

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



- Corporate & Retail Banking
- Treasury & Foreign Exchange Services
- Money Transfer Service
- 24/7 ATMs
- Internet Banking with CALNet
- SMS Banking
- Corporate & Project Finance
- Asset Management & Brokerage Services

Call
021-680073
Areeba
shortcode
1651



SHIPPING REVIEW



GHANA'S AUTHORITATIVE MARITIME QUARTERLY JOURNAL

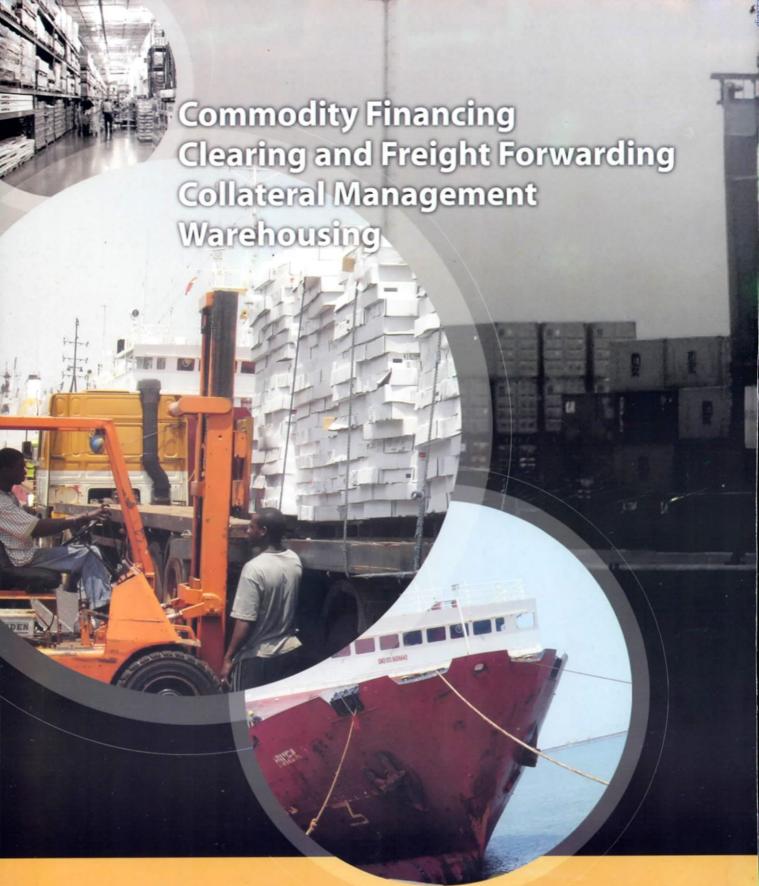
In this Issue

Road Transport and the Logistics Nexus

The Freight Forwarders Role in International Trade

Maritime Trade Review







UT LOGISTICS LTD

1st Floor, Unique Plaza, Community 1 Tema Tel: 022 - 210788 Fax: 022 - 210786
Email: utlogistics@hotmail.com Website: www.uniquetrust.com

They say NO; we say WHY NOT

COASTAL ZONE PIRACY

Indeed it is widely acknowledged that the majority of attacks against ships take place within the coastal zone and under national jurisdictions either at berth, anchorage or within territorial waters.



This therefore makes Coastal Zone piracy a subject of great importance and thus requires the emphasis and attention it is now receiving.

Page 6

Positioning Ghana's Ports to Meet the Demands of Shippers in the 21st Century

Today, about 90% of world trade in volume is carried by sea. As a result, maritime transport is indispensable to every country be it coastal or landlocked in its international



trade of imports and exports. Being the nodal or interchange points between water and land, ports are as important as maritime transport itself.

Page 13

Warehouse Fire Safety

Maintaining an environment that provides saflety to occupants and reduces the risk of property loss requires not only the initial



system engineering, but also attention to safety in day-to-day operational practices and the knowledge of when operational changes may require re-evaluation of your fire protection systems.

Page 18



Shipping Review Volume 9 Number 1 - Jan. - Mar., 2007

	Contents	PAGE
•	GHANA SHIPPERS' COUNCIL At a Glance -2006	3
•	Ghana Standards Board Achieving A Sound Quality Infrastructure - The Role of the Ghana Standards Board	23
•	Company Profile - SAFEBOND AFRICA LIMITED	27
•	CEPS Regulations On Treatment Of Unmanifested Vehicles	32

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 organisation that effectively manages the demand side of shipping with a view to protecting and promoting the interest of Charaian 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 Tel. 021-227113



Ghana Shippers' Council at a glance -2006

Introduction

(import and export shippers) the inauguration of a modern Information Centre at its Takoradi Shippers' Centre. Shipper Committees across the country also met regularly to information on the happenings in the maritime industry was brought to the fore through the Council's publications. They were also satisfied with the Below are the highlights of the year arrangements put in place by the 2006.

Maritime Law & International participate in future conferences. **Trade Conference**

he Council organised a two-day Tema Port Tour Council contrived the idea of the Conference following the expression of interest by numerous organisations within the shipping community, financial institutions and legal practitioners to participate in the Maritime Law Seminar being organised for Judges of the Superior Courts of Ghana.

The Conference was highly patronised The Stevedoring Manager informed with about 200 people participating. They included Ship-owners, Ship Agents, Lawyers, Insurers, Haulers, Importers/Exporters, Freight Forwarders/Clearing Agents, Financial and Banking institutions, Port Authorities, representatives of Shipper Committees and many more. The participants paid fees to assist the Council in defraying some of the cost incurred in organising the event.

Five papers were scheduled for

presentation; however, due to a last The year 2006 proved to be a minute mishap four were presented. The Project Manager of GPHA said the momentous one in the life of the Ghana The four papers presented were installation of modern equipment at Shippers' Council. Beyond the Making Business Sense of Contracts of the Tema port had made the clearance Council's pursuit of its corporate Affreightment, Marine Insurance of goods at the port very efficient and vision and mission as well as its aims Claims: Understanding the Concepts easy. He intimated that shipping and objectives, it deepened its and Tackling the Issues, The Freight engagement with its core publics Factor in Maritime Transportation and finally Understanding Contracts especially through the organisation of for the International Sale of Goods and its maiden Maritime Law and the Uniform Customs and Practice on International Trade Conference and Documentary Credits. Participants were impressed with the topics, delivery of the papers, and the resource persons. The participants expressed their appreciation to the Council for discuss issues of concern while the knowledge acquired and urged it to hold more conferences and seminars.

> Council towards the conference and expressed their willingness to

conference on Maritime Law & The Southern Sector Shipper International Trade at the Alisa Committee organised a tour of the Hotel, Accra in April, 2006. The Tema port to acquaint members with some of the operations of the port.

> The Ghana Ports and Harbours Authority (GPHA) Stevedoring Manager, who conducted the shippers round the port facilities, briefed members on efforts to decongest the port to facilitate trade and also secure the port.

members that the Authority was taking measures to check the presence of unauthorised persons within the port, and that it intended to impose a surcharge of ¢100,000 on people who enter the port unauthorised. stressed the need for human traffic at the port to be reduced to the barest minimum in view of the risk involved in port activities, especially the handling of heavy duty containers and equipment.

agencies would not have to pay high rent charges at the ports now that the Authority had introduced Ship-to-Shore Gantry cranes. The introduction of the Gantry cranes, he said, would make container handling less cumbersome as the machines would be able to off-load containers from ships within the shortest possible time.

Inauguration of Takoradi Shippers' Information Centre

The Council opened a state-of-the-art information centre at its Takoradi Shippers' Centre to provide access to broadband Internet service, online information and links to related private and public agencies.

The multi-million-cedi facility would also provide shippers with information on various transport portals through which their businesses could be undertaken to enhance efficiency and cost effectiveness. The centre, equipped with modern ICT equipment. is the first in a series being provided by the GSC. There will be others at Tema and Boankra, near Kumasi.

. 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 marketplace. Some of the benefits that users of the facility are expected to derive are free browsing, trade capacity to help the Ghanaian shipper to become export ready through reliable and timely information and trade development research into new markets to enable shippers identify trade opportunities.

international trade search engine of Mbiah, the Chief Executive of the more than 10,000 reports from the Ghana Shippers' Council, used the most reputable research websites occasion to salute importers and including extensive market research exporters of the country and assured reports for most major countries and them that the Council will not relent in industries prepared by the staff of the its efforts at providing quality services US Department of Commerce.

Professor Christopher Ameyaw-Akumfi, Minister of Harbours and Railways, who inaugurated the facility, The National Shippers Day commended the GSC for the initiative. saying it would contribute positively to the development of business in the maritime sector and that the facility gave practical meaning to government's commitment to encourage the use of ICT to enhance business processes and procedures to achieve efficiency. He urged the Council to train shippers on the use of the ICT centre to enable them derive optimum benefit from it.

National Shippers' Day Celebration and Awards Night

"Recognising the Contribution of Import and Export Shippers to National Economic Development".

President of the Republic of Ghana, H. players in the clearing and forwarding process to desist from underhand practices that go a long way to which was presented to the bookshops in the country for sale. negatively affect revenue collection at Government after the celebration. the ports.

The Honourable Minster for Harbours and Railways, Professor Ameyaw-Akumfi, in his speech noted that despite healthy developments in the maritime industry, his Ministry has in recent times received a number of complaints about the industry. Disturbing among these, according to him, was the issue of the increasingly cumbersome cargo clearance process. The accusations, he said, were directed at the Destination Inspection Companies, Customs, port authorities and freight forwarders.

The facility further provides an In his welcome address, Mr Kofi that would ensure efficiency of shipping operations, drive down costs and make them more competitive.

> Celebration brings together the suppliers and consumers of shipping services in Ghana under one umbrella to appraise the performance of the shipping industry over a period and to chart a course for the industry's future development. It is also to highlight and bring to the fore problems facing the industry players and to recommend solutions for the continuous enhancement of the industry and finally to recognise the contribution of the industry to the development of Ghana.

The Ghana Shippers' Council Dignitaries who graced the celebration organised the Fourth National included the His Excellency J. A. Shippers' Day on the 4th and 5th October, Kufuor, President of the Republic of 2006 at the Georgia Hotel in Kumasi. Ghana who was the Special Guest of The theme for the celebration was Honour, Alhaji Asoma Banda a shipping magnate and a well known businessman who was Chairman for the opening ceremony, the Sector Minister, Professor Christopher Delivering the keynote address, the Ameyaw-Akumfi, the Ashanti Regional Minister, and heads of E. J. A. Kufuor, cautioned all the various organisations mostly in the shipping industry.

The shippers drafted a communiqué

celebration, the Council presented awards to five people who in diverse ways assisted in the development of the Council. Two organisations were published in early 2007. also recognised for their outstanding performance in shipping and terminal operations.

Mobiship

During the year, the Council sought to place its vessel movement schedule which has always been publicised in Shipping Review for the past seven the Daily Graphic on two leading mobile phone networks - Areeba and Tigo for access by shippers.

The vessel movement schedule advertisement on mobile phone networks which is known as Mobiship has been in operation since March

The Council publicised the Mobiship in the mass media (radio and print) to inform shippers and the general public of its availability.

Reports from the Areeba and Tigo indicate that many people have been accessing the Mobiship since its launch and publicity. The reports also show that people accessing the Mobiship include individual private shippers like doctors, soldiers, students, bankers and corporate institutions like shipping lines, the Audit Service, clearing agents, and several other categories of people.

Council Publications: Admiral and Maritrade

During the year the Council formally launched its first book the Admiral at its maiden International Trade and Maritime Law Conference. The book is a compilation of papers presented at the first Maritime Law Seminar for Judges of the Superior Courts of Ghana.

The Council also published its second book the Maritrade - a compilation of papers that were presented at the International Trade and Maritime Law Conference 2006. Both publications have been distributed to leading

The Council also undertook the editing For the first time in the history of the and typesetting of Admiral II (a compilation of papers that were presented at the Second Maritime Seminar for Judges). The book is to be

The Shipping Review

The Council continued to publish its authoritative maritime Journal Shipping Review during the year. Four editions were published in the year. The Council has been publishing the years.



Merlin Shipping Agents

Merlin Shipping provides the following vital support:

Cargo preparation and Consolidation - expert advice and technical assistance.

- 0 Haulage delivery to our client's preferred port & destination.
- Cargo Loading for African imports and exports.
- Pre/destination shipment inspection and provision for inspection facilities.
- 0 On-carriage arrangements - through accredited suppliers.
- 0 Multi-purpose shipping benefits.



WORLDWIDE COVERAGE

United Kingdom

Ghana

Belgium

Honkong

Dubai

Dubai Office

Tel: (00971) 4 353 3992

Fax: (00971) 4 353 3991/353 9965 E-mail: actcolkr@emirates.net.ae

Far East Office

Tel: (00852) 2519 3363

E-mail: frederick@luda-air-sea.com.hk

Luda@luda-air-sea.com.hk

Nigeria Office

Tel: 01 587 1376 Fax: 01 545 1171 E-mail: allroutesservices@yahoo.com

Tel: (212) 483 1138 Fax: (212) 809 7189 E-mail: eastwaysny@aol.com

Belgium Office

Tel: (0032) 50 54 7848 Fax: (0032) 50 54 7864

80, Culcutta Road

Tilbury

Essex, RM 187QJ, United Kingdom Tel. +44 1375 844 233

Fax:+44 1375 844 299

e-mail:mshippinga@aol.com

website:www.merlinshipping.com

West Africa (Ghana)

Merlin Shipping Ghana Ltd. Meridian Plaza, 1st Floor, Room 101 P.O. Box 434

Community 1, Tema.

Tel. +233 22 206 430

Fax: +233 22 213 604

e-mail:merlin@africaonline.com.gh website:www.merlinshipping.com

MERLIN SHIPPING GHANA LIMITED

E-mail: expeditie@densocean.be

Meridian Plaza, 1st Floor, Room 101. P. O. Box 434 Community 1 Tema

Coastal Zone Piracy

"The bed out of which all the social sciences spring is history, there they find, to a greater or lesser degree, subject matter and material, verification or contradiction." -A.L. Rowse

BACKGROUND

he historical background to the development of the Convention for the Suppression of Unlawful Acts against the safety of maritime navigation and its protocol for the suppression of unlawful acts against the safety of fixed platforms located on the continental shelf, 1988 (SUA Treaties) is as important as it is interesting and would always be relevant in any discussion on the SUA Treaties.

The development of the treaties was informed by the case of the Achille Lauro in 1985.

It is worth recounting here a brief outline of this case. In October 1985, four armed Palestinians who were members of the Palestinian Liberation Front (PLO) hijacked the Italian Cruise Liner the Achille Lauro.

The hijack took place off the coast of Egypt with 400 passengers and crew on board. For ransom, the hijackers demanded that Israel frees 50 Palestinian prisoners in Israeli jails.

The gravity of the demands dawned on the international community when the hijackers killed a disabled American tourist and threw his body overboard with his wheel chair.

Egypt, Italy and the United States of America had a number of citizens on board the vessel. With their combined efforts, they engaged in frantic negotiations with the hijackers to save the lives of the passengers.

Arising out of the negotiations, Egypt offered to fly the hijackers to a safe haven, but before they could arrive at the designated haven, the Unites States of America sent its Navy F-14 fighters Arecount of the historical which interrupted the Egypt Air plane

and forced it to land in Sicily. Italy's intervention, eventually led to a settlement and the freeing of the hijackers.

After this incident, the need for the development of an international convention became urgent. Indeed the General Assembly of the United Nations by its resolution requested the International Maritime Organisation (IMO) to "study the problem of terrorism aboard or against ships with a view to making recommendations on appropriate теаѕитеѕ".

Without doubt, the intended purpose of such recommendations was to create an appropriate legal regime to deal with the problems of threats against maritime navigations and to ensure that perpetrators of the heinous crime are speedily brought to justice.

It was noted that the instrument was to provide "practical technical measures including both shoreside and shipboard measures, which may be employed by governments, port authorities and administrations, shipowners and crews on board ships".

It therefore fell to the Maritime Safety Committee (MSC) of the IMO to deal with such far-reaching technical measures. The MSC therefore developed a text titled: "Measures to Prevent Unlawful Acts Against Passengers and Crews on Board Ships".

It is this text which was later expanded by Austria, Egypt and Italy to prepare a draft for the Convention for the Suppression of Unlawful Acts Against the Safety of Maritime Navigation. This was later developed by the Legal Committee into the 1988 SUA convention.



The Writer

developments leading to the elaboration of the SUA treaties would be incomplete without a reference to the preamble to the convention. The preambular paragraphs note the worldwide escalation of acts of terrorism in all its forms and underscore the need to develop international cooperation between states in devising and adopting effective and practical measures for the prevention of all unlawful acts against the safety of maritime navigation, and the prosecution and punishment of their perpetrators.

The SUA Treaties were adopted in Rome in March 1988 and entered into force on the 1st of March 1992.

In the main, it is to deal with acts such as the seizure of ships by force, acts of violence against persons on board ships and the placing of devices on board a ship which are likely to destroy or damage it. As at October 2006, the number of contracts stood at 142 representing 92.24% of world tonnage for the convention and 132 for the protocol.

THE 2005 PROTOCOLS

As mentioned earlier, even though the 1988 SUA Treaties were developed to deal with terrorist acts, the word terrorism could only be found in the preamble to the convention and no mention of it is made in the text itself.

It is therefore not surprising that 12 years after its adoption, the international community has had to revisit the SUA treaties by way of an elaboration of a new protocol even though in the same vein it shies away from the word within the main text of the Protocol.

The antecedents of the 2005 SUA Treaties can be traced to the United Nations General Assembly resolution 49/60 of 9th December 1994 as well as resolution A 924 (22) of the Assembly of the International Maritime Organisation.

The IMO Assembly resolution calls upon the IMO to revive existing international legal and technical measures and to develop new rules aimed at suppressing terrorism against ships and to the improve security aboard and shore.

The rules are to be developed with a view to reducing risk to passengers, crews and port personnel on board ships.

The Maritime Safety Committee of the International Maritime Organisation executed the mandate of the Assembly by an amendment to the International Convention for the Safety of life at Sea, 1974. The amendment to Chapter XI of SOLAS led to the development of the International Ship and Port Facility Security (ISPS) code adopted in 2002.

The ISPS Code provides a technical framework which allows for cooperation between governments and their agencies in instituting measures to detect security threats and take preventive measures against security incidents affecting ships or port facilities used in international

trade.

The other leg of the Assembly's mandate which fell to the Legal Committee to execute, led to the development of the 2005 SUA Protocol.

Without doubt the development of the 2005 Protocol was fuelled by the terrorists attacks in the United States of America on September 11, 2001. Coming in the wake of earlier terrorist attacks in Kenya and Tanzania. Indeed the preambular paragraphs to the Convention open with an acknowledgement that "terrorist acts threaten international peace and security".

Thus in the main, what the 2005 SUA Protocols seek to do is to supplement the 1988 SUA Treaties by strengthening the legal framework for dealing with acts that threaten the safety and security of international maritime navigation and improve its effectiveness to speedily bring to book perpetrators of maritime violence and to ensure that they are duly punished.

HIGHLIGHTS

It is to be borne in mind that the 1988 SUA Treaties still remain the Conventions to which states have adhered to. The Protocols are thus to be read together with the Convention to the extent that new wording is provided to replace the existing text or added onto with respect to particular provisions.

Article 1 therefore defines convention as the "Convention for the Suppression of Unlawful Acts against the Safety of Maritime Navigation, done at Rome on 10 March 1988".

In Article 2, new "Concepts" such as transport, BCN, Precursor, toxic chemical, source material and special fissionable material are all defined within the widened scope of the Convention.

The text of Article 3 bis is a new addition to the convention and is

indeed significant. It states;

- 1. Any person commits an office within the meaning of this convention if that person unlawfully and intentionally:
- (a) when the purpose of the act, by its nature or context, is to intimidate a population, or to compel a government or an international organisation to do or abstain from doing any act:
- I. uses against or on a ship or discharges from a ship any explosive, radioactive material or BCN weapon in a manner that causes or is likely to cause death or serious injury or damage; or
- II. discharges, from a ship, oil, liquefied natural gas, or other hazardous or noxious substance, which is not covered by subparagraph (i), in such quantity or concentration that causes or is likely to cause death or serious injury or damage; or
- III. uses a ship in a manner that causes death or serious injury or damage; or
- IV. threatens, with or without a condition, as is provided for under national law, to commit an offence set forth in subparagraph (i),(ii) or (iii) or
- (a) transports on board a ship:
- I. any explosive or radioactive material, knowing that it is intended to be used to cause, or in a threat to cause, with or without a condition, as is provided for under national law, death or serious injury or damage for the purpose of intimidating a population, or compelling a Government or an international organisation to do or to abstain from doing any act; or
- II. any BCN weapon, knowing it to be a BCN weapon as defined in article 1; or

III. any source material, special fissionable material, or equipment or material especially designed or prepared for the processing, use or production of special fissionable material, knowing that it is intended

to be used in a nuclear explosive activity or in any other nuclear activity not under safeguards pursuant to an IAEA comprehensive safeguards agreement; or

III. any source material, special fissionable material, or equipment or material especially designed or prepared for the processing, use or production of special fissionable material, knowing that it is intended to be used in a nuclear explosive activity or in any other nuclear activity not under safeguards pursuant to an IAEA comprehensive safeguards agreement; or

IV. any equipment, materials or software or related technology that significantly contributes to the design, manufacture or delivery of a BCN weapon, with the intention that it will be used for such purpose.

- 2. It shall not be an offence within the meaning of this Convention to transport an item or material covered by subparagraph 1(b) (iii) or, insofar as it relates to a nuclear weapon or other nuclear explosive device, subparagraph 1(b) (iv), if such item or material is transported under the control of, a State Party to the Treaty on the Non-Proliferation of Nuclear Weapons where:
- (a) The resulting transfer or receipt, including internal to a State, of the item—or material is not contrary to such State Party's obligations under the Treaty on the Non-Proliferation of Nuclear Weapons and,
- (b) If the item or material is intended for the delivery system of a nuclear weapon or other nuclear explosive device of a Sate Party to the Treaty on the Non-Proliferation of Nuclear Weapons, the holding of such weapon or device is not contrary to that State Party's obligations under that Treaty.

The criminalisation of unlawful acts is further extended by virtue of Article 3 ter which makes it an office for any person to unlawfully and

intentionally transport another person on board a ship knowing that the person has committed an offence under the offence provisions contained in article 3.

Article 3 quater is also an addition that makes it an offence if any person unlawfully and intentionally injures or kills any person in connection with the commission of any of the offences set forth under article 3.

The 2005 Protocols, noting that states may not exact punitive or appropriate sanctions when offenders are brought to book within certain jurisdictions, makes provision under Article 5 for states to make the offences set forth in article 3, 3 bis, 3 ter and 3 quater punishable by appropriate penalties which take into account the grave nature of those offences.

of jurisdiction. Under Article 6 paragraph one, each State party is mandated to take such measures as may be necessary to establish its jurisdiction over the offences set forth under the provision dealing with offences under article 3. The establishment of jurisdiction in this regard is to be brought to the attention of the Secretary General of the IMO.

One other unorthodox but significant addition under the 2005 Protocol is Article 7 which adds a litany of conventions as an annex to the protocol. To the extent that the various conventions touch in one way or other on acts of terrorism they are relevant and significant.



There is also an added text by way of Article 5 bis which enjoins State parties acting in accordance with their domestic laws to take necessary measures to ensure that a person or legal entities located within their territories are brought to book when they offend against the provisions of the Convention.

JURISDICTION

Of significant importance is the issue

BOARDING PROVISIONS

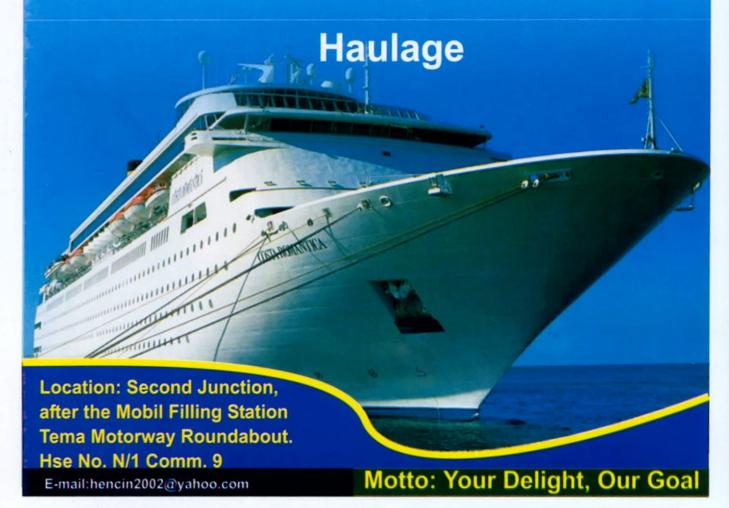
One of the provisions that attracted a great deal of debate and which led to the inclusion of a number of "compromise clauses" in the 2005 Protocol was the so called boarding provisions.

There was a strong contention amongst flag states, that flag state authority and responsibilities should be preserved by the Convention. Clearing
Forwarding

Free Zone; Import / Export

Warehousing

Consolidation



MERCHANT SHIPPING

& Trading Agency Ltd.

P.O. Box CE 11596, Tema. Ghana West Africa.

It would therefore be seen that while Article 8 outlines the duties of the master of the ship, the flag state and the receiving state in delivering to the requesting state any person believed to have committed an office under the Convention, it also makes further provisions to ensure that the supremacy of the flag state is maintained.

A new Article 8 bis therefore covers matters relating to assistance, cooperation and collaboration between States parties in establishing procedures for the boarding.

Under Article 8 bis paragraph 4, A State Party that has reasonable grounds to suspect that an offence set forth in article 3, 3 bis, 3 ter or 3 quarter, has been, is being, or is about to be committed involving a ship flying its flag, may request the assistance of other State parties in preventing or suppressing that offence. It adds that the State parties so requested shall use their best endeavours to render such assistance within means available to them.

In furtherance of the objective of maintaining flag state supremacy, Article 8 paragraph 5 lays down the requirements for boarding. The provisions give power to the flag state to either authorise boarding subject to any conditions it may impose or decline to authorise boarding and a search.

It is also worth mentioning here the so called "four hour" rule. Article 8 further provides that a State Party may notify the IMO Secretary-General that it would allow authorisation to board and search a ship flying its flag, its cargo and persons on board if there is no response from the flag state within four hours.

As indicated earlier, significant provisions are included in the convention to ensure that the rights of seafarers are adequately protected in all situations of boarding. The use of force is to be avoided except where it

is unavoidable to ensure the safety of official and other persons on board.

Some of the other safeguards include:

Not endangering the safety of life

· Fair treatment to all persons on board having due regard to their dignity as human beings in keeping with international human rights law

· Taking due account of the safety and security of the ship and its cargo

· Ensuring that measures taken are environmentally sound

 Making reasonable efforts to ensure that ships are not unduly detained or delayed

The provisions also address the issue of "unjustifiable measures" and indicate that state parties shall provide effective recourse in respect of damage, harm or loss arising out of the adoption of unreasonable measures.

Furthermore, the 2005 protocol recognises the rights and interests of coastal states and provides under Article 8 bis that measures taken against a ship in accordance with the Convention shall take due account of the need not to interfere with the rights and obligations and the exercise of jurisdiction of coastal states in accordance with the international law of the sea.

It also preserves flag state jurisdiction with respect to the internal economy of the ships, that is, administrative, technical and social matters involving the ship.

It is therefore clear that while significant introductions are incorporated into the 2005 protocol to allow for boarding vessels in order to stem the unlawful acts including most particularly terrorists acts, sufficient safeguards are also introduced to ensure that measures taken are not contrary to the customary international law of the sea.

EXTRADITION

The Extradition provisions are strengthened under the 2005

Protocols. Under Article 10, paragraphs 1, 2, 3 and 4 are replaced with new language which relates extradition to the offences set out in article 3, 3bis, 3 ter, and 3 quarter. State parties are also enjoined to include such offences in any extradition treaties to be concluded by them.

Also of significance is the inclusion of Article 11bis which stipulates that none of the offences should be considered for the purposes of extradition as a political offence. "Political offence" as a defence is thus outlawed by the Protocol. Political motives cannot therefore be used as a basis of refusal of extradition for offences committed within the purview of the Article 3 offences.

COASTAL ZONE PIRACY

Before examining the incidence of coastal zone piracy in relation to the 2005 SUA treaties, it would be useful to shed some light on the definition of piracy. This would help an understanding of the couching of the Protocols as an attempt to deal with the issue albeit to a limited extent.

At the onset it is important to note that there is some disagreement amongst international maritime lawyers as to the full connotation of piracy especially when related to the historical concept of piracy. This is reflected in some of the definitions and indeed is a reason for why today we have new phrases such as Maritime violence, unlawful acts at sea and armed robbery against ships, maritime terrorism and what have you.

The International Maritime Organisation (IMO) acting through one of its Committees, the Maritime Safety Committee (MSC) defines piracy in its Code of Practice for the Investigation of Crimes of Piracy and Armed Robbery against Ships (See MSC/circ.984) article 2.2 (Code of Practice) as "Unlawful Acts as defined in article 101 of the 1982 United Nations Convention on the Law of the Sea (UNCLOS).

The adoption of this definition is to ensure that the word piracy assumes the meaning assigned to it under the Customary International Law of the Sea.

Under artcle 101 of UNCLOS piracy is defined to consist of any of the following acts:

a) any illegal acts of violence or

detention, or any act of depredation, committed for private ends by the crew or the passengers of a private ship or a private aircraft and directed.

- (i) on the high seas, against another ship or aircraft, or against persons or property on board such ship or aircraft;
- (ii) against a ship, aircraft, persons or property in a place outside the jurisdiction of any state;
- b) any act of voluntary participation in the operation of a ship or of an aircraft with knowledge of facts making it a pirate ship or aircraft;
- c) any act of inciting or of intentionally facilitating an act described in sub paragraph (a) or (b). "Armed Robbery against Ships means any unlawful act of violence or detention or any act of depredation, or threat thereof, other than an act of "piracy", directed against a ship or against persons or property on board such ship, within a states jurisdiction over such offences"

It is clear from the definitions of UNCLOS that the emphasis for piratical acts is the high seas. In talking about coastal zone piracy therefore the UNCLOS definition would not be appropriate especially if one makes a clear distinction between Piracy and Armed Robbery at sea.

The International Maritime Bureau (IMB) is responsible amongst others for publishing comprehensive quarterly and annual reports detailing piracy statistics. It defines piracy and Armed Robbery as:

" An act of boarding or attempting to board any ship with the apparent intent to

commit theft or any other crime and with the apparent intent or capability to use force in the furtherance of that act".

The Expression "Unlawful Acts against the Safety of Maritime Navigation" is undoubtedly wide and all encompassing. It should however be noted that neither the 1988 Convention nor the 2005 Protocols

Indeed it is widely acknowledged that the majority of attacks against ships take place within the coastal zone and under national jurisdictions either at berth, anchorage or within territorial waters.

> attempt to define piracy. The reason may not be far fetched. Any attempt to define piracy which may be at variance with the definition in UNCLOS was bound to set tongues wagging in an international forum such as that of the IMO and at a time when it is dealing with the SUA treaties. That the 2005 Protocols deal with piratical acts as well, finds expression in the mandate of resolution A.924 (22) of the IMO which calls for the revision of existing legal and technical measures and "the consideration of new measures in order to prevent and suppress terrorism against ships and to improve security aboard and ashore, and thereby reduce the risk to bassengers, crews etc".

> Within the framework of the 2005 Protocols the definition of piracy ascribed by the IMB thus becomes relevant even if it sometimes leads to a consolidation of attempts as actual piratical acts. Indeed it is widely acknowledged that the majority of attacks against ships take place within the coastal zone and under national jurisdictions either at berth. anchorage or within territorial waters.

> This therefore makes Coastal Zone piracy a subject of great importance and thus requires the emphasis and attention it is now receiving. Coastal

zone piracy is also important because it falls squarely within every framework underlying coastal zone monitoring. Coastal zone monitoring as a concept is expected to deal with issues of terrorism, illegal migration, piracy armed robbery at sea and the trafficking of illegal drugs and psychotropic substances. For most African countries as well as some

> countries of the developing world it is also essential as a means of early detection of acts of destabilisation of the political system - coup-de-tats

Coastal zone piracy must thus be distinguished from High

Seas piracy. As mentioned earlier, a good number of piratical acts take place within the coastal zone. The Niger Delta of Nigeria is a case in point. The Lloyds List in its Monday November 6th 2006 edition reports under a caption "Militants set to target Niger Delta oil firms" presents a vivid picture of the threat faced by coastal states with respect to coastal zone piracy. The United States consulate which provided the warning noted that a few days earlier, armed attackers had kidnapped an American and a Briton from a ship off the coast of Nigeria's Bayelsa State. attacks within the coastal zone are not confined to Nigeria. Indeed the IMB notes that a number of the piratical attacks the world over are directed against ships at anchorage. The IMB defines these as low level armed robbery (LLAR) where they involve petty thievery.

