ISCOS
SHIPPING & LOGISTICS

The Official Publication of the Intergovernmental Standing Committee on Shipping

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ISCOS Set to Expand its Membership

Tanzania Improves its Inland Waterways

Uganda Makes Marine Cargo Insurance Compulsory

Zambia to Increase Copper Sales

Port of Mombasa Surpasses Cargo Handling Target

Member States:


KENYA


TANZANIA


UGANDA


ZAMBIA

What is the SHIPPLINC PLATFORM?

SHIPPLINC is an Information and Support Platform for Shipping and Freight Logistics put in place by ISCOS to facilitate real time reporting, monitoring and resolving Non-Tariff Barriers (NTBs) as well as providing information and support to Shippers on a regular basis.

The Platform, accessible through mobile phone technology (USSD and Mobile app) can also be accessed through other conventional means (E Mail, Telephone, Ordinary Letters, Walk-ins etc.) in addition to being supported by back offices of Freight Logistics experts who are available to interact and support Shippers on an instant and continuous basis.

Support offices are situated in Mombasa and Dar es Salaam in Kenya and Tanzania respectively. The platform also helps Cargo owners to track their goods in transit to ensure that safety and security of their consignments is guaranteed.

The Platform captures and interprets data on NTBs and other hindrances to international trade, provides clues on the effectiveness and efficiency of service delivery, guides the assessment of training needs for shippers and helps in the determination and formulation of appropriate policies for the region.

Easy and Flexible Ways of Accessing the SHIPPLINC Platform

01 Download the APP from Play Store /Apps Store and follow the steps

Google play
App Store

02 WhatsApp/Call/Send SMS

Mombasa Centre
+254 706 333 111
+254 781 333 111

Dar es Salaam Centre
+255 747 777 333
+255 747 22 33 11

03 Email

Mombasa Centre
centreshipplinc@iscosafricashipping.org

Dar es Salaam Centre
shipplincdar@iscosafricashipping.org

04 Send Ordinary Letters/Petitions

Mombasa Centre
P.O. Box 89112 – 80100
Mombasa, KENYA

Dar es Salaam Centre
P.O. Box 4906
Dar es Salaam, TANZANIA

05 Visit/Walk-In

Mombasa Centre

ISCOS Secretariat
Nyali Off Links Road
Next to Nyali
Healthcare Ltd
Mombasa, KENYA

Dar es Salaam Centre

ISCOS SHIPPLINC Offices
TPA Building, 15th Floor
Sokoine Drive
Dar Es Salaam, TANZANIA

Secretary General's Message

Dear readers,

It is my pleasure once again, to welcome you to the third edition of the ISCOS Shipping & Logistics magazine, covering a wide range of topics and activities relating to the 2nd half of the calendar year 2019.

First and foremost, join me in welcoming Mr. Daniel Mwanza Kiange, a former senior manager with Kenya Trade Network Agency (KenTrade) who will shortly be joining the ISCOS family as the new Team Leader. Mr Kiange was appointed Secretary General by the 6th Council of Ministers meeting in Mwanza, Tanzania in November 2019. With his vast experience in and knowledge of the industry, we believe he will be a very valuable addition to the institution.

I also congratulate ISCOS Assembly of Ministers for opening up ISCOS membership and inviting our neighbours in the Eastern, Central and Southern Africa to join ISCOS. Shipping remains one of the most international aspects of the world and ISCOS' activities no doubt continue to benefit the region as a whole. Wider membership would create greater synergies and would enhance collective action in shipping and maritime matters, at the regional and continental levels.

Dear readers, ISCOS as a hub of knowledge and innovation continues to champion several policy initiatives in the region. We are grateful to the support we continue to get from our Members. We note with gratitude that through an ISCOS coordinated initiative, Uganda is making it compulsory to her importers to buy Marine Cargo Insurance from local providers, joining Kenya and Tanzania. The new requirement makes it easier for importers to lodge claims with Ugandan insurers as opposed to the cumbersome procedure of lodging insurance claims with foreign insurers for lost or damaged goods. ISCOS is looking forward to enabling member states to retain around One Billion US dollars per annum in foreign currency which would have otherwise been spent on foreign insurance firms. This will help improve economies of the member states as well as provide employment to the youth, in addition to several other connected economic benefits.

It is also gratifying to note that Zambia is focused on increasing its Copper sales after recording a drop of about 11% in 2019 exports which resulted into a trade deficit of K516.8 million. This reversed some gains from a trade surplus of K501.1 million recorded in May 2019 indicating that the country imported more than it exported in nominal terms.

In Kenya, the Port of Mombasa has maintained its exemplary performance in improved cargo throughput surpassing its set targets year after year. The port recorded container traffic of 1.4 million twenty-foot equivalent units (TEUs) in 2019, which is the best performance ever, surpassing a target of 1.35 million TEUs that had been set at the beginning of the year.

Tanzania through the Marine Services Company Limited (MSCL), is also set to improve its inland waterways transport services, raise productivity through major rehabilitation of existing vessels and construction of new ones with the hope of stimulating private investment and to facilitate domestic, inter-regional and international trade. The construction of a modern slipway in Mwanza will go a long way in facilitating repairs and new shipbuilding for vessels plying between ports on the shores of Lake Victoria.

MSCL, has taken cognizance of the important role played by water transport in country's overall economy through imports and exports. Equipping MSCL with high capacity multipurpose vessels will boost multimodal transport between seaports and lake-ports serving the hinterland seamlessly and competitively.

Finally, am delighted that Members and players in the industry continue to appreciate that while shipping is a great enabler of international trade, the sector nevertheless continues to face several challenges. These challenges call for international approaches and hence the need to continue working together as a region. I wish to call upon the stakeholders to continue supporting ISCOS in its drive towards achieving competitive and efficient Shipping and Maritime Services for the region.

Kassim K. Mpaata
Ag. Secretary General

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ISCOS Set to Expand its Membership

The committee which was established in 1967, to take care of the members' common Shipping, Maritime and Logistics Interests had an initial membership of four founding States, namely Kenya, Uganda, Tanzania and Zambia.

Intergovernmental Standing Committee on Shipping (ISCOS),one of the oldest maritime bodies in Africa has opened its membership scope to expand its territorial borders across the continent as it targets more countries within Eastern, Central and Southern Africa.

The body which was established in 1967, to take care of members' common Shipping, Maritime and Logistics interest had an initial membership of four founding States, namely Kenya, Uganda, Tanzania and Zambia. The Secretariat now eyes nine new members in Rwanda, Burundi, South Sudan, Malawi, DR Congo, Mozambique, Ethiopia, Somalia and Seychelles bringing the committee's membership to 13 countries.

The decision was arrived at during the recent 6th Assembly of Ministers held in November 2019, in the Northern Tanzanian rock city of Mwanza.

To facilitate this process, the Assembly of Ministers approved the Coordination Committee's proposal to invite ministers from the Eastern, Central and Southern

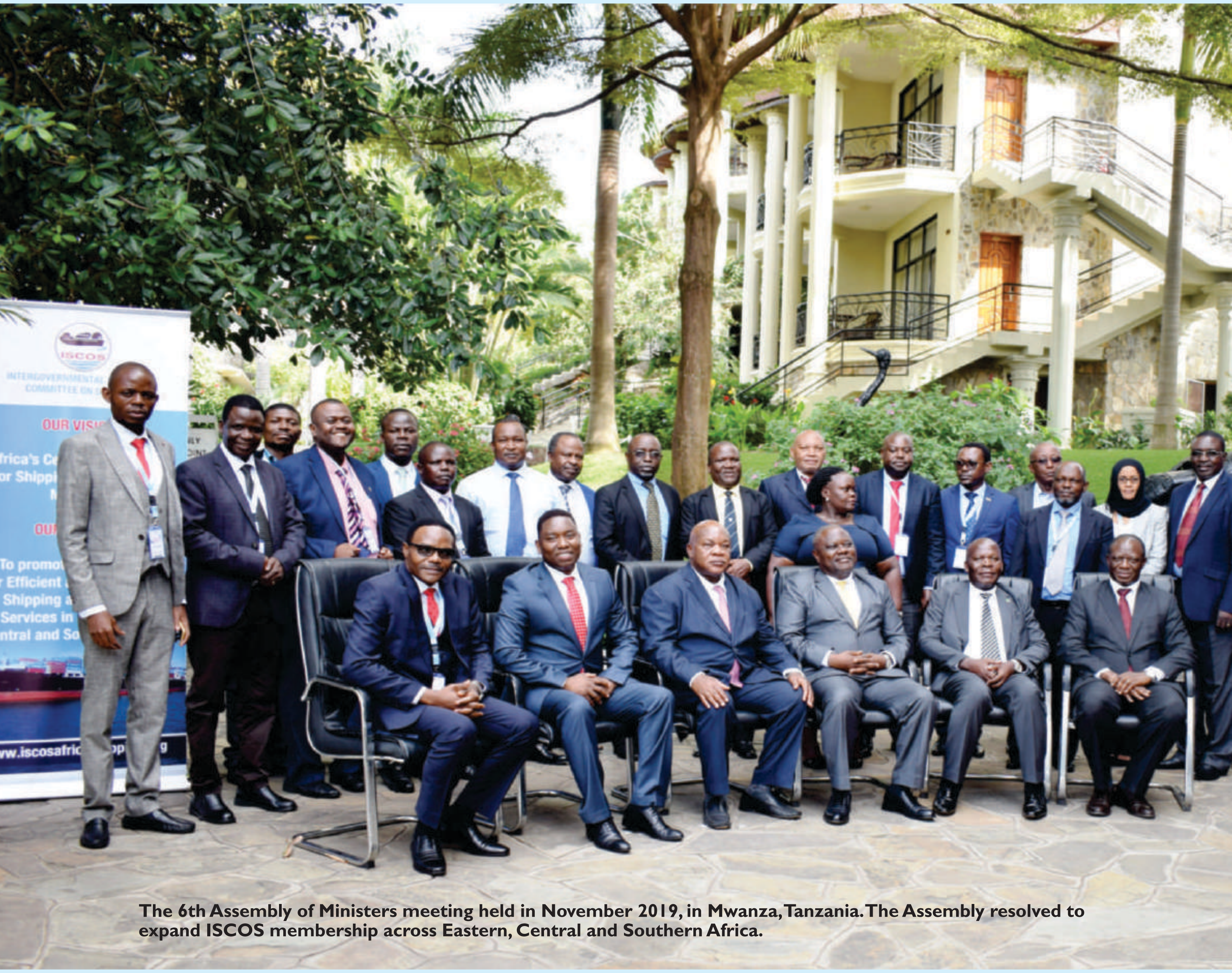
Africa region which are currently none members of ISCOS to the subsequent meetings of the Assembly as observers.

