

SHIPPING REVIEW

GHANA'S AUTHORITATIVE QUARTERLY MARITIME JOURNAL

VOLUME 21 NO. 4 | OCTOBER - DECEMBER, 2019

MARITIME REGULATORY REFORM: IMO 2020 GHG EMISSIONS REDUCTION FROM SHIPS-NOTICE TO AFRICAN SHIPPERS' COUNCILS



ALSO IN THIS ISSUE

- Africa's Aviation Industry: Challenges and Opportunities
- Plant Protection and Regulatory Services Department- what Exporters and Importers must know
- National Association of Handicraft Exporters in Perspective
- Gatyfax Logistics - An All-round Logistics Provider
- Vester Oil Mills Ltd - Ghana's Number One Soyabean Processor Gears up to Increase Exports
- Why Standards are needed in International Trade
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The 2020 global cap will apply to all ships flying the flag of a state that has ratified MARPOL Annex VI, calling at a port or passing through the territorial waters of a state that has ratified the Convention. This means that the 'Sulphur Cap' will apply to 96% of the world's fleet. Enforcement shall depend on various national maritime jurisdictions.

Pg. 07



Why Standards Are Needed in International in Trade

When it comes to trade, speed and predictability are of the essence, especially for developing countries integrating with global markets. When goods and inputs are time sensitive, international standards on moving goods from country to country can help to eliminate costly delays.

Pg. 22

Also in this Issue

Africa's Aviation Industry: Challenges and Opportunities	02
Plant Protection and Regulatory Services Department- what Exporters and Importers must know	05
National Association of Handicraft Exporters in Perspective	14

Gatyfax Logistics - An All-round Logistics Provider	17
Vester Oil Mills Ltd - Ghana's Number One Soyabean Processor Gears up to Increase Exports	19
Ghana's Maritime Trade Review (January- September 2019)	26

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AFRICA'S AVIATION INDUSTRY: Challenges and Opportunities

By Abdul Haki Bashiru- Dine, Ghana Shippers' Authority

INTRODUCTION

According to the Africa Development Bank Group, the performance of the African aviation industry is still lagging behind that of the rest of the world. Nonetheless, demand for air transport has increased steadily over the past five years with passenger numbers and freight traffic growing by 45% and 80% respectively.

Over the period 2015-2020, Africa will be the third fastest growing region in the world in terms of international traffic with an average growth rate of 6.1% compared to the global average of 5.8%, and 7.9% and 6.9% for the Middle East and Asia Pacific, respectively, while Europe, Latin America and North America are projected to record lower international passenger growth of 5.0%, 5.8% and 4.9%, respectively.

This trend is expected to continue in the coming years due to a number of factors, notably robust economic growth, demographic boom, increasing urbanization, and emergence of the middle class. Air transportation plays a vital role in the country's growth process by accelerating convergence of goods and persons.

The contribution of air transport far exceeds that of road transportation sevenfold. Growth in air transportation has directly mapped into economic growth due to spillover effects through the creation of direct and

indirect jobs in the industry and other auxiliary sectors such as tourism and other service sectors.

Expansion in air transportation creates market opportunities for local entrepreneurs by creating regional and global economic centers. In 2010, the aviation industry in Africa supported about 7 million jobs (including 257,000 direct jobs) through the impact on travel and tourism which translated into USD67.8 billion of the continent's GDP. Forecasts indicate that the aviation industry's impact on African economies is set to grow. Over the next 20 years, implied job creation by the industry is projected at 879,000.

Africa can maintain the growth of its aviation industry if more and more people can afford to pay for the cost of air travel. Currently, only 10% of Africans travel by air but given the current rate of economic growth and emergence of the middle class, there will be high demand for services linked to air transportation.

In recent years, growing alliances with counterparts in other regions of the world have played an important role in the development of the African aviation industry. These alliances have permitted African companies to gain access to new long haul routes resulting in higher economies of scale and skills exchange.

The rapid expansion in Africa's aviation industry is hampered by a number of factors. Poor record of safety and security, lack of adequate resources and infrastructure, distance and limited connectivity, lack of

regulation and government actions are among the main constraints the industry is facing. These constraints add to competition and high operating costs resulting from surging oil prices. Addressing these challenges could significantly unlock the industry's potential for future growth.

■ **Safety and security challenges:** Safety is the most pressing challenge facing the aviation industry in Africa. In 2011, the average number of air traffic accidents was nine times higher than the global average. The frequency of accidents stems largely from inconsistencies in the implementation and enforcement of internationally accepted safety standards and practices. Increasing the level of safety should be a key priority for the development of the African aviation industry.

The African authorities have endorsed an African Union backed plan aimed at addressing deficiencies related to aviation safety and security and strengthening the regulatory framework. Accordingly, the International Air Transport Association (IATA) jointly with the International Civil Aviation Organization (ICAO) and other organizations have committed to supporting the Africa Strategic Improvement Action Plan of the African Union (AU). The plan encourages African governments to foster regulatory oversight through the adoption of globally accepted safety and security standards.

■ **Inadequate infrastructure:** The air transport industry faces various challenges including poor airport infrastructure, lack of human



resources, limited connectivity and lack of transit facilities. Although substantial progress has been made during the past decade, Africa still lags behind other regions in terms of “soft” and “hard” infrastructure. It is therefore critical that African countries invest in the soft as well as hard infrastructure to support the industry.

■ **Lack of regulation and government actions:**

Despite the growing awareness of the role that the aviation industry could play in the development of the continent, the industry is still not the top priority of African governments. More so, despite the increased liberalization of the African aviation industry and the growing presence of foreign companies, some African governments are still reluctant to open their skies fearing foreign competition could undercut national airlines, some of which are short of commercial viability besides being just symbols of sovereignty.

These challenges require governments to enhance regulation of aerospace management, consumer protection and safety of airlines. Lack of aviation experts and skills, high airport taxes and fees, the weak connectivity and restrictions on transit visas and facilities add to the menu of impediments affecting Africa's aviation industry.

OPPORTUNITIES TO THE AFRICAN AVIATION INDUSTRY

Air travel is essential to the prosperity of Africa as it opens up opportunities that did not exist before. Fostering the African aviation industry may be one of the driving forces of regional integration on the continent. Better connected African countries and regions through a viable air transport industry could be the catalyst that can boost intra-African business, trade, tourism as well as cultural exchange. Developing the aviation industry may also represent an opportunity to mitigate chronic transport problems faced by the 16 landlocked African countries.

Africa's air cargo market faces a raft of challenges, despite posting good growth over the last few years. Kenya Airways commercial director, Peter Musola told delegates in the session 'Africa – the Big Picture' at the Africa Air Cargo Summit in Addis Ababa in 2015, that these (challenges) include safety and security, a lack of market access, poor air cargo infrastructure, high production costs – notably the cost of fuel, which he said is 21 per cent higher in Africa than the world average.

Other challenges are complex Customs regimes, corruption, poor governance and volatility of

currencies, giving an example of Nigeria, which has experienced plunging oil prices and owes \$0.5 billion to foreign airlines.

Musola also noted that Europe and the MESA (Middle East and South Asia) account for 90 per cent of air cargo volumes into and out of Africa.

However, he said the African market is dealing with low load factors and high capacity, like much of the industry.

CONCLUSION

The International Air Transport Association's (IATA) regional director for Africa, Sidy Gueye also explained to delegates there has been pressure on yields and revenues due to rising capacity in the marketplace.

In April 2015, available freight tonne kilometres surged by 25.6 per cent year-on-year, but the load factor dropped to 25.7 per cent.

He also said the market continues to be affected by trade protectionism, agreeing with Musola on the lack of safety and security and also noted there has been an effect on the market from the modal shift of some cargo.

African Airlines Association (AFRAA) secretary general, Elijah Chingosho felt airlines must focus on e-freight to grow business performance: “African air cargo carriers need to minimize costs by introducing more paperless processes.”

Despite his call, Africa had a relatively high electronic air waybill (eAWB) penetration at 53.4 per cent as at 2015 with Addis Ababa leading the way with 92.9 per cent. IATA's industry target for eAWB is 58.5 per cent, but the global average was 38.3 per cent, below Africa.

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PLANT PROTECTION AND REGULATORY SERVICES DEPARTMENT- WHAT EXPORTERS AND IMPORTERS MUST KNOW

The Plant Protection and Regulatory Services Department (PPRSD) was established in 1965 by an Act of Parliament: Prevention and Control of Pest and Diseases of Plants Act, 1965 (Act 307). Act 307 has been repealed and replaced by the Plant and Fertiliser Act, 2010 (Act 803). The PPRSD is recognised by the International Plant Protection Convention (IPPC) as the National Plant Protection Organisation of Ghana. It is currently headed by its Director, Dr Felicia Ansah-Amprofi (Mrs).

The PPRSD is the national institution with the mandate and capacity to organise, regulate, implement and coordinate plant protection services needed to support and promote sustainable growth and development of agriculture in the country.

One of the central divisions of the PPRSD is the Plant Quarantine for Phytosanitary Inspection and Certification. The Plant Quarantine Division (PQD) is mandated to:

- a. Prevent the introduction and spread of pests of plants and plant products;
- b. Regulate the import and export of a plant, a plant product and other regulated articles; and
- c. Provide for related matters

The PQD collaborates with the Ghana Revenue Authority (GRA)- Customs Division in the performance and enforcement of its duties and regulations at all approved entry/exit points of Ghana.

The functions of the PQD at the entry/exit points are performed by Phytosanitary Inspectors (PIs) who are often referred to as Plant Quarantine Inspectors. Other functions of the PQD of relevance to exporters and importers are carried out at the PPRSD head office, Pokuase.

Key among the functions of the Division which fall under the jurisdiction of Phytosanitary Inspectors stationed at the entry/exit points are:

- a. Inspection and certification of consignments of plant and plant products and other regulated articles (exports and imports) as prescribed in the Plant Protection Regulation, 2012, (L.I. 2193)
- b. Inspection and conveyances (vessels, aircrafts, vehicle agricultural machinery etc.);
- c. Supervision of treatment of infested/infected plants and plant products and other regulated articles;
- d. Destruction of infested/infected plants and plant products at the expense of the importer;
- e. Holding non-compliant imported consignments under quarantine until such a time the consignments are deemed free from quarantine pest of concern to Ghana;
- f. Re-export of infested/infected plants and plants products at the



- expense of the importer.
- g. Sensitization of exporters and importers on plants quarantine matters such as requirements of importing countries.
- h. Registration of exporters and importers of plants and plant products.
- i. Inspection of export-oriented farms.

Key among the functions of the PQD at the head office and regional offices that are of relevance to exporters and importers of plants and plant products are listed below:

- a. Registration of exporters and importers of plants and plant products;
- b. Registration and coding of export-oriented fruits and vegetables out-growers' fields;
- c. Inspection of export-oriented farms;
- d. Issuance of Phytosanitary

import permits/special permits for importation research materials and biological control agents;

- e. Pests Risk Analysis (PRA)
- f. Inspection and approval of pack houses for export of plants and plant products;

What exporters must know about the PPRSD

- Exporters of plants and plant products have the obligation to register their out growers and businesses at the PPRSD head office, Pokuase or at an approved entry/exit point with the following requirements;
- Certificate of registration from the Registrar General's Department (certificate of incorporation, certificate to commence business and either form A or C indicating business profile);
- Payment of registration fee of GH¢300.00;
- Evidence of access to an approved packhouse;
- Certificate of registration from the Ghana Export Promotion Authority.

