



16TH INTERMODAL AFRICA 2016 EXHIBITION AND CONFERENCE

AN INCLUSIVE AND INNOVATIVE APPROACH TO EFFICIENCY AND COST REDUCTION IN ROAD TRANSPORT

A ROLE FOR GOVERNMENT AND PRIVATE SECTOR

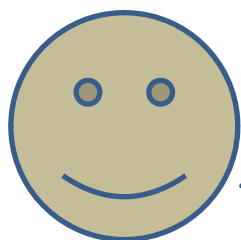
18TH NOVEMBER 2016

MOMBASA, KENYA

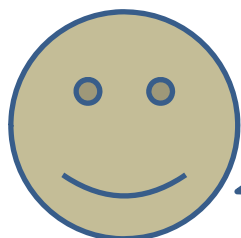
PRESENTATION BY:
WANJA GETAMBU-KIRAGU
DIRECTOR - OPERATIONS

THE BEGINNING....

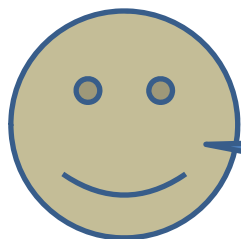
**Friend in the
C&F Profession**



Finding
trucks for my
cargo is so
hard.



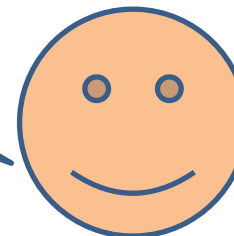
How about you
find me trucks
when I need
some and I'll
pay you.



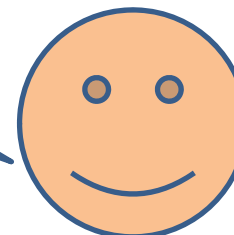
Hey Sofia!
I need a
truck now.

Sofia

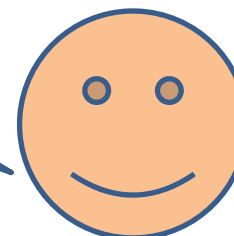
Really?



Sure!



Ok!





THERE MUST BE AN EASIER WAY !!

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.



The Right
Truck



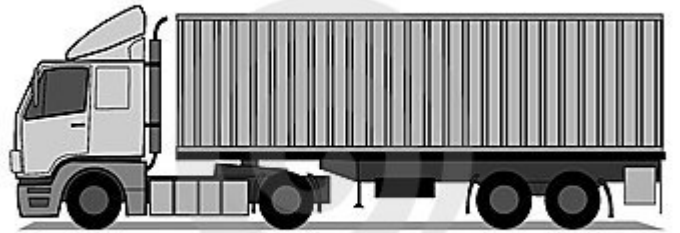
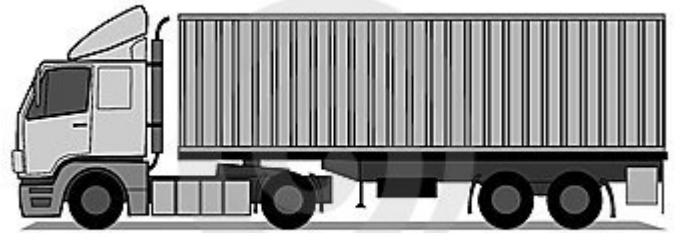
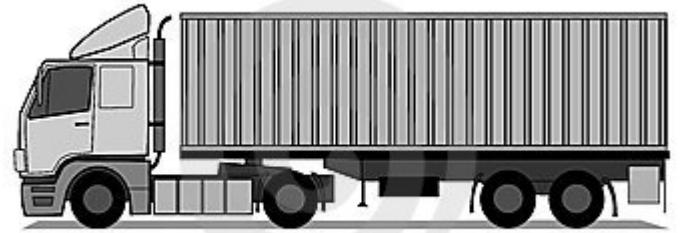
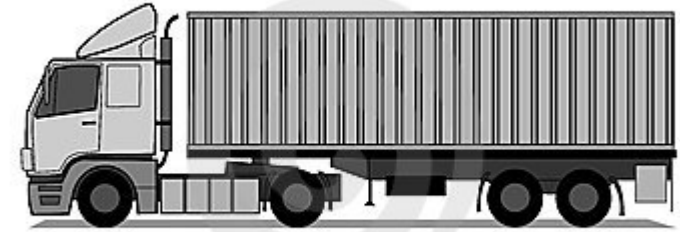
The Right
Location



The Right
Time

THE TRUCK FINDS THE CARGO!