The Assembly urged the Secretariat to continue pursuing the enlisting into membership of other eligible member states.

"Our membership is now open to other states in the Eastern, Central and Southern African states and any other states as may be determined by the Assembly as full member category," members stated in a joint communiqué signed by the Assembly of Ministers.

Since the year 2000, ISCOS has been instrumental in the formation of the national Shippers' Councils in Kenya, Tanzania, Uganda and Zambia, serving as umbrella bodies representing cargo owners, advocating for a reliable logistics environment for better trade competitiveness.

The decision to establish Shippers' Councils was borne largely out of frustrations and surcharges faced by the shippers doing business through the ports of Mombasa and Dar es Salaam and those using the transport services available in the region.



The 6th Assembly of Ministers meeting held in November 2019, in Mwanza, Tanzania. The Assembly resolved to expand ISCOS membership across Eastern, Central and Southern Africa.

After registering a success in the initial four countries the Secretariat embarked on formation of Shippers' Councils in countries outside its membership such as Rwanda, Burundi, South Sudan and Malawi with an equally enviable success.

ISCOS' next target is to establish the councils in DR Congo, Mozambique, Ethiopia, Somalia and Seychelles.

This was to prepare the Secretariat's next assignment of recruiting future members. The Mwanza meeting was chaired by Eng. Isack Aloyce Kamwelwe, Tanzania's Minister for Works, Transport and Communications (MWTC), who is also the chairman of the ISCOS Assembly of Ministers.

The meeting was attended by Hon. Bagiire Aggrey Henry, Minister of State for Transport, Uganda; Ambassador Dan Kazungu, Kenya's High Commissioner to Tanzania who represented Hon James Macharia, Kenya's Cabinet Secretary for Transport, Infrastructure, Housing, Urban Development and Public Works, Ambassador Benson Keith Chali, Zambia's High Commissioner to Tanzania who was also the meeting's Rapporteur representing Hon. Mutotwe Kafwaya, Minister of Transport and Communication, Zambia.

Also in attendance were Permanent and Principal Secretaries of the member state, representatives of maritime administrations in the ISCOS member states, port authorities, terminal operators, clearing and forwarding agencies, shippers councils, transit transport corridor authorities, various international organizations and stakeholders.

The ministers commended the Secretariat for exemplary performance since the 5th Assembly of Ministers which was held in October, 2018 in Mombasa, Kenya.

Eng. Isack Aloyce Kamwelwe, Chairman ISCOS Assembly of Ministers and Tanzania's Minister for Works, Transport presents Mr. Kassim Mpaata, Acting Secretary General with a gift during the meeting in Mwanza.

After registering a success in the initial four countries the secretariat embarked on formation of Shippers Councils countries outside its territorial borders such as Rwanda, Burundi, South Sudan and Malawi with an equally enviable success.

They said the performance was commendable and congratulated the Secretariat for a job well done. Mr. Kassim Mpaata, the acting Secretary General was commended for the good leadership and performance he provided the organization during the intervening period.

In the joint Communique, the Assembly underscored the importance and relevance of ISCOS activities and noted with satisfaction that the organization had performed reasonably well as an advisory and as an advocacy body in promoting, protecting and coordinating the maritime and shipping interests of the Member States in line with the organisation's Strategic Plan 2015/16- 2020/21 and the Assembly directives.

The Assembly, on the same note, expressed satisfaction that ISCOS had continued to add value to the member states throughout its various programmes and activities. Since its inception, ISCOS has conducted activities geared at Capacity Building of Shippers within its member states, Real Time Support Platforms, Ports Performance and Productivity, Unfavourable Pricing, Policy Harmonization, Promotion of Trade, Investment as well as Marine Safety among others.

The Assembly at the same time approved and signed the Addendum to the Protocol amending the Agreement Establishing ISCOS. The Assembly also underscored the importance of a research and development undertaken by the Secretariat, amidst the fast technological changes taking place in the shipping, maritime and trade industries. It directed the Secretariat to be more creative and innovative so as to place itself in a position to appropriately advise Member States on highly technical shipping, maritime and trade matters. This, according to the Assembly, will enable member economies to harness the endowments sustainably in the Blue Economy sphere.

On this note, the Assembly encouraged the Secretariat to continue pursuing various programmes and activities as generated by the Technical Committees.

The Assembly commended Tanzania for the exceptional leadership as the Assembly's chair during the two year tenure which came to an end at the 6th Assembly of Ministers.

This ushered in Kenya as the next Assembly Chair with Uganda and Zambia as the 1st and 2nd vice Chairmen respectively. Tanzania took up the responsibility of rapporteur.

Construction of a slipway that will be used for new shipbuilding, also in progress at Mwanza South Port.

Tanzania Improves its Inland Waterways

Tanzania is set to improve its marine transport infrastructure and services, raise productivity, stimulate private investment, facilitate domestic and international trade and promote sustainable economic growth as it embarks on an aggressive investment on its inland waterways. Marine Services Company Limited (MSCL), has taken cognizance of the fact that water transport plays an important role in Tanzania's overall economy through imports and exports besides the relationship with the landlocked neighbors, and the sustainability of the populations living along the lake shores.

> **MSCL operates under a socio-economic obligation to serve isolated communities that have limited access to other means of transportation, and are thus dependent on the MSCL services to sustain their livelihoods**
> ***- Mr. Hamissi***

MSCL services across the three lakes serves as a linchpin for the communities along the lakes and provides intermodal connectivity for the Northern and Central Corridors as well as East and Central African countries bordering the lakes.

Today MSCL has a fleet of 15 vessels for both Passengers and Cargo transportation. Nine (9) of these vessels are deployed in Lake Victoria, three (3) in Lake Tanganyika, two (2) in Lake Nyasa and one (1) tourist boat. The fleet is made up of eight (8) Passenger-Cargo vessels, two (2) Oil Tankers, one (1) Wagon Ferry, one (1) Tug and two (2) self-propelled barges.

Role of providing Community Transport:

MSCL provides passenger and freight services to the lakeshore communities in Lakes Victoria (which links Tanzania with Kenya and Uganda), Tanganyika (serving communities between Tanzania, the Democratic Republic of the Congo (DRC), Burundi, and Zambia) and Nyasa which is the main water way for communities on the Tanzanian border with Malawi and Mozambique.

The services include transit transport to the same neighbouring countries.

"MSCL operates under a socioeconomic obligation to serve isolated communities that have limited access to other means of transportation, and are thus dependent on the MSCL services to sustain their livelihoods," says Mr. Eric Benedict Hamisi, the Chief

Executive Officer MSCL.

He is upbeat on the achievement MSCL has made under the leadership of President Magufuli. He notes that MSCL has observed improvement of its Infrastructure for delivery of marine transport services.

"However, the respective improvement is still in progress and involves new shipbuilding in Lake Victoria, major rehabilitation of two existing vessels and installation of an electronic ticketing system," he added.

Some of the major projects being undertaken by MSCL, according to Mr. Hamisi include:

Assembling of steel blocks as part of new shipbuilding in progress at Mwanza South Port;

A new ship with a carrying capacity of 1,200 passengers and 400 tons. Upon its completion it will be the biggest Passenger Cum Cargo vessel on Lake Victoria. The project is being implemented by GAS Entec Co. Ltd in a joint Venture with Kang Nam Co. Ltd (both from South Korea) and SUMA JKT. The new ship is expected to be ready for operations by the beginning of the year 2021.

The ongoing investment for infrastructure improvement was preceded by a project of minor rehabilitation for one passenger cum cargo ship plying between Mwanza and Nansio, 120 tons carrying capacity cargo ship (both in Lake Victoria) and one tanker ship in Lake Tanganyika.

The CEO says: "The minor rehabilitation done to those three vessels have enabled the Company to start emerging from the doldrums - is on the verge of a turnaround - back to its original designed state of providing competitive services to the public and to operate commercially."

Completion of the ongoing projects will lead to the increase of vessel fleet of the Company hence strengthening the operating muscles of MSCL to achieve its goal of stimulating the growth of Tanzania's economy through the improved water transport in the Lake Zone and the neighboring countries.

Another major project for MSCL is the construction of a slipway that will be used for new shipbuilding currently in progress at Mwanza South Port.

The project is implemented by STX Engine Co. in Joint Venture with Saekyung Construction Co. Ltd both from South Korea. The slipway was expected to be ready for use by March, 2020.

Upon completion of the project, the permanent structure is earmarked to be the biggest structure on Lake Victoria with the ability to Dock/Undock ships with light weight capacity of at least 4000 tons and Associated Facilities for Building a New Ship in Lake Victoria.

Others include the rehabilitation of MV. Victoria in progress at Mwanza South Port. The Project is implemented by KTMI Co. Ltd from South Korea in Joint Venture with Yuko's Enterprises (EA) from Tanzania and is expected to be ready by March, 2020. This project is implemented concurrently with the rehabilitation of MV Butiama by the same contractors.