Exporters or their agents must:

- a. Give 24 hours prior notice to the plant quarantine office before the arrival of the consignment at the point of exit;
- b. Declare consignments meant for export (vegetables and fruits) to PIs at the point of exit to enable them conduct inspections on such consignments;
- c. Ensure that, packing lists,

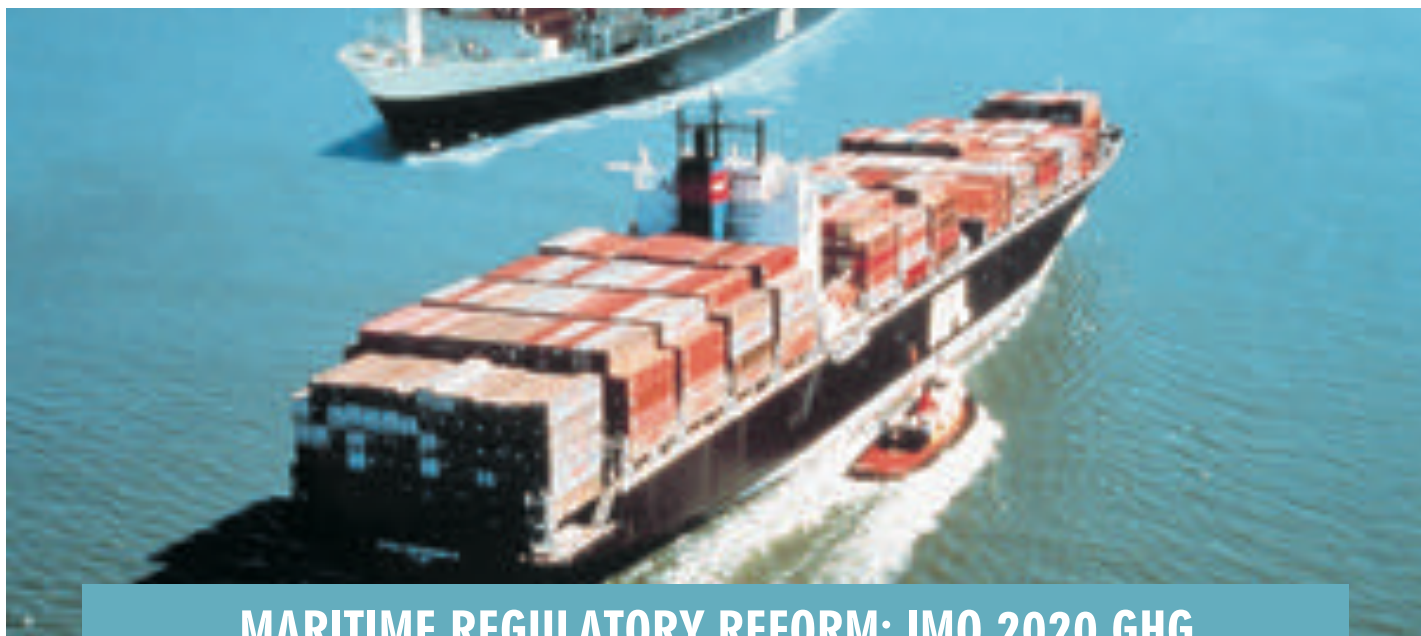
instruction for dispatch of goods (IDSs) and waybills must accompany vegetables and fruits coming from citified export farms meant for shipment through KIA;

- d. Ensure that, waybills accompany consignments crossing the land borders;
- e. Ensure that, consignments to be shipped through the seaports are accompanied by bills of lading;
- f. Pay a fee at the plant quarantine office depending on the weight of the consignment to be shipped.

What exporters must know about the PPRSD

Importers of plants and plant products must:

- a. Register their businesses at the PPRSD head office or an approved entry/exit point with the following documents:
 - I. Certificate of registration from the Registrar General's Department (certificate of incorporation, certificate to commence business and either form A or C indicating business profile);
 - ii. Payment of registration fee of GH¢500.00;
 - iii. Apply for an import permit not less than 7 days prior to the importation of any plant, plant product or any regulated article to the Directorate through the minister of Food and Agriculture.
- b. Declare consignments of plant and plant products imported to PIs for inspection and release after which fee is paid depending on the weight of the consignment.



MARITIME REGULATORY REFORM: IMO 2020 GHG Emissions Reduction from Ships – Notice to African Shippers' Councils

By Azoh-mbi Edward Chi-malang, Union of African Shipper's Councils (UASC)

INTRODUCTION

The International Maritime Organisation (IMO), the global maritime regulator, has once again scheduled new regulatory reforms code-named “IMO 2020” aimed at reducing pollution caused by Green House Gases (GHG) emissions from ships. The new regulation requires a further drop in the sulphur (SOx) content of marine fuel oils from 3.50% (in effect since 1st January, 2012) to 0.50% beginning 1st January 2020, when the latest amendment of Annex VI of the International Convention on the Prevention of Pollution from Ships (MARPOL 1973/78) would enter into force as announced in October 2016.

In 2005, a series of regional GHG reduction initiatives were taken through the establishment of Sulphur Emission Control Areas (SECAs) where SOx content is limited to 0.1%. IMO 2020 (Sulphur Cap) shall transform that regional sulfur reduction effort into a global campaign. The maritime sector will have to reduce sulphur emissions by over 80% by switching to lower sulphur fuels (LSFO). Regulatory

work originally focused mainly on SOx, NOx, Ozone Depleting Substances (ODS), Volatile Organic Compounds (VOC) and shipboard incineration. While the Paris Agreement set goals, IMO 2020 is the most significant binding worldwide environmental regulation mandated in decades. The Initial IMO Strategy on Reduction of GHG Emissions from ships traces the phase-to-phase pathway into a new era of sustainable shipping, setting new standards for ship energy with the support of the International Standards Organisation (ISO).

The milestone of IMO GHG work for the past 12 years remains the “Energy Efficiency Regulations” adopted in 2011 and entered into force in 2013, establishing the Energy Efficiency Design Index (EEDI) for new ships and the Ship Energy Efficiency Management Plan (SEEMP) and IMO Data Collection System (DCS) for all ships, being technical and operational measures for attaining energy efficiency objectives. IMO 2020 is a comprehensive package of

prescriptive and non-prescriptive performance-based measures complemented with Market-Based Measures. While encouraging voluntary agreements, cost-mitigation, alternative compliance options and consistent implementation supportive measures have been provided.

IMO 2020 aims at eliminating the total annual GHG emissions to at least 50% by 2050 compared to 2008 whilst pursuing the zero-carbon vision in line with the Paris Agreement temperature goals. This paper takes a closer look at IMO 2020, focusing on the impact on shippers and how African Shippers' Councils could prepare for its imminent entry into force.

Scope of application

The 2020 global cap will apply to all ships flying the flag of a state that has ratified MARPOL Annex VI, calling at a port or passing through the territorial waters of a state that has ratified the Convention. In effect the 'Sulphur Cap' will apply to 96% of the world's fleet. Enforcement shall depend on various national



maritime jurisdictions. In short, IMO 2020 is applicable on all ships in all countries.

Justification for IMO 2020 Regulatory Reforms

- 1) *The imperative of ocean governance:* Mindful of intensifying exploration and use of marine resources, IMO institutes a public interest balance between multi-sector marine activities and the capacity of the oceans to remain healthy and diverse. Preventing the exploitation of the marine environment from disproportionately limiting the ability of maritime transport to support and contribute to the global economy, socio-economic progress and the attainment of the Sustainable Development Goals (SDGs) is imperative.
- 2) *Alarming volume of shipping emissions:* According to a 2007 IMO study, the maritime sector was responsible for nearly 3.3% of the global emissions and if appropriate action is not taken, emissions from the maritime sector may grow by 150% to 250% by 2050 compared to 2007 emissions.

- 3) *Protection of public health and environmental integrity:* SOx derived from bunker fuels is harmful to human health, causing cardiovascular and respiratory diseases such as cancer and asthma with a negative impact as well on natural species and environment. Ship pollution causes about 14 million cases of childhood asthma and 400,000 premature deaths a year (James Corbett (2018)).
- 4) *Obligations emanating from other international conventions:* The Paris Agreement and the 1997 Kyoto Protocol call upon states to pursue limitation of GHG emissions from marine bunker fuels working through IMO. UNCLOS Part XII likewise imposes a general obligation on states to prevent and control pollution of the marine environment from all sources, including pollution from vessel sources in Article 211.

Who does IMO 2020 Concern?

Upstream, stakeholders are the public sector GHG regulators chief of which is IMO, in collaboration with UNCTAD, United Nations Framework

Convention on Climate Change (UNFCCC), United Nations Development Programme (UNDP), International Association of Ports and Harbours (IAPH), Global Environment Facility (GEF), etc. At midstream, IMO member States are responsible for enforcement, monitoring, controlling and sanctioning non-compliance in their capacity as Flag and Port States.

Downstream, compliance entities include shipping and oil companies, refiners, insurers, shippers, floating storage/bunker suppliers, port authorities, instrumentation and chemical suppliers (methanol), coastal communities and other seaborne supply chain operators.

What is the 'Sulphur Cap' or 'oil specification' and how does it work? It is a mandatory requirement by which the regulator (IMO) caps or sets the maximum sulphur content of ship fuel oil at 0.50% elsewhere and 0.1% in Emission Control Areas (ECAs).

Regulation 14.1.3 of Annex VI of MARPOL 73/78 provides that the sulphur content of any fuel oil used on board vessels for consumption shall not exceed 0.50% m/m on or after 1st January, 2020. The current sulphur content limit is 3.50% m/m under Regulation 14.1.2 except in ECAs. The Sulphur Cap applies to any fuel oil used on board a vessel, including fuel used in the main engine, auxiliary engines and boilers.

Annex VI prohibits the carriage of any fuel oil of more than 0.50% m/m sulphur content (HSFO) for use in the fuel tanks as from 1st March, 2020 (Carriage Ban). The obligation shall run alongside Regulation 14.4.3 which caps ECA sulphur content at 0.10% m/m Ultra Low Sulphur Fuel Oil (ULSFO).



Responsibility of Shipping Companies as Primary Compliance Entities

There are basically two main options for ship compliance with the Sulphur Cap:

1. Use of compliant fuel with a sulphur content not exceeding 0.50% m/m) (e.g. Low Sulphur Fuel Oil (LSFO) Marine Diesel Oil (MDO) everywhere else, or Very Low Sulphur Fuel Oil (VLSFO) in ECAs;
2. Adoption of alternative abatement technology for SO_x (e.g., an Exhaust Gas Cleaning System (EGCS) or scrubber approved by the Administration or use of a Selective Catalytic Reduction system (SCR) for NO_x (See figure2);

This simply means that (i) ships can continue to use residual High Sulphur Fuel Oil (HSFO) by retrofitting scrubbers with dedicated tanks to hold/treat resulting wastewater (ii) switch to lower sulphur fuels such as MDO, LSFO (residual 1%), VLSFO, ULSFO (new fuels designed for SECA compliance) (iii) 'alternative oils' (non-petroleum-based fuels) Regulation 4.1, e.g., LNG, Methanol, Biofuels, LPG (iv) 'alternative energy sources' such as electricity, nitrogen cells, windsailing etc.

General Compliance Cost Assessment

Maersk Line estimates that the adjustments made necessary by IMO 2020 including ship and engine designs and conversions, use of new efficient energy types, instrumentation etc., total a \$15 billion compliance cost for the industry to prepare ships to meet the required standards.

IMO 2020: Risk Assessment/ Implications For African Shippers and Shippers' Councils

The pace at which refiners can produce compliant fuel and the specific strategies that ship-owners would use to mitigate IMO 2020 disruptions would determine the scale of shippers' risks. Being a secondary compliance entity, the share of the shipper's GHG reduction burden emanates chiefly from ship-owner compliance responsibilities and degree of transparency.

- i) *Compliant fuel price hikes to significantly increase shipping costs/freight rates*

Fuel costs usually make up about half of the overall operating costs of a vessel. With IMO 2020, this is expected to increase exponentially with the so-called 'peak oil demand'. Normally, the calculation of freight rates should be based on the actual economic cost of shipping goods. If the

'polluter pays' principle is correctly applied, the real cost of pollution would be reflected in the cost of goods and services.

IMO 2020 compliant fuels (LSFO/VLSFO) will tend to be more expensive than HSFO currently used that may be sent back to the refinery or pushed to potential low-compliance zones (Africa). The regulation would add special fuel price hikes to regular global oil price volatility to help in setting off the capital-intensive energy efficiency investments. How much of the increased freight rate shall be, the base rate shall be dictated by demand and supply, but an equitable share of the compliance burden is acceptable to shippers.

Given that the Sulphur Cap will cost industry about \$15b or that annual bunker fuel costs are predicted to climb by US\$60 billion in 2020, (an increase of about 25% from 2019), this could increase the cost of port-to-port ocean freight costs by 10-20%. This spectacular fuel price leaps will tremendously impact on freight rates as fuel remains a huge percentage of a carrier's operating cost traditionally used as a pretext to shift the impact of cost volatility to shippers. Shipping rates have been predicted to remain volatile with at least two to three cost waves to hit shippers over the first year or two.

If the total cost of compliance takes the industry up to \$15b annually, carriers such as CMA-CGM, ONE, OOCL and APL say part of the extra cost will be recouped by shifting it to clients. Thus, shippers have to ascertain that the actual cost of LSFO is the only variable to be plugged in with BAF aside. In some countries, shippers and carriers are agreeing on this principle.

By a 2018 Drewry study, only 10%



of shippers had made an IMO 2020 cost impact assessment, whereas carriers are implementing new methods of calculating extra fuel fees in anticipation of the rise in extra operational costs with varying levels of transparency. Ship-owners have an established formula for passing extra cost unto shippers which increases the landed cost of goods for both shippers and end-consumers. Goldman Sachs estimates the total impact of IMO 2020 to consumer wallets to be around US\$240 billion at the end of the day.

Shippers must take note of Incoterms 2020 and closely assess inevitable increases in the landed cost of goods in order to correctly calculate the actual cost of their goods, decide how much of the increased costs they are willing to absorb and the right selling price.

The big risk with rates is that seeing the level of transition uncertainty, carriers would dramatize their arbitrary determination of freight rates supposedly based on extra operational expenses. Shippers should be aware that despite IMO's regulatory provision of cost-effective and supportive compliance, ocean carriers would still mitigate their compliance cost by identifying and testing

various ways of passing on higher operational costs to consolidate revenue levels and/or avoid customer migration by secret tariff agreements.

Though cost-sharing is a guiding principle in bearing the huge environmental compliance burden by society, it is unacceptable for ship-owners as primary compliance entities to disproportionately pass almost the full cost of disruptions to the poor shipper especially when there are incentives for emission control investments. Nonetheless, shippers should prepare for major price hikes and general cost swells.

ii) Likely increase of transit times, delays in shipments and more transshipment

Deliberately sailing ships at slower speeds to conserve fuel and reduce emissions, would further restrict capacity while increasing transit times and sometimes added to compliant fueling detours. Even without any indications of vessel operation reschedules after 2020, there is a potential risk of ship/cargo delay likely due to non-availability of compliant fuel oils and consequent fueling detours or slow steaming. This would affect capacity and may result in breach of delivery deadlines, legal disputes, besides higher rates.

