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FREIGHT & TRADING WEEKLY

ftw

AFRICA OUTLOOK

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Infrastructure holds back growth

Where to find the world's
six fastest-growing
economies



**GETTING THE
PRESCRIPTION RIGHT**

Pharma Dynamics' Fungayi Chamba on healthy logistics choices



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Getting the prescription right

Pharma Dynamics gets generics to market

BY Liesl Venter

If you are thinking of taking on the African market, make sure you have at least three p's in your arsenal – planning, perseverance and patience.

Fungayi Chamba, head of Africa operations at Pharma Dynamics, has been dealing with the sub-Saharan African market for more than 21 years and most of that has been in the export industry.

“If I have learnt anything during that time it would be that in Africa you need research and the ability to listen so that you understand the market you want to penetrate and plan very carefully how you are going to do it.”

It was this knowledge that he brought to the table when Pharma Dynamics, a distributor of generic medication in South Africa, decided to expand its brand into Africa.

Having embarked on an ambitious plan to ensure greater availability of affordable medication in sub-Saharan Africa, the first exports were to Zambia in April this year with cardiovascular, antibiotic, allergy and flu medication.

“We are now exporting regularly to Zambia and have also entered the Mozambican market and are aggressively targeting Nigeria and Angola. While the first exports only happened this year, the process of expanding our footprint into these markets started at least two years ago.”

Chamba says Pharma Dynamics has spent the time, both ahead of the launch into Africa, and on an on-going basis, refining its strategy to ensure the challenges of doing business in Africa are met. “On a macro-level, challenges we faced included a lack of information, poor infrastructure, grey imports and counterfeits, trade barriers and legislative compliance issues, currency volatility and political instability, as well as difficulties with the supply chain and lead-times to market.”

These challenges have not necessarily disappeared but good

planning has helped the company to deal with issues as and when they arise.

“There is huge potential to grow one's business into Africa despite the challenges that have to be overcome.” With 54 countries and over 400 000 million people, Africa has the consumer base for

‘Nigeria is the biggest opportunity – but also far more regulated and, as a result, more complicated.’

exporters willing to take the risk.

“The key to succeeding lies in your ability to adapt your business model. Having a first-hand experience in more than 13 countries on the continent, you quickly learn to see the consumers' picture,” says Chamba, “which is important for the sustainability of your business model.”

“Our research and experience has shown that the consumer seldom buys in bulk. He buys two headache tablets when he has the headache. We must then reconsider selling in packs of ten, thirty or sixty and either adapt to a singles pack or a bulk pack that can be dispensed.”

Chamba says it not only means being able to change packaging, but looking at your volumes in a different way.

“When you ask how do I grow my volumes in this

environment it is not how many packs of tablets I sold, but how many single tablets.”

Another important consideration is the product itself.

“Medicine is dissimilar to other consumables. People don't just switch from one medication to another because it is cheaper, so a lot of education has to be done in these markets and we have to spend a lot of time listening to the needs to ensure we are able to provide solutions that are in line with unmet basic needs.”

According to Chamba their strategy into Africa has been impacted by differing legislative requirements in the individual markets.

“We have based our prioritisation on two aspects – the speed with which we can get product to market and also the size of the addressable market in terms of the opportunity.

For instance, in terms of market size, Nigeria is the biggest opportunity. It is also by far more regulated and, as a result, more complicated, he says.

Because the need for medicines remains fundamental in Africa, the company is focused on finding the space where long-term sustainable development can take place.

Profiling the consumers, Chamba is clear the characteristics within the sub-Saharan African market are no different from any other.

“The consumer in Kinshasa or Lagos or Addis Ababa is



What the doctor ordered ... the Pharma Dynamics range.



Fungayi Chamba ... ‘Partnering with experienced agents in the countries of export.’

fundamentally no different from the consumer in Johannesburg – they all have touch points that either drive them to purchase a particular product or not to purchase it. Holistically, there are more similarities than dissimilarities – even though we tend to generally point out the differences and highlight them. Focusing on the similarities enhances our ability to effectively reach the targeted consumer because we can see and relate to their perception”.

Physically getting product to the market is a critical piece in the puzzle. Currently Pharma Dynamics uses road freight to Zambia and airfreight to Mozambique, but Chamba says plans are in place to mainly use sea freight to Nigeria once they begin exporting to that market.

“It is primarily based on cost, but we also consider need. In certain instances a customer requires a product urgently and hence we will use air freight, although it remains an expensive option and impacts the pricing to the end consumer.”

Pharma Dynamics has partnered with experienced agents in the countries of export, who have the requisite market intelligence and capability to responsibly and effectively distribute its products.

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LOGISTICS

Where the world's six fastest-growing economies reside

First the pain, now the gain

BY Ed Richardson

Africa has experienced much pain over recorded history – wars, slavery, colonial exploitation, the fallout from the Cold War, famines, natural disasters, corrupt governments, nationalisation, infrastructural decay, and disease. So much so that the continent was, until recently, written off by the rest of the world as a source of raw materials and dumping ground for old technologies and failed experiments at social engineering.

In “the rest of the world” one should include South Africa. The mining and logistics companies have been active for some time, but it is only relatively recently that we have seen South African retailers, cellphone operators and banks cross the borders.

This, despite the fact that, according to Antonio Matos, Mozambican chairman of the Maputo Corridor Logistics Initiative, six of the world's fastest-growing economies between 2000 and 2010 were in sub-Saharan Africa.

Neighbouring Mozambique has shown consistent growth of over 7% from 2005. Its economy is currently growing at 7.2% and is expected to reach 7.5% in 2012, making it the world's fourth-fastest growing economy after China, India and Ethiopia.

It is safe to assume that most

exporters still do not put Africa at the top of the list of their priority markets.

But – and here comes the “gain” – all that is changing. And the Chinese (themselves an ignored market until the turn of this century) no longer have Africa to themselves.

An indicator of this is the large number of African investment conferences being organised for Europeans and Americans (ironically, the majority are not held in Africa).

FTW's team, in its visits to neighbouring countries, has also noticed the change over the past few years. There are now fewer Chinese nationals and foreign aid workers in the lifts and breakfast room. They have been replaced by American, European, British and South American business people.

With the world population now having officially reached the seven billion mark, talk around the tables is as likely to include food production and biofuels as it is mining.

What is markedly different in this new race for Africa is the understanding that the people of the countries in which the companies are active also need to benefit.

This is driven by a number of factors, not the least of which is governance.

Speaking at the release of the 2011 Mo Ibrahim Index of African Governance, founder



A mine of raw materials ... There is no reason why we should not be using our own raw materials to produce the products needed and wanted by the people of the continent.

and chair of the foundation, Mo Ibrahim, said “we have seen this year that Africa's young majority are no longer willing to stand for the selective approach to governance adopted by many of our continent's governments. Africa's success stories are delivering the whole range of public goods and services that citizens have a right to expect and are forging a path that we hope more will follow.”

More open governance translates into a better place in which to do business. According to the 2011 IFC and World Bank Doing Business 2012 report, 43 countries in sub-Saharan Africa have made their regulatory environment more business-friendly over the past six years.

The trend is continuing.

Other reports point to Africa's potential “demographic dividend,” which sees Africa's growing percentage of young people as the next wave of opportunity after China's boom.

Of course, there is still potential for more pain – if China slows down, and the rest of the world stays in the economic doldrums, export earnings from raw materials will drop.

That may not be a bad thing. What we understand now is that Africa offers one of the world's biggest markets.

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'Africa's infrastructure needs require \$93bn a year'

BY Liesl Venter

In order to build the infrastructure necessary to support growth and meet stated development goals, Africa will have to spend about \$93 billion a year for a decade.

Two-thirds of that sum would be for investments and the remaining third for maintenance.

According to the Africa Infrastructure Country Diagnostic (AICD), a knowledge programme on Africa's infrastructure that grew

out of a pledge by the G8 Summit of 2005, Africa spends only about \$45 billion a year on infrastructure, two-thirds of which is domestically financed from taxes and user charges.

"Africa trails other regions

in infrastructure, and that lag suppresses growth and productivity. If sub-Saharan Africa could achieve the infrastructure development of Mauritius, annual GDP growth in the region would rise by more than two percentage points."

Companies active in Africa share their views on infrastructure challenges and opportunities.

FTW: Infrastructure remains a major concern in Africa – are we seeing improvements?

Lerato Mophethe, manager foreign operations and quality assurance of South African Airways Cargo: The lack of improvement in infrastructure remains a major concern. Not much investment has been made to improve the ageing infrastructure.

Adrian Friend, managing director of Celtic Freight: In terms of infrastructure at the Zambian borders and routes, specifically the North-South corridor via Botswana, there is improvement. The roads that link Zambia with the South are in a good condition now, and there is a new pontoon at Kazungula crossing the Zambezi. It was commissioned by the Botswana authorities and has taken a huge amount of pressure off the Zambia units and the border is now working smoothly.

Costa Vlassis, general manager NileDutch South Africa: We are definitely seeing improvement in Africa which is encouraging interest and further investment. In fact, this is one of the key points for growth and sustainability of the continent as a whole. However, what we are seeing in South Africa is frequent turnover of senior port management positions and important positions still unfilled.

FTW: How does infrastructure development impact on your business?

Mophethe: The main challenges are the lack of facilities to support

cargo operations – and that includes lack of ground handling equipment and X-ray screening equipment for security, the regulatory compliance issues etc. The lack of operational support equipment has forced reliance on manual interventions to support cargo operations.

Friend: Road infrastructure within the cities in Zambia is in a poor state of repair, but there is work being done. However, it does slow down business and affects delivery. There are rumours within Lusaka that the desperately needed ring road around Lusaka is on the cards and can be expected shortly. This would greatly alleviate the congestion in this city, allowing the transit traffic to the Copperbelt and Congo to by-pass the city, facilitating movement to and from the various business and industrial areas.

Vlassis: We as NileDutch are looking to contribute as far as we possibly can to infrastructure upgrades. There are challenges that we constantly face however, and in an emerging market one must understand that these are normal. Sadly we are also experiencing piracy problems on the east coast, which is having a negative impact on those economies.

FTW: Where are the serious infrastructure shortfalls on the continent?

Mophethe: Infrastructure in most of Africa's airports is outdated or non-existent. The main shortfall is the lack of investment



Trucks waiting at the Botswana border ... delays must be addressed.

to upgrade the existing and outdated warehousing facilities and equipment. The governments own most of the ground handling services, including the airports, and in most cases they are the only allowed service providers in the area.

Friend: Road infrastructure remains a major concern with major congestion in cities.

Vlassis: One must remember that Africa has started off from a low base and despite that there has been tremendous growth over the past couple of years. We are seeing this in various sectors including rail, ports and storage. A serious concern though is the lack of training programmes for all these sectors.

FTW: In your opinion are we addressing these shortfalls fast enough and what do you think the long term impact will be?

Mophethe: Shortfalls are currently not addressed in a coherent way. Partnerships with the service providers in ground handling matters would assist us in dealing with the existing challenges.

Friend: As data capacities

improve steadily this is also making the clearing process with Customs more and more efficient. Certainly the Zambian clearing process itself, which doesn't provide any form of requirement for a clearing agent to clear cargo more quickly or efficiently, is now the delay in clearing cargo into Zambia. Customs of course is still the 'go-to' party for any blame relating to delays in clearing. However some agents are taking advantage of the better 3G and satellite internet links and starting to provide a better service to their clients.

Vlassis: There is always room for growth. Though this is being addressed, South Africa is still lagging behind due to insufficient or proper management in our port and rail sectors. Many other African countries, including but not limited to Angola, Mozambique and Namibia, are expanding and have employed experienced and professional entities to assist them with their upgrades and new projects. This is starting to prove highly effective. South Africa needs to take heed of this or we will be left picking up the pieces in the coming years.

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Swazi business thriving despite political setbacks

BY James Hall

If Swaziland is considered to be such a basket case, the questions to be asked are: Why is the nation's only air carrier introducing the first-ever dedicated cargo aircraft service? Why are roadfreight firms competing to service the first major mining operation to start up under King Mswati's 25-year reign? And why have three major shopping centres or malls opened this year while three new hotels and new office parks are filling with tenants in three urban areas (Manzini, Mbabane and the upscale Ezulwini)?

Governmental mismanagement of its finances has dogged and

dismayed the private sector, which like elsewhere in the world has not been immune to the global economic downturn. But while government activities have been sporadically paralysed this year, business continues apace. Some firms are reporting a good year.

Sugar and coal are being exported in volumes consistent with earlier years, and reports of the death of the garment industry have proved premature. Until issues of good governance are resolved, new foreign direct investment will likely remain stalled, but businesses already functioning in the country are functioning and even growing and are largely unaffected by this year's rise in political protests.



Changing landscape ... new road construction to connect the Matsapha airport with the southern Matsapha Industrial Estate.

Rail, road, border post customs operations – these infrastructures have reportedly improved in 2011.

One way or another, change

is coming to Swaziland say the pundits, but when the dust settles a market will still be here to serve, with freight transport needs in place.

Roadfreight stalwart expands fleet

BY James Hall

In a textbook manner, the shake-up in Swaziland's road freight industry has left the hearty survivors in a strengthened position.

"It started with the closure of Sappi's operations here two years ago. Companies that were dependent on their work with Sappi went under. A lot of companies do work for government, and cannot get paid because of the government financial crisis. They may not make it," said Sikelela Vilakati,

managing director of Chrisilda's Transport Company.

A long-established firm with a roster of varied clientele, Chrisilda was one of the road cargo companies positioned to assume business orphaned when a global economic downturn, lessening investment in Swaziland and the shuttering of Sappi and some other large companies forced the closure of some road freight companies, even older ones of Chrisilda's vintage.

Agents actively engaging business from Johannesburg and

Durban and a strategy to correct the imbalance of imports/exports into and out of the country has ensured a good year for the company.

"The continued strengthening of the rand/lilangeni against major foreign currencies, coupled with the global economic recession, has had an adverse effect on exports. Besides such challenges we still have a good clientele in Swaziland.

"Being a seasoned player in the field, we keep going year by year. Already this year I increased our fleet by seven units, and next



Sikelela Vilakati ... Moving processed foodstuffs, timber and textiles to Gauteng and Kwazulu Natal.

year we are looking at upgrading and also expanding our fleet," Vilakati said.

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'Big improvement in rail service'

Serious imbalance in road transport as exports dwindle

BY James Hall

Rail service in and out of Swaziland has improved this year according to its users, which is good news at Cross Continental Carriers, which moves 75% of its cargo via rail.

