTED PRODUCTS

The following are the labelling requirements of GSB as specified in the (L.I. 1541); GSB General Labelling Rules, 1992 with respect to compliance inspection of imported goods:

A. Label

- Name of product
- List of ingredients in food
- List of active ingredients and their levels in drugs
- Date of manufacture and Expiry date/Best before date/Use by date in respect of food
- Date of manufacture and Expiry date in respect of drugs
- Storage conditions
- Instruction or directions for use
- Net content
- Name and address of manufacturer
- Country of Origin
- Date of manufacture
- Batch/Lot number
- Electro technical or chemical characteristics for goods other than food and drugs
- Marks or labels shall be printed, impressed, embossed or stamped.
- Where marks or labels are stamped, they shall be in indelible ink and legible.
- The trade mark or brand name shall not be substituted for the name of a food

b. All information on the label in foreign language other than English shall be translated into English language. Failure to comply may lead to impoundment of such goods/products.

c. Electric lamps (fluorescent lamps and electric bulbs) shall carry

information on Life performance while Electric cables should carry information on the ratings, among others.

d. All electronic equipments/items and other items where applicable shall carry Guaranty/Warranty information of at least six (6) months.

e. All electronic equipment/items and instruments shall carry safety information and or safety signs.

f. Batteries must carry clearly the ratings and type.

HANDLING/SEIZURE OF NON-CONFORMING IMPORTED PRODUCTS

Goods found to be non-conforming to the applicable standard(s) will be disposed of in accordance with established Customs, Excise and Preventive Service (CEPS) procedures.

8 INSPECTION POINTS

The GSB has offices at the following inspection points to carry out the Destination Inspection Activities

- Tema Port
- Kotoka International Airport (KIA)
- Takoradi Port
- Elubo
- Aflao

- Segbe
- Honuta
- Akanu
- Shia
- Batume Juncture
- Nyive
- Avehavi

9 OTHER SERVICES OF GSB

- Standards Development
- Certification (Product and Quality Systems)
- Inspection (Factory Inspection & Fish Inspection)
- Metrology (Calibration and Verification)
- Technical Information and Library Services
- Testing and Quality Evaluation
- Training for Industry

For hassle free imports and clearance contact the National Enquiry Point and the Destination Inspection Department at GSB for assistance.

THE EXECUTIVE DIRECTOR
GHANA STANDARDS BOARD
P.O. BOX MB 245
ACCRA

Tel: 021 501495/500231/506992-4/500065-6

Email:
gsbdir@ghanastandards.org
gsbnep@ghanastandards.org
Website: www.ghanastands.org

GHANA INSPECTIONS LIMITED

Marine Surveyors, Claims Adjusters

Ghana Inspections Limited, Lloyds Agent in Ghana. We offer the following services:

- Expertise services in Marine & non Marine Survey and Claims Network
- Local Knowledge
- Global Expertise
- Constant Originality put us at the top in Marine and non Marine Surveys and Claims Adjusting.

Our LLOYD'S Trained Cargo Superintendents & Surveyors are at your services Twenty Four Hours (24Hrs) daily.

Head Office-Tema:

Location: TFS Building, 3rd Floor, Suite 405, Community 1, Tema. P. O. Box 199, Accra-Ghana. Tel: 233-22-205523/233-22-210508 Fax: 233-22-204356. Emails: its@gil-its.com&gilits@4u.com.gh
Mob: 233-24-4234913/233-27-7435584/233-27-7454513

Office-Takoradi Port:

Location: Log Office Room 3, Opposite Port Fire Service, Takoradi Port Area.
Tel: 233-31-24600 or Through Tema Office

We serve you 24 Hours Daily.

LLOYD'S Agency



Mr Jacob Gbati, Managing Director, Global Cargo and Commodities Ltd.



*Mr. Gbati, the brain behind the success story
of the company*

Mr Jacob Gbati, Managing Director of Global Cargo and Commodities Ltd, was born in Banda in the middle belt of Ghana.

Mr Gbati had his university education at the University of Ghana Legon, graduating in Political Science and Philosophy. Jacob, as he is simply referred to, did his national service with the Committee on Decentralisation of Public Administration as head of the team attached to the then Accra City Council, now Accra Metropolitan Assembly (AMA).

As an adventurous and ambitious man, Mr Gbati refused all attractions associated with working in the public service and rather chose to work as a clearing agent, beginning modestly from

the Kotoka International Airport (KIA).

Mr Gbati learnt the craft of the clearing business under the watchful eye of a former Customs, Excise and Preventive Service (CEPS) Commissioner and a President of the Ghana Institute of Freight Forwarders (GIFF) at the same time. Jacob was soon to gain considerable experience as a clearing agent at KIA and the Tema and Takoradi ports.

By 1998, he had established his clearing and forwarding company and within three years, he had established the Ship Handling Division of the company.

Mr Gbati, a conscientious and hardworking man committed to the attainment of excellence in all his endeavours, is keenly aware of the need to be abreast of current developments in the marine business and never misses an opportunity to attain knowledge and skills requisite to his chosen profession.

