SUSTAINABILITY OF TRANSIT TRADE BETWEEN THE PORT OF TEMA AND NEIGHBOURING TRANSIT STATES AFTER THE COTE D'IVOIRE CONFLICT

BY

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JUNE, 2011
DECLARATION

I, AMPERE PIUS X declare that this dissertation with the exception of quotations and references contained in published works which have all been identified and acknowledged, is entirely my own original work and it has not been submitted in part or whole for another degree elsewhere.

STUDENT’S NAME:  

STUDENT’S SIGNATURE:  

DATE:  Mon, 30th May, 2011
CERTIFICATION

I declare that the preparation of this study was supervised in accordance with the guidelines on research work laid down by the University of Ghana Handbook for Graduate Studies Part I. Except references which are duly acknowledged, I accept responsibility for any errors or omissions in the work.

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Mr. S. O. K. Yeboa
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DEDICATION

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TABLE OF CONTENT

CONTENT                           PAGE

DECLARATION                        i
CERTIFICATION                      ii
ACKNOWLEDGEMENT                   iii
DEDICATION                         v
TABLE OF CONTENT                  vi
ABSTRACT                           x

CHAPTER ONE: INTRODUCTION

1. 1. Background to the Study       1
1. 2. The Problem Statement        2
1. 3. Objectives of the Study      4
1. 4. Research Questions           5
1. 5. Justification of the Study   6
1. 6. Scope of the Study           7
1. 7. The Definition of Concepts   7
1. 8. Organization of the Study    8

CHAPTER TWO: LITERATURE REVIEW

2. 1. Introduction                 10
2. 2. Some recent constraints on Transportation in Transit Trade 11
2. 3. Landlocked Transit Trade through Ghana 23
2. 4. Review of Transit Trade in Ghana.  30
5.1. c. Distribution of Transit Trade in relation to ports in the sub-region 56
5.1. d. Some pertinent problems hindering the smooth operation of Transit Trade 57
5.2. Summary of Findings of Interview 58
5.2. a. The views of GPHA Staff on Transit Trade 58
5.2. b. The views of CEPS Officials on Transit Trade 58
5.2. c. Interview of Transit Haulage Drivers 59
5.3. Conclusions and Recommendations 60

Appendix  66
Bibliography  71

TABLES
TABLE 2.1. Transit Trade through Takoradi/Tema Port by Country of Destination 24
TABLE 2.2. Annual Performance per Port 26
TABLE 2.3. Distance in Comparison between Competing Ports 27
TABLE 2.4. Transit Traffic by Commodity Type (Tonnes) 2000-2002 31
TABLE 2.5. Tema Port General Cargo Traffic (Tonnes) and the share (percent) of Transit Traffic 2000-2002 31
TABLE 2.6. Transit Traffic (Tonnes) by destination, Port of Tema 2000-2007 32
TABLE 3.1. Population, Sample sizes etc 38
TABLE 4.1. Transit Trade by Nationality of shippers 41
TABLE 4.2. Percentage of Imports over Exports of Transit Trade 42
TABLE 4.3. Shippers who ever used other ports in the sub-region 43
TABLE 4.4. Bottle-necks encountered by Transit Shippers 45
TABLE 4.5. Officials who demand tips from Transit Shippers 46
TABLE 4.6. How Transit Shippers Graded the Port of Tema 48
TABLE 4.7. Interview Responses by Transit Haulage Drivers 53
TABLE 4. 8. Problems encountered during transit voyage 54

FIGURES

FIGURE 2.1. Transit Traffic (Tonnes). Port of Tema from 2000 – 2007 32

FIGURE 2.2. Transit Traffic (Tonnes) by Destination. Port of Tema From 2000 – 2007 33

FIGURE 4.1. Usage of Ports in the sub-region 44

FIGURE 4.2. Partitioning of officials according to demands for favour 47

FIGURE 4.3. Graphical grading of Tema Port Performance 49
ABSTRACT

The study investigated how Transit Trade can be sustained at the Port of Tema. Essentially, it sought to find out shippers' opinions about Transit Trade in terms of its competitiveness in the West African sub-region.

Ninety-six (96) respondents were selected by simple random sampling to respond to questionnaire and 18 GPHA Staff, 12 CEPS Officials and 45 Haulage Drivers were interviewed. The total population was 171 people.

The field data indicated that:

1. Majority of the shippers were males of 35 years old and above. About 62% were University graduates.
2. 46.9% of the shippers were Burkinabés, 31.2% were Malians and 21.9% were from Niger.
3. Imported transit cargo had a higher throughput than exported cargo at the Port of Tema. 85.4% were imported cargo whilst exported cargo was 14.6%.
4. 77.1% of transit shippers admitted the Port of Abidjan was the preferred port in the sub-region. 10.4% preferred the Port of Cotonou and 12.5% preferred Lomé.
5. Some of the bottle-necks that impeded the smooth operations of Transit Trade were deliberate delays in processing transit documents, bureaucratic procedures and, GPHA and CEPS officials asking for tips from shippers.

Based on the evidence gathered from the study, the following recommendations were made to help in enhancing and sustaining Transit Trade at the Port:

- Identify agencies of Transit Trade and clearly define their respective roles.
- Revise berthing policy in order to give priority to vessels carrying transit cargoes.
• The Port Authority in collaboration with the Shippers’ Councils of Burkina Faso, Mali and Niger should provide additional storage facilities for transit cargoes.

• Facilitate and expedite Customs procedures.

• Haulage trucks carrying transit cargoes should be dispatched as quickly as possible.

• Train stevedores and their operatives to handle cargoes more carefully.

• Beef up safety and security of transit cargoes.

• GPHA should accelerate its French learning programme for key frontline and management staff.

• A Transit and Transshipment Traffic Co-ordination Committee should be established by the Ghana Ports and Harbours Authority.

• Reduce cost of transit operations.

• Improve service delivery of transit operations.

• Improve multi-modal transport access and telecommunication between Ghana and transit destination countries.

• Improve safety and Security on the highways.
1.0. INTRODUCTION.

1.1. Background to the Study.

The “Sea Port” constitutes one of the essential links in the chain of maritime trade. For this reason a port is of a major interest for all those engaged in maritime trade and countries that are without coastlines.

The International Community took note of this peculiar situation and in the interest of landlocked countries, passed the Convention on Transit Trading of landlocked countries in 1965. Some of the provisions were: the right of these countries to access the sea, freedom of transit of merchandise, total exemption of goods in transit from custom duties and the facilitation of administrative and customs formalities for the rapid transportation of goods in transit.

The rationale for the regional economic integration in West Africa is based on the premise that in the fast, complex and competitive world, no individual African nation can cope with the hydra-headed demands of rapid economic growth without co-operating with its neighbours.

Therefore the Economic Community of West African States (ECOWAS), crafted the Inter State Road Transit (ISRT) Convention A/P4/5/82 in order to facilitate smooth
transportation of goods and collaborate at the administrative level to improve cross
border transactions.

Bénin, Togo and La Côte D'Ivoire have capitalized on the convention to chalk volumes
of income to boost the growth of their economies because of their proximity to the coast.
Ghana in her quest to attain a Middle Income status by the year 2015 deemed it prudent
also to accord paramount attention to Transit Trade act to achieve this objective.

Coupled with the political stability, relative economic progress and good investment
climate, the Government of Ghana and that of Burkina Faso implemented bilateral
protocols on the sub-regional trade and opened the Ghanaian corridor for transit cargo to
Burkina Faso in 1993.

After some years, other land-locked countries like Mali and Niger joined the transit trade
to Tema. In 1999, the Government of the Republic of Niger and the Government of the
Republic of Ghana, in accordance with the Protocol Agreement of 28th October, 1971,
established the joint permanent commission of Niger-Ghana Co-operations to allow the
former to access the Ports of Ghana.

1.2. The Problem Statement.

The traditional function of Ports is to transfer cargo between maritime and inland
transport as quickly, efficiently and safely as possible. However, the dynamic nature of
international trade and the evolution of sophisticated transport systems have redefined the
role of Ports. Ports are now considered as logistics platform for various maritime activities including value adding, transit and transshipment activities. These have become an integral part of most Ports especially those who serve hinterlands including land-locked countries. Efficient Ports are managed today by reducing cost, time and risk.

West Africa comprises 16 countries, 13 of which have direct access to the sea while three, namely Burkina Faso, Mali and Niger are land-locked. A study done by Luguge (2004) indicates that the distance from these land-locked countries to any of these Transit Ports vary.

In Ghana, Transit Trade has increased steadily over the years resulting in the investment of huge amounts of money in both the superstructure (warehouses, cranes, tugboats, Gamma Ray Scanners, X-Ray Scanners, etc) and the infrastructure (water supplies, public transport, telecommunication, roads, railways, Quays etc). This was because Transit Trade contributes enormously to the economic development of the Ports of Ghana. It has therefore been envisaged that a high patronage of Transit Trade from land-locked countries could result in a proportionately high percentage of revenue to the government.

Available statistics indicate that La Cote d'Ivoire was in the lead in Transit Trade as far back as 1992. In 1999, the Port of Tema registered 29,689 while the Port of Abidjan had a total of 1,050,320. In 2003, Tema registered 851,108 while Abidjan’s reduced to 204,488 tons. The Port of Tema enjoyed this progress in Transit Trade because of the unstable Political situation in La Cote d'Ivoire since 2002. Once the problem in La Cote
d’Ivoire came under control, there would be the tendency for the land-locked countries to go back to La Cote d’Ivoire, other things being equal.

Other factors such as costs and quality of service could make the ports of Ghana more attractive to maintain adequate size of the Trade than La Côte d’Ivoire. This study on Sustainability of Transit Trade between the Port of Tema and neighbouring transit states after the Côte D’Ivoire conflict is an attempt to find how patrons of Transit Trade would suggest what could be done to sustain interest in the Port of Tema. Through the findings of the study, corrective measures could be taken by the Ghanaian ports authority to sustain Transit Trade at the Port of Tema.