IMO 2020 has raised the expectation of increased transshipment which leads to costly delays and increased risk of cargo loss and damage. Carriers would be less motivated to make fewer direct port calls as they find good formulae for fully recouping their higher fuel costs on shippers.

iii) Implications on shipping capacity

IMO 2020 is predicted to change worldwide cargo flows. The risk of possible low carrying capacity and its effects on shippers goes with three main factors though with some chances of the risk skewing out with transition:

- a. Technical Changes such as scrubber retrofitting, ship hull and engine modifications or change of propulsion systems for LNG, may reduce carrying capacity. However, in some cases, new eco-friendly vessels entering the market may rather augment vessel capacity practically and by new energy efficiency methods;
- b. Non-availability downtime and fueling detours (straying from scheduled routes) can oblige ship and cargo to wait for long beyond scheduled delays. Fuel shortages will cause inefficiencies and increase freight rates even more.
- c. Slow Steaming may cut costs (20%) and help reduce emissions (43%) and mop overcapacity due to longer voyages.

Besides, the eventuality of some ships making 6-8 weeks in shipyards for scrubber retrofits, (USA shipyards scrubber booked until mid-2021) scrapping or impounding by Port State Control (PSC) for non-compliance, blank

sailing, shifting of arbitrage routes and off-hiring of chartered vessels could also affect capacity for shippers' needs.

These three factors may severally or collectively affect ship carrying capacity, transit times and overall turn-around time (TAT) and certainly push up freight rates with possible breach of delivery deadlines on the part of the shipper with legal consequences and penalties.

iv) Emergence of more fuel, environmental and emergency surcharges:

Ocean transport surcharges, a strategy of 'partitioned pricing' are used for cost recovery, revenue consolidation and deterrence of bad shipper practices. There already exist about 11 environmental surcharges, 10 health surcharges, 21 emergency surcharges, 18 IMO regulatory surcharges and several fuel surcharges. Some major carriers are already imposing 2020 surcharges in anticipation, but any Bunker Charge (BUC) should reflect compliant fuel cost.

For transparency, some carriers are developing new all-inclusive fuel factors instead of having various differing fuel surcharges. Yet, with no uniform approach to fueling in the transition, any emerging "standard" fuel surcharges could differ per carrier, trade route and season.

Cost-shifting to clients/trade is done either by creating new surcharges or adjusting existing surcharges. Possible new surcharges soon to add to Bunker Adjustment Factor (BAF) include Low Sulphur Surcharge (LSF) imposed wherever the very clean fuel is used as in ECAs (Europe/USA/Asia).

Surcharge levels will also depend on the type of compliance method adopted by carriers. LSFO such as

MDO is one of the highest quality, most hassle-free 0.1% marine fuels requiring the least number of technical changes on the market. As it is already being used within ECAs, it is more expensive than scrubbers and of course, as in figure 4 below, would be the basis of a higher fuel surcharge. Low Sulphur Surcharges range from a low of USD5/20' to a high of USD35/20' and a low of USD10/40' to a high of USD70/40' (bdginternational.com)

Traditional carrier accounting, rates and surcharge information asymmetry has inspired the launching of the ESC-Drewry IMO 2020 Toolkit, a simplified BAF indexing mechanism and bunker charge guide to assist shippers monitor and control bunker fuel charges in an IMO 2020 context. This transparency tool tracks and applies changes seen in any relevant bunker price index. The Drewry shippers' IMO Cost Impact Calculator reviews BAF, quantifying main carrier bunker consumption per trade/route/container. It improves transparency and fairness in the shifting of extra fuel costs by carriers and forwarders to shippers.

v) Contractual implications of IMO 2020

The contractual effects of 2020 will not be clear so soon, but shippers need to be broadminded when incorporating IMO regulations into shipping contracts. Protection of the shippers' integrity throughout the supply chain is urgent. Potential contract issues include 2020 bunker contract clause adjustment in anticipation of 2020. The fate of existing or already negotiated contracts is hardly risky except their validity exceeds January 2020. Examples of new 2020 clauses clearly allocating risk and responsibility for compliance with the sulphur cap and carriage ban include the

BIMCO 2020 Marine Fuel Sulphur Content Clause and Marine Fuel Transition Clause for Time Charter Parties, etc.

PROTECTION OF IMO 2020 SHIPPERS' INTEGRITY: HOMEWORK FOR AFRICAN SHIPPERS' COUNCILS

In response to the immense 2020 shake-up, Shippers' Councils should:

- Master the IMO 2020 regulation within the Initial IMO Strategy on Reduction of GHG Emissions from Ships and use the environmental cost-sharing principle to justify the necessity of the contribution of shippers and end-consumers in cutting down shipping emissions produced in the course of carrying their goods.
- Assess the regulations' potential implications and impact on shippers, end-consumers and national economy; push shippers to carry out an individual IMO 2020 cost impact assessment; discuss with carriers/service providers and hold them accountable for any unjustified cost, fuel adjustment factors, rates and surcharge formulae;
- Instruct shippers to monitor and assess prevailing trade lanes with high cost and new surcharges and target the best areas and moments where to optimize costs. Do advance planning of shipping and check risky ports with strict IMO 2020 implementation, use any discrepancy between carrier practices as a negotiation tool.

- Carry out a special study on potential impact of IMO 2020 on domestic transport cost and the recent evolution of fuel/IMO/environmental/health surcharges, basis, calculations and overall effect on shippers and the final consumer, detect surcharge replication and inform shippers to start discussing new charges and cost issues with their carriers now;
- Train Shippers' Councils' personnel on IMO GHG reduction work bearing in mind that it is a complex regulation with a standing process that would regularly be updated, phase by phase on the zero-carbon pathway and prepare to address its challenges without any more surprises;
- Remind government (ministries of maritime affairs, transport, trade, hydrocarbons, ports, etc.) of the imminent regulation and implications on trade and national economy and the required preparations for an enabling compliance environment and taking advantage of Technical Cooperation funding, pilot centres and technology transfer facilities for consistent implementation;
- Organise IMO 2020 awareness conferences, seminars and workshops for shippers, carriers, ports, freight forwarders, traders and other stakeholders, elucidating the whole Initial IMO Strategy on Reduction of GHG Emissions from Ships using IMO expertise;
- Create an IMO 2020 Resource Centre/Unit, with operator access to update data and acquaintance with serial regulations and related treaties, codes and consequences on shippers as several short term measures are in place, while some mid and long term measures are being discussed for entry into force in the coming years;
- Develop a simplified version of shippers' IMO 2020 and GHG reduction work Frequently Asked Questions (FAQs) and update it regularly;
- Educate shippers/charterers on the contractual implications of IMO 2020 and necessary adjustments; provide guidance for intelligent incorporation of IMO 2020 sensitive clauses into contracts of carriage, putting a sharp eye on new regulatory rights and responsibilities;
- Compile data and reports of IMO 2020 bad carrier practices, new trade factors, constraints for shippers, rising costs and forward to Union of African Shippers' Council UASC and GSF for action;
- Alert shippers in advance of all scheduled IMO regulations adopted as short, mid and long term measures to reduce shipping GHG emissions are being programmed for (2018 – 2020) (2020 – 2023) (2023-2030) (2030-2050) and beyond and would regularly trigger new shipping disruptions and increased compliance cost.

CONCLUSION

On 1st January 2020, the latest IMO cross-sector regulatory reform introducing a 0.50% maritime 'Sulphur Cap' and bunker fuel oil specification would be entering into force as the largest reduction in SOx content of a transport fuel undertaken at once. It addresses environmental, public health and climate change hazards, setting an enabling environment for the achievement of the SDGs.

Though coming with several disruptions, the new regulation opens investment opportunities for some stakeholders, except shippers who may only have to lick their wounds in the IMO 2020 market scenario. Costs and market unpredictability further exacerbated by regulatory uncertainty is everyone's horror, but to shippers, inequitable compliance burden-sharing is a big risk largely founded on expensive compliant fuel oils, low sulphur and surely emergency surcharges and cost manipulation. Shippers fear carriers overexploiting the volatile transition and sending them out of business. A shipper cost/regulatory impact assessment is crucial. Fuel price hikes, vessel capacity issues, unforeseen expenses, cargo damage/delays, information asymmetry etc., would likely plague the shippers' score board come 1st January, 2020 due to shippers' unpreparedness.

The IMO as a decisive climate change action driver has scheduled a series of measures that would keep the shipper swallowing more bitter pills for ship-owners in the coming years. Shippers' Councils consequently have to adequately put shippers in a permanent dynamic IMO 2020 perspective.



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NATIONAL ASSOCIATION OF HANDICRAFT EXPORTERS IN PERSPECTIVE

The National Association of Handicraft Exporters (NAHE) was formed by the Ghana Export Promotion Authority (GEPA), then Ghana Export Promotion Council (GEPC) in 1992. The formation of the Association was mooted by Mr. Robert Darko, the then Senior Export Development Officer at the Handicraft Department of GEPA. After speaking with many prospective handicrafts exporters who came to the GEPA for advice, he realized that most of the exporters had similar concerns, hence the need to chart a common direction to achieve their collective objectives. It became imperative that an association of handicraft exporters was formed to serve as a platform for them to exchange business ideas and also identify and mobilise them for export-oriented activities.

The GEPA hosted the meetings of the infant Association with Mr. Darko as its founder for about one year until substantive

executive members were selected to run the association. The founding executive members were R. K Adjasoo of All-Round Marketing Agency, Robert Kofi Ellis of Fritete African Art Works and Joana Nelson of Cratsman Studio with Mr. Darko as an unofficial member.

Members of NAHE, currently 54, meet on the first Thursday of every month to deliberate on issues affecting their trade to discuss ways of addressing them. Some of their discussions are centred on participations in international trade fairs, development of the handicraft production sector, problems with financing for the execution of export orders, high cost of borrowing funds from banks for export orders, search for export orders among others.

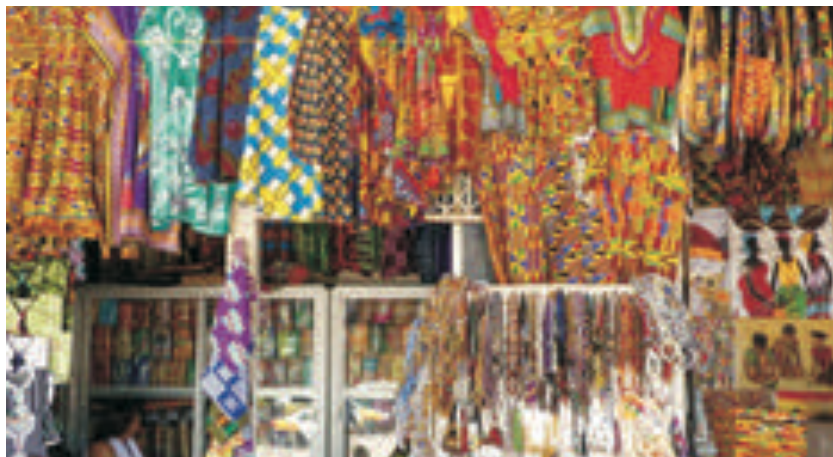
The formation of the Association has enabled its members to host annual handicraft exhibitions in Accra for many years. The exhibitions attracted art lovers

both locally and abroad and also provided an avenue for them to sell their handicrafts

The recognition and registration of the exporters through the instrumentality of the NAHE, made the selection of handicraft exporters for exhibitions abroad easier. Most importantly, problems of exporters could easily be identified for immediate redress.

Additionally, the association with the assistance of GEPA, developed and supported exporters who were able to supply orders for Pier 1 Imports and could buy and ship over 40 of 40-footer containers of handicrafts a year continuously for over 10 years between 1994 and 2005.

Chronicling the history of the association, the President of NAHE, Mr Robert Darko said the association later graduated to hosting an annual exhibition on its own at the Ghana Embassy in



Washington for over five years, between the late 90s and early 2000.

Export market for handicrafts

Members of the Association export any hand-made crafts such as wooden mask and figures, animal figures, musical instruments, straw baskets, clay products and jewelry made from beads and other natural materials.

Other handicrafts exported by NAHE are furniture, comprising Ashanti traditional stools, contemporary stools, tables, textiles, garments and leather products.

“The handicrafts produced are mostly for exports. Even those sold locally are mostly bought as souvenirs that are exported as units by individual tourists and travelers,” Mr Darko explained.

Countries such as the U.S.A, Germany, Canada, United Kingdom, Côte d'Ivoire and Senegal are the biggest importers of handicrafts from NAHE.

On the profitability or otherwise of the art and craft business, the NAHE president said it was dependent on the management of the business.

“One good thing about the craft

business is that, the items are not perishable and some of them become more valuable with age. Meaning that, the more the product stays with you, the more valuable it becomes,” he added.

Contributions and Achievements

According to Mr. Darko, the Association has achieved and contributed a lot to the economy of Ghana.

