UNIVERSITY OF GHANA

GHANA AS A TRANSIT CORRIDOR FOR THE MARITIME TRANSIT CARGO OF LANDLOCKED COUNTRIES IN WEST AFRICA: THE CASE OF BURKINA FASO

BY

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DECLARATION

I, the undersigned, unreservedly declare that except for references duly acknowledged to other people’s work, this research is my own work under the supervision of Professor Max Assimeng and Mr. Emmanuel Martey.

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DEDICATION

I dedicate this work to all members of the ‘Big’ Tufuor Family and all persons and organizations engaged in the Burkinabe transit trade business along Ghana’s corridor.
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Notwithstanding the diverse assistance received from the above-mentioned dignitaries, whatever errors that appear in this work are solely my responsibility.

Augustine Kwabena Tufuor.

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LIST OF ACRONYMS AND ABBREVIATIONS

APA: Abidjan Port Authority

BF: Burkina Faso

BFCC: Burkina Faso Chamber of Commerce

BFS: Burkina Faso Shippers

BFSC: Burkina Faso Shippers’ Council

BOT: Build-operate-and-transfer

CCTV: Closed circuit television

CEPS: Customs Excise and Preventive Service

CHS: Convention on the High Seas

CIV: Cote d’Ivoire

ECOWAS: Economic Community of West African States

GATT: General Agreement on Tariffs and Trade

GH: Ghana

GHTIG: Ghana Trade and Investment Gateway

GoG: Government of Ghana

GPHA: Ghana Ports and Habours Authority

GSA: Ghana Shippers’ Authority
GSC: Ghana Shippers’ Council

HDI: Human Development Index

IRTG: Improve Road Transport Governance

ISRT: Inter-State Road Transport of goods

IST: Inter-State Road Transportation

JAPTU: Joint Association of Port Transport Union

JIT: Just-in-time

LLS: Land-locked State

MOU: Memorandum of Understanding

MOWCA: Maritime Organization of West and Central Africa

NDC: National Democratic Congress

OECD: Organization for Economic Cooperation and Development

OTRAF: L’Organisation des Transporteurs Routiers du Faso

PI: Political instability

PNDC: Provisional National Defence Council

PS: Political stability

TEU: Twenty foot equivalent unit

TS: Transit State
UEMOA: Union Economique et Monitaire Ouest Africaine


UNCTAD: United Nations Conference on Trade and Development

UNDP: United Nations Development Programme

VALCO: Volta Aluminium Company

WA: West Africa

WBG: World Bank Group

WGI: World Governance Indicators
ABSTRACT

Ghana (GH), as transit state with a maritime port, rose from an insignificant position in 1997/8 to become the topmost transit corridor for landlocked countries in West Africa and particularly for Burkina Faso (BF) around 2005 and 2006. Since then, GH’s corridor has, generally, been recording a declining trend in the yearly throughput of BF’s maritime transit cargo that is transported along it. The popular opinion in the transit trade sub-sector in West Africa suggests a strong and negative relationship between the level of CIV’s political stability and BF’s maritime transit cargo throughput that is transported along GH’s corridor. This study, using correlation analysis and data drawn from 1998, 2000 and 2002-2009 investigated the empirical veracity of such an opinion. Among others, it also investigated what constitute the three most important factors that influence the attractiveness of a transit corridor and how the factors in question could be improved along GH’s corridor. The study, generally, resorted to the survey and documentary design method in its data collection. The documentary method was used to collect data on CIV’s level of political stability. The respective data was sourced from Kaufmann et al.’s (2010) World Governance Indicators. In some instances the whole officially known sub-population was used. In others too, the purposive or a combination of the quota and snow-ball sampling methods were used to select the study’s sample-units. These were drawn from transitors (shippers, freight forwarders and truck drivers) in the Ghana-Burkina Faso transit business. Complementing the latter were personnel sampled from Ghana Shippers’ Authority, Burkina Faso Shippers’ Council (GH), Burkina Faso Chamber of Commerce (GH), Customs Excise and Preventive Service (CEPS) and Ghana Ports and Habours Authority. The study found a highly significant negative relationship \( r = -0.858 \) between CIV’s political stability rank and BF’s maritime transit cargo throughput that was transported through GH’s corridor over the period in question. Differences do exist among the
three categories of transitors. Put together as one group, however, ‘security’ and ‘safety’ along
the corridor were, respectively, ranked as the 1\textsuperscript{st} and 2\textsuperscript{nd} topmost factors that influence the
attractiveness of a corridor among the transitors. ‘Transit time’ and ‘reliability’ of the corridor
tied as the 3\textsuperscript{rd} most important factor(s). In a bid to make GH’s corridor more attractive to
transitors, the study recommends several measures. These include: organizing, periodically,
consultative meetings and educational programmes for all stakeholders regarding their rights
and responsibilities and on best world-practices in the industry; computerizing all appropriate
transit processes/procedures to minimize unwarranted human interfaces that encourage bribery
and delays; and instituting a rapid response security patrol task force at both the port and road
corridors of GH to minimize pilferage and theft. It is also recommended that government
should, through arrangements like build-operate-and-transfer, woo private domestic/foreign
and bilateral/multilateral governmental investment in order to help fast-track the development
of appropriate transit infrastructure like the proposed extension of rail transport to the north
and the Boankra in-land port project; also it recommends that the numerous transit road check
points should be reduced to a maximum of three. In order not to sabotage some of the above
measures, the study also recommends that the condition of service of governmental agencies
like CEPS and Police Service which play a facilitation role in the transit business should be
appropriately enhanced.
CHAPTER ONE: INTRODUCTION

1.1.0: Background Information

The vogue, in contemporary world socio-economic order, is globalization. And globalization thrives under liberalization and free trade. The opportunity to enter and compete in a global trade that is equitable to all participating countries or states cannot be tenable without some concerted and well thought out bilateral and multilateral treaties and interventions that would guide such a trade. This is especially true in the case of countries which have no maritime coastlines and are thus, generally, referred to as ‘landlocked states’ (LLSs). LLSs must, necessarily, transport their sea borne cargo through the territory or corridor of another country (O’Connell, 1965), the latter of which is generally referred to as ‘transit state’ (TS) (Uprety, 2006).

It is in furtherance of helping to achieve such a laudable objective that many countries, including Ghana (GH) and Burkina Faso (BF), have ratified or acceded to the tenants of the major international treaties on the issue of freedom of transit access for LLSs. Paramount among the international treaties that promote the tenants of freedom of transit access are: the Barcelona Statute (1921); Article V of the General Agreement on Tariff and Trade (GATT) [1947]; United Nations Convention on the Law of the Sea (i.e. UNCLOS III), 1982; and Article V of GATT (1994).

Transporting one’s transit cargo throughput, via the corridor of another state, has both costs and benefits implications to LLSs and TSs. Generally, transitors will opt to use transit corridors that are efficient. And in West Africa (WA), until around 1999, a major part of the LLSs’ maritime transit cargo throughput was transported along Cote d’Ivoire’s (CIV’s) corridor (United Nations Conference on Trade and Development (UNCTAD), 2007; Adjavon, 2008; Luguje, 2009). It is estimated that more than 50 % of the total maritime transit cargo throughput of LLSs in WA was
conveyed through CIV's corridor. The other maritime corridors in WA handled the rest of the transit cargo. Notably, these were Benin (19%), Togo (17%), Senegal (11%) and 1% in the case of Ghana (UNCTAD, 2007; Adjavon, 2008).

Several factors worked to CIV's benefit, prior to 1998. These include, for instance, the strategic geographical location of its main port at Abidjan (UNCTAD, 2007; Abidjan Port Authority (APA), undated). Also its efficient infrastructure, state-of-the-art equipment, the calibre of companies that were operating at its port and the 1994 devaluation of its currency, the CFA franc, inured to its advantage in the 1990s (APA, undated). Being a Francophone country like all the three LLSs in WA gave and still presents CIV an added language (Ghana Ports and Habours Authority (GPHA), 2007), currency and fairly similar legal and socio-cultural practices advantage over GH. Also, within the sub-region, CIV then had a relatively stable political system and a generally vibrant economy.

These and other related factors, working in concert, had placed CIV at a better competitive advantage over the other TSs which have maritime ports in WA. Thus, for most shippers in the LLSs, the task of transacting maritime transit cargo business was far easier, quicker, cheaper, safer and more reliable if it was conveyed through CIV's corridor than it was for any other TS with a maritime port in WA. With particular reference to BF, for instance, its transit cargo could be transported safely and cheaply through a relatively good rail network between some of its major industrial towns and Port of Abidjan in CIV. This was the situation in the transit trade business in the West African sub-region prior to 1998.

In 1998, however, CIV experienced some socio-political upheavals. The upheavals, subsequently, culminated into the December, 1999 coup d'état that the country suffered. This had significant and negative ramifications on the maritime traffic flows at the Abidjan Port (APA,
undated) some of which spilled onto its transit trade industry. Consequently, it made CIV’s transit corridor unsafe and also relatively uncompetitive, cost-wise (UNCTAD, 2007). The transit trade business, it is noted, can (World Bank, 2000) and does (Ghana Shippers’ Council (GSC), 2008) have substantial benefits to TSs. This was, perhaps, best shown in WA by the readiness with which the other countries with sea ports accepted to open up their corridors to the LLSs. Also the swiftness with which the shippers in the LLSs switched corridors demonstrated the flexibility and ingenuity of WA’s transport sector (UNCTAD, 2007). Since the 1999 coup, several TSs in WA that have maritime ports have made significant efforts to enhance infrastructure, institutions and the legal regime needed to secure and expedite the flow of transit traffic that passes along their respective corridors to and from LLSs (Adjavon, 2008). One of such countries that has made an appreciable investment in its transit trade sub-sector and has also benefited immensely from the 1998/1999 socio-political unrest in CIV is GH (GPHA, 2007; UNCTAD, 2007; Luguje, 2009). This is particularly true with reference to transit cargo to and from BF.

It is, however, instructive to note that by 1992 and thus even before the onset of the socio-political unrest in CIV, the then ruling quasi-military government of the Provincial National Defence Council (PNDC) in Ghana had made feverish attempts to resuscitate the country’s economy. The government, compelled by popular public opinion and agitations, had also initiated major plans to bring Ghana back to democratic constitutional rule after more than two decades of mostly military rule. The latter came into fruition when the Fourth Republican Constitution of Ghana was promulgated thereby paving the way for the 1992 national political elections that brought the party of the National Democratic Congress (NDC) into government in 1993. After about two years in office, the NDC government mooted its ‘Vision 2020’ programme for GH. The latter which was launched in 1995 included a component captioned the ‘Ghana Trade and Investment Gateway (GHTIG) project’. The project constituted part of a comprehensive strategic
plan that aims at improving the investment and the general socio-economic environment of GH. Part of the strategy’s objective was to make GH the number one trading hub and maritime gateway for WA (GPHA, 2007). In order to achieve this, however, there was the need to eradicate some constraints that militated against the growth and development of GH’s economy.

Generally the constraints, with specific regard to the maritime transit trade sector, included an inadequate and thus uncompetitive infrastructural and super-structural base of the ports, road/rail network and other allied transit trade sub-sectors. Others were the weak legal and institutional framework and the poor coordination and implementation of some government policies. These, among others, had made customs clearance procedures and practices at the ports cumbersome (Luguje, 2008). Also, according to Mr. Ben Owusu-Mensah, the then Director General of GPHA, the nature of the human interface at GH’s ports was inappropriate and some government regulations were inimical to an efficient and competitive port operations (Otabil, 2002).

In order to overcome the lapses, Government of Ghana (GoG), acting through GPHA, had to undertake a comprehensive institutional, operational and infrastructural policy initiatives and reforms at the ports. These included converting GH’s ports from a hitherto service-port into a landlord port-management structure. In line with the latter, some aspects of port infrastructure and functions were privatized to attract, essentially, foreign private sector capital and expertise to the sector (GPHA, 2007). This paved the way for the two major sea ports at Tema and Takoradi to receive some injection of multilateral grants and loans and also some foreign private sector capital and expertise to upgrade infrastructure and superstructure at the ports. Also, major aspects of the documentation and procedural functions of Customs, Excise and Preventive Service (CEPS) and other allied agencies that engage in transit business at GH’s ports were streamlined and
computerized to minimize the element of inappropriate human interface and its associated graft-seeking tendencies and procedural delays.

In furtherance of this strategy to boost the efficacy and competitiveness of GH’s ports and thus its entire transit corridor, GPHA took the initiative to set up Representative Offices in the LLSs (GSC, 2008). The first of such office was established in Ouagadougou, BF; later it was replicated in the other LLSs in the sub-region. Through its Representative Offices, GPHA, once in a while, conducts trade and promotional marketing activities in the LLSs. The aim is to help increase and sustain patronage of GH’s ports and by extension the county’s entire transit corridor. Other relevant stake-holder agencies and associations in the transit trade industry in GH have also played diverse roles to complement the efforts of GPHA. Some of them have signed memoranda of understanding (MOUs) with their counterparts in the LLSs.

A notable example of such a stake-holder agency is GSC. In the years 1999, 2000 and 2003, for instance, GSC signed MOUs with its counterparts in BF, Mali and Niger respectively (GSC, 2008). The MOUs, among others, were aimed at ensuring that the respective agencies collaborate in conducting joint studies and research into areas of relevance to the transit business. Also, GSC ultimately hopes to work with its counterparts towards the free flow of transit traffic between GH and the respective LLSs (GSC, 2008). It is instructive to note that in the latter part of 2009 the mandate of GSC was extended. In consonance with its enhanced powers and new image, GSC was subsequently renamed as Ghana Shippers’ Authority (GSA).

Generally, the conscious efforts that have been made by government and private sector agencies have worked greatly to GH’s competitive advantage in the West African transit trade business. As a result, the total yearly maritime transit cargo throughput of LLSs in WA that was transported along GH’s corridor shot up from an insignificant 1% in 1997 to about 26% in 2004
Comparatively, with respect to BF's transit throughput, GH's corridor performed even much better. On the average, 31% of BF's transit throughput was transported along GH's corridor over the period 2004 to 2007. In spite of the tremendous gains made over the period, current reports coming up show that GH's corridor is apparently losing some grounds in its yearly percentage share of especially BF's maritime transit cargo throughput to some of its competitors. Notably, among the countries is CIV. Theoretical or logical reasoning and popular opinion suggest that GH's declining competitiveness is a result of the improvement in the socio-political situation in CIV. This study thus seeks to contribute to scientific literature by determining whether the theoretical reasoning and popular opinion is supported by empirical data. It, among others, also aims at making recommendations that can help to improve GH's competitiveness as a corridor for the transportation of BF's maritime transit cargo throughput.

1.2.0: Problem Statement

Generally, the percentage share of BF's yearly maritime transit cargo throughput that is transported along GH's corridor has, for some time now, been on a decline. In some circles, this decline has been attributed to the improvement in CIV's political situation. Luguje (2009), for instance, intimates that GH's corridor would most likely lose majority, if not all, of its present BF maritime transit traffic to CIV when the political situation in the latter country improves. Explicitly or implicitly this, like other similar opinions, suggests a strong relationship between the political situation in CIV and the yearly maritime transit cargo throughput of BF that is transported along GH's corridor.

This study, relying on empirical data, ascertains the veracity of this opinion. Specifically, it investigates the nature of the relationship between the level of political stability in CIV and the yearly maritime transit cargo throughput of BF that was transported along GH's corridor from 1998
to 2009. Also, the study investigates what stakeholders in the transit trade business in GH regard as the three top-most critical factors that influence the attractiveness of a transit corridor and also the dominant type of bribe along GH's corridor all with the aim of making suggestions that would make the corridor more attractive to transitors of BF's cargo.

1.3.0: Objectives of the Study

The general objective of the study was to examine GH's corridor with regard to the transportation of BF's maritime transit cargo. The study, specifically, sought to:

- Verify the nature of the relationship between the level of the political stability (and absence of violence) in CIV and the yearly throughput of BF's maritime transit cargo that was conveyed along GH's corridor from 1998 to 2009;
- Determine, in the opinion of transitors, the more dominant type of bribe along:
  a) GH's transit port-corridor;
  b) GH's transit road-corridor;
- Ascertain what the stakeholders in the transit trade business in GH consider as the three top-most critical factors that influence the attractiveness of a transit corridor; and
- Contribute towards the enhancement of GH's competitiveness as a transit corridor for the transportation of BF's yearly maritime transit cargo throughput by recommending on how:
  a) the type of bribe that is more common along GH's transit corridor can be minimized; and
  b) the three topmost critical factors that influence the attractiveness of a corridor to transitors can be made more attractive along GH's transit corridor.
1.4.0: Research Hypotheses

In order to guide the discussions on the study's objectives, the following hypotheses have been proposed for testing:

**Ho:** There is no significant relationship between CIV's level of political stability (absence of violence) and the yearly throughput of BF's maritime transit cargo that was transported along GH's corridor over the period 1998-2009. That is: $H_0: \rho = 0$.

**Ha:** There is a significant relationship between CIV's level of political stability (absence of violence) and the yearly throughput of BF's maritime transit cargo that was transported along GH's corridor over the period 1998-2009. That is: $H_a: \rho \neq 0$.

1.5.0: Relevance of the Research

The research is relevant in, at least, two major respects. Firstly, its findings constitute an addition to the already existing general body of scientific literature on transit trade in GH. Other researchers can therefore tap on the findings to advance further the knowledge on transit trade in GH and WA. The study makes some recommendations on how to make GH's corridor more attractive. It is hoped that these will contribute to guiding stakeholders on how to fashion out appropriate strategies and programmes that will contribute to the enhancement of the attractiveness of GH's transit corridor. It is hoped that the latter, if managed well, can help place GH's transit corridor at a better competitive position than it currently occupies in the Burkinabe transit trade business.

1.6.0: Delimitation of the Research

This research's delimitation has been discussed under three major issues: the spatial or geographical coverage of the area studied, the content of the subject matter analyzed and the time...
frame or period over which the study spanned. Even though the study draws some data from CIV and BF, its spatial coverage was to a greater extent limited to GH’s transit corridor. With respect to time, the study spanned the period 1998 to 2009. In general terms, the scope of the subject matter studied was limited to BF’s maritime transit cargo throughput that was conveyed along GH’s corridor. Specifically, it considered whether there is an empirically significant relationship between the level of CIV’s political stability as reported by Kaufmann et al. (2010) and BF’s yearly maritime transit cargo throughput that is conveyed along GH’s corridor over the specified time frame given above. Also considered were issues regarding the dominant type of bribery along GH’s transit corridor, the three topmost factors that influence the attractiveness of a transit corridor and how to make GH’s transit corridor more attractive.