1.3. Objectives of the Study.

The main objective of the study was to identify how the current trend in Transit Trade from Burkina Faso, Mali and Niger could be sustained after the conflict in Côte D’Ivoire. The objective could be achieved by:

1. identifying constraints and other bottle-necks that impede the smooth operation of Transit Trade at the Port of Tema.

2. calling attention of Ghanaian stakeholders, especially the Government of Ghana and Ghana Ports and Harbours Authority (GPHA) to accord paramount attention to the problems identified for corrective measures.

3. seeking views of patrons of Transit Trade and stakeholders from land-locked countries on the measures that would make the Port of Tema render adequate
services to their valuable customers in order to sustain the port’s competitive advantage.

4. identifying any other problems that could affect the interest of transit countries and result in withdrawing from shipping their cargoes to the ports of Ghana.

1. 4. Research Questions

The following are some of the questions that can address the research objectives:

a. Will removing numerous Police/CEPS barriers on transit routes sustain Transit Trade?

b. Is the removal of red tapeism such as bureaucratic procedures and deliberate delays by Tema port officials likely to attract the interest of Transit Traders?

c. Is improvement in French Language by Tema Port officials likely to sustain the interest of Transit Traders?

d. Will waving of port charges and reviewing of escort fee sustain Transit Trade at the Port of Tema?

e. Is the construction of good roads going to ensure the sustainability of Transit Trade at the Port of Tema?

f. How beneficial will quick turnaround time of vessels be to Transit Trade?
g. Will beefing up the safety and security of transit cargoes at the Port of Tema enhance Transit Trade?

h. Will procuring adequate storage facilities and parking space for haulage trucks sustain Transit Trade at the Port of Tema?

1.5. Justification of the Study.

This was carried out for the following reasons:

1. Transit trade is a major source of foreign exchange and revenue for the nation and is worth studying.

2. Transit trade provides Employment for Ghanaians and must be researched in.

3. In partial fulfilment of the requirements for the award of a Master of Arts Degree in Ports and shipping Administration.

4. The findings would let the port officials know some of the problems transit traders including haulage drivers of Transit countries encounter at the port and on the way to their destinations.

5. Transit Trade Fosters Good Neighbourliness between Ghana and the Landlocked Countries.
6. The research would sensitize stakeholders on measures needed to sustain transit trade at the Port of Tema.

1.6. Scope of the Study.

The study covered import and export activities of shippers from land-locked countries from 2000 to 2007. The countries were Burkina Faso, Mali and Niger.

The Ghanaian stakeholders were the Ghana Ports and Habours Authority (GPHA) and CEPS Officials. Others were Shippers from Burkina Faso, Mali and Niger and Haulage truck Drivers.

1.7. Definition of Concepts.

“Transit Trade”: In Customs’ parlance, it is a regime, which allows the transportation of goods by road from one customs office in one country to another country without the payment of taxes in the originating country.

- “Land-locked Country”: a state which has no sea-coast, but has to travel through other countries to the port.
• “Transit country”: one with or without a sea-coast through whose territory traffic in transit passes.

• “Traffic in transit”: transit of persons, luggage, goods and means of transport on agreed routes across the territory of one or more Contracting Parties when the passage across such territory, with or without trans-shipment, warehousing, breaking bulk or change in the mode of transport, is only a portion of a complete journey beginning or terminating in a Contracting Party.

• “Permit”: a document issued by a competent authority of a Contracting Party which allows/enables motor vehicles registered in the other Contracting Parties entry or exit and transit through the territory of another Contracting Party.

1.8. Organization of the study.

The study was divided into five (5) chapters:

1. Chapter one, Introduction to the study, discussed the background to the research, problem statement, objectives, research questions, justification, scope, definitions of concepts, and organization of the study.

2. The second chapter discussed relevant literature and purpose of the review.

3. Chapter three presented the methodology used for the collection of data from the field.
4. The fourth chapter presented the research findings.

5. The final chapter presented a summary, conclusions and recommendations based on the findings.
2.0. LITERATURE REVIEW.

2.1. Introduction.

The 1982 ECOWAS Convention relating to interstate road transit of goods, transit trade is an economic or supervised customs procedure to regulate the transportation of goods by road, under which goods may be admitted into the customs territory of a member state, free of import duties, taxes and prohibitions. Such goods may be intended for re-exportation and covered by a single customs document, and are not to be transferred at any point while in transit.

Many International Conventions are related to Transit Trade. The most important ones are:

In addition, ECOWAS also has the following Regional Agreements:

- The Inter-State Road Transport Agreement (ISRT-1982) and
- The Inter-State Road Transit Agreement (ISRT-1982).

2.2. Some recent constraints on transportation in Transit Trade.

The international trade of landlocked developing countries is adversely affected by their geographical situation in various ways. Their lack of territorial access to the sea, aggravated by the great distances to seaports and their location at the margins of the world's trading system, result in significant external transportation costs. There are, of course, other factors related to additional transport risks caused by the lack of proprietary sovereign access to the ocean which also tend to increase the magnitude of transportation costs and limit the international trading opportunities of the countries concerned. The additional costs relate, among other things to special security and customs arrangements for transit cargo, maintenance of higher levels of inventories and greater contingent storage facilities because of the unpredictability of transport services, and maintenance of alternative "insurance routes".

The magnitude of the burden of transportation costs varies depending on how successful countries have been in their efforts to improve transit trade efficiency. It can generally be stated however that most landlocked countries currently still incur significantly higher
transit costs than their coastal neighbours, and this has tended to increase their import costs and reduce their export earnings. Furthermore, the balance of payments of landlocked countries is also adversely affected by the excessive share of foreign exchange earnings absorbed by transportation payments to foreign carriers for transit transport services. A recent World Bank study on external barriers and marginalization of sub-Saharan Africa has confirmed that such payments absorbed 15 per cent of Africa's export earnings in 1990. The ratios for landlocked developing countries show that the drain on foreign exchange earnings for these countries is significantly higher, and this has placed these countries in a very weak competitive position.

Landlocked and transit developing countries have in recent years recorded some progress in addressing the transit problem, and there is also increased political commitment in this regard. The support of the international community has played an important role in this effort. Recent achievements and constraints in key areas of Transit Trade are briefly reviewed below.

*Transit Transport Policy Reforms.*

The Governments of most landlocked and transit developing countries have long regarded the transport sector as their exclusive domain, and private-sector involvement was discouraged. Governments freely intervened in policy-setting and planning for transport operations and set the norms and objectives for the development of the sector, giving little attention to the commercial viability of state-run transport entities. However,
the situation has been changing rapidly in recent years. Progress towards market-oriented reforms and the involvement of the private sector is having a positive impact on the development and modernization of the transit transport sector. Trade in transit services is steadily being liberalized in many landlocked and transit developing countries, and competition between the suppliers of such services is being encouraged.

The competition between different modes of transport and routes is not only working in favour of users in the landlocked countries but also encourages transit countries to adopt a more commercial and aggressive attitude in terms of making their transit facilities attractive to the business community. Although this process is in its infancy, the state monopoly that prevailed in the provision of transit services is being successfully challenged, and this has the added advantage that the attitude of donors to providing support has undergone positive change.

Another policy initiative relates to the encouragement of regional trade in an effort to reduce the heavy dependency on overseas markets. By 1995 only three out of a sample of 18 landlocked developing countries were purchasing less than 25 per cent of their imports from neighbouring developing countries. This trend in the direction of trade of landlocked developing countries suggests in principle that these countries are attempting to achieve savings in transport costs. In many cases, however, such savings may not be realized because regional suppliers may try to exploit their locational advantage and inflate import prices to a level which may be equivalent to the extra costs entailed in
obtaining imports from overseas markets. The sector-specific measures that have been undertaken in various areas will be further elaborated in the discussion below.

**Sectorial Developments.**

(a) Rail Transit Traffic.

Rail transport, once a dominant mode of transport along the transit corridors in several sub regions, namely the Southern, Eastern and West/Central African sub regions, has in recent years increasingly come under pressure from road transport largely because of the inefficiency of the railway systems. This inefficiency is the result of a combination of factors, including inadequate rolling stock and equipment, the ageing of the rolling stock, which has led to frequent breakdowns and delays in freight movement, the poor condition of the rail tracks, and inefficient management practices. In Southern Africa, rail operations have in addition been adversely affected by the insecurity in the sub region. The rail services connecting Bolivia and the Chilean ports are also still facing similar technical and operational problems, but rail is still the main transit mode because of the poor road conditions. The transshipment from road to rail and vice versa which is inevitable along several transit corridors also continues to contribute to the slow rail traffic movement.

Although the above problems are still acute in several countries, attempts have been made in recent years to address them. With the policy reforms referred to above, the
protection of railways practised by some Governments particularly in West/Central, Eastern and Southern Africa, is giving way to increased competition with road haulage. Furthermore, in these African sub regions, as well as in Latin America and India, railway operations are being reoriented towards commercialization, and more aggressive marketing strategies are being adopted. Railway management is being given greater operational autonomy, and some railway operations are being subcontracted to private-sector operators.

Advance Cargo Information System has been installed in some African countries, namely Burkina Faso, Cameroon, la Côte d'Ivoire, Mali and Senegal. This Rail-Tracker enables customers to trace the whereabouts of their goods. The system was also installed in Kenya, Uganda, the United Republic of Tanzania and Zambia as part of the Common Market for Eastern and Southern Africa (COMESA) project. In the case of the three East African networks, ACIS has made a significant contribution to sub regional integration, as the railways have extended their monitoring and the access to their systems beyond their borders through computerised interconnection of the three railways. The installation of Port-Tracker was completed in 1995 in the Ports of Tema (Ghana) and Mombasa (Kenya). In both ports, all vessel traffic is now being monitored by ACIS, and this provides valuable help for maritime operations.