The 2005 Piracy and Armed Robbery against ships report issued by the IMB notes a decline in the total number of piratical acts and armed robbery from 329 in 2004 to 276 in 2005. While this may be a little comforting especially when viewed against the backdrop that the first three quarters of 2006 has also seen a decline albeit not as significant as that recorded for 2004/2005.

While this decline is well appreciated it is noted that the waters off the coast of Bangladesh has during the first three quarters of 2006, seen an increase of 136% compared to the same period last year. Indeed the Bangladesh main sea port of Chittagong has been noted by the IMB as the world's most dangerous port, a tag that pleases no one.

CONCLUSIONS

There is no doubt that the curbing of maritime terrorism lies at the very heart of the 2005 SUA treaties and did indeed usher in the revised Protocols. It nevertheless needs to mentioned that the maintenance of the phrase "Unlawful Acts" duly broadens the scope of the convention to take care of acts of maritime violence, with a view to achieving safety, security and environmental protection which are also concerns high on the agenda of any coastal zone management system. So that even though the 2005 Protocols are not directed precisely at piracy, the provisions therein can

apply with equal force to piratical acts.

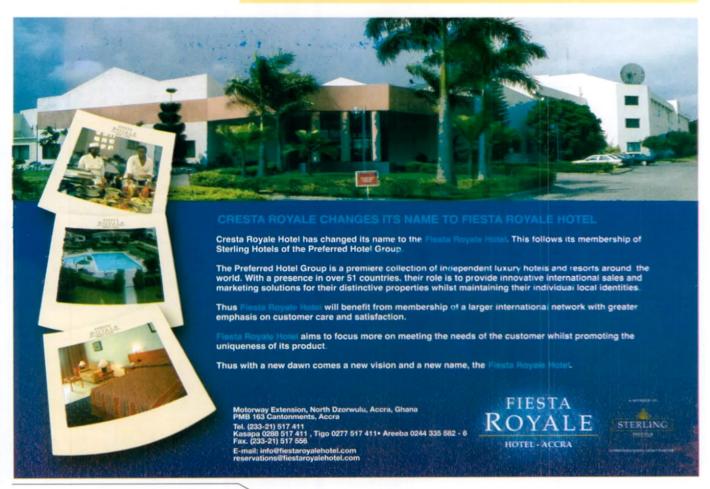
The question to be asked is whether the 2005 Protocols as they are couched now would be able to deal with coastal zone piracy. Needless to mention that the protocols were not specifically designed for that. It would however be useful to examine closely the provisions regarding offences with a view to determining whether culprits could be brought to book under those offences and hence be subjected to the high criminal standards set by the Protocols?

As pointed out earlier, the 2005 Protocols ought to be read together with the 1988 Convention. When read together, it becomes clear that the SUA treaties as modified by the 2005 Protocols cover piratical acts as well as acts that border on maritime terrorism. To the extent that it does not limit the offences to the high seas it could safely be said that coastal zone piracy is duly covered.

As at October 2006, only 10 states have signed the Protocols subject to ratification, with 6 of those states entering a reservation as to acceptance. The Protocol is expected to enter into force 90 days following the date on which 12 states have either signed it without reservation as to ratification, acceptance or approval, or have deposited an instrument of ratification, acceptance, approval or accession with the Secretary General. There are thus no contracting states to the 2005 Protocols as at November 2006.

The requisite legal regime has thus been created in fulfillment of the mandate of the IMO. It remains to be seen how the provisions would be employed in the event of an incident. Needless to say however that the mere existence of the legal regime is in itself an achievement as it may work to deter acts of maritime terrorism.

Paper presented at World Maritime University Malmo, Sweden, 13-15 November 2006 by Kofi Mbiah CEO, GSC and Vice Chairman of the Legal Committee of the IMO.



Positioning Ghana's Ports

to Meet the Demands of Shippers in the 21st Century

By Michael Luguje, Special Assistant to the Director-General. Ghana Ports and Harbours Authority

INTRODUCTION

eaports are basically defined as the nodal points between land and water (sea or river) where ships or vessels dock to discharge and or load cargo. As compared to air, road and rail, water or sea transport is the cheapest mode of transporting high volume cargoes over extremely long distances. For this reason, sea transport is one of the oldest and yet dynamic mode of transport in international trade

Today, about 90% of world trade in volume is carried by sea. As a result. maritime transport is indispensable to every country be it coastal or landlocked in its international trade of imports and exports. Being the nodal or interchange points between water and land, ports are as important as maritime transport itself.

The seaport is an integral part of the international transport chain, it is the prime mover of industrial and agricultural development, it is a major source of employment, and most importantly a major generator of foreign exchange.

Therefore, the cardinal objective for

ports should be to permit and facilitate their dependent country's trade to flow efficiently and to grow unhindered. Many other objectives of economic, financial, or social significance may be set, but all will be of secondary importance. As a trade facilitator, if a port is inadequate the economy of the country will suffer.

The key factor in achieving the cardinal objective is therefore to ensure that port capacity is always adequate for the type and volume of traffic arriving at that port. Most Governments' investment in their ports is based on this simple concept. Indeed, today, globalisation has even extended this objective further such that port capacity should be adequate not only for its country's trade but for other neighbouring and distant countries as well. Presently, as depicted by Figures 1 & 2, cargo traffic in Ghana's ports is increasing phenomenally both for the local economy and transit to and from our landlocked neighbouring Burkina Faso, Mali and Niger.

Our ports also handle cargoes for other coastal countries of Nigeria, Benin and Cote d'Ivoire.

METRIC TONNES



The Writer

In essence therefore, an inefficient port with inadequate capacity is a bottleneck to its country's international trade as the port's inefficiency will result in expensive imports into the country and thereby lead to higher shelf price of such products. For exports which have to compete on the foreign market, an inefficient port will lead to uncompetitive exports since the exports will arrive on the foreign markets either late after competing products have dominated the market, or will be too expensive in the face of cheaper products from competing countries with efficient ports.



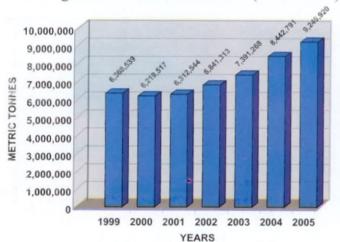
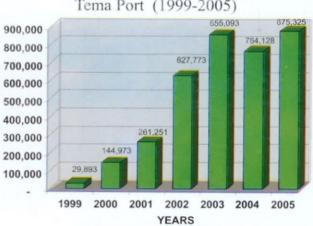


Figure 2: Transit traffic through Tema Port (1999-2005)



The Port as a crossroad of multiple players

In the face of this critical role of the port as a trade facilitator, tactical management is required to ensure that every operator and stakeholder in the port business plays their role as required to provide the needed synergy that will galvanize the port into being the efficient and cost effective facilitator of trade.

Sight should not be lost of the complex nature of the port community. Some schools of thought describe the modern port as a crossroad of several players with individual parochial needs to be satisfied by the port.

In the case of Ghana's ports, the following are some of the players that constitute the community of port operators and stakeholders:

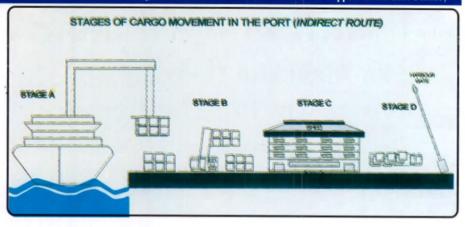
Customs, Excise and Preventive Service (CEPS) Ship owners and Agents, Cargo handling companies, Freight forwarders, Shippers (importers and, exporters), Food & Drugs Board, Security agencies, Banks, Trucking companies, and Inspection companies.

These members of the port community intervene at various points within the four stages of port activities relating to the handling of ships and cargo. The subject of the detailed roles played by each of these actors will be discussed in another forum. However, the intervention of any of these members could either facilitate or be a bottleneck to efficiency in the port.

Stages of Cargo transition through a port

Any typical cargo arriving in a port goes through four main stages of transition, be it import or export cargo. The following sketch depicts these four stages of cargo flow through a port:

i. Stage A: Shipboard operations this is the waterfront activity where cargo is discharged or unloaded from the ship on to the quay in the case of imports, while in the case of exports, cargo is loaded onto a ship from the quay.



ii. Stage B: Quay Transfer operation this is the activity between shipside and storage or stacking point. In other words, when the cargo has completed stage one and is dropped onto the quay, it has to be transferred from the quay to a safe place where it is stored awaiting delivery to its owner. Indeed, at this stage, rather than allow the cargo to stay in transit storage inside the port, the cargo owner may decide to load it directly

onto trucks and take it out of the port to his or her own warehouse. This is referred to as the <u>direct handling/delivery</u> operation. Conversely where the consignee is not ready to take direct delivery of his cargo from shipside and the stevedores have to transfer the cargo from shipside to storage awaiting delivery at a later date, that activity is referred to as <u>indirect</u> handling/delivery operation.

iii. Stage C: Cargo Storage this refers to the reception of the cargo into storage for safe keeping until the owner shows up to take delivery of his or her cargo. Depending on the type of cargo and its packaging, it can be stored in either a closed warehouse, an open area or cold rooms for refrigerated cargoes.

iv. Stage D: Cargo Delivery this is the final stage of the life of import cargo in a port. Once discharged from the ship, transferred to a designated place of safe rest and stored, the last stage comes in when the owner shows up and goes through the necessary procedures and ready to take delivery, the cargo is then delivered to its owner and loaded onto a truck to exit the port.

In fact, these stages are mutually inclusive. In other words, each stage

depends on the other to be effective. Therefore, if the port must be efficient, effort must be made to ensure that each of these stages is equally efficient. For example, if the ship operation is faster than the transfer stage, there will be congestion on the quay and the ship has to stop work and wait for the congestion on the quay to be cleared. In the same vein, where the ship board and transfer are fast enough but the storage point is choked and too slow in receiving the cargo, again, both stage one and two will slow down. Similarly, where the first three stages are fast enough but delivery is inefficient, the port's exit gate will be choked, and lead to a complete slow down in operations at the storage, transfer and shipboard stages.

A cursory appreciation of a cargo's transition through a port clearly underscores the complex nature of the port system. This crossroad of various operators has to be planned, built, maintained, managed and regulated by a competent body to provide the enabling environment for business. In the case of Ghana, that competent body is the Ghana Ports and Harbours Authority (GPHA).

Challenges faced by African ports

Having highlighted the role of ports to a nation's economy, it is important to reckon that building and maintaining a port is a Herculean task. Yet, given its critical role, investing in ports is also indispensable. Just as in many areas of human endeavour where there is the divide between the so-called 1st world of Europe and America and the 3rd world America and the 3rd world to which Africa unfortunately belongs, same can be said in the port sector where Africa's ports are bedevilled with several

Challenges ranging from poor infrastructure to inefficient and outmoded managerial practices.

Until recently, majority of ports in sub-Saharan Africa were characterised by the lack of infrastructure and other facilities at the water front, improper configuration and layout, lack of modern cargo handling equipment, problems of the gate complex, problems of terminal management and control, cumbersome customs procedures and multiple security inspections, poor inland transport linkages and lack of computerisation, just to mention but a few. These challenges come with colossal costs both direct and indirect to trade and the economies of the affected countries.

Of course, Ghana was not spared these challenges facing ports in sub-Saharan Africa. For example, until 1986 when the first major port rehabilitation was undertaken, Ghana's ports faced much daunting challenges. Indeed, even after the rehabilitation, most of these challenges still lingered on. For instance, port capacity was visibly inadequate as a result of phenomenal growth in container as well as transit and transshipment traffic. As a result. many vessels were queuing in Tema while container devanning took place on the quay. Another major challenge was weak institutional capacity evidenced by an inappropriate port management system, overstaffing and low staff morale.

GPHA's mandate under the Ghana Gateway project

Since world economy is growing and globalisation is catching up with everybody, there was the need for Africa's ports to at least undergo some reform and tackle these challenges in order to uplift their ports to some level of modernisation. In Ghana, the port sector reform was championed by the Government through the Ghana Gateway project, which outlined deliberate measures aimed at positioning Ghana as the Gateway to West Africa. As part of this project, the port sector was assigned specific responsibilities in order to facilitate

trade. In so doing GPHA was specifically mandated to (i) reduce the cost doing business in Ghana's ports, and (ii) reposition itself as a trade facilitator.

GPHA, catapulted by the mandate given it by the gateway project, had to set for itself a number of action plans that will be executed in order to fully play its role as enshrined in the Gateway project. Some of these strategic action plans are to:

Transform GPHA into a Landlord Port Authority

 Re-organise GPHA into a downsized HQ with greater autonomy to the ports

 Develop container Devanning area outside Tema Port

· Extend and dredge Quay 2 of Tema Port

Increase Private sector participation in port operations

 Establish an Electronic Data Interchange for the maritime community.

 Improve container handling productivity in the ports.

With containerisation being the growing if not the dominant medium of packaging and transporting cargo by sea in recent decades, the Gateway project went further to specifically mandate GPHA to:

 Reduce cost of container handing from \$168/box to \$80/box

Increase container loading & unloading rate from 12 boxes/hour to 24 boxes/hour

 Reduce dwell time of containers from 25 days to less than 7 days.

GPHA adopted a dual approach to this mandate by one, increasing port capacity and two, embarking on institutional reforms to improve port management systems and make them efficient. As part of the institutional reform, GPHA increased private sector participation in some aspects of port operations.

Port Privatisation

Port facility development is highly capital intensive. And in view of government's responsibility in other more socially pressing sectors such as health, education, roads, etc, ports have in most cases been classified as low priority sectors as far as funding

from government is concerned. The trend all over the world has therefore been for ports to find ways of attracting private funding to finance their developments. Attracting private investment brought about the buzzword called *privatisation*. Privatisation has been interpreted in several ways. While some see it as ceding an entire public enterprise to the private sector, others perceive it as involving the private sector in some aspects of public sector business.

Port privatisation does not mean the sale of the port to private people. Rather, it refers to conscious change in the management systems of the ports to ensure that some aspects of port operations which are purely commercial in nature can be outsourced to private investors, while aspects that are of purely public social interest will remain under the management of the Port Authority. For example purely commercial activities in port operations include cargo handling (stevedoring, shore receipt, warehousing and delivery), janitorial services and indeed integrated cargo terminals be they water front or offdock facilities. The other categories of port operations, which are of public interest and therefore are better under the management of the Port Authority are pilotage, towage, mooring, security, safety and regulation.

Ghana's model of port privatisation factored in several public interest elements and devised a hybrid called *increased private sector participation* in port operations. By this, is meant that even port operations that are of purely commercial nature need not be completely transferred into private hands.

There is the need for some public safety net or strategic reserve of the commercial activity to protect the State in the event of private sector agitation that might culminate into a total boycott of operations in port.

GPHA's concept of privatisation or increased private sector participation therefore took the following form: Change from *Service Port system* (where all port services and facilities



are controlled by the State) to a Landlord Management System (when only infrastructure provision and maintenance are in the hands of State, while the provision of superstructure & services are divested to the private sector) Public Private Partnership (PPP)

In this transformation to the landlord port management system, the landlord shall be limited to the provision of services (i.e. pilotate, towage and mooring) to ships, maintaining a minimum participation in cargo handling, provision and maintenance of basic port infrastructure and regulating the commercial, technical and operational management of the ports. The private sector on the other hand will assume greater responsibility for cargo handling operations both stevedoring and shore receipt and delivery.

GPHA's Public Private Participation (PPP) bid took the following form:

- Licensing of 9 Private Operators to takeover 75% stevedoring operations in the port
- Bulk handling transferred to private sector
- Shore Receipt and Delivery Services concessioned 100% to the private sector
- Five private Off Dock Container Terminals complementing the Port Authority in shore container receipt and delivery
- Privatisation of Port Labour (Ghana Dock Labour Company)
- Concessioning of New Container Terminal in Tema to a private-public consortium.
- Reduction in Staff levels (by 53%)

In order to provide the needed capacity to boost the private sector

participation for efficient delivery of port services, GPHA undertook a number of capacity improvement projects including:

- Dredging of the access channel and Berths 1 & 2
- Phase I: Extension of Quay II by 200m and the development of a modern container terminal
- Phase II: Construction of a ackup area for receipt / delivery of containers
- Construction of an off dock container Devanning Area to accommodate LCLs and vehicles.

Other ongoing capacity enhancement projects in Tema Port include a dedicated Export Shed, Fruit Terminal, additional Reefer Points, while plans are also underway to acquire mobile and export container scanners.

In Takoradi, a comprehensive capacity enhancement project is also on the drawing board, which will come in four lots of container terminal, general cargo berth, bulk cargo berth and an oil berth.

Cargo clearance facilitation and security initiatives

On the cargo clearance facilitation front, GPHA has been collaborating with the Customs administration, which culminated in the development of the GCNet system, which has now greatly improved cargo clearance time and procedure in the ports. Container scanners have also been installed in Tema all in the bid to further accelerate cargo clearance in the ports. Projects yet to fully takeoff are weigh bridges which have been installed in both Tema and Takoradi Ports.

Internally, GPHA has also embarked on a comprehensive computerisation to enhance management procedures for quicker and more efficient customer service. This has enabled us develop software for port operations, finance, human resources, medical services, engineering as well as an Electronic Data Interchange (EDI) with full internet and intranet access.

GPHA has also not lost sight of our responsibility to provide security for ships, cargo and persons in the ports. Security here is not only for our local needs but also to ensure that our ports comply with international security standards. In this bid, GPHA complied with all the requirements of the International Ship and Port facility Security (ISPS) Code that came into effect on July 1, 2004. Some of the security enhancing investments include the installation of CCTV systems in both Tema and Takoradi ports, the construction of fence walls reinforced by concertina wiring, the beefing up our security numbers and improving general morale of the security outfit, just to mention but a few.

Conclusion

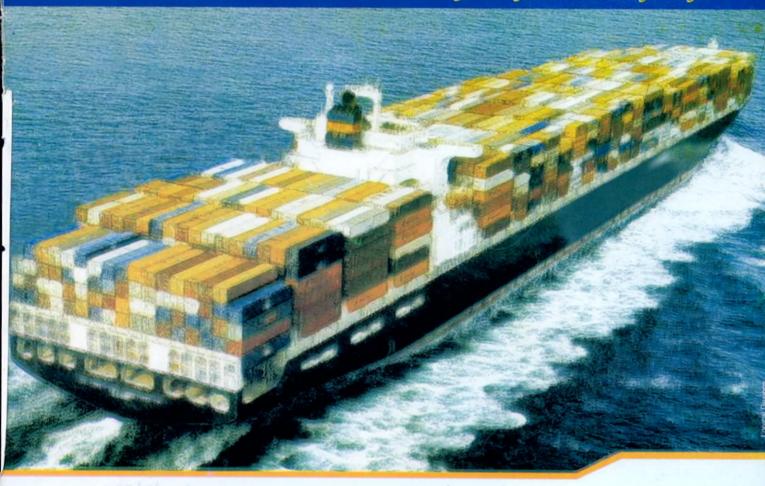
The foregone discussion clearly attests to two cardinal facts. The first is that the Port is a community of varying but interdependent players all working towards attaining self-set objectives. But those objectives can only be satisfied when the port is attractive enough to ships and cargo. The second fact is that GPHA as the landlord has done and continues to do its best to meet the challenges of shipping and indeed to meet the demands of shippers in the 21st century.

However, the port Authority is only a landlord and regulator of various actors whose actions and or inaction can either ruin or enhance port service delivery. Therefore, the clarion call to members of the port community is that all must put hands on deck to enable GPHA meet the demands of shippers in the 21st century and beyond. While seeking individual interests in our daily operations in the ports, other members of the port community should support GPHA's policies in order to develop and position Ghana's ports on the highest stead and make our gateway dream a reality.



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 Subregion 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

Warehouse FIRE SAFETY

By Dave Piasecki

hen companies think about warehouse fire safety, they usually think of compliance to fire codes and OSHA regulations. While compliance is a good starting point (and is obviously mandatory), there is more to warehouse fire safety than compliance. Below are a few misconceptions about warehouse fire safety.

- •My warehouse just passed a fire inspection therefore it must be up to code.
- •My warehouse is up to code therefore it must be safe.
- •My warehouse was designed with a sprinkler system therefore it can't burn down.

I must admit that like many other warehouse professionals I spent many years taking this "ignorance is bliss" approach to fire safety. As much as we all talk about safety coming first, safety projects rarely rate high on our prioritised project The difficulty in obtaining applicable safety and compliance information and the fear of opening a "can-of-worms" by using" outside help combined with the fact that you may have just passed a fire inspection makes it easier to justify perpetuating ignorance of safety issues. certainly most companies can operate under these conditions and never have a serious fire. Unfortunately, some companies will have a serious fire and the difference between a small financial loss and a catastrophic loss with the potential for loss of life will come down to the level of fire safety knowledge and the application of that knowledge to warehouse design and operational practices.



Fire inspections can vary significantly from one jurisdiction to another and from one inspector to another. An inspector in a primarily residential community will likely not be as knowledgeable in the codes related to high-piled storage as an inspector in an industrial area. An inspector that's been involved in fighting a large warehouse fire will likely have a higher sensitivity to certain issues than one that has not had the same experience. Generally, fire inspections are looking for housekeeping-type hazards such as blocked exits, blocked aisles, damaged sprinkler systems, missing or neglected fire extinguishers and exit lights, accumulations of flammable debris, or misuse of electrical equipment such as extension cords. A fire inspector can't possibly inspect and evaluate the hazard classifications of all the products stored and verify the engineering specifications of a sprinkler system on a walk through inspection. If you've made changes to the composition of the products being stored, the types of packaging used,

or the storage configuration, it is unlikely that the inspector will be aware of this unless you bring it to his or her attention. And when was the last time you volunteered to give unsolicited information during an inspection?

Fire codes are designed to achieve a minimum level of safety; even though the level of detail in the codes is extensive, they can't possibly cover every hazard or combinations of hazards. To use traffic laws as an analogy, just because you are obeying traffic laws does not mean that you will not get into an accident. The same is true of fire codes; they are designed to reduce the opportunities for fires to start, reduce the opportunities for fires to spread, provide for evacuation of occupants, and provide access for fire fighters to extinguish the fire.

Sprinkler systems are engineered to cover a specific commodity classification in a specific storage configuration. Changes such as introducing a new product line, using a different packaging material, or

changing from wood pallets to plastic pallets can increase your hazard classification and render your sprinkler system inadequate to control a fire. Also, changing the size of pallets or the way products are stacked in racking can infringe on flue space requirements, reducing the ability of the sprinkler system to control a fire. It is also a common misconception that sprinkler systems are designed to extinguish fires.

Although they can be designed to extinguish fires, systems designed to meet minimum code requirements are only expected to help control the spread of the fire until the fire department arrives to extinguish it. The fact is, every year buildings with inadequate sprinkler systems burn to the ground.

So how do you determine the level of fire protection your warehouse has/needs? I recommend a combination of a little education and employing the services of a fire protection engineer. Interpreting fire codes can get very complicated and evaluating your system's engineering is not a do-it-yourself project. However, having someone on staff with some basic knowledge of the fire codes will help you ensure you get the best results from working with a fire protection engineer and allow you to quickly identify when operational changes may compromise the original fire protection design. Balancing safety issues with operational issues is rarely a simple task. An overly cautious fire protection design may result in significant loss of storage capacity, high costs, or create ongoing maintenance issues (such as those related to in-rack sprinklers) without necessarily reducing your exposure to hazards, while an under designed system could mean loss of life and property.

Introduction to fire codes: The best way to become familiar with the fire codes is to read the codebooks. If there is a fire codebook written for amateurs, I am unaware of it, so you're going to have to spend some

time learning to navigate the actual codebooks and interprete the codes. To make this a little more confusing, there are a number of organisations that publish fire codes. Individual states and municipalities will then adopt the codes put out by a specific organisation. In addition, the states or municipalities can also amend the codes they adopt to include additional There are also a lot of provisions left up to the discretion of the local fire chief. Just a note: In the event of conflicts interpreting the fire code, the fire code is "whatever the local fire chief says it is".

While the codebooks may at first seem confusing, you can obtain a good overview of the key requirements fairly quickly. You will also quickly learn why you will need expert help when it comes to the details of determining hazard classifications and code requirements. For information relating to warehousing, the best place to start is the section on High-Piled Combustible Storage. Generally, high-piled combustible storage codes apply to floor or racked



Recently the Building Officials and Code Administrators International, Inc (BOCA), International Conference of Building Officials (ICBO), and Southern Building Code Congress international, Inc. (SBCCI) got together forming the International Code Council (ICC). This new organisation put out the 2000 International Fire Code (2003 International Fire Code is now available) in an effort to standardise the fire codes. For educational purposes I would recommend using this code. For the most part, all of the various codes are similar and since you should be using an expert for the detailed evaluation, I think this should be sufficient. You will find in going through the codes that in certain cases you may be referred to a separate publication for additional code information such as publications put out by the National Fire Protection Association (NFPA) on specifications for sprinkler systems or storage of aerosols.

storage exceeding 12 feet in height, however, at the discretion of the fire chief, the codes may also apply to high hazard commodity storage exceeding 6 feet in height. The codes use the combination of commodity hazard classifications, size of storage area (square footage), maximum storage height, material handling methods, and storage configurations (solid-piled storage, racked storage, shelf storage, decking type, storage height, etc.) to determine sprinkler density, flue space requirements. aisle widths, as well as the need for building access, smoke and heat removal systems, curtain boards, fire walls, and in-rack sprinklers.

The following are some code requirements and recommendations that apply to many warehouse operations. I will again note that specific code requirements will vary depending upon your municipality and storage characteristics.

- •Although some smaller warehouses may not legally require them, automated sprinkler should be considered as standard requirement in any warehouse.
- •Storage should be maintained at least 18 inches below sprinkler head deflectors.
- •In racked storage, transverse flue spaces of at least 3 inches should be maintained. Transverse flue space is the space to either side of a racked pallet.
- *In racked storage, longitudinal flue spaces of at least 6 inches should be maintained. Longitudinal flue space is the space between the rows of back-to-back rack. It is important to note that the flue space is measured as the distance between the loads, not the distance between the racks. In a standard pallet rack configuration you will usually have 3 inches of pallet overhang, calculating this into the flue space would require the rows of rack to be at least 12 inches apart.
- *Most warehouses meeting the above flue space requirements do not require in-rack sprinkler systems. Racking with solid decking, storage configurations that prevent maintaining the flue spaces, storage of high hazard materials, or storage greater than 40 feet in height will probably require in-rack sprinklers.
- •Dead end aisles must not be more than 50 feet in length.
- •In solid piled floor storage, there must be an aisle at least every 100 feet and within 50 feet of walls when materials are stored against the wall. Essentially this means that any portion of the solid piled storage should be within 50 feet of an aisle.
- During restocking operations using manual stocking methods (using stock carts, rolling ladders, etc.) a minimum unobstructed aisle width of 24 inches or ½ the aisle width, whichever is greater, must be maintained.
- During mechanical stocking operations, a minimum unobstructed aisle width of 44 inches must be maintained.
- Automated material handling



equipment such as carousels and ASRS units will have additional code requirements to prevent the equipment's motion from spreading a fire.

- Smoking is prohibited in warehouses and no smoking signs are required.
- Battery charging areas have specific code requirements including ventilation, acid neutralisation, eye wash stations, and spill control systems.
- Liquid Propane fuel cylinders used on LP forklifts should not be stored within 20 feet of fire exits and are limited to a maximum quantity of 300 lbs per storage location. This is the equivalent of six 43 lb cylinders or nine 33lb cylinders. Empty cylinders are considered full for this calculation. If additional storage locations are required they must be separated by a minimum of 300 feet.
- Plastics: Plastic content is the single storage

characteristic most likely to contribute to a class IV or Class V high-hazard commodity classification. The classification is based upon the type of plastic and the overall content, measured by percent by weight for unexpanded plastics and percent by volume and weight for expanded plastics. This is where operational changes such as changing packaging materials from paper based to polystyrene or changing from wooden to plastic pallets can have a substantial impact.

- Aerosols: "Rocketing" is a term used to describe the ability of aerosol containers to propel themselves across a warehouse, carrying a trail of fire behind them. There is a whole series of codes dedicated to the storage requirements for aerosol products. Depending upon the chemical content and the amount of aerosols stored (measured by weight), separation areas, chain-link fence enclosures, fire walls, and additional sprinkler protection may be required.
- Hazardous Materials: Flammable liquids, solids, and gases, explosives, oxidisers and reactive materials fall under the category of hazardous materials and have their own series of codes that apply. You're definitely going to need some expert guidance when storing these types of materials.

Obviously there are a lot of other code requirements including basic fire safety requirements such as not blocking fire exits and maintenance and placement of portable fire extinguishers. And, in addition to the fire codes you may also be subject to OSHA and EPA regulations.

Beyond Compliance: As previously mentioned, compliance is only intended to provide a certain minimum level of safety. When working with a fire protection engineer, you will likely want to incorporate additional safety measures. When designing a new system it is also recommended to investigate installing a design capable of handling a higher hazard classification. Should your product line or storage needs change in the future it can be very expensive to change your existing system to accommodate the higher hazard classification.

There are also a lot of operational issues that relate to fire safety that should be considered. Like everything else in your operation, the level of fire safety will be greatly impacted by the procedures and training provided to the employees.

• Evacuation Plans: It is extremely important to make it absolutely clear to employees what they are expected to do in the event of a fire or the sounding of the fire alarm. The most common reaction by employees to the fire alarm sounding is to look to their supervisor to see if they should leave the building, or look to other employees to see what they are doing. Employees should be informed that whenever they hear the fire alarm they should immediately leave the building unless they have been given previous notification of an alarm test.

It should also be made clear that

they should leave through the Warehouse nearest exit. workers are usually not stationary so assigning a specific exit rarely applies. I recall an employee during a drill walking across the entire warehouse, passing several fire exits on his way to his "assigned" exit. Now I would certainly hope that had the employee seen an actual fire, he would not have walked into it to get to his assigned exit, but "you never know". Also, if employees are required to perform certain tasks prior to leaving the building, such as shutting down a piece of equipment, they should be given specific instructions on the task and also under what conditions they should perform the task and under what conditions they should immediately evacuate.

- Fire Extinguisher Training: Employees should be trained on the use and locations of fire extinguishers. This is especially true of employees working in areas where there are known ignition sources.
- Trash Accumulation: Large accumulations of trash and debris can be a potential fire hazard as well as a hindrance to evacuation. Adequate containers should be provided and

specific duties assigned for removing the trash as containers fill. There should also be designated areas for storage of pallets, crates, etc. It is also a good idea to limit the stack height of loose pallets to six feet.

- Designate floor storage and staging areas: Using tape or paint to designate floor areas approved for storage or staging of materials will make it easier to enforce safety issues related to blocked aisles etc.
- Incorporate safety training into your regular operational procedures and training. Safety procedures and training are often handled as a separate issue. You will find it more effective to incorporate safety procedures into your specific task procedures and training. Issues related to clear flue spaces, sprinkler

Maintaining an environment that provides safety to occupants and reduces the risk of property loss requires not only the initial system engineering, but also attention to safety in day-to-day operational practices and the knowledge of when operational changes may require re-evaluation of your fire protection systems.

clearance, aisle clearances, evacuation plans, battery charging and propane cylinder handling should be part of the employee's regular training programme.

•Maintain open communication with your local fire department. Make sure the fire department is aware of the additions of high hazard materials to your warehouse or changes in storage configurations. If you do have a fire it is extremely important that the fire fighters know what they are walking into.

 Make sure additional precautions are taken during construction and maintenance projects. If you have contractors working in or around your building, make sure additional measures such as additional fire extinguishers are used, especially if work is being done on a roof or other area where fire extinguishers are not present. Also make special plans if you have to shut down the sprinkler system for any reason. You may need to shut down certain operations, provide supplemental fire protection, or provide physical 24 hr monitoring of the building during this period.

Maintaining an environment that provides safety to occupants and reduces the risk of property loss requires not only the initial system engineering, but also attention to safety in day-to-day operational practices and the knowledge of when operational changes may require re-evaluation of your fire protection systems.

Dave Piasecki is owner/operator of Inventory Operations Consulting LLC, a consulting firm providing services related to inventory management, material handling, and warehouse operations to manufacturers and distributors in Southeast Wisconsin.