NAHE has projected brand Ghana in a positive light at most of its foreign exhibitions. Handicrafts carrying the badge of Ghanaian cultural symbols, values are heavily patronised at such events.

The country also earns a lot of foreign exchange from the export and sale of handicrafts.

The activities and operations of the handicraft producers and

exporters have created a lot of employment for the youth both in the city and the carving villages whenever NAHE receives orders from their buyers abroad.

Challenges and the way forward

NAHE, just as any other body doing business in the ports of Ghana, says the high cost of shipments affects the profit margins of their businesses.

The Association also bemoans the lack of coordination among state regulatory and inspectorate agencies during the inspection of containerized cargo for export. This often causes undue delays which lead to high costs.

Access to capital from banks for investment into the handicraft business has been difficult for members of NAHE. The situation, Mr. Darko said is adversely affecting volumes of exports and also having declining effects on the growth of the art and craft industry.

To encourage the growth of exports and also to facilitate efficiency of shipment processes, NAHE appeals to government to reduce the tax components for shipments, joint inspection by state agencies and they also called for the availability of funds at business-friendly rates from the state and banks.



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GATYFAX LOGISTICS - An All-round Logistics Provider



Mr. Francis Terrison
Chief Executive Officer of Gatyfax Logistics

Gatyfax Logistics is a privately-owned limited liability company incorporated under the Companies Code of 1963 (Act 179) of Ghana to provide integrated logistics, IT solutions and supply chain management services. After working for five years with DS Global Logistics and an additional eight years with British Airways as its Operations Manager, Mr Francis Terrison founded Gatyfax Logistics on 2nd February, 2010 and has since served as its Chief Executive Officer (CEO).

Mr Terrison is a firm believer in entrepreneurship development. He is guided by the principles of

hard work, good interpersonal relationships, honesty and the spirit of giving.

With a staff strength of 20 and offices at the Aviance Cargo Village in the Kotoka International Airport, Port of Tema, Takoradi and Elubo, Gatyfax Logistics has a client base of 500 to 2,000 local and international customers all benefiting from its streamlined, safe and cost-effective logistics services in air freight, sea freight, overland transportation, customs clearance, project handling and marine insurance. Other services provided include warehousing and distribution, logistics outsourcing window, supplier management and courier shipments.

Achievements and Contributions

Since the incorporation of Gatyfax Logistics in 2010, the company has provided direct and indirect jobs to many Ghanaians. The company is also into real estates and housing which has contributed to solving some of the housing problems in Ghana.

“At Gatyfax, we pride ourselves in giving because we believe it is one

of the most important ways of encouraging the less privileged in society to strive to reach their best. We give to orphanages in order to give hope and care through the provision of scholarships to brilliant-but-needy persons in order to help them access education, healthcare services and the basic necessities of life and become independent entrepreneurs who will drive the change of economic stability for the country.”, Mr. Terrison added

In recognition of Gatyfax's significant contribution to the logistics and transport industry, it was awarded the Best Promising Transport and Logistics Company in Ghana for the year 2017 at the maiden Ghana Logistics and Transport Awards (GLOTA Awards).

Relationship with State Agencies

Mr. Terrison, who also doubles as the vice chairman of the Ghana Institute of Freight Forwarders (GIFF) at the Kotoka International Airport branch disclosed that Gatyfax, throughout its service delivery process, has had a fruitful working relationship with state



agencies like the GCNet, Ghana Standards Authority, Ghana Shippers' Authority, Food and Drugs Authority, Ghana Revenue Authority, Ghana Airport Authority, Ghana Ports and Harbors Authority among others.

“Our engagement with these government institutions over the years has been collaborative and mutually beneficial. Their immense contributions to the delivery of our services to our customers in the area of various in-service workshops through the Ghana Institute of Freight Forwarders cannot be overlooked as these workshops have equipped us with the necessary tools to improve service delivery and educate and update our customers on new developments in the concerned area of work.”, he said.

Challenges and Way Forward

According to the Gatyfax CEO, his company faces challenges in its operations to offer cutting-edge services to shippers. Some of the challenges include lack of understanding of shippers on new policy directives from state

agencies; wrong or inadequate descriptions of items; delays in payment of duty by shippers which often leads to payment of storage or demurrage which can be avoided; shippers' reliance on wrong or inadequate information on consignments among others.

Mr Terrison who holds an International Air Transport Association (IATA) Diploma in Air Cargo Rating and Certified International Trade and also a Shipping and Logistics Professional from the International Purchasing & Supply Chain Management Institute, said his team of hardworking staff work around the clock to resolve these

challenges of shippers.

“We ensure that shippers are abreast with new directives from state agencies throughout our preliminary interactions with our already existing clients or prospective clients who wish to do business with us at Gatyfax.

“We also constantly advise and remind shippers to provide item descriptions on airway bills or Bill of Lading, packing lists and other supporting documents to enable us provide quality service to them,” he said.

The team at Gatyfax also exercises due diligence by ensuring that shippers' cargoes are tracked and they are alerted as soon as their goods arrive and entreated to make the necessary payment to avoid storage or demurrage.

“At Gatyfax, we pride ourselves in the provision of excellent and quality service. For anyone who holds excellence as a hallmark for express service delivery, Gatyfax is the logistics service provider for you,” he assured.



Vester Oil Mills Ltd - Ghana's Number One Soyabean Processor gears up to increase exports



Mr. Kwasi Nyamekye,
Managing Director of Vester Oil Mills Ltd.

Vester Oil Mills Limited (Vester or VOML) is a limited liability company incorporated under the Ghana Companies Code 1963 (Act 179). The company was registered on 25th June, 2002 and obtained its certificate to commence business in July, 2002. Vester operates from two locations at Abuontem and Kuntanase Deduako in the Bosomtwe District of the Ashanti Region in Ghana.

The company operates a mechanical extraction plant at its Abuontem site, a refinery and a solvent extraction plant at its second site in Kuntanase Deduako. The two locations are roughly 20 minutes' drive from each other. The solvent extraction facility has brought Vester at par with the best in the soya processing industry, like shea pre-treatment, protein extraction, more efficient oil extraction and better unit operations.

VOML processes mainly soya beans into good quality soya meal for livestock, fish and poultry. It

refines soya bean oil into edible oil for human consumption and industrial use. It also produces palm kernel and fatty acids for soap making. VOML has a policy to grow organically and as such has been concentrating on the local Ghanaian market since its inception. With the present capacity increase, the company has begun exports into the West African sub-regional markets in Nigeria, La Cote d'Ivoire, Mali

and Senegal. It hopes to increase its stake in the export market.

The Managing Director of Vester Oil Mills Ltd, Mr. Kwasi Nyamekye revealed that the company intends to establish a feed mill well-timed to ensure increased production for the poultry and fish subsectors by supplying farmers with quality feed ingredients and aggregate feed.

"This decision has been made to take advantage of economies of scale and to provide these inputs to the farmers at a comparatively fairer and cheaper price. The proposed feed processing plant will have an installed processing capacity of 5 tons per hour.", he added.

Due to the company's prudent and honest method of doing business, it won the support of the African Development Foundation (ADF) from 2005 to 2010. Vester Oil Mills was the only company in the soybean processing industry to have had

investments from Venture Capital Trust Fund. The Venture Trust Fund use to have 25% stake in the company. The company currently has equity investment from the Synergy Private Equity Fund.

Source of raw materials, export agenda and clientele base

With a permanent staff strength of 145 in addition to aggregators, nucleus farmers, farmer groups and individual farmers that it engages in mobilising raw materials, Vester Oil Mills Ltd.'s production is largely focused on the Ghanaian market. Exports into the West African market are less than 20% of its produce.

To increase its local market share and export volumes, Mr. Nyamekye said the company plans to move up on the value chain. This will be done using soya meal together with local raw materials like sorghum, millet, broken rice, corn/maize and a US technology to produce fish feed and poultry feed locally.

"We even plan to introduce shrimp farming in Ghana. With all these plans, our export potential will greatly increase."

The company sources its soya beans from the five northern regions and some portions of the Bono East Region in Ghana while the palm kernel is sourced from the Ashanti, Eastern, Western and Western North Regions.

Poultry farmers across the country buy feed from Vester. The company has an outlet in Dormaa Ahenkro which supplies farmers in Sunyani, Brekum, Drobo and other places.

"We supply farmers in Greater



GSA management staff visit Vester Oil Mills Ltd.

Accra including the Greater Accra Poultry Farmers Association. We also supply farmers in the Eastern Region in places like Teacher Mante among others. In fact, we are the single largest buyer and processor of soya bean in Ghana at the moment," he emphasised.

The successes of the company have attracted a visit by the President of Ghana, H.E. Nana Addo Dankwa Akufo-Addo who requested the company to be enrolled unto the "One District, One Factory" project. Vester has moved from its unknown state to become the number one soya bean processor in Ghana.

Challenges and way forward

The company's Managing Director, who holds a Bachelor of Science in Metallurgical Engineering and an Executive Masters of Business Administration (EMBA) with rich experience in mining and mineral extraction as well as management, said funding to support his business was one of his major challenges.

"Another challenge is the intermittent supply of raw materials. We source soya beans locally and the produce during

certain times of the year is not on the market. One needs huge capital during that season to stock up to be able to work all year round. This is where funding becomes critical, apart from the need for expansion," he disclosed.

On addressing his concerns, Mr. Nyamekye said his company has been approved for the '1D1F' project and appealed to government to make funds available for the projects.

"Also, we know government is doing well to leave the local capital market to local businesses, which is a plus, but interest rates are still high. We need lower rates to boost local production," he added.



The African Continental Free Trade Area (AfCFTA) and GRA- Customs Division Benchmark Values.

The Managing Director of VOML said the African Continental Free Trade Area (AfCFTA) is a double-edged sword that can portend good and bad for the economy of Ghana relative to how it is managed.

He said Ghana stands to benefit if local businesses are positioned to compete favorably in the AfCFTA. "If we are supported and well-positioned to be competitive, then it will be all good for Ghana and businesses in Ghana. It could be bad if our markets are opened to the influx of low-priced foreign goods against our local products especially when giants like Nigeria are closing their borders and banning certain products from Ghana," he said

Mr. Nyamekye called on the government to take a second look at the benchmark values on certain imported goods into the country. "I think the application should not have been a wholesale one. It should have been applied to specific types of goods, for example vehicle spare parts. We all know they are not produced locally. But when you apply it to everything making imports of similar products produced locally cheaper than the local ones, it is unfair," he bemoaned.



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WHY STANDARDS ARE NEEDED IN INTERNATIONAL TRADE

By Abdul Haki Bashiru-Dine, Ghana Shippers' Authority

INTRODUCTION

The International Standards Organization (ISO), from 16th - 12th September, concluded its 42nd General Assembly meetings in Cape Town South Africa for 2019. The meetings provided an opportunity for the over 168 member countries of the ISO to discuss the next strategic plan of the Organisation for the next decade, 2030.

The ISO is the world's competent Organisation tasked with ensuring the development of international, regional and national standards for global trade, manufacturing, industrialization, mining, etc. The ISO does this function through its member states, its National Standard Bodies (NSBs), in the development and implementation of comprehensive and dynamic set of standards that provide

consumers with satisfaction, safety and confidence. Standards border on health and safety and consumer confidence in both products and services. The Secretary General of the ISO, Mr. Sergio Mujica, eloquently underscored why standards are so crucial to the global market place. He stated that "International standards can bring about a harmonization that promotes strength for countries in all areas of their development. It enables them to act cohesively instead of separately, gain a firmer foothold in global market place and open doors to new development opportunities."

Various experts explained why a level playing field will benefit everyone at the forum. For most of the developing world, standards are very key and a development tool for competitive advantage in the global market place.

The discussions during the Africa Forum, centered on how standards will be key in attaining the goals of the Africa Continental Free Trade Area, AfCFTA. The biggest challenge to the success of the AfCFTA implementation will be how to develop harmonized uniform standards for goods and services across the free trade area. It was not lost on the participants what work lies ahead.

The ISO General Assembly ended on a high note for Africa following the election of the first black African as president of ISO for the next five years. A distinguished Kenyan, Mr. Eddy Njoroge, former CEO of Kengen Energy of Kenya and now board chairman of the Kenya Bureau of Standards (KEBS). He is also an entrepreneur with many investments in the manufacturing sector in East Africa and a former Minister of



Infrastructure Development of the Republic of Kenya.

My participation in the ISO 2019 General Assembly meetings very much opened my perspective on the importance of standards in global trade.

STANDARDS AND TRADE

For many years, human beings have been exchanging commodities and other goods. In the past, traders and camels plied an east-west network of trade routes, carrying spices and precious metals, porcelain, perfumes, ivory and silk, among other things. The Silk Road, as it became known, is the best-known ancient network of trade routes.

The benefits to the people that lived close to the Silk Road were numerous. Civilization and societies flourished and along with exchanges of goods and commodities, there was also a rich exchange of culture, ideas, art, medicine and science. The Silk Road enriched all our lives.

Fast forward to today's rapidly moving, complex and interconnected world, we live in a time of uncertainty. New technologies of the so-called

Fourth Industrial Revolution are reshaping our lives and major issues such as climate change and strained resources need to be tackled urgently. Yet the flow of goods and services between countries is still one of the most important drivers of job creation and prosperity.