Furthermore, agreements have been reached in virtually all regions to further harmonize customs procedures and documentation. Problems of implementation, however, still need to be addressed. The rail consignment note designed to replace most of the traditional
customs documents in Southern and East Africa, for example, is still not in use. On the other hand, more progress has been made with regard to sub regional inter-railway agreements in such cases as wagon-sharing, standardization of railway equipment, maintenance of wagons and management information sharing. This is particularly true in East and Southern Africa and Latin America.

(b) Road Transit Traffic.

In the regions of Africa and Asia, considerable efforts have been made in recent years to develop and rehabilitate the road infrastructure, largely with the support of the donor community. Road development projects have been given special attention within the framework of donor-supported programmes that are being implemented under the United Nations transport and communications schemes in Asia and Africa. Although the road transit corridor network can be regarded as satisfactory, the physical condition of this network has deteriorated sharply during the last five years because of poor maintenance.

In East and Southern Africa, a road maintenance levy has been established, and axle-load limits monitored at a number of weighbridges to help control overloading. In other regions, axle-load regulations are also in place but the general problem remains the lack of systematic enforcement. Further measures to facilitate road transit traffic in the various regions include agreements on streamlined customs documentation procedures and harmonization of transit charges. With regard to the documentation, there are still serious
problems of implementation, and cumbersome cross border procedures continue to lead to significant delays.

In the West African sub region, loopholes in transit procedures have often led to illegal diversion of transit goods within the transit corridor and thus to substantial losses of revenue through evasion of customs duties. This has necessitated the introduction of an escort system for vehicles which, however, has operational complications such as serious delays in the movement of transit cargo. In varying degrees, however, all regions have made efforts to improve the efficiency of road transit traffic by reaching agreement on harmonized highway legislation, improved safety standards and establishment of third-party motor insurance systems, harmonizing border working hours and simplifying immigration formalities at borders.

Liberalization policies have given the road transit transport sector a big boost in all sub regions. Former government-owned trucking companies like KENATICO in Kenya, TRANSOCEAN in Uganda and OTREMBO in Burundi have been dissolved, giving greater operational scope to private operators. The success of these operators will, of course, depend on their managerial qualities and financial standing. This trend is going to be strengthened by the declining protection given to the railways. On the other hand, serious problems in the road haulage industry are being faced by Botswana, Lesotho, Swaziland, Ghana and many other African countries.

(c) Inland waterways.
Inland waterways also offer transit facilities in the transit corridor chain for several landlocked countries, namely Burundi, the Central African Republic, Ghana, Malawi, Mali, Niger, and Uganda. Although the cost of river/lake operations is significantly lower than other transit modes, poor infrastructure is still a major constraint, particularly in terms of limited vessel capacity, poor navigational and telecommunication facilities and inadequate cargo-handling equipment. Inter-country cooperative arrangements for joint operations also still lack the required legal framework in many countries. The lake link between Uganda and the rail head in Kenya along the transit corridor to Mombasa has recently been rehabilitated, and an UNCTAD/UNDP transit transport project for the subregion provided technical assistance, whose adoption is, however, still pending. The lake/road link between Malawi and the port of Dar-es-Salaam served Malawi as a lifeline when the civil strife in Mozambique led to the closure of its traditional routes to the ports of Mozambique.

(d) Ports.

In general, infrastructure in the main ports serving landlocked countries is satisfactory, although certain ports need more infrastructure to be able to handle larger vessels. Considerable investments have been made to rehabilitate cargo-handling equipment. As part of the liberalization policies, some ports have taken steps to improve the quality of their management through performance contracts with government, maintenance contracts for equipment, management contracts or leasing of terminals to private
operators, and provision of greater operational autonomy to management. In many transit ports, however, cargo-handling performance remains poor because of lack of information on ship and cargo arrival, documentation delays, frequent security checks, poor coordination with Customs, inland transport operators, forwarding and clearing agents, insurance companies and security personnel, and poor employee accountability and motivation.

Storage facilities in many ports serving landlocked countries have developed well, and in many cases they are managed by companies from the landlocked countries themselves. This is the case of most ports in West, East and Southern Africa and Latin America, where storage facilities have largely been handed over to private operators. In West Africa facilities are still operated by government agencies (entrepôts).

Another important development is the establishment in the landlocked countries of dry ports, where all customs clearance formalities are done to expedite the movement of transit cargo to inland destinations. This development has led to a substantial reduction of transit times and cost savings. Dry ports are now operational in Kenya near the Ugandan border, which have greatly facilitated movement of Ugandan and Rwandan transit cargo.
Legal frameworks for sub regional and international transit.

The progress that landlocked and transit countries have made in establishing sub regional regulatory frameworks to supplement bilateral agreements governing various transit arrangements is quite encouraging.

In West Africa, the Economic Community of West African States (ECOWAS), the Central African Customs and Economic Union (UDEAC) and the Ministerial Conference of West and Central African States on Maritime Transport (MINCONMAR) provide particularly important sub regional legal frameworks to promote transit efficiency in the sub region. These are supplemented by more specific conventions like the convention regulating Inter-State Road Transportation (ISRT), the convention relating to Inter-State Road Transit (ISRT) of goods, the international convention to facilitate the crossing of frontiers for goods by rail (TIF) and TIPAC (Transit inter-Etats des pays de l'Afrique Centrale), which is a customs arrangement to facilitate inter-state transit traffic. As discussed earlier, there have been a number of achievements in various areas of transit, and these agreements and conventions have been largely instrumental in this progress. There are, however, still some fundamental constraints which must continue to be addressed. But the full implementation of decisions adopted by ECOWAS and UDEAC bodies is left to individual States, which have tended to be inward-looking in their orientation, and thus inter-country transit cooperative arrangements are accorded lower priority.
In summary, there has been commendable progress during recent years with regard to the political commitment of both landlocked and transit countries to enhance the regulatory framework for cooperative transit arrangements at the sub regional level. In many cases, however, the implementation of these agreements is still unsatisfactory. This is largely due to the weak institutional mechanisms for monitoring and enforcing their implementation. It is hoped, however, that the emerging privatization and commercialization of transit operations will be a strong incentive to achieve more progress in this regard, because the cost-consciousness of all the actors involved is likely to be enhanced.

The role of external assistance.

As stated earlier, although many multilateral and bilateral donors have been involved in these assistance programmes, some more recent interventions merit special mention. The recent initiatives by the World Bank have included assistance to enhance port performance in Mombasa and improve management practices in support of the institutional reforms under way. In the UDEAC countries, there is also a major World Bank project in progress to help strengthen and reform regional integration arrangements, including transit regimes. In Southern Africa, USAID, Canada and Nordic donor countries are spearheading technical assistance programmes to help utilize the newly rehabilitated infrastructure more efficiently. This is being done largely through the technical unit of the Southern African Transport and Communications Commission (SATCC). The World Bank is also currently supporting a major multimodal transport
project in Nepal which is going to significantly contribute to improving the links with the Indian transport system. The European Bank for Reconstruction and Development and the World Bank are also heavily involved in the development of links in the Central Asian republics. The solidarity between the donor community and the landlocked and transit countries is clearly being enhanced, and the transit transport policy and institutional reforms under way in these countries are going to further boost this momentum.

There are several UNCTAD technical assistance activities from which a number of landlocked and transit developing countries continue to benefit in that they have a direct bearing on their transit needs. Particular attention should be given to ASYCUDA, a computerized customs management system covering most foreign trade procedures. The system handles manifests and customs declarations, accounting procedures and transit procedures. It generates detailed information about foreign trade transactions which can be used for economic analysis and planning and takes into account all international codes and standards relevant to Customs processing. Reference was made earlier to ACIS, which provides new techniques to facilitate the flow of operational information along transit corridors.

In West and Central Africa, transit freight is carried through 13 major transit corridors: seven roads corridors, five rail or rail/road corridors and one rail/water corridor. These transit transport infrastructures are, however, among the least developed in the world. It is
often poorly maintained, technically outdated and weak in terms of intermodal connectivity.

Freight movement along the main transit corridors is hindered by physical and non-physical bottlenecks, which cause transport costs to be high, thus adversely affecting export competitiveness and posing formidable obstacles to the import of essential capital goods, food and fuels. The governments of these countries have numerous bilateral and regional agreements on transit trade in the two regions, but their practical implementation still leaves room for improvement.

2.3. Landlocked Transit Trade through Ghana.

Transit imports and exports through Ghana to the landlocked countries of Burkina Faso, Mali and Niger date back to 1962 when the Port of Tema was opened but increased substantially in 1997. It is estimated that the total sea borne trade volume to the three landlocked countries is about 6.5 million tonnes annually. Until 2002 when Takoradi Port began recording meaningful transit traffic, Tema Port was the only port in Ghana handling transit trade since 1962. Table 2.1 below shows remarkable transit traffic growth since 2002.
Table 2.1. Transit Trade through Takoradi/Tema Ports by country of destination.