The cargo can be anywhere in the region including as far as South Africa.



©.com

©

©

©

©.com

ACHIEVEMENTS TO DATE....

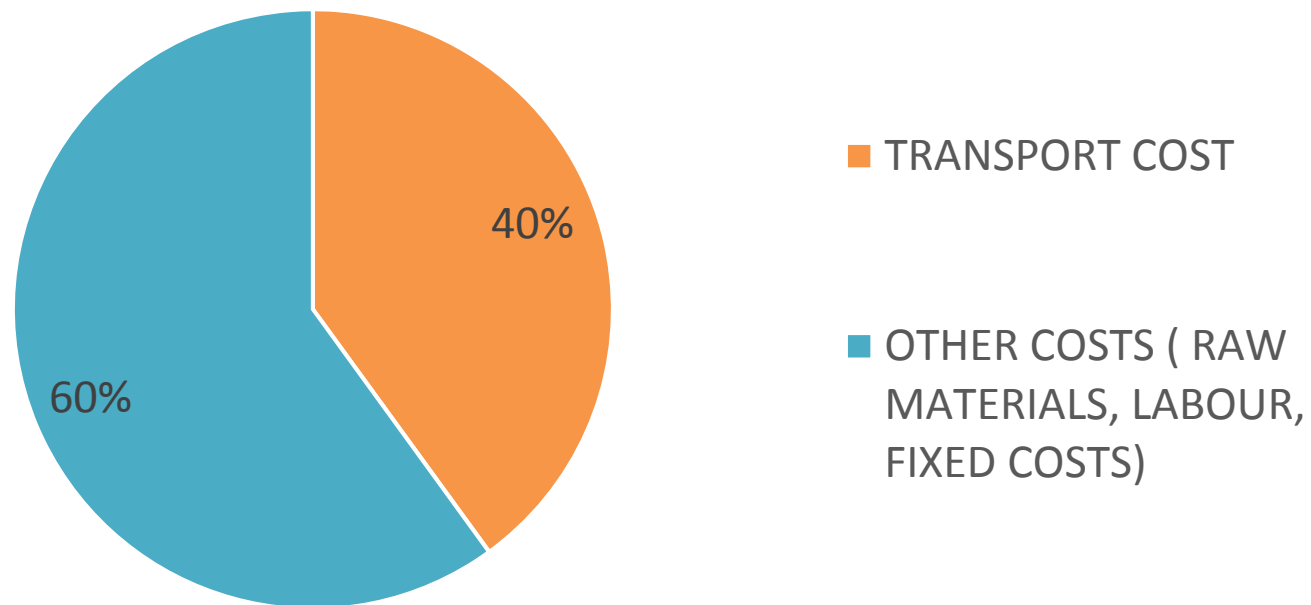
- ✓ 580 trucks on the platform including Kenyan, Rwandese, Ugandan, Tanzanian and Burundian trucks.
- ✓ Linkage of empty return trucks to back haul.
- ✓ Achieved rate reduction for a client from USD 3950 in 2014 to USD 3150 in November, 2016.
- ✓ Increased turnover by over 500% between 2015 and November 2016.

A ROLE FOR GOVERNMENT AND PRIVATE SECTOR

COST OF TRANSPORT

- World bank reports transportation in East Africa as a significant portion of the cost of goods.
- In Kenya, as high as 40% of the cost of goods.
- In the hinterland countries, as high as 70% of the cost of goods.

COST OF GOODS IN KENYA



CURRENT CHALLENGES

CARGO ARRIVES

Pre-clearance on course but not fully actualized.
Slow communication on systems affecting speed of clearance and cargo evacuation.

Transit goods clearance inefficient (time consuming and costly i.e. transit bonds).

