



**GMT**  
LIMITED


# TRANSPORT & SEA PORTS

March 28<sup>th</sup> 2014

*We Make It Happen*



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# MISSION & VISION

## OUR MISSION

GMT is the Premier **Fully Integrated Logistic Service Provider in Nigeria**. We continuously develop our resources and services, which allows us to always to provide the right solution for any logistic challenge.



## OUR VISION

GMT offers unique tailor made solutions which span across the entire supply chain. We take full responsibility of every aspect in the chain, where **Compliance, Efficiency, Reliability and Safety** are the standard. Our personal approach and commitment is focused to always exceed our Clients expectations.

# GMT Door to Door Logistics

- GMT Nigeria Ltd
  - started in 1997 and has become the leading logistic service provider in Nigeria
  
- GMT focuses on
  - End to End solutions
  - Reliability
  - Your bottom line costs



## Services

- Door to Door logistics
- Import logistics
- Document management
- Import financing
- Warehousing
- Sea- and Air freight
- Track & Trace

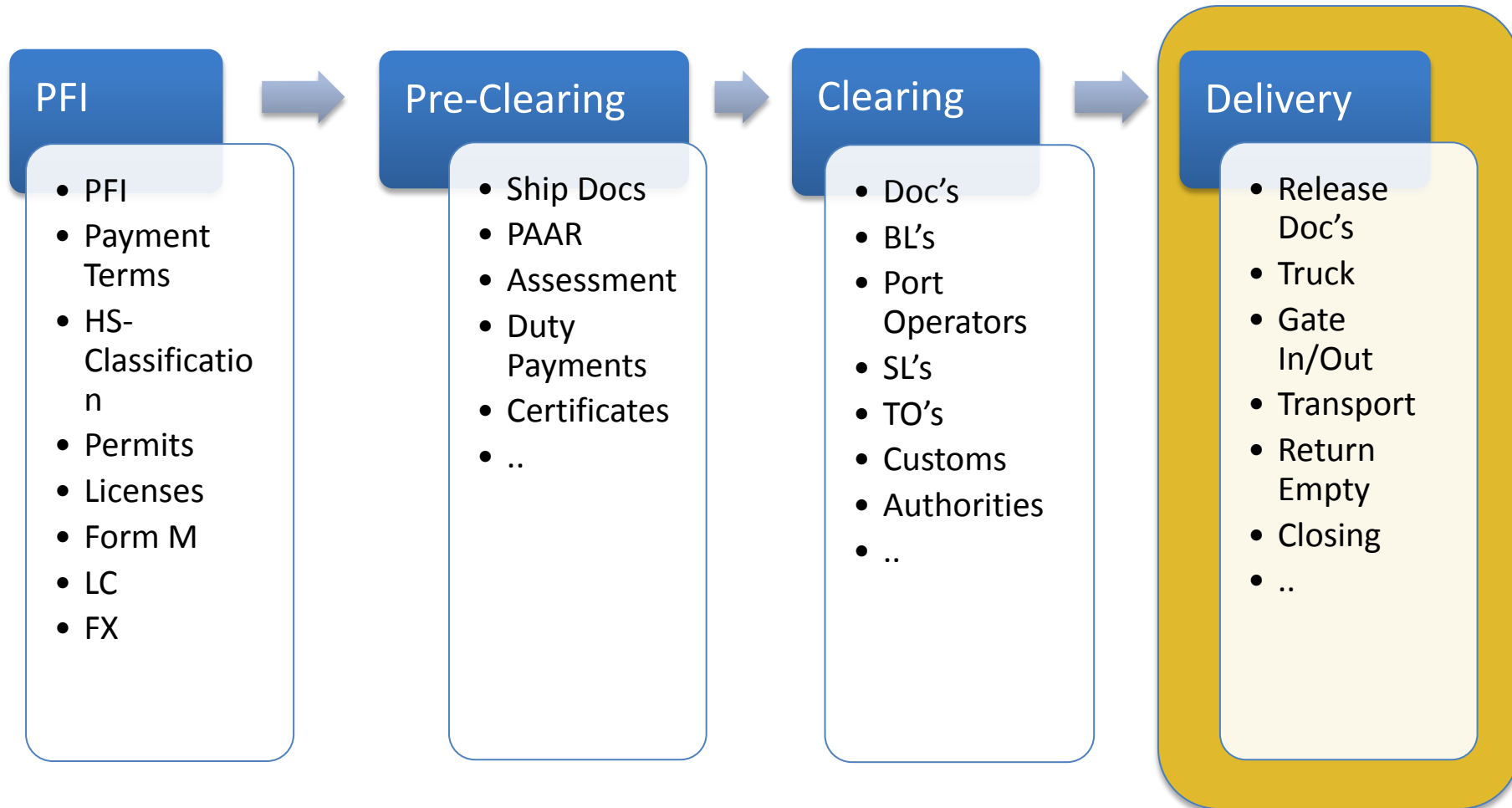


# Operations Excellence

- Dedicated teams working on logistic solutions fine-tuned on each clients specific requirements
- Full transparency, challenging targets supported with clear KPI reports
- GMT operates with her own fleet of trucks of above 200 trucks