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>BURKINA FASO</td>
<td>208,948 tons</td>
<td>358,553 tons</td>
<td>398,206 tons</td>
<td>472,690 tons</td>
<td>542,712 tons</td>
</tr>
<tr>
<td>MALI</td>
<td>144,276 tons</td>
<td>520,389 tons</td>
<td>307,261 tons</td>
<td>357,812 tons</td>
<td>270,679 tons</td>
</tr>
<tr>
<td>NIGER</td>
<td>159,680 tons</td>
<td>107,777 tons</td>
<td>184,003 tons</td>
<td>271,642 tons</td>
<td>228,412 tons</td>
</tr>
<tr>
<td>OTHERS</td>
<td>114,869 tons</td>
<td>25,526 tons</td>
<td>43,916 tons</td>
<td>19,953 tons</td>
<td>84,641 tons</td>
</tr>
<tr>
<td>TOTAL TRANSIT</td>
<td>644,685 tons</td>
<td>1,012,245 tons</td>
<td>933,386 tons</td>
<td>1,122,097 tons</td>
<td>1,126,444 tons</td>
</tr>
</tbody>
</table>


Of the three main landlocked countries using Ghana ports, Burkina Faso recorded consistent significant increases from 208,948 tonnes in 2002 to 542,712 by 2006 representing 160% growth. In the case of Mali and Niger, the trend is mixed as some years recorded increases while others recorded falls in traffic. One major reason is the geographical location of each country vis-à-vis Ghana. Burkina Faso is located directly to the north of Ghana. As such cargo and trucks plying the two countries do not have to cross another or a third country.

*Regional Competition for Landlocked Transit Trade.*

The three landlocked countries in West Africa are being courted by several coastal states for their transit maritime imports and exports. Presently, the front runners in this competition for the landlocked transit trade are Senegal, la Côte d’Ivoire, Ghana, Togo and Bénin. Historically, the Port of Abidjan in la Côte d’Ivoire had remained the number
one Port for transit cargoes to Burkina Faso and Mali. However, due to their civil war which started in 1999, Abidjan lost its leading position in transit cargo to the Port Autonome of Lomé in Togo, the Port of Tema in Ghana as well as the Port of Cotonou in Bénin.

It is however worthy of note that since 2004, the Port of Abidjan, in spite of the crisis, bounced back and began reclaiming some of the transit cargo traffic for the period 2004 to 2006 for the five major landlocked transit ports in West Africa.

Table 2.2 shows that in spite of the political crisis, Abidjan is still attractive to some transit shippers recording 414,138 tonnes in 2004 and growing that further to 590,210 tonnes in 2005. This represents a growth of about 42%. Indeed, the Port of Abidjan handled 697,905 tonnes in 2006, representing a growth of about 18% over traffic for 2005. Clearly this is a wake up call to the other competing ports especially those of Tema and Takoradi. What this means is that if the situation in la Côte d’Ivoire returns to normalcy, the other ports risk losing majority, if not all their transit traffic to Abidjan.
Table 2. Annual Performance per Port.

<table>
<thead>
<tr>
<th>Port/Corridor</th>
<th>The Annual Transit (tonnes) and percentage share per Port/Corridor.</th>
<th>2004</th>
<th>% of Total</th>
<th>2005</th>
<th>% age share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tema/Takoradi</td>
<td></td>
<td>889,470</td>
<td>30.71</td>
<td>1,102,144</td>
<td>29.26</td>
</tr>
<tr>
<td>Lomé</td>
<td></td>
<td>895,708</td>
<td>30.92</td>
<td>885,528</td>
<td>23.51</td>
</tr>
<tr>
<td>Cotonou</td>
<td></td>
<td>697,135</td>
<td>24.07</td>
<td>1,189,016</td>
<td>31.56</td>
</tr>
<tr>
<td>Abidjan</td>
<td></td>
<td>414,138</td>
<td>14.30</td>
<td>590,210</td>
<td>15.67</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>2,896,451</td>
<td>100</td>
<td>3,766,898</td>
<td>100</td>
</tr>
</tbody>
</table>

SOURCE: Various Sub-Regional Ports statistics and publications.

The Port of Dakar is predominantly handling only cargo meant for Mali. According to Dakar port statistics, out of total transit traffic of 525,697 tonnes in 2004, 403,000 tonnes was for Mali alone and the remaining 122,697 tonnes going to various neighbouring coastal countries including Mauritania.

Factors that influence competition for transit cargo by coastal ports and indeed the choice of port or corridor by transit importers and exporters include distance and road infrastructure, cost of doing business in the seaports and security of cargo along the corridor, among other relevant considerations. Table 2. 3 below shows the distance comparison between five competing transit corridors and their respective landlocked countries’ destination.
Table 2.3. Distance in comparison between competing Ports.

<table>
<thead>
<tr>
<th>Transit Corridor Port</th>
<th>Landlocked Destination</th>
<th>Bobo-Dioulasso (Burkina Faso) Distance(Km)</th>
<th>Ouagadougou (Burkina Faso) Distance(Km)</th>
<th>Bamako (Mali) Distance(Km)</th>
<th>Niger (Niger) Distance(Km)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abidjan (Côte d’Ivoire)</td>
<td>793</td>
<td>1148</td>
<td>1230</td>
<td>1688</td>
<td></td>
</tr>
<tr>
<td>Tema/Takoradi (Ghana)</td>
<td>1395</td>
<td>1040</td>
<td>1840</td>
<td>1200</td>
<td></td>
</tr>
<tr>
<td>Lomé (Togo)</td>
<td>1345</td>
<td>990</td>
<td>1790</td>
<td>1234</td>
<td></td>
</tr>
<tr>
<td>Cotonou (Bénin)</td>
<td>1415</td>
<td>1060</td>
<td>2200</td>
<td>1056</td>
<td></td>
</tr>
<tr>
<td>Dakar (Senegal)</td>
<td>1615</td>
<td>1970</td>
<td>1200</td>
<td>2510</td>
<td></td>
</tr>
</tbody>
</table>


Senegal’s corridor covers a distance of 1,200 km from the Port of Dakar to Bamako the capital of Mali, making Dakar the nearest transit port for Mali. Two modes of transport are available for transit to Bamako from Dakar; the rail route linking Dakar directly to Bamako is 1,240 km and road route is 1,200 km.

Dakar’s geographical location poses a major obstacle to its competitiveness for the transit trade for Burkina Faso and Niger. It is the longest corridor and therefore the farthest from the major transit destinations for Burkina Faso and Niger. It thus leaves the corridor concentrating on only Malian transit trade, which is being hotly contested for by all other competing corridors. It must be emphasized that the road network from Dakar to Bamako has been in a bad condition for quite sometime thus weakening the corridor’s already limited competitive position. Renovation work on the Senegalese portion of the road was expected to be completed by the end of 2003. The rail system, which was also criticized for its inefficiency, had been given on concession to CANAC, a Canadian Consortium and is being rehabilitated to improve its performance.
The Ivorian corridor has two modes of transport (road and rail) serving Burkina Faso. Each mode passes through the industrial region and city of Bobo Dioulasso. There is a marginal difference in the distance between road and rail routes from Abidjan to Ouagadougou. The distance from Abidjan to Bobo Dioulasso is 793 km and that of Abidjan to Ouagadougou is 1,148 km. For the Bobo Dioulasso region of Burkina Faso, Abidjan is the nearest port. The Abidjan corridor serves Mali and Niger by road only. Generally, the road and rail networks linking the Côte d’Ivoire-Burkina Faso corridor are in very good condition. However, political conflict in the transit country has led to the closure of her borders with Burkina Faso in 2002.

Table 2.3 shows that the other countries, except Niger have a distance advantage from the ports of Ghana. This is because Ghana’s corridor serves the three landlocked countries by road only as it lacks rail connection to its northern borders. Transit cargo bound for Mali and Bobo Dioulasso region of Burkina Faso has three alternative routes as follows:

Route One: Tema/Takoradi-Kumasi-Techiman-Tamale-Paga-Ouagadougou-Bobo Dioulasso-Bamako) covering a distance of 1,395 km to Bobo Dioulasso and 1,840 km to Bamako.

Route Two: (Tema/Takoradi-Kumasi-Techiman-Bole-Wa-Hamile-Bobo Dioulasso-Bamako) covering a distance of 1,030 km to Bobo Dioulasso and 1,485 km to Bamako. Using route two for Bobo Dioulasso and Malian shippers therefore reduces the distance
by 360 km. Currently, route two in Ghana is not very motorable and therefore not being much patronized. Truckers are therefore compelled to use route one which makes the corridor non-competitive enough.

Route Three, from Ghana to Niger, passes through (Kumasi-Tamale-Bolgatanga-Bawku) in Ghana and (Tenkodogo-Fada N’grouma-Kantchari) in Burkina Faso to Niamey in Niger covering a distance of 1,200 km. Route three to Niamey in Niger, is also very good except the 20 km portion from Bawku to Kulungugu in Ghana.

Togo’s corridor also serves the landlocked countries by road only. Lomé to Ouagadougou in Burkina Faso covers a distance of 990 km, while Lomé to Niamey has to pass through Burkina Faso’s territory covering a distance of 1,234 km. The Lomé corridor is therefore the shortest to Ouagadougou in Burkina Faso. The road network linking this corridor to Burkina Faso is very good except a 40 km hilly portion of the road in northern Togo, which poses grave difficulties for old and weaker trucks.

The Bénin corridor serves Niger by two modes; road and rail. The rail corridor ends at Parakou in central Bénin midway to the border with Niger, where cargo is then transferred by road to Niamey in Niger. This combined rail/road corridor to Niger covers a distance of 1,056 km. The all-road corridor covers an equal distance from Cotonou to Niamey. The Bénin corridor is also nearest to Niamey. The rail/road corridor network linking Bénin to Niamey is good except for the inefficiency of the rail system due to old stock of rail coaches. On the other hand, Burkina Faso and Mali are linked to Cotonou
Port by road only. A small portion of the road linking Bénin to Burkina Faso, which was in a very bad condition, had been rehabilitated in 2003.