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 Oppisite Airport Post Office Tel. 021-762435

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

KUMASI Top Morti

Top Martins Building Asokwa Tel. 051-82858

Ghana Standards Board

Achieving A Sound Quality Infrastructure - The Role of the Ghana Standards Board

The Ghana Standards Board is an agency under the Ministry of Trade, Industry,

Private Sector and President's Special Initiatives (PSI).

The Board is responsible for the management of the nation's quality infrastructure involving Metrology, Standards, Testing and Quality Assurance (MSTQ), including Conformity Assessment, Certification and Accreditation.

Metrology is the science of measurements which guarantees accurate and reliable measurements in industry, trade and health while

Standards are documents consisting of specification of requirements for products, services and processes. Testing on the other hand concentrates on investigating as to whether a product or process fulfills specified requirements. Lastly Quality Assurance involves all those planned and systematic actions necessary to service will satisfy given requirements of quality.

A sound quality infrastructure

- development
- Promotes trade
- Ensures consumer protection
- Contributes to good public The GSB is therefore governance

The Board was established with the following aims:

- standards with the object of ensuring high quality goods produced in Ghana either for local or export markets.
- To promote standardization in industry and commerce
- To promote industrial efficiency and development
- To promote standards in public · Certification Services



health and industrial welfare, health . and safety.

The GSB aims at strategies that will ensure the building, promotion and maintenance of a sound quality infrastructure for the effective delivery of quality goods and services through the application of MSTQ.

provide assurance that a product or The Board focuses on the promotion and dissemination of information on standards and related activities.

GSB also focuses on helping Small Enhances sustainable and Medium Enterprises (SME's) appreciate and implement standards so as to make them competitive.

- · The National Standards Body
- A Certification Body
- A Conformity Assessment Body

- To establish and promulgate In order to enhance the competitiveness of goods and services distributed internally and outside Ghana, and in line with the above aims and objectives, GSB offers the following services:

- · Standards Development

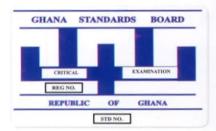
- Metrology
- Inspection Services
- **Testing Services**
- Training For Industry
- Technical Information and Library Services
- Consumer Protection and Public Education

These services aim at the:

- Promotion and enhancement of the growth of industry
- Reduction in the proliferation of sub-standard goods on the market
- Protection of public health, safety of consumers and safeguarding the environment
- Facilitation of Trade

In support of the government and national objectives, the GSB undertakes the following activities:

- Development of national standards in the various sectors including Non- Tradition Exports (NTEs)
- Collection and dissemination of information on standards and related technical matters both nationally and internationally.
- Represents the country at regional and international standards setting



- Provide a third-party guarantee of the conformity of local products through a national certification programme. Local companies are assisted to build quality into their products to conform to international standards through that product certification programme.
- Provide laboratory support services for small and medium enterprises through quality evaluation activities.
- Provide laboratory and other quality assurance services to ministries, government, departments and agencies including law enforcement agencies.
- Manages and administers the country's weights and measures system to ensure efficiency, reliability and accuracy of measurements aimed at quality output, consumer protection and fairness in trade. This involves the calibration and verification of measuring devices in the following key areas.
- Mining industry



- · Petroleum industry
- Manufacturing industry
- · Cocoa industry
- · Health Sector
- · Trade and Commerce
- Agriculture
- Support export promotion programmes by proving information on standards and regulations on export markets, promoting quality, testing products and certifying their conformity to specifications of target markets.
- Responsible for the control and monitoring of fish and fishery products for compliance with the requirements of the European Union markets.

- Conformity Assessment of "High Risk goods" (goods of health and safety implications) imported into the country under the Destination Inspection Scheme for compliance with the requirements of applicable standards.
- Provide training in Metrology, Standards, Testing and Quality Assurance for individuals, companies, organisations, trade & professional associations, NGOs and government institutions.
- Standards and its related activities form part of the ten (10) thematic components of the Trade Sector Support Programme (TSSP)

Under the standards component, the project

- seeks to strengthen GSB to become internationally competitive through capacity building
- seeks to protect the health and safety of consumers through effective development and enforcement of standards in line with international best practice
- aims at the harmonisation of standards within ECOWAS Region so as to allow for the free flow of goods and services.

The above will enable GSB to deliver quality services to organisations, both public and private so as to enhance their output and competitiveness.



Ghana Standards Board

GSB Introduces Hallmarking of Jewellery



he jewellery industry in Ghana has a long history and products are recognised and well patronised. However, there seems to be little or no control over the operations of the industry. This situation has left the consumer of jewellery items vulnerable and at the mercy of manufacturers and importers. Manufacturers and exporters of genuine jewellery are also not happy about the lack of control in this sector. There is therefore the need to hallmark these jewellery items.

Hallmarking is a quality control mark placed on an article made of precious metal. It is the accurate determination and official recording of the proportionate content of precious metal in jewellery. These tests on the jewellery are independently carried out only by an assay office. Ghana Standards Board has established an assay office for this purpose.

Hallmarks are thus official marks stamped on gold, silver and platinum articles as a guarantee of purity and fineness of the jewellery. A Ghana hallmark will contain three symbols namely; the sponsor's mark (often called a maker's mark), a number Benefits the jewelers will get are: indicating the purity or fineness in parts per thousand, and an Assay Office mark.

The articles that are going to be · marked are gold and silver.

- For Gold, the standard marks are 375 (9 Karat), 585 (14 Karat), 750 (18 Karat), 916 (22 Karat), 990, and 999 parts per 1000.
- For Silver, the standard marks are 800,925 (Sterling), 958 (Britannia) and 999 parts per 1000.

hallmarking scheme are:

- To protect the consumer against metals. fraud due to irregular gold quality
- To provide accurate and verifiable Currently, an X-ray Florescence reports about the constituents of iewellery
- leading gold marketing centres in the world and
- To develop export competitiveness.

The benefits the consumer derives from hallmarking of jewellery include:

- Third party assurance of quality and originality
- The satisfaction that the consumer gets the right purity of the precious metal for the given price (value for
- Easy identification of fake products on the market

- It will provide clear indication of their capabilities
- commitment to quality
- Provide assurance of consistency in considered as genuine. purity and quality of jewellery,

hence enhanced market share.

The Ghana Standards Board (GSB), in fulfilling its mandate to protect the consumer and to improve the precious mineral trade, is extending its third party certification activities to the jewellery industry by building The objectives behind instituting capability and capacity for the assaying and hallmarking of precious

(XRF) machine has been installed at the Assay Laboratory and trial tests Develop Ghana as one of the have been completed on both locally made and imported jewellery.

> In addition to the XRF equipment, the Board has also installed Inductively Coupled Plasma (ICP) for metal analysis in:

- Environmental samples
- Steel
- Food and Beverage
- Blood Serum and Urine
- Geochemical samples
- Fertilizer, etc.

Manufacturers and consumers alike are invited to make use of this facility to enhance the quality of their Jewellery and other products. Provide strong evidence of Jewellery items hallmarked and therefore certified by GSB are

INTER MARITIME SERVICES LTD.

Experts In:-

Expert in Bunkering

Ship Management Consultancy

'International Trade Specialists'

Shell lubricant Distributors



Members of:

International Ship Managers Association (18 MA) International Bunker Industry Association (181A)





Tema Office

2nd Floor Obuowe Building Inner Fishing Harbour Fishing Harbour, Tema Takoradi Office

Poki Building Old Coca Cola Depot Main Harbour Area, Takoradi Tel: 233 22 216197 / 208437

Fax: 233 22 208437 Mobile: 233 24 958050

Email: maritime@i-calls.net intermaritime@yahoo.com

P. O. Box 386 Achimota, Accra - Ghana

SAFEBOND AFRICA LIMITED

Delivering Integrated and Value Driven Logistics Solutions Across Africa



eaports have long been recognised as strategic in the socio-economic development and prosperity of nations. Indeed seaports handle about 90 per cent by volume and 80 per cent by value of all goods traded internationally. That is why seaports have been aptly described as gateways to global markets. It was this knowledge, among others, that informed our decision to form Carl Tiedemann Stevedoring (GH) Ltd (CTS Ghana) - to invest in the cargo handling business. This was in 2001when the cargo handling market in the ports was deregulated as part of the Ghana Trade and Investment (GHATIG)Project.

From its humble beginning in June2001 as an independent local Stevedore with a licence to handle 10 per cent of ship board operations in the Ports of Ghana, CTS Ghana has evolved into a dynamic One-Stop-Shop Logistics Service Provider with Pan African vision. Today, CTS Ghana is a diversified and a totally integrated company with a carefully selected network of subsidiary strategic business units, which we collectively call **Safebond Africa Limited (SAL)**. SAL currently comprises:

Carl Tiedemann Stevedoring (GH) Ltd, Safebond Company (GH) Ltd, Cargo Tally Company (GH) Ltd, Hellmann Worldwide Logistics (GH) Ltd, TravelWorld(GH), Sayaba Equipment Leasing (Sierra Leone), Safebond Africa Company Ltd, (Liberia), Safebond Car Termina Ltd, Safebond Africa Nairobi.

SAL is collectively committed to providing world-class logistics solutions to Governments and businesses in Africa to enable them compete and thrive in the competitive global market place. Our goal is to support the socio-economic development agenda of the African continent through our network of strategic business units and foreign subsidiaries.

At the very onset, we were convinced that a diversified business with a global vision hold the key to our growth and success. We knew that today's competitive and global markets demand top-notch logistics solutions to get the right product to the right place at the right time and right price on a consistent basis. That was why we were quick to see wisdom in the adage "big is strong and beautiful". We have therefore set out to expand the scope of our business through diversification into new but related product markets and geographical regions using our shorehandling business as a launch pad. This strategy has enabled us to provide one-stop-shop logistics service to our customers, exercise effective control and gain extended visibility of the supply chain. The result is speed, reliability, convenience and cost effectiveness in our customer service delivery.

Our Pan African vision is motivated by our desire to contribute to the socio-development of the African continent i.e. improving the lives of the peoples of Africa through value creation with logistics. We have a strong and unwavering belief that efficient transport and logistics services hold the key to wealth creation, poverty reduction and socio-economic development of the African continent.



Krobo Edusei Jnr. - CEO/Chairman, Safebond Africa limited



We therefore set out to take advantage of the opportunities offered by the NEPAD initiative and the economic cooperation and integration offered by the African Union and the Sub-regional economic groupings like the ECOWAS. Currently, SAL is broadening its reach into emerging markets and has succeeded in laying firm footholds in major African seaports.

With just a few years of operations, we have already established visible trademarks in our markets and other emerging markets. Our customers and competitors know and respect us for what we stand for, ie delivering unmatched value on a consistent basis.

Our trademark includes the following:

- · Fully integrated computer networks
- · Prompt and Safe delivery of cargo to our clients
- · Quick Dispatch and Fast Turn round of Vessels
- · Safe and High Vessel Productivity
- · Safe and Secured Custody of Consignments
- Instant Access to all Consignments on our Terminals
- · Real Time Communication with Clients
- Reduced inland transport time
- Simplified Tariffs and Invoices
- · Personalised Services to Clients
- · Efficient Customer Relationship Management
- Global forwarding to and from our local markets
- Total Management of project logistics

Whether it's imports, exports or transit forwarding we aim to provide high standard of service at all times regardless of weather conditions or the nature of consignment. We offer a full range of support services including documentation, customs clearance, terminal services and domestic haulage.

Safebond Africa Company Limited has the expertise for handling and managing all kinds of cargo. We handle conventional break bulk cargo, project cargo and heavy lifts, dry bulk cargo, steel products, lumber, vehicles and containers. We also have the expertise for handling all kinds of dangerous goods, frozen goods and high securitygoods. We provide services to some of the major shipping lines of the world and manufacturing and mining companies of Ghana and beyond. Our loyal clients include Maersk Sealand, P & O Nedlloyd, Mituis OSK Lines, Bollero, AngloGold Ashanti, Coca Cola (GH) Newmont(Gh) and Ghana Institute of Freight Forwarders just to mention a few.

We value and treasure the loyalty of our customers, employees and shareholders. To the shipowners, clearing agents, importers and exporters who form the core of our customers, we say we will continue to deliver the best service and value with target conscious marketing activity. To our highly qualified employees, we say we will continue to offer an ever more challenging, rewarding, open and result-oriented workplace that recognises and rewards performance. To our shareholders, we say we will earn constant superior financial returns on investments. To our grantor, the Ghana Ports and Harbours Authority, we shall collaborate and support the efforts towards transforming Tema into the premier sub-regional hub port.

To the citizens of the community in which we operate, we respect your culture and share your aspirations.

We believe we are on the right path towards achieving our strategic goals and corporate vision, our ultra-modern 6000 capacity off dock car terminal and the near completed one-stop-shop office complex, evidence this. Another rapidly expanding business area for SAL is the provision of Car Terminal services in the sub region. As an integrated logistic group, our constant aim is to provide our customers with a full logistics package, while searching for new and better practices.



Commercial Court Of Ghana - So far, So Good



Justice Samuel Marful-Sau President, Commercial Court of Ghana

An Appeal Court Judge and President of the Commercial Court of Ghana, Justice Samuel Marful-Sau, has pledged the commitment of the court to "provide better service to the business community for the development of the country." Justice Marful-Sau made the pledge in an interview with the Shipping Review.

The Commercial Court of Ghana was formally commissioned on the 4th of March, 2005 by His Excellency Mr J. A. Kufuor, President of the Republic of Ghana and the Lord Chief Justice, G.A. Acquah. It was established after the latter, together with Mr. Kwesi Ainuson, then Director of Projects of the Judicial Service, were mandated to study the operations of the Tanzania Commercial Court, Following their recommendations and subsequent negotiations, the Commercial Court was established with funds from DANIDA.

The six judges and management staff of the court were thereafter sponsored by DANIDA to study the operations of the Commercial Courts of Tanzania, Uganda, Denmark and England. Thus the Commercial Court of Ghana is a

hybrid of the best practices in the bankers on the committee provided the Commercial Courts of the four court's judges with software that countries. The objective of the enables them to access the Laws of commercial court is to offer a speedy, Ghana and the Ghana Law Report on effective and efficient delivery of their computers. Members also justice in commercial dispute, in order sponsor the training of the court's to promote investment, trade, judges in particular areas. The User commerce and other economic Committee in addition meets members activities in the country.

Expansion works are currently taking place at the court which is situated in Accra while eight more judges are to be trained to man the new courts being constructed. The court has a President, an Administrator and a Registrar who is in charge of the core business of the court. The President of the court is the head and in charge of the day-to-day administration and management of the court and is assisted by an Administrator who is a lawyer. The court is fully automated and is supported in its work by skopists who record proceedings electronically.

The operations of the Commercial Court according to Justice Marful-Sau are overseen by two important committees i.e. the Management commercial fraud among others. Committee and the User Committee. The Management Committee is chaired by the Chief Justice and its main function is to ensure that the court is managed properly to achieve its set objectives. The User Committee on the Pre-Trial Settlement conference where other hand is chaired by Justice S. K. Date-Bah of the Supreme Court. The Committee during the first18 months of its establishment met monthly to discuss issues relating to the activities and operations of the court but depending on its feasibility. When currently meets once every three months.

Membership of the committee is drawn from associations of corporate bodies in business and industry e.g. the processes of the court has proved Association of Ghana Industries, Chamber of Commerce, Chamber of fact that ADR is something new in our Mines, Investment Centre etc. The jurisdiction, 40% success rate is very Committee according to its chairman remarkable. Lawyers are now trying to has been extremely helpful in the re-orient themselves to ADR." operations of the court. Recently, the

of the Bar at least once every legal year to exchange ideas.

The commercial court though situated in Accra has jurisdiction to hear any commercial dispute in any part of the country. The court has its own rules so designed and formulated to assist it achieve its objectives. Most of the cases that the court has handled so far have related to restructuring of payment of commercial debts, banking and financial services, interpretation of contract, tax matters and applications under the Company Code 1963 (Act 179). Other commercial issues that the court has jurisdiction to handle include import and export of goods, carriage of goods by sea, air, land or pipeline, formation or governance of a business, insurance and reinsurance and

The commercial court employs the use of compulsory Alternative Dispute Resolution (ADR) in its work. Every case filed at the court has to undergo various mechanisms of ADR are adopted for the amicable settlement of the dispute. The ADR process is supposed to last for 30 days but can be extended for another 30 days settlement is not reached, the case is assigned to a judge for trial which should be disposed off within three months. It is the view of Justice Marful-Sau that the use of ADR in the successful. "Taken into account the

According to the President of the Shipping Review. commercial court, the court has received 1078 cases between March Dr. S. K. Date-Bah, who was a member therefore made an appeal to the 2005 and February 2007. Out of this of the Ghana Government delegation Attorney-General's Department and number, 565 were referred to ADR out to the United Nations Convention on the Foreign Affairs ministry to raise the of which 145 have been disposed off. Contracts for the International Sale of matter of the ratification of the 142 were also referred for trial out of Goods which was adopted in Vienna convention. He admits though that which 40 cases have been disposed off. on 11 April, 1980 and opened for 169 of the cases in total have also been signature the same day, said the a significant area of Ghanaian law and disposed off through summary convention has distinct advantages for applications, default judgments, etc. In any country that ratifies it. Already, the legal community need to be all, 354 cases have been disposed off developed countries like the USA, UK, while 724 cases are currently pending Russia and Germany have ratified it. before the court.

assessors have so far been used in the governing law of an international of goods. "If we ratify the convention, bringing practical business content and international traders only have to know convention." Justice Date-Bah argues practice into the development of law.

The major challenge facing the asserts makes for uniformity. He country, because of its weaker commercial court is the non- further revealed that a lot of case law commercial muscle, often has to cooperation of some legal practitioners has been generated out of the accept the law of a developed country in the court's procedures. Some convention which has guided courts in in international transactions. lawyers have proved to be non- other jurisdictions and therefore the

cooperative with the court's case management policy e.g. adhering to set timetables and planned events like making witnesses available. To this end, the court has held a sensitisation workshop on its operations for members of the Bar in all the regions of Ghana. It is also in the process of organising training for members of the Bar on Alternative Dispute Resolution.

In the words of Justice Marful-Sau, the Commercial Court "has come to stay. We are on course and our users are happy with us."

In another development, Justice S. K. Date-Bah has urged Ghanaian business people engaged in the Contracts for the

International Sale of Goods to always endeavour to make an expressed choice of law before they seal the contracts. "If you don't choose a particular system of law, then it goes to the conflict of law rule and that can be uncertain." Justice Date-Bah made the comment in an interview with the

The learned Supreme Court judge has ratifying the convention would change therefore "the Bar and the Bench and sensitised about it before it is ratified.

Ghana though is yet to ratify the Currently, because the convention has convention even though it signed it the not been ratified in this country, the The court also makes use of the same day it was adopted in Austria. conflict of laws rule applies in the services of assessors in its work. According to Justice Date-Bah, once determination of the appropriate law According to Justice Marful-Sau, Ghana ratifies the convention, "if the for a contract for the international sale settlement of four cases since the transaction is not Ghanaian law, then it the conflict of laws enquiry would inception of the commercial court. The is the convention rather than Czech cease and it is the convention that use of assessors is a positive way of law or Slovak law so Ghanaian would apply. That is the beauty of the about 'Ghanaian law and the that it is in Ghana's interest to ratify the convention." The convention he convention because currently, the



convention is not a vague body of law.

Secondly, since the convention is the result of discussion by representatives of all major legal systems it is a diminishing the need for traders to compromise legislation and in that resort to foreign and incomprehensible sense "is not dominated by any one legal system. It is thus a fair balance legal rights. given the context of negotiation."

The convention itself which has not seen any modification since it was adopted in 1980, was designed to facilitate international trade through legal systems in order to ascertain their



BUSUA BEACH RESORT

A GOLDEN BEACH HOTEL

HAPPY HOUR

anytime, anywhere.



As part of the Golden Beach Hotels chain Busua Beach Resort has become the ideal choice for visitors who want something different.

Set by the seafront, Busua provides the ideal entertainment setting for holiday lovers and business persons alike.

for more information and reservations please call the corporate office on

+233 21 781 621 +233 21 771 626

Busua:031 933 07-9

info@gbhghana.com • www.gbhghana.com

Uniquely Golden, Traditionally Ghanaian

CEPS Regulations On Treatment Of **Unmanifested Vehicles**

The Customs, Excise and Preventive Service has noted with concern several i. The make /model of the incidents where vehicles discharged at the ports have been found to be ii. The chassis number unmanifested. Most of them are usually concealed in containers iii. Country of together with other goods and personal effects. Information gathered reveals that such vehicles are either stolen or iv. Certificate of title tainted with other fraudulent acts of insurance. The practice is increasingly v. Other documentary proof making Ghana a destination for stolen vehicle. This is unfortunate and the practice must stop.

Under Section 101 of the Customs, Excise and Preventive Service (Management) Law, PNDCL 330 of 1993 as amended, it is and offence if a master of and aircraft of ship fails to make due report of all goods or if any of the particulars contained inn the report are false.

The Master of his agent found in investigations the importer breach of this law shall incur a penalty or consignee would NOT be unless the omission is explained to the specifically allows it. satisfaction of the Commissioner.

In line with this policy, the Customs, Excise and Preventive Service has put in place the following measures for the clearance of vehicle with effect from April 1, 2007

- 1. All vehicles that arrive at the ports/entry points ummanifested shall be seized forthwith as 5. Where it is estimated that the mandated by law. The seizure shall also apply to wehicles that are in transit of transshipment so long as they are ummanifested.
- 2. Upon seizure, the Service shall carry out thorough investigations in close liaison with other security agencies, especially INTERPOL Ghana and international partners.
- 3. The investigations shall among other things, establish the

following:

- vehicle
- origin / manufacture
- of ownership or possession of the consignor or the exporter. This may include valid/original invoice. bill of sale, valid insurance document (for used vehicles), duly notarized document of sale or ownership, etc.

It should be noted that during the period of of not less than five million cedis permitted to apply to the master of the (¢5,000,000) and all goods not duly carrier or its agent to amend the reported shall be liable to forfeiture, manifest unless the Commissioner

- the investigations that the importer of consignee is entitled to clear the welhicle, he/she would be permittted upon written application to amend the mamifest subject to payment of pecumiary penality before clearance off tilhe welhicle.
- welhicle is stolen of its importations is taimted with firaud, such wehicle shall be treated for re-exportation under the supervision of CEPS and INTERPOL Ghana and upon application by the interest party of complainant who may be liable for any incidental expenses.
- 6. Such re-exportation may only be done where the Ghana authorities receive a written or express application to the effect within a Commisioner.

period of not more than three (3) months after conclusion of investigations or any extension thereafter not exceeding one month

- 4. Where it is established at the end of 7. The applicant requesting for the reexportation whether an individual. auuthority or institution, shall be required to bear all expenses or charges that are to be incurred tthereby.
 - 8. Where no applications for reexportation is received at the expiration of the prescribed period, the wehicle involved shall be deemed abandoned. Accordingly, it shall be forfeited to the Republic and disposed of in accordance with the law and the laid down procedure.

It should be emphasized that these measures shall be additional to all normal customs clearance procedures already in place for the clearance of vehicle.



Addressing Safety on the Volta Lake

What is actually needed on the lake is an organisation that can take responsibility for the operational and safety "hardware" required for operating the lake as a commercial waterway. Such a body is needed to set up and maintain required navigation system on the lake and to build and manage infrastructure for terminals or river ports.



Page 3

Road Transport and the Logistics Nexus

During natural disasters including flooding, rainstorms, ethnic conflicts, earthquakes and civil wars, items have to be procured and distributed to affected people using existing transport network; including road-based transportation system. Consequently, the nexus between transport and logistics is very delicate but an obvious one.



Page 8

The Freight Forwarders' Role in International Trade

The issue of freight forwarding needs to be addressed at an early stage of the development of an export marketing plan as it raises several concerns that ought to be addressed quickly. Not only does the potential exporter need to understand which INCOTERMS (trade terms) to stipulate and work to, but the method of transport also needs to be considered.



Page 14



GHANA'S AUTHORITATIVE QUARTERLY MARITIME JOURNAL Shipping Review Volume 9 Number 1 - Jan. - Mar., 2007

Co Contents 15	PAGE
Ghana Standards Board Ghana Fishery Products Regulations	17
Company Profile Atlantic Port Services Limited	18
Maritime Trade Review	21
Personality Profile Teete Owusu-Nortey	32
Seaports of the World	33



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 Atogivire Stanley Okai



Printed by:





Addressing Safety on the Volta Lake



The Writer

hroughout history, movement of goods or transportation has traditionally underpinned the economy of every nation. Transportation serves to relocate goods to centers of demand, enhancing the value of the goods in the process and creating wealth which is needed to run an economy. Transportation comprises several modes such as carriage by rail, road, air and sea, or water. However among the different modes, carriage by water is the most cost and energy efficient mode. As a result, over 90% of cargo around the world is moved by water.

A well structured and powerful transportation system which leverages the inherent advantages of the various modes therefore represents to every economy, a guarantee of efficiency and reliability, enabling suppliers to deliver the right product, in the right quantity at the right time and at the right place. An efficient and reliable freight transportation system is therefore required to sustain growth in economic productivity. This has caused logistics interfaces between producers and distributors to now become critical in establishing competitiveness of products. As a result, multimodal transportation has now become a new national logistics paradigm as every nation endeavors to combine the different modes of transport in order to effectively capitalise on their various inherent potentials.

The creation of the Volta lake which straddles the main agricultural production centers of the Northern By Capt William Amanhyia

region, Afram plains and the industrial areas of the South endowed Ghana with the benefit of a navigable waterway that could be integrated into the national transportation network. It was a capability which would have enabled us to capitalise on the inherent advantages of water transportation in order to improve and modernise our internal transportation system.

Water transportation delivers significant advantages when moving large quantities of bulk commodities over long distances, among which are fuel-efficiency, environmental benefits and relief of highway traffic congestion. For example, one gallon of fuel can move one ton of freight 522 miles by barge, compared to 386 miles by rail and 59 miles by truck. The lake therefore would have served as an effective and efficient transport corridor between the Northern and Southern regions and would have improved our inland distribution system especially for agricultural produce which could have benefited from the cost and energy efficiencies associated with 'is mode. Properly harnessed, the transportation potential of this waterway would have been quite enormous especially in view of current increasing energy prices. Unfortunately, improper safety management is now causing the lake's economic potential to fast lose its appeal.

Much of the problems being faced on the lake now can be traced to a basic fundamental flaw that had existed in the management of the lake since its formation. From the time of its creation up till now, management of the lake has been legally under the control of the Volta River Authority, an organisation which basically was set up as a power utility and therefore possesses no technical, managerial or operational know-how whatsoever for managing a potential commercial waterway like the Volta lake. The Volta River Authority was never in a position to handle such a venture and provision, especially in the form of technical capability was never put in place to achieve this. The Volta Lake Transport Company which was ostensibly set up to operate the lake

service was also purely for commercial purposes and did not concern itself much with the lake's required hardware. Operation of a commercial waterway requires a hardware infrastructure set up in the form of buoyed channels, proper charting of the lake and well trained maritime personnel to manage and maintain this hardware. There is no indication that the VRA at anytime in its history has had this capability. It is therefore not surprising that safety and other operational conditions on the lake have deteriorated to such an extent.

There also now appears to be a further misconception about the role of the Ghana Maritime Authority in this issue. An impression is being created that the setting up of the GMA which is expected to oversee activities on the lake now would solve all the problems. Unfortunately this—is also a wrong assumption.

The GMA is purely a maritime administrative authority. The GMA's role like elsewhere in the world should basically be the software that ensures the proper and effective functioning of the hardware. The GMA's task is to ensure appropriate policies and regulations are set, monitored and complied with. Among these tasks the GMA ensures that the various organisations operationally responsible for the lake's infrastructure are carrying out their tasks efficiently, are using required trained personnel for the various operations like boat operations and are using properly constructed boats. As the legally designated apex body for the maritime industry, a significant responsibility of the GMA is the promotion of commerce and safety on the lake. They ensure that boats for example, are well constructed and suitable for their intended purpose by inspecting and certifying facilities which are used for constructing such boats. They also ensure that facilities for safety management such as light beacons, buoys and other navigational equipment are installed and properly maintained by the appropriate organisations concerned.

install and maintain such equipment, unless the government equips them to do this, a task which I believe another organisation will be more suitable and equipped to do. In the USA, for example, the provision of infrastructure like dredging of navigation channels and ports, maintenance of lights and beacons is the responsibility of the US Army Corps of Engineers, while the US Coast Guard, a body having some similar operational responsibilities like our GMA administers US maritime transport safety policies, involving issues such as inspection of seaworthiness of water crafts, competency of personnel etc. The GMA should be equipped to handle purely the administrative aspects of Ghana's essential waterborne commerce. On the lake issues, the GMA's role should be to inspect and certify commercial boat building facilities, approve design of crafts, and certify competency of boat operators by prescribing required training needs. It should not be their responsibility to provide such training. That is purely a commercial issue.

The GMA needs to be well resourced in the matter of maritime personnel such as Master Mariners, Naval Architects, Legal personnel and other staff needed to operate an effective inspection regime so that it can ensure commercial facilities used in lake commerce comply to prescribed acceptable standards.

What is actually needed on the lake is an organisation that can take responsibility for the operational and safety "hardware" required for operating the lake as a commercial waterway. Such a body is needed to set up and maintain required navigation system on the lake and to build and manage infrastructure for terminals or river ports. The only body in the country that can effectively and efficiently carry out this function is the Ghana Ports and Harbours Authority. The GPHA was set up to provide and maintain port facilities. It has the trained manpower and most important the technical knowledge for maintaining port or terminal facilities. The GPHA is also the best body equipped operationally to assess the waterway port/terminal infrastructure needs and technically procure them. It has required harbour masters, port inspectors and vital hydrographic resources needed for ensuring efficient and appropriate running of a commercial waterway system.

professionals in the country that the GPHA under its local management was considered one of the best port managers in the developing world and Ghanaian strategic asset, which should never, ever be compromised which should now be integrated into the national marked in accordance with "enclosed" transportation network as it should.

responsible for the operation, management and administration of Ghanaian ports. P.N.D.C. Law 160 enjoined the Authority to plan, build, develop, manage, maintain, operate and control ports in Ghana and, in particular, to provide in a port such facilities as will be necessary for the efficient and proper operation of the port; maintain, extend and enlarge such facilities as it shall deem fit; regulate the use of any port and its facilities; maintain and deepen, as necessary, the approaches to the navigable waters within and outside the limits of any port and also maintain lighthouses and beacons and other navigational service and aids as may be necessary; carry on all of the business of stevedoring, master portage and lighterage service; provide and maintain discharge any other functions which are necessary or incidental to the provision of adequate port services. Consequently, over the years, the GPHA has built a formidable infrastructure that has enabled it to effectively discharge this mandate.

There is ample evidence that the GPHA despite a few flaws has admirably fulfilled this mandate and I believe extending it to include inland waterway the problems on the waterway. Although the mandate was intended for sea ports, with the integration of transportation modes, it will not be wrong to legally extend this mandate.

Apart from the need to properly chart the waterway, an immediate issue is to deal

It should not be their responsibility to Despite all the shortcomings that have with the construction of the boats being been reported and attributed to GPHA in used on the lake. Reports indicate that cargo movement issues, it is a well boat owners are concerned about the known fact among maritime cost of boat construction. Currently the GMA has started marking loadlines on the boats, a very necessary exercise. However, looking at where the marks are placed, it is not surprising that boat ports have been touted among the best operators are reluctant to comply with it. managed in our category. It is this In my opinion, the freeboard allowed is managerial /operational / technical just too much and does not take into resource, considered a vital national account the economic aspect of boat operations

> harnessed for the development of the Looking at the 2 sets of photographs, the transportation potential of the lake. free board is the area above the marked Provision and maintenance of inland circle. Under no circumstances should port infrastructure should be ceded to the line running through the circle be the GPHA if the waterway is to be submerged (overloaded). This area is or protected space of the craft in question. In the case of our boats in the The law which established the GPHA picture, it is the right place to place the sought to create a corporate body to be mark considering the aft part of the structure has been reduced to take the boat engine.

> > This effectively means that boats can only load to the extent to which the stern structure will not be submerged. A bit of that short stern section will also need to be above water which effectively means the boat's loading capacity is severely limited because of the stern construction. Our trained naval architects might probably find a solution to it in the form of constructing a kind of "cofferdam" at the stern to ensure that should the stern section where the engine is housed be submerged; the watertight integrity of the boat will not be impaired, permitting the boat to load deeper.