"We've seen a real difference with rail. Our customers were upset about delays, but from late last year and especially these past few months there has been a vast improvement. Clients are not complaining, transit time is down, and a better communications system has been implemented," said Claude Govender of Cross Continental Carriers.

Located one kilometre from the Swaziland rail system's

dry port at the Matsapha Industrial Estate, the freight forwarding firm uses all modes of transport to bring industrial inputs for its manufacturing clients into the county.

Lately for road freight the trend has been for cargo traffic to increasingly move in one direction.

"There is a serious imbalance in road transport. We move all our breakbulk by road. Swaziland has seen a downward trend in exports. For us in the transport business, this has meant a problem turning vehicles around, said Govender.

Cross Continental Carriers is Swaziland's agent for Stuttaford Van Lines. "A lot of our work stems from our agent in South Africa," said



Claude Govender ... 'Moving 75% of our cargo by rail.'

Govender. "We are known as the 'go to guys' in Swaziland."

To facilitate cross-border deliveries by road, the company is now fully

registered on the South African and Swaziland sides of the Oshoek and Gollel borders for electronic customs declarations.

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Swazi Railway records profitable year

Transit traffic from SA boosts bottom line

BY James Hall

Risk management is key to railway profitability, and accident avoidance has been one reason Swaziland Railway has enjoyed a profitable year in 2011 compared to some other regional railways.

“Cost containment is one reason for our profitability, and we do a lot of risk management. Rail accidents can be very expensive. We do risk control to avoid all possible crises,” Gideon Mahlalela, CEO of Swaziland Railway, told FTW.

Matsapha industrial estate outside the central commercial town of Manzini is both the core of Swaziland’s manufacturing and the site of the railway’s Inland Container Terminal, informally known as the kingdom’s dry port. Ever-rising road and pedestrian traffic in proximity to rail lines that have existed for 40 years is raising the risk of accidents.

“We are working with the town board to take safety measures, like putting up



Swazi Rail dry port ... strong focus on risk control.

railway crossing gates,” said Mahlalela.

Transit traffic from SA, such as rock phosphate and magnetite from Phalaborwa en route to Richard’s Bay via Swaziland, continues to boost the railway’s bottom line. Due to the continuing global recession, it has been an “up and down” year for the delivery of inputs to the country’s textile industry and the exporting of

finished product, Mahlalela said, but profits are coming this year from sugar exports taking the short haul to Maputo (“It’s cheaper by rail because it’s bulk”) and Swazi coal to Witbank. The latter is a “coal to Newcastle” situation, because there is no shortage of coal in Witbank.

“But Swazi coal is better quality, and it’s good for boilers,” Mahlalela explained.

‘Ship direct to Swaziland – and save money’



Shedreck Mnisi ... Now offering overnight economy service.

BY James Hall

Jabu Vilakati, Shedreck Mnisi and Service Magagula, co-owners of Sharp Freight, are on a mission to save the country’s merchants money on transport costs by urging them to ship directly into the country rather than sourcing goods from SA.

“There are many Asian businesses in Swaziland. I did my research. I visited them and asked questions. I learned they buy their stock from South Africa. We can consolidate in China. That’s what we do, consolidation. If you purchase and ship your merchandise direct to Swaziland, you by-pass the middlemen,” I told them,” said Vilakati.

Vilakati’s research found that purchasing from middlemen adds 20% to Swazi merchants’ costs. Also they are charged 14% of the goods’ value by Sars, and an additional 14% by the Swaziland Revenue Authority.

“They can claim a VAT refund from Sars, but it is never 100% and some merchants are not claiming at all. That means they are paying 28% tax on their goods. That can be halved by shipping directly to Swaziland, for an overall cost saving of at least 38%,” Vilakati said.

To make shipping easier, Sharp Freight introduced an overnight economy service, modelled on a courier service, which commenced in May.

First dedicated air cargo service launched

BY James Hall

This year saw the launch by Swaziland Airlink, the only air carrier to serve the country, of the first dedicated cargo aircraft, albeit on an initially experimental basis.

“We have high hopes for air cargo. Airlink is upgrading its cargo capacity on all its routes. For Swaziland a Jetstream 41, formerly a passenger plane, is now adapted to cargo,” Teddy Mavuso, CEO of Swaziland Airlink, told FTW.

The service, introduced in the first week of October, may seem optimistic given the low volumes of air cargo that have historically moved to and from Swaziland. But the strategy is that once a regularly scheduled service offering unlimited capacity is available to replace the former ad hoc service, customer demand will grow.

“We are trying to see if we can do a dedicated aircraft for cargo. Our marketing department is going around the (Swaziland) companies to introduce the

service and determine what their air cargo needs are,” said Mavuso.

Currently, air cargo is a one-way affair. Some “just in time” industrial inputs and imports are the main cargo moved.

“There has been little export cargo,” said Mavuso. Which is why Swaziland Airlink is looking at sharpening its pencil and reducing its cargo tariffs by as much as 25% to attract customer demand and in the process increase the volumes of airfreight in particular out of Swaziland,” said Mavuso.



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Eastern Cape well positioned as vehicle export hub for Africa

BY Ed Richardson

Dedicated car terminals in the ports of Port Elizabeth and East London, together with original equipment manufacturers (OEMs) focusing on growing their share of the African market, put the Eastern Cape in a strong position to be the hub of South African vehicle and component exports to Africa.

In September, president Jacob Zuma visited the three motor manufacturers in the Eastern Cape – Volkswagen, General Motors and Mercedes-Benz, as well as the Ford engine plant in Port Elizabeth.

The plant produces the diesel engine for the new Ranger one-ton bakkie, which Ford plans to export to Africa.

Port Elizabeth-based General Motors has taken an early lead in the province's race to grow its African base through the commissioning of a parts warehouse in the Coega Industrial Development Zone (IDZ) to serve Africa, and plans to start assembling an Isuzu bakkie designed for the African market.

Ngqura has been designated as the South African transit hub for

cargo to Africa and elsewhere, which means that the logistics are in place for the export of components to the rest of the continent.

China's FAW trucks has also announced that part of the production of its new plant in Port Elizabeth will be destined for the rest of the continent.

All the Eastern Cape assemblers will have some catching up to do – Pinetown-based Toyota exports Hilux, Fortuner and Corolla models to 46 countries in Africa.

At 28 942 units, it held 68% of the export market from South Africa into Africa in 2010.

It was followed by Nissan, with 8 301 units.

News of the decision to build the plant comes at a time when the National Association of Automobile Manufacturers of South Africa is predicting that exports of South African-made vehicles into Africa could "easily triple" over the next 10 years – provided that a free trade area is established.

In 2010, sales into African countries accounted for only 44 691 out of a total of 239 465 South African-built vehicles that



The Port of East London ... exports of South African-made vehicles into Africa could "easily triple" over the next 10 years.

were exported. The African volume was 5% up on 2009, while overall exports grew by 37%.

The biggest opportunity in Africa is seen as bakkies and light commercial vehicles, as the importers of second-hand vehicles do not focus on this sector.

Africa is awash with second-hand heavy trucks and passenger cars, which are essentially dumped on the market and come in at prices with which new vehicles cannot compete.

Keeping logistics costs down through the provision of efficient vehicle terminals is essential for South African-made vehicles to compete in Africa.

Transnet has said that it intends transforming the current manganese and liquid bulk terminals in the port of Port Elizabeth into a modern car terminal. The existing facilities in both Port Elizabeth and East London are also being constantly upgraded.

WWL takes delivery of 'most efficient' new roros

Wallenius Wilhelmsen Logistics (WWL) recently took delivery of its second Mark V vessel – the world's largest, most efficient and environmentally friendly roro vessel.

The Parsifal, a sister vessel to the Wilhelmsen-owned MV Tonsberg, which was delivered to WWL in March this year, is the second of four of the new generation roro vessels that are said to be the most advanced in the world to be delivered to the company. The third and fourth vessel will be delivered in 2012.

"Our 2011 newbuilding

programme means better service, more options and more capacity for our customers. Joining us in a market with strong demand, the arrival of MV Parsifal is perfectly timed," said Arild Iversen, CEO of WWL.

With a length of 265 metres, offering a cargo volume of 138 000 cubic metres over six fixed and three hoistable decks, the entire cargo hold of the Parsifal is arranged to hold high and heavy cargo such as excavators, bulldozers, wheel loaders and harvesters.

According to Iversen, the



The Parsifal ... 'More options and more capacity for customers.'

Parsifal, which has already commenced operation as part of the WWL fleet around the world, will use less fuel per transported unit than

its predecessors, thanks to optimised hull form and a number of energy saving features such as the streamlined rudder design and duck tail.

Gabcon invests millions in new equipment

Rail attracts growing market share

BY Liesl Venter

It is not business as usual at the Gaborone Container Terminal (Gabcon) where a brand new strategy is paving the way for things to come. According to Modiri Ntuane, sales and marketing manager, a recent strategy meeting saw the company come up with its new lucky vision number "157" that encompasses everything it wants to achieve.

"The number stands for the seven strategic objectives on which we will be focusing until 2015," he explained to FTW. "And these key strategic objectives are: our employees, our customers, our processes, our growth, our strategic partners, our company image and our

financial performance.

"These are big dreams but we believe they are achievable through hard work, dedication and commitment," said Ntuane.

"Our vision is to be the leading integrated logistics provider and container hub in the region."

During the past two years the company has invested in container handling equipment and trucks to the value of about BWP8 million (R8.65m) in response to the ever-growing demand. "This year we are investing in more equipment, including a reach stacker and container side lifters, trailers and trucks to the tune of BWP7.8 million (R8.47m).

"We are very positive about the future of rail in the country as



The Gabcon container terminal ... dispatching daily trains to Durban.

the confidence of people in this particular mode of transport is growing. We are now dispatching daily trains (container trains with 40-45 wagons) to Durban and receiving between five and seven

trains a week from Durban."

Ntuane said while there was still a preference for road, rail was making a comeback as people gradually realised the cost benefit, despite the longer transit times.

Botswana Freight Forwarders' Association faces serious challenges

BY Liesl Venter

The Botswana Freight Forwarders' Association (BFFA) has some serious challenges to overcome, says its chairman Oduetse 'Od' Makgane.

"We still don't have a secretariat and it is important for the BFFA to have an independent body for it to function properly," he told FTW. "We also need premises from which to operate that are neutral and not associated with one company."

Makgane, who has been chairman since the inception of the organisation, is employed by Zebra Shipping and uses his office at the company for his BFFA activities.

"It is not ideal and often leads to more issues. More knowledge exchange with freight associations in other countries would go a long way to improving the situation."



Oduetse Makgane ... 'need for more knowledge exchange with other organisations.'

According to Makgane, elections will be held before the end of the year to choose a new executive office for the BFFA which currently has some 30 members.

'Tough times call for innovation'

BY Liesl Venter

Cost-effective supply chain strategies remain the key focus of business in Botswana, especially in the light of more recession talks across the globe. According to Rudi Nagel, business development manager of Transport Holdings Limited, cutbacks are still the order of the day, with most companies in Botswana still in savings mode.

And while customers want more for less, he believes tough times create new scope for innovation.

Transport Holdings offers its customers the best solution at the best price by fundamentally integrating a customer's needs and logistics into its business, before tabling a solution, says Nagel.

"The days of being competitive by using conventional costing methods are long gone. We look long

and hard at any potential cost and benefit gains we may enjoy from the customer joining our fold, and then pass that benefit on to the client."

He says the company has achieved success in balancing in- and outbound traffic. "We are able to offer a back haul strategy to ensure optimum utilisation of resources. Although it is not always possible, that puts pressure on companies to be innovative."

And while volumes are not where they should be for this time of the year, he says the company has experienced phenomenal growth.

He said Transport Holdings had opted to also focus on improved service in these difficult times. "Our approach is one of integrating ourselves into our clients' business to find solutions that will allow us to save them costs while not cutting back on delivery.

Copper production expected to kick-start growth

BY Liesl Venter

SDV Botswana has just completed major renovations to its warehouse, extending it to 1500 sqm.

And while the upgrade was only completed in October, the space has already been filled to near-capacity.

According to John Masterten-Smith, general manager of SDV Botswana, two newly signed contracts have had a major impact on the business.

He said while volumes had not been as high as expected they were definitely up on the same time last year.

"There are some projects under way in the country that will see volumes increase. A big concern though is that there is just not enough work for everyone at



SDV's newly upgraded warehouse ... already operating at near-capacity.

present as business has been hard-hit by the global economic meltdown and now there is talk of yet another recession on the way."

Masterten-Smith said the logistics industry in Botswana was currently proving to be a competitive environment due to this. "It is not easy at present and

people are pulling out all the stops to remain competitive and in the game."

He said the outlook for 2012 was more positive though with volumes expected to increase as copper mines were taking off in the country along with several other major construction projects.

Tracking gets proactive

BY Liesl Venter

Botswana's landlocked status makes its express services critical for business to thrive.

According to Rudi Nagel of Gaborone-based Express Cartage, most retailers rely on express services in some way or another.

"Through consolidations it is a cheaper option than when one is couriering goods."

According to Nagel, the company is set to embark on a major growth strategy.

"We have identified an opportunity in the local market and believe that our product can fulfil a niche role."

He says Express Cartage offers improved times on quotes and delivery, while also offering a proactive tracking service.



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'Tough times ahead as volumes contract'

BY Liesl Venter

Freight forwarders and transport operators alike are feeling the pinch in Botswana where volumes are down despite growth in the economy.

According to Tsimane Brixton Mogami, managing director of Zebra Shipping in Gaborone, things were looking up earlier in the year, but since June there has been a major volume decline.

"We were all preparing for a peak season but instead we now have a quiet time on our hands where there is not much else to do but sit and wait it out. The first global recession hit Botswana quite badly and now there is talk of a second recession. It does not bode well for business in a landlocked country."

This is despite Botswana's economy growing by 9.6% in the second quarter of 2011 compared to the 2.2% contraction in the first quarter of the year.

"We have had some other major factors which have impacted negatively," said Mogami, "such as the foot and mouth disease that has hit the beef industry, our



Brixton Mogami ... 'Influx of Chinese into the market has resulted in many companies feeling the pinch.'

second largest market."

The huge influx of Chinese into the market has also resulted in many companies feeling the pinch.

"The Chinese for the most part don't use local companies or labour and prefer to do it all themselves. These turnkey projects are not benefiting local business as much as they should," said Mogami.