2.4. Review of Transit Trade in Ghana.

The Ghana Ports and Harbours Authority (GPHA) made a strategic move when it decided in the mid 1990s to enter the transit and transshipment markets. This strategic move was conceived as part of the GPHA’s drive towards the realization of its mission of becoming the maritime hub of the West and Central African sub-regions. This strategic move culminated in the Ghana Trade and Investment Gateway Project which government launched in 1998. The move has increased transit cargo to the port of Tema since 2000 when the project was completed. Table 2.4 shows that transit traffic increased from 144,973 tonnes in 2000 to 261,251 tonnes in 2001, representing a growth of 80.21 per cent. The growth trend continued in the subsequent years, for example the first two months in 2002, transit traffic grew 60 per cent relative to the same period in 2001. The transit traffic has become the fastest growing sector of the cargo traffic of the Port. It is expected that the transit traffic would hit the one million tonne mark by 2010, if the continues.

Table 2.5 also shows that the share of transit traffic in the general cargo (containerized and conventional) traffic of the Port has grown from 6.4 per cent in 2000 to 9.89 per cent in 2001.
Table 2.4. Transit Traffic by Commodity Type (Tonnes) 2000 – 2002.

<table>
<thead>
<tr>
<th>COMMODITY</th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONTAINERISED</td>
<td>37,952</td>
<td>58,570</td>
<td>19,215</td>
</tr>
<tr>
<td>BAGGED FLOUR</td>
<td>25,053</td>
<td>37,541</td>
<td>8,189</td>
</tr>
<tr>
<td>BAGGED RICE</td>
<td>45,957</td>
<td>126,120</td>
<td>16,424</td>
</tr>
<tr>
<td>BAGGED SUGAR</td>
<td>25,806</td>
<td>23,073</td>
<td>7,50</td>
</tr>
<tr>
<td>BULK WHEAT</td>
<td>1,000</td>
<td>8,203</td>
<td>1,000</td>
</tr>
<tr>
<td>CARS</td>
<td>175</td>
<td>151</td>
<td>17</td>
</tr>
<tr>
<td>MINI VEHICLES</td>
<td>209</td>
<td>96</td>
<td>16</td>
</tr>
<tr>
<td>UTILITY VEHICLES</td>
<td>825</td>
<td>579</td>
<td>91</td>
</tr>
<tr>
<td>TRAILER UNITS</td>
<td>245</td>
<td>30</td>
<td>106</td>
</tr>
<tr>
<td>MACH/EQUIPMENT</td>
<td>379</td>
<td>405</td>
<td>44</td>
</tr>
<tr>
<td>IRON AND STEEL</td>
<td>4,006</td>
<td>5,236</td>
<td>2,747</td>
</tr>
<tr>
<td>CHEMICALS</td>
<td>2,497</td>
<td>138</td>
<td>0</td>
</tr>
<tr>
<td>GENERAL CARGO</td>
<td>869</td>
<td>1,109</td>
<td>710</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>144,973</strong></td>
<td><strong>261,251</strong></td>
<td><strong>49,309</strong></td>
</tr>
</tbody>
</table>


Table 2.5. Tema Port General Cargo Traffic (Tonnes) and the share (percent) of Transit Traffic 2000 – 2002.

<table>
<thead>
<tr>
<th>GENERAL CARGO</th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONVENTIONAL</td>
<td>982,924</td>
<td>1,266,060</td>
<td>201,816</td>
</tr>
<tr>
<td>CONTAINERISED</td>
<td>1,266,375</td>
<td>1,292,268</td>
<td>260,842</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>2,249,299</strong></td>
<td><strong>2,558,328</strong></td>
<td><strong>462,658</strong></td>
</tr>
<tr>
<td>TRANSIT TRAFFIC</td>
<td>143,973</td>
<td>253,050</td>
<td>48,309</td>
</tr>
<tr>
<td>% TRANSIT</td>
<td>6.40</td>
<td>9.89</td>
<td>10.44</td>
</tr>
</tbody>
</table>

Figure 2.1. Transit Traffic (Tonnes). Port of Tema From 2000 – 2007.


Table 2.6. Transit Traffic (Tonnes) by Destination. Port of Tema From 2000 – 2007.

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>2000</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>B. FASO</td>
<td>42,140</td>
<td>78,063</td>
<td>208,948</td>
<td>311,367</td>
<td>363,712</td>
<td>334,534</td>
<td>497,584</td>
<td>489,320</td>
</tr>
<tr>
<td>MALI</td>
<td>256</td>
<td>38,279</td>
<td>144,276</td>
<td>416,883</td>
<td>276,794</td>
<td>274,104</td>
<td>243,430</td>
<td>227,787</td>
</tr>
<tr>
<td>NIGER</td>
<td>76,303</td>
<td>116,151</td>
<td>159,680</td>
<td>77,891</td>
<td>87,110</td>
<td>150,987</td>
<td>141,203</td>
<td>118,112</td>
</tr>
<tr>
<td>OTHERS</td>
<td>26,274</td>
<td>114,869</td>
<td>114,869</td>
<td>42,321</td>
<td>36,512</td>
<td>7,856</td>
<td>5,373</td>
<td>8,437</td>
</tr>
</tbody>
</table>

Customs, Excise and Preventive Service (CEPS) has imposed US$65.00 as escort fee for five transit cargo trucks per day which transit operators have not taken kindly to and have started diverting their cargoes to competing neighbouring ports, a development which has the potential to undo all that have been achieved by the Ghana Trade and Investment Gateway Project.

CEPS must be persuaded to trade off the US$65.00 escort fees, as it threatens to undermine the competitiveness of the Ghana Transit Corridor.
Figures 2.1 and 2.2, after 2006, show the potential for the fee to undermine transit cargo to the ports of Ghana.
3.0. METHODOLOGY.

3.1. Introduction.

This chapter discussed the location of the study, the population, sample sizes, sampling procedure and the research design.

3.2. Location.

The location of the research was the Port of Tema. The port was built in 1962, and is the bigger of the two sea ports in Ghana. It has a water enclosed area of 1.7 million square metres and a total area of 3.9 million square metres.

The port of Tema has both loading and unloading place for goods, and a traffic junction to goods that are transshipped and transited to the hinterland/landlocked countries of Burkina Faso, Mali and Niger.

There is a wide range of industrial and commercial companies located within its immediate environs. The companies include those producing petroleum products, cement, detergents, iron and steel, aluminium products, textiles, flour, non alcoholic beverages and food items. Most of the country's raw materials are shipped from abroad through the port.
A large number of shipping companies such as shipping agents, freight forwarders, customs, transport haulers, banks, hotels and restaurants operate in and around the port. These companies complement the port's operations and management in one way or the other.

3.3. Population and Sample Sizes.

The investigation involved key GPHA and custom officials of the port, as well as shippers from Burkina Faso, Mali and Niger.

The population of the study consisted of the following target groups:

- Shippers from Burkina Faso: 150
- Shippers from Mali: 100
- Shippers from Niger: 70
- GPHA Staff: 60 (Transit Unit)
- CEPS Officials: 40 (Transit Unit)
- Haulage Drivers: 450:
  - 200 from Burkina Faso,
  - 150 from Mali and
  - 100 from Niger.

The total Population was 870. (N-870).
The sample sizes selected from each of the target groups with their respective percentages were as follows:

Shippers from the Respective Countries:

Shippers from Burkina Faso: 45 (30%),
Shippers from Mali: 30 (30%)
and Shippers from Niger: 21 (30%).

GPHA Staff: 18 (30%)
CEPS Officials: 12 (30%)

Total Haulage Drivers: 45:

Haulage Drivers from Burkina Faso: 20 (10%),
Haulage Drivers from Mali: 15 (10%)
and Haulage Drivers from Niger: 10 (10%).

3.4. The sampling procedures.

The sampling procedures were as follows:

(i). Simple Random Sampling was used to select the sample sizes of the Burkina Faso, Mali and Niger shippers.

(ii). Purposive sampling was used in the selection of GPHA Staff and same for CEPS
Officials.

(iii). Tracer sampling was used for the selection of Haulage Drivers from the respective transit countries.

Table 3.1. Population, Sample size etc.

<table>
<thead>
<tr>
<th>Group</th>
<th>Population</th>
<th>Sample Size</th>
<th>Sampling procedure</th>
<th>Instruments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Burkinabé Shippers</td>
<td>150</td>
<td>45</td>
<td>Simple Random</td>
<td>Questionnaire</td>
</tr>
<tr>
<td>Malian Shippers</td>
<td>100</td>
<td>30</td>
<td>Simple Random</td>
<td>Questionnaire</td>
</tr>
<tr>
<td>Nigerien Shippers</td>
<td>70</td>
<td>21</td>
<td>Simple Random</td>
<td>Questionnaire</td>
</tr>
<tr>
<td>GPHA Staff</td>
<td>60</td>
<td>18</td>
<td>Purposive</td>
<td>Interview</td>
</tr>
<tr>
<td>CEPS Officials</td>
<td>40</td>
<td>12</td>
<td>Purposive</td>
<td>Interview</td>
</tr>
<tr>
<td>Burkinabé Haulage Drivers</td>
<td>200</td>
<td>20</td>
<td>Tracer</td>
<td>Interview</td>
</tr>
<tr>
<td>Malian Haulage Drivers</td>
<td>150</td>
<td>15</td>
<td>Tracer</td>
<td>Interview</td>
</tr>
<tr>
<td>Nigerien Haulage Drivers</td>
<td>100</td>
<td>10</td>
<td>Tracer</td>
<td>Interview</td>
</tr>
</tbody>
</table>
3.5. Research Design.

The research design consisted of data collection instruments namely:

(i). Questionnaires for shippers from Burkina Faso, Mali and Niger.

(ii). Unstructured Interviews for GPHA Staff, CEPS Officials and Haulage Drivers from Burkina Faso, Mali and Niger.
4. 0. PRESENTATION OF RESEARCH FINDINGS.

4. 1. Introduction.