Despite his very busy schedules as one of the leading tramp vessel handlers at the port of Tema, he still finds time to acquire more education and expand his horizons. He successfully completed a postgraduate programme at the Regional Maritime Academy in

Port and Shipping Administration. He also holds a certificate in Shipping Administration.

He also has to his credit many certificates in International Maritime Organisation organised courses such as a participatory certificate in Safety Nets and IPS Code and another one from the Ghana Shippers' Council for participating in a Maritime Law and International Trade conference. Mr Gbati also holds a proficiency certificate in clearing as well. His success is not limited to ship handling alone. His company has been represented at World Trade Organisation courses and ISO 9000 certification courses.

Mr Gbati, currently runs exchange courses in Clearing and Shipping for university students in France and for his staff as well to constantly update their professional knowledge to equip them with the skills to compete in the challenging global environment.

The Managing Director of Global Cargo and Commodities Ltd also consults for many leading banks in Ghana in Cost Accounting and especially in the importation of shiploads of cargo is concerned.

Mr Gbati is an authority on Collateral Management of imports in Ghana because of his vast knowledge in all aspects of importation, bank documentation, port documentation, incoterms, claims and adjustments.

He is married with 6 children (3 boys and 3 girls).

Global Cargo and Commodities Ltd.



Incorporated as a limited liability company in 1998, Global Cargo and Commodities Ltd, a shipping, clearing, forwarding, commodities and haulage company, has a staff strength of 27 people as permanent staff.

Its locations are in Tema (Head Office), Takoradi and Accra (Kotoka International Airport). Global Cargo and Commodities Ltd also has representations at Paga and Aflao to take care of its interests. The company is currently establishing offices at Kumasi to take future advantage of the inland port at Boankra which is presently under construction.

The company's vision is to become a one-stop-services-provider for all marine business in Ghana and the West African sub-region while its strategic plan is to be among the top five (5) shipping companies in the country taking into consideration all the necessary performance indicators. Global Cargo and Commodities Ltd currently ranks among the top 10 shipping companies in Ghana. The company hopes to achieve its strategic plan by gradually providing up-to-date logistics for its business, recruiting the right professionals and

constantly training those professionals in the industry's best practices to enable them perform optimally.

The strength of Global Cargo and Commodities Ltd lies in its highly trained professionals. The company's Managing Director, Mr Jacob Gbati is a versatile man and a consummate professional in all fields of marine business. He is not only a graduate of the University of Ghana and the Regional Maritime Academy but also along with his team of able professionals are regular participants in courses organized by the International Maritime Organisation and the International Labour Organisation and other training institutions related to Marine Safety Nets, Port State, Flag State, Protection and Indemnity Classification societies, Ship Owners and Shipyards etc. The knowledge acquired from such courses and training programmes undoubtedly guides the operations of the company in the attainment of its goals. The company's Operations Department also boasts of astute shipping, sea and ashore professionals capable of handling all liner and tramp business.

Global Cargo and Commodities Ltd appreciates its weaknesses in a

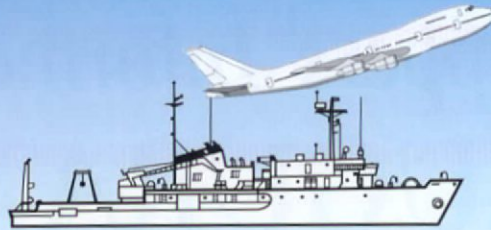
competitive global environment dominated by well-established liners but is nonetheless confident that it is on the right path to the attainment of its goals with its excellent human resource. The company currently handles 4.5% of the nation's import cargo especially dry and wet bulk and has for the past three years established itself as a strong force in the business. The company has lately been making serious inroads into haulage and warehousing and taking business opportunities in emerging markets in transshipment and transit traffic especially in West Africa's landlocked countries of Burkina Faso, Mali and Niger. The company hopes to increase its share of seaborne trade to 10% in the next five years.

Global Cargo and Commodities Ltd is a corporate member of the Ghana Ship Owners and Agents Association and also the Customs Brokers Association of Ghana.

As a clearing company, it has become an excellent team player in the supply chain and guided by the Japanese theory of Just-In-Time, (a commitment to effective time management), Global Cargo and Commodities Ltd strives daily to meet national developmental needs. It handles the bulk of cement, rice, sugar and chicken imports and was recently responsible for the importation and clearing of telephone poles for the national communication operator, Ghana Telecom.

Global Cargo and Commodities Ltd has always been and would continue to partner governmental and non-governmental agencies whose work impinge on the company's activities in the attainment of its goals and objectives.

With its commitment to the pursuit of excellence and with a team of capable professionals continuously dedicated to their work, the sky can only be the limit for Global Cargo and Commodities Ltd.



AKTOSFREIGHT CO. LTD



Experts In:-

Clearing

Forwarding

Shipping

Import / Export

Consolidation

Warehousing

Haulage



Contact Address:

TEMA.