Such problems when they exist must be pilotage service and, generally, properly addressed by the appropriate competent professionals and should not be subjected to political pressure. For example, while the Government has been doing its best to find solutions to the Volta lake problems and has been setting up boards during accidents, political pressure has been mounted by certain sector-interest groups on the constitution of such boards. Consequently, some issues in the maritime industry have been addressed without recourse to the maritime ports is the obvious solution to much of expertise that the country has. Such serious lack of maritime awareness among policy makers in Africa has prevented the continent from Effectively integrating water transportation into national transportation systems.







Consequently, transportation costs in Africa are among the highest and the A simple way will be to identify most inefficient in the world.

Then, there is the need to mark out designated channels on the lake. The frequent occurrence of boat collisions with submerged tree stumps is the result of a misconception among most landlubbers that boats can navigate in any stretch of water.

Even thought the sea is wide and deep, ships keep to designated routes and in areas which are prone to dangers, special channels are marked out for use of vessels. Bearing in mind that the lake was formed as a result of water flooding an area, there are always possibilities of the presence of tree stumps and other underwater obstacles.

Operationally and financially, it is impossible to clear the lake of all such tree stumps and obstacles as some parties believe. You don't clear the whole area between, say Accra and Aburi just to make it possible for vehicles to travel between the two citiesyou simply survey, mark and construct a road, circumventing obstacles you deem economically unreasonable to remove. The same principle applies to the waterway the whole Volta lake can never be made navigable for boats. There is therefore a need to mark out appropriate routes between destinations on the lake, ensure these lanes are cleared of all obstructions such as tree stumps and properly indicated with markers buoyed. All prudent vehicle drivers use the demarcated roads and this is what ought to be done on the lake. These routes will frequently need to be monitored for floating objects- much like road construction and maintenance, only in this case it is cheaper and easy to maintain.

frequently used routes and carry out a wire sweep to detect tree stumps and remove them. (A wire sweep in its crude form is simply moving two boats towing a length of wire between them to snag any offending tree stump which could then be removed). I have seen such channels being maintained with simple mechanical grabs in the Asean region These grabs are mounted on barges moored at anywhere on the river which needs dredging or removal of an obstacle. The grab is simply lowered onto whatever underwater obstacle needs to be removed and scooped up. They even use this method to dredge out developed sandbanks in navigable river channels and use the dredge material for building construction-sand winning.

The resulting channel can then be marked with beacons. Properly charting the lake will also enhance its tourist potential for sailing especially in view of its serene setting and possible eco tourism potential. You cannot however coax even the most hardened deep water sailor to venture on to uncharted waters such as our lake. The expectation that the lake poses a tourist attraction in its current state without a proper chart, is therefore a big myth. Of course there are several technical firms available to do a proper charting of the waterway if finances are made available. The problem with finances is that policy makers in the country have failed to national transportation grid which should therefore attract a part of the national transportation budgetary allocation.

Construction of crafts, especially for Commercial use, must be legally controlled. Provision of a special type of

boat suitable for our region is an important needed development because of its economic potential to local and intra regional trade distribution system. The Middle East region is famous for its dhows, a locally produced craft that has been the backbone of the area's intraregional trade. Similarly, the South East Asia region has the legendary "Prahu Layar", the locally designed craft that has probably been responsible for the region's high percentage intra regional commerce. A similar craft designed and built with local material wood, for use on the lake and within the regions off shore trade will improve both the local and intra-regions trade. Any craft certified for use in local waterway commerce must be of approved construction in both material and style.

The current boat type which I believe has the helmsman coxswain sitting at the stern back of the craft especially in uncharted waters is a recipe for accidents. Incorporation of structures such as outriggers local bamboos can be used as in Philippines etc to help improve stability of local dugout canoes and improve their sea keeping capabilities. The provision of appropriate crafts suitably constructed to suit our local conditions is a must. ECOWAS' failure to achieve any meaningful regional economic integration is due to the failure to effectively exploit our maritime resources as the primary physical integration medium.

The Regional Maritime Academy if properly funded is very well equipped to carry out such needed research. Malaysian boatyards currently build some very sleek and seaworthy fiberglass boats with shallow drafts used extensively for inter island ferries. These might be suitable and safe for use on our lakes and despite the amount it might cost may reduce the amount of lives we usually lose in boat accidentsEvery water transportation system requires an efficient safety management system. Such a system usually consists of search and rescue components. Apart from ensuring few consider the waterway as part of the accidents occur, an SAR system also ensures losses are minimised when accidents do occur. There is no indication that such a system exists on the lake, although according to international maritime journals, Ghana is supposed to have such a maritime

is extensively documented in these journals. However, this capability has so far never been activated in lake emergencies.

The alert system exists to warn shore authorities when a boat encounters difficulties and a response system ensures required help is rendered as fast as possible in order to reduce fatality. At sea, the alerting system has developed from manually activated radio warnings to a fully automated system that now uses dedicated orbiting satellites to pick up distress alerts and transmit them to shore-based equipment. Without being too technical, a simple alerting system can be established on the lake using our mobile telephone system network. A dedicated mobile hand phone could be used with a special number nominated for distress purposes such as the 911 used for emergency alerts on land.

A similar number can be picked up for safety alerting purposes on the lake. The various police stations around the lake can be equipped to monitor this line and to receive alerts of any boats in trouble. Carriage of such equipment should be made mandatory on all crafts used for commercial purposes on the lake.

Boat operators will also be required to relay such messages to other crafts in the area which will be mandated by law to proceed to the assistance of distressed boats. The other part of the system will consist of a response system. This will involve special units trained to respond to such alerts.

A simple system will consist of a few fast rescue boats strategically stationed at various locations around the lake. Manned by a few trained personnel fully employed, the system will rely on the usual volunteers who can be signed up and trained to supplement this unit. The Royal Lifeboat Institution in the UK is fully operated by volunteers. The system can capitalise on the local communal "Asafo" spirit part of the cultural tradition of every tribe in Ghana to get volunteers. Police posts receiving any alerts will inform the nearest unit which can then rush to the scene to start required rescue operations. Such units can be empowered to locally commandeer resources required during emergencies.

These posts can also be equipped to render technical advice to boats whenever they are in trouble and thus

search and rescue system in place which avoid the usual panic untrained boat resources requires source of financing. the form of verbal instructions given over telephone by trained personnel in basic boat handling techniques. I believe if such advice is available in situations like for example when boat engines improvising sea anchors etc to prevent excessive lee drift and avoid "broaching to"-(presenting exposed side to waves) which has often resulted in boats being filled with water (swamped) and capsizing. A sophisticated system could even incorporate the mandatory carriage of hand held GPS sets which now cost around 4 million cedis and automatic triangulation by shore based equipment for locating distress victims. Provision of such simple technology should be well within the technological capabilities of our National Telecommunication organisation-GT.

> Training also forms the backbone of every safety system. Everyone can move a boat on water. It is only when something out of the ordinary happens that the value of training becomes apparent. For example most of the accidents reported on the lake have happened when boat engines have conked out in stormy weather and the boat has shipped water that has resulted in its sinking. A properly trained coxswain will know how to point the boat by the use of a steering oar or improvise a makeshift sea anchor to avoid "broaching to" and prevent excessive lee drift. The country's laws do not allow anyone to drive a motor vehicle unless he has a valid driving licence.

> It is therefore strange that commercial boat drivers are allowed to operate without being properly licensed. Training and licensing should be made mandatory for boat drivers. Again, road vehicles must undergo periodic inspections to assess their roadworthiness, I believe the same should be applied to commercial watercrafts and should be strictly enforced. In the offshore maritime industry, this is carried out through periodic inspections by bodies approved by the national supervisory authority, in our case our GMA. The same is done on inland waterways used for commerce in other countries.

> Effective management of the waterway

handlers get into. Such advice can be in The lack of maritime awareness among policy makers in the country has meant that the potential of water transportation has been seriously overlooked. Transportation policies have therefore not included provisions for funding for conk out in rough weather, boat water transportation. The government to operators may be able to follow simple its credit for example has allocated huge technical instructions such as resources for road construction in various budgets but regrettably negligible if not at all for developing the potential of the lake. It needs also to be said that although the initial cost of providing a feasible transportation network on the lake might be quite high, its maintenance and operational costs afterwards will be very low compared to roads and will also be able to move larger quantities of goods.

> By granting a mandate to GPHA, the waterways can enjoy a crosssubsidisation from the other activities of the GPHA. In addition, there are other sources of funds which could be funnelled to finance lake safety enhancing projects. Apart from the government allocating a part of the road construction funds for this (basically to construct "roads" on the lake), the government could also set up a maritime development fund such as a levy on all our export/import trade. Ghana exports on FOB and imports on CIF which practically means any improvements we make in the maritime transportation sector go to benefit mostly foreign carriers, so a levy of such will benefit our nation more.

> Most of the problems being faced on the lake are not beyond the capability of Ghana's maritime resources. From the professional know how, to facilities required for training competent operational personnel, right on to naval architectural needs, are readily available in the country and only require a proper and effective marshalling and management of these resources. The capability of the Regional Maritime Academy, that Institute of maritime excellence, should not be underrated as it has the potential required to meet the entire sub region's maritime resource needs. Ghanaian professionals are well known around the globe as great achievers. The maritime industry is no exception. Let us marshal all our resources properly and effectively to ensure the economic potential of the Volta Lake can be fully leveraged towards the nation's economic development.



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

Road Transport and the Logistics Nexus



adequately documented and therefore it is not in doubt. Indeed, it is estimated that nearly 96 percent of freight traffic and 94 percent of passenger traffic in the country is carried by road transport and in specific locations, people are captive to this mode of transport; being the only means of travel into or out of these areas. It is, therefore, important that any discussion on the role of transport in development and the pursuance of acceptable best practices in logistics and transport takes cognisance of the nature and sustainable development. and condition of road transport infrastructure as well as its associated facilities together with the available As a concept, "sustainable transport services.

Logistics is also an over used and often interpretations. For example, Lea looks misunderstood word that is subject to several definitions and interpretations but in its generic sense, it refers to the practical art of providing and maintaining inputs required to meet clearly defined operations. Hence, of industrial and economic activities as within the scope of humanitarian or relief services, it refers to the art and effects resulting in limiting the science of providing and maintaining sustenance of global water supply and basic necessities required to ensure that temperature rise. In the view of former states so they can pursue their normal daily living. It is, therefore, not unusual to equate "supply" to "logistics" but indeed, it forms only one component of the task of logistics. easily comes to the fore.

flooding, rainstorms, ethnic conflicts, environmental destruction is

and reliance on the road transport to be procured and distributed to human activity has now reached a scale system in Ghana has been affected people using existing transport that is capable of generating new network; including road-based transportation system. Consequently, the nexus between transport and logistics is very delicate but an obvious one. On the other hand, in respect of the maintenance of the supply chain for the various items, there is the need to maintain a reliable transport system which is also required if existing developments are to be sustainable. In other words, there is a logical and meaningful link between transportation

Sustainable Development

development" is also a concept that is subject to several definitions and at the concept from the perspective of tourism and its impacts on social and physical repercussions on the tourist destinations. For Neumayer and c) Schmitz, it is seen from the perspective well as climate change and greenhouse affected persons are re-instated to their Neumayer, the reason why the environmental issues and the concept of sustainability have come up in recent development discourse is that, it is only now that humankind itself and its economic activity has reached a scale There can be no logistics without the that is potentially big enough to threaten supply element and in the latter; the the welfare prospects of future essence of transport or transportation generations. The argument is that, over the last few decades, the sharp increase in global populations and in human During natural disasters including resource appropriation and

he overwhelming dominance earthquakes and civil wars, items have unprecedented in history because environmental hazards.

> According to Thomas-Slayter and Sodikoff, sustainability indicates the viability of any project, its longevity and influence. They list four sustainability indicators as:

- Replicability: This suggests that others can readily undertake a similar project;
- Local ownership: This is an important indicator of the projects lifetime. If local people find it useful, want it to continue, and are prepared to assume responsibility for assuring its continuation, local ownership has been achieved and so has a new level of local empowerment:
 - Cost effectiveness: Cost effectiveness is an essential part of sustainability, although it may be difficult to separate it from the impact indicators. If the project is not cost effective in the broadest sense of the term, including all levels of effort required of local people to sustain it, then it is unlikely to be supported by local residents. Three types of cost effectiveness, each designed to meet the needs of different kinds of projects, include;
- measures of costs in comparison with community resources;
- the ratio of net benefit to costs; and the ratio of per unit costs.

Environmental suitability: this is an essential element of sustainability. If the project or programme has, on balance, a negative impact on the environment, it may bring short term benefits (such as some types of mining) but is not sustainable in the long term. Many projects have both positive and negative effects on the environment, and these must be weighed in each situation.

In the views of Mehmet, even though there are often many conflicting definitions of what exactly constitutes sustainable development, Western capitalist growth is increasingly recognized as the major causes of unsustainability.

The reason is that their activities have led to the destruction of the rainforests, polluting lakes and rivers, and causing global warming. General theories of economic development have raised the concern about falling living standards and diminishing food-population ratio for several decades now, and the concerns have been as a result of related fears about the limits to growth and the carrying capacity of the world's environment.

What may be considered as the turningpoint in the emergence of sustainable development as a new paradigm occurred in mid-1980s, specifically with the publication of the Bruntland Report (World Commission on Environment and Development 1987). The emphasis of this report is on the conflicting nature of conventional economic growth and the environment. This led to advocating for the concept of sustainable development. Sustainable development, as defined by Lea and Mehmet in simple terms, is development that meets the needs of the present without compromising the ability of future generations to meet their own needs.

The Sustainable Development Debate

It can be seen that the debate around what is sustainable development presents no consensus on the subject. However, in spite of the contestable nature of the debate, there now seems to be some degree of convergence towards a kind of development that provides the needs of the present generation without hampering the ability of future generations to meet their own needs. This theoretical position is what underpins the concept of "sustainable

interpreted differently by various authors. For example, Gwilliam has interpreted sustainable development from the viewpoint of three basic elements: First, it involves a continuing capability to support an improved quality of life and this corresponds to the concept of economic sustainability.

Second, it involves an improvement in the general quality of life, and not merely an increase in traded goods. This corresponds to environmental sustainability. Third, it must be shared by all categories of population, particularly those with the very lowest In particular, it is quality of life. desirable to avoid patterns of development that impose uncompensated losses on those who are already very poor. This corresponds to social sustainability.

While the possibility of trade-off between the various aspects of quality of life does not rigidly exclude a path of development involving some use of non-renewable assets, the path of development should be one in which the outcome occurs by choice and not through the unforeseen long-term consequences of policies. According to Drakakis-Smith, such a framework for development should be economically, socially, politically, culturally and environmentally sustainable. framework in essence, therefore, must be contingent on:

- a. Equity in the distribution of the benefits of economic growth;
- b. Access to adequate basic human needs;
- c. Social justice and human rights;
- d. Environmental awareness and integrity; and
- e. Awareness of linkages and representations of change over space and time.

Inferring from the various views of what sustainable development means, it can be accepted then that sustainable development is development that takes the impact on the environment into account and tries to reduce or minimize environmental damages that may result during the process of development or at the end of project implementation.

In essence, sustainable development can therefore be seen as a process of change

development" which has been in which the exploitation of resources, the direction of investments, the orientation of technological development, and institutional changes are all in harmony and enhance current and future potential to meet human needs and aspirations.

> It must be added that sustainable development is something that must be considered by all businesses, large and small, governments and individuals and, indeed, all human activities.

> It is clear from the foregoing that implied in all the various perspectives of sustainable development are considerations of distribution, movement, contact, diffusion and spatial interaction. All these activities are clearly enhanced by an efficient and reliable transportation system that is dependent on the performance of its various sub-components. The synergy between these sub-components is crucial in the provision of an effective and efficient transportation system with each mode of transportation playing a complementary role to the other modes. Without this synergy, the role of transportation in the overall development process will be stalled. Indeed this synergy has for long been viewed as one of the powerful single initiators of development. It is often said that effective transportation is a prerequisite and facilitator of development.

> Surely, sustainable development cannot occur without effective transportation. Several factors may contribute to socioeconomic development but transportation provides the essential requirement for a satisfactory life including access to food, health, education and employment which are usually available if there is an adequate means for the movement of people, goods and ideas. Thus far, transportation infrastructure improvements appear to have the greatest potential for enhancing development since most development is directly linked to access to resources, services and outside markets. The link between development and transport is also equally clear based on the positive effects of growth on poverty as demonstrated by the experience of the high performing East Asian economies". In the same vein, there is a link between transport and humanitarian logistics. This latter link is crucial because of the important role that supply systems play in humanitarian logistics.

Humanitarian Logistics and Supply Systems

From the literature on the supply chain of humanitarian logistics, it can be inferred that the supply chain would normally be made up of notification, mobilization, filling the pipeline, and receipt of the goods. The notification phase is when the disaster or the event is reported to the relevant national society of the country or countries in which the disaster took place. Based on the information received, if the humanitarian items that are required for the victims are more than the capacity of what the national society can provide, efforts are made to mobilise additional support.

The next phase is when the mobilization of additional aid is organized. Items requested from the field are entered into a "Mobilisation Table," which is the tool in humanitarian logistics supply that is used to track the requested items, item quantities, and expected unit costs. The mobilisation can be done using telephones, one-on-one contacts and in recent times the use of the internet. Almost invariably, in most large scale disasters, donors' meetings or conferences are organised to receive commitments and pledges.

The mobilisation phase is followed by what has come to be known as "filling the pipeline." When all the cash and kind donations have been mobilised, shipment which is referred to as "consignment" in humanitarian logistics supply is undertaken for the logistics personnel as well as the Operations Support personnel working in the field to do the distribution. The last phase in the chain is the "receipt of goods" when the consignment reaches the destination and distribution begins. It is at this phase in the link that the importance of in-country transportation can be better appreciated.

Clearly, the local transport factor has not been well captured or given adequate emphasis in the relief supply chain. This point is what is referred to as the "last mile of delivery," which is from the arrival of the goods in-country to the actual distribution to beneficiaries within that country. The last mile of delivery is essentially the dynamics of distribution of relief supply to the beneficiaries. Indeed when delays occur to prevent relief items from reaching their final destination, then the whole efforts from notification, mobilisation,

filling the pipeline and receipt of day due to war and its devastating Undoubtedly, therefore, transportation. or transport, is a very crucial factor in the supply chain.

The importance of the transport factor and accessibility to victims of disaster is the case of the South Asia earthquake in October, 2005. When an earthquake with a magnitude of 7.6 on the Richter scale struck 95 kilometres northeast of Islamabad in Pakistan, tremors were felt throughout South Asia from Kabul in Afghanistan, to Delhi in India, and 3.5 million people were rendered homeless. Due to the geographical and transportation related difficulties of accessing villagers in the mountains of northern Pakistan, this operation faced significant challenges to humanitarian organisations in terms of scope and delivery. What compounded the situation was that originally, so many of the remote villages which were affected already had both limited physical and institutional access to any outsiders, whether they were officials from the local government or personnel from non-profit organisations.

When it comes to disaster in whatever form, its nature, the required management response and past efforts always appear to be inadequate. For example, Pushpanath indicates that "Disaster response has been described as the last resort of the amateur, an unkind assessment but not without a grain of truth. . Disaster generates an emotional response and, with each new disaster, new disaster organizations are born. And past lessons on disaster management have to be learnt anew".

As indicated earlier, what appears to have been given little attention in humanitarian logistics supply literature is the transport component. This is particularly important in the Ghanaian case where a greater proportion of the country can only be reached through a network of feeder roads some of which have seasonal access or can be accessed with difficulty.

Responses To Disasters In Africa

Disasters are also common in certain parts of Africa, particularly in the Central, Eastern and Southern Africa. According to Pushpanath, the region has suffered, and continues to endure, more than its fair share of disasters: political and so-called natural. In the 1990s, the United Nations estimated that in Angola alone, at least 1000 people died every

supplies would have failed. consequences. In addition to this estimation, the drought of February 1992 to September 1993 was significant, on account of the extent and scale of its impact on an already vulnerable population, within the context of the very limited capacities of governments in the region. Indeed, most independent observers and development workers feared that relief measures would be neither effective nor sufficient to stave off a majority tragedy. What is not clear from this is whether the transportation component of the relief or humanitarian supply chain affected relief efforts but indeed, this could have been the situation.

> The approach adopted by Oxfam in Zambia aimed not only to empower the immediate constituency - the people affected by the drought - but also those who worked alongside them, and ultimately the donors themselves, who became involved in the struggles of ordinary people in an active and dynamic way. The programme stipulates that 'its priority is to investigate a disaster and to assist with appropriate relief'. According to Pushpanath, in the context of Zambia, it was interpreted as aiming to:

- Support the capacity of Zambian groups and NGOs to prepare for and respond to emergencies, thus reducing the temptation for Oxfam to go operational during disaster situations;
- Make its own independent assessment, while training its counterpart organizations to become involved in the assessment process;
- Ensure that responses are informed by an analysis of the respective roles of men and women, and by attention to issues of sustainability;
- Design relief interventions to address causes as well as effects, so that relief and recovery are seen as the two sides of the same coin;
- Communicate the underlying causes and future implications of the disaster for vulnerable people to policy-makers, donors, and others, through all possible channels;
- Share and build on Oxfam's incountry and international experience;
- Promote co-ordinated and integrated approaches among and within NGOs;

perceptions of problems, and to community- based participation, especially of the most vulnerable categories of people. As far as humanitarian logistics and emergency aid are concerned, the interest of Pirotte et. al. (1999) is on the social context. The survival strategies of populations, especially rural ones, are invaluable advantages which must be sustained. Their efforts have been towards finding answers to how to make use of the positive energy generated by the perspective of reconstruction, people's capacity to adapt, and the human dignity often revealed by disaster.

They indicate that although the international community has made progress in the field of emergency action; increased speed of reaction, targeted interventions and fostering of social awareness too often neglect the particular needs of women, and sometimes even contributes to diminishing their status. Although the social differentiation between men and women transcends differences relating to material wealth, age groups, occupation or ethnic groups, it contains areas of specificity; the immediate needs of women in emergency situations; Different forms of subordination of women; and the role of women in reconstruction and reintegration. Their recommendations for the conception of emergency interventions therefore include:

- to involve the affected communities and in particular women in the preparation of emergency aid plans, their implementation and follow-up;
- to respect views of the local communities, including women, and to elicit their capacities and technical skills:
- to build up the capacity of local organisations and in particular women's organisations that can benefit the entire community;
- to address both the immediate problems through timely intervention, and the long-term needs; and
- to recognise that, finally, the measure of a successful intervention is in the positive, long-term impact it has on the community as a whole.

Transportation Conditions In Difficult Access Regions

In this section, a limited sample of three districts in the Volta, Northern and Ashanti Region are selected to show the extent of their needs and also to make some inferences about the transport access of the residents of the selected

Encourage and give voice to local factor in the supply of humanitarian districts to development benefits either logistics in Ghana; especially during times of disaster.

> In order to understand the crucial role of the transportation factor in the supply of humanitarian logistics in particular and development benefits in general, it may be useful to explain the current development situation in the selected districts and its connection with transportation.

For the Bunkprugu Yunyoo Districts (just like all the other districts in the northern part of Ghana), the Population and Housing Census indicated that it is a highly deprived district. Between 50 95 per cent of communities travel more than 10km to reach a postal facility, less than 5 per cent have access to telephone facility and under 5 per cent of all communities have access to local hospitals (Ghana Statistical Service, 2005).

The situation is not very different from the other two selected districts. In the Amansie East district, about 38 per cent have never attended schools and 14 percent do not have access to potable water. In the case of the Krachi West District, about half of the communities still drink from streams and rivers. On the basis of these revelations, it is logical that these districts and several other ones in the country need to be on the priority list of development agencies to send development benefits to them.

The irony however, is that, in spite of the fact that these areas are deprived about 80 percent of all the roads in the selected districts (Krachi West, Bunkpurugu Yunyoo, and Amansie East districts) are feeder roads and their conditions are generally 'poor' although some improvements have occurred in recent times. The roadways are poorly defined and the sides are overgrown with weeds on account of several years of neglected maintenance. Typically, the roads lack drainage structures and log bridges are rather common on these roads.

Most culvert approaches have been washed away as a result of which the roads become inaccessible; especially, during the rainy season. In some cases, there could be one or two wash-out sections along the road which further impedes accessibility. The situation is worse in the rainy season and this discourages transport operators from servicing these districts. As a result, the vehicle supply situation is severely limited and traffic volumes are low. Clearly, these difficulties limit the located away from them or delivering it to them in the district.

Residents in the districts, particularly women and children, are compelled to walk long distances to reach infrastructural facilities such as health centres, banks, and post offices. In addition, there is a substantial amount of head loading along these poorly trafficked feeder roads because of the limited supply of transport vehicles as a result of which transport fares and tariffs are relatively high and beyond the reach of many rural dwellers.

Accessibility is also constrained by very low vehicle speeds ranging between 20km/hr and 50km/hr mainly as a result of poor road conditions. The result is very long travel times to various destinations. For example, in the Krachi West and Amansie East Districts, it takes between 2 and 3 hours to cover a distance of 100km which could ordinarily have been done in about one hour if the roads were in good conditions.

It was revealed that even though the main mode of transportation in the selected districts is road transport, the residents combine various means by using both motorized and nonmotorized transport. In the Krachi West District for example, in addition to water transport, the use of bicycles, tractors, motorcycles, animal-drawn-carts, and cargo trucks is very prominent. This is not so in the Amansie East District where the services of mini-buses and medium trucks operate. What is common to all the selected districts, and which is also common in Ghana, is the role of the private sector in the provision of transport services.

As can easily be appreciated, a combination of the foregoing factors and conditions can easily affect the implementation of any well conceived logistics scheme in times of emergency when time is of real essence. Under such circumstances, several development needs and supply challenges arise as presented in the next section of this paper.

Development Needs And Supply Challenges

Emergency Situations

The development needs that may have to be considered when it comes to supply of logistics and development benefits within the context of emergency situations include election materials (ballot boxes, ballot papers etc), medical supplies, water, food, clothing, and blankets etc.



In fact, election materials have been considered here as emergency supply need because elections are held within a specified time period of the day; and if materials arrive late, it will affect people's participation in the whole election process. This could lead to avoidable legal battles challenging election results which could threaten the country's peace.

In the case of medical supplies, food, water, blanket etc., they are urgently needed in the event of disasters both natural and man-made. It is important to note that even though all these humanitarian supplies can be mobilized easily, if they do not reach the beneficiaries as a result of difficult accessibility, all efforts will be fruitless. It may, therefore, be inferred that easily accessible road corridors can facilitate the ability to meet development needs and supply challenges.

Non Emergency Situations

The non-emergency situations are normal periods when development efforts should reach the beneficiaries. In fact, the supply of educational materials to schools is one example. In this case, even though the need may not be urgent, it eventually slows the teaching and learning activities of beneficiary schools. Another example is the need to reach residents with civic education programmes. It is true that, the longer it takes to reach the people, the more difficult it will be in getting them to participate in the development decisions that affect their own lives. This could slow down the development efforts of the District Assemblies and contribute to entrenching poverty and deprivation.

Planning The Transportation Component: The Way Forward

For an effective planning and implementation of the transportation component, involvement of stakeholders is recommended. In addition to the beneficiaries, it is important to include the road development agencies, the National Disaster Management Organization and

amongst others. By virtue of their development role, it is recommended that the District Assemblies take the lead role. To facilitate the planning of this component, a few steps are outlined in the concluding section of the paper.

I. Mapping of existing Transport Systems

It may be useful to map all the Conclusion transportation systems in the difficult access regions in Ghana. Such an exercise will provide adequate information on the transport systems that can be used for planning purposes. The elements that need to be captured include the road network, density and road operating conditions during rainy or wet seasons and dry seasons. In addition to these, the various modes and means of transportation in each of the districts must also be captured. This is important because, the combination of the various means and modes of transportation will largely depend on several factors including socio-cultural, physical (particularly in terms of terrain and relief conditions) and economic. Where river transport is important, the seasonability of flow, rainfall patterns and the types of boat and canoe services and the institutional arrangements for the operations of water transport services must also be obtained.

ii.Identification and mapping of crucial if their real needs are to be **Transport Constraints**

Once the mapping exercise has been existing and potential constraints that explain the weaknesses in the operations of the general transport system in the districts. This must be done for the various categories of motorized and non-motorized transport, water transport services and air transport; where appropriate. One reason why the constraints may be isolated for the various means of transport is that when it comes to co-ordination of the supply of humanitarian logistics or other development benefits, the various means of transport will pose various and unique challenges that need to be understood and addressed appropriately.

iii. Design Strategies to address the Constraints

The next stage will then be the design of strategies to address the various constraints identified. For example, where a region can only be accessed by combining road and water transport, there is the need to ensure that the road with good conditions connect the development.

the District Assemblies; appropriate rivers that offer all-year access. The District Assemblies in such regions may have to acquire motorcycles and bicycles to be on standby to be used during emergencies. This will have to be complemented by the provision of wireless telephone facilities connecting the offices of the Regional Coordinating Councils (RCCs), District Assemblies, Town and Area Councils as well as palaces of traditional rulers in all communities.

In all the situations discussed in the foregoing, it was realized that, the transportation component in humanitarian logistics supply appears to have been given little attention. This is particularly important in the Ghanaian situation where a greater proportion of the country's roads are rural and generally inaccessible. This clearly limits the access of disaster victims to humanitarian logistic supply located away from them. Again, in the Ghanaian case, it was also realised that poor conditions of most roads tend to influence travel speed which is critical within the entire supply of humanitarian logistics for sustainable development.

Socio-economic factors are also important in the planning of humanitarian logistics and they include age, sex, material wealth, occupation and ethnicity. In addition, targeting to satisfy the needs of various socioeconomic groupings of people is also satisfied.

done, there is the need to identify all the Based on good practices in other countries, there is ample scope for the participation of the private sector; especially, the non-governmental organisations in the supply of humanitarian logistics for sustainable development in Ghana. In addition to this, the District Assemblies have a major role to play. However, they need to be adequately resourced to enable them plan more comprehensively to cater for emergencies should the need As a first step, the District Assemblies need to gradually rehabilitate most of their feeder roads to facilitate more effective and efficient movement of goods and people in the supply of humanitarian logistics. In view of the close link between transport and logistics, on one hand, as well as logistics and sustainable development, on the other hand, it can be inferred that improvements in road transport in Ghana will enhance logistics distribution. The latter will also contribute immensely to sustainable



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 Oppisite 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

The Freight Forwarders' Role In International Trade

By Captain William Amanhyia, Education Manager, GIFF



fragmentation of global production processes, technically referred to as Global Componentary, as well as the integration of manufacturing and distribution activities as in the Just-intime concept, transportation has now become an integral part of the production line. Consequently, the Freight Forwarder, considered as an architect of transport systems, has now become the small but an important cog in the wheel that drives a country's economy.

Freight Forwarding has thus become a vital part of international trade activity and companies intending to become international may face many difficulties if they do not take into account how their products will be delivered to the market. therefore needs to be addressed at an early stage of the development of an export marketing plan as it raises several concerns that ought to be addressed quickly. Not only does the potential exporter need to understand which INCOTERMS (trade terms) to stipulate and work to, but the method of transport especially with the new focus on environmental issues is also another factor that needs to be considered, as is insurance. Much of the hassle can be taken out of the exporter's hands by using an effective freight forwarder, but the forwarder helps to decide: as with any supplier, care needs to be taken to ensure that the supplier meets . Which carriers to use the needs of the organisation.

In the selection of a freight forwarder to • The most economical shipment size

Currently as a result of the increased undertake export transportation, there are several factors to take into consideration. Cost for example will probably be one of the most important . criteria so it is important to approach more than one forwarder in the first instance to ascertain the best price. Although rates between forwarders in Ghana may not vary much because some forwarders specialise in some destinations, their rates for those areas may invariably be better. Always find out whether the service to the destination you require is the forwarder's own service,- e.g. using their international network or whether they will subcontract the work to another forwarder subcontracted work will usually be more expensive.