The Research Findings were based on information collected from shippers from Burkina Faso, Mali and Niger at the Port of Tema as well as GPHA staff, CEPS Officials and Haulage Drivers from transit countries. The data collection instruments were Questionnaires and Interviews. The total data collected was 171 respondents.

Questionnaire was used to collect the following data:

<table>
<thead>
<tr>
<th>Shippers from Burkina Faso:</th>
<th>45</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shippers from Mali:</td>
<td>30</td>
</tr>
<tr>
<td>Shippers from Niger:</td>
<td>21</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>96</strong></td>
</tr>
</tbody>
</table>

Interviews were used for the data collection of rest, namely:

<table>
<thead>
<tr>
<th>GPHA Staff:</th>
<th>18</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEPS Officials:</td>
<td>12</td>
</tr>
<tr>
<td>Haulage Drivers:</td>
<td>45</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>75</strong></td>
</tr>
</tbody>
</table>
4.2. Data Collected by Questionnaire.

The variables in the questionnaire instruments consisted of:

a. The distribution of Transit Trade by Nationality of shippers,
b. The distribution of Transit Trade by Import-Export,
c. The distribution of Transit Trade in relation to Ports in the sub-region, and
d. Some of the pertinent problems hindering the smooth operation of Transit Trade.

a. Distribution of Transit Trade by Nationality of Shippers.

Out of the 96 respondents, the 45 Burkinabés, who ship their cargoes through the Port of Tema turns out to be 46.9% of the total.

Table 4.1. Transit Trade by Nationality of Shippers.

<table>
<thead>
<tr>
<th>Nationality</th>
<th>Frequency</th>
<th>Percent (%)</th>
<th>Cumulative Percent (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Burkina Faso</td>
<td>45</td>
<td>46.9</td>
<td>46.9</td>
</tr>
<tr>
<td>Mali</td>
<td>30</td>
<td>31.2</td>
<td>78.1</td>
</tr>
<tr>
<td>Niger</td>
<td>21</td>
<td>21.9</td>
<td>100.0</td>
</tr>
<tr>
<td>Total</td>
<td>96</td>
<td>100.0</td>
<td></td>
</tr>
</tbody>
</table>


The 30 Malians represented 31.2.8% and the Nigeriens 21.9% of the respondents.
Table 4.2 summarizes the frequencies of all the countries combined for both imports and exports.

Table 4.2. Percentage of Imports over Exports of Transit Trade.

<table>
<thead>
<tr>
<th>Transaction</th>
<th>Frequency</th>
<th>Percent (%)</th>
<th>Cumulative Percent (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Importing</td>
<td>82</td>
<td>85.4</td>
<td>85.4</td>
</tr>
<tr>
<td>Exporting</td>
<td>14</td>
<td>14.6</td>
<td>100.0</td>
</tr>
<tr>
<td>Total</td>
<td>96</td>
<td>100.0</td>
<td></td>
</tr>
</tbody>
</table>


The presentation above indicates that the shippers from Burkina Faso, Mali and Niger import 85.4% of cargoes through the Port of Tema. The percentage of exports is 14.6%. This clearly shows that a greater majority of transaction being carried out at the port by the three countries combined is import-oriented.

It can therefore be observed that, Burkina Faso, Mali and Niger depend on imports from outside countries for development projects.

The knowledge of import-export volumes will enable port authorities to put adequate measures in place to address issues cost effectively. For instance, since the volumes of
imports overweigh those of exports, it shows that there should be enough custom bonded warehouses to accommodate import cargoes. If these warehouses and container terminals are not readily available, then there should be contingency plans underway to construct the facilities to contain this situation.

b. The distribution of Transit Trade as to who ever used other Ports in the sub-region.

The distribution is shown in table 4.3.

Table 4.3. Shippers who ever used other ports in the sub-region.

<table>
<thead>
<tr>
<th>Port</th>
<th>Frequency</th>
<th>Percent (%)</th>
<th>Cumulative Percent (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abidjan</td>
<td>74</td>
<td>77.1</td>
<td>77.1</td>
</tr>
<tr>
<td>Cotonou</td>
<td>10</td>
<td>10.4</td>
<td>87.5</td>
</tr>
<tr>
<td>Lomé</td>
<td>12</td>
<td>12.5</td>
<td>100.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>96</strong></td>
<td><strong>100.0</strong></td>
<td><strong>100.0</strong></td>
</tr>
</tbody>
</table>


Out of the 96 respondents, 77.1% preferred the Port of Abidjan, 10.4% commended the Port of Cotonou, Bénin and 12.5% the Port of Lomé in Togo.

This information is represented in the bar chart below:
FIGURE 4.1. Usage of Ports in the sub-region.

![Graph showing port usage percentages: 77.4% for Abidjan, 10.4% for Cotonou, and 12.5% for Lome.](image-url)
c. Bottle-necks hindering the smooth operation of Transit Trade.

Respondents revealed they encountered bottle-necks as they went about their business at the Port of Tema. They mentioned deliberate delays, bureaucratic procedures and asking for favours as some of these bottle-necks.

Table 4.4. Bottle-necks encountered by Transit Shippers.

<table>
<thead>
<tr>
<th>Kind of Bottle-necks</th>
<th>Frequency</th>
<th>Percent (%)</th>
<th>Cumulative Percent (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deliberate Delays</td>
<td>31</td>
<td>32.3</td>
<td>32.3</td>
</tr>
<tr>
<td>Bureaucratic Procedures</td>
<td>20</td>
<td>20.8</td>
<td>53.1</td>
</tr>
<tr>
<td>Demand for Favours</td>
<td>43</td>
<td>44.8</td>
<td>97.9</td>
</tr>
<tr>
<td>Others</td>
<td>2</td>
<td>2.1</td>
<td>100.0</td>
</tr>
<tr>
<td>Total</td>
<td>96</td>
<td>100.0</td>
<td></td>
</tr>
</tbody>
</table>


The Frequency Table shows that 32.3% of the respondents encountered deliberate delays, 20.8% faced bureaucratic procedures and 44.8% encountered demand for favours. These could engender negative results on the Transit operations at the port.
Table 4.5. Officials who demand tips from Transit Shippers.

<table>
<thead>
<tr>
<th>Officials</th>
<th>Frequency</th>
<th>Percent (%)</th>
<th>Cumulative Percent (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEPS</td>
<td>46</td>
<td>47.9</td>
<td>47.9</td>
</tr>
<tr>
<td>GPHA</td>
<td>37</td>
<td>38.5</td>
<td>86.5</td>
</tr>
<tr>
<td>Shipping Agents</td>
<td>2</td>
<td>2.1</td>
<td>88.5</td>
</tr>
<tr>
<td>Clearing Agents</td>
<td>9</td>
<td>9.4</td>
<td>97.9</td>
</tr>
<tr>
<td>Others</td>
<td>2</td>
<td>2.1</td>
<td>100.0</td>
</tr>
<tr>
<td>Total</td>
<td>96</td>
<td>100.0</td>
<td></td>
</tr>
</tbody>
</table>


The officials listed for favours were CEPS taking 47.9%, followed by GPHA officials with 38.5% and Clearing agents in the third place had 9.4%. Shipping Agents also asked of favours and had 2.1%.

The findings show that measures must be put in place by Ghana Ports and Habours Authority to minimize if not eradicate the practice which still persists.

The Pie Chart below is the representation of the various officials who demanded tips from shippers before processing the documents of the latter.
Figure 4.2. Partitioning of officials according to demands for favours.

Table 4.6 shows how the scale of preference was represented as to how traders graded the Port of Tema.
Table 4.6. How Transit Shippers Graded the Port of Tema.

<table>
<thead>
<tr>
<th>Grading</th>
<th>Frequency</th>
<th>Percent (%)</th>
<th>Cumulative Percent (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Very Poor</td>
<td>2</td>
<td>2.1</td>
<td>2.1</td>
</tr>
<tr>
<td>Poor</td>
<td>4</td>
<td>4.2</td>
<td>6.2</td>
</tr>
<tr>
<td>Fair</td>
<td>9</td>
<td>9.4</td>
<td>15.6</td>
</tr>
<tr>
<td>Good</td>
<td>11</td>
<td>11.5</td>
<td>27.1</td>
</tr>
<tr>
<td>Very Good</td>
<td>46</td>
<td>47.9</td>
<td>75.0</td>
</tr>
<tr>
<td>Excellent</td>
<td>24</td>
<td>25.0</td>
<td>100.0</td>
</tr>
<tr>
<td>Total</td>
<td>96</td>
<td>100.0</td>
<td></td>
</tr>
</tbody>
</table>


The scores indicate that a greater proportion of shippers were satisfied with the facilities at the Port of Tema. Those who graded the Port of Tema as Good were 11.5%, those who graded as Very Good had 47.9% and those who graded the Port as Excellent had 25.0%. Most of these shippers confirmed they were being sincere with their choice of the Port of Tema.
4.3. Data Collected by Interview.

The variables included:

a. The views of GPHA Staff on Transit Trade

b. The views of CEPS Officials on Transit Trade.

c. Interview with Transit Haulage Drivers.
a. The views of GPHA Staff on Transit Trade.

In an interview with a cross-section of GPHA Staff, certain remarkable revelations were made. They admitted there were sometimes delays in accessing transit cargo. They however attributed these delays to the following factors:

(i). Internet network problems,
(ii). Insufficient machinery and

(i). Internet Network Problems: out of the 18 GPHA staff who were interviewed, three of them, (16.66%) pointed to intermittent internet link breakages as accountable for the delays in the processing of transit cargo’s documents. As a result, verification, authentication and clearance of transit documents as well as other internet-related transactions were often interrupted anytime these linkage breakages occurred.