The benefits for those enjoying free trade are obvious. It brings greater access to higher-quality, lower-priced goods, it drives competitiveness, it fuels economic growth, job creation, and it raises the standard of living for many people around the world. A growing body of evidence shows that countries more open to trade grow faster in the long run and have higher incomes per person than those that remain closed.

However, there are winners as well as losers. Many and significant trade barriers still prevent countries, particularly the poorest, from reaping the full gains of trade. According to Oxfam, a charitable organization focused on the alleviation of poverty, the poorest half of the world became 11% poorer in 2018, while billionaires became USD 2.5 richer every day.

It is clear that there has never been a greater or more pressing need for international standards. Transparency, accountability, harmonization and trust are just some of the benefits – for society and business alike.

Take supply chains, which extend around the world and have become increasingly complex. The car industry in the United States, for example, depends on thousands of parts that are manufactured globally. And this complexity is being further impacted by technology, with the increasing production of electric cars causing all parts of the automotive supply chain to evolve.

Transparency and accountability, for producers and consumers alike, have become significant issues. They are particularly important when industries are undergoing substantial transformations. Provenance, quality and health and safety are also coming under the spotlight like never before. International standards are critical to ensure that processes, products and services are fit for purpose, interchangeable and compatible, and create better communication across borders.

This enhancement is significant when it comes to gender equality, one of the United Nations' Sustainability Development Goals. In agriculture, for example, the majority of workers are women. International standards should be more accessible to enterprises, especially the small and medium-sized enterprises that account for the vast majority of jobs in developing and developed countries alike. Many of these smaller-scale trading firms are run by women who often face more severe obstacles to trade



than their male counterparts. Raising awareness in women-owned firms and helping them to implement international standards would allow them to play a part in global value chains.

When it comes to trade, speed and predictability are of the essence, especially for developing countries integrating with global markets. When goods and inputs are time-sensitive, international standards on moving goods from country to country can help to eliminate costly delays.

The lack of harmonization of technical regulations is another brake on growth – an area where international standards can play a significant role. International standards ensure that adoption of good regulatory practices by governments and ISO standards are consistent with the commitments of countries under the World Trade Organization

(WTO) to reduce technical barriers to trade.

CONCLUSION

Every country develops at its own pace; international standards help to achieve a more level playing field, giving developing countries a better chance of participating in and benefitting from global trade. There is a direct link between international standard and enabling developing countries participation in international trade. They help the compatibility of products and services and open doors to new markets. In fact, standards enhance competitive advantages. Enterprise-level surveys conducted by the World Bank Group in developing economies found that certification to ISO 9000 achieved average productivity gains between 3% and 18% for three Central American economies and 5% in China.

According to the WTO, the outlook remains uncertain. World trade continues to face "strong headwinds" from last to this year after growing more slowly than expected in 2018. The WTO stresses the need to focus on charting a positive path forward for global trade. In response to the current challenges, ISO passed a resolution at its General Assembly in 2018 encouraging its members to spread the message that a strong multilateral trading system is indispensable for economic and social development and that international standards are key to support these goals. They are the solid foundations on which the pathways to a more inclusive and sustainable world for everyone can be built.

For Africa, the next decade will be crucial in its efforts to harmonize standards and provide the vital ingredient for promoting and advancing the benefits of the AfCFTA. To enhance trade within and out for the continent, uniform standards would be key to unlocking the global and regional markets for African products of all kinds.

As a continent we need to rely on the National Standard Bodies to develop a comprehensive framework for uniform standards that promote product integrity and safety, consumer satisfaction and confidence in the products and services that will be generated by the AfCFTA.



GHANA SHIPPERS' AUTHORITY



BACKGROUND

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

SERVICES TO SHIPPERS

- Sensitising and empowering shippers and stakeholders in the shipping and logistics sector through programmes such as open fora for trade associations, annual seminars for journalists, biennial maritime law seminars for Judges, workshops for truck owners and drivers, etc.
- Establishment of Import/Export Shipper Committees across the country to enable shippers and shipping service providers interact regularly in order to resolve challenges confronting their businesses;
- Negotiation of freight and port charges of shipping service providers on behalf of shippers;
- Establishment of Shipper Complaints and Support Units at the country's entry points to provide real-time assistance to shippers engaged in cross-border trade.
- Negotiation and monitoring of service standards of shipping service providers;
- Conducting research on emerging issues in Ghana's maritime transport industry;
- Facilitation and promotion of the Transit Trade along Ghana's transit corridor;
- Advocacy in matters affecting shippers such as Implementation of IMO Sulphur Regulations 2020, Terminal Handling Charges, payment of VAT on transit services and levy on transit exports, etc;
- Intervening, investigating and finding solutions to recurrent shipment problems such as loss/damaged cargo, late arrival of shipping documents, cargo insurance claims, illegitimate charges, shortlanding of cargo, etc.
- Representation of the interests of shippers in the deliberations of international bodies such as IMO, WTO, UNCTAD, Global Shippers Forum, etc.
- Provision of infrastructure such as the Takoradi Logistics Platform project, Boankra Inland Port project, Akatakyiwa Freight Park project, Shippers Centres, etc to support the shipping and logistics sector.

Head Office, Accra

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GHANA'S MARITIME TRADE REVIEW (January-September 2019)

1.0 OVERVIEW

There is still uncertainty about the future of the global trading system due to geopolitical tensions. According to the International Monetary Fund (IMF) World Economic Outlook of October 2019, global economic activity at the end of the third quarter of 2019 was in line with the weak trend of the first half of the year. It projects the world economy to grow at 3.0% by the end of 2019, representing a significant drop from year 2018 of 3.6%. Growth is however expected to improve to 3.4% in 2020.

Notwithstanding the unstable global trade and economic activities, the United Nations Conference on Trade and Development (UNCTAD) expects international maritime trade to expand at an average annual growth rate of 3.4% over the period 2019–2024. The projected growth is expected to be driven in particular by growth in containerized, dry bulk and gas cargoes.

Preparations are underway for the implementation of the International Maritime Organisations 2020 sulphur cap regulatory regime to take effect on 1st January 2020. Its full effect on costs are not yet

known but shippers are worried it would add excessively to freight costs, even though it is expected to bring significant benefits to human health and the marine environment.

On the domestic front, Ghana's seaborne trade volume for the period January to September 2019 also showed a decreasing trend in line with the declining global economic growth trend. Cargo throughput for January-September (Q1-3) 2019 amounted to 16.9 million metric tons, a 2.6% decrease compared to the same period of (Q1-3) 2018. Total exports for the review period however, increased by 25.8% while total Imports declined by 16%.

2.0 COMPARISON OF GHANA'S CARGO THROUGHPUT OF Q3 2019 AND Q3 2018

Cargo throughput for the 3rd quarter (Q3) 2019 decreased by 37.7% compared to the same period of 2018. Total import for the period decreased by 45.7%, total export decreased by 13.9%, whilst total transit/transshipment trade volume decreased drastically by 72.6% compared to Q3 of 2018. See Table 1 for details.

Table 1 SUMMARY COMPARISON OF GHANA'S CARGO THROUGHPUT

JUL-SEPT (Q3) 2019 AND 2018			
TRADE TYPE	JUL-SEPT (Q3)2019	JUL-SEPT (Q3) 2018	CHANGE
	(mt)	(mt)	
TOTAL IMPORT	2,001,433	3,689,093	-45.7%
TOTAL EXPORT	1,422,585	1,652,226	-13.9%
TOTAL TRANSIT/TRANSH.	74,728	272,827	-72.6%
CARGO THROUGHPUT	3,498,746	5,614,146	-37.7%

3.0 PORTS SHARE OF CARGO THROUGHPUT FOR Q1-3 (JANUARY – SEPTEMBER) 2019

Cargo throughput for the Tema and Takoradi seaports of Ghana for the first three quarters of 2019 was 16.98 million metric tons (mt). Cargo throughput for the Port of Tema was 10.05 million mt representing 59% of total volume whilst the Port

of Takoradi recorded 6.92 million mt, representing 41% of total seaborne trade.

Transit/Transshipment imports amounted to 594,385 mt whilst transit/transshipment exports recorded 67,836 mt. Table 2 below shows the summary performance for the review period.

**Table 2. SUMMARY OF GHANA'S SEABORNE TRADE PER PORT (in mt)
(JAN- SEPT 2019)**

PORT	IMPORT (mt)	TRANSIT/ TRANSHP. IMPORT (mt)	*EXPORT (mt)	TRANSIT/ TRANSHP. EXPORT (mt)	TOTAL (mt)	Share
TEMA	7,793,034	524,540	1,671,785	67,836	10,057,195	59%
TAKORADI	1,382,639	69,845	5,470,499	0	6,922,983	41%
TOTAL	9,175,673	594,385	7,142,284	67,836	16,980,178	100%

* Exports exclude Ghana's crude oil exports

4.0 COMPARISON OF CARGO THROUGHPUTS - JANUARY TO SEPTEMBER (Q1-3) 2019 & 2018

Table 3 shows the summary of seaborne trade comparison between Q1-3 2019 and Q1-3 2018. Cargo throughput for the review period decreased by 2.2% compared to the same period of 2018. Total

import trade volume decreased by 15.4% while total export trade volume increased by 25.8% compared to the same period of 2018. Total transit/transshipment trade volume for the period (Jan-Sept 2019) decreased by 21.5% compared to (Jan-Sept 2018).

Table 3 SUMMARY COMPARISON OF GHANA'S CARGO THROUGHPUT

JAN-SEPT (Q1-Q3) 2019 & 2018			
TRADE TYPE	JAN-SEPT (Q1-3) 2019	JAN-SEPT (Q1-3) 2018	CHANGE
	(mt)	(mt)	
TOTAL IMPORT	9,175,673	10,844,822	-15.4%
TOTAL EXPORT	7,142,284	5,679,254	25.8%
TOTAL TRANSIT/TRANSH.	662,221	843,872	-21.5%
CARGO THROUGHPUT	16,980,178	17,367,948	-2.2%

5.0 COMPARISON OF GHANA'S IMPORT AND EXPORT SEABORNE TRADE Q1-3 2019 & Q1-3 2018 PER CARGO TYPE

Total import and export trade volume for the review

period (Q1-3 2019) recorded a net effect of negative 1.2% compared to the same period in 2018 as per Table 4 below.

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

TRADE TYPE	Jan-Sept (Q1-3) 2019 (mt)	Jan-Sept (Q1-3) 2018 (mt)	Change
IMPORT:			
Liner	2,715,919	4,398,865	-38.3%
Break Bulk	745,981	1,417,105	-47.4%
Dry Bulk	3,650,885	2,830,723	29.0%
Liquid Bulk	2,062,888	2,198,130	-6.2%
TOTAL IMPORT	9,175,673	10,844,823	-15.4%
EXPORT:			
Liner	1,415,715	1,509,156	-6.2%
Break Bulk	488,654	227,164	115.1%
Dry Bulk	5,199,122	3,798,911	36.9%
Liquid Bulk	38,793	144,023	-73.1%
TOTAL EXPORT	7,142,284	5,679,254	25.8%
TOTAL IMPORT & EXPORT	16,317,957	16,524,077	-1.2%

From Table 4 above, total imports for Q1-3 2019 decreased by 15.4% compared to Q1-3 2018. Total imports for the review period was 9.17 million mt. This comprised 2.71 million mt of Liner cargo, 745,981 mt of Breakbulk, 3.65 million mt of Dry bulk cargo and 2.06 million mt of Liquid bulk imports.

Total export trade volume for Q1-3 2019 was 7.1 million mt. This represents a 25.8% increase over Q1-3 2018. This was made up of 1.41 million mt of Liner items, 488,654 mt of Breakbulk items, 5.2

million mt of Dry Bulk and 38,793 mt of Liquid Bulk.

5.1 COMPARATIVE ANALYSIS OF IMPORT COMMODITIES THAT DECLINED SIGNIFICANTLY

The Table below shows the import commodities that declined significantly in the review period (Q1-3 2019).

The Table below shows the major import commodities that declined in the review period (Q1-3 2019).

Table 5 Major declining Import Commodities for Q1-3 2019/2018

COMMODITIES	2019 (mt)	2018 (mt)	Difference (mt)	%Change
OTHER LIQUID BULK	125,158	1,987,596	-1,862,438	-94%
BULK FERTILIZER	74,151	1,249,538	-1,175,387	-94%
IRON/STEEL/PLATE/PIPES	415,154	801,113	-385,959	-48%
GENERAL CARGO	310,899	633,685	-322,786	-51%
PROCESSED FOOD/BEVERAGES ETC	275,110	539,090	-263,980	-49%
BULK CEMENT	145,750	363,139	-217,389	-60%

The six import commodities listed in table 5 above, recorded significant decreases and cumulatively contributed to about 70% of the total decrease in

import trade volume for the period January to September 2019 compared to the same period in 2018.

5.2 COMPARATIVE ANALYSIS OF EXPORT COMMODITIES THAT INCREASED SIGNIFICANTLY

Table 6 below shows the major export commodities in the review period Q1-3 2019 that experienced an increase.