Room 406 TFS Building, Tema
Tel. 022-207015 Fax: 022-210230
Mobile: 024-4369609

AIRPORT

Ghana Airways Building
Opposite Airport Post Office
Tel. 021-762435

KUMASI

Top Martins Building
Asokwa
Tel. 051-82858

P. O.Box MD 1034 Madina - Accra.
E-mail: gato@wwplus.com

Takoradi Shippers' Information Centre INAUGURATED



The Ghana Shippers' Council (GSC) on the 29th September 2006 inaugurated a state-of-the-art Information Centre at its Takoradi Shippers' Centre. The facility would provide shipping, international trade and other necessary business information to the shipping community and the general public.

The event was attended by Shippers, Ship-owners, Ship Agents, Haulers, Importers / Exporters, Freight Forwarders/Clearing Agents, Financial and Banking institutions, Port Authorities, representatives of Shipper Committees, etc. There were also students from the Takoradi Polytechnic pursuing ICT courses and the Institute of Export and Shipping Management.

The ceremony was also well patronised by members of the Western

Sector Shipper Committee and graced by the presence of the Sector Minister, the Western Regional Minister, members of the Governing Board, Management and Staff of the Council.

The Chairman of the function, Mr Albert Essien, Group Executive Director for West and Central Africa, Ecobank International, in his address commended the Council for the establishment of the Information Centre and expressed the hope that the centre will prove useful for the purposes of shippers in the country.

The Western Regional Minister, Mr Anthony Evans Amoah, the Sector Minister, Professor Christopher Ameyaw-Akumfi and the Chief Executive Officer of the Council, Mr Kofi Mbiah in their addresses, emphasized the importance of the Information Centre to shippers in

particular and the public in general as a facilitating medium for them to source information relevant to their businesses.

The Takoradi Shippers' Information Centre is one of the many facilities being provided by GSC to the maritime industry to boost shipping and its ancillary businesses in Ghana and to bring it to the level of global acceptability.

This initiative gives practical meaning to the vision of the Council - "To be a state-of-the-art organization utilizing our available human resource to effectively and efficiently manage the demand side of shipping with a view to protecting and promoting the interests of Ghanaian shippers in relation to port, ship, inland, transportation problems and the provision of ancillary shipping services".

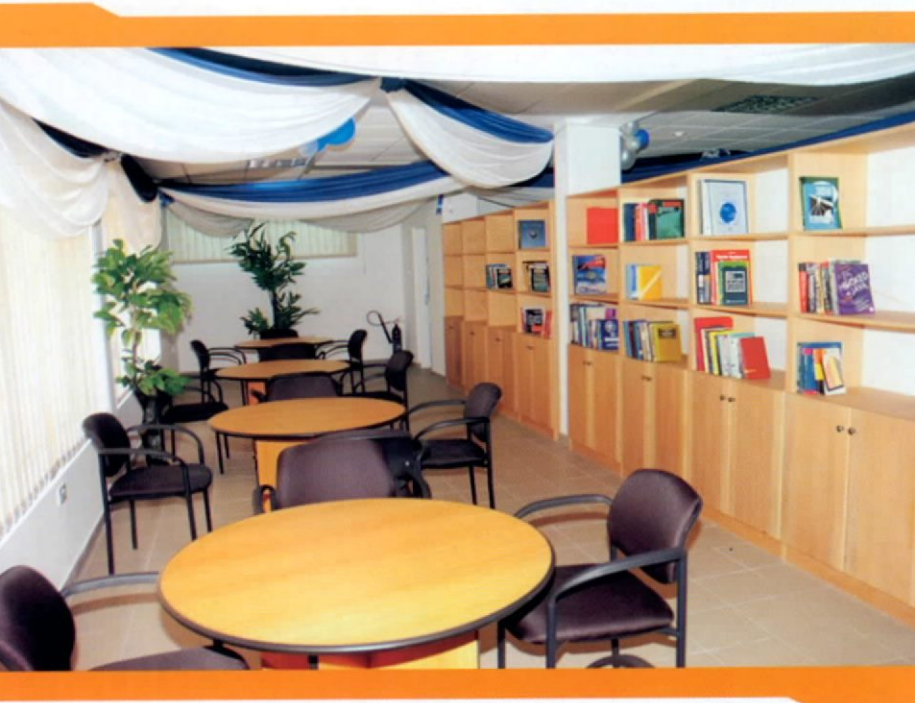
The Centre is made up of two sections; the Internet Café and Reading Room. The Internet Café will serve as an online reference library and research centre.

The mission of the Centre, which fits very well into the mission of the Council, is to assist the Ghanaian Shipper with reliable information to successfully compete for trade and investment in the global market place.

Consequently, a lot of links to other useful websites of reputable shipping organisations and institutions have been provided to assist users of this facility. Some of the benefits that users of the Internet Café are expected to derive are:

1. Free browsing
2. Trade Capacity help the Ghanaian shipper to become export ready through reliable and timely information
3. Trade development research new markets and identify trade opportunities.
4. Trade service support the shipper with information and hands-on assistance needed to access trade information.
5. Trade Facility the Centre could promote online business with global partners.
6. Trade Network provide users with access to facilities to link more trade organisations globally.