During the period under review, Tanzania in collaboration with Uganda have managed to revive the operations of rail wagons carriage between Dar Port and Kampala via Mwanza South Port and Port Bell. The Rail – Lake – Rail route was reopened in June, 2018 after suspension of the same for about 10 years due to rail blockage between Port Bell and Kampala. MSCL being one of the key stakeholders has played a big role to enable the re - opening of the route.

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Assembling of steel blocks as part of new shipbuilding in progress at Mwanza South Port

Uganda Makes Marine Cargo Insurance Compulsory

… says all marine cargo insurance must be purchase from local providers as from January 2020

Uganda's Insurance Regulatory Authority (IRA) made January 2020 as the start date for importers to compulsorily buy Marine Cargo Insurance from local providers.

This was as a result of a concerted campaign by the Intergovernmental Standing Committee on Shipping (ISCOS) to domesticate Marine Cargo Insurance within its Member States which has led to substantial savings in foreign exchange for Kenya, Tanzania, Uganda and Zambia.

Cargo insurance is concerned with the insurance of cargo in transit from one place to another by sea, by inland waterways and onward by rail or road. According to the IRA, a lot of cargo importers are still tied up to the idea of insuring their imports at the country of origin, therefore, denying the country's insurance sector massive revenue.

"Effective January 2020, all imports must have a valid Marine Cargo insurance cover underwritten by a Ugandan registered insurance company before clearance by Uganda Revenue Authority. The new requirement makes it easier for importers to lodge claims with Ugandan insurers as opposed to the cumbersome procedure of lodging insurance claims with foreign insurers for lost or damaged goods," said Mr. Steven Kaddumukasa, Senior Inspection Officer, Insurance Regulatory Authority of Uganda.

The Uganda insurance industry has developed capacity over time and have demonstrated readiness to handle marine business and all its attendant costs.

Mr. Kaddumukasa said this while delivering a presentation on the topic titled: 'The Benefits of Insuring Cargo'. He said similar legislation has been effected in Kenya and has promoted demand for marine insurance as can be sighted to have contributed to a 41.5 % increase in Marine Insurance Premium in 2017. He was backed by the Commissioner, Customs and Border Control, Kenya Revenue Authority, Mr. Kevin Safari who said Uganda should up its game by using the electronic single window to implement marine insurance.

"Insurance is very important for local conveyance of cargo. In Kenya we are giving Marine Cargo Insurance business to local companies. You have to harmonise the implementation framework through the Uganda Electronic Single Window to make many processes paperless. It will be the system taking no human interface," said Mr. Safari.

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The CEO said the marine industry is important for the facilitation of the growth of Tanzanian economy and that of the neighboring countries, fostering of political and social relationship between the country and our neighbors.

In recognition to that effect, the Tanzanian Government is now investing a lot on this industry particularly through major development projects presently implemented by MSCL.

The investment done is justified by availability of enormous opportunities to serve both local and international markets which are also growing following the improvements going on in the other related infrastructures (on ports and railways).

"It is from that effect we see the industry in question at the higher level in promotion of the economy after five and more years to come." Said Mr. Hamisi.

In parallel to the development of the industry under review, MSCL was expected to embark on the international trade zone as we are planning to venture in deep sea operations and facilitate cargo transportation by plying between Tanzania and Comoro islands, Madagascar, Seychelles and Far East where the company sees a lot of opportunities laying ahead.

MSCL recognizes and appreciates tangible support from the parent ministry (Ministry of Works, Transport and Communication) and the Government at large to revive the operations of the company. MSCL believes that just in the near future Tanzania will start enjoying the fruits of the initiatives and huge equity injection taken by the Government whereby MSCL will be contributing substantially to the National basket as a return on investment. Lastly, MSCL appeals to all key stakeholders to join their hands to promote marine industry as it has a tremendous impact to the growth of Tanzanian economy. Being one of the state owned organization taking part in the transport sector, MSCL has enjoyed the initiatives taken by the Government to revive marine transport. Prior to registration as a fully-fledged company in 1997, MSCL was an integral part of by then Tanzania Railways Corporation (TRC). The company has more than 50 years of experience in maritime transport across Lakes Victoria, Tanganyika and Nyasa. Its Mission is to provide a leading, dependable, reliable, predictable, safe and security-conscious business, serving well its customers in East African Lakes of Victoria, Tanganyika and Nyasa. While its Vision is to be the most competitive, reliable, safe and customer oriented lake transportation Company. MSCL's Core Values include safety, integrity, unity, shareholders values and environmental friendly.

A major rehabilitation of MV. Victoria nears completion. in Mwanza.

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The Electronic Single Window is a facility that enables government agencies, traders, clients engaged in international trade to process and submit all the regulatory documents including permits, licenses and customs declaration using one electronic platform for purposes of facilitating trade.

Mr. Kaddumukasa went on to state that the Uganda insurance industry has developed capacity over time and has demonstrated readiness to handle marine business and all its attendant costs. He also said in 2018, the Gross Writen Premium (GWP) income increased by 17.51% from Ush 728.4b in 2017 to Ush 856b.

He said claims payment increased by 11.97% from Ush291.7b in 2017 to Ush326.7b while the Insurers' Net Asset base that is assets less liabilities increased by 11% from Ush 458bn in 2017 to Ush 508b.

"The insurance industry is already insuring large importers like Mukwano Group, Roofings Group and Coca Cola Beverages Africa Uganda," he explained.

He said Section 3(2) of the Insurance Act of Uganda states that no person, other than a person licensed as an insurer under this Act, shall issue any insurance policy on 'goods imported from other countries except personal effects and donations'.

This provision, he said, means that, if any Ugandan importer chooses to insure their imports, they have to do so with a Ugandan insurance company.

Dickson Kateshumbwa, Commissioner of Customs, said URA was in the process of implementing the regulation to support local underwriters in their push to grow insurance coverage by giving them Marine Cargo Insurance.

Mr. Kaddumukasa on the other hand explained that there would be key benefits to the government once local underwriters clinched the business of Marine Cargo Insurance. He said there will be increased tax revenue estimated at $67m (Ush247b) in VAT and $10m (Ush36.9b) in stamp duty within five years of full compliance and insurance premiums worth $371m (Ush1.4trillion) will come to the local insurance market.

He explained, that with local insurance for marine cargo, there would be eased claims settlement and low costs of claims processing, due diligence and general administration.

"More employment opportunities

"Insurance is very important for local conveyance of cargo. In Kenya we are giving marine cargo insurance business to local companies. You have to harmonise the implementation framework through the Uganda Electronic Single Window to make many processes paperless. It will be the system taking no human interface - *Mr. Kevin Safari*

will be created locally. A strong Insurance sector means a stable and resilient economy, he pointed out. Local insurance companies shall use a percentage of the Marine Cargo Insurance premiums (successfully retained) to invest in literacy and CSR," he said.

He further added that, other benefits include; right valuations under the insurance which will help counter current practices of under-declaration of goods and hence loss of revenue. He said there will be competitive and favorable premium rates arising from the economies of scale, eased communication flows and provision of Insurance Cover at appropriate premium rates as opposed to the existing loading of 1.5% flat rate for purposes of tax.

"Reducing insurance costs means reducing commodity prices and timely payment of claims at minimal cost," he added.

Stakeholder in Marine Cargo Insurance such as the Ministry of Finance is expected to provide guidance to URA to make provision for the Marine Cargo Insurance certificate on the URA Single Window so that possession of local Marine Cargo Insurance Certificate will be one of the prerequisites before goods are cleared for entry.

The Ministry of Finance made a key pronouncement in the FY2017/18 aimed at empowering locally licensed insurance companies to issue all policies relating to domestic Marine Cargo Insurance effective July 1, 2017 but it was not implemented. He noted that the Ministry of Works and Transport was expected to carry out sensitizations in collaboration with other stakeholders.

He said, the ministry of works should ensure that importers have complied with section 9(2) and (3) of the Insurance Act, 2017 during registration of imported motor vehicles. URA was thus expected to make provision for the Marine Cargo Insurance Certificate on the URA Single Window, to enforce penalties for non-compliant importers, to participate in the sensitization of the insuring public.

The Uganda Shippers' Council, Kampala City Traders Association, Uganda Manufacturers Association, Uganda Clearing Industry, and Forwarding Association are expected to sensitize their members about the need to comply with the law in collaboration with other stakeholders to purchase the local Marine Cargo Insurance.

