



UTILIZING TECHNOLOGY FOR EFFICIENT TRANSIT TRANSPORTATION IN EAST AFRICA

PRESENTATION BY:

WANJA GETAMBU-KIRAGU

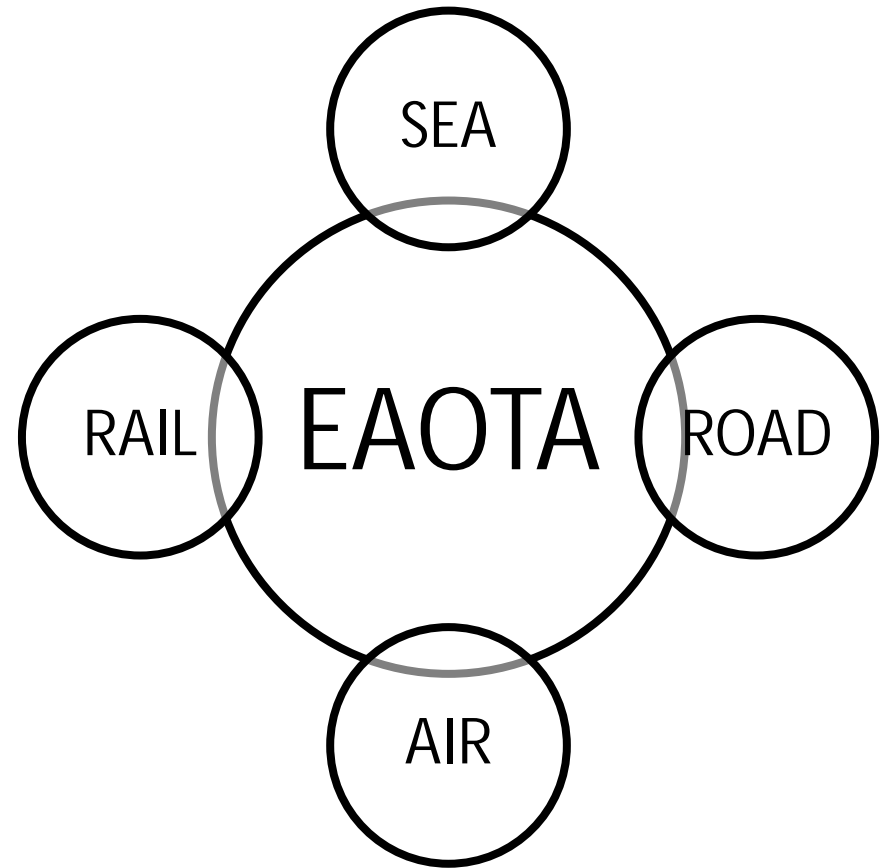
OPERATIONS DIRECTOR

29th October 2015

13th Intermodal Africa Conference

www.eaotransport.com

- East African Online Transport Agency Ltd facilitates movement of cargo in the region by providing cargo owners/agents access to AVAILABLE transport where they need it when they need it.



We are multimodal!!

CONTAINER TRANSPORT - MODES



SEA (AND INLAND WATERWAYS)

Largest carrying capacity
(translates to lower cost per unit)



RAIL

Largest carrying capacity ON LAND
(Lower cost per unit)



ROAD

Faster than Sea . Highest level of access
(roads are everywhere – almost)

TRANSPORTING CONTAINERS IN E.AFRICA



~~SEA (AND INLAND WATERWAYS)~~

Largest carrying capacity
(translates to lower cost per unit)