Table 6 Major Increasing Export Commodities for Q1-3 2019/2018				
COMMODITIES	2019 (mt)	2018 (mt)	Difference (mt)	%Change
MANGANESE	4,502,862	2,958,318	1,544,544	52%
TIMBER LOGS	396,827	172,065	224,762	131%
BAUXITE	635,029	557,326	77,703	14%
BAGGED COCOA BEANS	91,827	55,099	36,728	67%

Table 6 above shows the export commodities that recorded major increases in the review period. Cumulatively, these commodities contributed to about 90% of the total increase recorded in the export trade volume for the period January to September 2019 compared to the same period in 2018.

6.0 PERFORMANCE IN LADEN CONTAINERS

Table 7 below shows the details of the performance

in Laden containers for the First three quarters (Q1-3) of 2019. Total Laden Containers for imports and exports for Q1-3 2019 was 486,989 TEUs. This represents a decrease of 0.9% compared to Q1-3 2018.

Total Import in Laden Containers for Q1-3 2019 was 369,884 TEUs; a 6.5% decrease compared to Q1-3 2018. Total Export in Laden Containers for Q1-3 2019 was 117,105 TEUs; representing an increase of 22% compared to Q1-3 2018.

Table 7 GHANA'S SEABORNE TRADE IN LADEN CONTAINERS (in TEUs) PER PORT				
TRADE TYPE	PORT	Jan-Sept (Q1-3) 2019 (in TEUs)	Jan-Sept (Q1-3) 2018 (in TEUs)	CHANGE
IMPORT	TEMA	359,771	376,612	-4.47%
	TAKORADI	10,113	18,924	-46.56%
	TOTAL IMPORT	369,884	395,536	-6.49%
EXPORT	TEMA	98,962	85,026	16.39%
	TAKORADI	18,143	10,920	66.14%
	TOTAL EXPORT	117,105	95,946	22.05%
TOTAL	IMPORT/EXPORT	486,989	491,482	-0.91%

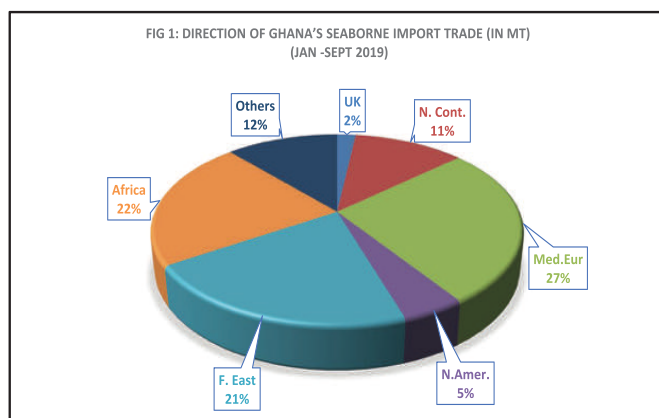
7.0 DIRECTION OF GHANA'S SEABORNE TRADE

7.1 Import Trade

Figure 1 and Table 8 below show that the majority of Ghana's seaborne imports for Q1-3 2019 came from

the Mediterranean Europe range, representing 27% of Ghana's total import trade. Africa was next with 22% share, followed by the Far East range with 21% share of Ghana's import trade. The major commodities imported from the Africa range were Chemicals, LPG, Petroleum Products and Clinker.

Table 8. DIRECTION OF GHANA'S SEABORNE IMPORT TRADE (in mt) (Jan - Sept 2019)								
Trade Type	UK	N. Cont.	Med.Eur	N.Amer.	F. East	Africa	Others	TOTAL
LINER	30,977	359,798	361,761	234,303	1,040,730	415,862	272,488	2,715,919
BREAK BULK	3,293	125,941	100,751	1,337	445,745	27,126	41,787	745,980
DRY BULK	0	217,429	1,977,333	188,976	332,259	212,377	722,511	3,650,885
LIQUID BULK	143,100	356,749	25,915	4,019	114,142	1,382,625	36,339	2,062,889
TOTAL	177,370	1,059,917	2,465,760	428,635	1,932,876	2,037,990	1,073,125	9,175,673
SHARE	2%	11%	27%	5%	21%	22%	12%	100%

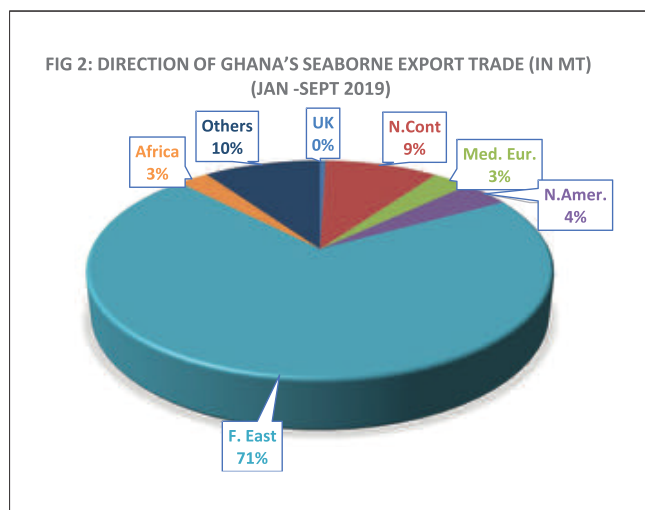


7.2 Export Trade

The 7.1 million mt of seaborne exports for Q1-3 2019 went to various destinations in the world. Majority of these exports were to the Far East accounting for a total of 5,056,691 mt (i.e. 71% of total exports). The major commodities exported were Manganese (4,502,862 mt) which represents 63% of the total export, followed by bauxite and Timber Logs.

Table 9 and Fig 2 below gives more details about the direction of Ghana's seaborne export trade for Q1-3 2019.

Trade Type	UK	N. Cont.	Med. Europe	N. America	F. East	Africa	Others	TOTAL
LINER	28,252	250,940	150,549	65,294	633,460	161,892	125,328	1,415,715
BREAK BULK	5,614	6,354	10,392	26,327	408,206	4,764	26,997	488,654
DRY BULK	0	412,828	63,080	169,681	4,015,025	15,246	523,262	5,199,122
LIQUID BULK	0	0	0	18,111	0	3,657	17,025	38,793
TOTAL	33,866	670,122	224,021	279,413	5,056,691	185,559	692,612	7,142,284
SHARE	0%	9%	3%	4%	71%	3%	10%	100%



8.0 TRANSIT TRADE AND TRANSSHIPMENT THROUGH THE SEAPORTS OF GHANA

Total Transit/Transshipment trade volume for Q1-3 2019 shows a decrease of 21.5% compared to Q1-3 2018. The total volume of transit/transshipment for Q1-3 2019 was 662,275 metric tons (mt).

Transit/Transshipment Imports for Q1-3 2019 amounted to 594,385 mt, a decrease of 24.7% compared to Q1-3 2018. Transshipment/Transit Exports recorded 67,836mt for Q1-3 2019, an increase of 25% compared to Q1-3 2018. Table 10 below shows the details of the transit/transshipment trade volumes for the review period.

TRADE TYPE	Jan-Sept (Q1-3) 2019 (mt)	Jan-Sept (Q1-3) 2018 (mt)	CHANGE
TRANSIT/TRANSH. IMPORT	594,385	789,611	-24.7%
TRANSIT/TRANSH. EXPORT	67,836	54,261	25.0%
TOTAL	662,221	843,872	-21.5%

9.0 TRANSIT TRADE PERFORMANCE FOR BURKINA FASO, MALI AND NIGER

Total transit volume for the three (3) landlocked countries: Burkina Faso, Mali and Niger amounted to 551,211 mt in Q1-3 2019. This represents a decrease of 23.8% compared to Q1-3 2018. The

transit trade comprises imports of 485,084 mt and exports of 66,127 mt.

Major transit trade commodities included Bagged Fertilizer, Processed Foods/ Beverages, Petroleum Products, and General Cargo. Details are shown in Table 11.

Table 11. SUMMARY COMPARISON OF TRANSIT TRADE for BURKINA FASO, MALI & NIGER (JAN. - SEPT.) 2019 AND 2018			
TRADE TYPE	Jan-Sept (Q1-3) 2019 (mt)	Jan-Sept (Q1-3) 2018 (mt)	Change
TRANSIT IMPORT	485,084	671,066	-27.7%
TRANSIT EXPORT	66,127	52,019	27.1%
TOTAL	551,211	723,085	-23.8%

10.0 PERFORMANCE IN GHANA'S CONTAINERIZED CARGO TRADE

10.1 Shipping Line Performance in the Containerized Trade

Twenty-seven (27) Shipping Lines were involved in the containerized cargo trade which amounted to 486,989 TEUs for the review period Q1-3 2019. The highest operators were Maersk Line, with 165,017 TEUs (33.9% of the container trade) and the Mediterranean Shipping Company (MSC), with 94,352 TEUs (19.4%). Details are shown in Table 12.

10.2 Shipping Agents' Performance in the Containerized Trade

Twenty-seven (27) Shipping Agents were involved in the containerized trade to and from Ghana. Together, they handled 486,989 TEUs for the review period Q1-3 2019. The highest performing agencies were Maersk Ghana Ltd, with 165,017 TEUs (33.9% of the containerized trade) and MSC, with 94,636 TEUs (19.4% of the containerized trade). Details are shown in Table 13.

11.0 PERFORMANCE OF SHIPPING LINES AND AGENTS PER VOLUME OF SHIPMENT

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

A total of One hundred and seven (107) Shipping Lines and Charterers participated in transporting the over 16 million metric tons of Ghana's seaborne cargo (import & export) through the Ports of Tema and Takoradi during Q1-3 2019. The performance of the Shipping Lines and Charterers per trade type

(i.e. Liner, Breakbulk, Dry bulk, and Liquid bulk) is shown in Table 14 below.

The high performers in Liner Trade were Maersk Line (21.0%) and Mediterranean Shipping Company (15.7%). In the Break Bulk Trade, Maersk Line moved the highest volume (20.2%), followed by Others with 15.2%. High performers for the Dry Bulk Trade were I.M.T (55.3%) and Others with 11.5%. In the Liquid Bulk Trade, BP Oil International Ltd lifted the highest volume of 42.0% followed by Other with 14.8%.

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

Sixty-two (62) Shipping Agents handled the over 16 million mt of seaborne trade (import & export) through the Ports of Tema and Takoradi during the period Q1-3 2019. Table 15 below shows the performance in the various trades namely, Liner, Break Bulk, Dry Bulk and Liquid Bulk trade for the review period.

High performers in the Liner Trade were Maersk Ghana Ltd. with 21% of the volume and MSCA Ghana Ltd. with 15.7%. The leading Shipping Agents in the Break Bulk Trade were Maersk Ghana Ltd. with 20.2% and GMT Shipping Ltd. with 15.1%. In the Dry Bulk Trade, the high performers were Supermaritime Ghana Ltd. with 52.9% of the share and Hull Blyth Ghana Ltd. with 19.6%.

In the Liquid Bulk Trade, Inchcape Shipping Ltd handled 55.1% of the volume whilst Oil and Marine Agencies (OMA) handled 32.5%.

TABLE 12 PERFORMANCE OF SHIPPING LINES PER LADEN CONTAINERS (in TEUs)

TOTAL (TEMA & TAKORADI)				
JAN – SEPT (Q1-3) 2019				
SHIPPING LINE	IMPORT	EXPORT	TOTAL	% SHARE
AFRICA EXPRESS LINE	6,288	2,942	9,230	1.90%
ARKAS LINE	9,857	4,095	13,952	2.86%
BBC CHARTERING	4	20	24	0.00%
CHINA OCEAN SHIPPING	9,826	180	10,006	2.05%
CMA CGM	15,678	12,374	28,052	5.76%
COSCO SHIPPING LINE	20,471	10,401	30,872	6.34%
EARLY POWER LTD (EPL)	10	0	10	0.00%
EUKOR CAR CARRIERS	2	0	2	0.00%
G.N.P.C	44	0	44	0.01%
GMT SHIPPING	8	0	8	0.00%
GOLD STAR LINE	10,572	5,609	16,181	3.32%
GRIMALDI LINES	13,134	4,417	17,551	3.60%
HAPAG - LLOYD	38,010	7,832	45,842	9.41%
HC TRADING	352	0	352	0.07%
I.M.T	27	0	27	0.01%
IMC SHIPPING CO. PTE LTD	2	0	2	0.00%
MAERSK LINE	141,737	23,280	165,017	33.89%
MEDITERRANEAN SHIPP. CO	73,707	20,645	94,352	19.37%
MESSINA LINES	3,465	873	4,338	0.89%
NILEDUTCH	467	1,312	1,779	0.37%
OCEAN NETWORK EXPRESS	4,809	5,163	9,972	2.05%
ORIENT OVERSEAS CONTAINER	2,008	389	2,397	0.49%
OTHER	2,000	6	2,006	0.41%
PACIFIC INTL. LINE	15,360	4,673	20,033	4.11%
SAFMARINE	0	11,169	11,169	2.29%
UNIVERSAL AFRICA LINE	19	10	29	0.01%
ZIM LINE	2,027	1,715	3,742	0.77%
TOTAL	369,884	117,105	486,989	100.00%