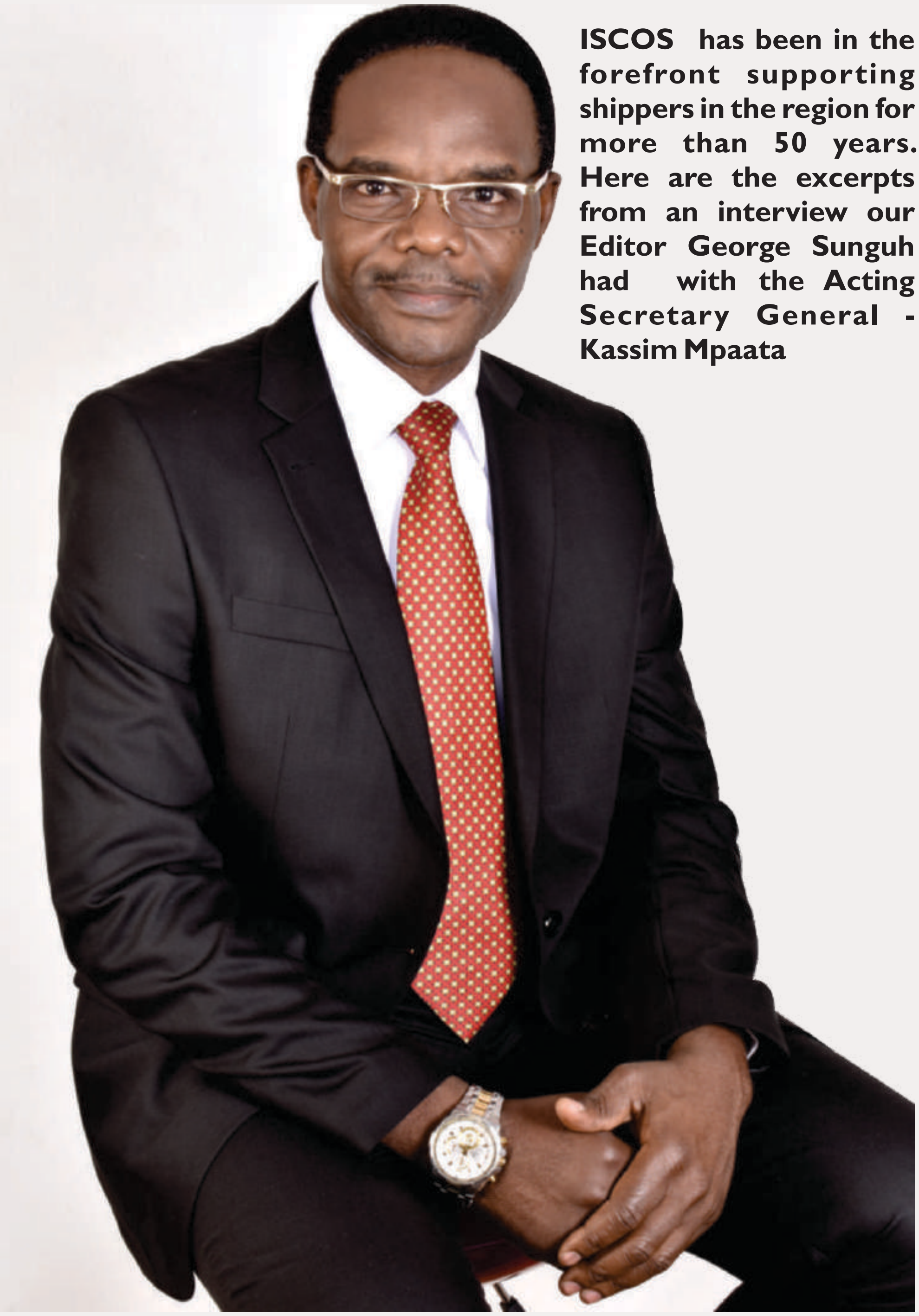
ISCOS is to continue sensitizing shippers, monitor implementation and share experiences from other member states.

The IRA is expected to work hand in hand with URA to impose penalties on non-compliant importers, carry out sensitization workshops in collaboration with other stakeholders and design the compulsory Marine Cargo Insurance certificate in collaboration with the Uganda Investment Authority (UIA).

The IRA was also expected to make the Marine Cargo Insurance Guidelines, approve minimum premium rates for Marine Cargo Insurance collaborate with UIA and to engage the insurers to ensure that they pay claims promptly.

In Uganda, the principle statute governing marine insurance is the Marine Insurance Act 2002. The Act defines a marine insurance contract as a contract whereby the insurer undertakes to indemnify the assured, in manner and to the extent thereby agreed, against the losses incident to marine adventure.

ISCOS Seeks to Help Member States Retain US $ 1Billion Per Annum in Marine Cargo Insurance



ISCOS has been in the forefront supporting shippers in the region for more than 50 years. Here are the excerpts from an interview our Editor George Sunguh had with the Acting Secretary General - Kassim Mpaata

Q. ISCOS was established in 1967 by four member States, namely Kenya, Uganda, Tanzania and Zambia- What was the key mandate and how has the organization faired on the deliverables?

ISCOS' main mandate is to advocate for reliable and competitive shipping and maritime services in the region and to protect and promote the interests of importers and exporters.

To say the least, the organization has not merely met its expectations, but it has actually exceeded them. There is probably no institution in the region which has had so much impact on the stabilization of Ocean tariffs and charges like ISCOS. That apart, the concept of Shippers Councils in the region has been made real by ISCOS, and you can imagine the multiplier benefits the region is obtaining from the activities of Shippers Councils.

Better still, ISCOS continues to be the leading institution in the campaign to demystify and create awareness on basic and emerging dynamics in international trade.

This has greatly assisted in mitigating the negative effects of ignorance among shippers which can be a serious impediment to efficiency and cost reduction in logistics. Additionally, advising on policy interventions continue to be key in ISCOS activities- and all the years through, our expert advisories stand out as pillars to the various shipping and trade policies enacted from time to time.

Currently, we seek to help the Member States retain US $ 1Billion per annum in what has been Marine Cargo Insurance originally placed with overseas providers. In regard to facilitating the region to interface with international service providers, our role has been unparalleled.

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But besides, ISCOS provides the much needed platforms where shippers can deliberate matters that affect them on a continuous basis.

ISCOS has also helped regional sea and inland water way ports and Maritime Administrations to interface and identify common challenges and forge common solutions.

We are also embracing technology in providing continuous support to importers. We also work with partners to ensure that the flow of international trade is not disrupted by cases of piracy and other forms of maritime crime.

Simply, what ISCOS has done since its formation would not exhaustively be mentioned in a space like this.

Q. Which are some of the key national and regional activities ISCOS has run in recent past in its endeavour to provide information to shippers and create awareness in the industry?

Very many. Our Trade Facilitation Platform intended to provide continuous and instant support to shippers is up and running. We have conducted regional workshops with participation from across the region where major importers and exporters of the region had an opportunity to deliberate on matters affecting them at regional level.

We have also run national workshops not only in the Member States, but within the neighbouring states like Rwanda, Burundi, South Sudan, Malawi, and Mozambique.

We have started an electronic learning platform where shippers can take up short-term courses for the enhancement of their knowledge in shipping and international trade.

Above all, we run door to door programmed visits to major importers and exporters, where we are able to obtain and exchange first-hand information on matters of shipping and international trade. This is in addition to the various publications we issue from time to time in print and electronic media, which are very informative and educative keeping shippers informed of the emerging issues in the industry.

Q. A few years ago, ISCOS embarked on a mission to assist in the formation of national Shippers' Councils in the region- how successful was this mission?

The Shippers' Councils in the Member States is the work of ISCOS. But on realization that shipping has no boundary and that the state of our neighbours effectively affects us, we also helped to form Shippers' Councils in Rwanda, Burundi, South Sudan, Mozambique and Malawi. ISCOS is now working with the Union of African Shippers' Councils which is mainly West Africa based, to unite African importers and exporters into one strong continental voice.

Q. Maritime safety in the region cannot be described as one of the best following a series of recent accidents on our water bodies. Are you satisfied with the role ISCOS has played in advising Member States regarding vessel inspection requirement?

A lot of work has been put in vessel inspection and this is very crucial in keeping our people and goods safe while using water Transport. ISCOS has carried out research and its findings point to several factors including inadequate investment in the maritime industry which means available vessels are hardly sufficient to meet demand, and hence the problem of overloading.

We also realized that national authorities do not have the capacity to monitor the vast areas of our waters which means un-licensed and uninspected vessels illegally getting on the waters. Other causes are related to negligence, lack of professionalism and enough vigilance by the authorities. ISCOS' role in this has been to lobby for increased private sector investment in the Maritime sector and lobby Government for favorable policies while of course urging the Maritime Authorities to be more professional, vigilant and tighten on regulation and oversight.

Q. Shippers' ignorance on logistics and use of inappropriate INCOTERMS has led to loss of substantial amount of money in terms of revenue and increased costs of doing business in the region, how has ISCOS addressed the situation?

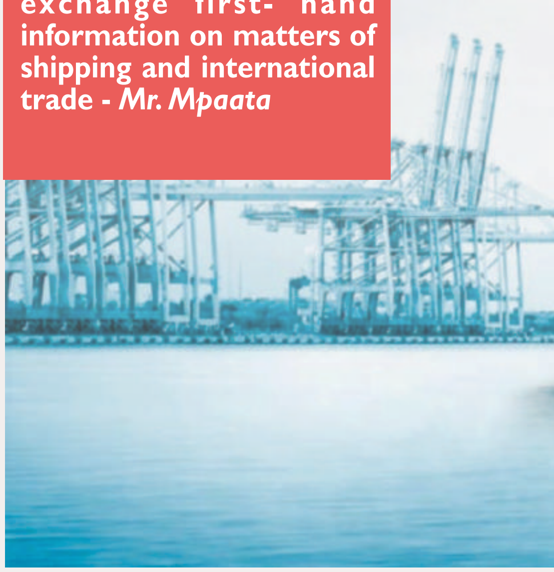
This has taken a multi-dimensional approach and has been done on a continuous basis. We have run regional and national sensitization workshops. We have also created electronic platforms where shippers can access important information and we now have e-learning platform where shippers can undertake courses which can assist them in their business lives. But apart from that, we also conduct specific tailored programmes for particular shippers whenever required.

We have made several publications on Incoterms as well. But in the very near future, we shall be running shipping and international trade related programmes on TV and other platforms to demystify shipping and assist the public learn more about their business environment and the dynamics of international trade.

Q. ISCOS recently took a bold move to domesticate Marine Cargo Insurance- What has been the impact of this initiative in the region?

The impact has and continues to be tremendous. Just look at it from what we seek to save in our economies- One billion US dollars per Annum. It is simply changing the way we look at import and export logistics, insurance and safety of our cargo, but above all, being nationalistic and having the desire to grow our economies, industries, and business segments. Localizing marine cargo insurance is to say we retain the much needed foreign currency in our economies, we boost our local insurance industry, we know who is insuring our cargo which simplifies the claim process in case of accidents, and of course widens the tax base of our economies which comes with several multiplier benefits.