The Ghana Institute of Freight The issue of freight forwarding Forwarders: 'GIFF' is the professional organization for Ghanaian freight forwarders and is also affiliated to FIATA, The International Federation of Freight Forwarders Association, considered as "The Global Voice of International Logistics": To qualify for membership, forwarders must adhere to certain standards of ethics and also needs to be considered. Packaging regulations. This results in the maintenance of a generally high standard in operation by GIFF members. Ghanaian freight forwarders can provide a number of services. During the initial planning phases of exporting,

- · Best days of the week to ship
- · The best route

At the beginning of a sale, a forwarder can also provide the exporter with a quotation on:

- · Freight costs
- · Port charges
- · Cost of special documentation
- · Insurance costs
- · Freight forwarder's fees especially at destination (if required)

This information can be used in the preparation of an accurate price quotation to foreign customers. At the shipper's request, the forwarder can make the actual arrangements and provide the necessary services for expediting the shipment to its overseas destination. This can include

- Booking space with the carrier
- Completing export Documentation
- Arranging for cargo insurance
- Advising on foreign import regulations
- Providing guidance on packaging, marking, and labelling
- Arranging for products to be packed and containerised at the exporter's request

Some forwarders are also freight consolidators and act as Non-Vessel Operating Common Carriers. Nonvessel operating common carriers (NVOCCs) book space on ships in large quantities at lower rates and sell space to shippers in smaller amounts. NVOCCs consolidate small shipments into containerloads that move under one bill of lading. More favourable rates are passed on to the shipper and therefore smaller shippers, with less-than-containerload (LCL) shipments, can take advantage of the lower costs associated with being a big shipper. Services typically offered by NVOCCs, in addition to customary services provided by freight forwarders, are: Consolidation of freight and Financial liability for goods due to loss or damage Consolidation of cargoes especially at Container Freight Stations brought closer to cargo origin (in Ghana that translates into the countryside) reduces the hassle involved in exporting and will serve as an encouragement for more people

to get involved in export to complement the government's export drive. Because transportation is now a part of the production line, the Government's export promotion efforts necessarily need to involve the freight forwarders who facilitate the movement of freight. Most Ghanaian Freight forwarders are also Customs brokers and act on behalf of exporters and importers to clear goods through customs and deliver the items to the importer's warehouse. They are licensed by CEPS.and regulated by their respective trade/professional associations

In summary, Ghanaian Freight forwarders do some or all of the following:

- find the most appropriate and costeffective way of moving goods
- · prepare goods for dispatch
- communicate with carriers such as road, rail, air and sea companies
- book transport cargo space and prepare quotations and invoices
- · confirm transport arrangements
- complete export documentation such as Bills of Lading
- liaise with international freight forwarders to arrange pick up and delivery of goods
- advise clients of the costs of transporting goods and of the arrangements that have been made
- record movement and placement of goods while they are in transit
- check incoming goods against documents
- keep records of goods dispatched and received
- · clear goods through customs
- arrange insurance for goods, and the payment of duties and taxes
- organise the delivery of goods for export or to an importer's premises.

To be effective and efficient, Freight forwarders need to have:

- excellent people and customer They also wish to be free from foreign service skills equity ceilings, and want to have access
- good verbal and written communication skills
- · problem-solving skills
- · record-keeping and numeracy skills
- basic computer skills.
 Freight forwarders need to know

about:

- Applicable Customs rules and regulations
- · Tariff structures applicable
- International laws and standards regarding the transport of goods.
- · Transport systems
- Shipping terms and United Nations port codes
- Methods of packing and stowing goods
- Carriage of goods laws, including dangerous goods regulations

Although there are no specific educational requirements for the job, to ensure its members perform professionally, the various professional bodies require their members to have the Basic School Certificate applicable in their country To achieve professional competence; GIFF has introduced compulsory internal training, for all its registered members. A tertiary qualification in logistics and maritime transport is a good qualification to have when planning to enter into a career in Freight forwarding. The Ghana Institute of Freight Forwarders has set up a system to ensure its members can perform to the required International standards by introducing the 9-month FIATA Diploma in International freight forwarding by Vocational training

The Ghanaian freight Forwarding Industry needs a legal backing to be able to instill strict professional discipline in the industry. At the recent GATT talks, maritime service providers which include freight forwarders in response to the needs of their customers wish to be free to locally establish their own branch offices, be able to conduct marketing and sales activities, set up their own shipping agency services, customs clearance services, and be allowed to carry out the full range of intermodal services, including cargo handling, storage and consolidation.

They also wish to be free from foreign equity ceilings, and want to have access on a non-discriminatory basis to all port and ancillary services.

Although this might be thought of in terms of deregulation and might be deemed as economic progress, the poor

record of African countries in policy implementation might make it impossible to effectively exercise required control of foreign maritime service providers if they are given access to those services which have traditionally been the preserve of indigenous companies. After all, a country like the US could not regulate a MNC like ENRON and look at what happened. The WTO makes provisions for a sovereign government to declare those aspects of maritime services which it wants to reserve for its nationals and I believe the freight forwarding industry and the ship husbandry sectors should be treated as such. At present, there is no indigenous local shipping line representative and the. capital flight or what I prefer to refer to as a hemorrhaging exodus of capital out of the country might be quite horrendous.

Reserving some aspects of the maritime service provider sectors for indigenous businesses means any gains made could be passed on to Ghanaian shippers. Rebates such as Freight forwarders commission which is normally given to freight forwarders when cargoes are consigned through them is usually passed on to shippers as reduced freight.

Although it is the normal practice in the trade to pass this savings on to shippers as reduced freight when they consign cargo direct to shipping lines, foreign shipping lines and their equally foreign local representatives have kept this to themselves.

The apparent monopoly which these foreign companies enjoy because of their market dominance has largely been responsible for the non-transparency of shipping charges in Ghana and their absolute disregard for national administrative authority. Reserving part of the logistics chain for Ghanaians acts as a hedge against opportunistic commercial exploitation. The freight forwarding sector is the ideal sector for this.



Merlin Shipping Agents

Merlin Shipping provides the following vital support:

Cargo preparation and Consolidation - expert advice and technical assistance.

- 0 Haulage delivery to our client's preferred port & destination.
- 0 Cargo Loading - for African imports and exports.
- 0 Pre/destination shipment inspection and provision for inspection facilities.
- 0 On-carriage arrangements - through accredited suppliers.
- 0 Multi-purpose shipping benefits.



Head Office

Merlin Shipping Agents 80, Culcutta Road Essex, RM 18 7QJ, United Kingdom Tel. +44 1375 844 233 Fax:+44 1375 844 299 e-mail:mshippinga@aol.com website:www.merlinshipping.com

West Africa (Ghana)

Merlin Shipping Ghana Ltd. Meridian Plaza, 1st Floor, Room 101 P. O. Box 434 Community 1, Tema. Tel. +233 22 206 430 Fax: +233 22 213 604 e-mail:merlin@africaonline.com.gh website:www.merlinshipping.com

United Kingdom Ghana USA Belgium Honkong Dubai

MERLIN SHIPPING GHANA LIMITED

Meridian Plaza, 1st Floor, Room 101. P. O. Box 434, Community 1, Tema. Ghana - West Africa.

Ghana Standards Board

Ghana Fishery Products Regulations

products regulation

from Europe. All stake

document and all

necessary corrections

training was also

conducted for the stake

holders. The document (FPR) has now been

sent to all trade partners

for comments for its

full implementation in

Further

were made.



■ From the Farm to the Fork Fish Inspectors examining for fish quality

The Fishery Products Regulations (FPR) defines the general food safety and hygiene conditions applied to fish and fishery products. They also set out the system of official control, i.e. activities undertaken by government control authorities to ensure that, regulatory conditions are complied with.

Since 1964, European food safety legislation has taken into account food hygiene. The fourteen (14) relevant directives that, until now, have guaranteed consumer protection, cover at the same time aspects such as animal health and official controls carried out by the Competent Authorities (CAs) in member states resulting in a complex situation.

The general approach adopted by European law is to apply the equivalent conditions to food imported from third countries as it does to food produced within the EU. The general requirement is that conditions applied to a "Third country" supplies should be "at least equivalent" to the conditions deferred in the legislation.

It does not require that conditions are the same but that they have equivalent effect, thus providing a degree of flexibility for the development of control systems within the context of the third country situation.

DETAILS:

The FPR are based on the following **European Commission Regulations:**

- EC178/2002; laying down the general principles and requirements of food law, establishing the European Food Safety Authority and laying down procedures in matters of food safety.
- EC 882/2004; on official controls performed to ensure the verification of compliance with feed and food law, animal health and animal welfare rules,
- EC 852/2004; on the hygiene of
- EC853/2004; laying down specific hygiene rules for food of animal
- EC 854/2004; laying down specific rules for the organization of official control on products of animal origin intended for human consumption.

Compliance with the FPR is necessary for export of fish and fishery products in general but especially to the European Union, even though the FPR is elaborated for local industries to ensure a high level of protection of human life and health, and the

To this effect, fishery protection of consumer's interests.

(FPR) was developed The content of FPR includes:

for the country with the Part I: Preliminary interpretation and help of consultants definitions

holders were invited Part II: Competent Authority for discussion of the empowerment organization and responsibilities

> Part III: Enforcement Acts and Regulations, the legal basis for the FPR.

> Part IV: Regulation and Approval Vessels establishments, cold stores etc.

Part V: Requirements for placing on the Market of Fishery Products.

Part VI & VII: Importation and Exportation conditions (Requirements)

Part VIII: Health control; National Environmental Monitoring Programme, control plan for production conditions.

Part IX: Condition Applicable to vessels

Part X: Requirements for landing and unloading of fishery products.

Part XI: Quality Assurance System and Production conditions which include:

- **Best Plant Practices**
- Best Maintenance Practices
- Best Potable Water Practices
- Best Raw Material Practices
- Best cleaning and Distribution Practices
- Best Hygiene Practices
- Best Pest Control Practices Best Manufacturing Practices
- **Best Storage Practices**
- Best Transport Practices and
- Best Waste Disposal Practices.

Part XII: Conditions for the use of Food Additives and:

Part XIII: Product Safety Assurance System for Preparation and Processing of Fishery Products Hazards Analysis and Critical Control Points (HACCP).

Company Profile

APS

Atlantic Port Services Limited



History

Atlantic Port Services Limited (APS) was established in 1969 by Chief Hamilton Kweku Biney of blessed memory. Chief Biney was a business tycoon, a philanthropist and a man of great repute.

The coming into being of Atlantic Port Services Limited (APS) was to meet a crisis situation created as a result of the laying off of employees perceived to be loyal to Chief Biney when he managed the defunct Ghana Cargo Handling Company (GCHC). GCHC was a joint state-private partnership between the Government of Ghana and W. Biney and Company (Gh.) Limited for the purposes of handling cargo at the new seaport of Tema opened in early 1960. After nearly a decade of operations the government terminated the agreement under which W. Biney was the Managing Agents of GCHC. With the change in management of GCHC several employees were declared redundant.

Humanitarian as he was and moved by compassion, the late Chief Biney, set out to put to productive employment the talent, experience and skills of the redundant persons. Thus, Atlantic Port Services Limited (APS) was incorporated in November 1969 to cater for these hardworking and able bodied dockworkers. In early 1970, the Government of Ghana granted

licence to APS to undertake cargo handling operations in the two port of Ghana.

On 1st July, 1970 the company plunged into full business operations at Takoradi to be followed on 1st October the same year at Tema. The coming into operations of APS changed the operational scene of the ports. The monopoly which had hitherto been enjoyed by GCHC, now GPHA, was broken. Competition became the order of the day. Having enjoyed absolute monopoly for nearly a decade, GCHC could not stand the stiff competition offered by the new stevedoring company. It became necessary for GCHC to seek government intervention.

Free competition was scrapped and the allocation system was put in place to restore sanity into the cargo handling operations in the ports and to guarantee optimal business for the state organisation. APS was allocated 15% of all stevedoring business through the ports. This practice of cargo allocation has persisted to date.

Though short-lived, APS chalked a remarkable achievement. It won the admiration and respect of foreign shipping lines calling at the ports of Ghana and was the preferred stevedoring organisation. Its reputation went far and wide as

reputable stevedores, reliable and competent.

That the allocation system did not impact negatively on APS was to understate the fact; but the company under the dynamic leadership of its founder quickly adjusted and took control of its new situation. Team work and the bond of solidarity among the workers won the day for the company. APS has remained steadfast and focused and weathered the storms that came it way.

As the oldest stevedoring company in the ports of Ghana, APS has continued to maintain a high level of performance, ensuring quick turn-round of vessels and guaranteeing safety of cargo, vessel and above all human life.

Vision

Its vision is to be the best cargo handling company on the West Coast of Africa.

Mission

To provide cost-effective multi-modal cargo handling services which afford ship owners quick turn-round time at the port and also in the company's supplementary activity provide competitive, efficient and reliable haulage services and warehousing to clients while placing emphasis on the company's human resource as its most valuable asset.

True to it vision and mission, APS has over the years proved itself as leader in the port industry. With an unblemished track record of nearly four decades, the company has continued to maintain good working relations with all stakeholders in the industry. It has been the single collaborative partner of the Ghana Ports Harbours Authority (GPHA) during the hectic times of the rehabilitation of the ports through to the various phases of through to the various phases of reforms which have transformed the ports to its present stage. There is no doubt that APS has contributed tremendously to the transformation of the port and to the national economy.

Leadership Role

APS was the catalyst in the formation of the first ever Ghana Association of Stevedoring Companies, a mouthpiece of private stevedoring companies operating in the ports. Its Managing Director, Victoria Maame Hajar (Mrs.) became its first president. She provided a dynamic leadership through the teething stages to get the Association to stand firm.

APS supported and promoted the formation of Ghana Dock Labour Company for the supply of labour to port organizations.

It was with GPHA and the MDU when the idea was mooted and it actively took part in all deliberations of the company.

It supported financially as a stakeholder in the venture. It is a member on the Board of GDLC.

Diversification

In the 1980s, APS bade for a tender with the Ministry of Food and Agriculture and won the tender for the Management of its National Fertilizer Warehouse at Tema. It did not only manage but also was the main handler of imported fertilizer at the Tema port. It organized its delivery into the warehouse and subsequently distributed them to designated depots throughout the country.

APS so successfully managed the National Fertilizer Warehouse on behalf of the Ministry that the operation earned the company the recognition that attracted many companies to consult it for management of warehouses.

Haulage

With the global recession, the company diversified into haulage, carting general cargo containers to various destinations in the country. It operates a fleet of articulator trucks capable of hauling all types of cargo. The ultimate objective of the haulage department is to enter the multi-modal transport system based on years of experience in shipping and port related activities. The haulage section has now been absorbed by the its subsidiary company, ATLAS MANUFACTURING & ENGINEERING COMPANY LIMITED to strengthen its fleet of articulators

Management Team

The present cream of functional Management team has enormous skill, experience, and considerable industry exposure. The Management /Employee relationship is cordial and healthy, hence the industrial harmony and peace.

Equipment

The equipment position of APS has continued to improve as new fleets are added to existing ones. Currently, with its wide range of equipment, it is reasonably equipped to handle all types of ships and cargo.

Staff

APS boasts of a well trained and disciplined workforce which is its valuable asset. They are dedicated, loyal and team work is their hallmark.



In pursuance of its diversification policy into areas complimentary to its core business, APS acquired a 100% share in Atlas Manufacturing and Engineering Company Limited, a plant pool, 'haulage and warehousing company in 1999. APS had further developed a custom Bonded Container Freight Station of 18,223 square meters storage capacity. Atlas has an open space and closed warehouse with a combined storage of 17,800 square meters. Atlas is a one-stop logistics platform for users of Tema port.

It has a well-maintained fleet of haulage trucks for transportation of containerized and general cargoes to destinations within Ghana and beyond. APS and it subsidiary, Atlas can boast

Atlas Manufacturing & Engineering Co. Ltd.

of a strong and inter-linked stevedoring, container handling and haulage operations.

Customer Relations

APS /ATLAS are committed to offering high quality customer focused services. Towards this realization, they go to great lengths to ensure that we meet our customers' needs and exceed their expectations.

Awards

APS has won several national awards for its outstanding services in the ports and its social corporate responsibility as a company.

At the 75th anniversary celebration of the Port of Takoradi in December 2003,

Atlantic Port Services Ltd was adjudged the leading stevedoring company at the port of Takoradi over a period of five years and was awarded a Certificate of Honour. In the same year, Ghana Employers' Association awarded the Trainer of the Year Award to APS for being the Best Trainer 2001.

Corporate Social Responsibility

APS has been alive to its social corporate responsibility since its inception. For its continuous contributions to the National Farmers' Day celebration, APS was awarded a Certificate of Sponsorship by the Ministry of Food and Agriculture.



BUSUA BEACH RESORT

A GOLDEN BEACH HOTEL

HAPPY HOUR

anytime, anywhere.



As part of the Golden Beach Hotels chain

Busua Beach Resort

has become the ideal choice for
visitors who want something different.

Set by the seafront, Busua provides the ideal entertainment setting for holiday lovers and business persons alike.

for more information and reservations please call the corporate office on

+233 21 781 621 +233 21 771 626

· Busua:031 933 07-9

info@gbhghana.com · www.gbhghana.com

Uniquely Golden, Traditionally Ghanaian

MARITIME TRADE REVIEW

SUMMARY OF GHANA'S MARITIME TRADE - 2006

	(January-l	December, 2006)		
	IMPORTS	EXPORTS	TOTAL	% SHARE OF PORTS
TEMA PORT	7,102,861	1,142,690	8,245,551	65
TAKORADI PORT	1,429,591	3,067,748	4,497,339	35
Total	8,532,452	4,210,438	12,742,890	
%SHARE OF IMPORTS AND EXPORTS	67	33		
TRANSIT	595,282	109,788	705,070	
THROUGHPUT	9,127,801	4,320,259	13,447,960	
% SHARE OF TOTAL THROUGHPUT	68	32		

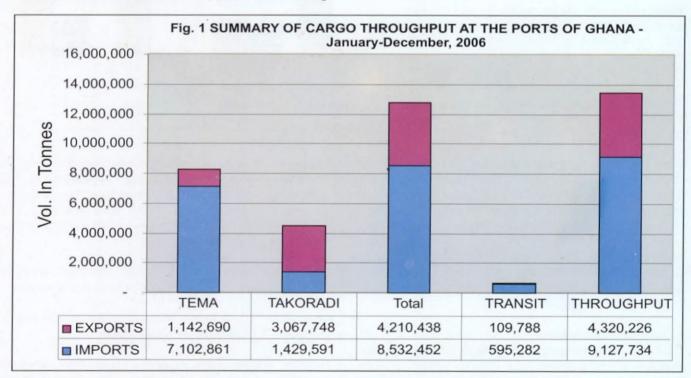
Table 1 above gives a summary of the performance of the import and export trade of Ghana through the sea ports of Takoradi and Tema for the year 2006. Total maritime trade (import and export) for the period added up to about 13.4 million tonnes. Of this total, imports constituted more than 9.1 million tonnes and export amounted to about 4.3 million tonnes.

Total Ghanaian trade share through the Takoradi port was about 4.5 million tonnes while Tema port recorded more than 8.2 million tonnes. The Tema port recorded more than seven (7) million tonnes of the total import while Takoradi port declared 1.4 million tonnes.

For export, Tema port contributed about 1.1 million tonnes while Takoradi recorded more three (3) million tonnes. Fig. 1

below depicts a clearer explanation of the situation, showing the increasing trend of the Takoradi port as an export port and Tema port an import port. It can also be seen from Fig. 1 that Ghanaian imports have continued to outstrip exports.

Table 1 (above) also indicates the total transit figure of 705,070 tonnes which was an addition to the total throughput of 13.4 million tonnes at Ghana's seaports. The total was made up of over 9.1 million tonnes of imports and 4.3 million tonnes of export. The transit tonnage represented about 5% of total throughput at the Ghanaian ports, and an increase of less than 1% over the 2005 record. It was made up of 595,282 tonnes of import with over 82% transiting through the Tema port, and 109,788 tonnes of export also with 82% going through Tema port.



Import Trade

The maritime trade was captured under three major groupings - Liner, Dry Bulk and Liquid Bulk. The liner

import consisted of various forms of cargo in different types of packaging, while bulk import dealt with single homogeneous commodities.

Table 2 SUMMARY OF THE MARITIME IMPORT OF GHANA BY TRADE TYPE IN TONNES January - December, 2006

	TAKORADI	TEMA	TOTAL	% SHARE OF THE GROUPINGS
LINER	279,306	3,526,451	3,805,757	45
DRY BULK	1,087,600	1,243,979	2,331,579	27
LIQUID BULK	62,685	2,332,430	2,395,115	28
TOTAL	1,429,591	7,102,860	8,532,451	100
% SHARE OF PORTS CONTRIBUTION TO TOTAL IMPORT TRADE	17	83	100	

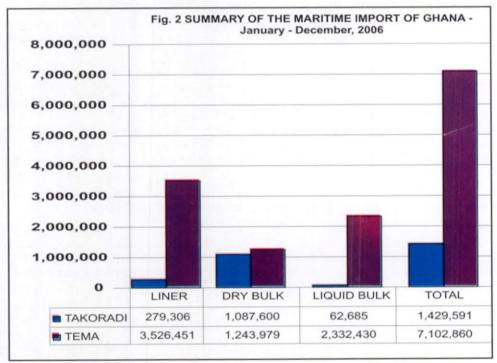
Table 2 above indicates how the maritime import for the year performed in the various trade types. Total import to Ghana was about 8.5 million tonnes of which liner import recorded the highest share of 45% of total import. Of this the Tema port accounted for more than 83% while Takoradi port contributed the rest - 17%.

The dry bulk import trade constituted 27% of total import with the port of Tema handling about 53% and Takoradi port accounting for the remaining 47%. Liquid bulk import was 28% of the total import trade. The Tema port recorded more than 97% while Takoradi port accounted for the remaining 3%. Fig. 2 below is a pictorial representation of the situation.

Import Commodities

Total import for the period was 14% more than what was obtained in the previous year (2005), increasing from 7,482,760 tonnes in 2005 to 8,532,454 tonnes in 2006. Liner import gained a 9% increase over the 2005 figure, with dry bulk gaining a significant increase amounting to 18% over the 2005 figure. Liquid bulk also rose by 18%.

The highest imported commodity for the period was clinker which constituted 18% of total import. This was followed by petroleum products and crude oil with about 16% and 11% respectively. General cargo (6%), processed food and beverages (6%), floor tiles (5%), rice (4%) and bulk grains (4%) followed in that order.



Other imported items for the period included iron/steel (3%), chemicals (2%), sugar (2%), polythene raw materials (2%), limestone (1.6%), frozen meat/food (1.5%), car/vehicles (1.5%), bulk cement (1%), alumina (1%), bulk fertiliser (1%), spare parts (1%) and others.

Between 1999 and 2006, imports in general have shown an up and down trend, declining every other year by 7% in 2000, 12% in 2002, 5% in 2004 until 2006 when it increased by 14%. This is shown in Fig. 3 below.

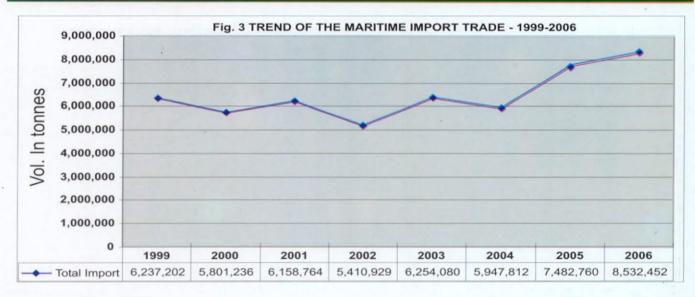
Import Commodities

Total import for the period was 14% more than what was obtained in the previous year (2005), increasing from 7,482,760 tonnes in 2005 to 8,532,454 tonnes in 2006. Liner import gained a 9% increase over the 2005 figure, with dry bulk gaining a significant increase amounting to 18% over the 2005 figure. Liquid bulk also rose by 18%.

The highest imported commodity for the period was clinker which constituted 18% of total import. This was followed by petroleum products and crude oil with about 16% and 11% respectively. General cargo (6%), processed food and beverages (6%), floor tiles (5%), rice (4%) and bulk grains (4%) followed in that order.

Other imported items for the period included iron/steel (3%), chemicals (2%), sugar (2%), polythene raw materials (2%), limestone (1.6%), frozen meat/food (1.5%), car/vehicles (1.5%), bulk cement (1%), alumina (1%), bulk fertiliser (1%), spare parts (1%) and others.

Between 1999 and 2006, imports in general have shown an up and down trend, declining every other year by 7% in 2000, 12% in 2002, 5% in 2004 until 2006 when it increased by 14%. This is shown in Fig. 3 below.

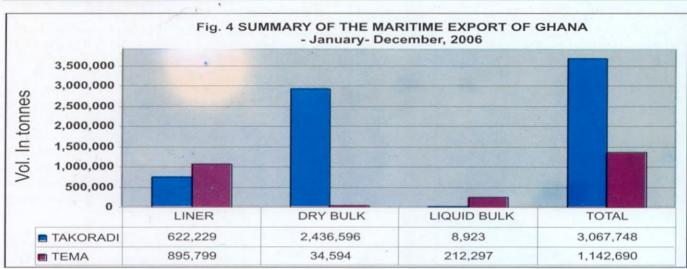


Export Trade

Ghana's maritime export was recorded in the three different parts as mentioned in 1.2 above. Table 3 below provides an indication of how the export trade of Ghana fared in the year 2006. Total liner export constituted 36% of total export while dry bulk export was 59% and liquid bulk export was about 5% of total maritime export. Table 3 and Fig. 4 below depict the performance of the export trade for the period.

Table 3 SUMMARY OF THE MARITIME EXPORT OF GHANA BY TRADE TYPES IN TONS January - December, 2006

	TAKORADI	TEMA	TOTAL	% SHARE OF THE GROUPINGS
LINER	622,229	895,799	1,518,028	36
DRY BULK	2,436,596	34,594	2,471,190	59
LIQUID BULK	8,923	212,297	221,220	5
TOTAL	3,067,748	1,142,690	4,210,438	
% SHARE OF PORTS CONTRIBUTION TO TOTAL EXPORT TRADE	73	27		

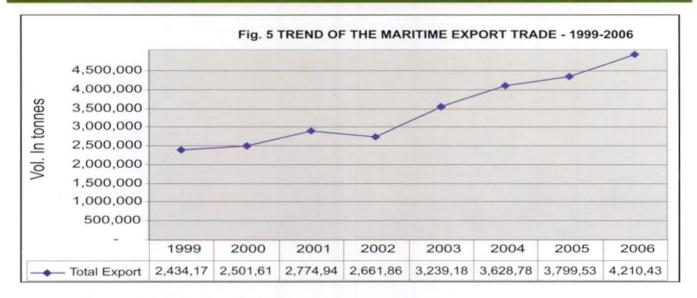


Export Commodities

Total export for the period under consideration increased by 11% moving from 3,779,538 tonnes in 2005 to 4,210,436 tonnes. Liner export and dry bulk export gained about 26% and 6% increase respectively over the previous year figures while liquid bulk export declined by 16%. Manganese, bauxite and cocoa beans were the highest export commodities for the period, recording 37%, 20% and 13% respectively of the total export. Other export items were sawn timber/lumber, which recorded 5% of total export,

petroleum products (5%), cotton/cotton seeds (2%), cocoa products (1.7%), cashew nut (1.3%) and aluminium ingots (1.2%). Percentage of other export items range between 0.1% and 0.9%.

Between the period 1999 and 2006 export has been on the increase from 2.4 million tonnes in 1999 to 4.2 million tonnes in 2006 with only a slight fall of about 4% in 2002, as is depicted in Fig. 5 below.



DIRECTION GHANA'S MARITIME TRADE

Ghana transacts its maritime trade with various destinations/parts of the world. These destinations have been grouped into seven trading zones and termed Trading

Ranges. These are the UK, North Continent, the Mediterranean Europe, North America, the Far East, the Africa Range and the Other Range.

TABLE 4 DIRECTION OF MARITIME IMPORTS OF GHANA IN TONNES
January December, 2006

RANGE/TRADE	UK	NC	ME	NA	FE	Af	Others	TOTAL	% SHARE OF THE GROUPINGS
LINER	371,002	644,787	272,172	187,954	1,520,261	311,821	497,760	3,805,757	45
DRY BULK	-	703,916	76,611	94,272	950,978	92,728	413,074	2,331,579	27
LIQ. BULK	-	243,462	43,515	-	75,529	1,178,895	853,715	2,395,116	28
TOTAL	371,002	1,592,165	392,298	282,226	2,546,768	1,583,444	1,764,548	8,532,452	
% SHARE OF RANGES	4	19	5	3	30	19	21		

Direction of the Maritime Import Trade

Table 4 above shows the performance of the maritime import trade within the various trading ranges. The highest percentage of the Ghanaian import of 30% came from the Far East range of which liner import constituted 60%, dry bulk 37% and liquid bulk 3%.

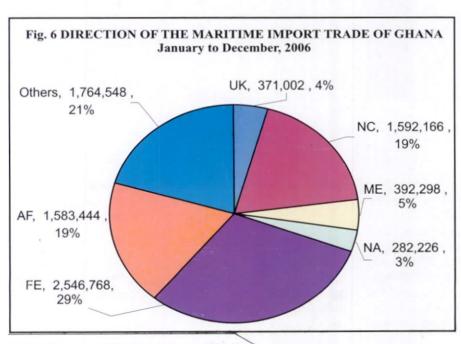
The Africa and North Continent ranges were the next with The

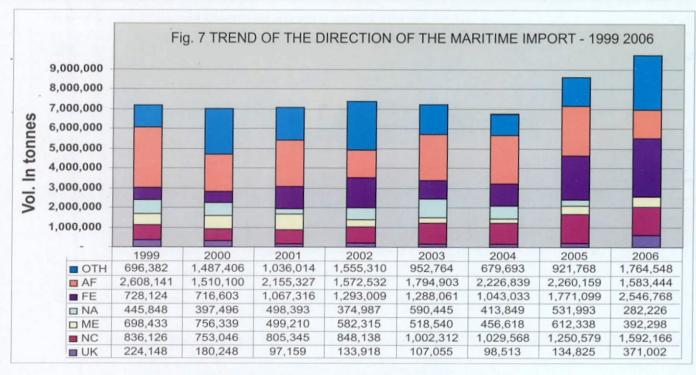
19% of total import each. Liner import took the highest share of 41% on the North Continent range. Dry bulk and liquid bulk followed in that order with 44% and 15% respectively. On the Africa range liquid bulk import constituted the highest item recording about 74%, followed by liner import with 20% and dry bulk with 6%.

The Other range recorded about 21% of total import with

liquid bulk import taking about 48% with liner and dry bulk taking 28% and 24% respectively. The Mediterranean and UK ranges had 5% and 4% each with liner import being the highest performer. Fig. 6 beside gives a pictorial representation of the direction of the maritime import trade of Ghana for 2006.

Fig. 7 below also gives an indication of how the various trade ranges have been faring over the period 1999 to 2006. The Africa, Far East, Others and the North Continent of Europe continued to be the dominant ranges where the Ghanaian maritime imports originate. Imports coming from the UK range seemed to be on the decline though there was an increase in 2006. From the Mediterranean Europe and North America ranges the stream of import seemed to be quite stable.





Direction of the Maritime Export Trade

TABLE 5 DIRECTION OF MARITIME EXPORTS OF GHANA IN TONNES (January - December, 2006)

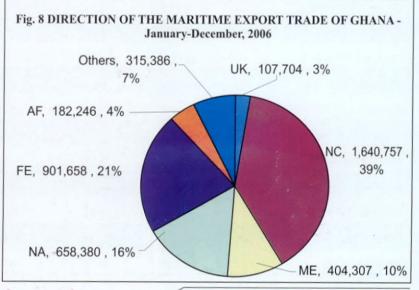
RANGE/TRADE	UK	NC	ME	NA	FE	Af	Others	TOTAL	% SHARE OF GROUPINGS
LINER	107,520	523,525	186,656	84,986	397,008	151,225	67,108	1,518,028	36
DRY BULK	184	1,059,037	217,651	440,243	494,625	11,173	248,278	2,471,191	59
LIQ. BULK	-	58,195	-	133,151	10,025	19,848	-	221,219	5
TOTAL	107,704	1,640,757	404,307	658,380	901,658	182,246	315,386	4,210,438	
% SHARE OF RANGES	3	39	10	16	21	4	7		

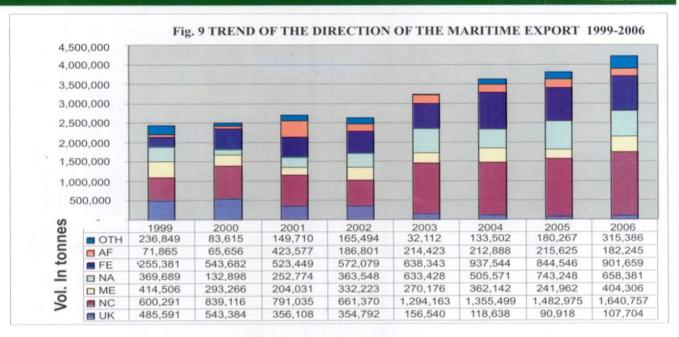
Table 5 above showed the performance of the maritime export trade within the various trade ranges. The biggest chunk of Ghanaian export of 39% went to the North Continent range or Continental Europe. Of this over 64% was in the dry bulk trade, 32% in the liner trade and about 4% in the liquid bulk trade. The Far East range received the next highest export of 21% from Ghana with the dry

bulk trade constituting about 55%, liner trade 44% and the remaining 1% in the liquid bulk trade.