Other benefits could also come from facilities which are only accessible through the Internet. These include the following;



1. An international trade search engine of more than 10,000 free international market reports from the most reputable market research websites.
2. Extensive market research reports for most major countries and industries prepared by the staff of the US Department of Commerce.
3. Extensive databases of international trade data compiled by the World Institute for Strategic Economic Research at Holyoke Community College in Holyoke, Massachusetts

All over the world, a growing number of companies and individuals have found that membership of Internet-based information centre is an important, cost

effective way to expand business.

The Reading Room, on the other hand, has been stocked with informative journals and other reading material of international standard. With the serene reading atmosphere provided, it is the hope of the Council that users will make optimum use of the facility to improve their businesses.

The initiative by Ghana Shippers Council to provide this Information Centre must be looked at from the prospective of Public Private Partnership (PPP). More especially in fulfilling Government's aspiration as enshrined in the programme of Growth and Poverty Reduction Strategy (GPRSII) for 2006-2009. Thus "accelerating private sector led growth and poverty reduction by assisting the private sector to grow and generate employment".

In this instance, the Ghana Shippers Council, as a State organisation and consequently a public partner, has provided the centre while the users of this facility, as private individuals, will have the opportunity to use this facility with the view to promoting economic growth.

In so doing, this partnership will be seen as fulfilling the wider strategy of the Government's PPP. With proper care and maintenance of the Takoradi Shippers' Information Centre, there is no limit to the



Experts In

Clearing

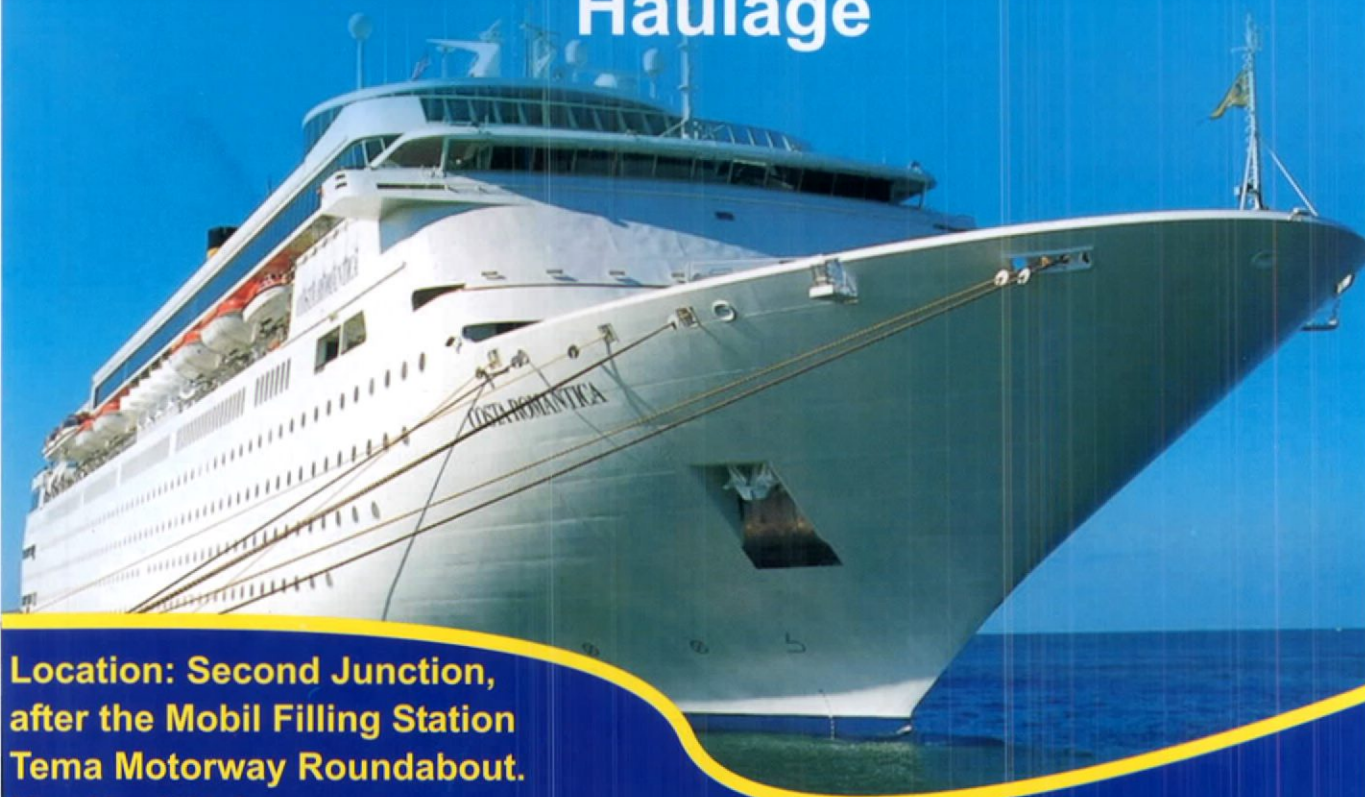
Forwarding

Free Zone; Import / Export

Warehousing

Consolidation

Haulage



**Location: Second Junction,
after the Mobil Filling Station
Tema Motorway Roundabout.
Hse No. N/1 Comm. 9**

E-mail: hencin2002@yahoo.com

Motto: Your Delight, Our Goal

MERCHANT SHIPPING
& Trading Agency Ltd.