> **"We run a door to door programmed visits to major importers and exporters, where we are able to obtain and exchange first- hand information on matters of shipping and international trade - *Mr. Mpaata***



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Q. Among the main bottlenecks hindering inter-state trade in Africa is the poor state of the intermodal transport infrastructure especially those linking coastal areas to land linked member states and Nontariff barriers (NTBs) to trade - How is ISCOS dealing with these situations?

ISCOS has helped regional sea and inland waterway ports, Maritime Administrations, to interface and identify common challenges and forge common solutions.

We are also embracing technology in providing continuous support to importers. We also work with partners to ensure that the flow of international trade is not disrupted by cases of piracy and other forms of maritime crime.

Simply, what ISCOS has done since its formation would not exhaustively be mentioned in a space like this.

Q. ISCOS' Strategic Plan for 2015-2020 comes to exhaustion this year- How has the Secretariat delivered on the same?

Quite satisfactorily. There is probably no institution which has been shipper based than ISCOS in the region, both in terms of mobilizing shippers into bodies and assisting them to build capacity. We have also done a lot in terms of advising on policy and practice and probably know that ISCOS is the brain behind the wave of localizing Marine Cargo Insurance now sweeping the region.

Our partnerships with the EU NAVOR force and other partners in providing security to the Western Coastline of the Indian Ocean has brought cases of Piracy to almost Zero, hence avoiding the disruption of international trade which was rampant.

We have managed to provide relief to shippers by availing a platform, the SHIPPLINC which offers instant and continuous support to them while moving cargo.

We have also built partnerships and collaborations at the continental and regional levels where many issues on policy harmonization have been addressed. In addition, ISCOS is a strong member of initiatives to improve our ports and we have also provided the much needed forums for collaborations, articulation of issue affecting the industry and resolving international related issues.

ISCOS has also carried out research and provided technical guidance on many issues pertaining international trade and shipping. I think we have exceeded expectations.

Q. Are there plans to open ISCOS membership to countries beyond the initial four founding states?

This is a very timely and relevant question. Indeed Yes. And this is what the 6th Assembly of Ministers which met in Mwanza, Tanzania in November 2019 did. In fact, we have already received interest from some regional states to join ISCOS especially with maritime issues becoming more international than national, International service providers becoming stronger and more imposing, and challenges in the maritime and shipping cutting across nations and requiring regional and international rather than national approaches. The renewed thinking and perception about the maritime industry which requires more international collaborations is also another catalyst for having a bigger regional maritime block.

Q: Are the Single Customs Territory and One Stop Border Posts initiatives in full operation within the Member States, if not what are the updates?

The Single Customs Territory and One Stop Border Posts are on a whole a very success story, despite some challenges of implementation which are expected of any new initiative especially involving various nations with different policies and practices.

The few cases not progressing well are being worked on and the most important driving force is the goodwill which Member States have in this.

Q. How does ISCOS plan to continue helping member states in interfacing with international trading partners?

Enabling the region to interface with international service providers is central in our activities. ISCOS has over the years developed strong partnerships and collaborative networks with the shipping lines, international entities in the provision of security in the Indian Ocean, overseas trading partners as well as counterpart Port Authorities overseas which handle our imports and exports.

We have structured forums where we regularly meet and deliberate matters affecting international trade such as tariffs and surcharges, security on the high seas, issues of e- commerce and internet fraud, inter-port issues and policies, quality of goods and counterfeit matters, destination and discharge practice and charges and many others. Shippers in the region can continue relying on our long built networks and expertise.

Zambia to Increase Copper Sales

Zambia seeks to increase copper sales after recording a drop of about 11% in 2019 exports resulting into a trade deficit of K516.8 million. This reversed some gains from a trade surplus of K501.1 million recorded in May 2019 indicating that the country imported more than it exported in nominal terms.

Trade account balance has a direct impact on the forex reserves and the exchange rate. Speaking during the release of the Central Statistical Office (CSO) Monthly Bulleting in Lusaka recently, CSO Acting Director Mr. Goodson Sinyenga disclosed that imports increased by 3.6 percent from K8,215.4 Million in May 2019 to K8,510.9 Million in June 2019.

> **"Since copper accounts for the largest weight proportion of traditional exports, any change in the volume and price or value has a direct bearing on the performance of the traditional exports - *Mr. Goodson Sinyenga***

Zambia runs a free market economy which is limited to no market controls.

Mr. Sinyenga attributed the trade deficit to the increase in intermediate goods imports, which increased by 41.3% from K1, 546.3 million in May 2019 to K2, 184.2 million in June.

Exports on the other hand decreased by 8.3% from K8, 716.5 million in May 2019 to K7, 994.2 million in June 2019 attributing the decrease in exports earnings from intermediate goods by 14.7%.

The Traditional Exports (TEs) - mostly copper and mining related products- earning decreased by 13% from K6, 0057.8 million in May 2019 to K5,2709 million in June 2019.

"In terms of shares in total exports, TEs recorded an average of 67.7 percent in revenue earnings between June and May 2019 while Non-Traditional Exports (NTE) earnings increased by 2.4% from K2,658.8 million in May 2019 to K2,723.3 million in June 2019.

In terms of share in total exports, NTEs recorded an average of 32.3 percent in revenue earnings between June and May 2019.

The Acting Director has further announced that the volume of refined Copper exported in June 2019 decreased by 10.8% from 73,777.9 metric tonnes in May 2019 to 65,797.2 metric tonnes.

He said the copper prices on LME market for the corresponding months decreased by 2.7% from US$ 6,028 per metric tonne in May 2019 to US$ 5,868.4 per metric tonne in June 2019.

"Since copper accounts for the largest weight proportion of traditional exports, any change in the volume and price or value has a direct bearing on the performance of the traditional exports," he said.

Copper exports are further expected to be subdued after Konkola Copper Mines – KCM shareholder, the Zambia Consolidated Copper Mines investments holding company – ZCCM IH filed for liquidation of the interest of Indian miner Vedanta.

The Zambian government has proceeded to invite new equity partners with more than Seven international companies already confirming having conducted due diligence with the intension of partnering with ZCCM IH as replacement for Vedanta.

Many Zambians still yearn for the good old days when the country experienced a short-lived boom in the prices of Copper and Cobalt, which lasted approximately five years from 2004 until 2008.

For the majority of the youthful Zambian population, the boom was their first experience of a period when the mining industry, regarded as strategic to the national economy, operated as a potential benefit and not a burden.

Until around 2004, Zambia had experienced almost 30 years during which its profound economic dependency on the mining industry came to be perceived as a major cause of its economic decline.

During this period Zambia went from being one of Africa's richest countries, with visions of becoming a "modern, developed" country—as illustrated in the work of James Ferguson—to one of the continent's poorest and most indebted countries.

The recent mining boom appeared to represent a clear break from this period, generating new and challenging questions for analysts, politicians, civil society organizations, and, most importantly, ordinary Zambians.

With the onset of the current global economic crisis, it is as yet unclear whether Zambia is any better placed to cope with wild fluctuations in Copper prices than it has proven to be in earlier periods. In a national economy dominated by a single product, the price of which is prone to drastic fluctuations, the question that has consistently arisen is how to ensure short-term profits made in the mining industry are converted into long-term benefits for Zambians themselves.

The Zambian Government has proceeded to invite new equity partners with more than 7 international companies already confirming having conducted due diligence with the intension of partnering with ZCCM IH as replacement for Vedanta.

The Container Cash Deposit Factor

Over 80% by volume of world trade is seaborne. As per UNCTAD Maritime Transport Review of 2019, this accounted for 11 billion tons, part of which was carried in an estimated 793.26 million containers measured in TEUs.

Over Two million TEUS is estimated to be handled by Dar es Salaam and Mombasa ports, which are the main gateways the Eastern, Central and Southern African Region.

About half of this is estimated to be subject to Container Deposit, especially on import containers.

Containers are valuable assets to the shipping lines, and container deposit is imposed by shipping lines as a risk diminutive measure against loss, damage, delay, abandonment and theft.

The rate ranges from USD 1000-2000 per TEU depending on the final destination and relationship between the shipping line with the importer (or Clearing and Forwarding Agent), which translates into USD 1-2 billion for the two ports per annum.

Container deposit is not only tying up capital for the importer but also increases the cost of doing business to the importer, which finally is on-passed to the ultimate consumers.

It has been a tendency for some shipping lines to delay refund of container deposit even when the container has been returned.

To an individual importing one or two containers, the amount deposited for release of such import may be seen bearable, but imagine someone importing say ten containers depositing about $20,000 is something that will affect the liquidity of such an individual. In some cases, importers may be forced to clear the cargo in bits because of the deposit demanded by shipping lines.

In order to strike a balance between the carriers and the cargo owners regarding the above mentioned dilemma (fear of losing container for shipping lines if no container deposit is made and tied up capital due to container deposit), the regional maritime organization, ISCOS, is advocating for and following up the initiatives leading to alternative means to container deposit such as container guarantee through insurance and use of a revolving fund.

Above all we need a business environment where trust and responsiveness is the norm of every individual involved in export and import.

ISCOS is working in collaboration with some insurance companies, the shipping lines, clearing and forwarding associations and VIATRA Services to ensure Container guarantee through insurance becomes a reality in the region. The use of revolving fund may be available to whoever wants to use it rather than as it is today whereby few individuals can access the facility depending on their business

ISCOS is working in collaboration with some insurance companies, the shipping lines, clearing and forwarding associations and VIATRA Services to ensure Container guarantee through insurance become a reality in the region

relationship with a shipping line.

The result of this when properly implemented is the improvement in cargo owners' cash flow, as well as reduction in administrative burden to the carrier of handling collection and refund of container deposits.

To ensure this is achieved, ISCOS, in collaboration with other key players in the industry, is continuing with efforts to enhance industrial knowledge through capacity building and sensitization workshops in order to ensure a high level of professionalism and industrial competency within all players in the supply chain. These are cargo owners, freight forwarders, haulers, warehousing operators and shipping lines. This will ensure a secured transport environment between stakeholders, especially when combined with proper legal environment.