TABLE 13 PERFORMANCE OF SHIPPING AGENTS PER LADEN CONTAINERS (in TEUs)

TOTAL (TEMA & TAKORADI)				
JAN– SEPT (Q1-3) 2019				
SHIPPING AGENT	IMPORT	EXPORT	TOTAL	% of TOTAL
ANTRAK GHANA LTD	3,465	901	4,366	0.90%
ARKAS GHANA LTD	9,857	4,095	13,952	2.86%
CLASSIC AMODEL	65	0	65	0.01%
CMA CGM	15,678	12,374	28,052	5.76%
COMEXAS GHANA LTD TEMA	486	1,322	1,808	0.37%

COSCO SHIPPING GH. CO. LTD	22,901	10,401	33,302	6.84%
DAMCO LOGISTICS GH. LTD	132	0	132	0.03%
DW CABLE NET SHIPPING GH LTD	1	0	1	0.00%
EOLIS GHANA LTD	6,288	2,942	9,230	1.90%
GMT SHIPPING LTD	17	0	17	0.00%
GRIMALDI GHANA LTD	12,883	3,574	16,457	3.38%
HAFENAGENTUR GHANA LTD	2	0	2	0.00%
HAPAG-LLOYD GH. LTD	38,010	7,832	45,842	9.41%
HULL BLYTH GHANA	70	0	70	0.01%
INTERMODAL SHIPPING AGENCY GH LTD	12,599	0	12,599	2.59%
ISAG LTD	0	7,324	7,324	1.50%
MAERSK GHANA LTD	141,737	23,280	165,017	33.89%
MARITIME AGENCIES	4	20	24	0.00%
MSCA GHANA T EMA	73,991	20,645	94,636	19.43%
OCEAN NETWORK EXPRESS GH. LTD	4,809	5,163	9,972	2.05%
ORIENT OVERSEAS CONTAINER LINES	3,167	389	3,556	0.73%
PIL GAHANA LTD	15,360	4,673	20,033	4.11%
PORTS MARINE LTD	70	0	70	0.01%
SAFMARINE	0	11,169	11,169	2.29%
SCANSHIP GHANA LIMITED	8,173	995	9,168	1.88%
SEVENLOG LIMITED	2	0	2	0.00%
SUPERMARITIME GHANA LIMITED	117	6	123	0.03%
TOTAL	369,884	117,105	486,989	100.00%

GHANA SHIPPERS' AUTHORITY					
TABLE 14. PERFORMANCE OF SHIPPING LINES IN GHANA'S SEABORNE TRADE - JAN - SEPT. 2019					
IMPORT AND EXPORT - TEMA - TAKORADI					
SHIPPING LINES/CHARTERER	IMPORT	EXPORT	TOTAL	% SHARE / TRADE TYPE	%SHARE
LINER					
ADOM MBROSO COLDSTORES LTD	3,643	0	3,643	0.08	0.02
AFCOTT GHANA LTD	1,242	0	1,242	0.03	0.01
AFRICA EXPRESS LINE	44,680	55,000	99,680	2.20	0.61
AFRITRAMP	312	1,250	1,562	0.03	0.01
AFRICA FISH GH. LTD	710	0	710	0.02	0.00
AMISACHI LTD	2,883	0	2,883	0.06	0.02
ARKAS LINE	61,594	58,869	120,463	2.66	0.74
BAJFREIGHT & LOGISTICS	0	709	709	0.02	0.00
BBC CHARTERING	466	1,231	1,697	0.04	0.01
BOLLORE LINES	0	3,702	3,702	0.08	0.02
CARMEUS TRADING	85	0	85	0.00	0.00
C&G FISHES CO. LTD	1,717	0	1,717	0.04	0.01
CHINA OCEAN SHIPPING	69,597	2,351	71,948	1.59	0.44
CHINT ELECTRIC CO. LTD	575	0	575	0.01	0.00
CMA CGM	75,729	206,143	281,872	6.22	1.73
COSCO SHIPPING LINE	86,294	142,994	229,288	5.06	1.41

COSMO SEAFOODS CO.	466	0	466	0.01	0.00
DANGOTE CEMENT GH. LTD	49,700	0	49,700	1.10	0.30
DOLPHIN FROZEN FOODS	600	0	600	0.01	0.00
EARLY POWER LTD (EPL)	96	0	96	0.00	0.00
EURO CAR CARRIER	7,450	98	7,548	0.17	0.05
EURO AFRICA	30,185	1,151	31,336	0.69	0.19
FLOUR MILLS GH. LTD	2,500	0	2,500	0.06	0.02
GLOVIS	6,180	0	6,180	0.14	0.04
GMT SHIPPING	5,021	0	5,021	0.11	0.03
GOLD STAR LINE	76,294	91,502	167,796	3.71	1.03
GRIMALDI LINES	86,105	62,115	148,220	3.27	0.91
HAPAG-LLOYD	198,280	118,848	317,128	7.00	1.94
HC TRADING	11,866	1,633	13,499	0.30	0.08
INCHCAPE SHIPPING SERVICES	1,503	0	1,503	0.03	0.01
I.M.T	73,360	802	74,162	1.64	0.45
HOEGH AUTHLINERS	883	0	883	0.02	0.01
IMC SHIPPING CO PTE	22	0	22	0.00	0.00
K'LINE	1,163	0	1,163	0.03	0.01
KAWASAKI KISEN KAISHA LTD	93	0	93	0.00	0.00
LEONE FISHING CO. LTD	3,153	0	3,153	0.07	0.02
LOULITA	2,522	0	2,522	0.06	0.02
MAERSK LINE	616,620	336,421	953,041	21.05	5.84
MEDITERRANEAN SHIPPING CO.	399,516	313,514	713,030	15.75	4.37
MARINE & ENERGY	0	2	2	0.00	0.00
MEDKON LINES	16	0	16	0.00	0.00
MESSINA LINES	20,996	12,576	33,572	0.74	0.21
MOL ACE	1,647	0	1,647	0.04	0.01
NMT LINES	6,559	0	6,559	0.14	0.04
NILEDUTCH	18,538	17,006	35,544	0.78	0.22
OCEAN FARE CO. LTD	3,405	0	3,405	0.08	0.02
OCEAN NETWORK EXPRESS PTE	28,400	72,834	101,234	2.24	0.62
ORIENT OVERSEAS CONT LINE	819	5,045	5,864	0.13	0.04
OTHER	382,654	8,004	390,658	8.63	2.39
PACIFIC BASIN	10,305	0	10,305	0.23	0.06
PACIFIC INTL LINE	74,378	69,397	143,775	3.17	0.88
SAFMARINE	0	198,361	198,361	4.38	1.22
OLAM GHANA	717	0	717	0.02	0.00
PIONEER FOOD CANNERY LTD	3,689	0	3,689	0.08	0.02
PIONEER FOOD/ COSMO SEAFOODS	185	0	185	0.00	0.00
PRECIOUS COLDSTORE LTD	1,703	0	1,703	0.04	0.01
RAFFLES SHIPPING INT	27,897	0	27,897	0.62	0.17
SANTA FISHERIES GH. LTD	41,000	0	41,000	0.91	0.25
SEVENLOG LTD	81,809	137	81,946	1.81	0.50
SHELL INTERNATIONAL	12,748	0	12,748	0.28	0.08
SIKA KORABEA CO. LTD	475	0	475	0.01	0.00
TRUSTLINK VENTURES LTD	5,535	0	5,535	0.12	0.03
UNILEVER GH. LTD	2,202	0	2,202	0.05	0.01
UNIVERSAL AFRICA LINES	1,505	1,685	3,190	0.07	0.02

VOLTA ALUMINIUM CO. LTD	10,502	0	10,502	0.23	0.06
WE 2 SEAFOODS CO. LTD	10,857	0	10,857	0.24	0.07
WILMAR AFRICAN LTD	7,015	0	7,015	0.15	0.04
YARA GH. LTD	14,300	0	14,300	0.32	0.09
YORK OVERSEAS	8,500	0	8,500	0.19	0.05
ZIM LINE	14,451	29,157	43,608	0.96	0.27
SUB-TOTAL	2,715,910	1,812,537	4,528,447	100.00	27.75
<u>BREAK BULK</u>					
AFRITRAMP	23	0	23	0.00	0.00
AFRICA EXPRESS LINE	84	0	84	0.01	0.00
ARKAS LINE	10,947	0	10,947	1.46	0.07
CHINA OCEAN SHIPPING	28,100	0	28,100	3.74	0.17
CMA CGM	12,203	0	12,203	1.62	0.07
COSCO SHIPPING	15,704	0	15,704	2.09	0.10
EUKOR CAR CARRIERS	126	0	126	0.02	0.00
GMT SHIPPING	99,678	0	99,678	13.26	0.61
GNPC	369	0	369	0.05	0.00
GOLD STAR LINE	16,569	0	16,569	2.20	0.10
GRIMALDI LINES	9,761	0	9,761	1.30	0.06
HAPAG-LLOYD	34,449	0	34,449	4.58	0.21
HC TRADING LINES	752	0	752	0.10	0.00
MAERSK LINE	151,851	0	151,851	20.21	0.93
MANSELL GH. LTD	6,000	0	6,000	0.80	0.04
MEDITERRANEAN SHIPP. CO	78,699	0	78,699	10.47	0.48
MEDKON LINES	21	0	21	0.00	0.00
MESSINA LINES	1,025	0	1,025	0.14	0.01
NILEDUTCH	5,347	0	5,347	0.71	0.03
NMT LINES	5	0	5	0.00	0.00
OCEAN NETWORK EXPRESS PTE	6,737	0	6,737	0.90	0.04
ORIENT OVERSEAS CONTAINER LINES	18	0	18	0.00	0.00
OLAM GHANA	46,405	0	46,405	6.18	0.28
OTHER	114,208	0	114,208	15.20	0.70
PACIFIC INTL. LINES	18,414	0	18,414	2.45	0.11
SEVENLOG LTD	60,507	0	60,507	8.05	0.37
SIKA KORABEA CO. LTD	17,288	0	17,288	2.30	0.11
SUCDEN MIDDLE EAST	10,000	0	10,000	1.33	0.06
UNIVERSAL AFRICA LINE	2,715	0	2,715	0.36	0.02
ZIM LINE	3,475	0	3,475	0.46	0.02
SUB-TOTAL	751,480	0	751,480	100.00	4.61
<u>DRY BULK</u>					
AMPEROPA SA	7,630	0	7,630	0.09	0.05
BALTNV SINGAPORE	31,266	0	31,266	0.35	0.19
BUNGE	12,000	0	12,000	0.13	0.07
COSCO SHIPPING	102	0	102	0.00	0.00
CARMEUS TRADING	38,957	0	38,957	0.44	0.24
CMA CGM	0	2,623	2,623	0.03	0.02

DANGOTE CEMENT	171,940	0	171,940	1.92	1.05
DS NORDEN	80,724	0	80,724	0.90	0.49
EAGLE SHIPPING	30,040	0	30,040	0.34	0.18
ED&F MAN SHIPPING	28,000	0	28,000	0.31	0.17
GHANA NUTS CO.	0	2,006	2,006	0.02	0.01
GMT SHIPPING	355	0	355	0.00	0.00
GRIMALDI LINES	1,014	4,930	5,944	0.07	0.04
HAPAG LLOYD	0	352	352	0.00	0.00
HC TRADING	1,000,012	3,000	1,003,012	11.22	6.15
I.M.T	0	4,939,136	4,939,136	55.27	30.27
LH SHIPPING PTE LTD	30,433	0	30,433	0.34	0.19
MAERSK LINE	925	52,043	52,968	0.59	0.32
MEDITERRANEAN SHIPP. CO	3,774	79,900	83,674	0.94	0.51
NORDEN AS	31,975	0	31,975	0.36	0.20
NORDIC BULK CARRIERS	27,475	0	27,475	0.31	0.17
OCEAN CRYSTAL SHIPPING	27,300	0	27,300	0.31	0.17
OLAM GH LTD	142,250	0	142,250	1.59	0.87
OLDENDORFF	62,169	0	62,169	0.70	0.38
OLDENDORFF CARRIERS	296,196	0	296,196	3.31	1.82
OTHER	837,593	190,959	1,028,552	11.51	6.30
PACIFIC BASIN	67,950	0	67,950	0.76	0.42
SANTA FISHERIES GH. LTD	7,500	0	7,500	0.08	0.05
SIGMA SHIPPING	47,859	0	47,859	0.54	0.29
ST SHIPPING	27,500	0	27,500	0.31	0.17
SEVEN LOG LTD	254,551	0	254,551	2.85	1.56
SPLIETHORFF	15,571	0	15,571	0.17	0.10
TRANSATLANTICA COMMODITIES PTE LTD	22,451	0	22,451	0.25	0.14
TRITHORN BULK	7,625	0	7,625	0.09	0.05
UNICARGO LINES	0	7,000	7,000	0.08	0.04
UNIVERSAL AFRICA LINES	0	9,000	9,000	0.10	0.06
VALE SHIPPING	38,630	0	38,630	0.43	0.24
WESTERN BULK CARRIERS AS	181,488	0	181,488	2.03	1.11
WIN SHIPPING	40,100	0	40,100	0.45	0.25
YORK OVERSEAS	72,030	0	72,030	0.81	0.44
SUB-TOTAL	3,645,386	5,290,949	8,936,335	100.00	54.76
LIQUID BULK					
ALPHA PETROLEUM	8,060	0	8,060	0.38	0.05
ALPHA PETRO	8,977	0	8,977	0.43	0.06
ARKAS LINE	113	0	113	0.01	0.00
BLUE OCEAN INVESTMENTS	199,858	0	199,858	9.51	1.22
BP OIL INTERNATIONAL LTD	883,360	0	883,360	42.03	5.41
BP SHIPPING	68,060	0	68,060	3.24	0.42
CHASE PETROLEUM	57,326	0	57,326	2.73	0.35
CIRRUS OIL SERVICES	34,959	0	34,959	1.66	0.21
EURO AFRICA	3,827	0	3,827	0.18	0.02
FUELTRADE	77,182	0	77,182	3.67	0.47
GAC HUB	35,404	0	35,404	1.68	0.22