And with transport costs exceptionally high as in most of the SADC region, freight forwarders and transporters are in for a rough time, he said.

Self-reliance is key for Botswana truckers

BY Liesl Venter

Successful transport operators in Botswana have to be self-reliant, says Gerald van Zyl, managing director of Bolders Transport.

"One would not survive otherwise as the areas covered are vast, very rural and with no support systems."

With trucks travelling some 1000km to the Zambian and other borders, maintenance is especially important, says Van Zyl.

"The only real centres where truck repairs are performed are in Gaborone and in Francistown. It takes time to reach a broken-down vehicle, see what is wrong and then get the part to fix it. It is important that operators are able to deal with such crises efficiently and quickly."

With a round trip from Gaborone to Kasane or Maun being in the region of 2000km, it can easily become a logistical nightmare should anything go wrong.

According to Van Zyl,



Gerald van Zyl ... 'Continuous vehicle maintenance is paramount.'

continuous vehicle maintenance is paramount even though roads in the country are considered to be in extremely good condition compared to other neighbouring countries.

"The government has been very committed to upgrading and repairing roads, with major work currently under way on the road between Gaborone and the Thlokweng border post."

Van Zyl says planning is just as important for operators as they need to ensure they always have enough fuel and are able to meet deadlines on time.



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FTW5313

'Customs working in harmony with agents'

New border post system will streamline operations

BY Liesl Venter

Customs in Botswana has made major strides not only in improving its operations but also its interaction with business.

According to Mark Thompson, managing director of UTi in Botswana, clearing agents and freight forwarders alike have seen the improvements in the system.

"I think the major difference is that it is no longer a situation of Customs dictating to us, but rather interacting with us and listening to our needs. Along with that they are actively engaging in processes to try to ensure that those needs are met."

Thompson told FTW the new approach had gone a long way to establishing new and better relationships with Customs while a new system is being developed

for the country's border posts.

"We have been informed about the new system and believe it is going to streamline processes at the border post extensively. We expect to see it implemented sooner rather than later."

He said while logistical infrastructure was sometimes still lacking, there had also been a major move from government to improve and upgrade infrastructure.

"In the past seven years we have seen some major changes, with much upgrading of the airport, roads and buildings. There is a definite understanding of the importance of infrastructure and the role it plays in attracting investment."

Thompson said with several new mining projects on the go there was significant opportunity at present in the country for those

willing to take on the challenges.

"There may not have been a boom of note in the past two years but there has been stability in the market in which we operate and we believe there is growth ahead."

Having signed two major contracts with a new copper mine in Maun and a power line project, while also having been extensively involved with the energy power project in Palapye, Thompson said UTi had shown steady growth in Botswana in the past few years.

"Even during the economic downturn we managed to sustain our numbers and we have managed to grow the business consistently."

He said part of the reason for the success was the strategic decision to align themselves with blue chip companies and to



Mark Thompson ... 'Serving every vertical in the country.'

ensure they were serving every vertical in the country, ranging from general cargo to medical, automotive, mining, IT and even textiles.

Botswana needs to up its training game

BY Liesl Venter

Botswana needs to invest heavily in training for its transport and logistics industry as the lack of skills continues to impact negatively, according to Kevin Lees of Truckhire.

"We have a severe lack of artisans and truck drivers at present, as well as general skills. More training is necessary from government side as well as the private sector."

According to Lees one of the major obstacles is the lack of any facilities or specific courses in the country, making it reliant on South Africa for training.

"The government does offer a tax rebate for training of employees, but it is not always feasible because there not many training facilities."

This means employees have

to come to South Africa for specialised training, which can be costly.

And the transport industry for the most part attracts very specific kinds of people, especially when one is looking at truck drivers. "Not just anyone can be a truck driver," said Lees. "It is a difficult job to do at the best of times. Another major obstacle is that often companies invest heavily in training employees only to find them leaving and joining the competition. It is important that we as an industry keep standards at a specific level and ensure we are continuously training our people despite these challenges."

He said difficult economic times were an ideal time to train workers. "I think it is important to resist the urge to retrench workers when the going gets

tough as it is expected to in the next few months. When we retrench we lose the skills we have built up during the boom times and it ultimately impacts even more negatively in the long run."

The shortage of skilled drivers remains another major concern for operators in Botswana, according to Lees.

"Drivers in our industry are crucial and if we do not address the shortage we are going to run into some severe problems in the near future."

Lees believes one of the major problems is that standards are not kept at a consistent level. "Companies are taking on drivers with blemished records because drivers are so scarce at present."

He says it's also important that the industry as a whole ensures that drivers are paid well and



Kevin Lees ... 'Difficult economic times are ideal to train workers.'

incentivised to do well to ensure that the standard is kept high. This, he says, will also go a long way in stopping drivers from job-hopping.

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Multiple routings facilitate tailor-made solutions

Web page provides all the necessary resources

BY Liesl Venter

Experience makes all the difference when operating in Africa, says the Maersk Line cross-border team whose collective experience adds up to more than 21 years.

Covering Zimbabwe, Zambia, Malawi and Lesotho, the team is headed by John Reid, Maersk Line cross-border country manager, who favours an approach he calls 'solution selling'.

"Clients in the hinterland countries such as Zimbabwe, Zambia and Malawi require personalised solutions for their unique requirements. This involves Maersk Line recommending to each client which routing will work best for their cargo," he said.

Offering multiple routings for the hinterland via Maputo, Nacala, Walvis Bay, Dar-es-Salaam, Durban and now also a direct weekly sailing into Beira, it is important to see a client as

an individual and tailor-make solutions for their needs.

"On top of this wide choice of entry and exit ports, other factors such as through bills of lading vs merchant haulage or conventional trucking need to be considered in each circumstance in order for us to propose the optimal solution for each and every client," says Reid. "The same considerations need to be applied at the origin or destination country in order for us to offer unique shipping solutions to our clients – which is why solution selling is a prerequisite to servicing the cross border countries."

He says by providing these solutions one constantly improves customer service across Africa.

Irene Maina-Ndhlovu, Maersk Line sales executive in Zambia, says this kind of personal approach has led to a more reliable service being offered.

"Over the past four years we have seen the demand for shipping and inland logistics in Zambia more than double. It is

for this reason that we are able to offer a more reliable through bill of lading service to Zambia via the ports of Dar es Salaam, Beira and Durban. We are also working with key stakeholders in order to also connect to and from Zambia via the Walvis Bay Corridor."

Evas Muranzi, the Maersk Line sales executive in Zimbabwe, agrees with her colleagues saying it is about being able to meet the needs of clients.

"No shipment is too large or too small and the client's needs are met in the most cost-effective manner possible."

With this in mind the company has designed its webpage to ensure that customers have all the resources and information available to make the best possible decision regarding their cargo.

According to Antoninho Silvino Pio, Maersk Line sales executive based in Beira, the site provides up-to-date information to customers regardless of where they are in the world.



John Reid ... 'Recommending to each client which routing will work best for their cargo.'

The Beira corridor, that Pio represents, has also seen major growth in recent years and feeds cargo to and from Malawi.

"With the launch of the direct service into Beira we will be able to better serve these customers with an improved and reliable service to further meet their business requirements."

Shippers shun clogged Durban for Maputo, Walvis

BY Alan Peat

With congestion continuing to build up in the Port of Durban, more and more Gauteng shippers are beginning to look for alternative corridors for the import and export movement of their goods, according to Andrew Thomas, CEO of the Grindrod group's feeder service line, Ocean Africa Container Line (OACL).

The congestion seems set to grow worse, he added. And with no short-term development plans to ease it going into the future, he suggested that "it's difficult to see how they are going to handle the future increases in volume

that are predicted".

"The bulk of SA industry is based in Gauteng, and very large amounts of cargo are generated there. The shippers are getting frustrated with Durban, and this is definitely making them look elsewhere."

The two immediate alternatives that come to mind for Gauteng shippers, according to Thomas, are Maputo in Mozambique, and the new deepwater Port of Ngqura in the Eastern Cape.

But there's a lack of rail capacity to Ngqura via Port Elizabeth, and road is three times further than to Durban. The only way to develop container movement through Ngqura would

need to be by rail, Thomas said.

"Transnet Freight Rail (TFR) is supporting Maputo. Could they not do the same for Ngqura?"

Glenn Delve, marketing director of MSC, agreed with Thomas, in that there is a lot of talk about other corridors.

He saw the natural alternative for shippers on the Reef being Maputo – with much closer proximity than Durban. "But," he said, "if that really became popular, and a lot of shippers started to move there, it would soon become as congested as Durban."

Unlike Thomas, Delve described himself as being quite happy about the rail route to

Ngqura via PE. "We can move what containers we need along that line," he said. But again, the possibility of big growth raises the fear of congestion of the current physical assets.

"There's also Walvis Bay, with shippers being able to use the Trans-Kalahari Corridor," Delve added. "But it's more designed for movement to and from Zambia and Zimbabwe than the Reef."

He also added Cape Town to the list. "Here, though, you've got the problem of the long distance, and the extra cost.

"Indeed, the cost factor comes into almost all the alternative corridors."

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West Africa offers big airfreight potential – ACR

BY Liesl Venter

The African market is proving to be one that can sustain many carriers because it offers a higher yield than many other continents. With much infrastructure development under way as well as mining, the opportunities also remain endless, according to Bennie Greyling, sales and operations manager of ACR, a cargo GSSA in Johannesburg.

With more than 17 years' experience in the cargo industry, the company also has offices in Kenya, Uganda and Tanzania.

"Without doubt Africa has its own set of challenges, with communication at the top of the list. People are also not necessarily rushed and often things happen at a slower pace," said Greyling. "But thanks to its minerals it remains a continent with major opportunities and there is room for growth."

ACR has identified West Africa as a key area of opportunity, with volumes growing by 10% on a monthly basis," he said. "With Brussels Airlines as our partners we hope to see much more growth as we build a very reliable service to West Africa."

The company is also in process of finalising its new weekly service to Lubumbashi in the DRC with Korongo Airlines.

Cross trades into Africa a growing market

BY Joy Orlek

The airfreight division of independent consolidator CFR Freight is the fastest-growing within the company, and Africa remains its biggest export destination.

"We're doing a lot of cross trades into Africa and now offer DAPs (formerly DDUs) into 20 African countries – more than ever before," general manager – airfreight, Dave Graham, told FTW.

Africa will always have its challenges, particularly for the smaller forwarders who don't have their own agency network," says Graham. "It's impossible for them to compete with the logistics majors who have their own offices in the region – and this is where we come in."

"Our core function however remains airport to airport consolidations, and the past year has seen good volumes moving into Cameroun and Kenya – although we serve all major destinations in the region."

Graham believes that the volume increase is related more to the rebirth and expansion of the company's airfreight division than industry growth to these markets.

"CFR remains the only consolidator in the country with an equal emphasis on air and sea – so we're effectively able to offer a one-stop solution to our clients."

Part and parcel of that solution is IT-based. "We're in the process of enhancing our web-based tariff engine while our track and trace system automatically sends an update to our clients every time we add a checkpoint to the shipment.

"We're constantly looking for enhancements based on client needs."

New freighter service adds Nairobi hub

BY Joy Orlek

While some may question the timing of the launch by British Airways World Cargo of a dedicated freighter on the SA route from November 1, regional commercial manager for Africa, Mark Stubbings, is upbeat about prospects for the new service.

In fact, based on industry reaction to the additional capacity, he hasn't ruled out the possibility of a second freighter in the near future.

His optimism is based on the routing – with the freighter serving both South and East Africa – and the flexibility in terms of the type and size of cargo that the airline can now carry.

"The idea is to put cargo on the freighter that doesn't move on our line flights," said Stubbings, "and that includes outsize cargo – predominantly automotive – special vehicles, train chassis and the like."

Some 60% of capacity is likely to be taken up by the perishable market – and that's where the routing plays a role.

The Johannesburg freighter service will operate via Nairobi



BA's new freighter ... serving both South and East Africa.

to Zaragoza, Frankfurt and Stansted before flying to Atlanta and Chicago.

"The freighter strategy for the joint BA/Iberia service was to have a mixed hub and we wanted two touch points in Africa – Johannesburg and Nairobi – where the Kenyan perishable market is year-round.

Currently there's a 50/50 capacity share between South and East Africa, but this could change depending on market demand.

"We've been in the South and East African markets for

some time and believe we can make a go of it because of the opportunities," said Stubbings.

"Kenya has peaks and troughs but it's still a major export market and Spain imports a huge volume of perishables from southern Africa."

The freighter service is a benefit of BA's merger earlier this year with Iberia which resulted in the formation of the International Airlines' Group (IAG), giving South African exporters wider access to European and South American markets.

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FTW1213SD

Budding entrepreneurship brings opportunity

Inspection company upbeat

BY Liesl Venter

African entrepreneurship – albeit unstructured at times – is budding, bringing much opportunity for business across the continent, says Stefan Sakoschek, chairman and CEO of the Global Inspections Group.

Established in 2001, the company is an independent third party authority that performs quantity, quality and analytical inspection work from agricultural commodities to metals and minerals and consumer products.

“The African market is extremely important in the southern hemisphere as it is a major supplier of raw materials and a consumer of finished products,” says Sakoschek.

While the continent continues to pose its own set of challenges

– be they logistics, the lack of infrastructure or political instability – its functioning is showing growth, with much interest from the rest of the world.

“Raw material exports to the Far East, namely China, are still a major focus. From our perspective, metals and minerals moving to the East and consumer goods coming back to the continent are very important and it’s where we play a role,” says Sakoschek. “There is also potential for imports of agricultural commodities such as wheat and rice, which are always in short supply in South Africa.”

He says the weakening of the rand obviously favours exports in the sub-region at present.

“As a country, we have little to export ourselves, but our real opportunity is geographical. We are a good trading

platform towards landlocked neighbouring countries. We also have the required port infrastructure for that even though congestion is a concern.”

Having recently expanded its fleet of vehicles with the acquisition of 10 new bakkies, Global Inspections is upbeat.

“The continent is full of resources and while it has historically been cash-weary and cash-driven, in a strange way this has had the positive effect of protecting the economies of the continent from most of the crisis brought about by the excesses of the “cheap credit” in the northern hemisphere.

It is also interesting to note, says Sakoschek, who is currently the chairman of the French South African Chamber of Commerce and Industries, that more European companies



Stefan Sakoschek ... ‘We are a good trading platform.’

have taken an interest in southern Africa in the past 12 months, with over 100 new membership applications to the Chamber. “Could it be that southern Africa has become, if not the new ‘Business Eldorado’, at least a safe haven for global business in the mid and long term?”