P.O. Box CE 11596, Tema, Ghana West Africa.
Tel.022-308038 Fax: 022-308038 Mobile: 024-4462200

4th National Shippers' Day Celebration held in Kumasi



Mr Mbiah said it was in recognition of the contribution of shippers' to national economic development that the United Nations declared shipping as an important vehicle for growth and development within the framework of the Millennium Development Goals (MDG). "It is noted within the MDG that shipping can help eradicate extreme poverty and hunger and accelerate the building of global partnerships for development."

The Chairman for the opening ceremony who is also Chairman of the Antrak Group of

The 4th National Shippers' Day Celebration took place at the Georgia Hotel in Kumasi on the 4th and 5th October, 2006. The biennial event was instituted by the Ghana Shippers Council as a platform for interaction among players along the supply-chain, including shippers, shipowners, port and multimodal transport operators, freight forwarders, customs, national policy makers, etc.

The occasion provides an opportunity for importers and exporters to highlight the problems they face in the shipment of goods to and from Ghana, and suggest possible solutions to such problems. The day further provides an opportunity for appreciating shippers' contributions towards the

national development agenda.

The theme for this year's celebration was "Recognising the Contribution of Import and Export Shippers to National Economic Development" The celebration began with an opening ceremony followed by a two-day seminar and then an Awards Night.

The Chief Executive of the Ghana Shippers' Council, Kofi Mbiah, in his opening address, stressed that the importance of the celebration was highlighted by the fact that world seaborne trade reached an all-time high of 7.3 billion tonnes in 2005. "Without the movement of these 7.3 billion tonnes of cargo around the world, half the world would have frozen while others half starved."

companies, Alhaji Asuma Banda, in his speech said Ghana loses up to 25 per cent of its import cargo to neighbouring West African countries as a result of cumbersome cargo clearance procedures at the country's ports.

Alhaji Banda called for the simplification of the cumbersome clearance procedures to enhance the speedy clearance and evacuation of imported goods at the country's ports.

Alhaji Banda said the cumbersome nature of procedures could provide a leeway to some businessmen to collaborate with some officials to cheat to undermine revenue mobilization.



Africanus Owusu Ansah, Assistant Commissioner (Valuation) CEPS, making his presentation at the seminar.

Making reference to some African countries, particularly The Gambia, where customs procedures are very simple, Alhaji Asuma Banda called on the Ministry of Harbours and Railways and the Customs, Excise and Preventive Service (CEPS), to make a painstaking study of the customs procedures in countries like China, USA and The Gambia and adopt them where appropriate. Sometimes you go to the port and the GCNet is down, it means you cannot do business the whole day," he said.

He said there was the need to consult all stakeholders before tariffs were increased at the port and if possible they should be done on a monthly basis instead of the present state of affairs where no prior information is given before the increases were effected.

In his keynote address, President J A Kufuor expressed concern about reported cases of misconduct and activities bordering on criminality on the part of some business operators.

He stated that private sector participation was introduced into port activities to help generate competition, saying it was good for business.

The Minister for Harbours and Railways, Professor Christopher

Ameyaw-Akumfi, advised importers and exporters to stay away from the temptation of paying illegal fees to people who had no business to take such monies at the ports.

The minister said by conniving with freight forwarders and other officials at the ports, "you shippers sometimes succeed in evading taxes, an area we try to mobilize revenue for national development."

After the opening ceremony, the event continued with a seminar at which four presentations were

made on *Removing Bottlenecks in the Management of Ghana's Import and Export Business*, delivered by Ghana Shippers' Council, *Positioning Ghana's Ports to Meet the Demands of Shippers in the 21st Century*, delivered by Ghana Ports and Harbours Authority, *Efforts at Enhancing Customs Operations to Facilitate Trade for the Ghanaian Importers and Exporters*, delivered by Customs Excise and Preventive Service and *The Gcnet System: Performance and Prospects for Trade Facilitation* by the GCNet.

There were questions and recommendations from participants of the nine regional shipper

committees present an Awards Night was held after the two-day seminar to climax the 4th National Shippers' Day Celebration at which corporate organizations and individuals who had rendered invaluable services to the Council were duly rewarded. Unilever Ghana Limited received the "Best Shipper" award while Tema Container Terminal took away the "Best Terminal Operator" award.

Mr Amanful, Chairman of the Board of the Council, received an award for his contribution towards the growth of the Council and also for being the longest-serving Board member.

Mr Imbeah Amoakuh, a former Board member, was honoured for being the first Chairman of the Southern Sector Shipper Committee (SSSC), and for ably steering the affairs of the committee which formed the basis for the establishment of other shipper committees.

Also honoured was Mr Magnus Teye Addico, the first Chief Executive of the Council, for transforming the Council from a government-subvented organisation to a financially autonomous one and for raising the public profile of the Council.

Capt (RTD) Benoni Kwame Obeng Asihene, a former Board Member, was honoured for chairing the Finance and Administration Standing Committee of the Board for ten years during which he led the Committee to take many fair-minded decisions.

Mr Alex Ofori, a Board Member, was also honoured for his singular enthusiasm and diligence in nurturing the Ashanti, Brong Ahafo, Northern and Upper East Regional Committees to maturity.