With the advent of Smart Containers, which enhances container visibility and traceability, it is the belief that container deposits will be 'a thing of the past.' It requires trust, commitment and accountability between parties involved in the movement of containers to ensure that each plays his/her part well in returning empty containers to right place at the right time and in the right condition.

The shipping lines will be able to trace their containers in real time and be able to ascertain the positions and take appropriate action in good time. It is however ISCOS' plea that shipping lines turn all normal containers into smart containers to open up for the new era of containerized cargo visibility and traceability.

Considering the amount of cash tied up in container deposit, the governments in the region may find it necessary to put in place, policies and regulations that compel importers to return empty containers to rightful owners (shipping lines) as per commitments entered prior to the release of the containerized cargo. There should be laws and punitive measures for defaulters which build shipping lines' confidence that they will get their containers back.

PHOTO FOCUS

Eng. Isack Aloyce Kamwelwe, Chairman of the ISCOS Assembly of Ministers and Tanzania's Minister for Works, Transport and Communication (MWTC) addressing the Mwanza Meeting.

Acting Secretary Genaral, Mr. Kassim Mpaata, Dr. Leornard Chamuriho, Permanent Secretary at the Ministry of Works, Transport and Communication,Tanzania and Eng. Isack Aloyce Kamwele, Chairman of the ISCOS Assembly of Ministers and Tanzania's Minister for Works,Transport and Communications (MWTC) are all ears during the proceedings at the 6th Council of Ministers in Mwanza,Tanzania.

ISCOS Secretariat staff from left: Alex Kanyama Zulu (Director of Trade Facilitation & Policy Harmonization), Harold Kalimina (Finance Manager), Aderick Kagenzi (Program Manager-Shipping Ports & Freight Services) and Clement William Kamendu (Director of Shipping Ports and Freight Services at work during the 6th Council meeting in Mwanza, Tanzania.

Mr. Daniel Mwaura, member of the ISCOS Coordination Committee receiving a present from Dr. Chamuriho, Chairman of the Comittee.

Mr. Kassim Mpaata, Acting Seceretary General addressing ISCOS 5th Extra Ordinary meeting of Technical Committee on Finance & Administration in Mombasa. He is flanked by Mr. Daniel Mwaura, who chaired the meeting.

Eng. Isack Aloyce Kamwelwe, Chairman of the Assembly of Ministers presenting a gift to Ambassador Dan Kazungu, Kenya's High Commissioner to Tanzania during the 6th Assembly meeting held in Mwanza, Tanzania.

Mr Emmanuel Ndomba, Director General TASAC receiving a present from Dr. Chamuriho, Chairman ISCOS Coordination Committee during the Assembly in Mwanza, Tanzania.

Delegation from Walvis Bay Corridor on a benchmarking mission at ISCOS Secretariat in Mombasa, Kenya.

Mr. Juma Tellah the Chief Executive Officer of Kenya Ships Agents Association addresses ISCOS' 3rd Technical Committee meeting on Shipping, Maritime Affairs and Trade Facilitation in Mombasa.

Eng. Isack Aloyce Kamwele, Chairman of the ISCOS Assembly of Ministers and Tanzania's Minister for Works, Transport and Communication (MWTC) presents Ambassador Benson Keith Chale, Zambia's High Commissioner to Tanzania with a gift at the Mwanza meeting.

Delegation from the Ministry of Foreign Affairs, Zambia visit ISCOS Secretariat in Mombasa, Kenya.

Delegates pose for a group photo during the 12th meeting of the Technical Committee on Finance and Administration held in October 2019 at Mt. Meru Hotel in Arusha Tanzania.

Port of Mombasa Surpasses Cargo Handling Target

This performance is attributable to an increased number of Standard Gauge Railway daily cargo trains between Mombasa and Nairobi.

Port of Mombasa has so far recorded container traffic of 1.4 million twenty-foot equivalent units (TEUs) in 2019, which is the best performance ever, surpassing a target of 1.35 million TEUs that had been set at the beginning of the year.

Mr. Daniel Manduku, Managing Director of Kenya Ports Authority said while briefing journalists at the port recently that the 1.4 million TEUs represented a growth of 7.3 percent over last year's 1.304 million TEUs.

Mr. Manduku said that the performance was boosted by unprecedented growth in both transit and transshipment business. He said: "between January and November 2019, the port had handled a total of 31.479 million tons of cargo compared to 28.550 million tons handled over the same period in 2018. Indicating that the port will attain over 34 million tons by the close of the year."

He added that cargo throughput at the Inland Container Terminal in Nairobi grew by 61.1 percent from 257,972 TEUs as of December 2018 to 415,650 TEUs by end of December 2019.

This performance, he said, is attributable to an increased number of Standard Gauge Railway daily cargo trains between Mombasa and Nairobi where an average of 10 trains leave daily for the Inland Container Terminal in Nairobi. In 2019, the ship waiting time also reduced from 0.47 days in 2018 to 0.27 days currently, while ship turnaround time at present is at 3.4 days for all vessels.

Kenya's largest Port of Mombasa handles cargo for Eastern and Central African regions, which include Uganda, Northern Tanzania, South Sudan, Rwanda, Burundi and Eastern Democratic Republic of Congo. In 2018, the Port of Mombasa experienced a 9.8 per cent container traffic growth registering 1,306,283 twenty foot equivalent units – an inexact unit of cargo capacity often used to describe the capacity of container ships and container terminals. – during the period January – December 2018 against 1,189, 957 TEUs handled in the same period in 2017. In total cargo throughput, the Port recorded 1.4 per cent growth in the year 2018 compared to the previous year.

The total cargo volume through the Port of Mombasa therefore was 30,759,854 tons in the period January to December 2018 against 30,344,370 tons recorded in the corresponding period, which translates to an increment of 415,484 tons. Dry bulk goods, which include grains, clinker, fertilizer and coal, recorded a slight growth of 0.2 percent. However, Liquid Bulk and Conventional cargo declined to 7,799,810 deadweight tonnage (DWT) from 8,259,365 and from 2,135,656 tons to 1,814,969 respectively during the period under review.

The drop in Liquid Bulk was mainly attributed to a decline in the importation of refined petroleum

"Between January and November 2019, the port had handled a total of 31.479 million tons of cargo compared to 28.550 million tons handled over the same period in 2018, indicating that the port will attain over 34 million tons by the close of the year - *Mr. Manduku*

products and vegetable oils. Similarly, the decline in conventional cargo was attributed to the decrease in importation of vehicles and Iron and Steel products during the year under review.

Meanwhile KPA's efforts in transshipment continued to post positive results with the end of the year results showing a growth of 38,616 TEUs after 119,819 TEUs were handled in 2018 compared to the 81,203 TEUs handled in the previous year.

This positive trajectory, according to KPA sources, has been bolstered by a number of projects that the Authority has undertaken to ensure the port's competitiveness is maintained.

Key among them is the construction of the Standard Gauge Railway connecting the Inland Container Depot Nairobi with the port. Over 190,000 TEUs have been moved to the ICD via the railtainer, greatly increasing the port's fluidity. Recently, the port completed the second phase of the SGR within the port, which has facilitated movement of bulk and loose cargo to the ICD.

China Tops ISCOS States Trading Partners

By George Sunguh

For years, China has been one of Kenya's top trading partners and a major source of foreign direct investment. In 2018, China's non-financial direct investment in Kenya witnessed double-fold increase to about USD520 million.

China has steadily grown to be ISCOS member states' number one trading partner with the four countries namely Kenya, Uganda, Tanzania and Zambia collectively sourcing merchandise worth a total of US$ 6.6 billion in 2018.

Kenya led the foray spending US$ 3,661,016,788 in imports from China followed by Tanzania at US$ 1,770,516,491 then Zambia at US$ 1,290,682,664 with Uganda closing at US$ 1,184,441,652

Co-operation between China and Kenya has been greatly boosted with the recent construction of the Standard Gauge Rail (SGR) between the port city of Mombasa to Nairobi and beyond. Other projects by the Chinese side include laying of high-speed internet connectivity by Huawei and industrial upgrading.

For years, China has been one of Kenya's top trading partners and a major source of foreign direct investment. In 2018, China's non-financial direct investment in Kenya witnessed double-fold increase to about USD520 million.

Today, more than 400 Chinese businesses operate in Kenya, creating nearly 130,000 jobs for the local people.

Tanzania has equally enjoyed cordial trade and diplomatic relationship with China since attaining independence in 1961.

Chinese Foreign Direct Investment (FDI) in Africa at the end of 2014 was US$ 24.5 billion representing 14% of China's total FDI in that year, according to the World Resources Institute (WRI) . Tanzania accounted for 16.3% China's FDI to Africa with US$ 4 billion same year.

Zambia was recently named one of China's main partner countries in Africa after their bilateral trade reached an average of US$ 4 billion in the recent years from approximately US$ 100 million in 2000.

Continued to Page26...

Kiange - ISCOS New Secretary General

Mr. Kiange takes up the executive leadership of ISCOS with effect from January 2020. He comes to the region's major Maritime body with over 24 years of experience in Trade Logistics, Shipping, Port Operations, and Medium and Top Management of the Maritime and Trade Logistics Sectors

Mr. Daniel Mwanza Kiange, a former Manager with Kenya Trade Network Agency (KenTrade) has been appointed ISCOS Secretary General by the 6th Council of Ministers that met in Mwanza,Tanzania in November, 2019.

The announcement was made in a joint communique after the 6th meeting of the ISCOS Assembly the of Ministers held at Malaika Beach Resort in Mwanza, Tanzania. The Communiqué stated in part that:

"The Assembly of Ministers received and considered the report of the 2nd Extra Ordinary meeting of the Coordination Committee on recruitment of ISCOS Secretary General from the Republic of Kenya.