1.7.0: Definition of Terms

The under listed terms, unless otherwise specified, are used to mean as stated below:

**Bribery involving evasion:** It entails bureaucrats accepting bribes to do what they are not supposed to do, by allowing firms to avoid regulations.

**Bribery involving extortion:** It entails bureaucrats using their empowered official status as gatekeepers to request and accept bribes before doing what they are supposed to do.

**Landlocked state:** It is a country which has no sea-coast.

**Maritime transit corridor/state:** It is an approved network of inland in-port and non-port logistical, administrative and infrastructural facilities and services of a state, that is situated between a landlocked state and the sea, by which transit cargo is conveyed through officially designated entry, interior and exit transit check points and which has a maritime port as its starting or terminal point.
Trucker: This is a licensed transit cargo truck driver who happens to be under the ambit of Joint Association of Port Transport Union (JAPTU). Only JAPTU-accredited transit truck drivers/owners are officially recognized by, and have the mandate of, GPHA to transport transit cargo to and from the two ports at Tema and Takoradi.

Stakeholders: GPHA, CEPS, GSA, the Resident Representatives of Burkina Faso Shippers Council (BFSC) and Burkina Faso Chamber of Commerce (BFCC) in GH and transitors that operate in GH.

Throughput: It is the total quantity of maritime transit cargo that is transported along a given corridor over a period of time, such as one year. With regard to this research work, the unit of measure of 'throughput' is metric tonnes and it is stated on yearly basis.

Transitors: These are the shippers, freight forwarders or customs brokers and truck drivers engaged in the transportation of BF's maritime transit cargo along GH's corridor.

1.8.0: Organization of Study

The research report is in five chapters. The first chapter constitutes the introductory part of the study and it discusses issues such as the background, problem statement, objectives, delimitation and relevance of the study. A review of related literature has been presented in Chapter Two. The issues reviewed include the definition and meaning of some key terms, the legal framework regulating the West African transit trade, the nature of Ghana's transit corridor and the challenges that confront transit trade in West Africa. Also the relationship between political instability (PI) and some economic variables has been reviewed. Chapter Three constitutes the research methodology section and it describes, among others, the study's population, sample size, sampling procedure and methods of data collection and analysis. An analysis of data collected from
documentary/electronic sources and from a field survey and the discussions on the study’s objectives and hypotheses have been presented in Chapter Four. Chapter Five presents the summary of the findings, conclusions and recommendations of the study.
CHAPTER TWO: LITERATURE REVIEW

2.1.0: General Overview

Chapter Two reviews literature that is related to the current study. The issues discussed include the definition/meaning of some key terms in transit trade. Additionally, the prevailing international transit regime for LLSs, the legal framework regulating transit trade in WA, the critical factors that influence the attractiveness of a transit corridor and the nature of GH’s transit corridor have been reviewed. Also, this chapter reviews literature on the challenges that confront transit trade in WA, governance issues and empirical studies regarding the nature of the relationship between political instability and some selected socio-economic variables.

2.2.0: Meaning of some Selected Core Terms used in the Study

This sub-section of Chapter Two reviews literature that centre on the definition and meaning of some selected terms of relevance to the current study. The terms considered are ‘landlocked state’ and ‘transit’.

2.2.1: Meaning and Classifications of Landlocked States

UNCLOS III, Part X, Article 124 sub-section 1(a) states that a ‘landlocked state’ is a country or state ‘which has no sea coast.’ LLSs may also be defined as ‘states which do not border upon enclosed or semi-enclosed seas’ (Sohn and Gustafson, 1984: 129). Uprety (2006: 4 & 5), on the other hand, defines an LLS as either a state ‘without access to the sea’ or one ‘that has no coast at all’. Obviously, apart from its tautological emphasis, the latter of Uprety’s two explanations of LLS means the same as that of UNCLOS III.

Uprety (2006) distinguishes between ‘enclave’ and ‘non-enclave’ LLSs. An enclave LSS is entirely surrounded by the territory of only one state. A classical example is the Kingdom of
Lesotho which has its boundaries entirely surrounded by Republic of South Africa. A non-enclave LLS, on the other hand, has its boundary touched upon by several other states. Whereas a non-enclave LLS may have the luxury of transporting its maritime transit cargo through several TSs, an enclave LLS has a more delicate and serious limitation since it has only one TS through which it can do that (Uprety, 2006). Raballand (2003), in his analysis of the effects of landlockedness on trade in Central Asia, also notes another dichotomy in the typological categorization of LLSs. One of the categories, he notes, comprises LLSs whose maritime transit cargo must necessarily traverse the corridors of two or more TSs whilst in the case of the other group of LLSs their respective cargo is transported through only one TS’s territory. The former of the two LLSs is more disadvantaged when it comes to international trade (Raballand, 2003). There are some differences regarding the number of LLSs in the world. Uprety (2006), for instance, indicates that they are 38 whilst Churchill and Lowe (1999) give the figure as 42. All the countries on Uprety’s list also appear on that of Churchill and Lowe. However, Azerbaijan, Kazakhstan, Turkmenistan and Uzbekistan are found on the list of the latter but not on that of the former. With respect to Africa, there are fifteen LLSs and three of these are in WA (Churchill and Lowe, 1999; Uprety, 2006). The three LLSs in WA are BF, Mali and Niger.

It is important to note that BF, the LLS of interest to this study, is not by Raballand’s classification, the more disadvantaged type. Neither is it an enclave LLS. The implication is that shippers of BF’s maritime transit cargo have the luxury to choose and also switch transit corridors in WA as they deem appropriate. Obviously, the appropriateness of a transit corridor would be influenced by its level of efficiency. Ghana, no doubt, would want to maintain and possibly enhance its share of BF’s maritime transit cargo throughput that is transported along its corridor (GPHA, 2007). In order for this to materialize GH’s transit network would have to operate more efficiently than it is doing currently. It is possibly in recognition of this that Ameyaw-Akumfi
(2008) draws attention to the need for a continuous appraisal and examination of the general performance of the operations of the West African transit trade business. This study constitutes one of such efforts that examines GH’s corridor with the aim of making suggestions that can help to improve its attractiveness to transitors.

2.2.2: Meaning of Transit and Stages of the Transit Journey

The term ‘transit’, in Customs’ regime, means a:

system by which goods are manifest for importation at an approved port in a country for removal by road, inland waterways or rail to an exit point in that country for exportation to their final destination in another country.

(Bainiah, 2006:6).

Generally, the above explanation of ‘transit’ constitutes what is termed a ‘through-transit’ journey. The latter involves three stages: ‘inward’, ‘interior’ and ‘outward’ phases of the transit journey (UNCTAD, 2009). ‘Inward transit’ involves a journey from a Customs office of entry to an inland Customs office whilst ‘outward transit’ entails the movement from an inland Customs office to the Customs office of exit of the respective TS. A journey from one inland Customs office to another inland office in the same country is classified as ‘interior transit’.

Grigoriou (2007) notes great variations in efficiency among Customs check points along a given corridor of the transit journey. Using Customs clearance time as an indicator, Dollar et al. (2003, 2004) confirm this observation. According to Grigoriou, these variations are attributable to differences in the numerical strength and calibre of Customs officers, number of gates for receiving cargo and the transparency in the procedures used for the inspection and valuation of cargo at the various check points. This current research is related to the works of Grigoriou and Dollar and his colleagues in that it also considers the issue of variations, though at only two major sections of a corridor: the port and road segments of GH’s transit corridor. Also, unlike that of Grigoriou (2007)
and Dollar et al. (2003; 2004), the focus of this study is to verify the dominant type of bribery along GH's transit corridor and whether there are variations on the issue along the port and road sections of the corridor. There are several classifications of bribery. However, this study restricts itself to only one of the classificatory typologies as delineated in the literature. Specifically, the study's focus is on what Dutt and Traca (2007) term as 'bribery involving extortion' and 'bribery involving evasion'. Respectively, Shleifer and Vishny (1993) classify these as 'bribery not involving theft' and 'bribery with theft'.

In the case of bribery that does not involve theft, the respective bureaucrats turn over the full cost of the public good/service in question to the government. However, they are able to extract additional bribes because they are in a position to withhold the commodity and thereby create some artificial shortage in the market (Shleifer and Vishny, 1993). With regard to bribery with theft, Shleifer and Vishny note that bureaucrats accept bribes in order to lower or waive the price of the public good/service and therefore the government is deprived of its due. Bardhan (2006) captures these even more succinctly. The former occurs when bureaucrats, use their empowered official status as gatekeepers to request bribes in order to do what they are supposed to do. With 'bribery involving evasion', however, bureaucrats accept bribes to do what they are not supposed to do, by allowing firms to avoid regulations (Bardhan, 2006). Generally, bribery with theft is more attractive to buyers since it helps them to reduce costs by denying government some revenue. As a result much more government attention is directed at checking it. Extorted bribe, however, is unattractive to buyers since, relatively it increases their net transactions cost. Less attention is paid to it since it has no directly negative impact on government revenue. Those who are more vulnerable to the latter are the uneducated, brokers of perishable goods and firms that work under contracts with deadlines and penalties for delays (Shleifer and Vishny, 1993).
2.3.0: The International Transit Regime for LLSs

Historically, the most paramount and exclusive concern of LLSs has been the issue of right of transit access to the sea (Uprety, 2006). This concern derives from the fact that without such a benefit, their navigational rights of access to marine resources and also to engage in sea borne trade would be of little practical use. Churchill and Lowe (1999) contend that whilst under customary international law a general right/freedom of transit probably does not exist, in the case of international treaty, such freedom does exist. Among the major multilateral treaties that grant passage right are: Convention and Statute on the Regime of Navigable Waterways of International Concern of 1921 (Barcelona Statute); and Article V of the 1947 GATT which is also incorporated in Article V of the 1994 GATT. These three treaties are general in the sense that they are not specific to only LLSs. The Barcelona Statute applies to Contracting Members of the now defunct League of Nations whilst the other two treaties are applicable to Contracting Members of GATT. This is irrespective of whether they are LLSs or non-LLSs.

Multilateral treaties on transit access that relate specifically to LLSs include: Article 3 of the Convention on the High Seas (CHS) of 1958; Convention on Transit Trade of Land-Locked States of 1965; and Part X, Article 124 of UNCLOS III of 1982. Each of these has its own peculiar characteristics. However, the principle of ‘freedom of transit’ is a common theme to all (Uprety, 2006). At this point, the discourse will focus on presenting the salient features of UNCLOS III. The discourse will seek to highlight some of the major relative enhancement(s) and draw-back(s) of UNCLOS III vis-à-vis the other multilateral treaties on transit access. The latter is done in the light of how they inure to, or militate against LLSs’ freedom of transit. The focus is more on UNCLOS III because it is relatively, contemporary and the most universal international convention on transit access to and from the sea for LLSs.
UNCLOS III came into force on 16th November, 1994. As of February 2005, countries that had ratified/acceded to it were 148 (Uprety, 2006). It provides that LLSs shall have:

the right of access to and from the sea for the purpose of exercising the rights provided for in this Convention including those relating to the freedom of the high seas and the common heritage of mankind. To this end, land-locked States shall enjoy freedom of transit through the territory of transit States by all means of transport.

(UNCLOS III, Article 125, Sub-section 1).

It is important to note that, what appears to be an absolute right of transit access to and from the sea for LLSs in Article 125 (1) of UNCLOS III is significantly reduced by the provisions of sub-sections (2) and (3) of Article 125. In a paraphrased form, Article 125 (2) indicates that the respective LLS(s) and TS(s) shall, through bilateral, sub-regional and regional agreements, determine between themselves the terms and modalities for exercising freedom of transit. Article 125 (3), on the other hand, provides that TSs, as sovereign owners of their respective territories, have the right to ensure that the rights and facilities provided by Part X of UNCLOS III for LLSs shall not infringe on the legitimate interests of TSs. This contradiction between Part X of UNCLOS III's Article 125, sub-section (1) on one hand, and sub-sections (2) and (3) on the other, has its parallel manifestation in the Barcelona Statute of 1921 and CHS of 1958 (Uprety, 2006). This, however, is not the case with regard to Article V of the 1947 GATT and Article V of the 1994 GATT. For instance, unlike the other treaties, the principle of state sovereignty does not appear at all in Article V of the 1947 and 1994 GATT treaties (Uprety, 2006). This, possibly, explains the absence of such a contradiction in the two GATT treaties.

During the deliberation stage of UNCLOS III, two major opposing groups emerged (Uprety, 2006). The LLSs advocated for freedom of the high sea and by implication a right of transit access. The TSs gave a counter argument that transit right, if granted, would tantamount to a breach of established international rules, such as territorial sovereignty and also the security interests of TSs
Thus, Uprety intimates that the contradiction in UNCLOS III was a mechanism that, more or less, established some equilibrium between the principles of right of transit access and that of territorial sovereignty. Under the currently prevailing international regime, TSs cannot restrict in absolute terms freedom of transit without justification. Total restrictions are only regarded lawful if they are applied on temporal basis and in exceptional instances that are justified by war and civil unrest (UNCTAD, 2009). Certain categories of goods like traffic in weapons, drugs and some plants and animals may also be restricted on grounds of security, public moral and public health. The principles that actually inform and guide how LLSs’ ‘right of access’ to and from the sea and ‘freedom of transit’ are to be conducted are found in Articles 126 to 132. These, among others, advocate for the avoidance of delays or other difficulties of a technical nature and equitable charges on transit traffic, as applicable to domestic traffic. The charges are applicable only for services rendered in connection with transit. UNCLOS III, thus, exempts transit traffic from customs and other similar taxes that pertain in the TS whose corridor is used to transport transit cargo.

In relative terms, UNCLOS III has expanded the scope and application of transit trade in several ways that inure to the benefit of a more efficient transit transaction for LLSs. For instance, it has broadened the scope of the means of transport to encompass all possible modes currently in use and even those that may be developed in future. Also, one may infer that by stating categorically that it entails neither the withdrawal of, nor the preclusion of transit facilities greater than what it expressly provides, UNCLOS III favours such a positive enhancement of facilities. It is possibly in furtherance of such a positive outlook that the Convention recommends LLSs and TSs to negotiate bilateral and regional treaties and agreements to determine the rules and regulations that would govern the nature of their respective transit regimes. Another positive issue of UNCLOS III is that it intimates some cooperation between TSs and LLSs in the construction
and improvement of the means of transport. This, when done, will give more effect to freedom of transit for LLSs. In spite of these positives, UNCLOS III, when compared to the other multilateral treaties on transit trade as a group, represents a lost in some grounds to LLSs in at least one major respect. This is because whereas the 1958 CHS granted the 'most favourable nation treatment' or 'national treatment', which ever was more advantageous, UNCLOS III only guarantees 'equal treatment' to ships flying the flag of an LLS (Uprety, 2006).

2.4.0: The Legal Framework Regulating Transit Trade in West Africa

Generally, international conventions like UNCLOS III are also applicable in WA. Apart from these, WA has its own conventions and agreements that regulate the use of trade-related transit transport infrastructure. These, generally, come under the auspices of organizations such as Economic Community of West African States (ECOWAS), Maritime Organization of West and Central Africa (MOWCA) and Union Economique et Monitaire l'Ouest Africaine (UEMOA). There are, also some bilateral agreements between some of the states. The conventions relating to ECOWAS/Inter-State Road Transportation (IST), ECOWAS/Inter-State Road Transit of Goods (ISRT) and the ECOWAS Brown Card Insurance Scheme are, however, the most important regional transit agreements in WA (UNCTAD, 2007). The agreements, broadly, aim at facilitating transit trade through the harmonization of their transport policies, cooperation in the elimination of both physical and non-physical road barriers between member states and the promotion and development of transit infrastructure in the sub-region.

The ISRT convention, around which the harmonization of transport policies evolve was enacted on 2nd May, 1882. The treaty, in the main, allows the transportation of goods by road free of duties, taxes and restrictions while in transit in the territory of a Member State. The ISRT and IST conventions and other related road agreements encompass issues such as: port concessions and
related facilities, norms in traffic, fiscal matters whilst in transit, transit itineraries and prescription
of transit period. Also included in the agreements are: technical specifications of vehicles used in
transit trade, requisite transit documentations, cargo sharing quotas, nature of transit cargo security
coverage and freight bureau management by shippers.

Generally, transit cargoes of LLSs are exempt from the fiscal regulations of TSs. However,
in order to safe-guard against the possibility of such cargo being diverted and sold in the domestic
market of the TS and thereby evading paying the appropriate tariff, the security of the cargo has to
be ensured by sealing. Also, the principal obligee of the cargo is required to provide an acceptable
security. The sum of the security must cover at least the amount of duties and taxes payable on the
goods and possible penalties that may be incurred. The security has to be guaranteed by a reputable
financial institution which, generally, should be affiliated to the West African Clearing House or an
institution of the Member State or legal entity approved by the Member State. For instance, in the
case of GH’s transit corridor, State Insurance Company Limited has been designated as the
institution to provide the guarantee required by transit cargo.

ECOWAS’ conventions recognize some designated road axes in each of the Member States.
Based on these, it mandates the office of departure to prescribe, among others, the specific itinerary
a given transit transport vehicle should use, period within which the goods shall be delivered at the
office of destination and the identification procedures it thinks fit. With regard to road axle load of
vehicles, the convention stipulates a maximum 11.5 tonnes per axle. Also, the maximum height and
breadth of all vehicles are 4 metres and 2.5 metres respectively. Trucks that engage in transit are
required to be insured through the ECOWAS Brown Card motor vehicle insurance scheme. With
respective to the allocation of freight, Article 20 of the ISRT convention states that the allocation
shall be those laid down by the inter-State freight offices of the respective Member States.
However, the norm in most of the countries, including GH, is that vehicles registered under the
fiscal regime of the LLS whose cargo constitutes the subject of transit are given the mandate to transport a throughput-quota of two-thirds of the cargo in question (Annequin and Eshun, 2010). Thus, vehicles registered under the fiscal regime of the respective TS are apportioned a one-third quota of the respective throughput.