GLENCORE ENERGY	37,108	0	37,108	1.77	0.23
I.M.T	10,880	0	10,880	0.52	0.07
INCHCAPE SHIPPING SERV.	35,594	0	35,594	1.69	0.22
JUWEL ENERGY	31,700	0	31,700	1.51	0.19
LITASCO	15,010	0	15,010	0.71	0.09
MAERSK LINE	299	0	299	0.01	0.00
MEDITERRANEAN SHIPP. CO	467	0	467	0.02	0.00
P.W.S.L	5,571	0	5,571	0.27	0.03
RAFFLES SHIPPING INT	15,000	0	15,000	0.71	0.09
SHELL INTERNATIONAL	43,828	0	43,828	2.09	0.27
OTHER	271,445	38,794	310,239	14.76	1.90
TRAFIGURA PTE LTD	62,466	0	62,466	2.97	0.38
VITOL	149,368	0	149,368	7.11	0.92
UNIVERSAL AFRICA LINE	19	0	19	0.00	0.00
WILMAR AFRICAN LTD	7,009	0	7,009	0.33	0.04
SUB-TOTAL	2,062,891	38,794	2,101,685	100.00	12.88
GRAND TOTAL	9,175,667	7,142,280	16,317,947	100.00	100.00

GHANA SHIPPERS' AUTHORITY					
TABLE 15 PERFORMANCE OF SHIPPING AGENTS IN GHANA'S SEABORNE TRADE - JAN - SEPT. 2019					
IMPORT AND EXPORT - TEMA & TAKORADI					
	IMPORT	EXPORT	TOTAL	% SHARE / TRADE TYPE	%SHARE
LINER					
AFRICAN CARGO CENTRAL LTD	1,101	0	1,101	0.02	0.01
A&J SHIPPING SERVICES	23,897	0	23,897	0.53	0.15
ANDIPEX CO. LTD	10,834	0	10,834	0.24	0.07
ANTRAK GH. LTD	22,500	17,917	40,417	0.89	0.25
ARKAS GH. LTD	61,601	58,869	120,470	2.66	0.74
AR RAHMANI SHIPPING LTD	2,700	0	2,700	0.06	0.02
BAJ FREIGHT	8,247	709	8,956	0.20	0.05
CLASSIC AMODEL GH. LTD	1,275	0	1,275	0.03	0.01
CMA CGM GH. LTD	75,729	206,143	281,872	6.22	1.73
COMEXAS GH. LTD	20,062	18,691	38,753	0.86	0.24
CONSOLIDATED SHIPPING AGENCIES	107	0	107	0.00	0.00
COSCO SHIPPING LINE GHANA CO LTD	86,294	142,994	229,288	5.06	1.41
DAMCO	8,500	0	8,500	0.19	0.05
DOLPHIN SHIPPING SERVICES	1,703	0	1,703	0.04	0.01
EOLIS GH. LTD	42,450	55,000	97,450	2.15	0.60
FACULTY LOGISTICS LTD	1,760	0	1,760	0.04	0.01
GLOBAL CARGO & COMMODITIES	28,483	0	28,483	0.63	0.17
GMTSHIPPING LTD	9,818	0	9,818	0.22	0.06
GO MOVERS LOGISTICS GH. LTD	47,500	0	47,500	1.05	0.29
GRIMALDI GH. LTD	84,088	54,285	138,373	3.06	0.85
HAPAG-LLOYD GH. LTD	198,061	118,848	316,909	7.00	1.94
HAFENAGENTUR GH. LTD	10,246	0	10,246	0.23	0.06
HASS LOGISTICS GH. LTD	36,981	0	36,981	0.82	0.23

HULL BLYTH GH. LTD	25,571	1,731	27,302	0.60	0.17
INCHCAPE SHIPP. SERVICES GH. LTD	51,636	0	51,636	1.14	0.32
ISAG LTD	89,544	120,660	210,204	4.64	1.29
KHUDA SERVICE	7,827	0	7,827	0.17	0.05
KOYANKS COMPANY LIMITED	6,528	0	6,528	0.14	0.04
MACRO SHIPPING	18,788	0	18,788	0.41	0.12
MAERSK GH. LTD	616,620	336,421	953,041	21.05	5.84
MARITIME AGENCIES	466	1,231	1,697	0.04	0.01
MARINE AND ENERGY SERVICES	4,470	197	4,667	0.10	0.03
MAP SHIPPING LTD	12,000	0	12,000	0.26	0.07
MSCA GH. LTD	399,516	313,514	713,030	15.75	4.37
OIL & MARINE AGENCIES	21,795	0	21,795	0.48	0.13
ONE GH. LTD	28,400	72,834	101,234	2.24	0.62
OOCL GH. LTD	7,309	5,045	12,354	0.27	0.08
PIL GHANA LTD	74,378	69,397	143,775	3.17	0.88
PORTS MARINE LTD	17,251	2	17,253	0.38	0.11
SAFMARINE	0	198,361	198,361	4.38	1.22
SANTA SHIPPING AGENCY	41,000	0	41,000	0.91	0.25
SCANSHIP GHANA LIMITED	67,054	10,943	77,997	1.72	0.48
SEVENLOG LTD	92,595	385	92,980	2.05	0.57
SDV GHANA LTD	1,647	0	1,647	0.04	0.01
SHARAF SHIPPING AGENCY LIMITED	6,180	0	6,180	0.14	0.04
STARDEX MARINE CONSULT	11,268	0	11,268	0.25	0.07
SUPERMARITIME GHANA LIMITED	266,964	8,361	275,325	6.08	1.69
TRAMSCO SHIPPING TEMA	600	0	600	0.01	0.00
UMAL SHIPPING AGENCY GH. LTD	29,000	0	29,000	0.64	0.18
WATER FRONT ALL SERVICES LIMITED	33,500	0	33,500	0.74	0.21
WESTERN FREIGHT & LOGISTICS	85	0	85	0.00	0.00
SUB-TOTAL	2,715,930	1,812,538	4,528,468	100	27.75
BREAK BULK					
AFRICA CARGO CENTRAL LTD	3	0	3	0.00	0.00
ANTRAK GH. LTD	1,929	0	1,929	0.26	0.01
ARKAS GHANA LTD TEMA	10,947	0	10,947	1.46	0.07
BAJ FREIGHT	457	0	457	0.06	0.00
COMEXAS GH. LTD	8,062	0	8,062	1.07	0.05
CONSOLIDATED SHIPPING AGENCIES LTD	311	0	311	0.04	0.00
COSCO SHIPPING LINE GHANA LTD	15,705	0	15,705	2.09	0.10
CMA CGM GH. LTD	12,203	0	12,203	1.62	0.07
EOLIS GHANA LIMITED	83	0	83	0.01	0.00
FACULTY LOGISTICS	17,022	0	17,022	2.27	0.10
GLOBAL CARGO & COMMODITIES	105,368	0	105,368	14.02	0.65
GMT SHIPPING LTD	113,582	0	113,582	15.11	0.70
GRIMALDI GHANA LTD.	9,631	0	9,631	1.28	0.06
HAPAG-LLOYD GH. LTD	34,349	0	34,349	4.57	0.21
HASS LOGISTICS	761	0	761	0.10	0.00
HAFENAGENTUR GH. LTD	314	0	314	0.04	0.00
HULL BLYTH GHANA	878	0	878	0.12	0.01

INTERMODAL SHIPP. AGENCY GH. LTD	20,043	0	20,043	2.67	0.12
MAERSK GH. LTD	151,851	0	151,851	20.21	0.93
MARINE AND ENERGY SERVICES GH. LTD	2,056	0	2,056	0.27	0.01
MSCA GH. LTD	78,699	0	78,699	10.47	0.48
MAP SHIPPING	23,949	0	23,949	3.19	0.15
OIL AND MARINE AGENCIES	101	0	101	0.01	0.00
ORIENT OVERSEAS CONTAINER LINES	1,026	0	1,026	0.14	0.01
OCEAN NETWORK EXPRESS GHANA LTD	6,737	0	6,737	0.90	0.04
PIL GHANA LTD	18,414	0	18,414	2.45	0.11
PORTS MARINE LTD	5	0	5	0.00	0.00
SCANSHIP GH LTD	14,326	0	14,326	1.91	0.09
SEVEN LOG LTD	60,507	0	60,507	8.05	0.37
SILVERMARITIME GH. LTD	31,425	0	31,425	4.18	0.19
SUPERMARITIME GH. LTD	401	0	401	0.05	0.00
WATER FRONT ALL SERVICES LIMITED	10,335	0	10,335	1.38	0.06
SUB-TOTAL	751,481	0	751,481	100.00	4.61
DRY BULK					
ANTRAK GH. LTD	1314	0	1,314	0.01	0.01
BLUESEA MARITIME GH. LTD	0	7,000	7,000	0.08	0.04
CMA CGM GH. LTD	0	2,623	2,623	0.03	0.02
COMEXAS GH. LTD	0	9,000	9,000	0.10	0.06
COSCO SHIPPING	102	0	102	0.00	0.00
DAMCO LOGISTICS GHANA LTD	72,030	0	72,030	0.81	0.44
GETMO GHANA LTD	0	0	0	0.00	0.00
GLOBAL CARGO AND COMMODITIES	262,500	0	262,500	2.94	1.61
GO MOVERS	38,200	0	38,200	0.43	0.23
GRIMALDI GH. LTD	1,014	0	1,014	0.01	0.01
GETMA GHANA LTD	2,489	0	2,489	0.03	0.02
GMT SHIPPING LIMITED	355	0	355	0.00	0.00
HAFENAGENTUR GHANA LTD TEMA	302,293	0	302,293	3.38	1.85
HAPAG-LLOYD	0	352	352	0.00	0.00
HULL BLYTH GH. LTD	1,749,853	3,000	1,752,853	19.61	10.74
INCHCAPE SHIPPING SERVICES	14,826	0	14,826	0.17	0.09
MACRO SHIPPING GH. LTD	0	584,879	584,879	6.54	3.58
MSCA GHANA TEMA	3,774	79,900	83,674	0.94	0.51
MAERSK GH. LTD	925	52,043	52,968	0.59	0.32
SANTA SHIPPING	7,500	0	7,500	0.08	0.05
SCANSHIP GHANA LIMITED	61,799	4,930	66,729	0.75	0.41
SEVENLOG LIMITED	818,436	0	818,436	9.16	5.02
SIFAX AGENCIES GHANA LTD	50,190	0	50,190	0.56	0.31
STAR MARITIME GH. LTD	0	14,500	14,500	0.16	0.09
SUPERMARITIME GH. LTD	197,329	4,530,716	4,728,045	52.91	28.97
TIDE-SHIPS MARINE CONSULT LTD	0	2,006	2,006	0.02	0.01
UMAL SHIPPING GHANA	21,500	0	21,500	0.24	0.13
WESTERN FREIGHT AND LOGISTICS LTD	38,957	0	38,957	0.44	0.24
SUB-TOTAL	3,645,385	5,290,949	8,936,334	100.00	54.76

LIQUID BULK					
AFRICA INTERGRATED SERVICES GHANA	47,728	18,111	65,839	3.13	0.40
ARKAS GHANA LTD	113	0	113	0.01	0.00
BLUE SEAS SHIPPING SERVICE LTD	5,571	0	5,571	0.27	0.03
BULKSHIP & TRADE LTD	145,907	0	145,907	6.94	0.89
GLOBAL CARGO AND COMMODITIES	4,791	0	4,791	0.23	0.03
HASS LOGISTICS	3,827	0	3,827	0.18	0.02
INCHCAPE SHIPPING SERVICES	1,158,320	0	1,158,320	55.11	7.10
MAERSK GH. LTD	299	0	299	0.01	0.00
MSCA GHANA TEMA	467	0	467	0.02	0.00
OIL & MARINE AGENCIES	666,290	17,025	683,315	32.51	4.19
SUPERMARITIME GHANA LIMITED	26,076	3,657	29,733	1.41	0.18
TIGER HAULAGE SHIPPING AGENCY LTD	3,480	0	3,480	0.17	0.02
SUB-TOTAL	2,062,869	38,793	2,101,662	100.00	12.88
GRAND TOTAL	9,175,665	7,142,280	16,317,945	100.00	100.00



“The man who stops advertising to save money is the man who stops the clock to save time”-Unknown.

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