~~RAIL~~

~~Largest carrying capacity ON LAND
(Lower cost per unit)~~

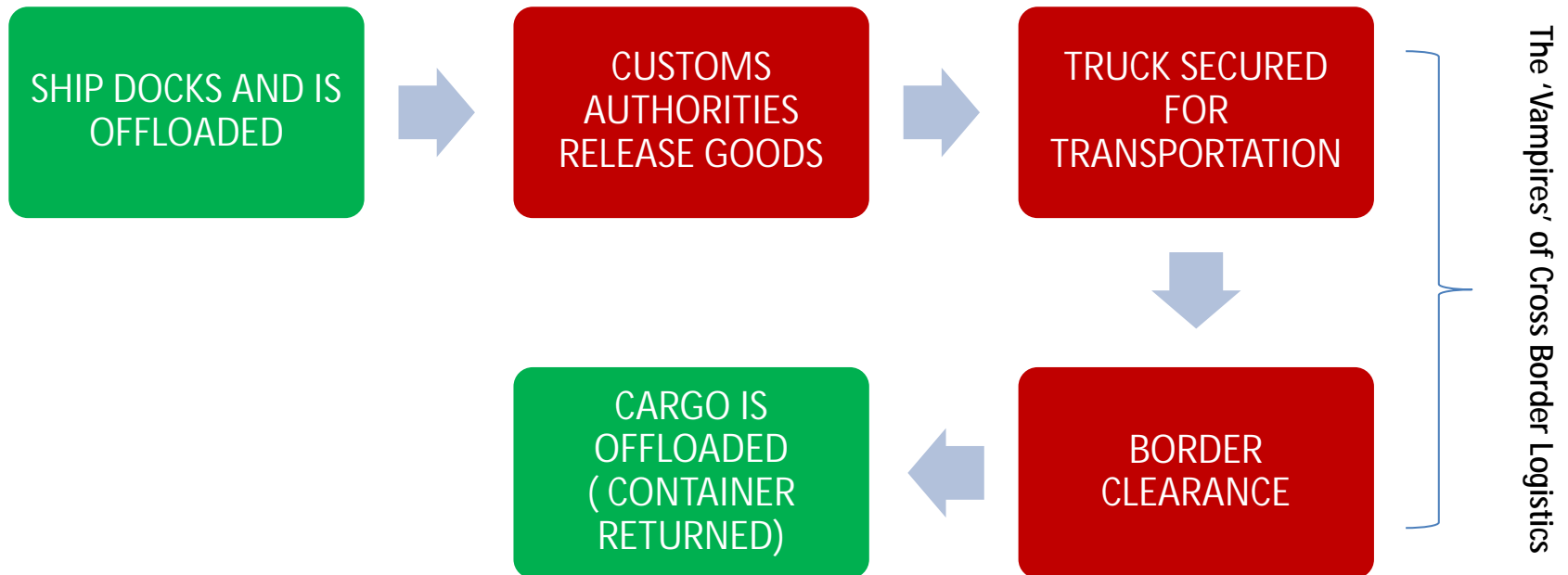


ROAD

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Railway accounts for about 4% - 6% of cargo evacuated from the Mombasa port while at the Dar-es-Salaam port is estimated to be at 5%. (Shippers Council of Eastern Africa 2013 Logistics Performance Survey)

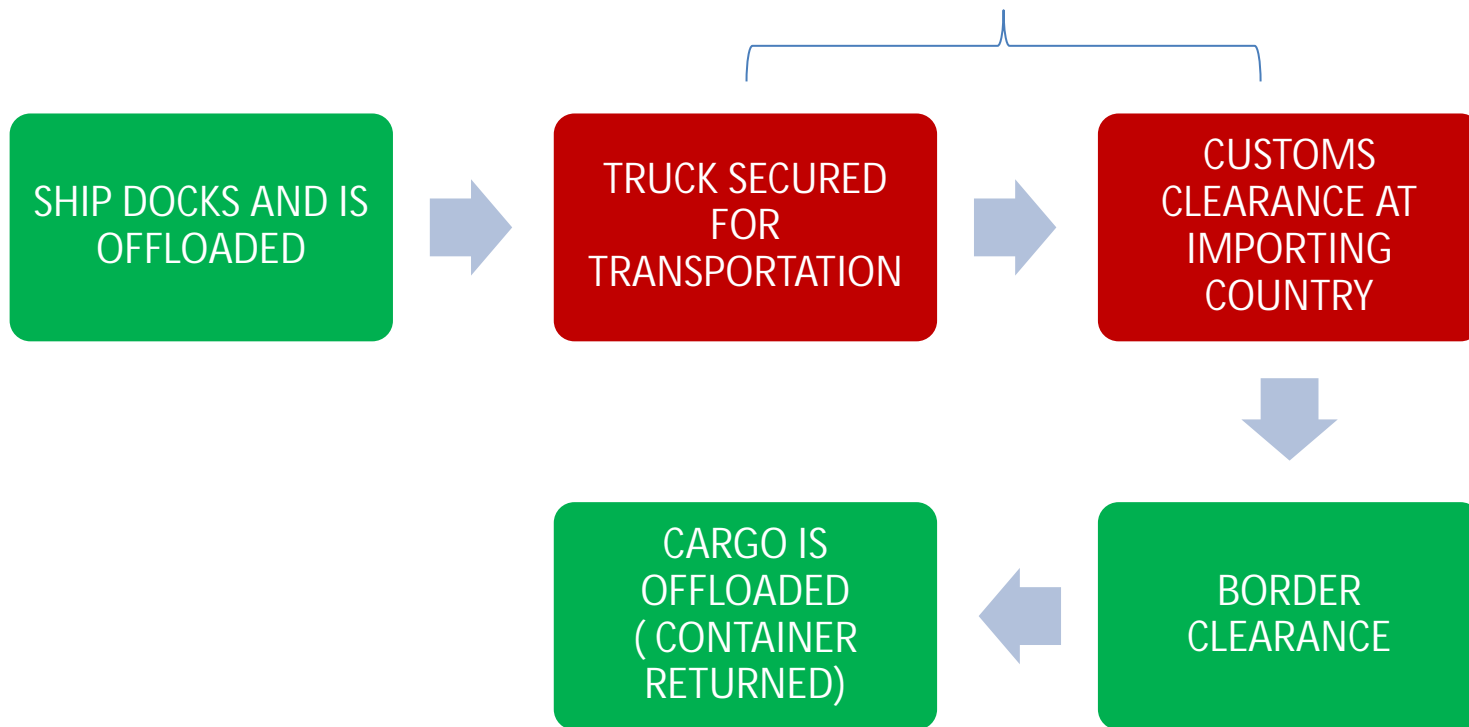
GOODS IN TRANSIT – AN EAST AFRICAN SCENARIO