2.5.0: Critical Factors that, Generally, Influence the Attractiveness of a Transit Corridor

Shippers and traders in general are rational economic entities. Therefore, generally, they will strive at minimizing the cost of transporting their goods so that they can maximize profits. Transit corridors that are efficient therefore tend to be more attractive to shippers. The critical factors that influence the attractiveness of a given transit corridor are several. However, the most cited in the literature on transport corridors are: direct transit cost (GPHA, 2007; GSC, 2009a), transit time and the reliability of the corridor (The World Bank Group (WBG), 2001; Hummels, 2001; Subramanian and Arnold, 2001; N’Guessan, 2003; Asian Development Bank, 2006; MOWCA, 2009; Luguje, 2009; SomaliPress.com, 2010; Annequin and Eshun, 2010). Others are: safety (MOWCA, 2009) and security (Subramanian and Arnold, 2001; N’Guessan, 2003; Martin et al., 2006; UNCTAD, 2007; GPHA, 2007; GSC, 2009a; Luguje, 2009) along the corridor. Also cited in the literature, although not as frequently as those already stated above, is language difficulties or incompatibility between the stakeholders in a given LLS and those of the respective TS (GPHA, 2007; GSC, 2009a; Luguje, 2009).

It is instructive to note that all the above three cited source that regard the issue of language difficulties or incompatibility as an important factor that influence the attractiveness of a transit corridor are Ghanaian in orientation. This, plausibly, derives from the fact that all the LLSs and the major competing TSs that have sea ports in WA are Francophone countries and therefore use French as the official means of communication. Comparatively, therefore the issue of language
places GH’s corridor, where English is the official means of communication, at a competitive
disadvantage in terms of attractiveness. Ordinarily, since international trade is usually
categorized by language differences, one may readily gloss over the latter factor as insignificant.
However, in order to test its importance vis-à-vis the more often cited factors that influence the
attractiveness of a transit corridor, the researcher decided not to ignore it.

Hummels (2001) and WBG (2001) contend that, among all the factors, reliability (also
termed ‘variability’ sometimes) ranks first, even ahead of direct cost and price reduction, when it
comes to choosing a corridor. Asian Development Bank (2006) confirms this view and notes
further that, consistently, reliability also appears to be the most troublesome issue to shippers.
Corridor variability can hinder the ability of shippers to meet delivery contracts in situations where
there are no large inventory stocks (Hummels, 2001). Therefore, in a very competitive environment
where production and procurement is on the basis of ‘just-in-time’ (JIT), corridor variability could
cost shippers dearly in terms of the valuable customers that may be lost to competitors and or
surcharges that have to be paid for breached contract deadlines. The separation of variability from
factors like time, cost, safety and security is sometimes impracticable. This is because erratic time
and cost increases or decreases, as Annequin and Eshun (2010) do note have, for instance,
implications on corridor variability. The current research is related to the above works in that it
also studies factors that influence corridor attractiveness. However, unlike the others, it seeks to
determine the topmost three of these factors among transitors in the transit business in GH and how
the respective factors can be made more attractive along GH’s transit corridor.

2.6.0: Nature of Ghana’s Transit Corridor

This study, for analytical purposes, has classified GH’s transit corridor into two: the maritime
port corridor and the non-port (i.e. mainly, road) corridor. The review will now focus on describing
these two sections of GH’s corridor by highlighting the salient features that inure to its advantage. Ghana’s maritime transit port-corridor, with respect to this study, comprises of two major areas: Port of Tema and Port of Takoradi. These two ports constitute the officially designated southernmost maritime entry/exit transit points of the country. Comparatively, the two ports in GH, especially Port of Takoradi, have central location advantage to Ouagadougou, the capital city of BF, than other maritime ports in WA (GPHA, 2007). Port of Takoradi is the older though, smaller of the two maritime ports in GH and it has five buoy berths, five multi-purpose berths and four dedicated berths (GPHA, 2007). The length of the berths and buoys ranges between 82 to 195 metres whilst the draft is from 7.0 to 11.5 metres (GPHA, 2007). In terms of storage space, Port of Takoradi has a covered area of 140,000 square metres (GPHA, 2008a). It has three large transit warehouses, an opened storage of about 277,000 square metres and a container holding capacity that is more than 5,000 TEUs (GPHA, 2007).

Port of Tema has a total quay length of 2,396 metres (GPHA, 2008b). Besides its two dedicated berths, one for oil and the other operated by Volta Aluminium Company (VALCO), the port has 12 berths. The depth of the berths ranges from a minimum of 8.0 to a maximum of 11.5 metres (GPHA, 2008b). The port at Tema has 77,200 square metres of paved area for the storage of containers, conventional cargo and steel products (GPHA, 2008b). The pavement includes 2.51 hectares of closed storage area which consists of six sheds with a total storage capacity of 50,000 tonnes of cargo. At any given time, its container yard is capable of holding over 8,000 TEUs (GPHA, 2008b). In a bid to facilitate transit trade with GH’s northern landlocked neighbour countries, the port has designated 19,000 square metres of storage space for transit cargo at Berths 1, 2, 4, 5, 7, 9 and 11; in addition, the port has a park for loaded transit trucks (GPHA, 2007). The latter facility also serves as a customs bonded yard where the loaded transit trucks could be sheltered whilst the requisite transit customs procedures on them are completed (GPHA, 2008b). In
addition, GPHA has leased land to the LLS to build offices, warehouses and stacking yards for their administrative staff and also for cargoes and containers depots. BF has seized this opportunity. It has constructed its own administrative staff offices and also cargo and containers depots at Tema. Apart from these, Port of Tema has several off-dock container terminals and a car park that are managed by private operators.

Ghana’s two ports are opened for business seven days a week and for all year round except on Christmas Day and Good Friday when ships are handled only in emergencies (GPHA, 2007). The main working hours at the Port of Tema are 07.30 to 12.30 hours GMT. However, at the request of a vessel, two or three shift can be worked at Tema port. The Port of Takoradi, on the other hand, operates two shifts of 07.30 to 19.30 hours and 19.30 to 07.30 hours GMT. During Saturdays, Sundays, public holidays and lunch breaks, overtime rates apply in both ports (GPHA, 2007). In terms of security, it is instructive to note that the two ports in GH are ISPS code complaint (GPHA, 2008a; 2008b) and rank high in the sub-region with respect to the security of cargo, vessels and persons (GPHA, 2007). The security features at the ports include an installed closed circuit television (CCTV) system which ensures a general surveillance within the port and its environs. Generally, GH’s two ports, particularly Port of Tema, are also ranked high in the sub-region in terms of safety and cost benefits (GPHA, 2007).

Transit times (including transit formalities and documentation) along GH’s corridor has been recording an improving trend over the years (De-Wulf, 2010). From 3.3 days for containerized trucks and 3.4 days for non-containerized trucks in 2006, transit time has decreased to 3 days for both bulk and containerized vehicles (De-Wulf, 2010). The enhanced efficiency at GH’s ports has been made possible by several factors including the wide range of cargo handling equipment that is unrivalled in West Africa and the use of the latest information technology, including the GCNet (GPHA, 2007). The latter provides a port-community network for transit trade stakeholders like
port and ship operators, Customs, shipping agents, cargo owners and freight forwarders. This facilitates a quick, cost efficient and fairly transparent documentary procedure for the clearing and also tracking of cargo as far as GH’s northern borders with BF. Also helping to complement the efficiency of the two ports is the harmonious labour relations among the ports’ experienced dock workers and the X-ray container scanners, the first in WA (GPHA, 2007). The X-ray scanners have minimized physical inspection of cargo and also helped to reduce clearance time to an issue of a few minutes (GPHA, 2007).

The efficiency of GH’s port operations is so high that some cargo owners in BF entrust their entire transit business in GH in the hands of Ghanaians while they wait to receive such cargo at GH’s northern border (GPHA, 2007). It is therefore not surprising that transit traffic at GH’s ports grew from a mere 8,611 tonnes in the year 1997 to 870,322 tonnes in 2006 (GPHA, 2007). Total maritime transit export cargo throughput, usually, accounts for about 3 - 4% of the trade whilst imports accounts for the rest. Port of Takoradi’s western location offers it a saving in voyage time than Port of Tema in the case of cargo vessels from Europe and the Americas; also the former port offers a shorter route through Kumasi to the LLSs in WA (GPHA, 2007). These advantages notwithstanding, virtually all the maritime transit cargo throughput that was transported along GH’s corridor prior to 2002 was conveyed through Port of Tema. Port of Takoradi, has since, joined the transit trade and in the year 2006, for instance, catered for 29% whilst Port of Tema handled about 71% of the respective throughput in GH (GPHA, 2007).

Ghana, with respect to its non-port transit corridor to BF, comprises that portion of its approved logistical and transport network that links the two sea ports to the three official entry/exit transit frontiers in the north. The northern entry/exit frontiers for transit traffic are Kulungugu, Paga and Hamile. In terms of transportation networks, the country is blessed with a 415 km stretch of water transport from Akosombo, a few kilometres north of Tema, to Buipe an inland water port.
in northern GH. The country also has two main railway corridors that link the two ports to Kumasi, a major commercial city which lies about 300 km in the mid-hinterlands of GH. There is an ongoing construction and development of an inland dry port at Boankra, near Kumasi. It is hoped that the latter, when it becomes operational, will help to relieve some pressure off the two maritime ports (GPHA, 2007).

There are also some proposals and ongoing projects to revive and possibly extend the railway network to northern GH. This is to help facilitate a less expensive, more reliable and secured multi-modal network for the transportation of both domestic and transit cargo to and from northern GH and the landlocked countries in West Africa. These are, however, yet to materialize. Ordinarily, inland water and rail modes of transport should constitute cheaper and ideal means of transporting heavy-bulk cargo to the hinterlands. However, in the case of GH’s transit trade, these modes are not of much use. This, partly, is because they are generally in disrepair. They are thus infrequent and unreliable as a means of transport. As a result, almost all of the transit cargo that is conveyed along GH’s corridor to its northern land-locked neighbours of BF, Niger and Mali are transported inland by road (GPHA, 2007).

The approved and most used transit road network, whether from Port of Tema or Port of Takoradi, passes through Kumasi (GPHA, 2007). On reaching Kumasi, the transit road network continues northwards to Techiman. At Techiman there is a bifurcation of the road network. One arm heads north, north-west through Wenchi, Wa, Lawra and finally to Hamile. The second wing of the corridor heads north, north-east through Kintampo, Tamale and Bolgatanga. At Bolgatanga there is another bifurcation of the road network. One of the wings heads north-west through Navrongo to Paga whilst the other, which has a north-east orientation, passes through Bawku to Kulungugu. Ghana’s road corridor is good (N’Guessan, 2003) and constitutes one of the best in WA (UNCTAD, 2007; Adjavon, 2008). GPHA (2007:11) also describes it as ‘excellent’. customer
friendly, ‘secure and hassle-free’ and with a minimum of official interference. GH’s corridor uses satellite tracking devices. These have eliminated the manual tracking of trucks whilst in transit.

Relatively, there are little in-depth comparative studies of transit corridors in WA (GSC, 2009a). Such studies include the works of N’Guessan (2003), Luguje (2009), GSC (2009a) and Improved Road Transport Governance (IRTG) (2011). Luguje’s (2009) work, for instance, is a SWOT-analysis of GH’s transit corridor. Two major themes run through the SWOT-analysis: one of these is favourable and the other unfavourable to GH’s transit corridor. These are GH’s relative political stability (PS) and CIV’s possible exit from its political crisis respectively. The latter of the two, possibly, influenced him to go along with the opinion which suggests that CIV’s political situation has some relationship with BF’s maritime transit cargo throughput that is transported along GH’s corridor. What needs to be determined, however, is whether such a relationship exists empirically and, if it does, whether it is significant. Using empirical data over the period 1998 to 2009, this study would attempt to provide answers to the two issues.

N’Guessan (2003), on the other hand, assesses the attractiveness (competitiveness) of four maritime transit corridors (both port and non-port areas) in WA with respect to the transportation of Malian maritime transit cargo. N’Guessan, in his work, ranks GH as first on his list. Cote d’Ivoire, Senegal and Togo follow respectively. The basic issues he used in his comparison include: port concessions; facilities (port, road and rail frontier) and the volume of traffic; and customs performance (cost and waiting period). The others are: transit system (compliance with TRIE/TIR principles and facilitation), road conditions, traffic flow, transparency and effectiveness of information (communication), speed of administrative procedures and document simplicity. It is instructive to note that virtually all the issues used by N’Guessan in his comparative analysis have some relationship with the factors that influence the attractiveness of a transit corridor which this current study also examines. However, unlike N’Guessan’s that dwell on ranking the transit
corridors, the current study seeks to verify the relative importance of the factors that influence the attractiveness of a transit corridor. It also determines how, in the view of the sampled stakeholders of the Burkinabe transit business, the three topmost factors that attract transitors can be enhanced along GH’s transit corridor.

2.7.0: Major Challenges to, and Suggestions on how to Improve Transit Trade in WA

Transporting transit cargo along corridors in WA is slow, costly and unreliable (UNCTAD, 2007; SomaliPress.com, 2009; MOWCA, 2010). This is because of the numerous challenges that confront the transit trade sub-sector in WA. These include inadequate transport infrastructure and physical and non-physical barriers (GPHA, 2009; MOWCA, 2010). Generally, the sub-region has a fair number of maritime ports. The operations of these ports have, largely, been transferred from public to private sector agencies. This has encouraged an infusion of domestic and foreign private sector capital and entrepreneurial investment in the port sector. As a result they have better technical conditions of equipment than the other sub-sectors of the transport industry in WA (UNCTAD, 2007). In spite of this, issues of administrative bottlenecks and weak intermodal connectivity to the rest of the corridor, among others, have made them less efficient and thus uncompetitive internationally. Thus, for instance, instead of the target ship/port turn-around time of 72 hours, the norm is seven days or more in most sea ports in WA (UNCTAD, 2007).

Ideally, an efficient rail and or inland water transport would have helped to cut down on cost of transporting transit cargo (GPHA, 2009). West Africa, however, lacks these transportation networks. Only a few rivers are navigable. However, these are also not of much use since in the dry season the volume of water in them is too low for any meaningful navigational purposes. Also, longer dry spells go to compound their inadequacies as means of transport (UNCTAD, 2007). Similarly, rail transport, but for a few instances like the Dakar-Bamako and Abidjan-Ouagadougou...
lines, is not of much use in the transit business in WA. The few that are in use are single-truck lines
that operate on diesel. Also, they lack the necessary funding to ensure an efficient maintenance and
operational culture. In view of this about 90% of WA’s transit cargo is conveyed by its more
expensive, though relatively more reliable, road transport network (UNCTAD, 2007). Road
transport also has its own peculiar challenges in WA.

A greater part of the transit road network is, generally, second class in nature. Only GH and
CIV have roads that are relatively good (UNCTAD, 2007; Adjavon, 2008). Compounding the
problem further are issues such as poor road-maintenance culture and a large fleet of transit trucks
that are obsolescence, rickety and receive only cursory maintenance services. Other challenges are
inappropriate parking and resting areas for transit haulage truck drivers and their vehicles
(Annequin and Eshun 2010), high percentage of illiterate truck drivers and over loading of haulage
trucks. N’Guessan (2003) and MOWCA (2010), for instance, note that about 70% of vehicles used
for inter-state transportation of transit cargo in WA are more than ten years old. Similarly, about
70% of transit truck drivers are illiterates and thus do not use modern techniques to manage their
vehicles (UNCTAD, 2007).

The freight distribution quotas that are, generally, applied in the allocation of transport
vehicles between the LLS and the TS and the ‘first come first served’ queuing system also tend to
militate against an effective competition (UNCTAD, 2007; Annequin and Eshun, 2010). As a
result, dilapidated and inefficient trucks are, more or less, shielded from being competed out of the
market to allow for the introduction of better equipped vehicles that can be appropriately sealed
and are also relatively safe, cost and time efficient. The import-export imbalance in cargo tonnage
of 85% as against 15% respectively also constitutes a challenge (UNCTAD, 2007). It creates a
huge deficit in export-bound cargo. As a measure to make up for revenue lost during the export-
bound transit journey, truckers, until the recent enforcement of ECOWAS’s axle-load regulation,
tended to overload their vehicles during the import-bound transit journey. Even though the problem has subsided of late it has not been eliminated completely. All of these lead to frequent breakdowns of the trucks, accidents and delays in time that translate into heavy losses on the part of cargo owners. Cargo losses in transit accidents alone, according to Mr. Emmanuel Martey, the Deputy Chief Executive of GSC, average around US$ 165 million annually (GSC 2009b). In order to minimize such accidents, Mr. Martey intimates that the Council is, among others, considering coming out with a legal regime that would ban what he terms ‘mebo meho modiri’ (inefficient) trucks (GSC, 2009b).

Another major challenge confronting transit trade in WA is a lack of an effective regional cooperation. Customs documents are not harmonized in WA, in spite of several agreements that advocate harmonization. For instance, the non implementation of a single ISRT logbook for cargo in transit engenders unnecessary bureaucracy in the double acquisition of such books (Annequin and Eshun, 2010). There is also an insufficient use of information and communication technology (ICT) due to human resource constraints (UNCTAD, 2007). These have created technical and user problems in the use of ICT. In view of these, border-crossing procedures are lengthy, costly and cumbersome in WA (UNTAD, 2007; Annequin and Eshun, 2010). Making the situation even worse are the harassments that shippers and truckers go through along the road/rail transport section of transit corridors in WA. Several surveys that have been carried out indicate that there are too many unwarranted control points along the corridors and that these are characterized by bribery and delays. The 14th Improved Road Transport Governance’s (IRTG) survey report shows a worsening situation on all the three issues measured (the number of control points, amount paid as bribe and time delays at the control points) during the 4th Quarter of 2010 (IRTG, 2011). The corridors that were surveyed are: Abidjan-Ouagadougou; Abidjan-Bamako; Lomé-Ouagadougou; Tema-Ouagadougou; Ouagadougou-Bamako; and Bamako-Dakar.
The IRTG report in question indicates that, on the average, the number of controls along the six corridors increased by 2.5% over that of the previous quarter (July-September, 2010). The amount paid as bribes and delays in time increased by 3.1% and 74% respectively. On the average, a transit truck encountered two control points over every 100 km of its journey. The average amount paid as bribes and the time delay per truck per every 100 km are US$2.18; and 14 minutes respectively. The relatively high percentage increase in time delays is a worrying phenomenon. Time is money and, according to Rose-Ackerman (1997), firms everywhere will, generally, pay bribe to avoid delays. If a trader fails to pay such a bribe (referred to as ‘speed money’) to help expedite the transaction, the delay, as Organization for Economic Cooperation and Development (OECD) (2003) notes, may translate into the loss of business opportunities or impose depreciation and inventory-holding costs to the respective trader. Myrdal (1970) also opines that the desire to extract bribe money may cause delays and inefficiencies because bureaucrats will sometimes do nothing unless they are paid off. Generally, the most corrupt government agencies in this regard are Customs (GATT, 1991 and 1995; World Bank, 2005; Mayville et al., 2007) and, in the case of GH’s transit road-corridor, the police (IRTG, 2011).