‘Africa’s poor infrastructure is an opportunity for private investors’

BY Liesl Venter

Development in Africa requires strategic partnerships at three levels, says Dr Ibrahim Assane Mayaki, Nepad Planning and Coordinating Agency CEO.

Speaking at a dinner for Nepad ambassadors and business executives in Midrand recently, he called for partnership among Africans; partnership between African countries and sub-regions; and partnership with the rest of the world.

The 10-year anniversary of the New Partnership for Africa’s Development this year also offers a platform for deeper reflection, he said.

“It is an occasion for stock-taking of our work in the past and a look into the future while working on the

‘Africa’s challenge is its inability to compete in a global landscape due to its aged infrastructure.’

present,” said Mayaki.

According to Stanley Subramoney, chairman of the Nepad Business Foundation (NBF) and panel member at the event, Africa’s challenge is its inability to compete in a global landscape due to its aged infrastructure.

However “while the capital needed to drive infrastructure development in Africa is massive, this provides good business opportunities for the private sector to get involved in smart strategic partnerships with the public sector. Africa is the growth continent,” Subramoney, noted.

Experts agreed focus also needed to remain on the North-South corridor, with a major proposal to upgrade and extend land transport links (road and rail) in southern Africa. This is part of the group of seven projects prioritised by Nepad.

According to Dr Cassius Lubis, a recent assessment on the North-South corridor

showed that there were 260kms of road projects that were ready for funding. The estimated cost of this totals US\$ 551 million.

Currently there are no private investors in the project. “If you look at Africa and its rail and road infrastructure you notice that rail moves from countries to ports. The purpose is to export to other countries outside of Africa which established this trend of Africa not trading with itself,” Lubisi said.

All of this, according to Nepad, points to Africa being the next business opportunity.

“Africa is ready for business and is a ready market for genuine investors.”

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CFR hints at regional office expansion

Growth in transshipments from Far East to Africa

BY Joy Orlek

In line with its stated objective of expanding its footprint in the region, CFR Freight has opened an office in Mauritius, and this could be the start of a regional expansion strategy for the independent air and seafreight consolidator.

While future plans are strictly under wraps, managing director Martin Keck says that there are various options under consideration. Expansion could take place under the CFR banner or in conjunction with one of the company's WorldWide Alliance partners.

"The Mauritius office was a logical extension of our business, and the setting up of the office – which opened on September 1 headed up by Percy Lamy – was relatively smooth.

"We will look at all opportunities coming our way and we believe that Africa is a continent of opportunity."

While there are no expectations that Africa will grow at the same pace as Asia as a continent and China or Vietnam as countries for example, CFR has seen significant growth



Peter Schmidt-Löffler ... looking at all opportunities.

Photo: Shannon Hill

in transshipments to Africa from the Far East – as well as higher demand into the African countries from South Africa, says director Peter Schmidt-Löffler.

"In terms of groupage cargo, which is our focus, Kenya, Tanzania, Ghana and Nigeria offer the biggest opportunities," says Keck. "There's no doubt that Mozambique and Angola are big growth markets, but not so much in terms of LCL cargo."

The company currently offers regular sea freight services to Angola, Mozambique, Nigeria,



Martin Keck ... good agents are key.

Photo: Shannon Hill

Ghana, Kenya and Tanzania – and is always on the look-out for expansion opportunities.

"We will continue to add services based on customer demand because we acknowledge the growth potential in the region."

While the challenges remain constant – poor infrastructure, monetary security, customs issues and corruption to mention a few – working with good agents is crucial and one of the strengths of the CFR operation, says Keck, helping to mitigate the problems.

Rail solutions will kickstart economic growth

BY Liesl Venter

Southern African countries need to work together to find solutions to the rail crisis if they want to see economies truly grow.

This was the message from Titus Tulipohamba Haimbili, president of the Southern African Rail Association (Sara) at the opening of the organisation's annual conference in Sandton recently.

"This conference is taking place amidst the challenges of a global melt-down, and while we are not nearly in as bad a state as some of the developed economies, now more than ever integration is needed," he said. "This is also the message from our political leadership who are committed to countries in southern Africa working together to achieve its goals and see our economies grow."

Haimbili said southern Africa's failing rail infrastructure necessitated integration if it was to be revitalised. "Public spending across the region has been changed from the public wage bill to infrastructure investment, which is very encouraging," he said. "Sara continues to exert efforts to see improvement of railway performance and the development of the railways in SADC, but to achieve this we must work together."

Asia-Africa trade set for five-fold increase

BY Katerina Kerr

Trade between Asia and Africa is set to increase five-fold to as much as US\$1.5 trillion by 2020 and is prompting companies such as Maersk and Deutsche Post to increase shipping links between the two continents.

According to Anil Gupta, who holds the Michael Dingman Chair in Global

Strategy & Entrepreneurship at the University of Maryland in College Park, Chinese and Indian demand for raw materials and African demand for automobiles and rice are the main drivers behind the predicted surge.

"Africa has the resources Asia needs," said Gupta. "Africa now has an historic opportunity to transform its development, and Asia

has begun to look at Africa as a market of high growth potential."

Copenhagen-based shipping firm Maersk has said it is spending more than \$2 billion to create a 22-strong fleet of 4 500-TEU containerships dedicated to connecting the two continents.

Sonny Dahl, director of West Africa services for Maersk said: "It's a route that gets a lot of

attention internally at Maersk, and it's one of the fastest growing."

The shipping line predicts cargo volumes to increase 15% year-on-year for the next five years.

According to data from the United Nations and the Population Reference Bureau, trade between Asia and Africa rose more than 400% from 2001 to 2010.



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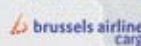
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FTW2249SD

Airlink brings on freighters to serve growing Africa market

'Need to address open skies policy'

BY Liesl Venter

Africa's poor road infrastructure bodes well for airfreight that can transport cargo quickly and efficiently to any destination, said Alwyn Rautenbach, CEO of Airlink Cargo.

"Africa is set to continue expanding at a high pace, contributing to higher freight growth than the rest of the world," Rautenbach told FTW. "Increased production of natural resources contributes to an increase in traffic flow and therefore an increase in airfreight."

According to Rautenbach, this growth has led Airlink Cargo to provide a freighter aircraft specifically targeted at servicing Africa's diverse needs – from the express to the perishable market.

"We are in the process of converting a second aircraft into a freighter and that will be ready

shortly. The plan is to convert a number of freighter aircraft to service the expansion of airfreight into Africa."

Airlink Cargo is also working towards the Iata e-freight strategy of going paperless, he said. By having an electronic air waybill and a total warehouse solution in place the plan is to go paperless in the very near future.

The company has identified Mozambique, Zambia and Madagascar as immediate growth markets but is also targeting Botswana, Namibia and Lesotho.

According to Rautenbach they are set to expand to Namibia with the introduction of a Windhoek route from Johannesburg set to commence soon.

"The African market has grown to be extremely important and attractive to investors due to a number of development opportunities and current



Alwyn Rautenbach ... 'The plan is to convert a number of freighter aircraft to service the expansion of airfreight into Africa.'

Photo: Shannon Hill

developments under way in the mining and industrial industries. This has positive spin-offs for airfreight transport, as delivery of supplies is a key factor for the successful operation of these companies."

He said it was important that

the airfreight industry addressed challenges around aero-political issues which can make expansion of route networks difficult. "The challenge arises from resistance to the adoption of the open skies principles as agreed in the Yamoussoukro agreement."

Luanda gets million-dollar cash injection

BY Katerina Kerr

Angolan container terminal management company Sogester has injected US\$155 million into the port of Luanda to upgrade and modernise the port's facilities, improving safety and efficiency.

Sogester (Sociedade Gestora de Terminais) is a consortium formed in 2007 to manage the terminal under a 20-year concession.

The company's assistant sales director Patrick Anderson said the capital had been spent on new equipment, including 20 trucks, four cranes, a new computer operating system and training courses for staff.

He said: "We started operating in 2007 and are trying to set up



The Port of Luanda ... efficiency improving.

conditions to make the port of Luanda more efficient." He added that one of the problems facing Sogester was the small size of

the port.

Since 2007, the efficiency of the port has improved dramatically. Previously vessels

were waiting up to 500 hours to berth. Now, Anderson said, they are delayed no more than 10 hours.

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FTW5376

'Technology presents opportunities and challenges'

'Regional co-operation is still limited'

BY Liesl Venter

Africa remains one of the most challenging regions for any technology-based company, says Arnold Garber, chairman of Compu-Clearing. "Technology thrives on volume and less variety. Africa is the opposite. It has lots of variety and not much volume."

Africa also does not have much consistency in terms of the way things are done as every country has its own rules and regulations and way of operating.

"The vast majority of African countries have only a fraction of the volumes that South Africa has. In South Africa the technology developed for the markets of the United States, Europe and the large countries of the East, is often used as it is available within months locally."

It takes slightly longer to reach other African countries where the Internet doesn't quite work,

and where the availability of technology skills is very scarce.

"This presents challenges, but also offers opportunities for companies that are prepared to take on these challenges," says Garber.

There are of course notable exceptions in the region, he told FTW. "For example in Namibia there are new opportunities being created all the time and they are also technologically advanced."

From a freight point of view, Maputo offers great promise. "By all logic Maputo will become the natural alternative to the port of Durban for cargo destined for Gauteng," says Garber. "The distance between Maputo and Johannesburg is actually less by road than from Durban. In the past, political instability and lack of infrastructure played a major role, but this has all changed as there is a firm commitment

by both the government and the people of Mozambique to develop this corridor."

According to Garber the Customs organisations in the different African countries are still very antiquated and modernisation is happening very slowly. But it is coming.

"Regional co-operation is still limited and SACU and SADC are working very hard to bring harmonisation to the different African Customs organisations. The future looks promising and progress is in the horizon, although inevitably progress will be slow," he says "Africa is following the same progress as Latin America, some 50 years later. Fifty years ago, in Latin America there wasn't a single country that wasn't a military dictatorship riddled with corruption. Today, there is hardly a country in Latin America that is not fully democratic – and although corruption still exists, it



Arnold Garber ... 'Technology thrives on volume and less variety. Africa is the opposite. It has lots of variety and not much volume.'

is minimal compared to what it was five years ago. Democracy demands accountability, and accountability is the enemy of corruption. We still have a long way to go in Africa, but great progress is being made."

Major progress in transformation at Cargo Carriers

Cargo Carriers has increased its BBBEE score from a Level 7 to a Level 4 logistics service provider in the past four years, marketing director Andre van Vuuren told FTW.

The logistics and supply chain industry is placing increased focus on transformation and the company's long-term plan has been to raise its BEE score, not just for the sake of compliance, but in order to win more business and create a greater capacity for growth, he said. "In order to do this,

years ago Cargo Carriers formed a BEE committee to launch the company into a new age of compliance."

The reason for the increased score has a lot to do with skills and enterprise development programmes, as well as a commitment to social development in the communities in which the company operates, said Van Vuuren.

"The company promotes education, training, employment equity, and the creation and mentoring of

small businesses in order to make a lasting contribution to the industry. These programmes have been put in place both for compliance and the overall good it does for the business and for the country."

Skills development was by far Cargo Carriers' most improved score, rising from 5.6 in 2010 to 15, the maximum amount of points that can be awarded.

"In terms of equity-based empowerment," says Boitumelo Choche, group audit and risk manager,

"we have set up and now support a number of owner-driver businesses, and have established several industry-focused and empowered businesses with previously disadvantaged industry participants."

Through various social development programmes, the company achieved the maximum of five points in the socio-economic development section of the scorecard. This was done through a contribution to HIV testing and mobile clinics for all staff.

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‘Durban needs to sort out congestion problems now’

BY Liesl Venter

South Africa remains the hub for Africa, especially in terms of containers, as the larger vessels still utilise the country's ports more frequently than any others – but service levels are worrying.

According to Dennis Trotter, regional director for SACD Freight in Gauteng, the African future is very promising as the demand for minerals in the Far East continues to grow, but service at the Port of Durban should be addressed if the country wants to benefit from the boom.

“In Gauteng we are very involved in the consolidation of minerals coming from the DRC

and Zambia. We consolidate, containerise and move containers to the port by road or rail, always giving preference to rail. We have 33 000 sqm of warehouse on our 13-hectare site and can handle block trains through our siding which we recently expanded to cope with future rail growth in both imports and exports,” he said.

The expected growth on the African continent also led the company recently to take delivery of a new reach stacker, while an empty container handler and two terminal tractors are on back order.

“South Africa as a hub for Africa is very important to our export customers as the large volume of vessels calling at the Port of Durban offers sailing opportunities to most global

destinations as well as more frequent sailings than can be offered by any other African port,” said Trotter. “It is disappointing at present to find service levels in the port at such a low ebb, creating doubt in the minds of the owners of cross-border cargo as to whether or not a change to another port. This situation is, I am sure, only temporary due to the roll-out of the Navis system but it has to be quickly reversed in order to save the many jobs dependent on these exports.”

He says it is important that port service levels improve and revert to normal, as the potential for growth in Africa is immense. “We have to be part of this growth. We have the infrastructure to offer logistical solutions and capitalise



Dennis Trotter ... ‘Demand for minerals in the Far East continues to grow.’

on all opportunities that present themselves, creating much-needed foreign exchange and job growth.”

Major progress in breaking through non-tariff barriers

Progress monitored through online reporting system

BY Ed Richardson

Non-tariff barriers are coming under the spotlight as 26 countries in South and southern Africa move towards a customs union.

“The global experience indicates that as tariffs fall away, countries seek protectionism from non-tariff barriers,” Vonesai Hove of Trademark Southern Africa told the Maputo Corridor Logistics Initiative (MCLI) general meeting held in Maputo in September.

At least 85% of the goods traded within the existing three customs unions – Comesa, EAC, and SADC – are already traded at zero duty, she says. Negotiations to merge the three will start in 2012.

The proposed union will stretch from South Africa to the Democratic Republic of Congo,

Ethiopia, Tanzania, Sudan, and Libya, as well as the islands off the east coast. The only east coast country excluded at present is Somalia.

Non-tariff barriers “are not meant to prevent trade, but make it difficult for the exporter/importer by raising the cost of doing business,” she said.

They include customs and administrative entry procedures, lengthy and costly customs clearance procedures, technical barriers, sanitary and phytosanitary measures, charges on imports, and costs such as toll fees, border weighbridges and high port tariffs.