IS THIS BEST PRACTICE?

GOODS IN TRANSIT – AN EAST AFRICAN SINGLE CUSTOMS TERRITORY (SCT) SCENARIO

The 'Vampires' of Cross Border Logistics



TRUCKS SECURED FOR TRANSPORTATION



The Right
Truck

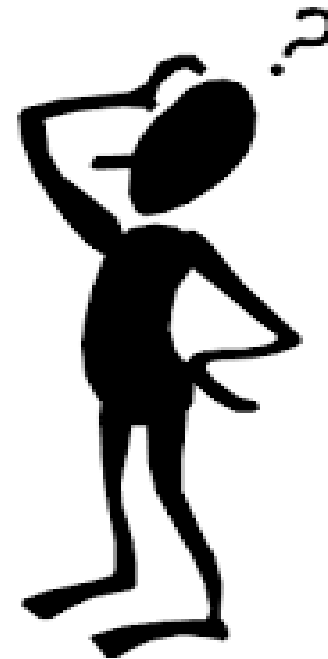


The Right
Location



The Right
Time

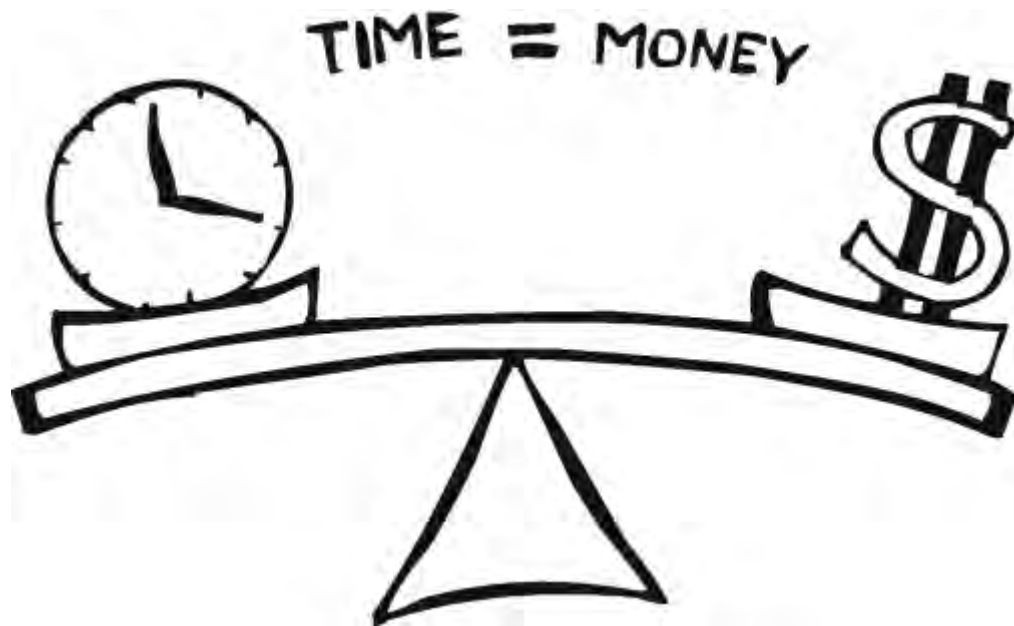
Demurrage
Charges



Delays to
Client

Detention
Charges

TRUCKS SECURED FOR TRANSPORTATION – EFFECT OF BORDER DELAYS AND LACK OF RETURN CARGO



*Kenyan trucks
averaging
~60,000
Kms/Truck/Year
against world
benchmark of
150,000
Kms/Truck/Year*

TRANSPORT TOO COSTLY FOR AFRICA TO BE COMPETITIVE !!