# GMT – CORE PROCESS



# Transport & Sea Port

Many stakeholders and building blocks impacting the overall service

PORT



INFRA-  
STRUCTURE



FLEET





# LAGOS PORTS

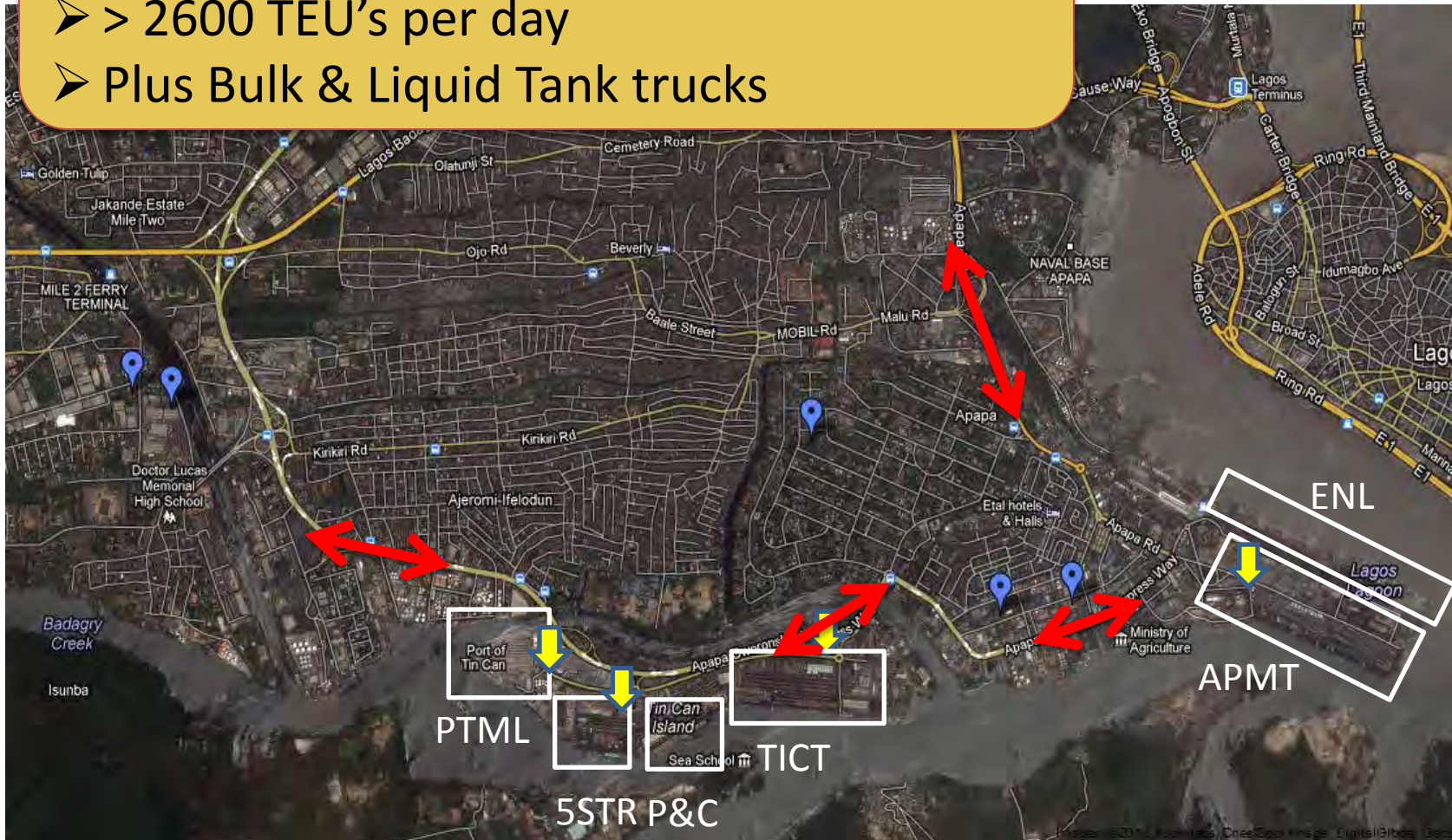


# LAGOS PORTS / INFRASTRUCTURE



## **CAPACITY REQUIREMENTS**

- > 900,000 TEU's per year