The good news, she says, is that progress is being made in a number of the countries.

An identification and reporting mechanism has been in place since 2004, and a matrix cataloguing the barriers

in the participating countries has been compiled.

The barriers are now being eliminated systematically.

Progress – and the imposition of new barriers – is being monitored through an online reporting system, www.tradebarriers.org

Companies, individuals and government organisations can register their complaints online.

By November this year, 370 complaints had been registered, 267 of which had been resolved.

Most of the outstanding complaints concern fees payable at the borders and road regulations.

One of the interesting complaints is by Zambian organic producers, who have been banned from exporting into South Africa honey that has not been radiated.

The system is under review,



No barriers – the countries that are due to start negotiating a common customs union in 2012.

according to Hove, because it has been found that the classification of the non-tariff barriers “is not user friendly,” and that countries are imposing new trade requirements outside the treaty and relevant protocols.

She encouraged all freight and transport representative organisations and companies to promote the online reporting of non-tariff barriers, and to monitor progress.

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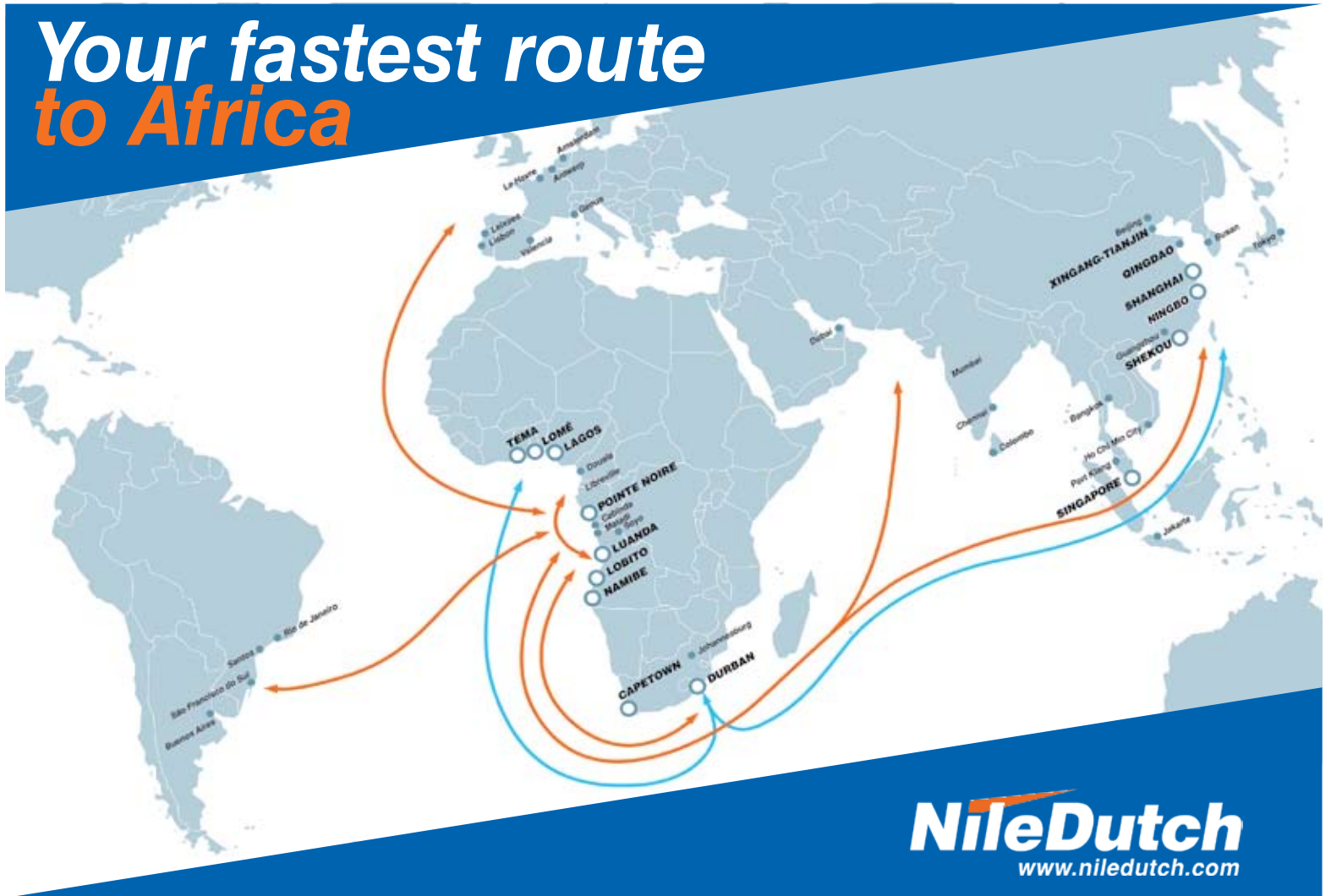
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'Labour-intensive industry is critical'

Growing middle class will generate demand for goods

BY Joy Orlek

The impact of current global realities on the shipping industry is impossible to predict, but Safmarine's Africa region executive Jonathan Horn expects global container trade growth of no more than 6-8% this year, with South Africa probably in the same ball park.

"The realities are plain for all to see," said Horn. "The two traditional engines of the world economy – the US and Europe – have some very serious challenges to tackle. And if you pull that thread through, those economies are high-consumption areas that drive production in the likes of the Far East manufacturing hubs such as China, Korea, Thailand – and that kicks back to the commodities trade in Africa which feeds that manufacturing cycle."

"We're therefore unlikely to see double-digit trade in and out of South Africa this year as caution is exercised in terms of supply chains and inventories.

"If you look outside of South Africa, the bulk of Africa's economies are commodities-based and driven. China, with its burgeoning middle class and strong infrastructure development, will still have relatively strong growth fuelled by its own internal needs, but if the economies of Europe and the US move into a recessionary mode, South Africa could potentially head in the same direction."

Trade with Africa however remains an opportunity to be explored, in Horn's view.

"Africa has been delivering growth well above the global average – and with that growth comes an increased middle class." While Horn concedes that the growth comes off a very low base, growth generates demand for goods and services. "Over time that means we will see much more inbound traffic of white goods, electronics, general retail merchandise, motor vehicles and the like."

During the recessionary period, the impact in West and

East Africa was less evident and delayed compared to first world economies – and that was largely thanks to commodities. "But pure dependence on commodities is not a good thing for Africa in the long term – and while it's great that we've got them, ultimately we need to add value before exporting. Over time, we must capture more of the value-add in Africa rather than handing this over to other economies."

According to Horn, there is some diversification happening, with manufacturing facilities being set up on a small scale for local or regional markets.

What Africa needs, however, is labour-intensive industry to solve the key challenge of unemployment – for example industrial-scale agriculture, mining and basic manufacturing.

What is also needed to get people to invest is institutional stability, greater predictability and investment incentives – a lot of which is starting to emerge, in his view.



Jonathan Horn ... 'Unless you can provide a value-competitive package, opportunities will be lost to other competing emerging economies.'

"Reliance on commodities can lull you into a false sense of security but it's not sustainable. However, unless you can provide a value-competitive package, the opportunities to build value-adding facilities will be lost to other competing emerging economies."

'Private sector must invest in infrastructure'

BY Liesl Venter

If companies want to capitalise on the opportunities presented across Africa they will have to invest in supporting infrastructure, says Grindrod Freight Services (Ports & Terminals) CEO Dave Rennie.

"The outlook for Africa is extremely positive as the demand for commodities will continue to increase. Africa has the highest concentration of minerals in the world and countries such as China and India are looking to diversify their source for imported commodities. Australia, Brazil, Chile and China show the highest depletion of minerals in the world."

Rennie says to capitalise on these opportunities, addressing the challenges the continent

faces is crucial.

"The lack of rail networks and roads from remote areas in Africa where the mineral reserves are found poses the biggest challenge at present. It is important that we invest in infrastructure if we want to benefit from the opportunities."

In this regard the transformational capital expenditure programme, which will require in excess of R10 billion over the next five years, will result in substantial investment in Grindrod's strategically positioned ports and terminals capacity, in particular phase 4 of the Maputo Coal Terminal, he said.

"To accelerate the group's pipeline of strategic capital projects in southern Africa, Grindrod and Remgro entered into

an agreement to inject R2 billion capital into the business by way of specific issue of new ordinary shares."

As global demand for iron ore is expected to double over the next 15 years and consumption is expected to exceed 1.7 billion tons by 2015, there are major opportunities across Africa in getting these and other commodities from pit to port, he said.

Although there is already deficit in the supply of iron ore, despite an expected production boost by Vale, Rio Tinto and BHP Billiton, Africa's contribution will also have to increase. China, both the biggest producer and importer of iron ore, is making significant investments in Africa, said Rennie.

"The global seaborne shipment



Dave Rennie ... 'Addressing the challenges the continent faces in crucial.'

of coal was 940 million tons in 2010 and is expected to grow to 1 350 million tons in 2014," he said. "Africa needs infrastructure investment to be able to deliver on these capacities."

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 **Southern Sun**
MAPUTO

Partnership drives trade on Maputo corridor

BY Ed Richardson

The Maputo corridor is an example of what the private sector can achieve in partnership with government when there is a joint vision and drive, says Mathews Phosa, chairman of the Maputo Corridor Logistics Initiative (MCLI).

Speaking at the annual general meeting of the MCLI in Maputo in September, Phosa said "It was Ronald Reagan, the former American President, who said, 'Government's view of the economy could be summed up in a few short phrases: If it moves, tax it. If it keeps moving, regulate it. And if it stops moving, subsidise it.'"

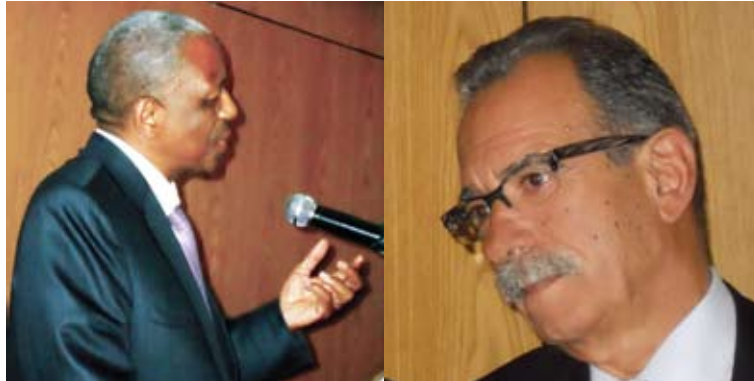
"He could well have been talking about the logistics supply chain!

"However, what that famous father of Reaganomics failed to add was that if it keeps moving despite the taxes and the regulations, the private sector has seen the gap and taken charge of the economy."

This is largely the case with the Maputo Corridor where the private sector has taken the initiative and built the infrastructure, got hold of whatever moves and has pulled in those doing the taxing and those making the regulations, and has never looked back, he said.

"On both sides of the border, MCLI has been given significant government support over the years," added Antonio Matos, the Mozambican chairman of MCLI.

"The departments of transport of both Mozambique and South



Mathews Phosa and Antonio Matos at the 2011 annual general meeting of the Maputo Corridor Logistics Initiative ... 'Transit trade is the future of this corridor.'

Africa have been very much part of the active stakeholder participation over the years and we are gratified by the strong support given by these departments and particularly of the South African Department of Transport which has been a funding partner since 2006," he said.

"The significant investment of \$225 million in Maputo Port infrastructure over recent years has brought a level of confidence to this logistics corridor, and has ensured consistent growth for the region," said Phosa.

"It has, however, also brought with it its own challenges in keeping service levels apace with demand. The benefits of the flexibility in negotiating service levels with this privately concessioned port have helped to mitigate these challenges to some extent, and MCLI continues to work with all our stakeholders to ensure that this port remains a competitive option for its users."

Challenges remain, however, particularly with delays at

the border.

MCLI, in close partnership with Alfandegas, (Mozambican customs) began a project, funded by the World Bank's Sub Saharan Africa Transport Programme, focusing specifically on transit customs issues. "We will also examine existing transit customs legislation policy and procedures with a view to forming a departure point for providing input into the changes that need to be made to facilitate the necessary growth of this aspect of the corridor," said Matos.

"This work will include a manual that will smooth the way for users and provide the necessary foundation for transit volumes to grow.

"Transit trade is the future of this corridor," said Matos.

"We are currently running at half our potential capacity and half our competitiveness both on road and on rail and this is a situation that could potentially marginalise this corridor.

'Integration crucial for regional rail efficiency'

BY Liesl Venter

If southern Africa wants to maximise rail transport efficiencies, there needs to be strong knowledge sharing, exchange of ideas and integration of services, according to director-general of the department of transport George Mahlalela.

According to Mahlalela, the role of rail in the region has been downplayed for far too long, not allowing companies to compete globally due to the inaccessibility and inefficiency of rail networks.

"It is true that the colonial role has been a root cause in many African regions for the establishment of the so-called Cape gauge which is today not helpful in our economic endeavours. About 17 African states have about 449 614kms of the Cape gauge network with South Africa owning approximately 20 324km of this network."

He said while this has stood in the way of the integration of the railway system in Africa, it was time to consider how to move to standard gauge. He said serious work was necessary to estimate the cost of putting in new networks on this gauge.

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Dredging of Beira injects new dose of optimism

Opening up of mega coal mines in Tete adds further impetus

BY Ed Richardson

Mozambique's port of Beira is aiming to become the "Rotterdam of southern Africa" following the dredging of the approach channel and port. Marketing and sales manager Félix Machado says the dredging – completed in July 2011 – has had an immediate positive spin-off for Beira and neighbouring countries.

"We are already attracting new investments in agriculture, as well as manufacturing and distribution," he told FTW.

Adding value in the port city rather than focusing solely on transit cargo is where Beira stands out from other southern African ports.

The dredging of the port has injected a new dose of optimism and energy into the city's business community.

Adding to the sentiment is the opening up of a number of mega coal mines in the Tete province – the biggest of which are owned by Brazilian company Vale, and a partnership between Tata of India and the Australian mining company Riverside. Other companies developing projects in the region include Eurasian Natural Resources Corporation, Coal India, Jindal Steel and Power, and Beacon Hill Resources.

Riverside's first coal exports have already been loaded at Beira, and a new coal terminal is under construction.

Container and breakbulk traffic



Breakbulk still makes up a large percentage of volume through the port of Beira.

will benefit from the coal terminal because it will generate the volumes and revenues required to keep the channels open. A maintenance dredger has been acquired by the port, and further investment is planned by Cornelder de Mozambique (CdM), the public-private partnership which has been running the port since October 1998.