Corruption, some contend, increases transaction cost and thus, impedes international trade and economic growth (Mauro, 1995; Keefer and Knack, 1995; Meon and Sekkat, 2005; Stapleford, 2007). This contention is in contrast with earlier studies by Lui (1985) and Beck and Maher (1986) which stress the beneficial role that bribe plays in evading welfare-reducing regulations and thereby enhancing trade. Reconciling the above two positions are the works of people like Elliott (1997) and Dutt and Traca (2007). The latter study, for instance, posits that the relation between bribe and trade, is non linear but rather an inverted-U shape function. Dutt and Traca explain that in an environment where tariffs are low corruption taxes and discourages trade but where nominal tariffs are high corruption may create trade enhancing effect.
Elliott elucidates Dutt and Traca's point with two scenarios regarding an exporter/importer of perishable products. If bureaucrats threaten to delay the documentation and thus transportation processes unless the shipper pays bribe, it might impede trade. However, if they accept a bribe in order to lower the appropriate tariff, then rather than reducing trade the bribe might actually facilitate it. The latter scenario, it is instructive to note, is 'bribe involving evasion' whilst the former constitutes 'bribe involving extortion'. It is plausible in lieu of this seemingly indeterminate effect of bribe on trade that Elliott (1997) cautions that more research should be directed at determining the respective type(s) of bribe so that appropriate measures can be fashioned out to combat it/them.

The literature is replete with many suggestions on how the West African transit trade sub-sector can, generally, be made more efficient. Paramount in this direction includes the need for a strong political will in the implementation of already existing international and regional treaties on transit trade (N‘Guessan, 2003; UNCTAD, 2007; Adjavon, 2008). The conventions, among others, favour cooperation and harmonization of customs and transit documentation within the sub-region. Also some countries like GH have no national policies on transit trade; this has led to a lack of education and awareness of the advantages and the responsibilities that the sector offers and at the same time imposes on us as individuals (GPHA, 2009). If the various governments could therefore gather the requisite political will and implement the tenets of the conventions it would have minimized the unnecessary delays, costs and variability in transit procedures and processes. With respect to bribery, the general rule is that the strategy should focus on the corrupt system and not just the corrupt individual (Klitgaard, 1997). Also the norm is to ensure a zero tolerance for bribery by putting in place an effective implementation of a combination of carrots (desirable pay and benefits) and sticks (legal and administrative penalties) to deter payoffs (Rose-Ackerman, 1997). These may include encouraging: higher wages for public sector employees; tighter control on
public officials; reduction in the right to privacy of government employees and those who deal with them; transparency of rules, laws and processes (Tanzi, 1998); and an appropriate deregulation and privatization of economic activities (Rose-Ackerman, 1997). Also contributing to the literature, in this respect, is Stapleford (2007) who opines that raising adult literacy decreases bribery though at a decreasing rate and that increased connectivity (i.e. cell phones, internet access and press freedom) is a major factor in combating bribery.

UNCTAD (2007) and Adjavon (2008), with regard to the poor transportation infrastructure, call for both domestic and foreign governmental and private sector participation in the financing and management of transport infrastructure and in a manner that would ensure an appropriate rehabilitation, modernization and expansion of the existing networks. They note that it would be beneficial if more efforts are directed rather at the construction of rail and thus not road networks. Private and foreign support, they add, could be on concessional build-operate-transfer (BOT), to complete divestiture basis. In order to speed up the modernization of vehicular trucks used in the transit business, UNCTAD (2007), Adjavon (2008) and Annequin and Eshun (2010) recommend that government should use both legal and fiscal means to stimulate a renewal and replacement of the existing stock. Tax rebates, in this respect, should be used to encourage people to import modern and efficient vehicles whilst laws are used to prohibit the importation/usage of second hand trucks. The ‘cargo quota sharing’ and ‘first come first served’ principles, they also assert, should be abrogated in favour of a vibrant competition.

2.8.0: A General Overview of Governance Indicators and the Nature of the Relationship

between the Level of Political Instability and Selected Socio-economic Variables

Governance consists of ‘the traditions and institutions by which authority in a country is exercised’ (Kaufmann et al., 2006). It includes the: process used to select, monitor and replace
governments; government’s capacity to effectively formulate and implement sound policies; and respect of both the citizens and state for the institutions that govern economic and social interactions among them (Kaufmann et al., 2006). According to Court, et al. (2002), unlike some measurements in economics or social development fields, the measurement of governance faces several challenges; in view of this, some people even argue that it cannot be measured. Kaufmann (2008), however, disagrees with the opinion that governance is non-measurable. He argues that if governance were non-measurable it would be impossible to tell whether the governance situation in a given country is improving or deteriorating over a given period of time. Kaufmann (2008) buttresses his argument with a succinct quotation he attributes to Lord Kelvin: ‘If you cannot measure it, you cannot improve it.’

Another contentious issue about governance is the debate regarding how best to meaningfully measure it, those who are best placed to provide the requisite insight of the quality of governance in a given country and also how an evaluation of governance in a given country compares to situations in other countries. Court et al. (2002) and Kaufmann et al. (2006) point out that the debate arises because some contend that governance is difficult to observe directly and therefore all available measures, like perceptions which constitute the basis of its measurement, are mere proxies that are inherently subjective. Kaufmann (2008) does not deny the inherent subjective nature of perceptions. However, he points out that governance questions do not focus only on perceptions but also on the experiences of people and organizations. Furthermore, it is contended that when it comes to measuring issues like faith in institutions, perceptions may often be more meaningful than objective data (Kaufmann et al., 1999; Court et al., 2002).

In spite of its inherent limitations, there is a growing interest in studies that try to link perceptions of governance with development outcomes. In line with this, several organizations, using different approaches with varying methodological advantages and benefits (Blagescu et al.,
have joined the research and in the publication of governance data that are comparable spatially and over time. Court et al. (2002) note that surveys that are conducted by organizations such as 'Economist Intelligent Unit' and 'Freedom House' use a small number of country-sector and regional experts to generate data on governance. 'Gallup International' undertakes cross-country surveys of citizens whilst others such as 'World Economic Forum' generate data from opinions solicited from the business community (Court et al., 2002).

Cross-country survey questions have the advantage of generating results that reflect the opinions of a larger proportion of the respondents who happen to be connected directly with the country in question (Court et al., 2002). They note, however, that such surveys are costly to design and implement and that they also tend to be interpreted in context-specific ways which limit a cross-country comparability of responses. In the case of expert polls on governance, they help generate indicators that facilitate cross-country comparisons. Expert polls, however, suffer from the fact that they are based on the opinions of only a few experts whose views may reflect the political or ideological agenda of their respective organizations (Court et al., 2002). Currently, there are several data sources on governance. This study, however, draws its data from the world governance indicators (WGI) which are reported by Kaufman et al. (2010).

This is because the survey methodology used by Kaufmann and his colleagues is robust. The surveys are carried out on 31 data sources and from 25 organizations and they capture the views of tens of thousands of stakeholders. The generated results therefore express the views of a wide spectrum of respondents that include households, firms and public officials in 213 countries (Kaufmann et al., 2008). The WGI data source has six major indicators and each is generally, scored from -2.50 to 2.50 and/or ranked zero to 100. The indicators measured are rule of law; voice and accountability; and government effectiveness. The others are regulatory quality; control of corruption and PS or absence of violence. The WGI has several relative advantages over other
governance data. For instance, it is one of the most useful, credible (Court et al., 2002) and largest on-line data source. Apart from 1997, 1999 and 2001, the WGI has data that, generally, span the period 1996 to 2009. Further, it is the most widely used by policy makers and researchers to study causes and consequences of good governance (Kaufmann et al, 2006). Also, unlike most governance and other data sources, WGI reports explicit margins of error for each indicator and for each of the countries studied (Kaufmann, 2008).

The discussion will now focus on PS/absence of violence, since it is the subject matter that is directly related to the current study. Walter (2003) defines political instability (PI) as ‘a situation in which political demands are not channelled through the legally intended paths but are expressed by activities such as demonstrations, protest activities, strikes, violence and ultimately coups and civil wars.’ Awokuse and Gempesaw (2005: 1) also define it ‘as the degree of propensity for a change in the governance of a country which may include any type of insurrection, revolution and military-led coups.’ Alesina et al. (1992), on the other, explain PI simply as the propensity of a change in the executive through constitutional or unconstitutional means. There is a replete of literature on empirical studies which indicate some linkage between conflicts or violence or PI on one hand and several socio-economic variables such as health, education, investment, illiteracy, human development index (HDI), income and economic growth.

Kaufmann (2008), with respect to the relationship between income per capita and PS, indicates that income per capita in a country will rise by about 300 % in the long run if there is an improvement in governance by one standard deviation. He points out further that the impact is from governance to per capita income and not vice versa. A major limitation of Kaufmann’s (2008) work is that what constitutes the ‘long run’ is not explicitly stated. Implicitly, supporting Kaufman’s (2008) view of cause and effect, however, are several studies. Grossman and Kim (1996) and Gonzalez (2003), for instance, note that conflicts divert resources from productive to
unproductive activities. Conflicts, it is also argued makes returns to investments in physical and human capital insecure (Lloyd-Ellis and Marceu, 2003) and crowds out investment in productive activities in favour of military spending (Derger and Sen, 1983). Collier and Hoeffler (2004) and especially Collier et al. (2009), citing from relatively current studies, assert that some evidence strongly suggests that the causal direction runs from economic to conflict for variables such as low income and slow economic growth.

Kim and Conceicao (2010), on the other hand, chart a middle path and argue that there is a self-reinforcing circle that runs from conflict to low human development and vice versa. They correlated the HDI and the PS estimates (as reported by United Nations Development Programme (UNDP) (2008) and Kaufman et al. (2009) respectively) for 178 countries and conclude that even though high HDI (i.e. above 0.5) does not guarantee high PS, low HDI (i.e. below 0.5) is clearly associated with PS below zero. Kim and Conceicao explain that countries that have low HDI, generally, tend to have weak institutions and low human capital which tend to impede an efficient mobilization and allocation of resources by the government. The inefficiency easily creates an opportunity for a skilful revolutionary leader to exploit the system to enhance his/her economic and political power. This, they conclude, goes to heighten the risk of PI which in turn impacts negatively on the HDI.

The relationship between PI and trade, however, remains largely unexplored; also the few studies that attempt an integration of political variables into standard trade models have focused mainly on total trade with no explicit attention to the potential impact of PI in foreign markets (Awokuse and Gempesaw, 2005). Generally, the relatively few studies on the relationship between trade and PI show a non-unidirectional pattern; PI affects trade and vice versa. Barro (1991), Alesina and Rodrik (1994) and Pearson and Tabellini (1994) all indicate a negative relationship between PI on one hand and economic growth and trade on the other. They explain that PI
decreases productivity and income and thus in the long run leads to an inability to pay for imports. This is exemplified by the many politically unstable low income economies and their ever increasing trade imbalance. De Soysa (2002) and Hegre *et al.* (2003) posit that, in the long run, trade promotes domestic PS and that they do not find any evidence to the contrary. The explanation is that trade expands the economy, creates job opportunities and an enhanced standard of living which facilitates internal peace and thus PS. Collier and Hoeffler (2001) and Gleditsch and Gissinger (1999) present two diametrically opposing views regarding the relationship between PI and trade. They contend that trade that consists of a high share of primary exports can be disruptive to PS whilst exports of manufactured goods create more equality and peace and thus stability.

The sources cited above and many more studies that determine the nature of the relationship between PI and some other economic variable, generally, draw data from variables that pertain to the same country. This study deviates from this norm. In the view of the current researcher, the fact that PI/PS in one country could spill over either positively or negatively on a neighbouring country calls for studies in this direction. The uniqueness of this current study lies in the fact that it correlates the level of PS in a given country with the cargo throughput of a second country that is transported through the corridor of a third country. Specifically, it seeks to determine the relationship between the level of PS in CIV and the transit cargo throughput of BF that was transported along GH's corridor over the period 1998 to 2009. With regard to the yearly levels of PS in CIV, the current study draws its data from the WGI percentile rankings as generated by Kaufmann *et al.* (2010). The latter version includes revisions to previous WGI data and, according to Kaufmann *et al.* (2010); it supersedes all other earlier releases.

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CHAPTER THREE: RESEARCH METHODOLOGY

3.1.0: General Overview

Chapter Three describes, among others, the population from which the study’s data was collected, the sample size and sampling procedures and the methods of data collection. Also discussed are the data collection instruments, how the data collection instruments were validated, the methods of data analysis and the major field problems that confronted the researcher.

3.2.0: Population

The targeted years studied was from 1998 to 2009. With respect to the population of people, this study, for analytical purposes, categorized them into two sub-groups namely: ‘A’ and ‘B’. Population sub-group ‘A’ comprised, more or less, official moderators or regulators of the Burkinabe transit trade business in GH. This was, partly, made up of two Burkinabe institutions: the Resident Representative of Burkina Faso Chamber of Commerce (BFCC) and the Resident Representative of Burkina Faso Shippers’ Council (BFSC) in GH. The rest were, generally, the national headquarters staff members at the Research and Monitoring Departments of three Ghanaian institutions: GPHA, GSA and CEPS. This population sub-group was relevant to the study since it constitutes the main compilers and ‘banks’ of transit data in GH.

Also constituting an invaluable part of the study’s population was Population sub-group ‘B’ which comprised active and mainly private sector participants in the Burkinabe transit trade business in GH. The latter included ten Burkina Faso Shippers (BFS) who had residential offices in GH (these were identified and recommended by the BFSC in GH) and forty-three freight forwarders/customs brokers in GH. An additional feature of the latter sub-group of the population is that they had their enterprises listed in the register of BFCC in GH. The rest of Population sub-
group 'B' comprised of JAPTU-accredited transit cargo truck drivers whose major pre-occupation entailed the transportation of BF’s transit cargo along GH’s corridor. The latter included the 105 registered members of L’ Organisation des Transporteurs Routiers du Faso (OTRAF) and an unspecified (officially) number of Ghanaian registered transit cargo truck drivers that were engaged in the transportation of BF’s transit cargo in GH.

3.3.0: Sample Size and Sampling Procedures

It was the researcher’s intention to select all the years specified under the study population (1998-2009). However, 1999 and 2001 had to be dropped because there were no appropriate WGI data on CIV’s level of political stability for those respective years. With regard to the study-units of people, and in line with the specified two population sub-groups ‘A’ and ‘B’, two sub-sets of samples were selected. One sub-set of the sample was selected from each of the two sub-groups of population. The sub-sets of samples that were selected from the above population sub-groups were respectively classified as ‘I’ and ‘II’. Sample sub-set ‘I’ was selected from Population sub-group ‘A’ and it was made up of five people. These were the respective Heads or nominated representatives of the Research and Monitoring Departments of GPHA, GSA and CEPS and the Resident Representative, in each case, of BFCC (Ghana) and BFSC (Ghana). The purposive sampling method was used to select the five people that constituted Sample sub-set ‘I’. This was because, in the opinion of the researcher, the identified people were in the best position, as far as their respective population sub-grouping was concerned, to provide the type of official information needed to achieve the study’s objectives. The relatively low sample size was because the researcher wanted to avoid duplication of responses since it was mostly official data from their respective organizations that was solicited.
In the case of Sample sub-set ‘II’, it was selected from Population sub-group ‘B’. In all, this was made up of 103 people. Table 3.1 presents information on the various sub-strata of people in Population sub-group ‘B’, their numbers (where appropriate) and the sample size selected from each sub-stratum. The table also indicates the sampling procedure used to select the sample from each respective sub-stratum and the respective number that were interviewed ultimately or who answered and returned the study’s questionnaires.

Table 3.1: Population Sub-group ‘B’s Sub-strata, Sample Sizes and Sampling Methods

<table>
<thead>
<tr>
<th>Stratum</th>
<th>Shippers</th>
<th>Freight Forwarders</th>
<th>JAPTU Certified Truck Drivers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Burkinabe</td>
<td>Ghanaian</td>
<td></td>
</tr>
<tr>
<td>Population size</td>
<td></td>
<td></td>
<td>105</td>
</tr>
<tr>
<td>Sample size</td>
<td>10</td>
<td>43</td>
<td>25</td>
</tr>
<tr>
<td>Sampling method</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Saturated the population, in each case</td>
<td>Quota initially and snow-ball subsequently, in each case</td>
<td></td>
</tr>
<tr>
<td>Number that effectively responded to study’s questionnaires/interviews</td>
<td>10 (100%)</td>
<td>40 (93%)</td>
<td>25 (100%)</td>
</tr>
<tr>
<td></td>
<td>In each case</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

As can be seen from Table 3.1, all the ten BF shippers and the forty-three freight forwarders/customs brokers in the population were selected as part of Sample sub-set II. This was because of the relatively low number of people in the respective targeted sub-strata. In the case of
the transit cargo truck drivers, the quota sampling method was used, firstly, to allocate a quota of twenty-five slots each to Ghanaian and Burkinabe registered truckers. This was to ensure an equal sample size representation for both Burkinabe and Ghanaian truckers. The latter was informed by the observation that, even though in principle cargo quota allocation is two-thirds for Burkinabe and one-third for Ghanaian transit cargo truck drivers, in practice it works out to about 50% for each of the two groups (Annequin and Eshun, 2010). The conservatively low combined sample of 50 people from these two strata of Population sub-group ‘B’ was consciously arrived at. This was informed by the fact that most of them were not literate (English) enough to allow for the use of the questionnaire which is a quicker and a less cumbersome instrument for collecting survey data. In view of this, the researcher had to resort to the more time consuming and tedious face-to-face personal interviews to collect data from this category of people and hence the need for a relatively small sample in this respect.