- > 2600 TEU's per day
- Plus Bulk & Liquid Tank trucks



# Transport Challenges

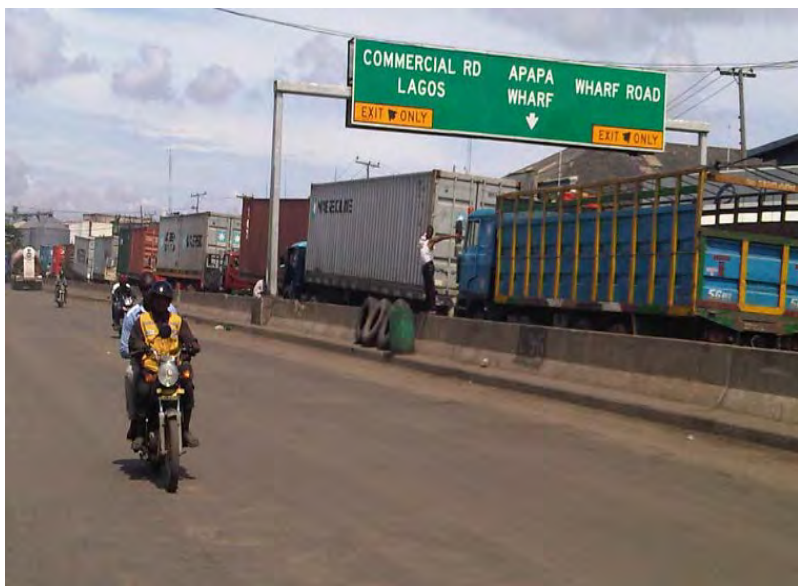
- Infrastructure
- Turn Around Time
- Fleet Capacity
- Facilitation
- Efficiency
- Safety & Security
- COST IMPACT