The North America range received 16% which was made up of 67% dry bulk export, 20% liquid export and 13% liner export. Next was the Mediterranean Europe range with 10% of total export. This was made up of 54% dry bulk export and 46% liner export. The Others range had 7% which was made up of dry bulk and liner export, followed by the Africa range with 4% and liner export as the lead performer. The UK range recorded 3% which composed of liner and dry bulk exports. Fig 8 beside depicts the performance of the export trade on the various ranges.

For the period 1999 to 2006, maritime export to the North Continent range continued to increase, while export to the UK range is on the decline. Export to the Far East and North America ranges is also on the increase while to the Mediterranean range is stable. Export to the Africa range which was substantial in 2001 did increase significantly. This is depicted in Fig. 9 below.





PERFORMANCE OF SHIPPING AGENTS IN THE MARITIME TRADE

The performance of shipping agents was assessed by the tonnage they handled of the total maritime import and export trade of Ghana as can be seen in Table 6 below.

Table 6 PERFORMANCE OF SHIPPING AGENTS IN GHANA'S SEABORNE TRADE - JAN. - DEC. 2006 (IN TONNES)

	IMPORT AND EXPORT										
	IMPORT	%SHARE OF IMPORT	EXPORT	%SHARE OF EXPORT	TOTAL	%SHARE OF SHIPPING AGENTS					
SHIPPING AGENTS											
LINER											
AFRICAN STEAMSHIP	1105	0.03	0	0.00	1,105	0.01					
ANTRAK GH. LTD.	165,155	4.34	98,907	6.52	264,066	2.07					
BEACON SHIPPING	147	0.00	0	0.00	147	0.00					
BLUE SEA	0	0.00	52,521	3.46	52,521	0.41					
CCB FREIGHT	2,004	0.05	0	0.00	2,004	0.02					
CROSS OCEAN	5,719	0.15	0	0.00	5,719	0.04					
GLOBAL CARGO	179,248	4.71	0	0.00	179,253	1.41					
GMT SHIPPING	98,906	2.60	0	0.00	98,909	0.78					
HULL BLYTH	335,361	8.81	140,149	9.23	475,519	3.73					
ISAG	50,557	1.33	27,124	1.79	77,682	0.61					
LUCENS	1,093	0.03	1,568	0.10	2,661	0.02					
MARCO SHIPPING	543	0.01	9,949	0.66	10,492	0.08					
MAERSK GH. LTD.	1,139,422	29.94	468,270	30.85	1,607,722	12.62					
MAP SHIPPING	50,039	1.31	20,530	1.35	70,570	0.55					
MARITIME	653,719	17.18	17,645	1.16	671,381	5.27					
MOL GH. LTD	198,094	5.21	94,189	6.20	292,288	2.29					

MSCA GH. LTD	3,579	0.09	1,002	0.07	4,581	0.04
OCEANIC RORO	141,934	3.73	35,107	2.31	177,045	1.39
OCEANLANE	5,231	0.14	5,073	0.33	10,304	0.08
PANALPINA GH. LTD.	146,393	3.85	45,788	3.02	192,185	1.51
PONWA	6,569	0.17	1,659	0.11	8,228	0.06
REDLINE GH. LTD	297	0.01	0	0.00	297	0.00
SCANSHIP GH. LTD	137,040	3.60	60,235	3.97	197,279	1.55
SDV GH. LTD	155,192	4.08	168,857	11.12	324,053	2.54
SEATRANS	156,134	4.10	0	0.00	156,138	1.23
SUPERMARITIME	168,412	4.43	269,466	17.75	437,882	3.44
TRANS GLOBAL SHIPPING	3,840	0.10		0.00		
SUB-TOTAL	3,805,733	100.00	1,518,039	100.00	3,840 5,323,872	0.03 41.78
DRY BULK						
ANTRAK GH. LTD.	34,486	1.48	352	0.01	34,839	0.27
CROSS OCEAN	12,530	0.54	0	0.00	12,531	0.10
GLOBAL CARGO	18,549	0.80	0	0.00	18,550	0.15
HULL BLYTH	1,783,578	76.50	44,215	1.79	1,827,869	14.34
MACRO SHIPPING	0	0.00	805,555	32.60	805,555	6.32
MAERSK GH. LTD	25,967	1.11	1,053	0.04	27,021	0.21
MAP SHIPPING	47,357	2.03	0	0.00	47,359	0.37
MARITIME	0	0.00	184	0.01	184	0.00
MOL GH. LTD	121	0.01	0	0.00	121	0.00
MSCA GH. LTD	0	0.00	21,000	0.85	21,000	0.16
OCEANIC RORO	199	0.01	100	0.00	299	0.00
PANALPINA	7,045	0.30	2,555	0.10	9,600	0.08
SCANSHIP GH. LTD	97,891	4.20	28,088	1.14	125,983	0.99
SDV GH. LTD	32,895	1.41	0	0.00	32,896	0.26
SUPERMARITIME	270,961	11.62	1,568,089	63.45	1,839,062	14.43
SUB-TOTAL	2,331,579	100.00	2,471,191	100.00	4,802,870	37.69
LIQUID BULK				47.2		
ANTRAK GH. LTD.	29,353	1.23	8,923	4.03	38,277	0.30
BULK SHIPPING	150,401	6.28	0	0.00	150,407	1.18
GEK SHIPPING	830,632	34.68	0	0.00	830,667	6.52
HULL BLYTH	598,550	24.99	6,795	3.07	605,370	4.75
MAERSK GH. LTD	210	0.01	0	0.00	210	0.00

	ые Тевы	de Ker	

GRAND TOTAL	8,532,428		4,210,450		12,743,178	100.00
SUB-TOTAL	2,395,116	100.00	221,220	100.00	2,616,436	20.53
SUPERMARITIME	50,745	2.12	0	0.00	50,747	0.40
SCANSHIP GH. LTD.	350,532	14.64	205,296	92.80	555,843	4.36
PANALPINA	6,511	0.27	206	0.09	6,717	0.05
MULTI-PLAN	39,531	1.65	0	0.00	39,533	0.31
MAXITIDE	338,651	14.14	0	0.00	338,665	2.66

PERFORMANCE OF SHIPPING LINES IN THE MARITIME TRADE

The performance of shipping lines and chartering companies in the maritime trade of Ghana was assessed by the tonnage of import and export they carried in and out of the country. The percentage share of the various shipping lines in the maritime trade can be seen Table 7 below.

Table 7 PERFORMANCE OF SHIPPING LINES IN THE MARITIME TRADE OF GHANA IN T ONNES

	JANUA	RY - DECEM %SHARE	DER 2000	%SHARE		%SHARE OF
CHARDING LINE CHARTERED	IMPORT	OF IMPORT	EXPORT	OF EXPORT	TOTAL	TOTAL
SHIPPING LINE/ CHARTERER LINER	IMPORT	IMI OKI	LATORI	Like Oile		
ADM	20,526	0.54	0	0	20,527	0.39
AFRICA EXPRESS LINE	17,991	0.47	1,287	0	19,278	0.36
ALDINE WEST FIELD	578	0.02		0	578	0.0
ALLIED MARITIME	70,556	1.85	0	0	70,558	1.33
ASIATIC SHIPPING SERV.	31,269	0.82	14,481	1	45,751	0.86
BABURA	268	0.01	0	0	268	0.0
BAUCHE S/A	7,000	0.18	0	0	7,000	0.13
BBC CHARTERING	982	0.03	519	0	1,501	0.03
BEACON SHIPPING	0	0.00	20	0	20	0.0
BOCS	1,500	0.04	0	0	1,500	0.0
BREADBOX SHIPPING	436	0.01	3,949	0	4,385	0.0
BS MARITIME SERV.	4,084	0.11	0	0	4,084	0.0
CABO VERDIANO DE MEG	0	0.00	1,604	0	1,604	0.0
CCB LA COMPAGNIE	2,691	0.07	0	0	2,691	0.0
CELTIC SHIPPING	18,092	0.48	0	0	18,092	0.3
CFA LINE	1,397	0.04	0	0	1,397	0.0
CHINA OCEAN SHIPPING	736	0.02	0	0	736	0.0
CHINA SHIPPING	139,590	3.67	35,285	2	174,879	3.2
CMA/CGM	142,239	3.74	39,104	3	181,347	3.4
CONTI LINES	95,354	2.51	0	0	95,357	1.7
COPERS WAR-COOP-SANTOS	5,017	0.13	0	0	5,017	0.0
COSCO	12,973	0.34	5,704	0	18,677	0.3
COSREN	6,331	0.17	0	0	6,331	0.1
CP SHIPS	26,806	0.70	674	0	27,481	0.5
DAF SHIPPING CO. LTD	4,888	0.13	0	0	4,888	0.0
DARYA SHIPPING	27,199	0.71	0	0	27,200	0.9
DELMAS	157,175	4.13	182,902	12	340,081	6.3
DOLE SHIPPING	0	0.00	62,644	4	62,644	1.1
ECOMARINE	18,610	0.49	23,931	2	42,541	0.0
ESL	0	0.00	4,482	0	4,482	0.0
EUROAFRICA SHIPPING	32,841	0.86	18,357	1	51,199	0.9
FORTUNA FT LTD	0	0.00	3,201	0	3,201	0.0

[◆] Shipping Review | Volume 9 Number 2 | - April. - June., 2007 | 28

Annual Service Control of the Service Control	-		The second secon			
GOLD STAR LINE	53,222	1.40	24,310	2	77,533	1.46
GRD-MIN PROC	798	0.02	0	0	798	0.01
GRIMALDI LINES	177,524	4.66	67,501	4	245,030	4.60
HAPAG-LLOYD	15,025	0.01	1,421	0	16,446	0.00
HC TRADING	887	0.02	0	0	887	0.02
HELM DUNGEMTTEL	0	0.00	19,686	1	19,686	0.37
HETIGE SHIPPING CO.	15,997	0.42	0	0	15,997	0.30
ICT LTD	7,000	0.18	0	0	7,000	0.13
ITAMARATY AGENCI AMENTOS	7,800	0.20	0	0	7,800	0.15
J. MARR SEAFOODS	1	0.00	0	0	1	0.00
JOHN BITAR	1,918	0.05	0	0	1,918	0.04
JOHN RENNIE	1,525	0.04	0	0	1,525	0.03
JUMBO SHIPPING	102	0.00	0	0	102	0.00
K-LINE	5,797	0.15	0	0	5,797	0.11
L&C MARINE TRANSPORT	36,736	0.97	759	0	37,496	0.70
LIBRA	1,093	0.03	1,568	0	2,661	0.05
LINEA GOA W/AFRICA	921	0.02	0	0	921	0.02
LUSOFRETE	2,875	0.08	0	0	2,875	0.05
LYKES LINES	1,363	0.04	0	0	1,363	0.03
MAERSK SEALAND	1,141,799	30.00	464,980	31	1,606,809	30.18
MARCONS SHIPMANAGEMENT	186	0.00	0	0	186	0.00
MED/WEST AFRICA SERV.	239	0.01	0	0	239	0.00
MEDITERREAN SHIPPING CO.	657,719	17.28	23,163	2	680,899	12.79
MERADA TRANSPORT	16	0.00	0	0	16	0.00
MESSINA LINES	62,502	1.64	42,184	3	104,688	1.97
METOR SHIPPING	450	0.01	0	0	450	0.01
MIDAS LINE	0	0.00	179	0	179	0.00
MIDDLE EAST CO.	0	0.00	1,142	0	1,142	0.02
MITSUI O.S.K. LINES	199,696	5.25	91,255	6	290,956	5.47
NATALIE NAVIGATION	0	0.00	880	0	880	0.02
NOBEL SHIPPING PVT.	41	0.00	0	0	41	0.00
NORDANA LINES	15,318	0.40	5,987	0	21,305	0.40
OCEAN SHIPPING	231	0.01	0	0	231	0.00
OCEAN WORLD	8,800	0.23	0	0	8,800	0.17
OTAL	52,431	1.38	40,259	3	92,691	1.74
OTHER	264,318	6.95	68,478	5	332,803	6.25
P&O NEDLLOYD	3,690	0.10	1,659	0	5,349	0.10
PACIFIC INTL. LINES	47,968	1.26	20,087	1	68,056	1.28
POLYTRA	36	0.00	0	0	36	0.00
PORTO	2,122	0.06	0	0	2,122	0.04
S. BACO LINER	0	0.00	37,457	2	37,457	0.70
SA INDEPENDENT LINER SERV	597	0.02	0	0	597	0.01

SAN FRANCISCO	10	0.00	0	0	10	0.00
SEABOARD	0	0.00	4,818	0	4,818	0.09
SEATRADE	1,377	0.04	1,127	0	2,504	0.05
SMB	4,917	0.13	0	0	4,917	0.09
SOAFRIMEX	109,773	2.88	0	0	109,776	2.06
SOCIETE GENERAL	5,012	0.13	0	0	5,012	0.09
SOUTH AFRICAN INDEP.	5,272	0.14	0	0	5,272	0.10
SOUTHPORT AGENCIES INC.	2,199	0.06	0	0	2,199	0.04
SPLIETHOFF	65	0.00	64,597	4	64,662	1.21
TLOC	1,320	0.03	0	0	1,320	0.02
TRANSATLANTIC	3,015	0.08	0	0	3,015	0.06
UNITED LINER AGENCIES	38	0.00	0	0	38	0.00
UNICARGO	0	0.00	22,450	1	22,450	0.42
UYSAL SHIPPING	672	0.02	0	0	672	0.01
VELATOURI MARITIME CO.	7,183	0.19	0	0	7,183	0.13
VERTOM	0	0.00	107,321	7	107,321	2.02
WEST WORLD LTD	0	0.00	3,845	0	3,845	0.07
WINGRACE SHIPPING LTD	14,000	0.37	0	0	14,000	0.26
YARA CO. FRANCE	3,697	0.10	0	0	3,697	0.07
YARA INTL.	4,009	0.11	0	0	4,009	0.08
ZIM LINES	0	0.00	2,778	0	2,778	0.05
SUB-TOTAL	3,805,733	100.0	1,518,035	100.00	5,323,868	41.78
DRY BULK						
	9,697	0.4	0	0.0	9,697	0.20
AFRICA EXPRESS LINE	6,088	0.3	0	0.0	6,088	0.13
AGENCES MARITIMES BARWIL	2,094	0.1	0	0.0	2,094	0.04
AKDEN SHIPPING						
BLUE WATER SHIPPING	6,200	0.3	0	0.0	6,200	0.13
BULK HANDLING	0	0.0	805,555	32.6	805,555	16.77
CAR BOCHEM TRADE	23,000	1.0	0	0.0	23,001	0.48
CHINA SHIPPING	0	0.0	4,711	0.2	4,711	0.10
CMA CGM	38,199	1.6	0	0.0	38,201	0.80
cosco	220	0.0	7,120	0.3	7,340	0.15
CP SHIPS	0	0.0	3,248	0.1	3,248	0.07
DARYA SHIPPING	30,000	1.3	0	0.0	30,001	0.62
DELMAS	17,845	0.8	0	0.0	17,846	0.37
DENSEY SHIPPING	78,100	3.3	0	0.0	78,103	1.63
DOLE SHIPPING	0	0.0	1,817	0.1	1,817	0.04
ESL STILL THE	0	0.0	1,405	0.1	1,405	0.03
			0	0.0	704	0.01
EUROAFRICA	704	0.0	0	0.0	17,001	0.35
GUTHRIE-HUBNER	17,000	0.7				
HC TRADING	541,659	23.2	0	0.0	541,682	11.28
I.T.C. LTD	13,286	0.6	0	0.0	13,287	0.28
IMT	1,447	0.1	1,353,615	54.8	1,355,062	28.21
INTER BULK	132,875	5.7	86,252	3.5	219,133	4.56
KS DANSKIP	20,943	0.9	0	0.0	20,944	0.44
L&C MARINE TRANSPORT	16,970	0.7	110	0.0	17,081	0.36
The state of the s	The second secon					

MAERSK SEALAND	25,967	1.1	1,053	0.0	27,021	0.
MEDITERRANEAN SHIPP. CO.	0	0.0	21,184	0.9	21,184	0.
MERADA TRANSPORT	136,477	5.9	0	0.0	136,483	2.
MITSUI O.S.K. LINES	121	0.0	0	0.0	121	0.
NAVITRANS SHIPP. AGENCIES	27,770	1.2	0	0.0	27,771	0.
NECTAR GROUP	30,387	1.3	0			
NORNADA LINES	0	0.0	110	0.0	30,388	0.
OLDENDORFF	47,909	2.1		0.0	110	0.
OTAL	0		41,203	1.7	89,114	1.8
OTHER	931,296	39.9	242	0.0	242	0.0
POLYTRA			12,265	0.5	943,601	19.0
	49,580	2.1	2,543	0.1	52,125	1.0
SEABOARD SHIVNA RAI	12,530	0.0	12,451	0.5	12,451 12,531	0.2
SLB	6,642	0.3	0	0.0	6,642	0.1
SOAFRIMEX	18,549	0.8	0	0.0	18,550	0.3
SOUTHPORT AGENCIES INC.	3,269	0.1	0	0.0	3,269	0.0
TRANSATLANTIC	0	0.0	25,578	1.0	25,578	0.5
WEST AFRICA LINES	0	0.0	2,416	0.1	2,416	0.0
WILHELMSEN	16,500	0.7	0	0.0	16,501	0.3
SUB TOTAL	2,331,579	100.0	2,471,193	100.0	4,802,872	37.6
LIQUID BULK						
ADDAX	114,394	4.8	0	0.0	114,399	0.9
AFRITRAMP	2,237	0.1	0	0.0	2,237	0.0
AFS SHIPPING	10,450	0.4	0	0.0	10,450	0.0
AGENCES MARITIMES BARWIL	3,626	0.2	0	0.0	3,626	0.0
BRAZSHIPPING	25,150	1.1	0	0.0	25,151	0.2
CHASE PET.	401,273	16.8	0	0.0	401,290	3.1
CHINA SHIPPING	0	0.0	28,163	12.7	28,163	0.2
LAKEWIND	31,989	1.3	0	0.0	DAMES OF THE PARTY	
M.T. CAPE BILLE	0	0.0	31,295	14.1	31,990 31,295	0.2
MAERSK SEALAND	210	0.0	0	0.0	210	0.0
NNPC	262,971	11.0	0	0.0	262,982	2.00
OTHER	90,054	3.8	94,234	42.6	184,292	1.4
PERENCO	28,858	1.2	0	0.0	28,859	0.2
PETROBRASS	28,784	1.2	0	0.0	28,785	0.2
S.M.B.	40,269	1.7	0	0.0	40,271	0.3
SAHARA	508,297	21.2	0	0.0	508,318	3.9
SHELL INTL.	29,937	1.2	0	0.0	29,938	0.2
SPACE HOME	77,542	3.2	0	0.0	77,545	0.6
TLOC	3,196	0.1	0	0.0	3,196	0.03
VITOL	597,267	24.9	43,085	19.5	640,377	5.03
SUB-TOTAL	2,395,118	100.0	221,220	100.0	2,616,438	20.53
	THE RESERVE THE PARTY OF THE PA	THE OWNER OF TAXABLE PARTY.		The second secon		

Personality Profile

Teete Owusu-Nortey

Teete Owusu-Nortey, Fellow of the Chartered Institute of Logistics and Transport (FCILT), is the Honorary Secretary of CILT, Ghana. He was unanimously elected Vice-President of (CILT International) at the last council and conference meeting of the Institute in Accra. He is the first African to hold that position and by virtue of his achievement heads the African region. He also serves on the Membership & Education and the Communication & Promotions committees of the Institute.

Mr. Owusu-Nortey completed his Secondary Education ('O'and 'A' levels) at the Winneba and Labone Secondary Schools respectively. His admiration for the transport industry led him to pursue and pass the certificate, diploma and advanced diploma courses in Transport and Logistics of the CILT-UK.

By testament of the fact that he is a true Logistics and Transport professional, Mr. Teete Owusu-Nortey was the coordinator behind the hosting of the Meetings and Conference of the CILT-Int. in Ghana, an African first. The event was graced with the distinguished presence of HRH, The Princess Royal Anne, and His Excellency John Kufuor, President of Ghana. He has also attended and represented Ghana at several Transport and Logistics Conferences of the Institute in Ireland, Canada, Dubai, China, New Zealand, Zambia and many other countries around the world.

He has been present at several Road Safety Conferences including the January 2007 African Road Safety Conference in Ghana, and was part of the July 2004 Action plan for the National Road Safety Commission and related Agencies. In July 2002, he participated in the Workshop on the challenges of Road Safety in Africa (Ghana).

As Vice President of CILT- Int., his job is to ensure the President is updated with major matters in the operations of the Institute on the African continent. The Ghanaian heads the African Forum of the Institute, and he is expected to encourage local councils/sections to promote and develop membership in the region and to champion the cause of countries in the region elected to the council.

Mr. Owusu-Nortey is the Chief Executive Officer of Yetron Services



Limited, an Advertising and Marketing Communications firm, which he has been managing for the past decade. Mr. Owusu-Nortey also has a Transport and Logistics Consulting firm called Auto Info Consult Ltd.

He is also a road safety advocate, and has pioneered several media programmes including the famous 'Arrive Alive' programme on Joy FM, and Fast Lane and Drivers Academy on Ghana Television (GTV).

Profile of The Chartered Institute of Logistics and Transport, Ghana

The Chartered Institute of Logistics and Transport (CILT), came into existence on February 12, 2002 as the Ghanaian branch of the Chartered Institute of Transport (CILT, originally established in 1965). CILT Ghana is an affiliate body of CILT International headquartered in the United Kingdom. The Institute was incorporated under the Ghana's Company Code, 1963 (Act 179) on Friday, March 8, 2002 in Accra. This granted CILT-Ghana independent status in the year 2004.

CILT-Ghana has membership of well over 300 Professionals spread across different spheres of the Logistics and Transport Industry. Headed by an 11 member National Executive Council, the Institute has growing membership branches in Accra, Tema and Takoradi; with a National Secretariat currently located at Asylum Down in the central belt of Accra.

The cardinal principles of the Institute are the education and growth of its members, as well as the dissemination of information and exchange of

knowledge. The maintenance of professional standards within the industry also remains an important item on the Institute's agenda.

The Institute currently runs courses for those engaged in its disciplines. 'The GIMPA evening School' currently runs Certificate courses, and will from this year run different modules in CILT diploma courses. External courses and examinations are also conducted by CILT-Ghana on behalf of CILT-UK in conjunction with the British Council in Accra.

The Institute in May 2007 hosted the Meetings and Conference of the International body, a first time in Africa.

Activities for the Year 2006

- The maiden event of Transport and Logistics Awards was held.
- · The creation of a CILT-Ghana website
- The launching of a Diploma Programme for the 'GIMPA evening School'
- CILT-Ghana held its first graduation for Batch 1 of the 'GIMPA evening school'.

Activities and Initiatives for the Year 2007

- Linking of the local website to the CILT-International website.
- Graduation for batches 2 and 3 for the 'GIMPA evening school'.
- Hosted the Meetings and Conference of CILT-International.
- Uploading of 'members in good standing' onto the website.
- Appointment of an Administrator to help run the secretariat.
- Invitation for Corporate Members to join CILT-Ghana.
- Provision of a CILT library later in the year.
- Transport and Logistics Awards for the year 2007.
- Uploading of prospective 'Corporate Members' of the Institute onto the website.
- The Diploma course will commence this year.

Seaports of the World

Country	Seaport	Country	Seaport
Algeria	Algiers	Nigeria	Warri
	Annaba	Réunion	Pointe des Galets
	Oran	Rwanda	landlocked
	Skikda	St. Helena	Jamestown
Angola	Lobito	- Ascension	
	Luanda	- Tristan da Cunha	
	Soyo	Sao Tomé and Principé	Sao Tomé
Benin	Cotonou	Senegal	Dakar
Botswana	landlocked	Seychelles	Victoria
Burkina Faso (Upper	landlocked	Sierra Leone	Freetown
Volta)		Somalia	Berbera
Burundi	Landlocked		Mogadishu
Cameroun	Douala	South Africa	Cape Town
Cape Verde Islands	Praia		Durban
Central African Rep.	landlocked		East London
Chad	landlocked		Port Elizabeth
Congo	Pointe Noire		Saldanha Bay
Côte d'Ivoire	Abidjan	Sudan	Port Sudan
Djibouti	Djibouti	Swaziland	landlocked
Egypt	Alexandria	Tanzania	Dar es Salaam
	Damietta		Mtwara
	Port Said		Tanga
Equatorial Guinea	Bata		Zanzibar
	Malabo	Togo	Lome
Ethiopia	Assab	Tunisia	Sfax
	Massawa		Sousse
Gabon	Libreville (Owendo)		Tunis-La Goulette
	Port Gentil	Uganda	landlocked
Gambia	Banjul	Zaire	Boma
Ghana	Tema		Matadi
Guinea	Conakry	Zambia	landlocked
Guinea-Bissau	Bissau	Zimbabwe	Landlocked
Kenya	Mombasa	Canada	Halifax, NS
Lesotho	landlocked		Montreal, PQ
Liberia	Buchanan		Quebec, PQ
	Monrovia		Saint John, NB
Libya	Benghazi		Toronto, ON
	Tripoli		Vancouver, BC
Madagascar	Majunga	Mexico	Coatzacoalcos
	Tamatave		Guaymas
Malawi	landlocked		Lázaro Cárdenas
Mali	landlocked		Manzanillo
Mauritania	Nouakchott		Salina Cruz
Mauritius	Port Louis		Tampico
Morocco	Agadir		Tuxpan
	Casablanca		Veracruz
	Ceuta	U.S.A.	Anchorage, AK
Mozambique	Beira		Baltimore, MD
Mozamorque	Maputo		Baton Rouge, LA
	Nacala		Beaumont, TX
Namibia	Luderitz		Boston, MA
Niger	landlocked		Brownsville, TX
Nigeria	Calabar		Buffalo, NY
	Lagos-Apapa		Canaveral, FL
Water to the state of the state	Port Harcourt		Charleston, SC

Country	Seaport
U.S.A.	Corpus Christi, TX
0.0.1	Detroit, MI
	Duluth-Superior, MN
	Erie, PA
	Freeport, TX
	Galveston, TX
	Gulfport, MS
	Hampton Roads, VA
	Honolulu, HI Houston, TX
	Jacksonville, FL
	Lake Charles, LA
	Long Beach, CA
	Los Angeles, CA
	Milwaukee, WI
	Mobile, AL
	New Orleans, LA
	New York, NY
	Oakland, CA Orange, TX
	Palm Beach, FL
	Panama City, FL
	Pascagoula, MS
	Pensacola, FL
	Philadelphia, PA
	Port Arthur, TX
	Port Everglades, FL
	Portland, ME
	Portland, OR
	Sacramento, CA San Diego, CA
	San Francisco, CA
	Savannah, GA
	Seattle, WA
	Stockton, CA
	Tacoma, WA
	Tampa, FL
	Toledo, OH
Anguilla	Sandy Ground St. John's
Antigua and Barbuda Aruba	Oranjestad
Bahamas	Freeport
Danish	Nassau
Barbados	Bridgetown
Belize	Belize City
Bermuda	Hamilton
Cayman Islands	George Town
Costa Rica	Puerto Caldera Puerto Limon
	Puerto Limon Puntarenas
Cuba	Havana
Dominica	Roseau
Dominican Republic	Rio Haina
	Santo mingo
El Salvador	Acajutla
Grenada	St.George's
Guadeloupe	Pointe á Pitre
Guatemala	Santo Tomas de Castilla

Country	Seaport
Haiti	Cap Haitien
	Port au Prince
Honduras	Puerto Cortés
Jamaica	Kingston
Martinique	Fort de France
Montserrat	Plymouth
Netherlands Antilles	Willemstad
	Curacao
Nicaragua	Corinto
Panama	Balboa
	Colon
	Cristobal
Puerto Rico	Ponce
	San Juan
St. Kitts and Nevis	Basseterre
St. Lucia	Castries
St. Vincent	Kingstown
and Grenadines	
Trinidad and Tobago	Port of Spain
Turks and	Grand Turk
Caicos Islands	
Virgin Islands (U.S.)	St. Croix





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 Subregion 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

CONSUME LA CITATION OF THE CONTROL O



PROTECTING YOU THROUGH CLEAR AND APPROPRIATE LABELLING

CHOOSE PRODUCTS WITH THE RIGHT LABEL INDICATORS:

- Nature or Kind of Goods
- Name and Address of Manufacturer
- Country of Origin
- Information in English
- Manufacture, Best Before or Expiry Date
- Instructions for Use
- Net Content, Mass and Volume of Product in S.I. (Metric) Units
- List of Ingredients for Food and Drugs
- Energy Efficiency Ratings for Electrical Appliances

An Alert Consumer is a Safe Consumer

For all complaints against GSB Certified products, contact:

The Executive Director

Ghana Standards Board

P. O. Box MB 245, Accra, Ghana Tel: (233-21) 500065 / 500066, 506992-6 Fax: (233-21) 500092, 500231 Email: gsbdir@ghanastandards.org

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



- Corporate & Retail Banking
- Treasury & Foreign Exchange Services
- Money Transfer Service
- 24/7 ATMs
- Internet Banking with CALNet
- SMS Banking
- Corporate & Project Finance
- Asset Management & Brokerage Services

Call
021-680073
Areeba
shortcode
1651

EXCAL Bank

International Trade and Transport Policy: AN OVERVIEW

SHIPPING REVIEW



GHANA'S AUTHORITATIVE MARITIME QUARTERLY JOURNAL

VOLUME 9 NUMBER 3

July - Sept. 2007

In this Issue

Multimodal Transport and the Ghanaian Shipper

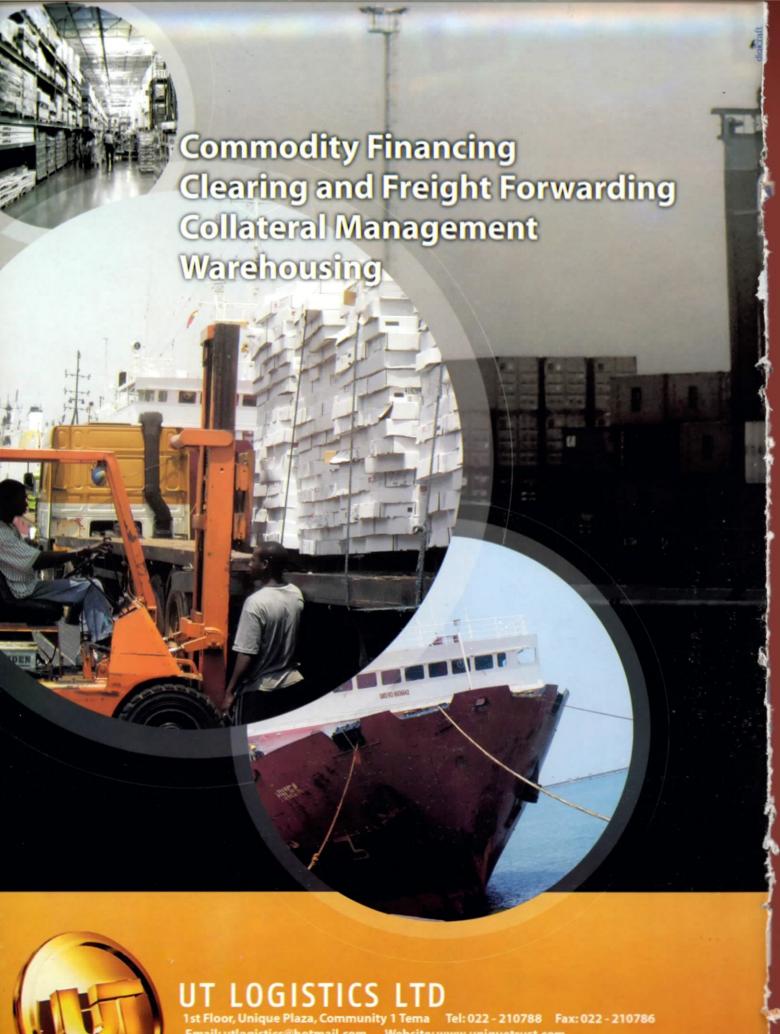
Death Rides With the Big Rigs Making our Roads Safe for Multimodal Transport

Maritime Trade Review

Ghana: ¢2.50GP, UK: £3, US: \$5, Nigeria: N400, CFA Zone: CFA1200

ISSN 0855 - 5184

20





They say NO; we say WHY NOT

International Trade and Transport Policy AN OVERVIEW

Globalisation brought in its trail, competition, liberalisation, privatisation.... The economies of developing countries which are closely tied to the performance of the maritime transport sector was then deeply affected, leading to extreme marginalisation of African developing economies especially in the business of maritime transport.