All the individual transit cargo truck drivers, generally, had no permanent office accommodation. Also, the nature of their work was such that they were not in GH all year round. This, therefore, made it relatively difficult to locate and administer questionnaires or interviews on them. This challenge thus, necessitated the use of a sampling method that would facilitate an easy location, identification and selection of the individual study-cases of transit cargo truck drivers. In this respect, the researcher identified the snow-ball sampling method as the most appropriate means of sampling the individual study-cases of the truck drivers. Even though the snow-ball sampling method helps to overcome the issue of locating and getting an adequate number of study-cases to administer questionnaires or interviews, it is instructive to note that it has a major limitation in that it could bias a research outcome. This is because identified respondents would most likely suggest other potential respondents who are cohorts of the same or similar characteristics as themselves (Saunders et al., 1997).
3.4.0: Methods of Data Collection

This study, in collecting data, used a blend of the documentary/electronic and the one-shot or cross-sectional survey method. With respect to the cross-sectional survey method it collects information, at a specified period of time, through oral and/or written responses to questions. The data is collected from a pre-determined sample of elements or people who are drawn from the target population (Shaughnessy and Zechmeister, 1990; Fraenkel and Wallen, 2003; and Pittenger, 2003). According to Fraenkel and Wallen (2003), sampled data like abilities, thoughts, feelings, opinions, attitudes, beliefs and knowledge that are collected through a survey, when analyzed, can be used to generalize for the respective population. In line with the above opinions, this study collected information from a sample that was drawn from the staff members of GPHA, CEPS, GSA, BFCC and BFSC in GH. Also constituting part of the sample were shippers, freight forwarders/customs brokers and truck drivers who were engaged in BF's maritime transit trade along GH's corridor. Data regarding CIV's level of political stability and part of BF's yearly total maritime transit cargo throughput were gathered from official international documentary or electronic (internet) sources. These were accessed, generally, from World Bank's internet websites.

The cross sectional survey data were collected over a period of four weeks. These, as already noted, were done through both written and oral questioning and responses. The questions were structured in such a way that all respondents who belonged to the same sub-set of the study's sample were made to answer the same set of structured questions. The structured interviews were conducted only for illiterate transit cargo truck drivers; these were done face-to-face and on individual basis by the researcher and a team of language-interpreters (e.g. Hausa, Ga, Ewe and French). It took, on the average, about twenty-five minutes to conduct each interview. With regard to the questionnaires, they were all hand-delivered by the researcher to the respective sampled individuals. On the basis of Fraenkel and Wallen's (2003) suggestion regarding surveys, the data
gathered from this study's sample have been analyzed and used to generalize for the entire population.

3.5.0: Data Collection Instruments

Generally, the questionnaire was the major instrument used in collecting data for this survey. Some unstructured and structured interview schedules were also used. The latter was used where it was inappropriate to use the questionnaire. The choice of the questionnaire was because of the several relative advantages it has over an interview schedule, whether structured or unstructured. Sarantakos (1993) notes that in a situation where the time and other requisite resources needed to conduct the study are relatively limited, the sample size is fairly large and the individual elements are widely dispersed, the questionnaire is a preferred survey instrument for data collection. These observed issues were applicable to and thus relevant factors that the researcher took into consideration in opting for the questionnaire as one of the data collection instruments.

The questionnaire is also relatively consistent in content and thus, does not vary from one respondent to another of the same category (Sarantakos, 1993). This is due to the fact that its wording, numbering and type of questions asked are uniformed. Also, whilst the interview is susceptible to some weaknesses arising out of interviewer's biases (Fraenkel and Wallen, 2003) that may invalidate the findings of the respective research, questionnaires are not. The latter two advantages of the questionnaire were indispensable in the achievement of a cardinal goal of the current research. This was that of ensuring that the study's respondents provided unbiased information that could also be compared and thereby allow for some possible generalizations of the research's findings. Apart from the above, the questionnaire is generally regarded as being relatively unobtrusive to respondents. It thus gives room for the sampled study-units to respond to the questionnaires at their own free time (Sarantakos, 1993). This advantage that the questionnaire
has over an interview was very important to this study. This was because most of the research’s study-elements were people who were very busy and therefore had very little time to allow for any effective interviews to be conducted on them.

In spite of its relative advantages, the questionnaire has some limitations. This includes a relatively high probability of non-response rate and a lack of depth in data provided by its respondents (Sarantakos, 1993). In order to minimize these and other related shortcomings, the current study’s questionnaires had a blend of both close-ended and open-ended question items. The open-ended question items were aimed at soliciting some elaborations on some issues that could not be adequately answered with the aid of close-ended responses. Several follow-ups and reminders were also used to ensure that an appreciable, if not all, the administered questionnaires were answered and returned, as appropriate, to the researcher.

The study also complemented the use of the questionnaire with interviews. These were used mainly because some of the people (mostly truckers) that were sampled were not literate (i.e. in English) enough to read on their own and/or give written responses to the study’s questionnaires. In a bid to maintain consistency in the questions asked and also the order in which the questions were presented, only structured interview guides were used in such instances. But for a few instances, unstructured interviews were used mostly to facilitate clarifications regarding some ambiguity and or contradictions in some responses that had been provided on some answered questionnaires.

3.6.0: Validation of Instruments

The researcher, in the preparation and finalization of the study’s data collection instrument, solicited advice and guidance from several professionals from both academia and the maritime industry. Paramount among these, were the two supervisors (Professor Max Assimeng and Mr. Emmanuel Martey, Deputy Chief Executive of GSA) who were assigned to guide the researcher
conduct the study and some lecturers of Regional Maritime University. Inputs were also solicited from shippers, freight forwarders, customs brokers and some senior staff members of CEPS and GPHA.

Prior to sending the questionnaires to the respective sampled study elements, they were pre-tested on two different groups of people: firstly, on some colleagues of the researcher and later on some selected individuals from the study’s population. The pre-test was to solicit inputs regarding the clarity and comprehensiveness of the itemized questions. The pre-test also sought to verify whether adequate spaces had been provided for open-ended question items in the questionnaires. All short comings that were noted from the two pre-tests were appropriately rectified and forwarded for further scrutiny and approval from the researcher’s supervisors.

3.7.0: Methods of Data Analysis

Descriptive and inferential statistical tools have been used to analyze and present the results of the study. These have been complemented with tables and graphs as and when the researcher felt it was appropriate. Nominally scaled data were grouped under their respective categories and thereafter counted to determine their frequencies and percentages. These have been presented in the form of tables. In one peculiar instance, the information gathered has been presented in the form of a graph; this involves data that were scored with the aid of interval and ratio scales. The stated descriptive statistical tools, tables and the graph were used because they are relatively easy to understand. Tables and graphs also have an added advantage of brevity and vividness in the presentation of data (Sarantakos, 1993).

The variables that were correlated under the study’s research hypothesis were the yearly level of the political stability in CIV and BF’s yearly throughput of maritime transit cargo that was transported through GH’s corridor. The level of CIV’s political stability was accessed from the
The throughput of BF’s maritime transit cargo that was transported along GH’s transit corridor was measured in metric tonnes. It is instructive to note that the WGI on political stability and cargo throughput are variables that were scored as interval and ratio scales respectively. The Pearson product moment correlation \((r)\) was used to determine the nature of the relationship between the two variables that the research hypothesis sought to establish [see Appendix 1 for the respective \(r\) and critical t-test \((t)\) formulae].

The Pearson product moment correlation was preferred because it is a better inferential statistical tool for correlation analysis than other correlation tools (Bruning and Kintz, 1987) in two major respects (Fraenkel and Wallen, 2003) which were applicable to this study. By measuring variables that can be scored on an interval and or a ratio scale with an ordinal scale and correlating them, one introduces some arbitrariness in the division of the group(s) of the respective variable(s) (Fraenkel and Wallen, 2003). This cardinal feature of the scores, made the use of either the point-biserial or the Spearman’s rank order correlation statistical tool inappropriate to test the study’s research hypothesis. Additionally, Fraenkel and Wallen (2003) caution that correlation analysis that makes use of ordinal scales suffer from a defect of a loss in precision. The research hypothesis was tested at a level of significance \((\alpha)\) of 0.05. The Statistical Package for Social Scientists (SPSS) computer software was used to compute the critical value of \(r\) and also to determine the significance \((\alpha = 0.05)\) of the latter given the critical \(r\) value.

The third research objective aimed at ascertaining the top-most three critical factors which influence the attractiveness of a transit corridor. In line with this, the respondents were asked to rank six of these factors that are widely acknowledged in the literature. The most attractive and least attractive were to be ranked as ‘first’ and ‘sixth’ respectively. Under the data analysis section of the study, the factors listed ‘first’, ‘second’ and ‘third’ to the ‘sixth’ would be scored ‘six’, ‘five’ and ‘four’ to ‘one’ point respectively. In a situation where two or more of the listed
factors tie on a respondent's list of ranks, the average of the ranks (and score) the individual factors would have got, if they had not tied, would be allotted to each of the (tied) factors of attraction. For each of the six ranked factors, the observed respondents' frequency for each of the attractiveness ranks is multiplied by its respective rank-score. These are then summed up to arrive at the respective weighted total score of each of the factors. The assumption is that the higher the value of a given factor's weighted total score the higher is its attractive influence as far as the stakeholders in GH's transit trade are concerned and vice versa.

3.8.0: Some Limitations and Field Problems

The study was confronted with three major challenges. One of these had to do with translating the questionnaires into other languages in order to facilitate its administration to the category of the study's sample units who were illiterate (in English) and therefore would not have been able to read and respond to the questions. Even though the researcher took adequate precaution to ensure that the translations were done with the help of language teachers (i.e. for Ga, Ewe, Hausa and French), some marginal inaccuracies in the interpretation of the questionnaires and responses might have occurred. This, it is instructive to note, could have happened firstly, from the translation of the questionnaire from English to the respective languages and secondly, from translating the responses of the study units from the latter to the former language.

A second major challenge to the study was the excessively inordinate follow-ups that the researcher had to make before some of the study units answered and returned the study's questionnaires. This was particularly the case of the study units that were drawn from the study's Population sub-group 'A'.

Finally, Kaufmann et al.'s (2010) WGI has no data for the years 1999 and 2001. Even though OECD (2006) has data on CIV's political stability for the respective years, the units of
measurement are different and also provide no basis to convert data from either source to the other. In view of this the two years in question did not constitute part of the calculation for the correlation analysis of this study. It is instructive to note that the respective data for the two years, if they were available and taken into consideration, could possibly have changed the results of the correlation analysis that have been presented in this study.
CHAPTER FOUR: PRESENTATION OF FINDINGS AND DISCUSSIONS

4.1.0: General Overview

This chapter presents the research findings and discussions. Data was sourced electronically and also through oral/written questioning. Two different sets of questionnaires were administered. These were Questionnaire/Structured interview schedule ‘A’ and Questionnaire ‘B’. These were administered to Sample sub-set ‘II’ and Sample sub-set ‘I’ respectively. The data that was collected with the aid of Questionnaire/Structured interview schedule ‘A’ are presented first. This is followed by the data collected with the aid of Questionnaire ‘B’ and thereafter the WGI data that was sourced electronically from the internet regarding CIV’s level of PS. The chapter also discusses the study’s objectives and hypotheses.

4.2.0: Presentation of Data Collected with the aid of Questionnaire/Structured Interview Schedule ‘A’

One hundred and three people (shippers, freight forwarders and truck drivers) constituted Sample sub-set ‘A’. Three of these failed to return the study’s questionnaires to the researcher. The response rate was thus 97.1%. The data provided have been analyzed below.

4.2.1: Background Information about the Respondents.

Three basic types of information were sought from the respondents: category of employment, age and highest official educational level. Table 4.1 presents the data regarding the respondents’ employment. As can be seen 50 (50%) are truck drivers. The corresponding numbers of freight forwarders and shippers are 40 (40%) and 10 (10%). With respect to the age and educational level of the respondents see Table 4.2 and Table 4.3 respectively. Table 4.2 shows that, 33 (33%) of the respondents fall within the group of 40-49 years. The respondents who fall within the age group of 50
Table 4.1: Categories of Respondents.

<table>
<thead>
<tr>
<th>Category of Respondents</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Truck Drivers</td>
<td>50</td>
<td>50</td>
</tr>
<tr>
<td>Freight Forwarders</td>
<td>40</td>
<td>40</td>
</tr>
<tr>
<td>Shippers</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>All Respondents</td>
<td>100</td>
<td>100</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

Table 4.2: Age of Respondents.

<table>
<thead>
<tr>
<th>Category of Respondents</th>
<th>Age-answers and Respective Frequency/Percentage of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>20-29</td>
</tr>
<tr>
<td>Truck Drivers</td>
<td></td>
</tr>
<tr>
<td>(16)</td>
<td>8</td>
</tr>
<tr>
<td>(22)</td>
<td></td>
</tr>
<tr>
<td>(20)</td>
<td></td>
</tr>
<tr>
<td>(16)</td>
<td></td>
</tr>
<tr>
<td>(26)</td>
<td></td>
</tr>
<tr>
<td>(100)</td>
<td></td>
</tr>
<tr>
<td>Freight Forwarders</td>
<td></td>
</tr>
<tr>
<td>(-)</td>
<td>-</td>
</tr>
<tr>
<td>(30)</td>
<td></td>
</tr>
<tr>
<td>(50)</td>
<td></td>
</tr>
<tr>
<td>(10)</td>
<td></td>
</tr>
<tr>
<td>(10)</td>
<td></td>
</tr>
<tr>
<td>(100)</td>
<td></td>
</tr>
<tr>
<td>Shippers</td>
<td></td>
</tr>
<tr>
<td>(-)</td>
<td>-</td>
</tr>
<tr>
<td>(20)</td>
<td></td>
</tr>
<tr>
<td>(30)</td>
<td></td>
</tr>
<tr>
<td>(30)</td>
<td></td>
</tr>
<tr>
<td>(20)</td>
<td></td>
</tr>
<tr>
<td>(100)</td>
<td></td>
</tr>
<tr>
<td>All Respondents</td>
<td></td>
</tr>
<tr>
<td>(8)</td>
<td>8</td>
</tr>
<tr>
<td>(25)</td>
<td></td>
</tr>
<tr>
<td>(33)</td>
<td></td>
</tr>
<tr>
<td>(15)</td>
<td></td>
</tr>
<tr>
<td>(19)</td>
<td></td>
</tr>
<tr>
<td>(100)</td>
<td></td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011. Figures in parenthesis are the percentages for each group.

20-29 years are 8 (8%). It should be noted that in the case of respondents among the truck drivers category, a relatively high number (13 or 26%) are 61 years and above. With regard to educational
level, Table 4.3 shows that the respondents who have basic education constitute 36 (36%). Eleven (11%), in each case, fall under the 'secondary', 'tertiary' and the 'other' category of education whilst 31 (31%) indicated that they have post-secondary education. It is important to note that the combined number of respondents who have either only 'basic' or 'other' form of education among the truck drivers category is relatively high (47 drivers or 94%). The 'other' category, generally constitute a kind of informal adult education or an on-the-job or apprentice type of education/training.

Table 4.3: Highest Educational Level of Respondents.

<table>
<thead>
<tr>
<th>Category of Respondents</th>
<th>Optional Answers and Respective Number/Percentage of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Basic</td>
</tr>
<tr>
<td>Truck Drivers (72)</td>
<td>36</td>
</tr>
<tr>
<td>Freight Forwarders (-)</td>
<td>-</td>
</tr>
<tr>
<td>Shippers (-)</td>
<td>-</td>
</tr>
<tr>
<td>All Respondents (36)</td>
<td>36</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011. Figures in parenthesis are the percentages for each group.

4.2.2: Issues on Bribery along Ghana’s Transit Corridor.

Respondents were asked to indicate how significant the issue of bribery is along GH’s transit corridor, the more common type of bribery along GH’s port and road transit corridors and how in their view the respective type of corruption could be eradicated or minimized along the corridor.
Responses on how significant they view the issue of bribery are presented in Table 4.4. As can be seen, all the respondents view bribery as being either ‘very significant’ or ‘quite significant’ along GH’s transit corridor. Specifically, 59 (59%) of all the respondents regard the issue as ‘very significant’ whilst 41 (41%) think it is ‘quite significant’. Among the truck drivers, 36 (72%), as Table 4.4 shows, are of the view that it is ‘very significant’; the corresponding number of freight forwarders and shippers who share the same view, among their respective groups, are 18 (45%) and 5 (50%).

Table 4.4: Respondents’ views on the Level of Bribery along GH’s Transit Corridor.

<table>
<thead>
<tr>
<th>Category of Respondents</th>
<th>Optional Answers and Respective Number/Percentage of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Very Insignificant</td>
</tr>
<tr>
<td>Truck Drivers (-) (-) (-)</td>
<td>14 (28)</td>
</tr>
<tr>
<td>Freight Forwarders (-) (-) (-)</td>
<td>22 (55)</td>
</tr>
<tr>
<td>Shippers (-) (-) (-)</td>
<td>5 (50)</td>
</tr>
<tr>
<td>All Respondents (-) (-) (-)</td>
<td>41 (41)</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011. Figures in parenthesis are the percentages for each group.

The responses, with respective to which of the two (‘evasive’ as against ‘extortion’) is the more common type of bribery along GH’s transit port-corridor and road-corridor, are shown in Table 4.5 and Table 4.6 respectively. Eighty-seven (87%) of all the respondents, as can be seen in
Table 4.5, expressed that, among the two, it is the type involving extortion which is more common along GH’s transit port-corridor. When disaggregated, note that each of the ten shippers (i.e. 100%)

Table 4.5: Responses on the More Common Type of Bribery along GH’s Port-Corridor.

<table>
<thead>
<tr>
<th>Category of Respondent</th>
<th>Bribery Involving Evasion</th>
<th>Bribery Involving Extortion</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Frequency</td>
<td>Percentage</td>
</tr>
<tr>
<td>Truck Drivers</td>
<td>9</td>
<td>18</td>
</tr>
<tr>
<td>Freight Forwarders</td>
<td>4</td>
<td>10</td>
</tr>
<tr>
<td>Shippers</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>All Respondents</td>
<td>13</td>
<td>13</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

indicated that bribery along GH’s transit port-corridor is more of the extortion type. The corresponding numbers that stated the same view among the freight forwarders and the truck drivers are 36 (90%) and 41 (82%). With regard to GH’s transit road-corridor, each respective category of respondents, apart from the shippers, had a comparatively higher number of its respondents expressing that bribery involving extortion is more common along GH’s transit road-corridor than was the case, with regard to GH’s port-corridor (see Table 4.6). For instance, 48 (96%) of the truck drivers and 38 (95%) of freight forwarders expressed that bribery along GH’s road-corridor is more of bribery involving extortion. Even among the shippers where the number decreased, in relative term, as many as 8 (80%) stated that bribery involving extortion is more common along GH’s transit road-corridor.
Table 4.6: Responses on the More Common Type of Bribery along GH's Road-Corridor.