Emmanuel Nmashie Doku, (2nd from right) CEPS Commissioner, along with other CEPS officials, present at the opening ceremony

Communique

At the end of the two-day seminar that formed part of the 4th National Shippers' Day Celebration, a communiqué was issued at the end of the seminar. The communiqué was signed by the Chairmen of all the nine Regional Shipper Committees namely, Southern Sector, Western, Ashanti, Brong Ahafo, Northern, Upper East, Central, Volta and Eastern.

The Communique read as follows:

We, the Import and Export Shippers of Ghana, having celebrated the 4th National Shippers' Day at the Georgia Hotel in Kumasi, under the theme "Recognising the Contribution of Export and Import Shippers to National Economic Development" commend the Ghana Shippers' Council for creating a platform for interaction between the users and providers of shipping services to deliberate on matters affecting export and import businesses in Ghana and to suggest ways of addressing them.

We also recognize the importance of competitiveness in our survival in the global market and hereby propose the following measures towards improving upon the time and cost of transacting import and export business in Ghana:

1. That the Law establishing the Ghana Shippers' Council be urgently reviewed to strengthen it to perform its duties in the light of changing trends in the Maritime Industry.
2. That within the framework of liberalization, the Ghana Shippers Council should endeavour to negotiate tariffs with service providers and give such tariffs wide publicity for the benefit of the general public.
3. That a comprehensive tariff book comprising tariffs of all relevant bodies in the industry be published by the Ghana Shippers' Council to make the clearance process more visible and transparent.
4. That interest charges on customs duties be reviewed considering that the factors which necessitated their introduction have largely disappeared.
5. That Customs Excise and Preventive Service explores the option of announcing exchange rates applicable in the clearance of cargo at Ghana's ports on monthly basis, at the beginning of every month.
6. That the Ghana Shippers' Council facilitates a study tour to The Gambia to study their clearance procedures and advise on how to adopt and adapt

their model to improve the customs clearance process in Ghana.

7. That while commending the Customs Excise and Preventive Service for the gradual change of attitude of its Officers and the general public perception of CEPS through training and re-training efforts, CEPS be encouraged to continue along the path of Change Management for the complete transformation of the Service.
8. That the policy of the importation of wax prints through Takoradi Port be reviewed.
9. That the administration of the EDIF Fund be reviewed and possibly turned into an Exim Bank.
10. That the resolution of the controversy over Container Administrative Charges levied by Shipping Agents should be expedited.
11. That there should be more collaboration between Destination Inspection Companies and Customs Excise and Prevention for a more equitable, efficient and effective valuation system.
12. That the continuous imposition of the levy of \$200 per truck for transit exports is inimical to the development of the transit trade through Ghana's corridors and therefore should be reviewed.
13. That the CEPS provide convenient examination sheds at the Akanu Collection Point.
14. That the possibility of the establishment of a Maritime Bank in Ghana be explored.
15. That GPHA should strengthen security at the Port to minimize pilfering of goods.
16. That mechanisms for ensuring that only roadworthy vehicles/trucks are admitted into the transit trade operations through Ghana's corridor are implemented.
17. That work on the rehabilitation and extension of the country's rail system be expedited.

Ghana Standards Board

Important Message to Exporters

The Ghana Standards Board under its Statutory, Standards Decree 173 (NRCD 173), sections 3 (2) d and the Enabling Legislations LI 664 is mandated to establish the machinery for ensuring that exports with economic significance meet the requirements of the target markets (importing countries).

In fulfillment of this mandate, a new Export Certification Scheme in line with international best practice has been instituted since August 07, 2005.

Under this scheme, the GSB has started registering all Exporters to enable the Board to offer the needed assistance so that Exporters can build quality into their products to enhance international competitiveness.

This action has been necessitated due to numerous alerts received from the European Union (EU) and other countries with attendant rejection and down grading of goods from Ghana.

It is recognized that if the situation is allowed to continue, it could tarnish the image of the country and deprive it of the desired foreign exchange.



Home | ARSO 2005 | Quality Policies
Complaints | Publications | Our Contacts

2005 REPORTS | GSB DOWNLOADS / PUBLIC AT

© Ghana Standards Board 2006

In view of the above, exporters are advised and encouraged to take the necessary steps to regularize their activities with the Board to ensure that their exports are accompanied by relevant Export certificate(s).

ENSURING THAT EXPORTS ARE NOT REJECTED BUT MEET THE REQUIREMENTS OF TARGET MARKETS

STEPS FOR EXPORT CERTIFICATION

STEP 1. Prospective Exporter applies to the Executive Director of GSB for Export Certification.

STEP 2. Vetting of application
Applicant must be duly registered with GSB as an exporter.

NOTE: (i) *The application is done by completing the Export Registration Form*

(ii) *(The form can be obtained at the Headquarters of GSB near Gulf House, Okponglo- Legon or at any of its regional offices for a fee of fifty thousand cedis (¢50,000.00)*

• The application should be submitted not later than two weeks before shipment of goods.

• Economic operators engaged in the export of locally manufactured industrial products must ensure that their suppliers are in good standing and the products have been duly certified by GSB.