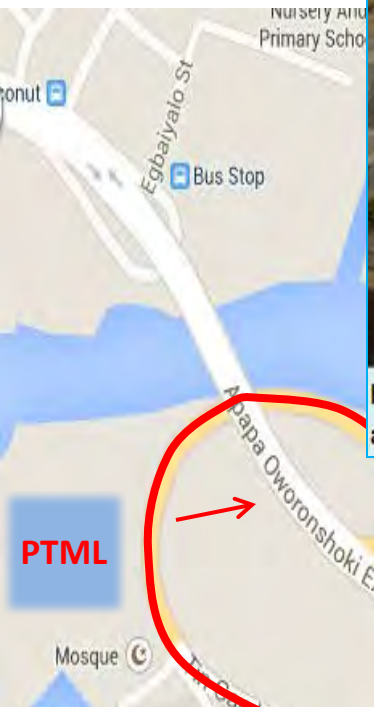


# Manage “Turn Around Time”

- Turn Around Time > Distance
- Efficiency is main Cost Driver
- Facilitation of Efficiencies is Key!
- Quality of Overall Infrastructure

- 24/7 operations
- On line Documents
- Return of Empties
- Facilitation of Authorities
- Manage Roads

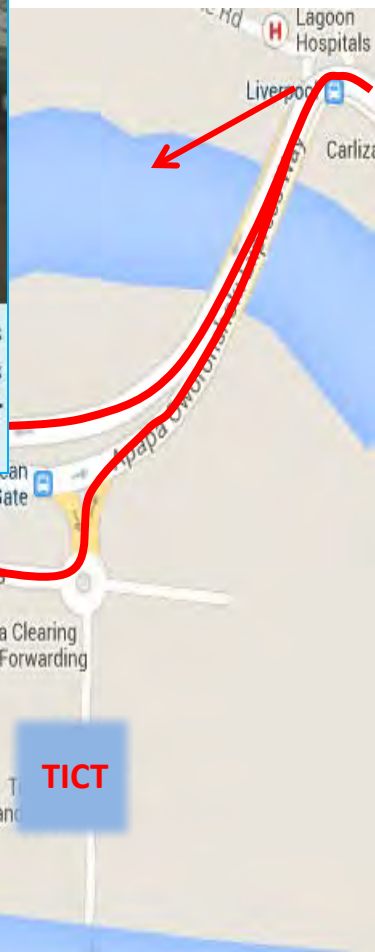




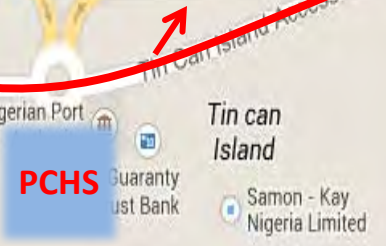
Route leading from Orille , Via Liverpool round about. Traffic conditions on both lanes are intense.



Kindly view the queue of empties pointing towards red arrows. Whereas on the left side of the screen are other trucks turning to join the queue.



The extent of these traffic situations are so extent, even bike riders are having difficulties maneuvering. Our trucks spend days trying to maneuver through just to gain access into ports within TINCAN.



These routes are designed with two lanes, however due to the extreme congestion its been converted into three, please bare in mind these are all queuing to dropping empties.



# Quality & Safety Aspects...

## Quality

- Roads
- Vehicles
- Drivers



# GMT Quality versus Port Average...



## GMT Fleet

- ✓ Safety, Training and Technical Inspections
- ✓ GIT
- ✓ GPS Tracking (on-line)
- ✓ High Delivery Accuracy

## Fleet in the Ports

- ✓ Low Quality
- ✓ Unacceptable Safety Standards
- ✓ No reliability
- ✓ No GIT





# Something Good: Onne - Onitsha



Good Stretches as well, hence Improvements are becoming visible

# Some Conclusions

- Full Integration of all port operations is key for success
- Transport/Logistics is a significant P&L line item and risk factor in operations for Nigerian Manufacturers. Efficiencies in Transport & Distribution will have an immediate positive spin off in cost of goods sold
- Infrastructure, Technology, Reliability and Safety will immediately improve overall economic growth opportunity
- Lagos has a “certain road to go” & other developments, such as the two new sea ports will show their impact in this respect



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