The assembly was satisfied with the procedure on the recruitment and the profiles of the selected three candidates and therefore appointed Mr Daniel Mwanza Kiange who ranked first to the position of Secretary General.

He takes up the executive leadership of ISCOS with effect from January 2020. He comes to the region's major maritime body with over 24 years of experience in Trade Logistics, Shipping, Port Operations, and Medium and Top Management of the Maritime and Trade Logistics Sectors.

With a combination of hands on experience from the private and public sector, Mr. Kiange possesses vast knowledge and expertise in the development and implementation of Systems, Strategies and Polices.

He has played key roles in the development and implementation of various Trade facilitation platforms and Systems in the region.

At the same time he has been part of several national, regional and international undertakings and initiatives on trade facilitation and investment, policy harmonization and strategic planning.

He is equally well versed in management of sea ports and their extensions, development as well as implementation of Key Performance Indicators (KPIs) in the maritime sector; regional economic integration and policy harmonization, as well as improvements in performance of Trade corridors of the region, among others.

He has also played key roles in the understudying and automation of various shipping and trade logistics process and platforms in the region.

Mr. Kiange is a holder of a Masters of Business Administration (MBA) from the University of Nairobi and a Certified Internal Systems Auditor (CISA) from the Institute of information Systems Audit and Control Association (ISACA).

He also holds a Prince 2 Practitioner Certificate in Project Management from APMG International Axelos, a Senior Management Certificate from the Kenya School of Government and Strategic Leadership Development Program (SLDP) from the same institution, and a Diploma in Port Operations from the ICSP in addition to several other academic and professional qualifications.

Mr. Kiange takes up the executive leadership of ISCOS, from Mr. Kassim Mpaata, who held the position for over two years in acting capacity, with effect from January 2020.

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At the same time Uganda has held several Chinese investment forums with the aim of persuading the Asian country that it is among the best investment destinations in Africa.

Three of the member states, except Zambia had China at the number one position of the top 10 list of main import sources. Zambia's lead import source was South Africa followed by Democratic Republic of Congo with China coming number three.

All three had India as the second most popular import source, but coming at the fifth position for Zambia. All spent a combined total of US$ 4,311,616,221.

Kenya again was in the lead with US$ 1,828,918,058 followed closely with Tanzania at US$ 1,770,516,491 Zambia at US$ 1,290,682,664 with Uganda importing goods worth US$ 1,184,441,652. Zambia second sources was DR Congo with US$ 1,393,726,015.

Saudi Arabia was the third popular source for Kenya (US$ 1,705,025,700 while United Arab Emirates was the same for Tanzania US$875,816,342 and Uganda US$ 784,057,016.

South Africa is the only African nation appearing on the top 10 list of the four countries' import list earning a total of US$ 4, 117,089,812 from the ISCOS states. Zambia topped the chart here with a total import worth US$ 2,726,786,420. Kenya followed with US$ 639,087,458 Tanzania came third at 439,336,858 while Uganda imported goods worth US$ 311,879,076.

The principal import commodity for the states was oil and mineral fuels, industrial machinery and motor vehicle parts.

Other commodities include, Electrical Machinery, Iron & Steel, Cereals, Plastics, Fats & Oils and Pharmaceuticals, nuclear reactors Furniture, lighting signs, prefabricated buildings etc.

In terms of exports, ISCOS member states have diverse destinations unlike import sources which are by and large common.

Kenya's number one export destination in 2018 was Uganda where she sold commodities worth US$ 610, 808, 866 followed by Pakistan where exports worth US$ 586, 233, 005 were landed. The third major export destination was United States which imported goods totaling US$ 293,696,392.

Tanzania on the other hand exported commodities worth US$ 685, 629, 218 to Rwanda placing the Central African nation firmly at the first position of its top 10 export destinations. Second position was Kenya which received goods worth US$ 338, 826,549 followed by DR Congo at the third spot with US$ 310,996 039.

Zambia sold goods worth US$ 3, 809,163,280 to Switzerland making the European Nation its lead export destination. The second spot was held by China which accepted goods worth US$ 1, 307,809, 580 with DR Congo coming third with US$ 863, 741,412.

As for Uganda, Kenya took the top spot after buying goods worth US$ 580, 152, 351. Second place went to United Arab Emirates which purchased goods worth US$ 562, 396, 731 with South Sudan holding third position with goods worth US$ 355, 751,968.

It's equally important to know how the ISCOS states traded between themselves.

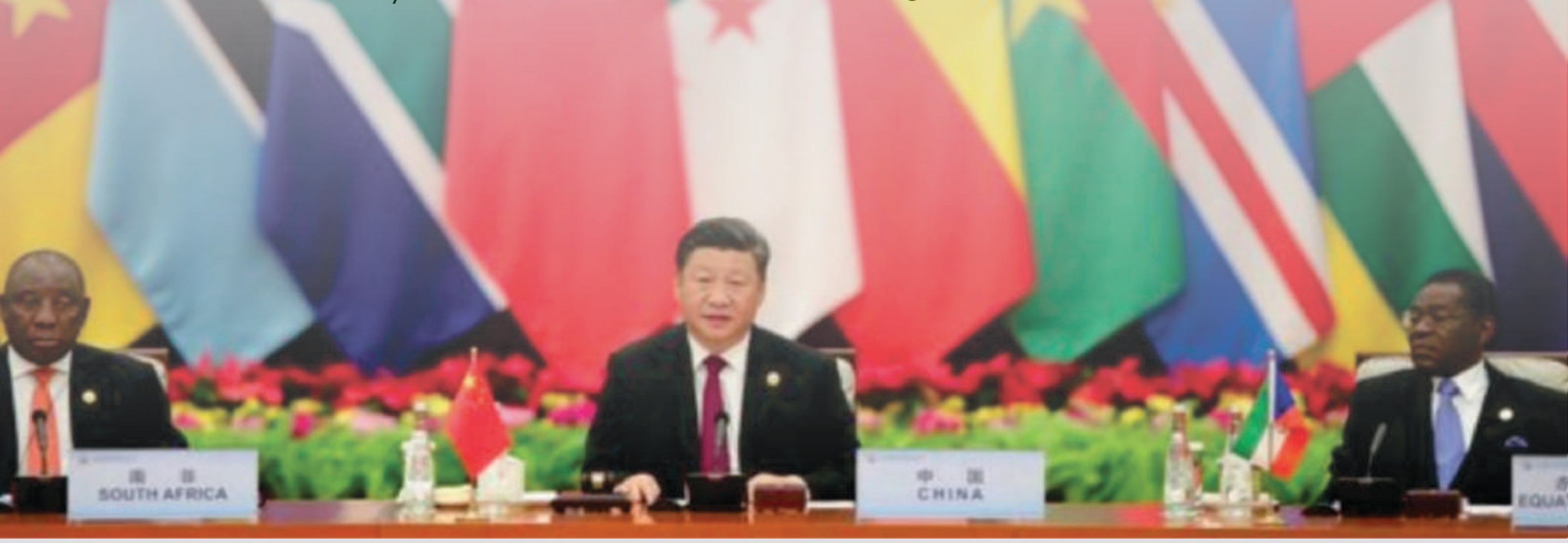
Kenya traded with all its ISCOS partners selling Tanzania goods worth US$ 293, 696, 392. Kenya Exports to Zambia was US$52.22 Million during 2018, according to the United Nations COMTRADE database on international trade.

Tanzania, besides Kenya among its top three export destinations also traded with Zambia exporting commodities worth US$ 266, 894, 431 and Uganda where she sold goods worth US$ 194, 424,687.

In 2018, Uganda exported goods to the value of US$1.6 billion to the rest of Africa. Intra-Africa exports account for 52% of Uganda's total exports having Kenya as its number one export destination sold goods worth US$ 66, 279,266 to Tanzania.

Uganda mainly exports agricultural commodities to the rest of Africa, including tea, coffee, maize, legumes, sugar and tobacco. The only exception is cement. The top 10 intra-Africa export products account for 46% of Uganda's total exports to other African countries.

Zambia exports to Kenya was US$60.08 Million during 2018, she exported to Uganda goods worth US$6.79 Million and exported to Tanzania commodities to the tune of US$84.83 Million during the same year, according to the United Nations COMTRADE database on international trade.



KENYA: Trade Statistics

TOTAL TRADE	
Total Exports [2018]	$6,050,420,682
Total Imports [2018]	$17,376,721,272
Trade Balance [2018]	[$11,326,300,590]
Exports of goods & services [% of GDP]	13.18%
Imports of goods & services [% of GDP]	23.01%

Exporter Rank: 89 **Importer Rank: 83** **Trade Balance Rank: 85**

TOP 10 IMPORT COUNTRIES

Country	Import USD$
China	$3,661,016,788
India	$1,828,918,058
Saudi Arabia	$1,705,025,700
United Arab Emirates	$1,445,384,394
Japan	$985,508,438
South Africa	$639,087,438
Uganda	$528,037,887
United states	$488,057,912
Germany	$460,055,037
Indonesia	$455,171,872

TOP 10 IMPORT GOODS

HS Code	Import USD$
[27] Oil & Mineral Fuels	$3,391,510,496
[84] Industrial Machinery	$1,665,765,069
[87[Motor Vehicles & Parts	$1,228,148,328
[85] Electrical Machinery	$1,206,014,901
[72] Iron & Steel	$860,532,111
[10] Cereals	$843,242,342
[39] Plastics	$769,488,180
[15] Fats & Oils	$567,781,138
[30] Pharmaceuticals	$558,596,712
[48] Paper	$423,102,931

SOURCE: UN COMTRADE

TANZANIA: Trade Statistics

TOTAL TRADE	
Total Exports [2018]	$3,669,212,413
Total Imports [2018]	$8,553,677,024
Trade Balance [2018]	[$4,884,464,586]
Exports of goods & services [% of GDP]	15.14%
Imports of goods & services [% of GDP]	17.1%