• Economic operators engaged in non-traditional exports (e.g. Yams, fruits and vegetables) are exempted from the requirements of product certification.

STEP 3. Inspection of Export

Consignment

This may include the following:

- *Inspection of product/items*
- *Testing of samples*
- *Examination of labels, packaging to ensure that they meet the requirements of importing country (target market)*
(Information on labelling requirements of importing country can be obtained at the National Enquiry Point at GSB)

STEP 4: Issuance of certificate indicating the relevant information

- *Nature of Product*
- *Name of Product*
- *Quantity in appropriate units*
- *Lot identification or date coding*
- *Location of production establishment (with identification numbers)*
- *Country of Dispatch*
- *Date certificate was issued*
- *Signature of inspector*
- *Destination of consignment*

For hassle free exports and to meet the requirements of your target market contact the Certification Department and the National Enquiry Point at GSB for assistance.

The Executive Director
Ghana Standards Board
P.O. Box MB 245
Accra

Tel: +233-21-
501495/500231/506992-4/500065-6

Email:
gsbdir@ghanastandards.org

gsbnep@ghanastandards.org
Website: www.ghanastandards.org

DO'S and DON'TS

of the Import Clearance Process at the Seaports

The introduction of the GCNet electronic clearance system in September 2003 was a welcome development for shippers and customs house agents alike, as it cut down the clearing time substantially and allowed for on-line exchange of trade information.

Unfortunately, in recent times there have been complaints about the abuse of the customs clearance system which is quite disturbing. This has prompted the Council to take measures to ensure that shippers are well informed about the demands and the requirements of the customs clearance system and procedures involved.

This publication is therefore intended to serve as a guide in the conduct of cargo clearance in the ports.

DO'S

Appoint a licensed Customs House Agent (clearing agent) with a credible reputation who will do the following on your behalf:

1. Submit the final invoice, IDF (from the Ministry of Trade & Industry), Parking list and a copy of the Bill of Lading two weeks before arrival of vessel to the Designation Inspection Company (DIC).
2. Pick up the Final Classification and Valuation Report (FCVR) from the DIC.
3. If you are an importer of a used vehicle, submit bill of lading, bill of purchase and chassis number of the vehicle to CEPS for the determination of the value.
4. Obtain a Tax Identification Number (TIN) form from the Internal Revenue Service (IRS), if you are a first time importer.
5. Submit a declaration on the cargo electronically to Customs through the GCNet computer front-end software.

6. Ensure that all the fields on the declaration are completed with accurate data.

7. Print out the response from GCMS and effect payment of the prescribed duty and taxes at either ECOBANK or Ghana Commercial Bank.

8. Attach the bank payment receipts, bill of lading, invoice, IDF, FCVR, designated CEPS officer in the Long Room for Verification.

9. Proceed to the Shipping Line/Agent with the Declaration and all the attachments mentioned here above as well as a completed Delivery Order (DO) for First Release (i.e. prior to physical examination) or Final Release (i.e. without physical examination).

10. Effect payment of the relevant GPHA charges at the port.

1. Deposit the **green copy** of the DO with the GPHA Operations for the container to be dropped within 24 hours at the designated bay for physical examination by CEPS, if necessary.

2. Arrange a truck to convey cargo from the port.

3. Present Declaration and accompanying documents to CEPS at the port gate to confirm clearance on the GCMS. GPHA security also checks the waybill covering the goods.

4. Make all documents available to the Police, CEPS or National Security, only on request, for auditing after exiting the port.

SCAN OPTION

1. If your container is to be scanned, then deposit the declaration, DO and the interchanging (evidence of dropping container on the truck) at the CEPS office at the Scanning Area.

2. Pick up your Scan number (appointment sheet) from the Scan operations office and wait for your turn.

3. Present the Appointment sheet to the Check-In Agent at the entrance of the scanner.

4. Confirm final clearance of container after the scan at the CEPS office at the scanning area.

DON'TS

1. Do not deal with an unlicensed Clearing Agent. Common traits of such Agents are as follows:

- They have no offices ('under-tree' operators)
- They have no fixed line telephone numbers
- They have no identification cards linking them to any recognised clearing company.
- They promise short delivery times.
- They promise lower duties.
- They offer lower clearing charges

2. Do not accept any offers to prepare fresh invoices locally, to either underestimate values or mis-describe goods.

3. Do not connive with Clearing Agents, Shipping Lines/Agents for a 'deal' on your transactions.

4. Do not offer GPHA equipment operators' money to induce them to deliver the services for which you have already been billed.

5. Do not attempt to conceal goods during physical examination. Avoid paying the examination officer to "overlook" discrepancies in the manifest and arrived cargo.