LOAD THE TRUCK

Truck turnaround time at the Port is significantly long at an average of 6 hours.

TRANSPORT CARGO

Truck release from Port is slow with multiple agencies involved.

Customs clearance at border points very time consuming taking as long as 5 days.

OFFLOAD THE TRUCK

Shipper is ill equipped on offloading equipment slowing the offloading process.

Shipper has no space to offload truck as order was made anticipating delays in delivery.

ACHIEVING REGIONAL COMPETITIVENESS

REDUCED COSTS , INCREASED REVENUE!

TIR

Port Authorities

- Minimize need for space by the Port by **immediately transiting** transit goods. (less congestion, less need for expensive space).

Revenue Authorities

- Minimize loss of revenue by reducing risk of transit cargo diverting to local market.
- Support for an AEO accredited transport chain.

Importers & Exporters

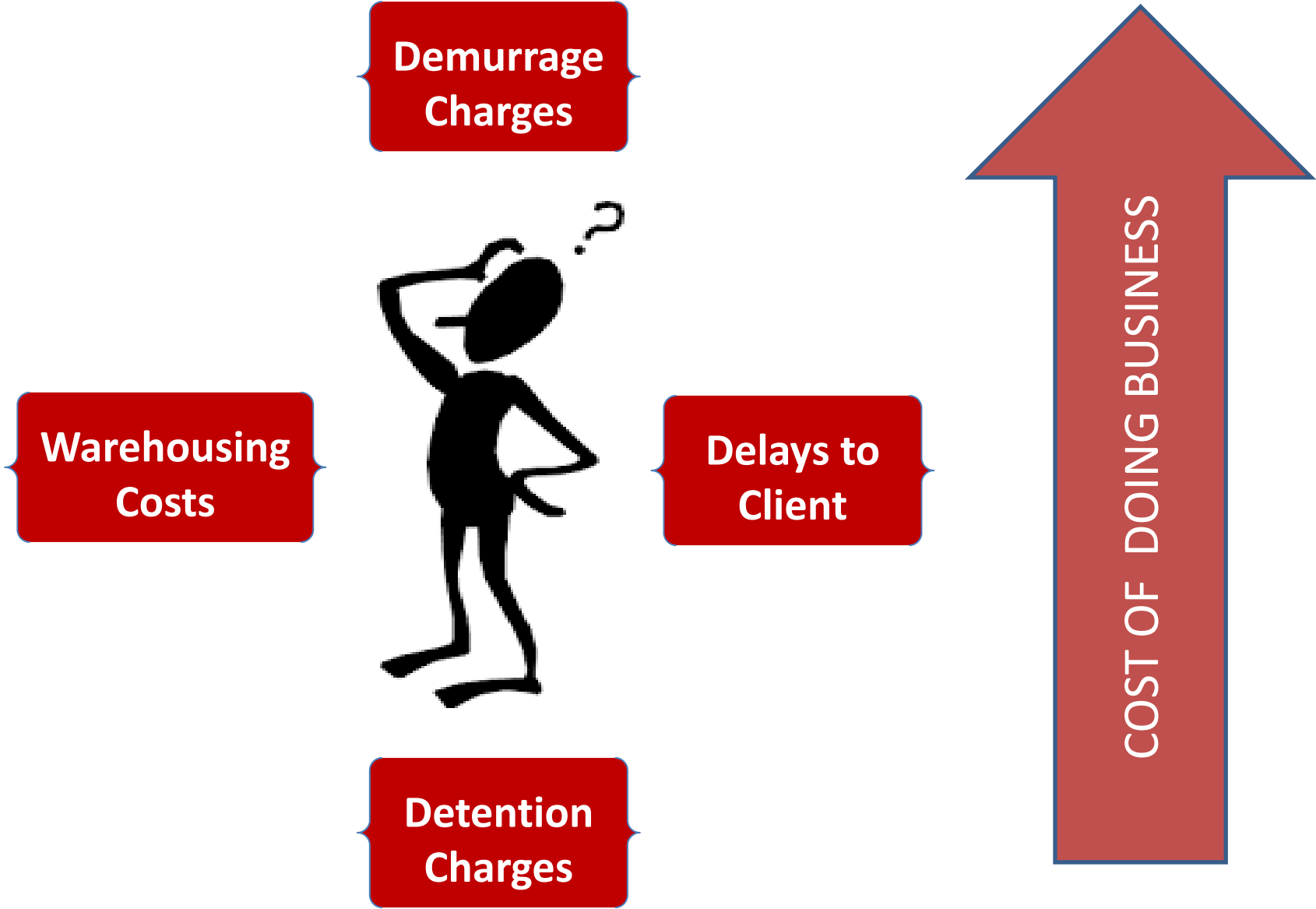
- Eliminate unnecessary costs e.g. demurrage, warehousing costs etc. (due to goods being ordered before they are required).