CdM is a joint venture between the Mozambique Ports and Railways Company (33%), and Cornelder Holdings, which is based in Rotterdam, Holland.

Machado says the revival of the port is attracting other investors as well. They include a Nestlé plant, cotton processing, textiles, the building of steel trailers, a paper plant, milling companies, fertiliser blending facilities and reefer

handling facilities.

Most of this investment centres around the revival of agriculture in Mozambique itself, as well as neighbouring Zimbabwe, Zambia, Malawi, the Democratic Republic of Congo (DRC) and Kenya.

Beira has become the centre point for the importation and blending of fertilisers for the farming operations, as well as the export gateway for the produce.

Cornelder is gearing itself for the doubling of volumes from the 1.29 million tons of general cargo and 105 000 TEUs handled in 2010, says Machado. The container terminal will be able to handle up to 400 000 TEUs a year, he says.

All operations in the port are computerised, and the harbour is fully ISPS compliant.

Two post-Panamax gantry cranes



Félix Machado ... 'Revival of the port is attracting other investors.'

are on order, while the two existing gantry cranes have been completely refurbished.

Dedicated sugar and tobacco terminals are being planned, and the port is being reconfigured in order to improve efficiencies.

To accommodate new tobacco exports from the Tete province, leaf from Malawi, as well as the resurgence of the Zimbabwean industry, a new break-bulk warehouse has been built in the port.

A new 30 000-ton grain terminal was opened in 2010, and this capacity is expected to be doubled by 2015.

Cornelder has also invested in a new fleet of reach stackers, terminal tractors and other equipment to improve efficiencies within the port.

Port creates opportunity for Beira warehousing

Wanted – investors in warehousing in city of Beira.

And port operator Cornelder de Mozambique (CdM) is creating the market by raising its in-port fees, says marketing and sales manager Félix Machado.

At present containers are stuffed and destuffed on the quayside, with the harbour also serving as a long-term storage facility. This has to change in order to improve efficiencies and make more space available within the

port, says Machado.

Some of this space could be used for a vehicle terminal.

CdM has a "partnership" approach, and has been working with the main users of the port to create the opportunities for external

dry ports and warehousing facilities, he says.

Local logistics companies have responded to the call, with new warehouses under construction, but the demand will continue to grow as the port expands, says Machado.

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Maputo port invites freight forwarders to set up shop

BY Ed Richardson

The port of Maputo is encouraging freight forwarders to set up office in the Mozambican capital in order to take advantage of spare import capacity.

"We want more imports, and forwarders control the port of entry," says Jorge Ferraz, chief executive officer of the Maputo Port Development Company (MPDC).

Ferraz is urging freight forwarders to re-evaluate their traditional routes and to consider the rapidly growing port of Maputo as an alternative. First movers and their clients will be at an advantage, he believes.

The MPDC is planning to invest US\$750 million in the port's infrastructure over the next 20 years in order to grow breakbulk export volumes to 50 million tons.

"With increased volumes that will increase to a billion dollars," he says confidently.

This is in addition to the US\$250 million already invested in the Maputo and Matola terminals.

Container capacity is currently around 150 000 TEUs a year, with about 25% of traffic being transit cargo.



An aerial view of the Maputo container berths ... 'Bring cargo bound for Nacala and Beira here rather than Durban.'

Spare capacity in the container terminal provides shipping companies with the opportunity to "bring cargo bound for Nacala and Beira here rather than Durban," he says.

Increased capacity in the container terminal is currently being considered through reconfiguration of the quayside facilities.

Most importantly, according to Ferraz, is the attitude of the port authorities and the staff working there.

"Our staff is motivated and encouraged to share ideas and opinions with management at regular meetings. That way we can identify problems early, and find solutions quickly," he says.

Progress is also being made with the customs authorities for



Jorge Ferraz ... Urging forwarders to re-evaluate traditional routes.

the review of the transshipment and transit Customs regulations in order to make them more flexible and to address the need to facilitate and grow trade.

SA farmers help boost Moz exports

BY Ed Richardson

South African farmers are helping boost agricultural output in Mozambique.

A coordinating body, AgriSaMoz, has been formed by AgriSA, and was inaugurated in May 2011.

There are spin-offs along the whole agricultural logistics chain. The port of Beira is already reporting an increase in exports of grain and tobacco, as well as imports of fertiliser.

"AgriSaMoz's mandate is to create a single platform that will represent the interests of RSA farmers and agribusinesses. It means that co-operation with the governments of both countries will be critical to the success of the organisation," says chief executive officer Dirk Hanekom in the organisation's first newsletter.

AgriSaMoz was born out of invitations from the governors of various Mozambican provinces to AgriSA to become involved in commercial farming activities in their respective provinces, according to AgriSA.

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Maputo Car terminal becomes transit hub

Growing numbers of second-hand vehicles moving through Moz

BY Ed Richardson

South African motor companies that have been stalling decisions around using the port of Maputo may well find that they are temporarily stuck in the traffic when they do decide to use the facilities built by Grindrod.

According to Domingos Bié, operations manager of the Grindrod Maputo Car terminal, it is now handling around three thousand units a month, with the majority being transit cargo.

The investment was made on the expectation that Gauteng-based original equipment manufacturers (OEMs) would use the Maputo corridor for the export and import of vehicles.

What has happened instead is that growing numbers of

second-hand vehicles are being imported through Mozambique for neighbouring countries following a clamp-down by the South African authorities on second-hand imports being driven through the country.

All have to be transported “off wheel” on vehicle carriers, adding to the cost.

Maputo is also being used as a staging area for vehicle exports to the Middle and Far East, as well as other African ports along the east and west coasts.

Höegh Autoliners, which purchased a share in the terminal in 2008, calls directly on Maputo from Europe.

The line’s newest vessel, a 4 900 unit capacity PCTC, is called the Höegh Maputo.

A monthly Middle East to India and Africa trade

was launched in July 2009. It connects Jebel Ali and Mumbai with South and East Africa. Maputo transshipments also connect to West Africa, Oceania and the US East Coast.

The port is also the transshipment port on the Europe, Middle and Far East service.

Maputo’s vehicle terminal is also handling high and heavy cargo, such as conveyor belts loaded in mafi trailers bound for the Moatize coal deposit in the Zambezi Valley or Tete Province.

Bié says the terminal has plans in place to accommodate the South African OEMs if they decide to use it.

Phase two is ready to roll, bringing the total to 3 500 parking bays and a capacity of 50 000 units a month.



Domingos Bié ... handling around three thousand units a month.

Low-volume South African importers making use of the terminal at present are Tata, Mahindra and Fiat.

New intermodal container depot to free up Maputo terminal

BY Ed Richardson

The efficiency of the Container Terminal in Maputo is due to be improved with the opening of a 70 000 sqm intermodal container depot facility that will be built at the northern entrance to the port.

Frans Visser, CEO Maputo International Container Depot (MICD), says the new depot will be able to handle 66 000 TEUs of full and empty containers a year.

We have provided 10 000 sqm of concrete slab for packing of bulk minerals as well as an 8 000-sqm warehouse for handling of general cargo such as sugar, rice, paper and stainless steel.

Additional services offered by

the MICD will include container inspections, cleaning and repairs and reefer containers, pre-trip inspection and storage.

Sharing the DP World Maputo Terminal Operating System, MICD will be fully integrated into the terminal operations. In effect the MICD will be used as an extended stacking area for DP World Maputo terminal.

The MICD is already operating, using 15 000 sqm of land leased from the port authority (MPDC).

“We are testing our systems ahead of the first phase to ensure seamless transition when starting up the new facility.

“The objective is to free up valuable space in the container

terminal in order to improve the container handling productivity.

“For cargo owners, the advantages are reduced truck standing time at the container terminal gates; improved truck turnaround times; professional and cost-effective warehousing and packing/unpacking services within the port precinct,” he says.

“For shipping lines, the advantages are improved terminal operations, resulting in shorter ship turnaround time and cost-effective empty container handling, storage and repairs.

“But, whatever the service, the aim is to keep the containers continuously flowing”, says Visser



Frans Visser ... ‘Testing our systems to ensure seamless transition.’

Walvis dry port will open new opportunities for Botswana

BY Liesl Venter

The Port of Walvis Bay is making a name for itself in Botswana where the country is set to open a dry port after being awarded land recently. With a memorandum of understanding signed in 2008 for the 50-year lease of the land in Namibia, the official announcement of who the operators will be is expected to be made before the end of the year.

In the meantime freight forwarders and transporters in Botswana have welcomed the move saying the port is proving to be efficient, reliable and fast.

“We are definitely seeing an increase in people using the port,” said Mark Thompson, managing director of UTi Botswana. “It is becoming a preferred port and offers Botswana the opportunity to establish itself as the gateway into Africa via Walvis Bay.”

With the Port of Durban battling congestion and cargo having to rely on expensive road freight, the Walvis Bay port is a welcome alternative, according to Oduetse



Walvis Bay port ... a welcome alternative.

‘Od’ Makgane, chairman of the Botswana Freight Forwarders’ Association.

“It is extremely efficient and has less congestion with no berthing issues. It makes sense to use it and it is starting to be favoured.”

Modiri Ntuane, sales and marketing manager of Gaborone Container Terminal, who recently

opened a second branch in Phelape, said there was much excitement around the dry port for Botswana, but also about Walvis Bay’s port in general.

“It is on the right track and we can see great things in the making. We believe this is going to lead to much opportunity for business in Botswana.”

A Yank in the tank

BY Ed Richardson

China may not have the playing fields to itself in Africa much longer – the Americans have rediscovered the continent.

It started with the African Growth and Opportunity Act ten years ago.

South Africa’s transport industry is set to benefit through support for PetroSA and the energy sector in general.

In September, General Electric (GE) signed a memorandum of understanding (MOU) with PetroSA “for exploring cooperation between the two companies that could lead to future commercial opportunities and help support the country’s on-going economic growth,” according to a joint statement from the two companies.

GE has expanded its manufacturing facilities in Midrand, Gauteng in anticipation of growth in South Africa and rest of Africa.

Speaking at the opening of the plant, GE chairperson John Krenicki, who is also president and CEO of GE Energy, said the company was committed to job creation in sub-Saharan Africa.

“There are diverse opportunities in sub-Saharan Africa and Africa, where the majority of the population does not have access to electricity and we hope to continue to grow our business and capitalise on opportunities.”

Doing business in Africa is getting easier

BY Ed Richardson

According to Doing Business 2012: Doing Business in a More Transparent World, an annual report from the IFC and World Bank, a record number of African countries have taken decisive steps to encourage more local entrepreneurs to come into the formal economy over the past 12 months.

Trade barriers have also been lowered. Liberia, Seychelles and Tanzania are the latest countries to accept customs declarations electronically.

But, 21 of the bottom 30 countries in this year’s rankings are in Africa.

Eleven countries implemented no reforms at all, while nine adopted policies that made things worse.

In most African countries, getting access to essential information, such as what types of documents are needed to ship a container abroad or even what the fee schedule is, requires a meeting with an official.

This can cause unnecessary delays and perhaps even open the door to improper payments, says the report.

On the plus side, 15 countries lowered barriers to entry for new businesses; 23 facilitated access to credit; and seven made it easier to pay taxes.

As a case in point, when the second Doing Business report was published in 2004, it took 153 days, 14 procedures, and a minimum capital equivalent to 14.5% of the country’s per capita income to start a business in Mozambique.

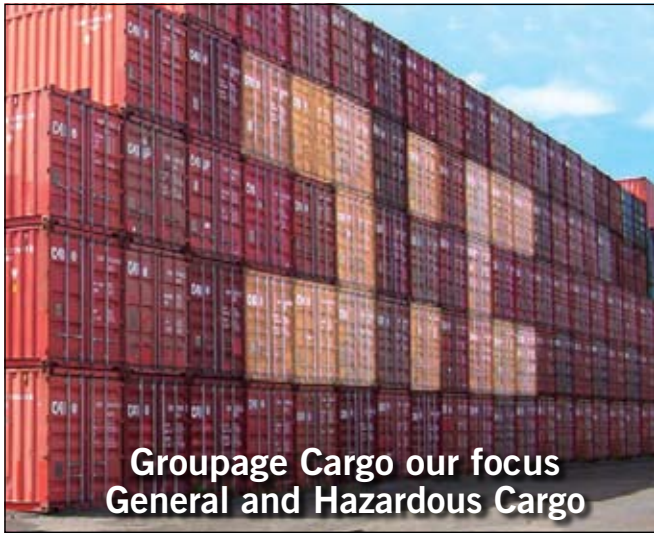
Today it takes 13 days, nine procedures, and no minimum capital.

Over the past year alone, 36 out of 46 countries (more than three-quarters) implemented reforms in at least one of the 10 areas measured by Doing Business.

For the fourth year in a row, Mauritius was the easiest place in sub-Saharan Africa for an entrepreneur to do business.

Ranking 23rd on the global scene, the island nation is followed by South Africa (35th place globally), Rwanda (45th), Botswana (54th), and Ghana (63rd place).

South Africa ranks first globally on access to credit, and Rwanda is the world’s 8th best country when it comes to starting a business.



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Grindrod stokes up expansion at Maputo

BY Liesl Venter

Mozambique remains top of the agenda for Grindrod which plans to invest in the expansion of the Maputo coal terminal.

According to Alan Olivier, CEO of Grindrod Limited, the company's continued investment in infrastructure and equipment in the Port of Maputo is making a significant contribution toward the growth of the port.

"Maputo is close to South Africa's coalfields of Mpumalanga and the huge market that is Gauteng, and is an ideal export corridor to ship commodities to developing markets," he said.

The recent expansion (phase 3) of Grindrod's coal terminal in Maputo (Terminal de Carvão da Matola – TCM) has increased the terminal's capacity to 6 million tons (mt) per annum. The operational capability includes the ability

to discharge 50-wagon trains in less than four hours, a stockpile capacity in excess of 400 000 tons, a guaranteed minimum vessel loading rate of 15 000 tons per day, and two shiploaders capable of loading simultaneously.

'Coal wagons to TCM have improved from an eight-day cycle to less than five days.'

According to Olivier, in mid-2011 TCM was receiving rail throughput of coal and magnetite of approximately 320 000 tonnes per month, up from 2010 when an average of 150 000 tonnes per month was received.

"This improved rail capacity is mainly due to a vast reduction in the turnaround times of the existing rail resources on the Maputo corridor," he said.