(ii). Insufficient Machinery: ten of the interviewed GPHA staff (55.55%) attributed delays of discharge of transit cargo from vessels to inadequate machinery. Though a lot of mechanical installations had been done to upgrade the port of Tema to meet international standards, the volumes of cargo to be discharged at any particular moment usually outweighed the available gantry machines.
Consequently, vessels carrying transit cargo arrived on schedule, but they normally had to anchor till it is their turn to berth for the discharging of their cargo.

(iii). Manual Documentation of records: five (27.77%) of the 18 interviewed GPHA staff claimed a good percentage of their records were still documented manually. According to them, though an appreciable amount of their data was computerized, quite a lot was still hand-written. This slowed down the documentation of transit records and prolonged the entire transit process.

b. The views of Custom Officials on Transit Trade.

Custom Officials pointed several complications in the ever-changing nature of Transit Trade. Accordingly, diversion of transit cargo was the biggest problem they had to combat. Seven (58.33%) of the twelve officials interviewed agreed that some goods often arrived at the port as transit cargo, but ended up being diverted to Ghanaian destinations.

Four (33.33%) of the twelve Custom Officials agreed that technological advancement had made the transit business more sophisticated. With the proliferation of computer software, a couple of bad elements in the transit industry were able to falsify transit documents to have same security features. Though they confirmed the availability of fault detector scanners to fight this act, they said some still attempted to outsmart this technology.
One Custom Official, representing about 8.33% of the total twelve, admitted that delays in the processing of transit documents resulted from transit cargo owners neglecting the approved procedures, and trying to pay their way through. Accordingly, such sums were paid into wrong hands who absconded as soon as they lay hands on the money leaving these cargo owners stranded.

c. Interview with Transit Haulage Drivers.

Haulage drivers they gave divers raised concerns about long turnaround times of vessels which kept them waiting for transit cargo to be discharged. They also talked about inadequate parking space, difficulties in exchanging their currency, language barrier, security and difficulties in accessing affordable accommodation.

They also raised concerns about the distance from the port to their countries of origin. They said the roads were in deplorable states and they also pointed to too many Police/CEPS barriers and exorbitant escort fees being charged.
Table 4.7. Interview responses by transit haulage drivers.

<table>
<thead>
<tr>
<th>Haulage Drivers Responses</th>
<th>Frequency</th>
<th>Percent (%)</th>
<th>Cumulative Percent (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long turnaround time</td>
<td>9</td>
<td>20.0</td>
<td>20.0</td>
</tr>
<tr>
<td>Lack of parking space</td>
<td>24</td>
<td>53.3</td>
<td>73.3</td>
</tr>
<tr>
<td>Difficulty in exchange of currency</td>
<td>3</td>
<td>6.7</td>
<td>80.0</td>
</tr>
<tr>
<td>Language barrier</td>
<td>6</td>
<td>13.3</td>
<td>93.3</td>
</tr>
<tr>
<td>Security problems</td>
<td>1</td>
<td>2.2</td>
<td>95.6</td>
</tr>
<tr>
<td>Lack of sleeping places</td>
<td>2</td>
<td>4.4</td>
<td>100.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>45</strong></td>
<td><strong>100.0</strong></td>
<td></td>
</tr>
</tbody>
</table>


About 53.3% of the drivers talked about lack of parking space. 20% talked about long turnaround time of vessels, indicting that this was the second most pressing problem that needed attention. 13.3% of the drivers had a problem of communication. Whilst the official language of these drivers is French, that of the Tema port officials is English. There was therefore limitation in communication between port officials and the haulage truck drivers. 6.7% of the drivers said they had difficulty in exchanging their currency. The percentage that had difficulties in procuring sleeping places was 4.4. Finally 2.2% of the drivers talked about the need for security for them. They mentioned occasional armed robbery cases and brutalities from tugs and riff-raffs within the port premises at night. To enhance transit trade, measures must be put in place to address these problems.
Table 4.8: Problems encountered during transit voyages.

<table>
<thead>
<tr>
<th>Haulage Drivers Responses</th>
<th>Frequency</th>
<th>Percent (%)</th>
<th>Cumulative Percent (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long Distance</td>
<td>11</td>
<td>24.4</td>
<td>24.4</td>
</tr>
<tr>
<td>Bad Roads</td>
<td>6</td>
<td>13.3</td>
<td>37.8</td>
</tr>
<tr>
<td>Too many Police/CEPS barriers</td>
<td>7</td>
<td>15.6</td>
<td>53.3</td>
</tr>
<tr>
<td>Exorbitant Escort Fees</td>
<td>21</td>
<td>46.7</td>
<td>100.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>45</strong></td>
<td><strong>100.0</strong></td>
<td><strong>100.0</strong></td>
</tr>
</tbody>
</table>


46.7% of the 45 drivers complained about exorbitant escort fees being charged by CEPS Officials. 24.4% said the port of Tema was too far from their home countries. According to them, this makes their job too tiresome. 15.6% of the drivers said there were too many police/CEPS barriers on the routes. They said these police and custom officials sometimes coerced them to pay bribes before they allowed them passage. 13.3 % of 45 drivers talked about poor roads.
5.0. SUMMARY OF FINDINGS, CONCLUSIONS AND RECOMMENDATIONS.

5.1. Summary of Findings of Questionnaire.

In effect, Transit Trade at the Port of Tema directly liaises with the following factors: it directly relates to nationality of shippers, it links with import and exports and it has direct influence as far as ports in the sub-region are concerned. Another pertinent issue that hinders the smooth operation at the Port of Tema is the attitude of Port Officials. In connection with nationality, among the three landlocked countries that import/export their goods via the Port of Tema, shippers from Burkina Faso constitute the majority, followed by shippers from Mali and then shippers from Niger.

It is also found out that a larger proportion of transit cargo comprises of imports whilst exports constitute an insignificant volume. Pertaining to Ports in the sub-region, most of the shippers recommended the port of Abidjan as one the favourable ports. The shippers also graded the Port of Tema as a very good port. They however announced their displeasure about the negative tendencies of some port officials who usually try to extort money from them.
a. The Distribution of Transit Trade by Nationality of Shippers.

The research findings show that Burkina Faso holds the forefront of Transit Trade at the Port of Tema. This is as a result of the long lasting cordial relations between the governments and people of Ghana and Burkina Faso. It is therefore recommendable for the government of Ghana to deepen bilateral relations with the governments of both Mali and Niger and try to coax these governments to impress upon their shippers to ship more of their goods through the Port of Tema.

b. The Distribution of Transit Trade by Import and Export.

The study revealed that a chunk of the transit cargo throughput is imported goods. That is an indication that more appropriate measures such as extension of container terminals, construction of more custom bonded warehouses and creation of parking spaces for haulage trucks should be embarked on by the appropriate authorities to accommodate the growing import cargo traffic.

c. Distribution of Transit Trade in relation to ports in the sub-region.

Shippers also recommended the port of Abidjan as a favourable port in the sub-region. The reasons are numerous; they mentioned motorable roads, usage of identical currency, the same medium of communication and the distance between Abidjan and their respective countries vis-à-vis that between Tema and these countries. To remedy this
situation, the government of Ghana should improve upon our road network. The Boankra Inland Port project should be expedited such that upon completion, transit cargoes would be deposited there to shorten the distance between landlocked countries and the Port of Tema. Ports Official should be given orientation courses in French for communication to enable them interact effectively these shippers who are predominantly Francophones.

d. Some pertinent problems hindering the smooth operation of Transit Trade.

These problems among others include deliberate delays on the part of port officials, bureaucratic procedures and demand for favours in the form of money. These port officials for their parochial interests request for exorbitant amounts before transit document can be processed. In a case where a shipper defaults or is unable to pay, the processing of his document is delayed for no apparent reason. To arrest this situation, port officials caught in this act should be sanctioned by interdiction or outright dismissal. This will serve as a deterrent to potential perpetrators.

Shippers however openly pronounced their appreciation of the peace in the country, the warmth of the average Ghanaian interpersonal relations and the moderate fuel prices in the country as welcoming factors for the enhancement of Transit Trade.
5.2. Summary of findings of Interview.

a. The views of GPHA Staff on Transit Trade.

Out of the 18 GPHA staff who were interviewed, three of them, (16.66%) pointed to intermittent internet link breakages as accountable for the delays in the processing of transit cargo’s documents.

Ten of the interviewed GPHA staff (55.55%) attributed delays of discharge of transit cargo from vessels to inadequate machinery, whilst five (27.77%) of them claimed a good percentage of their records are still documented manually.

b. The views of CEPS Officials on Transit Trade.

In the interview with Custom Officials, seven of the twelve officials which constituted 58.33% interviewed agreed diversion of transit cargo is the biggest problem they have to combat. Four (33.33%) of them said technological advancement has made the transit business more sophisticated. One Custom Official, representing about 8.33% of the total twelve, admitted that delays in the processing of transit documents resulted from transit cargo owners neglecting the approved procedures, and trying to pay their way through.
c. Interview with Transit Haulage Drivers.

During my interviews with haulage drivers, issues raised were as follows:

Delays of vessels at anchorage: the average waiting time of conventional cargo vessel, most of which carry transit cargoes, was 70.02 hours.

Shortage of parking space: the available parking space is inadequate to cope with the number of waiting haulage trucks.

High tariffs of road hauliers: the tariff of the road transport operators is very high. This problem is partly due to the lack of back haul traffic for trucks.

Problem of common currency: they also talked about the conversion of the Franc CFA into Ghanaian Cedis posing a huge problem.

Linguistic Problems: they equally complained about language being a barrier of communication for shippers. Most of the haulage drivers speak French and have little or no knowledge of the English Language. To compound the situation, most of the Port Officials are near illiterate as far as the French Language is concerned. This creates a missing link in communication between haulage drivers and Port Officials.