Transporters

- Reduce transport costs by eliminating NTBs (loading delays -border delays and offloading delays).

TIR

EFFICIENCY AND PREDICTABILITY ARE IMPORTANT!



ROLES FOR GOVERNMENT AND PRIVATE SECTOR

PORT

- Larger ships, lower unit cost
- Efficient layout and infrastructure for **faster evacuation** (truck holding areas), loading efficiency.

Synergy is key!



ROLES FOR GOVERNMENT AND PRIVATE SECTOR

REVENUE AUTHORITY

- Pre-Clearance.
- Effective utilization of carnets e.g. TIR carnet.
- Minimal essential checks at border points.

RAIL

- Proper coordination and partnership with road transport for timeliness and cost savings on the last mile.

Synergy is key!

ROLES FOR GOVERNMENT AND PRIVATE SECTOR

SHIPPING LINES

- Provide manifests in good time for pre-clearance to succeed.
- Encourage efficiency in nominated container return depots.

C&F AGENTS

- Engage professional staff esp. port clerks.
- Procure trucks innovatively.

Synergy is key !

ROLES FOR GOVERNMENT AND PRIVATE SECTOR



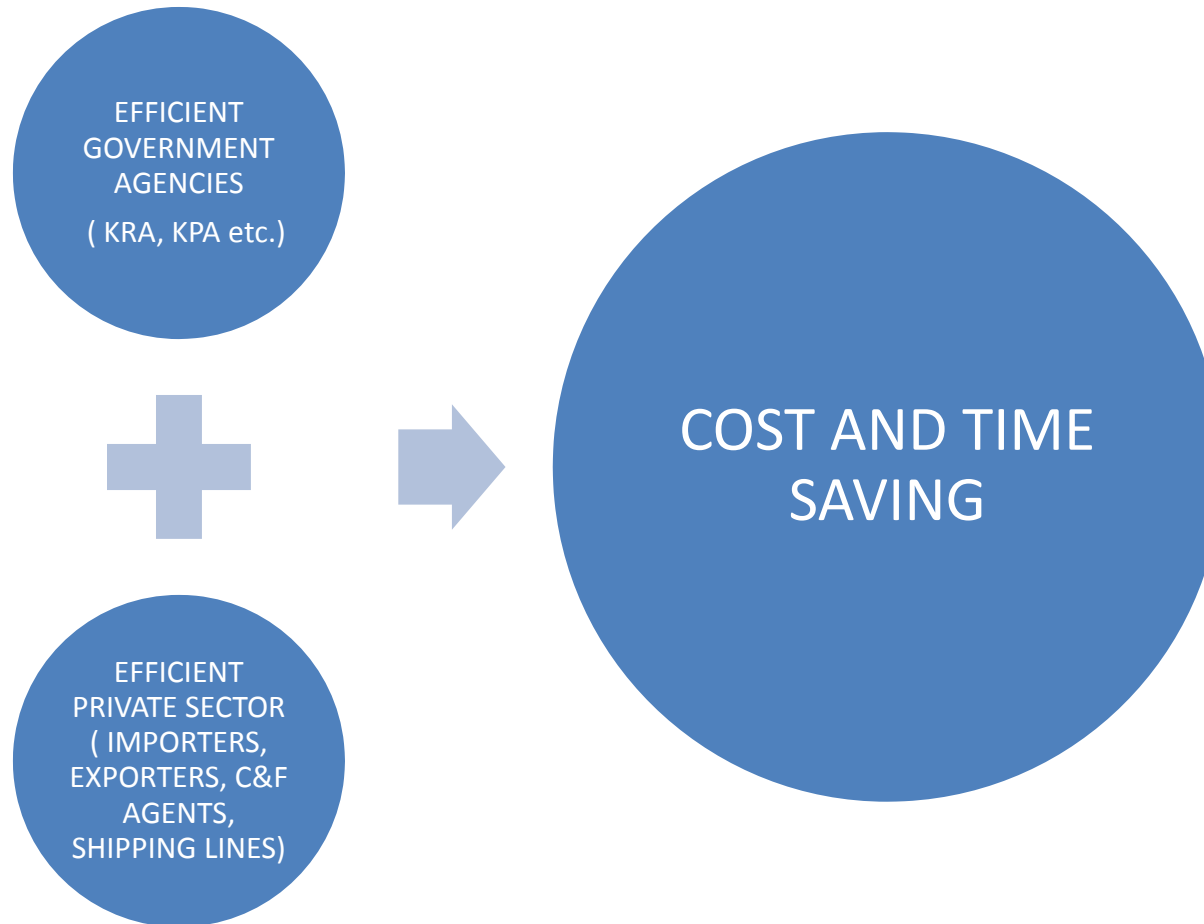
SHIPPERS

- Provide documentation and customs duty in good time.
- Adopt efficient offloading methods.



Synergy is key !

THE WHOLE IS GREATER THAN THE SUM OF ITS PARTS.



SYNERGY IS KEY!



OUR COMMITMENT

- **Timely evacuation of cargo** from Ports, CFS, ICDs (including thereby reducing delays to clients, exposure to detention charges and need for warehousing.
- Support transporters in reducing truck idle time and increasing revenue by providing access to onward loads and **increasing access to return loads.**
- Support Ports in **reducing truck turnaround time** by identifying and resolving areas of inefficiency within the port.