"Coal wagons to TCM, for example, have improved from an eight-day cycle to less than five days. The current phase of the Transnet Freight Rail ramp-up plan from South Africa is targeting 35 x 40-wagon coal trains and 10 x 60-wagon magnetite trains per week. This translates into a combined 450 000 tonnes per month. The final phase of the ramp-up, planned for the latter part of this year, will take the terminal up to its 6 million tons annual design capacity."

Olivier said Phase 4, which could expand capacity from the current 6 million tons to more than 20 million tons, is already at feasibility stage.

"This future phase of expansion may be in a single- or two-phased approach but will require excavation and land reclamation, the construction of two new berths, a stockyard, and railway infrastructure. The final terminal footprint will be



Alan Olivier ... 'Continued investment in infrastructure and equipment.'

in the region of 120 hectares (excluding any reclaimed areas).

"We believe that the demand to move cargo through the coal terminal will continue to grow and we are gearing up to accommodate this increased demand for capacity from both established and junior miners."

Junior miners need Maputo

BY Ed Richardson

Investment in the bulk handling facilities in the port of Maputo – accompanied by Transnet Freight Rail (TFR) increasing its capacity to serve the port – is necessary to open up markets for the smaller coal, iron and chrome miners in the Limpopo and Mpumalanga provinces, says Jorge Ferraz, CEO of the Maputo Port Development Company (MPDC).

"Junior mining companies – many of which are black economic empowerment ventures – are being restricted by a lack of export capacity," he says.

Some miners have had to resort to road, which is costly and inefficient when transporting bulk commodities. "Around 80% of the chrome going through Maputo is travelling by road, and we can see how this traffic is destroying the road infrastructure," he says.

MPDC shareholders Grindrod, CFM (the Mozambican government port authority) and DP World are willing to invest in the necessary port-side facilities and rail link on the Mozambican side of the border, but it is up to TFR to empower the junior miners through investment in the required rolling stock and

rail upgrades on the South African side.

Ferraz is outspoken about what he sees as the responsibilities of the South African government and its parastatals.

"South Africa has to think and behave like the regional power it is. As the regional power it has a responsibility to ensure development of the corridors linking it to its neighbours. In this way South Africa will be contributing to the development of those neighbouring economies but more importantly contributing to its own economy by ensuring facilitation of trade.

"Maputo is important to the

region. Physically, our port serves the same areas that Durban does. Therefore it complements the South African ports to such an extent that it should be considered the ninth South African port and should be part of the South African National Strategy for Ports, Rail and Corridors.

"From a purely South African market perspective, we are effectively part of Mpumalanga," he says.

Without efficient road and rail links to an efficient port, economic growth in the region will be stifled – as can be seen in the challenges facing junior miners.

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Opportunities abound in Mozambique – Lalgy

BY Ed Richardson

Transport is helping to unlock the economic potential of Mozambique, says Junaide Lalgy, founder of Maputo-based Lalgy Transport. “Mozambique as a country is currently being rehabilitated, and projects are being established at an unprecedented rate by local companies, by government, by foreign companies (especially large internationals) and by donor agencies such as the World Bank and the United Nations,” says Lalgy.

All these projects need transport services, and a large percentage of the work is outsourced. Lalgy, with its “in-depth knowledge of the market and the country” is able to provide transport and logistical

support to the companies working on the projects.

Lalgy also provides transport services to cargo owners based in the land-locked surrounding countries, and which rely on road to the ports of Maputo, Beira and Nacala because of the current state of the rail infrastructure.

Founded in 1989, Lalgy has seen the benefits of the opening up of the South African economy after sanctions and the revival of the Mozambican economy since the end of the civil war.

The breakthrough came in 2000 when the company’s fleet grew from 25 to 350 trucks and trailers.

Today Lalgy operates a large fleet; It includes tippers, tankers, flat decks, low beds, and skeletal units.

All vehicles are tracked live



The Port of Beira ... Lalgy provides transport services to cargo owners who rely on road to the ports of Maputo, Beira and Nacala.

by satellite, and scheduling and planning is done through a centralised system.

Web-based software enables the company to position vehicles optimally for contract work.

Lalgy is able to allocate vehicles to be dedicated to long-term projects.

The company has also diversified into the sale of trucks, parts and earth moving equipment.

Hotel chatter reflects economic revival of Mozambique

BY Ed Richardson

Anyone wanting a quick window on what is happening in the Mozambican economy should relax in the Southern Sun Hotel lounge area after work and hear the rich mix of accents as deals are struck over sundowners and complimentary snacks.

A little judicious eavesdropping (as we journalists are known to do) will produce snippets about massive coal mining operations, offshore gas and oil, new sugar plantations, rail upgrades, the state of the roads in Tete province, a third cellphone licence, tobacco farming, and – quite naturally – where to get the best prawns in Nacala.

“The lounge is definitely where the business community meets,” says Bruce Chapman, general manager of the Southern

Sun Maputo.

Mingling with the businessmen and women are government officials and representatives from non-governmental organisations.

‘A little judicious eavesdropping will produce snippets about massive coal mining operations and where to get the best prawns in Nacala.’

Many make the Southern Sun Maputo their home from home.

It has the perfect location, according to Chapman – being close to the main business district and port, but also the only hotel on the beach.

“It is just wonderful waking up

to a view of the Bay of Maputo, with the sun glittering off the water. I never tire of it myself,” he says gesturing out over the warm waters, with Inhaca island a blur in the distance.

Added to the position is the personal touch provided by Chapman and his team, which includes his deputy Cymon Charnley. They are both highly visible, and know many of the guests by name.

Business travellers, who make up the majority of the week-day guests, can also log onto the Internet through a free Wi-Fi network.

“A reliable and reasonably fast Wi-Fi network is now the standard for hotels. It’s like hot showers, clean sheets and good food,” he says.

And the food is good, as the FTW team can attest.

Both the breakfast and



‘Where business meets – The Southern Sun Maputo.’

evening menus offer a mix of more traditional dishes and something a little different – think swordfish and kudu steaks, goat stew (delicious) and pastries with panache.

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Aquarius positioned for growth in Beira

CWT Aquarius International has big plans for its operations in the port of Beira.

Soon after opening offices in the port city, it is in the process of building a 10 000 sqm warehouse in response to a call by the port operator, Cornelder, for companies to help clear congestion in the port by providing alternative facilities.

Volumes are expected to grow quickly now that the port has been dredged, says Kyle Swart, manager of Aquarius Shipping in Beira.

The company, which handles Zimbabwean tobacco through warehouses in Gauteng, is managing exports of tobacco grown in Malawi and the Mozambican Tete province through Beira.

The Beira office has also started handling Zambian copper and

cobalt, and Swart is confident that these volumes will also grow.

“Cargo owners and shippers are starting to trust Beira.” For copper and other high-value cargoes, Beira is seen as a safe alternative with good road links and an improving rail system.

“Copper exporters are very happy with Beira. It has a lot of potential,” he says.

Swart moved to Beira in May this year after it was decided to upgrade from a 10-year-old agency agreement to full offices.

Having offices allows CWT Aquarius to offer ships agency services to vessels calling on the new coal terminal, which is currently under construction.

In 2010, CWT Commodities purchased 60% of Aquarius

Shipping in what the company called “a strategic move to strengthen its commodity logistics capabilities and business network in the Africa region”.

CWT Aquarius has offices in Johannesburg, Lilongwe, Harare, Lusaka, Beira, Tete, Durban, London and Antwerp.

“We are certainly entering interesting times. CWT is one of the biggest logistics companies in Asia and Europe, and they have the resources and network available to support the growth of Beira,” says Swart.

And, for those who know him, he is not missing the bright lights of Gauteng.

He is using the little spare time available to complete his B.Com Logistics.



Kyle Swart ... ‘Cargo owners and shippers are starting to trust Beira.’

Fairseas adds capacity along West and East African coasts

BY Liesl Venter

Cape Town-based Fairseas International has increased regional vessel capacity and service regularity substantially along the West and East coast of Africa.

According to a spokesman, the company is now operating a regular semi-liner service utilising up to six multipurpose vessels in the West to East Africa port range, providing regular, flexible and reliable service connections to all ports for breakbulk, container and project cargoes and bulk shipments.

The regional coastwise service predominantly utilises self-operated tonnage from 5000 up to 20000mt deadweight vessels, all geared with heavy-lift capacity suitable for moving project cargoes and up to handy size shipments of bulk commodities in the Walvis Bay to Mombasa range of ports, with charter vessels for bulk commodities

operating further north and into the Indian sub continent areas.

According to commercial executive for the line, Pamela Yerushalmy, the port range served by Fairseas has been increased to include on a regular basis Pemba in northern Mozambique

‘Pemba in northern Mozambique and Mtwara in southern Tanzania now served on a regular basis.’

and Mtwara situated in southern Tanzania. Both ports are increasingly gaining recognition in the growing oil and gas industry which is in its exploration phase in the Cabo Delgado Province, she said.

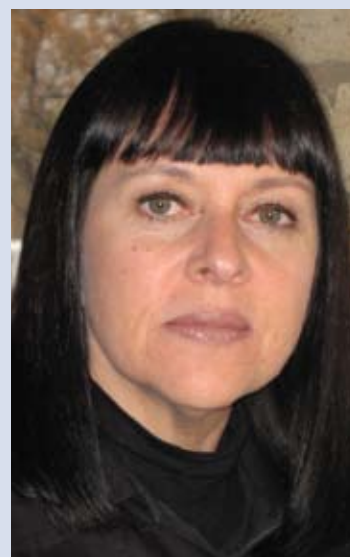
“The newly refurbished Mtwara Port’s oil and gas facility has been described as the southern region’s development key. Investors have invested over

\$300 million on the oil and gas supply base to support the first oil and gas drilling in the deep Tanzanian waters of the Indian Ocean.”

Yerushalmy, who is based in Johannesburg, said Fairseas also provided direct services into and out of these ports for all ports in the Walvis Bay to Mombasa range with through bill of lading linkages to and from West Africa. In addition there are convenient transshipment opportunities over Durban, Cape Town, Dar es Salaam and Mombasa for international oil and gas and other cargoes.

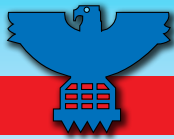
The group is also increasing its general project cargo activities and is presently involved in the Moma expansion project in Northern Mozambique which includes offshore ship to barge transshipment operations, she added.

“Our aim is to add value by providing cargo interests with efficient and cost effective sea



Pam Yerushalmy ... port range extended.

transport and intermodal solutions along the African seaboard and the Indian Ocean rim including the Indian Ocean Island areas,” she said. “Where appropriate, landside logistics, barging and lightering are dovetailed with seafreight solutions.



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FTW0016SP

'All eyes will remain on Africa in years to come'

BY Liesl Venter

With some of the fastest global economic growth rates, Africa is gradually taking its rightful place in the trade world as it enjoys high returns on investment compared to many other developed countries, says Gerald Povey, UTi vice president – Africa development.

"There is movement and progress towards macroeconomic stability and social development across the

continent and this has played a major role in its growing importance."

With more than 370 offices operating in some 60 countries, UTi Worldwide Inc is an international, non-asset-based supply chain services and solutions company that has seen its African branch inject significant time and investment into Africa.

"Especially in the mining as well as oil and gas sectors there are opportunities for high economic growth," says Povey.

Of course the continent still has major challenges to overcome, especially in terms of poor infrastructure and skills shortages.

But opportunity far outweighs the challenges, according to Povey, who says with growth in industries such as mining, oil and gas, retail, automotive, pharmaceutical and hi-tech, all eyes will remain on Africa in the years to come.

While he acknowledges that Africa is a challenging terrain for logistics and supply chain

providers, there's growing interest in the continent.

"The economic double dip has also forced companies to look for growth in more sustainable and predictable markets, hence their move into Africa," said Povey.

"We certainly believe that the industry in the region is perfectly poised for growth. And as more and more companies move into this uncharted terrain, they will look to logistics providers that offer integrated, end-to-end, industry-specific supply chain solutions."

CHC expands capacity to cater for volumes

'Africa is where the growth is'

BY Liesl Venter

With large multinational companies expanding into southern Africa, South Africa remains the stepping stone into Africa.

"We, like many others, feel that the next growth will happen on the African continent," says the company's CEO, Reshaan Laljith.

"Already one can see companies like Walmart expanding into South Africa and that way getting a foothold on the continent," he told FTW. "Africa as a continent is larger than the USA, Europe and India combined. It is the

last frontier – a market far from maturity compared to the USA and other foreign markets. With the population close to one billion, it makes sense that this is where the growth is."

Experts agree that while some 90% of Africans live below the poverty line, it is a major consumer market. With its vast mineral resources, the potential of the continent is being seen by more and more Western countries – something the Chinese identified years ago.

"The Chinese and Indians have known for a long time the potential within Africa. They

therefore secured mining rights and are building infrastructure – roads, ports and airports. All of this is impacting positively on the continent's growth," says Laljith. "But one of the major concerns that we must address is still corruption."

According to Laljith, South Africa is in a prime position to benefit from the interest in Africa. "We are close and have easy access to sub-Saharan Africa and can transport into these countries, being part of the same customs union. There is a large untapped market for various products – from detergents to washing



Reshaan Laljith ... large untapped market.

machines – and we offer Africa more efficient supply chains."

Laljith says due to increased growth in third party warehousing and logistics his company has had to increase capacity nation-wide.

One-stop border cuts truck waiting time

BY Liesl Venter

The construction of the One Stop Border Post (OSBP) at Kasumbalesa has reduced truck waiting times considerably.

According to the Walvis Bay

Corridor Group, queues have been reduced from a distance of 5.5km of trucks to only 800m, with at least 600 trucks being cleared a day at the border post between Zambia and the DRC.


With the OSBP method,

people and goods enter one country and exit another, speeding up processes significantly as they move through a single facility housing all the officials from both countries.

The WBCG recently visited the border post and found that major progress had been made. Commodities such as copper, vehicles as well as consumer goods and perishables are mostly transported along this route.

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FTW4026

Biggest challenge lies in dealing with logistics and customs

BY Liesl Venter

Post-war Angola, the Democratic Republic of Congo, Zambia and Nigeria all continue to grow beyond expectations despite the world facing yet another economic meltdown.