<table>
<thead>
<tr>
<th>Category of Respondent</th>
<th>Bribery Involving Evasion</th>
<th>Bribery Involving Extortion</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Frequency</td>
<td>Percentage</td>
</tr>
<tr>
<td>Truck Drivers</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>Freight Forwarders</td>
<td>2</td>
<td>5</td>
</tr>
<tr>
<td>Shippers</td>
<td>2</td>
<td>20</td>
</tr>
<tr>
<td>All Respondents</td>
<td>6</td>
<td>6</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

Table 4.7 shows the various suggestions that were stated and the corresponding number of the respective categories of respondents that expressed each suggestion in response to the question on how the issue of bribery involving extortion can be eradicated or minimized along GH’s transit port/road corridor. Each respondent, in this case, could give as many suggestions as he/she deemed appropriate. In order to minimize grammatical errors, enhance clarity of expression and facilitate the grouping together of suggestions that, more or less, tended to portray similar or the same sentiments, the researcher has paraphrased the answers that the respondents stated. These have been presented in Table 4.7, as appropriate. Generally, the suggestions stated by the respondents centre around issues such as conducting awareness educational programmes, computerization of transit processes, increasing the availability of transit tracking devices for trucks, decreasing the number of transit check points along the corridor, monitoring and punishing bribery offenders and improving the remuneration of CEPS and police officers.

To be more specific, and as Table 4.7 shows, 93 out of the 100 respondents expressed that the number of check points along the corridor should be decreased. The suggestions which are such that more than 50% of the respondents indicated them and the respective number/percentage of the

55
Table 4.7: Suggested Responses on how to Eradicate/Minimize Bribery Involving Extortion along GH’s Transit Port/Road Corridor.

<table>
<thead>
<tr>
<th>Suggested solutions</th>
<th>Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decrease the number of transit check points along the corridor.</td>
<td>93</td>
</tr>
<tr>
<td>GCNet should provide an adequate stock of tracking devices.</td>
<td>81</td>
</tr>
<tr>
<td>Institute an effective monitoring/reporting system along the transit corridor and appropriately punish all that are caught engaging in bribery.</td>
<td>73</td>
</tr>
<tr>
<td>Improve the remuneration and service conditions of CEPS/Police officers.</td>
<td>52</td>
</tr>
<tr>
<td>Educate, periodically, transitors and transit officials about their rights/obligations.</td>
<td>51</td>
</tr>
<tr>
<td>Computerize transit processes and procedures to minimize all inappropriate human interfaces that encourage bribery.</td>
<td>47</td>
</tr>
<tr>
<td>Organize more education for CEPS officials since they do not see transit as important.</td>
<td>43</td>
</tr>
<tr>
<td>Improve transparency in transit processes/procedures and stipulate mandatory maximum periods within which government officials must complete each task.</td>
<td>43</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

respondents that stated so are: GCNet should provide an adequate stock of tracking devices (81); and institute an effective monitoring/reporting system along the transit corridor and appropriately punish all that are caught engaging in bribery (73). The rest are: improve the remuneration and working conditions of CEPS/Police officers (52); and educate, periodically, transitors and transit
officials about their rights/obligations (51). It is instructive to note that none of the listed suggestions had less than 43 respondents indicating it as a possible solution to eradicating or minimizing bribery involving extortion along GH’s transit corridor.

4.2.3: Factors that Influence the Attractiveness of a Transit Corridor to the Transitors

One of the study’s cardinal objectives sought to determine the three topmost factors that influence the attractiveness of a transit corridor to transitors. In view of this, the respondents were asked to rank in an order of importance six of such paramount factors, as reviewed in the literature.

Table 4.8: Respondents’ Ranking of Factors that Influence the Attractiveness of a Transit Corridor and the corresponding Weighted Scores/Ranks of the Factors.

<table>
<thead>
<tr>
<th>Factors that influence the Attractiveness of Transit Corridor</th>
<th>Ranks and Respective Frequency of Respondents that Indicated each Rank</th>
<th>Weighted Score</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Security along the corridor.</td>
<td>1st: 67, 2nd: 29, 3rd: 3, 4th: - , 5th: - , 6th: 1</td>
<td>560</td>
<td>1st</td>
</tr>
<tr>
<td>Safety along the corridor.</td>
<td>2nd: 12, 2nd: 34, 3rd: 32, 4th: 7 , 5th: 11, 6th: 4</td>
<td>417</td>
<td>2nd</td>
</tr>
<tr>
<td>Reliability of the corridor.</td>
<td>3rd: 17, 2nd: 15, 3rd: 16, 4th: 34 , 5th: 12, 6th: 1</td>
<td>368</td>
<td>3rd</td>
</tr>
<tr>
<td>Corridor’ transit time.</td>
<td>3rd: - , 2nd: 22, 3rd: 29, 4th: 36 , 5th: 16, 6th: 2</td>
<td>368</td>
<td>3rd</td>
</tr>
<tr>
<td>Compatibility of the language used along the corridor.</td>
<td>5th: 4, 2nd: - , 3rd: 6, 4th: - , 5th: 17, 6th: 73</td>
<td>155</td>
<td>5th</td>
</tr>
<tr>
<td>Total frequencies of Respondents.</td>
<td>100, 100, 100, 100, 100, 100</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.
The expressed rankings of the factors and the respective frequency of respondents that indicated each rank has been presented in Table 4.8. Note that the last two columns on the right give the corresponding weighted score (see 3.7 of Chapter Three for how the weightings were calculated) and rank of each of the factors that influence the attractiveness of transit corridors. ‘Security along the corridor’ and ‘safety along the corridor’, as can be seen in Table 4.8, have the highest (560) and next highest (417) weighted scores and are thus ranked as the 1st and 2nd foremost factors that influence the attractiveness of a transit corridor. There is a tie (i.e. 368 in each case) in weighted scores of the factors ‘reliability of the corridor’ and ‘corridor’s transit time’ and therefore the two jointly are ranked as 3rd. ‘Compatibility of the language used along the corridor’ has the least weighted score (i.e. 155) and thus it is ranked as the least out of the six listed factors.

In order to verify if major differences exist among the various categories of transitors, the responses have been disaggregated and presented in Table 4.9 to Table 4.11. It can be seen in Table 4.9 that, the factor that has the highest weighted score of 60, among shippers, is ‘reliability of the corridor’. The 2nd and 3rd factors and their respective weighted scores are ‘security along the corridor’ (47) and ‘corridor’s transit time’ (37). Again, ‘compatibility of the language used along the corridor’ is ranked as the least with a weighted score of 14. With respect to the freight forwarders, the 1st, 2nd and 3rd, in terms of weighted ranks, are ‘security along the corridor’, ‘reliability of the corridor’ and ‘safety along the corridor’; respectively. The respective weighted scores are 230; 182; and 169 (see Table 4.10). ‘Compatibility of the language used along the corridor’ has a weighted score of 44 and it is thus the least ranked among freight forwarders. In the case of truck drivers, Table 4.11 shows that, the three topmost factors and their corresponding weighted scores are: ‘security along the corridor’ (283); ‘safety along the corridor’ (229); and ‘corridor’s transit time’ (222). It is instructive to note that, unlike the others, the least ranked factor of importance among truck drivers is not ‘compatibility of the language used along the corridor’. It
Table 4.9: Shippers’ Ranking of Factors that Influence the Attractiveness of a Transit Corridor and the corresponding Weighted Scores/Ranks of the Factors.

<table>
<thead>
<tr>
<th>Factors that influence the Attractiveness of Transit Corridor</th>
<th>Ranks and Respective Frequency of Respondents that Indicated each Rank</th>
<th>Weighted Score</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reliability of the corridor.</td>
<td>10  -  -  -  -  -</td>
<td>60</td>
<td>1&lt;sub&gt;st&lt;/sub&gt;</td>
</tr>
<tr>
<td>Security along the corridor.</td>
<td>-  7  3  -  -  -</td>
<td>47</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt;</td>
</tr>
<tr>
<td>Corridor’s transit time.</td>
<td>-  3  3  3  -  1</td>
<td>37</td>
<td>3&lt;sup&gt;rd&lt;/sup&gt;</td>
</tr>
<tr>
<td>Direct transit cost along the corridor.</td>
<td>-  -  4  5  1  -</td>
<td>33</td>
<td>4&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Safety along the corridor.</td>
<td>-  -  -  2  5  3</td>
<td>19</td>
<td>5&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Compatibility of the language used along the corridor.</td>
<td>-  -  -  -  4  6</td>
<td>14</td>
<td>6&lt;sup&gt;th&lt;/sup&gt;</td>
</tr>
<tr>
<td>Total frequencies of Respondents.</td>
<td>10 10 10 10 10 10</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

is rather ‘direct cost along the corridor’.

The study’s questionnaire had three question-items that solicited suggestions from the respondents on possible solutions regarding how GH’s transit corridor could be made more attractive to transitors. The suggestions, in this regard, were based on what each respondent had indicated as his/her three most important factors that influence the attractiveness of a transit corridor. An analysis of the answers that the respondents indicated, with respect to the combined weighted scores and ranks for all categories of respondents and for the 1<sup>st</sup>, 2<sup>nd</sup> and the two factors that tied as 3<sup>rd</sup> have been presented in Table 4.12 to Table 4.15. Each respondent, it is instructive to note, could give as many suggestions as he/she deemed relevant.
<table>
<thead>
<tr>
<th>Factors that influence the Attractiveness of Transit Corridor</th>
<th>Ranks and Respective Frequency of Respondents that Indicated each Rank</th>
<th>Weighted Score</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Security along the corridor.</td>
<td>30 10 - - - - - - - -</td>
<td>230</td>
<td>1st</td>
</tr>
<tr>
<td>Reliability of the corridor.</td>
<td>7 15 15 1 1 -</td>
<td>182</td>
<td>2nd</td>
</tr>
<tr>
<td>Safety along the corridor.</td>
<td>3 15 15 3 3 1</td>
<td>169</td>
<td>3rd</td>
</tr>
<tr>
<td>Corridor’s transit time.</td>
<td>- - - - 28 12 1</td>
<td>109</td>
<td>4th</td>
</tr>
<tr>
<td>Direct transit cost along the corridor.</td>
<td>- - - - 10 8 20 2</td>
<td>106</td>
<td>5th</td>
</tr>
<tr>
<td>Compatibility of the language used along the corridor.</td>
<td>- - - - - - - 4 36</td>
<td>44</td>
<td>6th</td>
</tr>
<tr>
<td>Total frequencies of Respondents.</td>
<td>40 40 40 40 40 40</td>
<td>40</td>
<td></td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

In order to enhance clarity of expression, minimize grammatical errors and facilitate the grouping together of suggestions that, more or less, tended to portray similar or the same sentiments the researcher, has once again, paraphrased the answers that the respondents stated. The suggestions given by the respondents, with regard to how to improve the 1st (security) and 2nd (safety) in the rankings have been presented in Table 4.12 and Table 4.13 respectively. The corresponding suggestions regarding the two that tied as 3rd (reliability) and (transit time) are also shown, respectively, in Table 4.14 and Table 4.15.
Table 4.11: Truck Drivers’ Ranking of Factors that Influence the Attractiveness of a Transit Corridor and the corresponding Weighted Scores/Ranks of the Factors.

<table>
<thead>
<tr>
<th>Factors that influence the Attractiveness of Transit Corridor</th>
<th>Ranks and Respective Frequency of Respondents that Indicated each Rank</th>
<th>Weighted Score</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Security along the corridor.</td>
<td>1st 2nd 3rd 4th 5th 6th</td>
<td>283 129 217 133 111 93</td>
<td>1st</td>
</tr>
<tr>
<td>Safety along the corridor.</td>
<td>9 19 17 2 3 -</td>
<td>229 192 261 133 111 93</td>
<td>2nd</td>
</tr>
<tr>
<td>Corridor’s transit time.</td>
<td>- 19 26 5 4 -</td>
<td>222 192 261 133 111 93</td>
<td>3rd</td>
</tr>
<tr>
<td>Reliability of the corridor.</td>
<td>- - 1 33 11 1</td>
<td>126 192 261 133 111 93</td>
<td>4th</td>
</tr>
<tr>
<td>Compatibility of the language used along the corridor.</td>
<td>4 - 6 - 9 31</td>
<td>97 192 261 133 111 93</td>
<td>5th</td>
</tr>
<tr>
<td>Direct transit cost along the corridor.</td>
<td>- - - 10 23 17</td>
<td>93 192 261 133 111 93</td>
<td>6th</td>
</tr>
<tr>
<td>Total frequencies of Respondents.</td>
<td>50 50 50 50 50 50</td>
<td>50 50 50 50 50 50</td>
<td>6th</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

Commenting on how to improve security along GH’s corridor, 87 respondents, as can be seen in Table 4.12, indicated that parking/rest places should be constructed at appropriate points along the corridor for truck drivers. Those who stated that measures should be put in place to minimize theft and pilfering at the ports are 43 whilst 73 also indicated that a rapid response security task force with hotlines that are accessible at all hours should be instituted to help minimize highway robbery. With respect to safety (see Table 4.13), five major suggestions were stated by the respondents. For instance, 59 respondents indicated that proper parking and resting points should be set up at appropriate points along the corridor for transit trucks and truck drivers whilst 47 stated that the inland transportation network should be improved.
Table 4.12: Suggestions on how to Improve Security along GH’s Transit Corridor.

<table>
<thead>
<tr>
<th>Suggestions on how to improve upon Security along GH’s Transit Corridor</th>
<th>Frequency/Percentage of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construct parking/rest places at appropriate points along the corridor for truck drivers.</td>
<td>87</td>
</tr>
<tr>
<td>Appropriate security agencies should set up a rapid response task force with hotlines that are accessible at all hours to help minimize highway robbery.</td>
<td>73</td>
</tr>
<tr>
<td>GPHA and National Security should work towards the minimization of theft and pilferage of cargo at the ports.</td>
<td>43</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

Table 4.13: Suggestions on how to Improve Safety along GH’s Transit Corridor.

<table>
<thead>
<tr>
<th>Suggestions on how to improve upon Safety along GH’s Transit Corridor</th>
<th>Frequency/Percentage of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Set up proper resting points for truck drivers at appropriate points along the corridor.</td>
<td>59</td>
</tr>
<tr>
<td>Improve upon the inland transportation network.</td>
<td>47</td>
</tr>
<tr>
<td>Ensure that only appropriate road-worthy trucks are permitted to load transit cargo.</td>
<td>41</td>
</tr>
<tr>
<td>Reduce taxes on imported vehicles to encourage people to bring in modern trucks.</td>
<td>26</td>
</tr>
<tr>
<td>Encourage more competition among transit haulage companies.</td>
<td>25</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.
Table 4.14 which illustrates the suggestions that are directed at improving reliability along GH’s transit corridor shows that 42 respondents stated that port operators should avoid frequent changes in tariffs and/or procedures whilst 39 expressed that port operators should ensure that reasonable notice is given to transitors before the former implemented changes in tariffs and procedures. Furthermore, 23 respondents stated that stripping companies should be made to charge uniform administrative fees. With regard to how to decrease transit time along the corridor, 41 respondents (see Table 4.15) stated that the number of transit check points along GH’s road corridor should be greatly reduced. The number that indicated that an adequate number of tracking devices should be made available to minimize delays at the ports is 36 whilst 16 expressed that the Boankra in-land port project should be speeded up to reduce some of the pressure off GH’s port.

Table 4.14: Suggestions on how to Improve Reliability along GH’s Transit Corridor.

<table>
<thead>
<tr>
<th>Suggestions on how to improve upon Reliability along GH’s Transit Corridor</th>
<th>Frequency/Percentage of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operators should avoid frequent changes in tariffs and/or procedures.</td>
<td>42</td>
</tr>
<tr>
<td>Ensure reasonable notice is given to transitors before implementing changes in tariffs and procedures.</td>
<td>39</td>
</tr>
<tr>
<td>Stripping companies should all be made to charge the same administrative fees.</td>
<td>23</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.
Table 4.15: Suggestions on how to Improve Transit Time along GH’s Transit Corridor.

<table>
<thead>
<tr>
<th>Suggestions on how to improve upon Transit Time along GH’s Transit Corridor</th>
<th>Frequency/Percentage of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greatly reduce the number of transit check points along GH’s road corridor.</td>
<td>41</td>
</tr>
<tr>
<td>Provide adequate tracking devices to minimize unwarranted delay time at the port.</td>
<td>36</td>
</tr>
<tr>
<td>Speed up the Boankra in-land port project to take off some of the pressure at GH’s port.</td>
<td>16</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

4.3.0: Presentation of Data Collected with the aid of Questionnaire ‘B’.

Five questionnaires were administered to the study units drawn from Sample sub-set ‘A’. All the five questionnaires were answered and retrieved by the researcher. The respondents’ answers have been analyzed below.

4.3.1: Background Information about the Respondents.

The study sought four basic types of background information from each respondent. These were the age, highest official educational level, organization of employment and the number of years the respondent had worked in his/her respective organization. Three (60%) of the respondents stated that they were in the 40-49 years age group. Respondents that happened to be within the 50-60 years age group also constituted two (40%). All the respondents indicated that they have tertiary education and that they have worked for more than 15 years in their respective organizations.

Data regarding BF’s yearly maritime transit cargoes that were transported through GH are in Table 4.16. The figures, but for a few of the years (1999 and 2005), depict an increasing trend. It rose from 15,774 metric tonnes (mt) in 1998 to as high as 549,486 mt in 2006. From 2001 to 2002 the throughput doubled. After 2006, however, the trend shows a general decline in the throughput;


<table>
<thead>
<tr>
<th>Year</th>
<th>BF’s Maritime Transit Cargo Throughput in Metric Tonnes (mt)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998</td>
<td>15,774</td>
</tr>
<tr>
<td>1999</td>
<td>12,720</td>
</tr>
<tr>
<td>2000</td>
<td>42,140</td>
</tr>
<tr>
<td>2001</td>
<td>78,063</td>
</tr>
<tr>
<td>2002</td>
<td>208,948</td>
</tr>
<tr>
<td>2003</td>
<td>345,243</td>
</tr>
<tr>
<td>2004</td>
<td>398,206</td>
</tr>
<tr>
<td>2005</td>
<td>379,306</td>
</tr>
<tr>
<td>2006</td>
<td>549,486</td>
</tr>
<tr>
<td>2007</td>
<td>497,131</td>
</tr>
<tr>
<td>2008</td>
<td>381,209</td>
</tr>
<tr>
<td>2009</td>
<td>313,844</td>
</tr>
</tbody>
</table>

Source: Survey field data (June, 2011).
note the respective figures of 497,131 mt; 381,209 mt; and 313,844 mt for 2007; 2008; and 2009.