Exporter Rank: 89 **Importer Rank: 83** **Trade Balance Rank: 85**

TOP 10 IMPORT COUNTRIES

Country	Import USD$
China	$1,770,516,491
India	$1,223,169,573
United Arab Emirates	$875,816,342
Saudi Arabia	$570,798,479
South Africa	$439,336,858
Japan	$399,904,139
Kenya	$248,670,132
United states	$238,930,879
Germany	$221,220,273
Turkey	$171,642,953

TOP 10 IMPORT GOODS

HS Code	Import USD$
[27] Oil & Mineral Fuels	$1,781,536,487
[84] Industrial Machinery	$1,005,699,457
[87[Motor Vehicles & Parts	$829,747,277
[85] Electrical Machinery	$509,644,006
[39] Plastics	$491,061,219
[72] Iron & Steel	$427,882,669
[73] Iron & Steel Articles	$304,840,198
[38] Pharmaceuticals	$281,828,433
[38] Chemical Products	$248,806,035
[10] Fats & Oils	$238,072,273

SOURCE: UN COMTRADE

UGANDA: Trade Statistics

TOTAL TRADE	
Total Exports [2018]	$3,087,363,576
Total Imports [2018]	$6,729,436,499
Trade Balance [2018]	[$3,642,072,929]
Exports of goods & services [% of GDP]	19.47%
Imports of goods & services [% of GDP]	28.32%

Exporter Rank: 92 **Importer Rank: 90** **Trade Balance Rank: 74**

TOP 10 IMPORT COUNTRIES

Country	Import USD$
China	$1,184,441,652
India	$816,945,237
United Arab Emirates	$784,057,016
Saudi Arabia	$605,313,215
Kenya	$515,852,992
Japan	$316,895,598
South Africa	$311,879,076
Tanzania	$258,758,550
Indonesia	$210,451,093
Germany	$121,994,853

TOP 10 IMPORT GOODS

HS Code	Import USD$
[27] Oil & Mineral Fuels	$1,318,769,613
[84] Industrial Machinery	$535,906,783
[87[Motor Vehicles & Parts	$508,595,680
[85] Electrical Machinery	$411,521,613
[39] Plastics	$386,503,610
[72] Iron & Steel	$369,384,063
[71] Precious Stones & Metals	$335,512,789
[30] Pharmaceuticals	$281,158,979
[15] Fats & Oils	$248,425,876
[10] Cereals	$236,357,407

SOURCE: UN COMTRADE

ZAMBIA: Trade Statistics

TOTAL TRADE	
Total Exports [2018]	$9,052,164,774
Total Imports [2018]	$9,461,739,088
Trade Balance [2018]	[$409,574,314]
Exports of goods & services [% of GDP]	37.42%
Imports of goods & services [% of GDP]	38.24%

Exporter Rank: 71 **Importer Rank: 79** **Trade Balance Rank: 42**

TOP 10 IMPORT COUNTRIES

Country	Import USD$
South Africa	$2,726,786,420
Democratic Republic of Congo	$1,393,726,015
China	$1,290,682,664
United Arab Emirates	$595,662,737
India	$442,583,353
Kuwait	$440,434,928
Mauritius	$206,028,832
United States	$194,705,981
United Kingdom	$185,465,744
Tanzania	$180,752,501

TOP 10 IMPORT GOODS

HS Code	Import USD$
[84] Industrial Machinery	$1,389,830,882
[27] Oil & Mineral Fuels	$1,339,757,364
[26] Ores	$1,271,424,906
[87] Motor Vehicle & Parts	$803,435,214
[31] Fertilizers	$431,435,998
[73] Iron & Steel Articles	$359,929,956
[39] Plastics	$316,471,178
[30] Pharmaceuticals	$269,889,994
[38] Chemical Products	$225,032,580

SOURCE: UN COMTRADE

Acceler Global Logistics Ltd
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Alpha Impex Logistics International Ltd
(+254) 722 588391

Aeromarine Capital Group Kenya
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Aircom Cargo Logistics (K) Ltd
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Bixo Digital Logistics
(+254) 721 967378

Bora Freighters Ltd
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Bollore Africa Logistics Kenya Ltd
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Bonfide Clearing & Forwarding
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Camdel Cargo Logistics Kenya Ltd
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Cellwell Ltd
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Cynkey Ltd
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Consolbase Limited
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Dejas Enterprises Ltd
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Enron East Africa Limited
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Eri - Kenya Ltd
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Tacfo Forwarders
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Wamco Holding Clearing & Forwarding
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Addit Clearing And Forwarding
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NAC 2000 Corporation Limited
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Sea Wing Cargo
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Southern Africa Cargo Consolidators
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UTI
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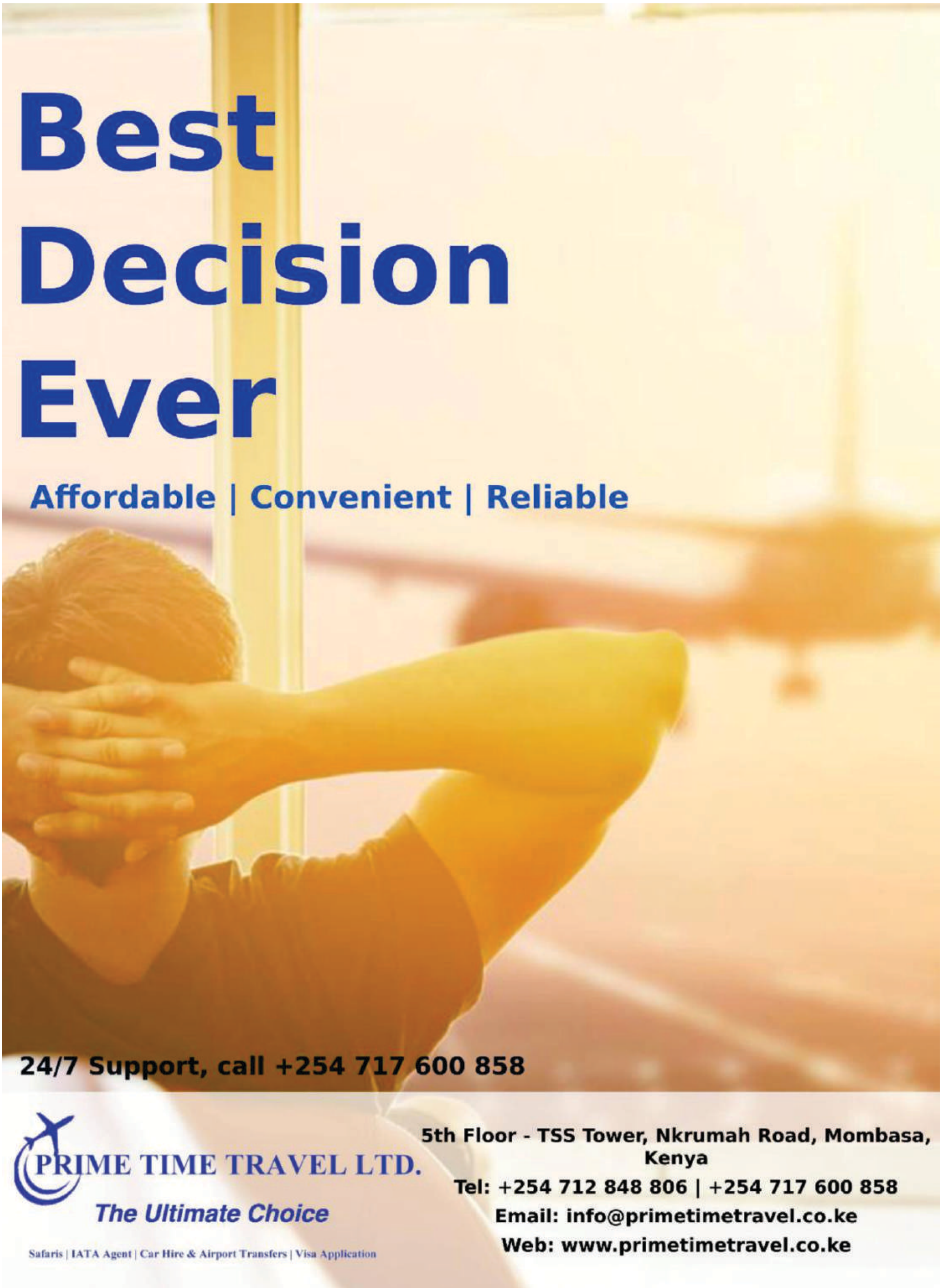
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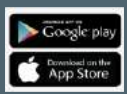
10 EASY STEPS TO NAVIGATE THE SHIPPLINC APP

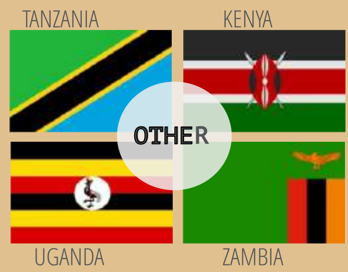
1 Download **SHIPPLINC** Mobile Application



2 Choose Language

- ENGLISH
- KISWAHILI

3 Select **Country**



4 Issue Being **Reported**

- Being Delayed
- Corruption
- Detention/Surcharges
- Breakdown
- Attacks/Theft
- Give Compliment
- Other

5 Select **Institution** being REPORTED

- Customs
- Police
- Transporters

(Ship, Road, Rail)

- OGAs &
- Others

6 LOCATION of Issue Being **Reported**

- Weighbridge
- Border Post
- Port
- City/Town
- Other

7 Give a Short **Description** of INCIDENT & SEND

8 ISCOS **Acknowledges** Receipt of the Report

9 ISCOS forwards the report to Concerned Institution for RESOLUTION

10 ISCOS Receives **FEEDBACK from Institution**

1. Issue RESOLVED
2. Issue ESCALATED

Client INFORMED of STATUS & Wayforward