Oscar S Muyatwa of the Trans Kalahari Corridor Secretariat, a Section 21 organisation founded on a Public Private Partnership (PPP) model, with the objective of increasing transit traffic and trade on the Trans Kalahari Corridor, maintains that in spite of the African market's negligible share of global trade, it remains an essential source of agricultural and raw materials and mineral resources including

platinum, manganese, copper, zinc, gold, and diamonds.

“On the one hand Africa is a consumer market for commodities such as second-hand vehicle imports and electronics. The buying power of populous countries such as Nigeria, Kenya and the Democratic Republic of the Congo cannot be ignored. Nigeria, Ghana and Angola are oil producers of note. Namibia has offshore oil and gas prospects. The growing interest by China in African trade is testimony to the importance of the African market,” he told FTW.

The biggest challenge however lies in dealing with African logistics and customs.

“Each region has its own set of rules and regulations and one must have the ability to adapt to be able to work in the different areas,” he said. “A common challenge that one faces in Africa is the lack of infrastructure, while safety and security remain a concern. Corruption, congestion and unpredictable policy shifts are also problematic. All these unfortunately result in the high cost of doing business and the high price of goods across the continent.”

According to Muyatwa, growing democratic governance, peace and stability, along with the growing buying power resulting from exports of raw materials and minerals, bodes

well for Africa.

“Modernisation in general is a great opportunity for everyone working in Africa, resulting in a very positive outlook for the continent,” said Muyatwa. “This is particularly true if Africa industrialises and thus exports finished products – and if regional integration serves as a bargaining chip in improving the general terms of trade between Africa and the European Union and the rest of the world.

“There is a need to use growing Africa-China trade as leverage in dealing with the Americas and Europe. Africa should however adopt modest policies and regulations to attract direct foreign investment.”

China and Africa – a perfectly symbiotic relationship

BY Liesl Venter

While Africa is rich in resources such as diamonds, gold, uranium, petroleum, livestock, cobalt, maize and strategic minerals, it consists mainly of developing states with limited capacity and infrastructure.

According to the Africa-China Business Forum, China can address lack of capacity as it needs natural resources.

The self-described leader of the developing world, China has seen its economic growth surpass its available natural resources. This has made it highly dependent on imports to fuel its current rate of production.

Not only is China developing at an alarmingly fast rate, it is also constantly looking to locate natural resources and other minerals. Africa, on the other hand, has abundant resources but is in desperate

need of development.

“China recognises this and is offering to assist Africa's development by investing in infrastructure projects in exchange for its natural resources – and that will help oil China's production machine and feed its over one billion people,” said a spokesman for the forum.

Natural resources form the basis of the economies of most African countries. Agricultural products and mineral resources are used as food and for commercial purposes – to sell locally or as exports. Africa's natural resources are abundant. South Africa for example has abundant amounts of maize, wheat, sugar, fruits, livestock, poultry, gold, diamonds, uranium and chromium while the Democratic Republic of Congo is famous for its cassava, maize, coffee, rubber, copper, diamonds, cobalt, gold and zinc for example.



China investing in infrastructure projects in exchange for Africa's mineral resources.

China's interest in Africa, however, is not new. Its involvement goes back to the late 1960s and early 1970s where it provided developmental aid to African socialist regimes, and supported anti-colonial insurgencies.

Africa is well aware that China's renewed involvement in the continent stems from its

need to access Africa's natural resources, primarily energy and minerals. For many African countries this transparency is what differentiates China from the West. Both China and Africa are clear on their intentions and neither side wishes to influence the other ideologically or politically, says the forum spokesman.

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Sweet success for project specialist

For Lovemore Bros, transporting, rigging and installing a power generation plant in Swaziland was all in a day's work.

The recent transportation and installation of a condenser, turbine and generator to provide the power requirements for the Royal Swaziland Sugar Corporation (RSSC) mill at Simunye in the country's north-eastern lowveld involved, in phase one, loading the 43-ton condenser directly onto a Lovemore 60-ton lowbed from the vessel at Durban harbour. It was then transported along the 560-km route to the mill where it was rigged into position onto plinths 3.5 metres above ground level, using a 200-ton LPG-powered mobile gantry.

Phase two required loading the 65-ton generator onto Lovemore's



The Lovemore Bros lowbed arrives at the Royal Swaziland Sugar Corporation's mill at Simunye to install the generator and condenser which its lowbeds transported from Durban harbour.

100-ton lowbed at Durban harbour while the turbine and its baseplate weighing 49 tons was offloaded onto a 60-ton lowbed and ferried to Simunye, Hugh de Borchgrave, who heads the mechanical and projects division at Lovemore Bros,

told FTW.

"We believe that the project was successful mainly due to the cooperation and contributions of all parties concerned and the 'homework' we all put in," said De Borchgrave. "This included

creating a three-dimensional computerised AutoCAD rigging study in advance, selecting the correct lowbeds for both transport and site access, and the use of sound rigging practices and equipment," he said.

Mining activities keep Walvis pumping

BY Liesl Venter

The Port of Walvis Bay has seen much growth in recent years with an increase of 38% in the movement of bulk and breakbulk commodities and nearly 100% growth in the container industry.

According to Christian Faure, marketing and strategic business development executive for the Namibian Ports Authority, this has been largely based on the mining activities in the region that form the core business through the Port of Walvis Bay.

"We have only been operating a container terminal for the past ten years and in that time we have grown from a base of nothing to a situation where we are now peaking at 265 000 TEUs, which is the equivalent of

about 2.5 million tons. Yes, we have had some serious growing pains during this time, but we are extremely proud of the achievements we have made."

Faure said essentially the port had developed from a purely breakbulk port to a fully functioning multi-cargo facility showing phenomenal growth despite a global economic recession.

"We are operating in the same arena as some very established ports like Africa's biggest ports – Durban and Cape Town – where efforts are under way to increase capacity. In Luanda much progress has been made to address congestion, while the Port of Maputo has improved tremendously in recent years."

Faure said as a port authority they acknowledged the importance of all the ports

in southern Africa as well as the challenges they needed to overcome from a Namibian perspective.

"The reality is this, just Angola's trade with China is some \$11 billion while Namibia's entire GDP is \$11 billion. We will never have the trade capacity to make full use of the port – only 20% of what goes through the port is destined and comes from Namibia. That is why we focus so heavily on the corridors."

Faure said the port was actively working towards increasing capacity and efficiency to ensure it attracted more regional trade.

"We have just completed a R240 million terminal optimisation programme entailing a new quay, two mobile cranes and an extended quay for more



Christian Faure ... averaging some 43 moves per vessel per hour.

storage that has all allowed us to attract more business."

The port is also more efficient than ever before, now averaging some 43 moves per vessel per hour with the mobile cranes.

Perishable specialist diversifies into general cargo market

Lonrho branding opens different doors

By Liesl Venter

The strategy at Lonrho Logistics (previously Grindrod PCA) is to continue to focus on its core business of perishable cargo and expand its footprint in the general cargo market, says CEO Mike Froy. "Perishables are seasonal and we need a better spread of business, particularly during the quiet perishable months."

With the company having recently joined the Lonrho group, the new neutral branding allows it to open a different set of doors that will facilitate new growth, according to Jonathan Broodryk, national sales manager for Lonrho Logistics.

"It makes economic sense to diversify in these times where the markets are volatile and unpredictable. It also reduces the

risk offering when one is operating across markets rather than focusing on only one aspect of business."

The company has established an agency network across the globe that will further strengthen its general cargo capabilities, said Froy.

He believes being able to offer exporters and importers a complete freight forwarding and logistics management solution is key for success in the current economic climate.

"The company has amassed in excess of 50 years of cold chain management experience and was the number one Iata forwarding agent in South Africa until statistics were no longer published by Iata in 2004," he said.

"We are also strategically positioned at all major airports so we can move cargo in and out very



Mike Froy ... new neutral branding facilitates new growth.

Photo: Shannon Hill

efficiently and quickly. This applies equally to perishables and general cargo

"We see the purchase of Grindrod PCA by the Lonrho Group as an ideal opportunity

to grow the freight forwarding business due to the huge footprint that Lonrho has in Africa. Their credo of investing in the growth of Africa certainly offers many opportunities," he added.



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Enhancing service delivery a constant objective – Weelson

BY Liesl Venter

An increase in business confidence in Zimbabwe has pushed up activity in the region despite the volatility of global markets, says Deon Weelson, managing director of Pioneer Transport and Pioneer Coaches.

“Along with the other SADC countries Zimbabwe is an extremely important market for us,” he told FTW.

Pioneer Transport specialises in the provision of cross-border freight, logistics and passenger transport across the SADC region.

“It is about turning challenges into opportunities,” says Weelson. “It is important when dealing in the African market to be able to offer a consistent and safe service with emphasis on the value adds.”

This is not always easy in the volatile market that

is Africa where challenges like bottlenecks and long waiting periods at border posts can affect delivery times negatively.

The company constantly invests and upgrades its fleet and other facilities, said Weelson.

“We have recently introduced a new transport management system that will be unique to our business and enhance our service delivery capabilities.”



Deon Weelson ... ‘New transport management system introduced.’

‘High logistics costs must be addressed’

BY Liesl Venter

With major growth being experienced in the sub-Saharan and North African markets, it is essential that the high cost of cargo delivery be addressed on the continent.

The costs involved in delivering freight across the continent remain unreasonably high, posing a major challenge to the players in the market, says Alwyn Nel of Kingfisher Freight Services.

“Toll fees, duties and taxes are just some of the costs that have to be taken into consideration,” says Nel. “In addition infrastructure that is falling apart adds to the costs resulting in high maintenance fees and delays at borders, airports and seaports.”

The African market, however, remains extremely important despite this. “If you consider the amount of capital investment taking place from the global market leaders, the proximity of South Africa, the potential for business development, as

well as the inability of many African countries to produce goods due to the collapse of infrastructure – it is a market ready for development and product purchases.”

He believes that opportunities abound for those willing to take the chance. “Anyone with entrepreneurial drive and flair can succeed in Africa by managing their liability and exposure and making sure that contracts are well tied up and secure.”

The focus at Kingfisher Freight Services has been on expansion – and this includes vehicle availability and new warehousing facilities.

“We have gone through a major restructuring process after the management buy-out of the shares of other partners,” says Nel. “Emphasis has now been placed on further market share, business development and service delivery in all aspects of the company’s portfolio, while expanding our footprint in Africa significantly.”

‘Walvis Bay needs more buy-in from service providers’

BY Liesl Venter

There are ample opportunities to improve frameworks and conditions for cross-border trade in southern Africa, according to Bisey Uirab, chairman of the Walvis Bay Corridor Group.

“International customers and investors have the choice between regional and global options and request a first class service package,” he said. “This is clearly being addressed by the TransKalahari Corridor Management Committee.”

He said in the development of the Walvis Bay Corridors as an alternative trade route through the Port of Walvis Bay it was clear that efficiencies had increased.

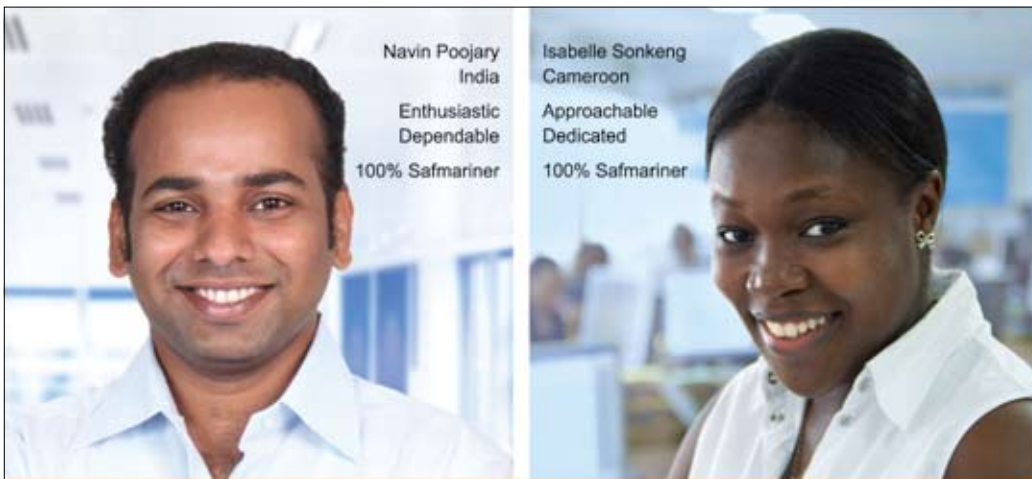
“Capacity remains our greatest challenge along our three corridors. We require more service providers in the transport and logistics industry and we therefore request service providers from across southern Africa to look west



Bisey Uirab ... ‘Capacity remains our greatest challenge.’

to Walvis Bay in an effort to establish if they can assist in providing these services.”

Uirab said there was no doubt that the optimisation of the TransKalahari Corridor would benefit importers and exporters in Gauteng not only because it saved time but also because of the positive impact on reducing the transport costs in southern Africa.



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WBCG to set up offices in DRC, Brazil

BY Liesl Venter

The Port of Walvis Bay has come a long way since 1994 when it was nothing more than a stop-over for fishing vessels. But now is not the time to be complacent about successes achieved – rather to remain visionary and take the port and its corridors to the next level.

This is according to Johny Smith, CEO of the Walvis Bay Corridor Group (WBCG), who told FTW that in 2003 Walvis Bay handled zero cargo for the region, while last year it handled close to half a million tons of cargo. “We intend to increase this even more. We are continuously talking to shipping lines to have more calls at Walvis Bay so that we can increase

our volumes.”

He said they were continuously involved in building strategic partnerships as part of efforts to reduce costs of using the port and its corridors and to enhance the importance of the port in the southern African region.

“We have continued to build our footprint and now have offices in Johannesburg and in Lusaka in Zambia. We are set to open an office in Lubumbashi in the DRC next year as well as one in Brazil, which is a very important market for us as Walvis Bay is the shortest link between South America and southern Africa.”

Smith said with no congestion, good road infrastructure along the corridors and direct links with major international markets, it

made sense for business to consider Walvis Bay as their import and export point.

“If one looks at southern Africa as a very big mall then one must see Walvis Bay as an entry into it. Malls don’t just have one entry, they have several, and that is where we are positioning ourselves, not as competition to any one port but rather to complement this big area that is southern Africa.”

He said while capacity on the route was often still a challenge, this remained an area on which they were focusing to find solutions.

He said it was important to understand that just as people don’t always go to the same shops, neither does business. “There is a need for different shops, different



Johny Smith ... ‘continuously talking to shipping lines.’

ports in southern Africa, to provide for the different needs of the traders and logistics industry.”

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