4.3.3: Factors that Influence the Attractiveness of a Transit Corridor to the Regulators in GH

The expressed views of the respondents regarding the relative importance of the factors that influence the attractiveness of a transit corridor are presented in Table 4.17. ‘Reliability’, ‘security’ and ‘transit time’ are ranked 1st, 2nd and 3rd with weighted scores of 29; 25; and 18 respectively. Language compatibility has the least weighted score of five and is thus ranked as 6th.

Table 4.17: Respondents’ Ranking of Factors that Influence the Attractiveness of a
Transit Corridor and the corresponding Weighted Scores/Ranks of the Factors.

<table>
<thead>
<tr>
<th>Factors that influence the Attractiveness of Transit Corridor</th>
<th>Ranks and Respective Frequency of Respondents that Indicated each Rank</th>
<th>Weighted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1st</td>
<td>2nd</td>
</tr>
<tr>
<td>Reliability of the corridor</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>Security along the corridor</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Transit time along corridor</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Direct transit cost along the corridor</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>Safety along the corridor</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Compatibility of the language used along the corridor</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Total frequencies of Respondents</td>
<td>5</td>
<td>5</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

The suggestions that the respondents gave, with respect to how to make GH’s corridor more attractive to transitors in terms of its reliability, security and transit time have been stated in Table 66.
### Table 4.18: Suggestions on how to Improve Reliability along GH’s Transit Corridor

<table>
<thead>
<tr>
<th>Suggestions on how to improve upon Reliability along GH’s Transit Corridor</th>
<th>Frequency/Percentage of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operators should avoid frequent changes in tariffs and/or procedures.</td>
<td>2</td>
</tr>
<tr>
<td>Ensure reasonable notice is given to transitors before implementing changes in tariffs and procedures.</td>
<td>2</td>
</tr>
<tr>
<td>Ensure transitors are consulted before introduction of changes in tariffs and/or procedures by key operators.</td>
<td>1</td>
</tr>
<tr>
<td>Institute a national body and a port body to tackle transit related issues.</td>
<td>1</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.

### Table 4.19: Suggestions on how to Improve Security along GH’s Transit Corridor

<table>
<thead>
<tr>
<th>Suggestions on how to improve upon Security along GH’s Transit Corridor</th>
<th>Frequency/Percentage of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construct parking/rest places along the corridor for truck drivers.</td>
<td>3</td>
</tr>
<tr>
<td>Appropriate security agencies should set up a rapid response task force with hotlines that are accessible at all hours to help minimize highway robbery.</td>
<td>2</td>
</tr>
<tr>
<td>GPHA and National Security should work towards the minimization of theft and pilferage of cargo at the ports.</td>
<td>2</td>
</tr>
<tr>
<td>Ensure proper, transparent and clear procedures for claims settlement.</td>
<td>1</td>
</tr>
</tbody>
</table>

Source: Field survey data, June, 2011.
Generally, but for a few instances, they repeated the suggestions that were also stated by the transitors (see Table 4.12; Table 4.14; and Table 4.15). The additional suggestions given, with respect to reliability (see Table 4.18) are: ‘ensure transitors are consulted before the introduction of changes in tariffs and/or procedures by key operators’ and ‘institute a national body and a port body to specifically tackle transit related issues’. In the case of security (see Table 4.19) they added that officials should ensure that proper, transparent and clear procedures are instituted for claims settlement. Three additional suggestions were stated in the case of transit time. These, as can be seen in Table 4.20, are: minimize, to the barest possible level, the

| Table 4.20: Suggestions on how to Improve Transit Time along GH’s Transit Corridor |
|---------------------------------|---------------------------------|-----------------|
| Suggestions on how to improve upon Transit Time along GH’s Transit Corridor | Frequency/Percentage of Respondents |
| Greatly reduce the number of transit check points along GH’s road corridor. | 4 |
| Speed up the Boankra in-land port project to take off some of the pressure at the Tema port. | 3 |
| Minimize, to the barest possible level, the opening and manual examination of transit containers by CEPS | 3 |
| Provide adequate tracking devices to minimize unwarranted delay time at the port. | 3 |
| Monitor transit operations and work towards identification and elimination of unnecessary steps and other causes of excessive delays (e.g. power outages). | 2 |
| Consult with stakeholders to help streamline clearance procedures. | 1 |

Source: Field survey data, June, 2011.
opening and manual examination of transit containers by CEPS; monitor transit operations and work towards identification and elimination of unnecessary steps and other causes of excessive delays (e.g. power outages); and consult with stakeholders involved to help streamline clearance procedures.


The data on CIV’s political stability, as extracted from Kaufmann et al. (2010) have been provided in Table 4.21. Note that the WGI has no data for 1999 and 2001. All the scores do have


<table>
<thead>
<tr>
<th>Year</th>
<th>Score</th>
<th>Standard Error</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998</td>
<td>-0.20559</td>
<td>0.251628</td>
<td>37.01923</td>
</tr>
<tr>
<td>1999</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2000</td>
<td>-0.80401</td>
<td>0.261863</td>
<td>21.63462</td>
</tr>
<tr>
<td>2001</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2002</td>
<td>-1.79280</td>
<td>0.254595</td>
<td>5.769230</td>
</tr>
<tr>
<td>2003</td>
<td>-1.88778</td>
<td>0.266464</td>
<td>4.807692</td>
</tr>
<tr>
<td>2004</td>
<td>-2.28930</td>
<td>0.255216</td>
<td>1.923077</td>
</tr>
<tr>
<td>2005</td>
<td>-2.53009</td>
<td>0.246695</td>
<td>0.961538</td>
</tr>
<tr>
<td>2006</td>
<td>-2.18582</td>
<td>0.227827</td>
<td>1.923077</td>
</tr>
<tr>
<td>2007</td>
<td>-2.15282</td>
<td>0.224634</td>
<td>3.846154</td>
</tr>
<tr>
<td>2008</td>
<td>-2.08030</td>
<td>0.227903</td>
<td>2.870813</td>
</tr>
<tr>
<td>2009</td>
<td>-1.52873</td>
<td>0.218220</td>
<td>8.018868</td>
</tr>
</tbody>
</table>

Source: Extracted from Kaufmann et al.’s (2010) WGI.
negative values because, generally, the WGI uses a scoring range of -2.50 to +2.50. Negative scores translate into percentage ranks that fall below 50 whilst positive scores translate into ranks greater than 50. In 1998, CIV’s political stability had a relatively good score (-0.20559) and rank of 37.01923. This, however, declined over the years until 2005 when it experienced its worse political stability score (-2.53009) and rank of 0.961538. Thereafter, but for 2008, the values show an improving trend even though the 2009 score (-1.52873) and rank of 8.018868 still falls short of that of 1998.

4.5.0: Results of the Correlation between CIV’s PS Rank and BF’s Maritime Transit Cargo Throughput that was transported through GH’s Corridor (1998-2009).

Based on the study’s set of data (CIV’s PS rank and BF’s maritime transit cargo throughput that was transported through GH’s corridor), the sample correlation coefficient $r = -0.858$. Given a sample size ($n$) = 10 and a level of significance ($\alpha$) = 0.05, the critical $r$ value is -0.632. The null hypothesis of no correlation is rejected.

Figure 1: Graph of CIV’s Political Stability and BF’s Transit Cargo Throughput Transported Through GH’s Corridor (1998, 2000 and 2002-2009)
hypothesis (i.e. $H_0: \rho = 0$) is therefore rejected. The alternative hypothesis (i.e. $H_a: \rho \neq 0$) is thus accepted. This implies that there is a highly significant strong negative relationship between CIV’s PS rank and BF’s maritime transit cargo throughput that was transported through GH’s corridor over the years 1998, 2000 and 2002-2009. Figure 1 illustrates this relationship more vividly. Note that the line that best fits all points in the scatter-plot has a negative slope. This, generally, implies that there is an inverse relationship between the two variables that have been graphed.

4.6.0: Discussions on Research Hypotheses and Objectives.

The sample correlation value of -0.858, as noted earlier on, is smaller than the critical correlation value of -0.632 and therefore indicates that there is a highly significant strong negative relationship between CIV’s PS rank and BF’s maritime transit cargo throughput that was transported through GH’s corridor over the years 1998, 2000 and 2002-2009. Generally therefore, the study confirms the popular opinion of Luguje (2009) and others that there is a strong and inverse relationship between CIV’s level of PS and BF’s maritime transit cargo throughput that was transported through GH’s corridor over the period in question. Luguje’s (2009) opinion, it is instructive to note, suggests a cause-and-effect relationship between the two variables with the causal direction running from CIV’s PS to BF’s maritime transit cargo throughput that was transported through GH’s corridor. It is important to note that, unlike Luguje’s (2009) implied opinion, this study’s highly significant strong negative correlation result does not necessarily indicate that there is a cause-and-effect relationship between the two variables correlated. Such a definite statement would require a statistical analysis like a regression which does not fall within the purview of this current study. A study in that direction would therefore be invaluable.

Several reasons could be deduced to explain the inverse relationship between the two correlated variables assuming that there is a cause-and-effect relationship which is such that it runs
from CIV's PS to BF's maritime transit cargo throughput that is transported through GH's corridor. Grossman and Kim (1996) and Gonzalez (2003) do note that conflicts divert resources from productive to unproductive activities. Derger and Sen (1983) also assert that PI crowds out investment in productive activities in favour of military spending whilst, according to Lloyd-Ellis and Marceu (2003), conflicts make returns to investments in physical and human capital insecure. The reverse would, generally, be true with respect to the three views expressed above. These imply that a worsening of CIV's PS will, other things constant, worsen its security and thus encourage capital flight from its economy. Given the above, CIV's corridor would become less efficient and competitive within the sub-region. As a result, the other TSs that have maritime ports would appear to be relatively more efficient in the eyes of transitors than was previously the case. Since transitors are in business to make profits, they would, rationally, relocate to the other corridors like GH which they now regard as being comparatively more efficient and competitive than CIV. Implicitly, holding other things constant, an improvement in CIV's PS would work in the opposite way and thus lead to a decline in BF's maritime transit cargo that is transported through the corridors of TSs like GH which have maritime ports.

The latter scenario could possibly account for the recent declining competitiveness of GH's corridor. This view, it is important to note, should not be overstretched. This is because it could also be possible that the improvement in CIV's PS constitutes a screen beneath which is hidden a worsening transit conditions along GH's corridor. Thus, GH's corridor could possibly be losing grounds because it is not sustaining the momentum which initially won it so much patronage from Burkinabe shippers. If the political situation in CIV therefore becomes static for some years and transit conditions in GH get worse the latter would, in relative terms, lose some of its transit trade business to the former. It is in view of this that there would be the need to take a critical look at the transit trade sub-sector to determine what GH, as a TS, is not doing right so that the actual
fundamental problems would be found and the appropriate corrective measures instituted before it is too late. It is instructive to note that for rational transitors the bottom line is that they are in business to make profit and would therefore tend to prefer transit corridors that are efficient.

In a descending order, the two topmost factors that influence the attractiveness of a transit corridor among the sampled transitors, as a group, were ‘security’ and ‘safety’ along the corridor. ‘Reliability’ and ‘transit time’ tied as the 3rd most attractive factor. In this vein, the current study does not confirm the finding of Hummels (2001), WBG (2001) and Asian Development Bank (2006) that indicate that reliability ranks as the most important factor that influences traders’ choice of corridor. Security was ranked as the 1st most important factor, possibly, because of the relatively high rate of civil strives and coups that have, generally, characterized WA over several decades. In this respect, the political upheavals in CIV and the erratic chieftaincy disputes and the attendant civil unrest in Northern GH readily come to mind. Such incidences are usually accompanied by looting and destruction of property and in some instances genocide. These, thus, make it almost impossible to conduct any effective economic activity like transit trade. The group of transitors, whose lives are most at risk, in this regard, are truck drivers.

A disaggregation of the rankings into the various categories of respondents shows some instructive revelations. Whereas the freight forwarders ranked security, reliability and safety as 1st, 2nd and 3rd, the respective topmost three factors, in the case of the truck drivers, were security, safety and transit time. On the other hand, each of the remaining two groups (the shippers and the five regulatory stakeholders that were drawn from Population sub-category ‘A’) ranked reliability, security and transit time as the 1st, 2nd and 3rd most important factors that influences the attractiveness of a transit corridor. Three of those drawn from Population sub-category ‘A’, it is instructive to note, were shippers in inclination. It is important to note that for the latter two
categories of study units, their ranking confirms the findings of Hummels (2001), WBG (2001) and Asian Development Bank (2006) which place reliability as the most important factor.

A plausible reason why the latter two groups ranked reliability as 1st could be because they regard the issue of security as fairly similar along most, if not all, of the TSs that have maritime ports in WA whilst that of reliability is not. Most entrepreneurs are adverse to trades that are fraught with uncertainties and would thus shy away from such. Variability along a corridor makes it difficult, if not impossible to put in place a good cost, time, security and safety plan for any efficient business operation. This possibly accounts for the high premium the shippers place on reliability. And it should be emphasized that, when it comes to the ultimate determinants of the choice of a TS and thus corridor to use, it is the shippers who count mist and not freight forwarders or truck drivers. On the basis of the analyzed data, transit time, it should be noted, is more important to shippers and truck drivers than it is to freight forwarders. A possible explanation could be that whereas longer transit times directly lock-up the working capital or equipment of the former two, it is not so much the case for freight forwarders who generally are paid up-front for their services by the shippers.

Commenting on bribery along GH’s corridor, all of the transitors that were studied stated that the issue is either ‘very’ or ‘quite’ significant. Unlike Dollar et al. (2004) and Grigoriou (2007) who, respectively, find great variations in efficiency and clearance time along a given corridor, this study found no great variations along GH’s port-corridor and road-corridor with respect to the more dominant type of bribery that takes place along them. Bribery involving extortion was stated as being a more dominant form than bribery involving evasion along GH’s transit corridor. This is irrespective of whether it is along the port-corridor or the road-corridor. Generally, transit traffic, it is instructive to note, per ECOWAS’s ISRT convention, is tax exempt along a TS’s corridor. This therefore makes it virtually impossible for a government agency like CEPS, which is noted for
graft, to extract bribery involving evasion from transitors. Probably, this accounts for the relatively low incidence of bribery involving evasion along GH’s transit port/road corridor.

Shleifer and Vishny (1993), it should be noted, state that the uneducated, brokers of perishable goods and firms under contract with deadlines and penalties for delays are more prone to the payment of extorted bribes. As to whether the nature of BF’s transit cargoes that are transported along GH’s corridor are more of the perishable type was not part of the current study and was thus not determined. It would therefore be inappropriate to either confirm or refute the assertion of Shleifer and Vishny in that respect. However, a relatively high proportion of the truck drivers indicated that they either have had only basic education or no formal education at all. The latter could partially account for the dominance of bribery involving extortion along GH’s road corridor. Myrdal (1970) asserts that the desire to extract bribes could cause some government bureaucrats to intentionally drag their feet as far as the performance of their official tasks are concerned whilst Rose-Ackerman (1997) also opines that, generally, firms would pay bribes to expedite transactions. Myrdal’s and Rose-Ackerman’s observations could possibly also explain for the dominance of bribery involving extortion along GH’s transit corridor. This is because like all other traders, transitors would also not want to refuse paying bribes where such a refusal could tie down their business capital. Failure to pay such bribes, as OECD (2003) has noted, could also lead to the loss of business opportunities or impose depreciation and inventory-holding costs to the respective trader(s).

The suggestions stated by the transitors, regarding how bribery involving extortion could be eradicated or minimized along GH’s transit corridor, have been presented below. They are:

- Organize more education for CEPS officials since they do not see transit as important;
• Computerize transit processes/procedures to minimize inappropriate human interfaces that encourage bribery;

• GCNet should provide an adequate stock of satellite tracking devices for haulage trucks;

• Improve the remuneration and working conditions of CEPS/Police officers;

• Improve transparency in transit processes/procedures and stipulate mandatory maximum periods within which government officials must complete each task;

• Decrease the number of transit check points along the corridor;

• Institute an effective monitoring/reporting system along the transit corridor and appropriately punish all that are caught engaging in bribery; and

• Educate, periodically, transitors and transit officials about their rights/obligations.

Generally, the above suggestions are in line with Rose-Ackerman’s (1997) assertion that an effective fight against bribery must necessarily be a combination of ‘carrots’ and ‘sticks’ if not it would not effectively deter such payoffs. In a related issue, note that in WA inadequate computerization of transit processes and procedures; excessive number of transit check points along the corridor; and insufficient stock of satellite tracking devices for haulage trucks have all been noted by UNCTAD (2007); UNCTAD (2007) and Annequin and Eshun (2010); and GPHA (2009) respectively as challenges that militate against an efficient transit trade in WA. The suggestions above, one way or the other, do address each of the above challenges and therefore when implemented, would not only help to minimize corruption but will also facilitate a reduction in the variability, transit time and cost along GH’s corridor.

Similarly, the stated suggestions that advocate for more or periodic education; effective monitoring and sanctions; enhanced transparency in processes and procedures; and an appropriate improvement in the salaries and conditions of service for government official have been noted in
the literature as measures that can help fight bribery (see Rose-Ackerman, 1997; Tanzi, 1998; Stapleford, 2007). For instance, if a government agency like CEPS, which constitutes a lynch pin in the transit processes and procedures has its officers thinking and treating transit trade as unimportant then they would obviously not perform, as appropriate, their normal or official transit duties unless transitors offer some bribe money. It is in this regard that some periodic educational programmes on the responsibilities of such government officials and also the importance of transit trade to the economy of GH are paramount. These when complemented, among others, with a sensitization programme on the rights of transitors and the need to demand for such rights would go a long way in fighting bribery involving extortion along GH’s transit corridor.

The suggestions on how GH’s transit corridor can be made more attractive, with respect to its security, safety, transit time and reliability are stated below under their respective sub-heads.

4.6.1: Expressed Suggestions on how to Enhance Security along GH’s Transit Corridor

- Construct parking/rest places at appropriate points along the corridor for truck drivers;
- Appropriate security agencies should set up a rapid response task force with hotlines that are accessible at all hours to help minimize highway robbery;
- GPHA and National Security should work towards the minimization of theft and pilferage of cargo at the ports; and
- Ensure proper, clear and transparent procedures for claims settlement.

4.6.2: Expressed Suggestions on how to Enhance Safety along GH’s Transit Corridor

- Set up proper resting points for truck drivers at appropriate points along the corridor;
- Improve upon the inland transportation network;
- Ensure that only appropriate road worthy vehicles are permitted to load transit cargo;
• Reduce taxes on imported vehicles to encourage people to bring in modern trucks; and
• Encourage more competition among transit haulage companies,

4.6.3: *Expressed Suggestions on how to Enhance Reliability along GH’s Transit Corridor*

• Operators should avoid frequent changes in tariffs and/or procedures;
• Ensure reasonable notice is given to transitors before implementing changes in tariffs and procedures;
• Stripping companies should all be made to charge the same administrative fees;
• Ensure transitors are consulted before introduction of changes in tariffs and/or procedures by key operators; and
• Institute a national body and a port body to specifically tackle transit related issues.