CONTACT ADDRESSES OF SHIPPING LINES

AKTOS FREIGHT CO. LTD

Location: TFS Building Room
406 Comm.1, Tema
Call: 022-207015, 024-4369609
Fax: 022-214995/6

MSCA (Gh) Ltd (Shipping Company)

Location: TFS Building, Room 203,
Comm. 1, Tema
Call: 022-211133

BENYA (Chandler)

Location: TFS Building, Room 13,
Comm. 1, Tema

Carl Tiedemann Stevedoring (Gh) Ltd

Location: Asafkoatse Kotei Office
Complex
Kraku Road, Comm. 1, Tema

Dashwood Shipping

Location: Comm. 6, near Tema
Learning And Social Centre
Tel: 022-208604/5
Fax: 022-208605

Merchant Shipping

Location: Comm. 9, Hse # 1, Tema,
near Comm. 9, Market

Inter Maritime Services

Location: Inner Fishing Harbour
Obourwe Building, Tema
Tel: 022-208437/024-4958050

Ghana Assoc. of Stevedoring Coys

Location: Room 204, Meridian Plaza
Building Comm. 1, Tema
Tel: 022-211208
Fax: 022-208245

Maersk Gh. Ltd

Location: 3rd Floor, Obourwe
Building Fishing Harbour Road
Tel: 022-206740/Fax: 022-204114

Hull Blyth

Location: Seatec House, Akosombo
Road Tema
Tel: 022-300907/300892
Fax: 022-300898/300910

Maranatha Freight Logistics Gh. Ltd

Location: Tema Comm. 5, Main Taxi
Station
Tel: 022-203007 Fax: 022-201984

GMT Shipping Ltd

Location: Dankwa House Comm.5,
Tema
Tel: 022-210400/0244-313437
Fax: 022-210401

Maritime/ MSC Agencies (Gh) Ltd

Location TFS Building Comm.1,
Tema
Tel: 022-200431/211133
Fax: 022-200422

Scanship Gh Ltd

Location: Commercial Warehousing
Area Tema
Tel: 022-202651/3 Fax: 022-202571

SDV Ghana

Location: Commercial Warehousing
Area Tema
Tel: 022-202332/202970
Fax: 022-206042

Antrak Ghana

Location: Commercial Warehousing
Area
Tema
Tel: 022-204523/202068
Fax: 022-202268

Atlantic Port Services Ltd

P.O. Box 7816, (360), Tema
Tel: 022-202631-39

Merlin Shipping (Ghana) Ltd

Location: Meridian Plaza, 1st Floor,
Room 101 Comm.1, Tema
Call: 022-206430

SSK Marine Company Ltd

Location: 1st Floor, Meridian Plaza,
Comm. 1, Tema
Call: 022-2124453

Safebond Company Ltd

Location: Asafkoatse Kotei Office
Complex Kraku Road, Comm.1,
Tema
Call: 022-214995/6

Golden Gate Services

Location: Bit and Pieces, Comm. 1,
Call: 022-201000

Ghana Inspection Ltd

Location: TFS Building
Tel: 022-205253
Fax: 022-204356
Global Cargo
Location: Comm. 2, Tema
Tel: 022-200740
Fax: 022-210807

Mol (Ghana) Ltd

Location: Scanship Building near
Main Tema Harbour
Tel: 022-212084
Fax: 022-210807

Seatrans Ltd

Location: Comm. 11, Opp. Data
Link (New Road) Tema
Tel: 022-306672
Fax: 022-306673

Speedline Stevedoring Co. Ltd

P.O. Box 1453, Tema
Tel: 022-204068/206415
Fax: 022-204219

Gemini Maritime Services

Location: A8 Jogis Estate Comm.
3, Co 2349, Tema
Tel: 022- 201525
Fax: 022-213386

Odart Stevedoring Co. Ltd

P.O. Box TT 220, Tema
Tel: 022-216300/216301
Fax: 022-210662

Fountain View Stevedoring Ltd

P.O. Box 509, Tema
Tel: 022-208057
Fax: 022-204172

Advanced Stevedoring Co.Ltd.

P.O. Box 8909 Accra North
Tel: 022-211902
Fax: 022-211903

Dolphin Shipping

P. O. Box 986 Tema
Tel: 022-204292/206682
Fax: 202984



GLOBAL CARGO

AND COMMODITIES LIMITED

- ◆ SHIPPING
- ◆ CLEARING
- ◆ FORWARDING
- ◆ COMMODITIES
- ◆ HAULAGE



Contact us

TEMA

1st Floor, Sunturk Building
Opposite Community 2 Police Station, Tema.
P.O. Box 2181 Tema, Ghana

Tel: +233-22-200740 / 2155917 / 214787 / 233-31-23096/26683

Fax: + 233-22-200740/214787 / 233-31-23096

Mobile: + 233-24-4336336 / 233-20-8156495 / 233-27-7405773

Email: globalcargo@ghana.com

TAKORADI: Harbour Highstreet, Adjacent Fan Milk Depot, Takoradi



GHANA SHIPPERS' COUNCIL

Ship Movement Schedules on your mobile Phone



Get vessel and shipping schedules
at the click of a button on
your phone with these
Short Codes

tigo

Send TM to **801** for TEMA Port
Send TD to **801** for TAKORADI Port

areeba

Send TM and date (e.g 020906) to **1461** for TEMA Port
Send TD and date (e.g 020906) to **1461** for TAKORADI Port
It's easy.

Contact: 021-666915-7

GHANA SHIPPERS' COUNCIL ...Providing Shipping Solutions