Transport Costs in Kenya – **40%**
of Cost of Goods

Landlocked Countries – **60% - 70%**
of Cost of Goods

Transport Costs in Western
Countries – 4-7% of Cost of
Goods

COOPERATION IS KEY

TRUCKS SECURED FOR TRANSPORTATION



- Bridging the Information Gap
- Enhancing Accessibility
- Enhancing Service Quality

{ Ease of Securing Transport for Transit Cargo }

BORDER CLEARANCE



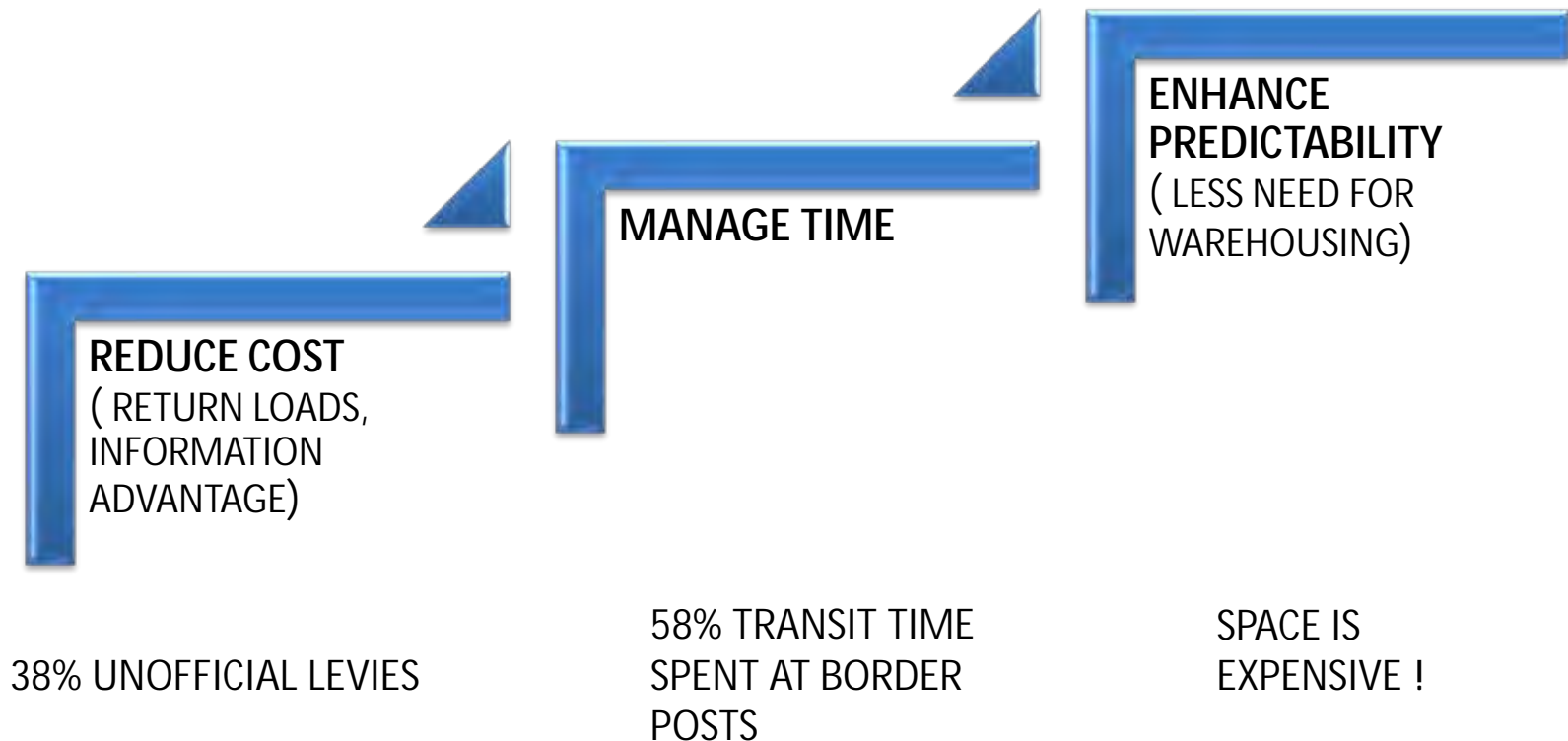
- Bridging the Information Gap
- Innovative approaches e.g. Single Customs Territory (SCT)
- Utilization of Carnets (e.g. TIR Carnet)

{ Ease of Cross Border Movement of Transit Cargo }

ROLE OF TECHNOLOGY :-



ENHANCE ACCESS TO INFORMATION !!



OUR ROLE – EAST AFRICAN ONLINE TRANSPORT AGENCY LTD

- Providing on time access to transportation.
 - Bridging the information gap (return cargo, customs requirements and procedures) .
 - Inspiring professional transport services (driver , truck and truck owner owner) .
- ü *Register to become a cargo owner or transporter with us at www.eaotransport.com*
 - ü *Upload your cargo – Let the truck find you!*
 - ü *Update your truck location – Let the cargo find you!*



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