- Partner with KRA and other revenue authorities to **promote revenue protection** while ensuring fast and efficient evacuation of transit goods through tools such as the TIR carnet.



Talk to us today on + (254) 704-490-491, + (254) 41-231-6559 Or Email us for Enquiries

EAST AFRICAN ONLINE TRANSPORT AGENCY

[HOME](#) | [ABOUT US](#) | [REGISTERED MEMBERS](#) | [RESOURCES](#) | [DISTANCE & TRANSIT TIME](#) | [TRACKING](#) | [F.A.Q](#) | [CONTACT US](#)

[My Account](#)

[Login](#)

[Register with Us](#)

[General Information](#)

[How to Transport Your Cargo](#)

[Get a Transport Quote](#)

[Vehicles & Equipment](#)

[Industry Terms](#)

[Shipment Classifications](#)

[Custom Regulations](#)

[Axle Load Rules](#)

[Density Calculator](#)

[Terms & Conditions](#)

[Useful Links](#)

[Kenya Ports Authority](#)

[Kenya Transport Association](#)

[Kenya International Freight and Warehousing Association \(Kifwa\)](#)

[Kenya Shippers Council](#)



Do you have cargo to transport? See [Available Transportation](#).

Are you a transporter looking for cargo to transport ? See [Available Cargo](#).

[Available Transport](#)

[Available Cargo](#)

Welcome to East Africa online Transport Agency official website

Our Mission is to provide tailored transportation services to meet your unique transport needs. We provide transport services within Kenya and the eastern Africa region. We transport your cargo on a direct basis within the fastest times possible....read more

[List of Suppliers](#)

[Current Average Transport Rate](#)

[Urgent Cargo](#)

[Tracking](#)

HIT COUNTER

Follow us on:



Register as a Port, Shipping line, CFS, C&F Agent or Transporter on:

www.eaotransport.com



Sofia Getambu
CEO

sofia.getambu@eaotransport.com

Wanja Kiragu
Operations Director

wanja.kiragu@eaotransport.com