Page 6

Multimodal Transport and the Ghanaian Shipper

Multimodal Transport is generally considered as the most efficient way of handling an international door-to-door transport operation. This is because Multimodal Transport allows the operator to combine in one movement the inherent advantages of each mode, such as the flexibility of road haulage, the larger capacity of railways and the lower costs of water transport in the best possible fashion.

Page 12

DEATH RIDES with the BIG RIGS Making our Roads Safe for Multimodal Transport

Commercial driving should also be perceived as a skilled profession which needs to be regulated. The need to enforce strong policy measures which would have a positive impact on human behaviour should be the objective.

Page 19



SHIPPING REVIEW

Shipping Review Volume 9 Number 3 - July - Sept. 2007

	BANK TANK
Contents	PAGI
Maritime Law and International Trade Conference (Maritrade 200	7) 3
Import Clearance Process at the Seaport - A Guide	15
GSC signs MOU with Burkina Faso and Niger Shippers' Council	s 17
Company Profile CDH Insurance Company Limited	21
Starting an Export Business	24
Maritime Trade Review	27



💆 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 Designed by



Printed by: Fiona Press Ltd. Tel.021 - 227 113

www.sic-gh.com Travelling Out? Imagine what could happen when you travel out of the country... You could loose your passport, fall ill or an accident could occur. Take an SIC Travel Insurance Policy today to get the kind of response you would need anytime you travel out of the country. The SIG Travel Insurance Policy Provides: The payment of Emergency Medical Expenses which covers Hospitalization. Prescription and Medical Supplies. Emergency Dental Treatment. Medical Assistance covering Arrangement for and payment of emergency Medical Evaluation or Repatriation. Arrangement of Hospital Admission. Travel Assistance including Lost passport Interpreter referral, among others You could extend the policy to cover accidental death or injury and loss of baggage. 24hrs a day, 7 days a week, constant help line with multilingual advisors and non-medical emergencies. Our premium for unlimited worldwide travel are very competitive.

Maritime Law and International Trade Conference (Maritrade 2007)

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 International Conference Centre in Accra on the 13th and 14th of August. The occasion was also used to launch the Council's publication Maritrade a compilation of papers presented at the maiden Maritime Law and International Trade conference.

Delivering the welcome address, the Chief Executive Officer of the GSC, Kofi Mbiah, noted that the high freight factor in sub-Saharan Africa continues to make goods expensive in economies of sub-Saharan Africa and steps must thus be taken by all players to reduce the freight factor and make African exports more competitive. According to Mr Mbiah, the freight factor for sub-Saharan Africa is estimated to be around 12%, and for landlocked economies, between 25% - 30%.

Mr Mbiah underlined the very important role that Maritime transport has to play in the achievement of the Millennium Development Goals. "Without doubt, shipping can help eradicate extreme poverty and hunger, and accelerate the building of global partnerships for development."

He stressed that African countries can attain the MDGs only if they are well informed about current trends and new developments that would enable them position themselves to take advantage of the new technologies for building those partnerships.

The CEO of the GSC said in pursuing its objective of protecting and promoting the interests of importers and exporters, the Council has now established Shipper Committees in all the ten regions which are made up of importers and exporters. According to him the Committees discuss problems associated with the import and export business and also find solutions to the problems.

He further stated that the Council has introduced an electronic/digital platform known as *Mobiship* that allows importers and exporters to access ship movements on their mobile phones through all the four mobile telephony service providers in the country.



Prof Christopher Ameyaw-Akumfi, Hon. Minister of Harbours & Railways, delivering the keynote address at the conference.

He said the Council has continued to provide transport logistics as part of its mid-term strategic plan between 2004 and 2008. Logistics is provided in the area of warehousing, conference facilities, as well as shippers' information centres where importers and exporters use the internet transport portals to carry out business with their partners across the world.

Dr J L S Abbey of the Centre for Policy Analysis, who was the Chairman for the opening ceremony, commended the Council for organising the conference for the second time and thus providing the platform for the major stakeholders in the industry to be educated on new developments in the industry.

The Deputy Minister for Trade, Industry, PSD and PSI, Gifty Ohene-Konadu, in her goodwill message noted that a country without a reformed and systemised method of dealing with new issues in trade, risked being left behind. She therefore called for modernization of trade facilitation measures especially having regard to the developments in international trade.

She stated that, it is in this light that her ministry has come out with a trade facilitation component under the Trade Sector Support Programme (TSSP), which has been designed as a capacity building initiative to implement the National Trade Policy in order to make businesses in the country vibrant. She therefore appealed to Customs, Excise and Preventive Service (CEPS), Port and

Harbours Authorities, the Ghana Shippers' Council, Forwarding and Clearing Agents and other stakeholders who have roles to play in the TSSP to cooperate with her ministry to ensure the successful implementation of these projects.

Delivering the Keynote Address, Professor Christopher Ameyaw-Akumfi, Minister of Harbours and Railways hinted that in spite of all the efforts by Government to remove the illegal and unwarranted charges at the country's ports, the practice continued unabated. He said apart from clogging and making clearance procedures at the ports slow, the illegal charges also make the cost of business high, which ultimately affects the competitiveness of the ports.

According to the Minister, his Ministry is poised to modernise seaports infrastructure to ensure that Ghana continues to be the preferred destination of globally acclaimed businesses, and would in this direction collaborate with the private sector and public institutions towards the achievement of this objective.

Touching on the relevance of the Conference, Prof. Ameyaw-Akumfi disclosed that it was a forum for industry players and academicians to engage in useful exchanges. He was optimistic that the conference will grow eventually to serve as an international clearing house, where ideas would be shared and traded with the potential of boosting the practice of maritime law and international trade in Ghana.



Mr Kofi Mbiah, CEO of GSC, welcoming participants to Maritrade 2007 in an address.

Professor Christopher Ameyaw Akumfi not discernible because priority ranking in performed the launch of Maritrade after his address. The first copy of the publication was bought at an auction price of ¢5million by the Ghana Maritime Authority.

When the conference itself began, Prof P. K. Mukherjee of the World Maritime University in Malmo, Sweden was the first to present his paper Arrests of Ships and the Recognition and Enforcement of Foreign Maritime Liens.

His presentation dealt with issues of jurisdiction in relation to the Mareva injunction. He further drew a distinction between liens and maritime liens, when they attach to the vessel and the important issues of priorities for the settlements of claims as well as the recognition of maritime liens.

Prof. Mukherjee posited in his presentation that the substantive law as to the nature of a given maritime claim is not the same in all jurisdictions; in particular, and that there are fundamental differences in the civil law and common law perceptions of the nature of a maritime lien.

He further asserted that there are some significant differences in the laws of different jurisdictions with regard to the categorisation of a given type of claim, e.g., the necessaries claim.

Prof. Mukherjee finally concluded that priority rankings as between categories of claims are different in different and that in some jurisdictions; jurisdictions, whether or not a particular claim has the status of a maritime lien is

the relevant legislation is not based on any categorisation of claims.

The second presentation on Growing your Business through Effective Shipping Strategies was delivered by Augustine Adongo, Executive Director, Federation of Associations of Ghanaian Exporters (FAGE)

His paper focused on the general strategic directions for performing beyond best practices with a focus on key strategies for competitiveness within the global shipping arena. It further touched on operational productivity for value addition and the determinants for liner competitiveness among others.

Mr. Adongo finally dealt with strategies that create value for the shipper, freight forwarder and the shipowner. He stressed that because of globalisation, technological advancement and

unrelenting pressure to increase shareholder values, businesses were required to adopt effective strategies to enable them meet the challenges of the times.

Mr Emmanuel K. Arku, Head, Freight Department, Ghana Shippers' Council was the third resource person to make a presentation. His paper was titled WTO Services Negotiations: Towards the Protection of Developing Countries Interests

His paper focused on issues of concern to developing economies in international trade transactions within the framework of the General Agreement on Trade in Services (GATS). It further analysed issues relating to transparency obligations, trade facilitation and the strengthening of domestic services capacity among others.

Mr Arku stressed in his paper that multilateral rules governing trade have come to stay, and therefore developing countries must learn quickly to play by them. He further highlighted the need for the involvement of developing countries, especially in the rules making discussions to ensure that their peculiar concerns are carried on board.

He was of the view that for developing economies to enhance their capacity to integrate beneficially into the world economy, liberalisation must proceed at a speed that is not too rapid for local actors, the regulatory framework and social safety net must be adequate, and there must be a competitive business environment and suitable accompanying policies.



A cross-section of participants at the conference



Mr. Issaka Peter Azuma, Director-General of the Ghana Maritime Authority, picking up the first auctioned copy of Maritrade, for ¢5million.

presentation by Kofi Mbiah, Chief Executive, Ghana Shippers' Council on the topic: Maritime Terrorism and Supply Chain Dislocation: Dealing with Threats of Catastrophic Proportions.

His paper examined supply chain logistic and its importance as well as the dynamic and complex issues of maritime terrorism and the efforts by international legal regime to deal with the menace.

Mr. Mbiah submitted in his paper that the threat of maritime terrorism was real and would haunt the international maritime and trading community for years to come. He further noted that any act of maritime terrorism is likely to affect the supply chain and cause severe dislocation of the axis on which the world economy rotates.

The CEO of GSC pointed out that the threats and challenges posed by incidents of maritime terrorism present developing economies with an opportunity to increase and improve upon their security systems. According to Mr. Mbiah, in countries that have awoken to the realisation that their economies are completely dependent on the security integrity of the logistics chain, strategies have been put in place to reap the advantages of increased security.

Dr Bola Fajemirokun, Managing Partner, Fajemirokun & Fajemirokun (Barristers & Solicitors), Lagos, Nigeria., was next to make a presentation. She chose to speak on Marine Cargo Claims: Obligations, Liabilities and Remedies of Parties to the International Transport Contract.

Dr. Fajemirokun's paper examined the key in regional and global

The second day's session began with a issues relating to obligations of importers or exporters as well as remedies open to them in cases of breach of international contract. Her paper further shed light on the liabilities and obligations of cargo owners and carriers within the framework of international conventions as well as the liabilities, obligations and rights of terminal operators within the framework of multimodal transport.

> According to Dr. Fajemirokun, marine cargo claims embrace marine insurance claims for indemnity or premiums and identified loss or damage to goods carried wholly or partly by sea, delay in delivery, freight, charter hire, demurrage or damages for detention claims as some examples of marine cargo claims. She further pointed out that marine cargo claims have a narrower ambit than maritime claims. She said maritime claims extend to claims in connection with the ownership or possession

of ships, contingent and ancillary liabilities arising from ship operations and wages claims for ship's master or crew among others.

Dr. Fajemirokun said the challenge in the West African subregion is to engender effective collaborations to secure a level playing field in connection with international transport contracts and to actively participate

policy processes.

Mr. Fitzgerald Odonkor, Head of Projects, Ecobank, The Gambia delivered the last paper to bring the two day conference to a close. His paper was on New Trends in the Provision of Financial Services for International Trade Transactions. His presentation looked at new financial products on offer by International Financial Institutions, the new Uniform Customs Practice for Documentary Credits (UCP 600) among others.

Mr Odonkor identified Structured Trade Finance and Foreign Currency Borrowing as two new trends in the in the acquisition of funds to finance import and export transactions. Structured Trade Finance refers to cross border finance especially of commodities in emerging markets where the intention is to get repaid by the liquidation of a flow of commodities while Foreign Currency Borrowing refers to the possibility of both importers and exporters borrowing in currencies other than their own with the objective of reducing their cost of borrowing and also being able to better plan their cash flows.

Mr. Odonkor also identified Avalised Drafts, Forfaiting and Factoring as some of the new financial products on offer by international financial institutions. Mr. Odonkor said the challenges of international trade continue to grow with the increasing sophistication of business transactions and the overwhelming reality of interdependence and thus called for innovation from major players including financial institutions and the regular updating of international rules and practices for cross border trade.



Dr. Bola Fajemirokun delivering her paper on "Marine Cargo Claims: Obligations, Liabilities and Remedies of Parties to the International Transport Contract"

International Trade and Transport Policy:



Kofi Mbiah, GSC

1.0 INTRODUCTION

A discussion of International Trade Policy is closely intertwined with international transport, for transport is the servant of trade. A very important servant in whose absence manufactured goods and commodities would not flow from where they are produced to where they are consumed.

A discussion of international trade policy would therefore necessitate some discussion of international transport.

It also needs to be said that the whole gamut of international trade and transport is ordinarily set within a legal framework, be it international transactions between countries, companies or individuals. Indeed the legal relationships can sometimes be quite complex as depicted in the foreword to the 1990 International Commercial Terms (INCOTERMS).

"Sending goods from one country to another as part of a commercial transaction can be a risky business. If they are lost or damaged, or if delivery does not take place for some other reason, the climate of confidence between parties may degenerate to a point where a lawsuit is brought".

These discussions would therefore focus on various aspects of multilateral treaties which form the basis for the development of trade policy, with a linkage to international transport. This would be examined within the context of globalisation. Precisely, this paper would

phenomenon of globalisation development of International Trade and Transport. The paper would then touch upon a significant issue regarding international transport policy as borne out by the development of United Nations Code of Conduct for Liner Conferences (the U.N. Liner Code).

Within the context of international trade and transport there would be a brief examination of the World Trade Organisation (WTO) and the General Agreement on Trade in

Services (GATS) which encompasses Maritime Transport Services.

Finally this paper would examine in general terms the legal framework for carriage of goods by sea, and the recent efforts aimed at international unification by the United Nations Commission on International Trade Law (UNCITRAL).

From this brief introduction, it is quite clear that international law as well as international institutions have a role to play in the development of international trade policy. A quick appreciation of what Without doubt, the word means many international law connotes would thus be pertinent here.

"International Law may be defined as that body of law which is composed for its greater part of the principles and rules of conduct which states feel themselves bound to observe and therefore, do commonly observe in their relations with each other and which includes also:

a) "the rules of law relating to the functioning of international institutions or organisations, their relations with each other, and their relations with states and individuals; ...

Trade policy therefore revolves around international trade, international law and international institutions. It is also important to mention that all of these are set within the framework of the global marketplace and hence is

touch a little on the essentially impacted by globalisation.

Globalisation brought in its trail, within the context of the competition, liberalisation, privatisation; these coupled with the accelerated expansion of technology re-shaped maritime transport and commerce in monumental proportions. The economies of developing countries which are closely tied to the performance of the maritime transport sector was then deeply affected, leading to extreme marginalisation of African developing economies especially in the business of maritime transport.

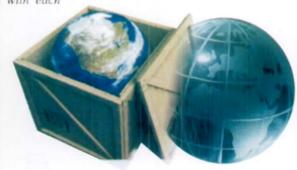
> In examining International Trade Policy, it would be essential to examine the extent to which key institutions and legal instruments of maritime trade transport have been influenced by globalisation, notably the Liner Conference system, the U.N. Liner Code and the World Trade Organisation.

> As mentioned earlier, one cannot talk about International Trade Policy without setting the discussion against the wall of globalisation.

> The word globalisation has been defined variously by many researchers since the word came in vogue in the 1980's.

> different things to many different people, thus any attempt to provide an all embracing definition may not be possible. While some see it as offering new opportunities and positive openings, others view it as a threatening, malignant canker.

> Suffice it, however, to mention that there are some common and acceptable threads of linkage which characterise the use of



Some have described globalisation as "the increasing convergence and interdependence of national economies and the international scope and availability of markets, distribution systems, capital, labour and technology". Dr Abhaya Induwura has described globalisation as "making the world a borderless economy".

Two factors have increased the pace of globalisation:

- a) Decline in barriers to free trade
- b) Technological change

2.0 THE ERA OF PROTECTION

Newly developing economies claimed that they could not meet stiff competition and hence created barriers through high tariffs.

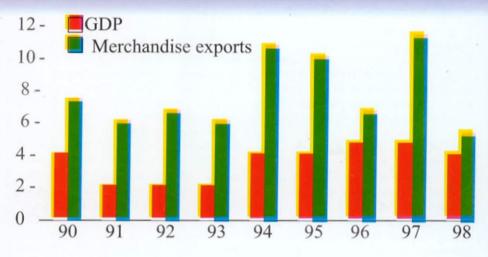
Efforts to reduce the barriers culminated in the development of uniform rules and principles which found consolidated expression in the General Agreement of Tariffs and Trade (GATT) which subsequently metamorphosed into the WTO. Tariffs have since then reduced significantly. See table below.

The above trend gave impetus to the globalisation of production and the attendant globalisation of markets. (See Fig 1) This also led to a significant growth in world output. See figure below:

THE GROWTH OF WORLD TRADE AND WORLD OUTPUT 1990-1998

With the reduction in barriers, the average yearly outflows of Foreign Direct Investments (FDI) increased from about sourcing, virtual operations and dynamic

Figure 1: The Growth of World Trade and World Output, 1990 1998



US \$25 billion in 1975 to a record US \$644 billion in 1998.

Without doubt, the impact of technology on globalisation has been explosive. As pointed out by Renato Ruggerio, Director-General of the World Trade Organisation, "Telecommunications is creating a global advance. Transport is creating a global village. From Buenos Aires to Boston to Beijing, ordinary people are watching MTV, they are wearing Levi's jeans and they are listening to Sony walkmans while commuting to work"

2.1.1 Arguments in favour

Its been said that new modes and new trends of marketing have been made possible through the use of global

resource management as a result of the increased use of integrated systems.

Consequently it is argued that there is growth in world trade and business, companies have become more competitive and small and medium enterprises (SMEs) are now able to access global markets and participate in world business which hitherto they would not have been able to do due to their size.

The opponents of globalisation argue that the much touted gains have been at the expense of the economies of developing countries, and that their already meagre share of the global income of the world's poor has dropped from 2.3% to 1.4% in the last decade Even for developed economies the issue of the destruction of manufacturing jobs is cited. It is also said that economic power is shifting away from national governments towards supranational organizations such as the WTO.

Also they point to cyber terrorism, high crime wave, child pornography and globalisation and glorification of sex.

For some, "globalisation has failed to rid. the world of poverty. Rather than being an unstoppable force for development, globalisation now seems more like an economic temptress, promising riches to everyone but delivering to only a few".

Peter Sutherland puts it that globalisation is "that phenomenon that spurs expansion but triggers dislocation".

Table 1 Average Tariff Rates on Manufactured Products as a Percentage of Value.

COUNTRY	1913	1950	1990	2000*
FRANCE	21	18	5.9	3.9
GERMANY	20	26	5.9	3.9
ITALY	18	25	5.9	3.9
JAPAN	30	-	5.3	3.9
HOLLAND	5	11	5.9	3.9
SWEDEN	20	9	4.4	3.9
BRITAIN	-	23	5.9	3.9
UNITED	44	14	4.8	3.9
STATES		No. of the last		

SOURCE: The Economist, June 24 1995

The rates for 2000 are based on full implementation of the Uruguay Rounds.

support and advocate globalisation as the conglomerates providing a wide range of Code on 7th April 1974. It was not to come prosperity, for others it is a debilitating covering a wider spectrum of the transport disease that has brought untold hardships arrangements. to developing economies. It would now be It was obvious that the developing necessary to turn our attention to the U.N. countries were left completely out of these liner Code, a Convention that sought to place in context the right of developing economies to partake in the growth in trade generated by their economies arising out of the global forces of the marketplace.

2.1 THE UNLINER CODE

As mentioned earlier, one cannot talk about International Trade Policy without a linkage to International Transport. The two are indeed bedfellows.

One major international transport policy closely linked to the development of International Trade Policy over the last half century is the development of the United Nations Code of Conduct for Liner Conferences.

Background 2.1.1

The Liner Conference system originated around 1875 in the United Kingdom -Calcutta trades. The development of the conference system was necessitated by the technological limitations of sailing ships. Huge freight variations resulted from the irregular supply of capacity, and it was in a bid to rectify this anomaly, i.e. stabilise freight rates, that the conference system was developed.

With the advent of globalisation, competition increased, forcing the conferences to introduce new requirements and actions that developed their oligopolistic tendencies. Some of these include:

- Regulation of the carrying capacity offered by individual lines
- Agreed frequency and allocation of sailings, including co-ordination of time tables
- Common approach to membership
- Arrangements for including joint "service contracts" with individual shippers on the basis of quality or frequency discount
- Common approach to surcharges
- Pooling of cargo; and/or integrated joint service arrangements (UKWAL)

With the increased competition came increased efficiency and more entrants into the market. Conference lines began to form consortia to enable them take advantage of economies of scale and to further cartelise their fleets, and formed,

way forward for increased growth and services required by shippers and hence

developments very much to their disadvantage as well as annoyance, when viewed against the backdrop that a good portion of the cargoes carried by the lines were generated by their trades.

With the declaration of the New International Economic Order (NIEO) in UNCTAD, there was a new wave of determination by the developing countries to actively participate in the trade and transport generated by their economies.

The group of 77 representing developing countries of the World pushed for the elaboration of a new international regime that would open up new possibilities for their participation.

The debates in UNCTAD are aptly recalled in the following words:

"The issue throughout these lengthy, difficult and stormy sessions was in basic terms 'free enterprise versus public utility".

During the UNCTAD debates, the developing countries asserted that the liner conferences had failed in selfregulation, and had become closed shops beyond the initial aim of price stabilisation which inured to the benefit of both carriers and users of shipping services.

Some of the criticisms levelled against the liner conferences were as follows:

- Unilateral increases in freight rates, which failed to take into account the peculiar problems of developing
- Acts of discrimination practiced by the conferences which ostracised their developing country partners.
- The exhibition of a strong entrenched and dominant position with respect to the international legal framework for the carriage of goods by sea.

As a consequence of the above, the developing countries sought for fundamental changes in the operation of the liner conferences. This was bound to meet with a strong resistance from the developed economies. This indeed was the situation.

Thus in the end, it was just the sheer strength of members of the group of 77

It is therefore clear that while some in most cases, tightly knit commercial that led to the eventual adoption of the into force until 1984. When it entered into force, its operation upset the conduct of the liner conference system in ways never before envisaged. It is therefore without doubt that even as it was being engendered, its mother laboured in vain as the developed economies prepared to take it to the undertakers.

> It is not intended in this brief discourse to go into the text of the UN Liner Code, suffice it however to mention that the code opened up membership of liner conferences, introduced the 40-40-20 cargo sharing formula, endorsed loyalty arrangements and called for self regulating mechanisms that created an opening for consultations between shippers' organisations and shipowners liner conferences.

SHIPPING 2.0 ARRANGEMENTS WITHIN THE FRAMEWORK OF THE WORLD TRADE ORGANISATION

The World Trade Organisation (WTO) was established in January 1995 after a series of Multilateral Trade Negotiations (MTN) culminating in the Uruguay Rounds which were concluded in 1994. Its precursor was the General Agreement on Tariff and Trade (GATT).

The Coordinator of the Third World Network underscores the importance of the WTO when he asserts:

"The World Trade Organisation has emerged as one of the most important and influential of international organisations"

He continues:

"The various Agreements of the WTO have now set the legal framework for multilateral rules, not only on traditional trade issues but also with regard to new dimensions, particularly intellectual property rights and services'

For the purpose of this study, it is important to mention that maritime transport falls within the ambit of the new dimensions dealing with services. The expansion of the multilateral trade rules to cover services could be traced to the early nineteen-eighties when production processes underwent phenomenal rapid changes, resulting in an even finer interaction with services. The growth in services and its attendant impact on various economies of the world was fuelled by globalisation.

Within the body of the new WTO rules therefore, a need was felt to ensure that binding rules were developed to facilitate the provision of services on an international scale. With the conclusion of the GATT which was generally regarded as having been successful, the United States of America pushed strongly for the inclusion of services in the subsequent multilateral negotiations. The trade in services was thus introduced within the body of GATT consequent upon which the General Agreements on Trade in Services (GATS) was developed. The GATS was expected to have universal application within the GATT body of rules regarding National Treatment, Transparency, Market Access, etc.

During the Uruguay Rounds, a special Working Group known as the Negotiating Group on Maritime Transport Services (NGMTS) was set up to examine proposals in relation to maritime transport services. The work of this group was characterised by a great deal of misunderstanding and distrust which subsequently led to a suspension of the negotiations on international maritime transport in 1996.

There is no doubt that the ghost of the UN Liner Code continued to haunt the developed country partners within the NGMTS. While the proponents of liberalisation of the services sector, notably the US, pushed for a complete liberalisation of the sector, they nevertheless were reluctant to let go maritime transport services which, to some measure, had continued to enjoy some protection.

The developed economies, notably, the US and the EU, argued that shipping is a specialised sector with unique peculiarities and technicalities which was very much liberalised when compared with other transport sectors. Hence, there was no need to include it within the binding rules of the WTO Agreements.

This assertion was informed by a survey conducted by NGMTS amongst 37 member countries which revealed that the bulk trades, i.e. the transport of crude oil, petroleum products, iron ore, grain, coal and bauxite which accounts for some 67% of the traffic was largely liberalised.

The other part of the trade dealing with



Liner transport or containerised and general cargoes which generates the bulk of shipping revenues remains protected in the interest of the developed economies. The view is expressed by the developed economies that within the liner sector there is enough self-regulation, and maintenance of the status quo ensures stability and expedites technical advancement.

Thus, even though globalisation pushed the international trade community to expand the frontiers of the multilateral trade Agreements to cover services, maritime transport services is yet to be included in the binding rules regarding services.

The role of shippers' organisations in assisting to formulate maritime policies for their countries, thus suffered a serious setback as the legal framework necessary for the creation of the platform which would ensure a fair participation of the developing economies was ousted. It is to be borne in mind however that the doors for dialogue are not shut and there is increasing hope that after the Cancun debacle, enough consensus has been built to continue with negotiations. The DOHA rounds are expected to continue soon.

UNIFICATION OF INTERNATIONAL TRANSPORT

As mentioned earlier, a discussion of international trade and transport policy cannot be complete without a discussion of the underlying legal regime which underpins the commercial and contractual relations between states, companies and individuals.

For well over half a century, the Hague Rules (1924) held sway. The rules are now over eighty (80) years since they were first enunciated in Brussels. For some nations and in particular maritime lawyers from many common law jurisdictions, and the shipowning nations, the rules are tried and tested and need to remain unchanged.

For a good number of developing

countries, mostly consumers of shipping services, the rules which have held sway for so many years are unfair and work against the interest of the users of shipping services. The Rules establish a mandatory legal regime in respect of carrier liability for loss of or damage to goods concluded under a contract evidenced by a bill of lading. The scope of application covers the period when the goods are loaded on to the ship till they are discharged.

The Rules provide that the carrier is to be held liable for loss or damage to the goods resulting from his failure to exercise due diligence to make the ship seaworthy, to properly man equip and supply the ship or to make its storage areas fit and safe for the carriage of goods.

One of the basic criticisms of the Hague Rules is the litany of exculpatory clauses that enure to the benefit of the carrier especially the so called Nautical Fault Exception. The Hague Rules have seen two amendments. The protocols of 1968 (Visby) and 1979 which deal mainly with the limits of liability.

Some countries ratified the protocol and hence became parties to the so called Hague-Visby Rules. Others did not ratify and thus remained parties only to the Hague Rules. For some countries, the protocol was not far reaching as it did not deal comprehensively with the issues of liability, the allocation of responsibilities and risks, as well as other modes of transport and hence they did not ratify.

The United Nations, through UNCTAD began discussions in the late 1960's to revise the Rules and come out with a uniform law on international transport of goods by sea. The objective of the work of UNCTAD was to remove the ambiguities and uncertainties and to establish a balanced allocation of responsibilities and risks between suppliers and users of shipping services.

UNCTAD Working Group, the United Nations Commission on International Trade Law (UNCITRAL) was mandated to come out with a revision of the Rules. This work was concluded in 1973 and the Convention commonly referred to as the Hamburg Rules was adopted in 1978 with ratifications by countries that have a "low impact" on the conduct and carriage of international trade. The major maritime nations did not ratify the rules, so that, even though the convention entered into force in November 1992, it was moribund at birth.

The powerful maritime nations contended that the mandatory character of the liability rules with respect to the scope of application of the rules was too wide making the liability floor too slippery as compared to the tackle to tackle regime under the Hague Rules which they were used to. They also complained about the restriction of the choice of jurisdiction and were not happy with the jettisoning of the Nautical Fault exception even though that came as a great relief to the user nations. Some countries adopted the rules wholly while others, especially the Scandinavian countries, incorporated relevant provisions into their national law.

Thus the stage was set for the application of a multiplicity of rules for the international carriage of goods by sea. While some countries have denounced the Hague Rules and become parties to the Hamburg Rules, there are others who are party to Hague-Visby Rules and yet others who are party to only the Hague Rules. As indicated earlier, there are still some other countries that have incorporated bits and pieces of the various laws into their national law. Currently therefore, there is a hotch-potch of international rules for the carriage of goods by sea which has created a great deal muddled confusion and uncertainty.

It is therefore widely recognised within the international community that there is an urgent need for uniformity in the international law on carriage of goods by

UNCITRAL has therefore taken the bold attempt at unification of the international law on the carriage of goods by sea, and to modernise the entire regime of international transport law through the elaboration of rules dealing not only with the carriage of goods by sea but also the carriage of goods under a multimodal

bold attempt when viewed against the provide certainty are lost in an attempt to backdrop of the difficulties and failures review the structure, substance and text of that have attended to the various the existing regimes. international regimes where uniformity is concerned.

Indeed the original mandate of the UNCITRAL Working Group did not include multimodal transport. This paper is not expected to deal in any form or shape with the issues and complexities which are introduced by the new Draft Instrument. Suffice it however to mention that the instrument covers various areas of existing mandatory liability regimes in the field of carriage of goods by sea akin to the provisions of the Hague, Hague Visby and Hamburg Rules. It however goes further to modernise the existing legal regime in relation to current practice by covering areas such as freight, the transfer of the right of control and the right to sue.

There is no doubt that the Rules would be subject to interpretation by various legal systems and in various jurisdictions and as pointed out by Lord Macmillan in Stag Line V Foscolo Mongo, they should not be rigidly controlled by domestic precedents of antecedent date but be based on broad principles of general acceptation. Indeed any new regime for the international carriage of goods needs to take due cognisance of this and must demonstrably indicate that it is in tune with current trends and has clear advantages over the existing legal regimes.

It needs be noted that instrument is still in its embryonic stages and would likely go through a great deal of metamorphosis before it eventually sees the light of day. It is however noted that the coverage of multimodalism in addition to the carriage of goods by sea makes the instrument unwieldy; added to this is the criticism that a broad consensus has not been built at the initial stages as the draft is a purely CMI Draft with the CMI being largely represented by maritime transport interests only.

Some of the criticisms levelled against the new instrument are that, it fails to provide uniform rules of liability throughout the stages of transport. It is noted that it gives precedence to mandatory rules in unimodal transport conventions in cases where a loss or damage can be attributed to a particular stage of multimodal transport.

It is also argued that interpretation of the rules is made a little more difficult. This is

Acting upon a recommendation by an transport regime. This is indubitably a because tried and tested provisions which

The Draft Rules also attempt to distribute risk and liability between carriers and cargo interests. Again, the view is widely held especially amongst cargo interests that the balance is disproportionately skewed in favour of the carrier.

Others also point to the very language of the rules. The point is made that the structure of the drafting makes it convoluted, complex and unwieldy with extensive cross referencing. This is seen even with the "Definitions" provisions.