4.6.4: *Expressed Suggestions on how to Minimize Transit Time along GH’s Transit Corridor*

• Greatly reduce the number of transit check points along GH’s road corridor;
• Provide adequate tracking devices to minimize unwarranted delay time at the port;
• Speed up the Boankra in-land port project to take off some of the pressure at GH’s two sea ports;
• Minimize, to the barest possible level, the opening and manual examination of transit containers by CEPS;
• Monitor transit operations and work towards identification and elimination of unnecessary steps and other causes of excessive delays (e.g. power outages); and
• Consult with stakeholders to help streamline clearance procedures.
Explicitly, the suggestions are relatively too many to allow any effective discussion in a research work of this nature. In view of this, only suggestions which, when implemented, would impact simultaneously on two or more of the four factors that influence the attractiveness of a transit corridor have been discussed. The transit business is a network of several other trades that impact on each other positively/negatively. In view of this, in addressing it, all of the inter-related parts should be considered holistically and thus not as separate parts. This therefore requires a well embracing participation and consultation of all of the sector’s identifiable stakeholders in respect of the determination of issues such as procedures, processes, documentation, pricing and the charting of the legal framework that governs its entire operations. Unilaterally orchestrated frequent changes in procedures and prices by some sections of the stakeholders should also not be entertained. Such changes, especially without prior notification, make it difficult for transitors to effectively plan ahead. Periodic stakeholders’ consultative workshops and educational programmes on issues of current and best practices in the industry would go a long way to improve efficiency along GH’s transit corridor.

There is the need to also improve further the transit documentation and clearing processes and procedures. Even though the excessive human interface which Otabil (2002) attributes that Mr. Ben Owusu-Menash, the then Director General of GPHA, complained of has reduced, the findings of the study imply there is still room for further reduction. GPHA and CEPS in this regard, should identify and eliminate all unnecessary steps in transit documentation and clearing processes. Those that are regarded as relevant and thus must be maintain should be computerized in a way that would inure to a reduction in transit time and cost along GH’s corridor. As an added measure to cut back on cost and transit time, transit check points should be decreased (Annequin and Eshun, 2010; UNCTAD, 2007) possibly, to a maximum of three. Also, requisite industry-best-practices time frames should be stipulated for the various transit procedures and processes and these should be
viewed as mandatory bench-marks to guide officials in the performance of their tasks. The latter would make transitors more confident to challenge and also report to the appropriate authority government official who, in the performance of their duties, resort to delay tactics as a means to extract bribes from transitors. In order not to sabotage the above measures (Rose-Ackerman, 1997), it would be important to appropriately, raise the salaries of public sector officers (Tanzi, 1998) like CEPS.

More efforts should also be directed at liberalizing and making the sector more transparent to allow for a more effective and efficient private sector participation and competition. As part of this, the requisite funding should be solicited to complete the Boankra inland port project. Also, the proposed northern railway project should be expedited. These could be put under a BOT concession package. And as UNCTAD (2007) and Adjavon (2008) have also suggested, both domestic and foreign capital and entrepreneurial resources should be sourced in the development of such requisite infrastructure. Over the immediate short to medium run, however, efforts should be geared at repairing the bad sections of the transit road-corridor. People should also be encouraged to invest in the provision of parking/rest places and at appropriate points along the corridor for haulage trucks/drivers. In order to speed up the modernization of vehicular trucks used in the transit business, the recommendation of UNCTAD (2007), Adjavon (2008) and Annequin and Eshun (2010) is very appropriate. Government should thus use both legal and fiscal means to stimulate a renewal and replacement of the existing stock. Tax rebates, in this respect, should be used to encourage people to import modern and efficient vehicles whilst laws are used to prohibit the importation/usage of second hand trucks.

Finally, security at GH’s two ports and the transit road-corridor and claims settlement should be enhanced. With respect to the latter, there is the need to ensure proper, clear and transparent procedures for claims settlement. In the case of the road-corridor, the appropriate security agencies
should set up an effective rapid response task force to monitor the various sections of GH’s transit corridor. The task force should make available to transitors their designated contact hotlines and these should be such that they will be accessible at all hours so that highway robbery of transit traffic can be nabbed.
CHAPTER FIVE: SUMMARY OF FINDINGS CONCLUSIONS AND RECOMMENDATIONS

5.1.0: General Overview

This chapter presents the summary of findings, conclusions and recommendations of the study. First to be presented is the summary of the study’s findings. This is followed respectively by the conclusions and recommendations of the study.

5.2.0: Summary of Findings and Conclusions

There is a highly significant negative relationship between CIV’s PS rank and BF’s maritime transit cargo throughput that was transported through GH’s corridor over the years 1998, 2000 and 2002-2009. This, however, does not suggest a causal relation between the two variables.

The study found no variations between GH’s port-corridor and road-corridor with reference to the type of bribery that is more dominant. Both the port-corridor and the road-corridor had bribery involving extortion as the more dominant of the two types of bribery that were considered by study. The following suggestions were found as some of the ways that bribery involving extortion could be minimized along GH’s port/road corridor:

- Educate CEPS officials and transitors on the importance of transit and their rights and obligations as far as transit trade is concerned;
- Computerize transit processes and procedures and provide adequate stock of satellite tracking devices for haulage trucks;
- Decrease the number of transit check points along the corridor and enhance the remuneration and conditions of service of CEPS/Police officers;
• Improve transparency in transit processes/procedures and also institute mandatory maximum time frames within which government officials must complete each task; and

• Institute an effective monitoring/reporting system along the transit corridor and appropriately punish all who would be caught in acts of bribery.

Generally, among transitors in GH, security and safety were ranked as the 1st and 2nd most important factors that influence the attractiveness of a transit corridor. Reliability and transit time, jointly tied as the 3rd most important factor(s). There were, however, some variations when the transitors were disaggregated into their major categories. With regard to freight forwarders, they ranked security, reliability and safety as 1st, 2nd and 3rd respectively. The truck drivers ranked, respectively, security, safety and transit time as 1st, 2nd and 3rd. The shippers and the regulatory stakeholders each had reliability as the 1st with security and transit time following respectively as 2nd and 3rd.

In order to make security, safety, reliability and transit time along GH’s transit corridor more attractive to transitors, the study found the need to/for:

• Improve upon the inland transportation network, construct parking/rest places at appropriate points along the corridor for haulage trucks/drivers and to speed up the Boankra in-land port project so that some of the pressure would be taken off GH’s two sea ports;

• GPHA and National Security to collaborate to reduce theft and pilferage of cargo at the ports and also set up a rapid response security task force with hotlines that are readily accessible in order to minimize highway robbery along the road corridor;

• Ensure proper, clear and transparent procedures for claims settlement;
• Institute a national body and a port body to handle transit related problems, monitor operations and working towards the identification/elimination of unnecessary steps and other causes of excessive delays in transit (e.g. power outages, inadequate stock of satellite tracking devices, manual inspection of cargo and excessive transit check points);

• Reduce taxes on the importation of haulage trucks, liberalize the transit haulage business to encourage competition and ensure that only appropriate road worthy vehicles are permitted to load transit cargo;

• Ensure that key operators consult transitors before they introduce changes and should endeavour to avoid frequent changes in tariffs and/or procedures; also they should ensure that adequate notice is given before such changes are implemented;

• Ensure that stripping companies are made to charge the same administrative fees; and

• Ensure that operators consult, periodically with the appropriate stakeholders involved in order to help streamline clearance procedures.

5.3.0: Recommendations

On the basis of the finding the study makes the following recommendations:

Efforts should be made to help reduce bribery involving extortion along GH’s transit corridor. In this regard, measures should be put in place to facilitate transparency in transit processes and procedures and these should have mandatory time benchmarks which should constantly be reviewed in line with world best practices in the industry. As much as possible, transit processes and procedures should be computerized to minimize the excessive human interfaces that encourage bribery. Also, the numerous transit check points along GH’s road corridor should be reduced to a maximum of about three and people caught in acts of bribery should be appropriately punished. Government agencies like CEPS should, once in a while, conduct educational programmes for its
staff members regarding the importance of transit trade to the economy of GH, the responsibilities of CEPS officials and the rights of transitors in the transit business. In order not to sabotage some of the above measures, it is also recommended that the condition of service of governmental agencies like CEPS and Police Service should be reviewed once in a while and appropriately enhanced to motivate them to honour their transit responsibilities.

Ghana’s corridor could be made more attractive by improving the security network along it. For instance GPHA and the appropriate security agencies could institute, along GH’s corridor a rapid response security task force with contact phone lines that are accessible at all times to transitors. Also appropriate parking/rest points should be set up at vantage points along the corridor so that truckers can have some requisite respite without fear of attacks and robbery whilst they are resting. Clear and transparent procedures should be instituted to facilitate the settlement of transit claims where they arise. With respect to safety and to some extent transit time, government should endeavour to improve the transit infrastructure. As a medium to long term programme, an extension of rail transport to northern GH and the completion of the Boankra Inland Port Project would, for instance, minimize the use of the so many dilapidated trucks currently servicing the transit trade business in GH. Government, it is recommended should use appropriate BOT and other concessional packages to attract domestic/foreign private sector and bilateral/multilateral governmental investment to facilitate the provision of such facilities. In the short run, however, government should use both legal and fiscal means to stimulate a renewal and replacement of the existing stock. Tax rebates, in this respect, should be used to encourage people to import modern and efficient vehicles whilst laws are used to prohibit the importation/usage of second hand trucks.

Contemporary business practices and ethics require participation and consultation of/among all relevant stakeholders. This is not different when it comes to the issue of an efficient transit trade. It is in view of this that there would be the need for the official operators and policy
formulators like central government, GPHA and CEPS and other private operators like the shipping lines, the stevedoring and stripping companies to frequently involve transitors with respect to the determination of transit related documentation, prices and processes/procedures. Also, unilaterally orchestrated frequent changes in procedures and prices by some sections of the stakeholders should not be entertained in the industry. It is thus recommended that such changes, especially, when prior and adequate notification has not been given make it difficult for transitors to effectively plan ahead and thus should not be allowed along GH’s corridor.

In the area of further research, the study recommends that studies be carried out to:

- Ascertain, where it exists, the empirical nature of the causal relationship between CIV’s PS and BF’s maritime transit cargo throughput that is transported along GH’s transit corridor; and

- Determine, where possible, the other possible underlying factor(s) that account for the apparent declining competitiveness of GH’s corridor in the Burkinabe transit trade business.
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Appendix 1: Pearson product moment correlation co-efficient ($r$) and the critical t-test co-efficient ($t$) formulae

1. Formula for computing Pearson product moment correlation co-efficient ($r$)

$$ r = \frac{N\sum XY - (\sum X)(\sum Y)}{\sqrt{[N\sum X^2 - (\sum X)^2][N\sum Y^2 - (\sum Y)^2]}} $$

where:

- $N$ = number of pairs of scores;
- $\sum XY$ = sum of the products of the paired scores;
- $\sum X$ = sum of scores on one variable;
- $\sum Y$ = sum of scores on the other variable;
- $\sum X^2$ = sum of the squared scores on the $X$ variable; and
- $\sum Y^2$ = sum of the squared scores on the $Y$ variable.

2. Formula for calculating the critical t-test co-efficient ($t$)

$$ t = r \sqrt{\frac{N - 2}{1 - r^2}} $$

where:

- $N$ = the respective number of pairs of scores; and
- $r$ = the respective correlation co-efficient.
Appendix 2: A Sample of the Study’s Questionnaire ‘A’

REGIONAL MARITIME UNIVERSITY
DEPARTMENT OF PORT AND SHIPPING ADMINISTRATION

Hello, Dear Respondent,
This questionnaire constitutes part of an academic research project that, among others, aims at making Ghana’s corridor more attractive to transitors who deal in the transportation of Burkina Faso’s maritime transit cargo. Your contribution (through giving candid answers to the questions that follow) would be very much appreciated. The confidentiality of whatever information that you provide here and your anonymity is assured. Thank you.

INSTRUCTIONS: Where optional answers have been provided tick [ √ ] the optional answer that is most appropriate or applicable to you. In situations where optional answers have not been provided, indicate your response by writing your own formulated answer in the corresponding blank answer-space provided. Note that the term ‘transitors’, as used here, refers to truck drivers/owners, freight forwarders/customs brokers and shippers (importers/exporters) who are engaged in Burkina Faso’s transit business in Ghana.

SECTION ‘A’: BACKGROUND INFORMATION ABOUT RESPONDENT

1. Category of employment:
   [ ] Truck driver/owner. [ ] Freight forwarder/Customs broker. [ ] Shipper.

2. Age:
   [ ] Below 20 years. [ ] 20-29 years. [ ] 30-39 years.
   [ ] 40-49 years. [ ] 50-60 years. [ ] 61 years and above.

3. Highest official educational level:
   [ ] Basic. [ ] Secondary education. [ ] Post secondary but non-tertiary.
   [ ] Tertiary. [ ] Other, please specify ..........................................................

SECTION ‘B’: DATA ON BRIBERY ALONG GHANA’S TRANSIT CORRIDOR

4. How significant would you say is the issue of bribery along Ghana’s transit corridor?
   [ ] Very insignificant. [ ] Quite insignificant. [ ] I don’t know
   [ ] Quite significant. [ ] Very significant

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5. Which of the following two types of bribe is more common along Ghana's transit port corridor?

[ ] Officials demanding bribes to allow transitors to avoid regulations.

[ ] Officials demanding bribes in order to do what they are supposed to do for transitors.

6. Give suggestions on how the type of bribe you have indicated in response to Question 5 can be eradicated or minimized along Ghana's transit port-corridor.

7. Which of the following two types of bribe is more common along Ghana's transit road corridor?

[ ] Demanding of bribes by officials to allow transitors to avoid regulations.

[ ] Demanding of bribes by officials in order to do what they are supposed to do for transitors.

8. Give suggestions on how the type of bribe you have indicated in response to Question 7 can be eradicated or minimized along Ghana's transit road-corridor.

SECTION 'C': DATA ON FACTORS THAT INFLUENCE THE ATTRACTIVENESS OF A TRANSIT CORRIDOR.

9. Rank the following factors in an order of importance (1st, 2nd, 3rd, 4th, 5th and 6th) to

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transitors in West Africa.

[ ] Security along the corridor. [ ] Reliability of the corridor.

[ ] Compatibility of the language used along the corridor. [ ] Corridor’s transit time.

[ ] Safety along the corridor. [ ] Direct transit cost along the corridor.

10. Give suggestions which, when implemented, would help in making Ghana’s corridor more attractive to transitors with respect to:

(a) What you have indicated under Question 9 as the 1st most important factor of attraction to transitors. .................................................................
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(b) What you have indicated under Question 9 as the 2nd most important factor of attraction to transitors. .................................................................
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(c) What you have indicated under Question 9 as the 3rd most important factor of attraction to transitors. .................................................................
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THANKS VERY MUCH FOR YOUR TIME AND SUPPORT.
Hello, Dear Respondent, academic research project that.

This questionnaire constitutes one of more attractive to aim among others, aims at making China's current maritime research project, that.

Thank you.

Wherever information that you provide here and your anonymity is assured.

Your contribution through giving candid answers to the questions would be very much appreciated. The confidentiality of the questions is guaranteed.

4. Number of years worked in the organization:

3. Organization in which you work:

1. Age:

   [ ] 7-9 years.
   [ ] 10-12 years.
   [ ] 13-15 years.
   [ ] 16 or above years.
   [ ] 4-6 years.
   [ ] 7-9 years.
   [ ] 10-12 years.
   [ ] 13-15 years.
   [ ] 16 or above years.

2. Highest official educational level:

   [ ] Basic.
   [ ] Post secondary but non-tertiary.
   [ ] Secondary education.
   [ ] Postsecondary but non-tertiary.
   [ ] Tertiary.
   [ ] Other, please specify.

   [ ] 40-49 years.
   [ ] 50-60 years.
   [ ] 61 years and above.
   [ ] 20-29 years.
   [ ] 30-39 years.
   [ ] 40-49 years.

3. Organization in which you work:

   [ ] Less than 4 years.
   [ ] 4-6 years.
   [ ] 7-9 years.
   [ ] 10-12 years.

INSTRUCTIONS: Where optional answers have been provided, select the option that is most appropriate or applicable to you. In situations where optional answers have not been provided, indicate your response by writing your own formulated answer.

SECTION A: BACKGROUND INFORMATION ABOUT RESPONDENT

Faso’s regional maritime curriculum training centers provides brokers and shippers (importers/exporters) who are engaged in Bunking and transportation brokers and shippers (importers/exporters) who are engaged in Bunking and transportation brokers and shippers.

Thank you, Dear Respondent.

Appendix 3: A Sample of the Study’s Questionnaire.
SECTION ‘B’: DATA ON BURKINA FASO’S YEARLY MARITIME TRANSIT CARGO THROUGHPUT.

5. Indicate, for each respective year, Burkina Faso’s maritime transit cargo throughput that was transported along the corridor specified in the table below.

<table>
<thead>
<tr>
<th>YEAR</th>
<th>THROUGHPUT (IN METRIC TONNES)</th>
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<tbody>
<tr>
<td></td>
<td>Ghana’s Corridor</td>
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<td>2009</td>
<td></td>
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</tbody>
</table>

SECTION ‘C’: DATA ON FACTORS THAT INFLUENCE THE ATTRACTIVENESS OF A TRANSIT CORRIDOR.

6. Rank the following factors in an order of importance (1st, 2nd, 3rd, 4th, 5th and 6th) to
transitors in West Africa.

- Security along the corridor
- Compatibility of the language used along the corridor
- Safety along the corridor
- Reliability of the corridor
- Corridor's transit time
- Direct transit cost along the corridor

7. Give suggestions which, when implemented, would help in making Ghana's corridor more attractive to transitors with respect to:

(a) What you have indicated under Question 6 as the 1st most important factor of attraction to transitors. .................................................................
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(b) What you have indicated under Question 6 as the 2nd most important factor of attraction to transitors. .................................................................
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(c) What you have indicated under Question 6 as the 3rd most important factor of attraction to transitors. .................................................................
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THANKS VERY MUCH FOR YOUR TIME AND SUPPORT.