Problems en route to destination included long distances, poor roads and numerous security barriers.
5.3. Conclusions and Recommendations.

The solution of the problem of transit trade transcends the GPHA. There is however the need for the Authority to show a high level of commitment and persistence towards addressing the numerous problems confronting the growth and development of the transit trade. The hitherto piece meal and “fire fighting” approach has proved ineffective. What is required is a well thought out national or multi-sectorial approach, involving all the agencies that have something to do with the processing and handling of transit trade through the Ghana corridor. The Authority must take the lead and initiative in coordinating the efforts of these agencies and proffering solutions.

As a first step, these agencies should be identified and their roles properly defined. Some the agencies involved are:

- The Ghana Ports and harbours Authority and its Licensed Stevedores
- Customs, Excise and Preventive Service (CEPS)
- Ghana Immigrations Service (GIS)
- Ghana Institute of Freight Forwarders (GIFF) and other related professional bodies
- Ghana Private Road Transport Union and other transport operators
- Shipowners and Agents Association of Ghana (SOAAG)
- The Ghana Police
The Ministry of Economic Planning and Regional Integration
The Ministry of Roads and Transport
The Gateway Secretariat

At the level of the Authority, the following issues should be considered as a short term measure:

1. The berthing policy should be revised to give some priority berthing to vessels carrying transit cargoes, even if they are conventional cargo vessels. The policy should define a maximum waiting time for any vessel carrying exclusive transit cargo to the Port.

2. Additional covered storage should be provided as a matter of urgency. The Landlocked countries should be encouraged, if possible supported, to develop warehouses of their own on Authority leased land.

3. Customs procedures should be facilitated. The practice of using physical escorts should be abolished. As traffic grows, it will become just impossible to get customs officers to physically escort trucks carrying transit consignments. In fact the use of physical escorts is an outmoded practice in international transport of goods.
• Transit Trucks should be dispatched as quickly as possible. The long delays do not serve the interest of the Port, even if it appears to serve the interest of some of the transit operators.

• Stevedores should train their operators to handle cargoes more carefully to reduce waste and damage.

• Safety and security of transit cargoes should be beefed up. The objective should be "Zero defects" with regards to safety and security, when handling transit consignments.

Over the medium term, the Authority should accelerate its French Language program. Key frontline staff and management staff should be encouraged to learn the French language.

The Authority should take the initiative to establish a Transit and Transhipment Traffic Co-ordination Committee (TTTCC). The primary objective of the Committee should be to serve as a think-tank to co-ordinate activities within and out of the GPHA towards the facilitation of transit and transhipment traffic through the ports of Ghana. Membership of the Committee should be drawn from Port Operations, Marine Operations, Marketing and Customer Service and Security Departments.
Strategies required in sustaining growth of the Transit Business.

Transit Trade is very sensitive to costs and quality of service consideration. That is why it is very volatile. The Authority should initiate policies and strategies that will at all times help achieve the following objectives:

- Reduce the cost of transit operations
- Improve transit service delivery

Achieving these objectives will require the following among others:

- Reducing the transit time of transit cargoes moving through the Ghana corridor
- Reducing damage and theft of cargo
- Improve road access and telecommunication between Ghana and the transit destination countries
- Physical escorts should be abolished. As traffic grows the feasibility and practicality of using physical escorts become questionable. The CEPS should adopt a new system of monitoring the movement of transit traffic. After all the transit consignments are covered by bonds.
The Government of Ghana should promote a policy that tends to promote peace and friendship with its neighbours and transit destination countries.

The Government should initiate policies that would liberalise the road transport sector of the transit market.

The Government should improve road access to the transit destination countries.

The Government should improve security and safety on transit routes and highways.

In conclusion, the benefits of Transit Trade to the national economy are numerous and cannot be completely quantified in monetary terms. In fact, but for the growth of transit traffic - and transhipment, the Port of Tema would have experienced negative growths in cargo traffic during 2000 and 2001.

A characteristic feature of transit traffic - including transhipment, is that it is very volatile i.e. it has high supply elasticity. It is very sensitive to costs and service quality considerations. This means that Ghana can easily and quickly lose what it has achieved.

There is therefore the need to address the concerns raised by the Transit Operators over the imposition of the US$65.00 escort fees. In addressing this issue due concern should
be given to why transit goods which are already under customs bonds have to be escorted at additional costs to the customer.

The CEPS must be persuaded to review their escort fees on transit cargoes and indeed their practices, in the broader national interest.
APPENDIX

REGIONAL MARITIME UNIVERSITY.

QUESTIONNAIRE.

I am a Master of Arts Ports and Shipping Administration student of the Regional Maritime University, Nungua-Ghana. I am conducting a study on The Sustainability of Transit Trade at the Port of Tema. The research is part of the requirements that will enable me to graduate. I therefore need your co-operation in the exercise. I assure you that this questionnaire will be used for the purpose of my research and information gathered will be treated with the utmost confidentiality.

Instruction: for questions that are provided with answers, circle the ones applicable to you. For those without answers, please write down your answers in the spaces provided.

A. BACKGROUND OF RESPONDENT.

1. Nationality.
   1. Burkinabé.
   2. Malian.
   3. Nigerien(ne)/Nigerois(e).
   4. Other nationality, (specify) .........................................................

2. Gender.
   1. Male.
   2. Female.

3. Age, (specify)..................................................................................

4. Educational Level.
   1. Basic Education.
   2. Secondary Education.
   3. College.
   4. University
   5. Other, (specify).............................................................................

5. Academic/Professional Qualification.
   1. SSCE.
   2. GCE ‘O’ Level.
   4. Diplomat.
   5. Degree.
   6. Post-graduate.
   7. Other, (specify).............................................................................
B. KNOWLEDGE OF RESPONDENT.

6. Have you ever been a seafarer?
   1. Yes
   2. No

7. If yes, in what capacity? ..............................................................

8. For how long?
   1. 1-10 years
   2. 11-20 years
   3. 21-30 years
   4. 31-40 years
   5. Other, (specify) ..............................................................

9. Have you ever imported goods through any other port in the sub-region?
   1. Yes.
   2. No

10. If yes, which port? ...........................................................................

11. Have you ever exported goods through any other port in the sub-region?
    1. Yes.
    2. No.

12. If yes, which port? ...........................................................................

13. Do you always have to tip officials at the Port of Tema before your transactions are carried out?
    1. Yes.
    2. No.

14. If yes, which officials do you often tip?
    1. CEPS.
    2. GPHA.
    3. Shipping agents.
    5. Other, (specify) ..............................................................

15. Do you encounter bottle-necks that impede smooth operations of your transactions at the Port of Tema?
    1. Yes.
    2. No.
16. If yes, which kinds of bottle-necks?
   1. Deliberate delays.
   2. Bureaucratic procedures.
   3. Demand for favours.
   4. Favouritism to selected ones.
   5. Other, (specify).

17. What shipping transaction do you engage in at the Port of Tema?
   1. Importing goods.
   2. Exporting goods.

18. How long have you been in the shipping industry?
   1. 1-5 year(s).
   2. 6-10 years.
   3. 11-15 years.
   4. 16-20 years.
   5. Other, (specify).

C. ATTITUDE OF RESPONDENT.

19. Would you say the Port of Tema is the preferred port in the sub-region?
   1. Yes.
   2. No.

20. If yes, explain.

21. How do you grade the Port of Tema?
   1. Very Poor.
   2. Poor.
   3. Fair.
   4. Good.
   5. Very Good.
   6. Excellent.

22. What service(s) at the Port of Tema do you like?

23. What practice(s) at the Port of Tema do you detest?

24. Which other port(s) would you recommend in the sub-region?
   1. The Port of Abidjan.
   2. The Port of Cotonou.
   3. The Port of Lomé.
   4. Other, (specify).
25. What reason(s) would you give for this recommendation?

D. SUGGESTIONS OF RESPONDENT.

26. How can the bottle-necks at the Port of Tema be eliminated?

27. In your opinion, what should be done to make the Port of Tema more attractive to shippers of transit cargo?

28. What could make you continue to import/export cargo through the Port of Tema?

29. Any other relevant suggestions?

THANK YOU.
I am a Master of Arts in Ports and Shipping Administration student of the Regional Maritime University, Nungua-Ghana. I am conducting a study on the Sustainability of Transit Trade at the Port of Tema. The research is part of the requirements that will enable me to graduate. Therefore, I need your cooperation in the exercise. I assure you that the information gathered will be used for the purpose of my research and information gathered will not be disclosed to any other person unless required to do so by law. I am a Master of Arts in Ports and Shipping Administration student of the Regional Maritime University. I am conducting a study on The Sustainability of Transit Trade at the Port of Tema. The research is part of the requirements that will enable me to graduate. Therefore, I need your cooperation in the exercise. I assure you that the information gathered will be used for the purpose of my research and information gathered will not be disclosed to any other person unless required to do so by law. I am a Master of Arts in Ports and Shipping Administration student of the Regional Maritime University.

INTERVIEW QUESTIONS.

Do you have any other suggestions to make in connection with handling trucks at the port of Tema? What are they?

To handle truck drivers?

In your opinion, what could be done to make the Port of Tema more attractive to the handling truck drivers?

Can you give me an example of something that you have seen or heard about at the Port of Tema that you feel could ease this problem?

In your opinion, would you say the space at the Port of Tema, enough for parking of trucks?

Would you want any particular practice in transit operations change for the better at the Port of Tema?

What do you like about the Port of Tema as far as transit of cargo is concerned?

How did you find the Port of Tema as far as transit of goods is concerned?

Port of Tema? What are they?

Do you encounter any difficulties accessing cargoes assigned to you at the Port of Tema?

Long? Why?

Would you like to continue carthig goods through the Port of Tema? For how long?

Have you been driving?

THANK YOU.
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