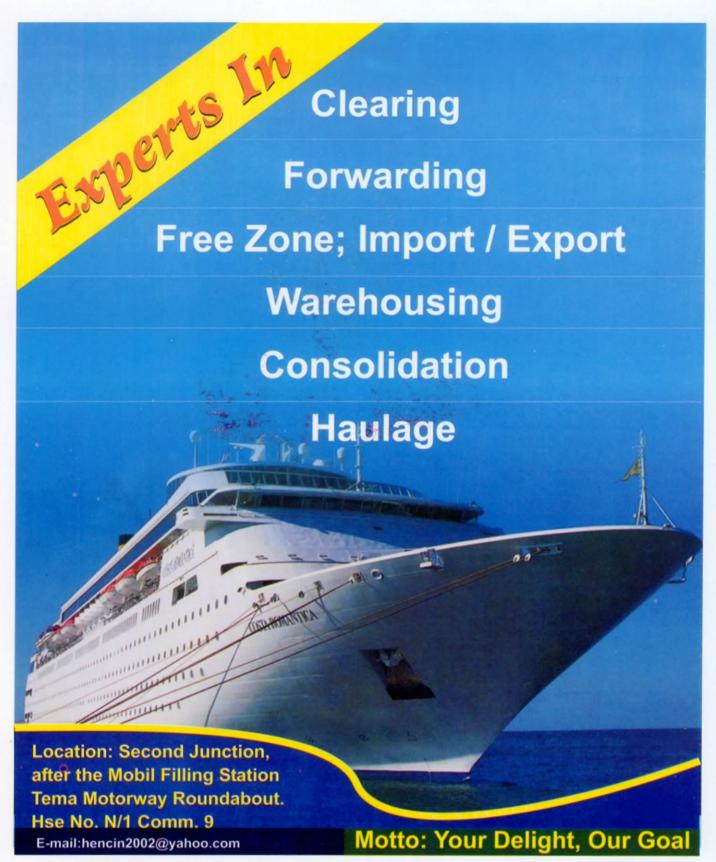
As indicated, this is a bold attempt at international unification of transport law and must be considered as work in progress.

CONCLUSIONS

This paper has touched on the key strands in dealing with International Maritime Trade policy, by examining the international institutions such as the WTO in an era of globalisation. It has also looked at the development of maritime trade and transport policy through the Liner Conference system and the U.N Liner Code especially as a tool for developing economies to participate in the carriage of goods generated by their international trade.

Within the same context there has been a brief examination of the various attempts made by the international community towards the uniformity of international transport law.

It is quite clear that this is a very complex field and the time and space for this paper would not admit of an in-depth discussion of all the issues. Suffice it however to mention that the key ingredients have been touched upon creating a platform to nourish further discussions on the subject. It is hoped that the talks at the WTO regarding maritime transport services would be continued in earnest. In the same vein it is hoped that the debates in UNCITRAL regarding the unification of international transport law would be given some impetus in the upcoming meetings and which would eventually, to the best extent possible, achieve that balance between carrier and cargo interests which has been elusive for a very long time.



MERCHANT SHIPPING

& Trading Agency Ltd.

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

MULTIMODAL TRANSPORT and the GHANAIAN SHUPPER

By Capt. William Amanhyia, Education Manager GIFF



Multimodal Transport is generally considered as the most efficient way of handling an international door-to-door transport operation. This is because Multimodal Transport allows the operator to combine in one movement the inherent advantages of each mode, such as the flexibility of road haulage, the larger capacity of railways and the lower costs of water transport in the best possible fashion. Multimodal Transport also offers the shipper the possibility to rely on a single counterpart, the multimodal transport operator, who is the architect of the entire journey and only responsible party from pickup.

At the onset of containerisation, it was though International realised that transport of cargo generally involved the use of various transport links (interfaces and modes), each link corresponding to a transfer, storage or transport operation either in the country of origin, in a transit country, or in the country of final destination, there were inherent problems. It was simply that though containerisation made it possible for several transport mode operators to participate in the cargo movement, there were difficulties involved sometimes in the responsibility (liability) allocation. Considering the variety of commercial practices involved



At each end of a trade operation, the number of documentation involved, it was deemed expedient for the shipper to nominate one operator to carry out all these. Multimodal transport was the result. Multimodal transportation is not a recent discovery since any consignment coming from overseas and going to an inland destination is, in fact, travelling with several means of transport: sea, then rail or road or both, or even airfreight in some cases.

What is new is that, nowadays, such a transport can be made without breaking bulk, the goods arriving at their destination in the container, vehicle, trailer in which they were loaded at the place of departure, and often, under cover of one transport document only. For a movement to be legally considered a multimodal transport, 3 criteria will have to be met. The most authoritative definition of the term "international multimodal transport" is provided in article 1 (1) of the United Nations Convention on International Multimodal Transport of Goods 1980 (hereinafter referred to as the MT Convention) which reads as follows:

" 'International multimodal transport' means the carriage of goods by at least two different modes of transport on the basis of a multimodal transport contract

from a place in one country at which the goods are taken in c h a r g e b y t h e multimodal transport operator to a place designated for delivery situated in a different country..."

The same convention also defines a multimodal operator (MTO) as:

" 'Multimodal transport operator' means any person who on his behalf or through another person acting on his behalf concludes a multimodal transport contract and who acts as a principal, not as an agent or on behalf of the consignor or of the carriers participating in

the multimodal transport operations, and who assumes responsibility for the performance of the contract."

Thus, the main features of a multimodal transport are: the carriage of goods by two or more modes of transport, under one contract, one document and one responsible party (MTO) for the entire carriage, who might subcontract the performance of some, or all modes, of the carriage to other carriers. Multimodal transport therefore implies the safe and efficient movement of goods, where the MTO accepts the corresponding responsibility from door-to-door. This differs from the terms "combined transport" and "intermodal transport" which are often used interchangeably to describe the carriage of goods by two or more modes of transport.

There are several advantages in multimodal transport. Because multimodal transport is planned and coordinated as a single operation, the loss of time and the risk of loss, pilferage and damage to cargo at transshipment points are minimised. This is because the multimodal transport operator maintains his own communication links and coordinates interchange and onward carriage smoothly at transshipment points.

The faster transit of goods possible under multimodal transport reduces the disadvantages of distance from markets and the tying-up of capital. As freight moves through the logistics chain, there is an equal parallel flow of information. Multimodal transport reduces the burden of documentation and other formalities connected with segmented transport. The savings in costs resulting from these advantages are usually reflected in the freight rates charged by the multimodal transport operator and also in the cost of cargo insurance.

The problem of establishing liability at the various stages of the movement is reduced. The consignor has to deal with only the multimodal transport operator in all matters relating to the transportation of his goods, including the settlement of claims for loss of goods, or damage to them, or delays in delivery at destination. The inherent advantages of multimodal transport system will help to reduce the cost of exports and improve the competitive position of traders in the international market.

Challenges for Ghanaian Shippers

The challenges ahead for Ghanaian shippers are two-fold: First with the integration of manufacturing and distribution activities, transportation has now become an integral part of the production line. Competitiveness of our products will therefore depend on transportation costs. Ghanaian shippers therefore need more than ever to increase their capabilities in offering reliable and cost-effective transport and logistics services, through taking advantage of technological developments. Since there is no longer the need to go through the long process of "re-inventing the wheel," our shippers will need to adopt already proven methods by "leap-frogging" into modern technologies and commercial practices. Multimodalism is one of such technologies.

While Multimodal Transport seems to offer several advantages to shippers and service providers, it is also very difficult to implement. It requires a thorough control over all the steps involved in international transport, including multiple storage and handling stages, extensive use of information technologies and carriers networks and regulatory frameworks that can provide freedom to plan and operate to carriers and reliable liability regimes to customers. This requires a very high capital investment in infrastructure and



since private capital accumulation among Ghanaian shippers is little, it poses a major challenge for them to implement.

Entry into multimodal transport operations necessitates expertise and liability for insurance cover, and large operators have made substantial financial investment in the component elements of the multimodal transport system such as containers and container depots, trucks, trailers and other road vehicles, EDP (electronic data processing) system, warehouses, etc.

Multimodal transport is a highly specialised field which covers a wide range of services involving, for example, the operation and maintenance of several items or sophisticated equipment. The introduction of this system in the region for example will give rise to the necessity for various institutional changes: changes in procedures, practices, documentation, data processing, customs inspection and other services and activities associated with the new technology.

For the efficient performance of multimodal transport covering such a wide range of services and involving such vast institutional changes, highly trained personnel both on the technical and managerial side are necessary. The necessary training infrastructure will therefore need to be provided.

While the promotion of multimodal transport organisations depends largely on the initiative, enterprise and resourcefulness of shippers and freight forwarders, it is necessary that Government also adopts suitable legislative and administrative measures at the national level. It is in the interest of Ghanaian shippers to participate in the formulation of such measures.

Regional co-operation among shippers and the pooling of resources would be of great advantage in this context, particularly for overcoming difficulties caused by scarcity of capital, shortage of trained personnel, etc. Such cooperation could result in the establishment of joint ventures at the regional level for organising "land bridge" or overland transport systems across our landlocked countries. By combining the use of trailers and trucks by road and railways, such "land bridge" systems can be utilised for the multimodal movement of goods even in non-containerised or break-bulk form.

The major challenge facing Ghanaian shippers in the use of multimodal transport is an acceptable regional legal regime. Multimodal transport does not only consist of physical operation management, but also in documentation and information management. Generally, international treaties and regional conventions are provided to ease the administrative process in international trade. Since the UN MT Convention has not yet been accepted internationally, there is a need for something along these lines to be included in the ECOWAS provisions.

In Latin America, some governments have recently agreed on a regional legislation for multimodal transport, taking basic elements from the MT Convention and from the UNCTAD/ICC Rules. Other governments (e.g. India) have designed their own law on MT. Africans took a long time to adopt containerisation and the continent is now paying a high price for it in the form of higher freight rates. Multimodal transport has come to stay. We must prepare to embrace it before Africa is again left behind.



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 Oppisite 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

Import Clearance Process at the Seaport - A Guide

The introduction of the GCNet electronic clearance system in September 2003 was a welcome development for shippers and custom house agents alike, as it cut down the clearing time substantially and allowed for online 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 Ghana Shippers' 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 at the ports.

IMPORTERS' GUIDE

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

- 1. Submit the Invoice, Import Declaration Form (IDF), Parking List and a copy of the Bill of Lading (on or before arrival of vessel) to the designated Destination Inspection Company (DIC) for processing of Final-Classification and Valuation Report (FCVR).
- 2. Pick up the FCVR from DIC.
- 3. If you are an importer of a used vehicle, submit Bill of Lading, Certificate of Title to CEPS for the determination of value.
- 4. Obtain a Tax Identification Number (TIN) from the Internal Revenue Service (IRS), if you are a first time importer.
- 5. Submit a declaration electronically to Customs through the GCNet Computer Front-end.
- 6. Ensure that all the fields on the declaration are completed with accurate data.
- 7. Print out the Response from the GCNet Computer Front-end and effect payment of appropriate duty and taxes at either Ghana Commercial Bank or ECOBANK.
- 8. Attach the bank payment receipts, Bill of Lading, Invoice, IDF, FCVR, to the designated CEPS compliance officer in the Long Room for Verification.
- Submit to the Shipping Line/Agent a hard copy of the declaration, original bill of lading, bank receipts and all the other relevant documents as well as a completed Delivery Order (DO) for either first or final release, as the case may be.
- 10. Present green copy of DO, hard copies of declaration and bank receipts at GPHA Revenue or other Freight Stations as appropriate, for assessment and payment of handling charges.
- 11. Deposit the **green copy** of the DO with GPHA operations or the appropriate Freight Station for the container to be dropped within 24 hours at the designated bay for physical examination (if required), after which CEPS allows delivery.



- 12. Arrange a truck to convey cargo from the port/freight station.
- 13. Waybill will then be issued by the appropriate freight station upon presentation of green copy of DO, hard copy of declaration and bank payment receipts.
- 14. Present declaration and accompanying documents with the cargo to CEPS at the exit for final clearance. Freight Station security also checks the waybill covering the goods.
- 15. Make all documents available to the Police, CEPS or National Security, only on request, for inspection after exiting the freight station.

Scan Option

- If your container is to be scanned, then deposit the declaration, DO and the Interchange (evidence of dropping container on the truck) at the CEPS office within 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 CheckIn Agent at the entrance of the scanner.
- 4. Confirm final clearance of container after the scan at the CEPS office.

CAUTION

- 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 identification cards that link them to any recognised clearing company.
- They promise short delivery times.
- They promise lower duties and 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 any Clearing Agent, Shipping Lines/Agent, or any other operator to carry out any fraudulent transactions.
- Do not offer Freight Station equipment operators money to induce them to deliver the services for which you have already been billed.
- Do not attempt to conceal goods during physical examination. Avoid paying the examination officer to "overlook" discrepancies in the manifested and landed cargo.
- 6. Do not pay for any service for which no official receipt or invoice is issued

For Further Information:

Ghana Shippers' Council

P.O. Box 1321, Acera • Tel.021-666915/6 • Fax: 021-668768

e-mail: scouncil@shippers-gh.com • website:www.ghanashipperscouncil.org

GSC signs MOU with Burkina Faso and Niger Shippers' Councils

second quarter of the year signed an MOU with the sister Shippers' Councils of Burkina Faso and Niger respectively. The MOU with Burkina Faso, a revised version of an earlier one signed between the two Councils in Accra in August 1998, was signed in Ouagadougou on July 23. 2007.

The first MOU between the GSC and the BFSC was purposed to foster closer ties, cooperation and mutual assistance between the two Councils towards the development of the transit trade through Ghana's corridors. Under the terms of the Agreement, provision was made for its revision and assessment of the development of the transit trade between the two countries on bi-annual basis.

However, even though the two Councils have co-operated and collaborated to boost the transit trade between the two countries following the signing of the 1998 MOU, its terms had not been revised as provided for. The need to do so therefore became imperative as a result of the changes in the international and subregional trade environment.

Consequently, late last year, the two Councils formed technical committees to assess the trade and make proposals for the revision of the MOU. The two technical teams exchanged documents and had a two-day meeting in Ouagadougou in December 2006 to draft a revised MOU which took into consideration developments in world trade and transport environment, looking particularly at problems confronting transitors in our sub-region.

The draft revised MOU was forwarded to the Managements of the Councils which reviewed and agreed on the terms of the new Agreement. The signing ceremony took place in the Board Room of the Burkina Shippers' Council in Ouagadougou.

In his welcome address, Mr. Ali Traore, Chief Executive Officer of the Burkina Shippers' Council recalled the difficulties that bedeviled the transit trade of his country through the Ghanaian corridor

The Ghana Shippers' Council during the over the years. He traced the efforts that therefore hoped that with the signing of the two Councils had made to overcome the problems as well as the other emerging challenges. He noted that it was these challenges that necessitated the signing of the MOU between the two Councils. He

the revised MOU, all was set to put the two Councils' relations on a new and proactive footing for more effective cooperation.



Mr. Ali Traore, CEO Burkina Faso Shippers' Council and Mr. Kofi Mbiah, CEO Ghana Shippers' Council, signing the MOU for their respective organisations.



Mr. Mbiah (left) and Mr. Traore (right) exchanging their signed MOU.

When he took his turn, the Chief tonnes in 2006, then there is the need and transit trade in particular Executive Officer of the Ghana Shippers' indeed justification for a new MOU Council, Mr. Kofi Mbiah, reiterated the between the two Councils to work more The Chairmen of both Councils, who were fact that the revised MOU between the two closely to develop and boost the trade Councils reflected the need for a further. This in turn, is in line with the strengthened cooperation. noted that if from a mere 50,000 metric Burkina Faso to forge wider economic tonnes in the late 1990s the transit traffic integration for the enhancement of both

Indeed, he desire of the governments of Ghana and had increased to about 300,000 metric the trade between them in general and the

present for the signing ceremony congratulated officials for the work they put in towards the realisation of the MOU. They hoped the aspirations expressed therein would be realised.

> The main tenets of the MOU dealt with the following issues, among others:

- a. areas of cooperation
- b. consultative meetings, at experts and Chief Executives' levels
- c. oversight committee to Oversee implementation of the MOU and
- d.dispute resolution and settlement

Following the successful revision of the MOU between the GSC and the BFSC, a similar exercise was undertaken between the GSC and its Nigerien counterparts in respect of their MOU which was signed in May 2000.

Notable among these changes, coming from the Niger side, was the introduction into the Preamble. the MOU signed between Ghana and Niger on Road Transport in 1976. Another introduction was the need to refer any dispute that could not be resolved amicably by the parties, to their respective Ministers for resolution.

The signing of the MOU took place on September 4, 2007 at the Ministry of Transportation and Aviation, Niamey. The signing ceremony was graced by the presence of the Nigerien Hon. Minister of Transportation and Aviation.

Other officials present at the ceremony were the Chairperson of the Niger Shippers Council, the Executives of the Transport Owners Association of Niger, Directors and Heads of Department of the Ministry of Transportation and Aviation.



Mr. Mahamane Manzo, (left) Director-General, Niger Shippers' Council, and Mr. Kofi Mbiah, (right) CEO, Ghana Shippers' Council, signing the MOU for their respective organisations.



Mr. Mbiah and Mr. Manzo exchanging their signed MOU.

DEATH RIDES with the BIG RIGS

Making our Roads Safe for Multimodal Transport

By Capt. William Amanhyia, Education Manager GIFF

Every year in Ghana, hundreds of people lose their lives and several more get permanently maimed in road accidents, most of them involving heavy articulator trailer trucks. There is no denying the fact that articulator trucks cause an excessive number of traffic accidents in the country and have therefore now become an awful menace on our highways.

Heavy trucks whether articulator trucks or construction vehicles get involved in serious traffic accidents mainly because of their large weight, high centres of gravity,



poor handling and reduced braking efficiency. Although it has been well known that mixing small fast-stopping vehicles with ponderous slower-braking ones poses an inherent safety hazard, the problem has further been exacerbated in the country by other issues such as driver fatigue, poor vehicle inspection and maintenance, aggressive truck driving, excessive speeding, alcohol abuse and aggressive or unsafe lane changing.

Our road transportation system is an asset which with the seamless transportation

multimodal transportation system for the region. The system is intended to help move goods to the ports for export and distribute imports from the ports to the hinterland including the landlocked countries. With the discovery now of oil in the country and its consequent economic implications, our socio-economic prosperity of the future will irrevocably be tied to the efficient operation of this system. However, because our transportation sector is not very competitive particularly among the

different modes, the trucking sector is the predominant mode for moving a large variety of our produce. Maritime Shippers and Freight forwarders, being the largest users of freight haulage services in the country, any lapses in this sector is of special concern to us. The noticeable upward trend in the spate of vehicle accidents now, especially those engaged in haulage, therefore needs to be urgently addressed and as quickly as possible.

A loaded truck moving on the highway is subjected to several forces. Some of these are centrifugal caused by rounding a curve, acceleration and retardation caused by movement of the truck, and braking as well as many others. Most of these forces increase when the vehicle undergoes some violent manoeuvres, such as rounding a curve at high speed or suddenly applying brakes. The purpose of educating drivers is to enable them appreciate the effect of these forces on the load system, vehicle chassis and load while they are on the move. For example

concept will now be used in the most of the capsizing of our articulators occurs when the load is very high. Under normal condition of loading, when a truck heels, there is an opposite force which tends to bring it upright. This force referred to as righting lever will depend on the height of the centre of gravity of the load. In simple terms when the load is high, the centre of gravity of the system will also be high so that when the vehicle heels to large angles, the righting lever will become negative and will tend to heel the vehicle further instead of returning it upright. This issue is of such importance on ocean going ships that ship officers spend over six years being educated on it. This knowledge about behaviour of forces on loads will therefore be beneficial to truck drivers if the incidence of overturned trucks is to be reduced.

> When containers are stuffed for sea carriage, they are usually done by trained professionals who ensure the contents are evenly distributed and restrained to prevent movement which might otherwise impair the stability of the containers. In Ghana, most containers are devanned for customs examination and are usually packed hurriedly under no professional supervision. In most cases the original internal restraining system is never replaced so that cargo may possibly be free to move inside the container when the container is being moved on the highway. This may upset an already delicate higher centre of gravity caused when the heavy and light cargoes are mixed at re-vanning so that the container when it is heeled to a smaller angle may attain a negative lever and topple over.



This is likely to happen when a vehicle carrying'a container whose stability has already been impaired through the manner described above attempts to negotiate a curve at high speed or suddenly runs into a sloping kerbside.

A similar stability impairment surface, occurs in partially laden tankers when the liquid is free to slosh around the tank. We see these toppled-over tankers frequently on our highways when partially filled tankers attempt some violent manoeuvres. When such stability impairment occurs, properly educated drivers may appreciate the condition and avoid excessive movement or manoeuvres that may further aggravate the systems stability. Such trained drivers will also appreciate the inherent dangers involved in over height loading. They will appreciate things like wet brakes, trailer jackknifing and other idiosyncrasies of articulated trailers. Over height loading is dangerous because it aggravates an already inherent high centre of gravity of these trucks. Educating our truck drivers on this issue is vital for safety on our roads.

educational level and prescribed commercial driver licence.

Commercial driving should also be perceived as a skilled profession which needs to be regulated. The need to enforce strong policy measures which would have a positive impact on human behaviour should be the objective. There should be prescribed working hours which could be monitored through the use of log books. The logbooks could be endorsed at departures from terminals and can be checked by any police officer during the truck's transit. Enforcement of traffic regulations should not also be restricted to the police. Self-policing is usually the best for maintaining professional standards.

In the EU-countries for example, there are special rules on driving time traffic jams and accidents. limitations, i.e. the amount of time that the driver may spend on driving. These time limitations and

training content for the issuance of the Since much of the heavy freight moved on our roads originate or are destined for the ports where we do conduct our business, the maritime industry especially shippers have a big stake in seeing to a reduction in accidents in this sector. In addition, the concept of multimodalism which our sector is now embracing demands a well operated road transport system. It is therefore a part of the responsibility of maritime professionals to see to it that lapses in the road transportation system are rectified.

> Maintenance of vehicles must also be taken seriously and controlled by appropriate regulation. Quite often trucks breakdown and are parked anywhere the driver chooses. With no properly organised vehicle recovery scheme in the system, these cause



belief that commercial driving is for recording are laid down in the UNECE school drop-outs which has caused the Convention AETR (European education level of the commercial Agreement concerning the Work of driving sector to be rather low. This will however need to be rectified since their profession is a very highly skilled one. Besides, driver training for commercial driving is almost nonexistent in the country. Much of the commercial driving learning in the country is through apprenticeship, what is referred to as "sitting beside Nellie" and that has a lot of in-built negative factors. There is a need therefore to have a minimum our highways.

Unfortunately in Ghana, there is a regulations for time counting and Crews of Vehicles Engaged in International Road Transport (AETR). In general, the driver that spends 4-5 hours driving has to have a break for at least 45 minutes. There are different limitations for daily (9 hours a day, possible: 10 hours per day on 2 days a week) and weekly (a maximum of six daily shifts in one week is permitted) driving. A regulation along such lines might help to prevent driver fatigue on



There ought to be prescribed frequency of inspection and check lists inspectable by authorities to ensure that vehicles do not pose a danger to other users by their potential for breaking down. Although there is prescribed roadworthiness certification, the frequency for heavy duty trucks should be increased and other types instituted for trucks embarking on long haulage trips.

CDH INSURANCE COMPANY LIMITED

CDH Insurance Company Ltd, currently the fastest growing Insurance Company in Ghana, underwrites both life and non-life (general) Following a insurances. restructuring and recapitalisation exercise in 1999, it was acquired by Institutional investors.

The new CDHI has taken off through its strategic reorganizations and decisions. Some of the general insurance products that CDHI offers to its clients include fire, motor, accident, marine, bonds and engineering policies. The Life products include the Multiplan, funeral, child education, mortgage, credit/loan and group term policies.

CDHI's corporate vision is to "provide excellent service to customers through innovation, people, leadership and sound financial controls and to be among the best." Its mission is to provide Insurance Service through collaborative efforts of all stakeholders with the maximum speed; offering the desired service and support as desired by the prospective policy holders and insurers. With a strong asset base and an enviable investment portfolio, CDHI is growing from strength to strength in its commitment to its slogan "Serviceas you want it"

The core objective of CDH Insurance is to provide professional, quality and innovative products and services, client service with speed, efficiency



(Mr. Larry Kwesi Jiagge, CEO)

and insurance at an economic value.

technically competent, skilled and experienced management team which is supported by a group of very well qualified middle management, senior staff and officers with training and qualifications in Insurance. Accounting, Economics, Service Marketing, Customer Service, Underwriting, Mathematics, Research methods and various other related fields. Complementing this solid team is the company's board which is made up of individuals with a wealth of experience, knowledge and expertise in diversified fields. The board is continually supportive of the company and is ever committed to its vision and mission.

and accuracy, prompt claims payment The current Chief Executive Officer of CDH Insurance Company Limited Mr. Larry Kwesi Jiagge, joined the CDHI is led and directed by a company in August 2005 from Metropolitan Insurance Company Limited. Prior to this, Mr. Jiagge had stints at the State Insurance Company Limited. He has over twenty-three years continuous experience in the Insurance industry.

> A barrister-At-law and a Fellow of the Chartered Insurance Institute, U.K, he is a product of the Kwame Nkrumah University of Science and Technology, the West African Insurance Institute, the Ghana School of Law and the Ghana Institute of Management and Public Administration and holds the following qualifications BA (Social Sciences), Diploma, (Insurance and Management), BL and an EMBA.

Under the leadership of Mr. Larry Investments Kwesi Jiagge, CDH Insurance currently provides professional services through quality and innovative products and is focused on premium service delivery. This has been effectively done through new strategic reorganisations, repositioning, branding and focused distribution strategies to bring service close to both prospective and current policyholders. Some of these are through partnership with other institutions for example Ezi Shop. The company continues to be known by its customers and the public for:

- Discipline marked by surehanded financial control.
- □□ Implementing excellence through sound underwriting, technical competence and claims settlement.
- De Professional service with the customer at the core of its operations
- □□ Innovation and persistency in offering excellent customer service.

Customer Care

CDH Insurance's foremost commitment Motor is to the customer. It believes in innovation and creativity, and is committed to providing excellent service to its clients with the objective of Accident - Workmen's Compensation building long-standing relationships. To enable it maintain its competitive edge in the market, it has established a customer relationship management system that deals promptly with customer requests and requirements. Further, it has instituted a claims management system, which ensures prompt and efficient claims management service to its clients.

Reinsurance Support

Reinsurance extends the company's Bonds capacity to carry any risk. CDH Insurance has made arrangements with the following companies to enhance its capacity and financial security in underwriting.

Its main Reinsurance Companies are:

- 1. Ghana Re
- AA+ AAA
- 1. Munich Re 2. African Re

- AAB
- 3. Continental Re
- 4. Mainstream Re

CDH Insurance invests in high vielding portfolios in the financial market. The company's investments also include Real Estate and listed securities in Blue Chip Ghanaian Companies and Government of Ghana treasury bills.

CDHI has branches in Kumasi, Tema, Manufacturing: Takoradi, Koforidua and Tamale as well as agencies in Achimota, Ashaiman, Ho, Fan Milk Ltd Licensing Office Accra, Techiman, Takoradi Flour Mills Ltd Akosombo, and Akim Oda

LIST OF PRODUCTS

General Business Products

- Fire-Standard Fire Policy
 - Fire and Allied Perils
 - Consequential Loss/Business Taywood Ghana Ltd Interruption
 - Assets All Risks
 - House owners
 - Comprehensive Insurance
 - Householders Comprehensive Lister Medical Services Ltd Insurance
 - Shop owners Comprehensive Links Garden Guest House Insurance
 - Business Premises Palace Hotel Ltd Comprehensive

-Comprehensive Cover

- Third Party Fire & Theft
- Third Party only

- Group Personal Accident
- **Public Liability**
- Fidelity Guarantee
- Professional Indemnity
- Contractors All Risk
- Erections All Risk
- Theft/Burglary
- Goods-in-transit
- Money Insurance
- Travel Insurance

Marine - Hull

Cargo

- Performance Bond

- Advance Mobilisation Bond
- Bid Bond
 - Customs Transit Bond

Life Insurance Products

Multiplan Policy

Group Term Life Policy

Keyman Policy

Credit/loan Protector Policy

Mortgage Protection Policy

Funeral Insurance Policy

List of Some Major Clients of CDHI

Banking/Finance:

- Merchant Bank Ghana Ltd
- First Atlantic Merchant Bank Ltd
- First African Group Ltd
- SG SSB Bank Ltd
- Barclays Bank Ghana Ltd

- Memot Company Ltd

- Calf Cocoa Processing Company Ltd
- Winneba Salt Industries Ltd

Mining/ Construction:

- Liebherr Ghana Ltd
- Consolidated Power Projects Ltd
- P. W. Ghana
- RSG Global Ltd

Hospitals/Hospitality:

- Golden Tulip Hotel Ltd
- Griffix Hotel Ltd

Cargo Handling/ Freight Forwarding:

- Antrak Group Ltd
- Dashwood Shipping Services
- Scanship Ghana Ltd
- Inter Africa Freight
- Alitalia Airline Services

Telecommunications:

- Ghana Telecom Limited
- Leadcom Integrated Solutions Ltd
- Gandalf Communications Ltd
- G.I.P Ghana Ltd
- The Battery People

Other Corporate **Bodies/Institutions:**

- Menka-Premo Ltd
- C. Woerman Ghana Ltd
- SSNIT
- General Law Consult
- Mon-Tram Ltd

With team work, technical expertise, commitment and able leadership, the New CDHI is fast gaining grounds and will achieve great heights. In all it does, it wants to be counted among the best by delivering efficient, fast, accurate and innovative products and services....as you want it.



BUSUA BEACH RESORT

A GOLDEN BEACH HOTEL

HAPPY HOUR

anytime, anywhere.



As part of the Golden Beach Hotels chain
Busua Beach Resort
has become the ideal choice for
visitors who want something different.

Set by the seafront, Busua provides the ideal entertainment setting for holiday lovers and business persons alike.

for more information and reservations please call the corporate office on

+233 21 781 621 +233 21 771 626

Busua:031 933 07-9

info@gbhghana.com • www.gbhghana.com

Uniquely Golden, Traditionally Ghanaian



In exporting, it is not a prerequisite for a vital to the growth and prosperity of the into export-traders, export-manufacturers business to sell to its domestic market before selling abroad. There are many successful export-traders and exportmanufacturers, notably in Asia, who have been selling their products entirely to the foreign markets.

Exporting is not for large companies only. Contrary to a belief that only large companies can export, in fact there are more small and medium-sized companies than large companies in the world that are engaged in exporting. The size of a company is not static. Most large companies at one time were small companies. Not to mention, small and medium-sized companies are the leading source of job creation in many countries.

Prior export expertise is not a prerequisite to exporting. The export procedure and routine is easy to learn. There are many forms of export assistance or advice available from the government and the private sectors. The export related skills can be learned. However, prior exposure to international trade is a definite advantage.

Export Phobia

Fear comes naturally to anyone new to exporting. Fear of the unknown, or lack of information, is one of the reasons that many businesses that are doing well nationally are reluctant to engage in exporting. Fear of the unknown encourages deeper thinking. By thinking and careful planning, the risk of failure in exporting can be reduced. Never allow fear to impede exporting. Exporting is

company and the country.

The process of exporting is not like a walk in the park. Neither is the process like mastering Beethoven's piano sonatas and concertos. Exporting is never easy but it can be learned and can be done well. The process of exporting is challenging!

Export Mindset

The business ground is a battleground. Exporting, like any other business, involves risks. It is necessary to prepare for the challenges and the consequences. Engaging in exporting is akin to engaging in a war. It is a war of price, quality, delivery and service. It is a battle for the business orders. It is a fight for the company's survival---profits and growth. In practice, rough strategies are often used by some exporters in order to win contracts.

Overnight export success will not happen. Short-term export profits rarely occur. Exporting requires long-term commitment from management and employees. Dedicating long hours to the business is necessary, especially for the fledgling exporter. Problems are inevitable in exporting. New exporters will usually encounter lots of unanticipated problems. Problems cannot be solved by panicking. There is always a solution to a problem. Learning from experience is indispensable. Successful companies learn from their mistakes...

Types of Export Businesses

Export businesses are mainly classified

and service-exporters.

Export-Traders

The export-traders include the export companies known as trading houses, trading companies, buying offices, buying agents, purchasing agents, resident buyers, sourcing agents, export representatives, export distributors, export agents, export management companies (EMCs), and manufacturers' representatives.

The export-trader operates on a buy-andsell basis or a commission/fee basis, or a combination of these two. In the buy-andsell basis, the export-trader buys from export-manufacturers and adds a markup to the export price. In the commission/fee basis, the export-trader collects a commission or fee from the exportmanufacturer or the foreign importer, or from both of them without adding a markup to the price.

Export-Manufacturers

Export-manufacturers include the manufacturers, producers, assemblers and processors of export goods. Exportmanufacturers either directly export the goods or indirectly export the goods through the export-traders.

Service-Exporters

Service-exporters include the banks, ocean shipping (steamship) companies, air cargo companies or airlines, trucking companies, rail carriers, insurance companies, freight forwarders or consolidators, consulting firms, and miscellaneous service companies.



- Corporate & Retail Banking
- Treasury & Foreign Exchange Services
- Money Transfer Service
- 24/7 ATMs
- Internet Banking with CALNet
- SMS Banking
- Corporate & Project Finance
- Asset Management & Brokerage Services

Call
021-680073
Areeba
shortcode
1651

