

eCorridor

electronic newsletter of the Walvis Bay Corridor Group



WALVIS BAY
CORRIDOR
GROUP

The leading trade route in Southern Africa

May/June 2008

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Corridor harmonises
axle load limits**

**Swedish companies
show interest in the
Walvis Bay Corridor
Opportunity**

and more...



Cover picture:
Truck passing through the Trans
Kalahari Border Post

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FROM THE EDITOR

The major focus area of the Walvis Bay Corridor Group is business development, thereby promoting the utilisation of the Walvis Bay Corridors via the Port of Walvis Bay. In order to create awareness the Walvis Bay Corridor Group focuses on attending trade fairs within the SADC region and at the same time hosting information sessions to maximize on business presence to potential Walvis Bay Corridor users highlighting the benefits, developments and advantages of utilizing the corridors.

In this edition we focus on the promotional efforts of the Walvis Bay Corridor Group; the latest development of the Trans Kalahari Corridor and on the activities of WBCG HIV/AIDS Helpdesk.

I trust that you will enjoy this edition. Should you have any comments or suggestions please feel free to contact me.

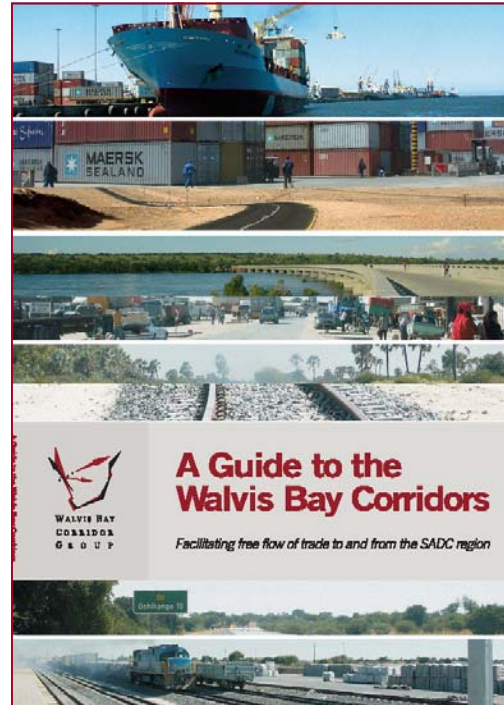
Agnetha



Johnny Smith, Business Development Executive, WBCG, presenting the welcoming remarks at the launch



LAUNCH OF THE WALVIS BAY CORRIDOR GROUP PUBLICATION “A GUIDE TO THE WALVIS BAY CORRIDORS”



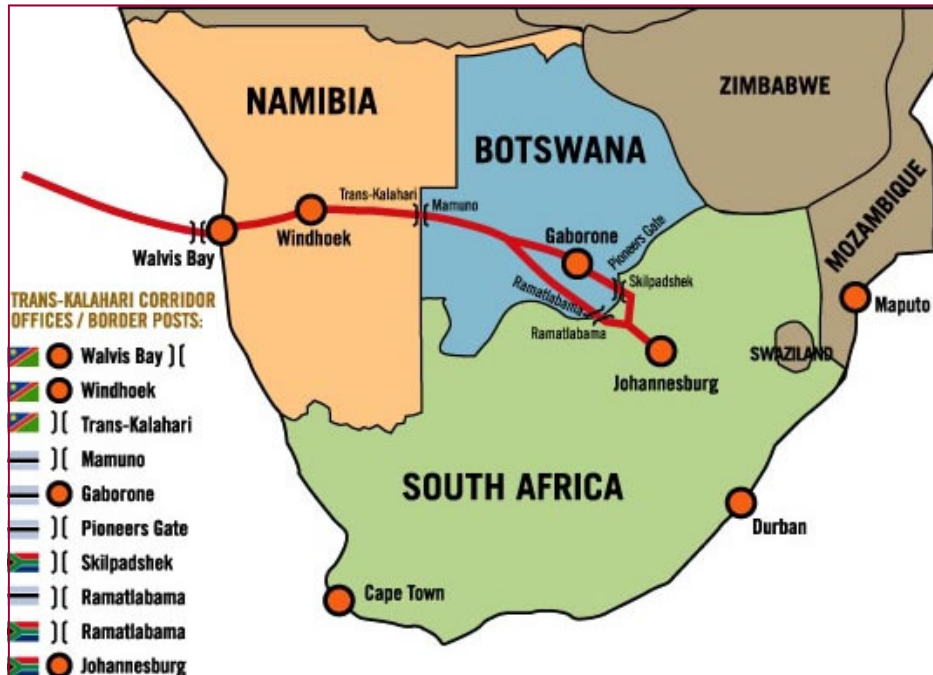
The Walvis Bay Corridor Group launched their first special publication “A Guide to the Walvis Bay Corridors” on Thursday, May 8th this year in Windhoek. The publication highlights the key elements that make up the Walvis Bay Corridors and represents a practical step to clearly outline key information in an endeavour to facilitate the free flow of goods with respect to key information on the Corridors. The publication provides, for the first time ever, a consolidated breakdown of key issues which includes, among others, customs documentation and paperwork; customs and transport information; port and railway information; and shipping lines and routes which assists in ensuring efficient transport of cargo along the corridors.

The launch was attended by

stakeholders who included advertisers that contributed to the success of this publication. The launch was addressed by Johnny Smith, the Business Development Executive of the Walvis Bay Corridor Group, who provided an overview of the publication.

“A Guide to the Walvis Bay Corridors” aims at providing a framework for key decision-makers in the local, national and international arena when utilizing the Walvis Bay Corridors via the Port of Walvis Bay, thus reflecting on the benefits of utilizing the corridors, which include cost and time savings amongst others. It would serve as an additional tool to promote the Walvis Bay Corridors in the region and abroad.

AXLE LOAD LIMITS HARMONISED ALONG THE TRANS KALAHARI CORRIDOR



The Minister of Works and Transport of Botswana recently endorsed the increase in the axle load limits from 8200 kg to 9000 kg in Botswana to align them with Namibia and South Africa. This endorsement signals another huge milestone of the Trans Kalahari Corridor Management Committee (TKCMC) in their quest to harmonise cross border procedures, systems and practices on the Trans Kalahari Corridor linking the port of Walvis Bay in Namibia with Botswana and Gauteng province in South Africa consistent with TKC MOU signed by three Governments on 3 November 2003. The new axle load limits of 9000 kg became effective on the 17th of June 2008.

This means that transporters departing South Africa and Namibia

with legal load limits of 9000 kg will be treated the same in Botswana. Effectively this eliminates penalties that should have been charged in the event a transporter was found to have exceeded the then allowable limits of 8200 kg upon arrival at the Botswana border. The increase in limits brings about complete harmonization in so far as the axle load limits are concerned along the Trans Kalahari Corridor. This should be viewed in light of adding yet another competitive advantage to the utilisation of the Trans Kalahari Corridor via the Port of Walvis Bay especially in view of the elimination of penalty costs. The transport industry should therefore take advantage of the successful achievement of this milestone as a commercial opportunity to increasing their business competitiveness

and indeed regional competitiveness. It is an achievement we can proudly attribute to a working Public/Private Partnership founded on transboundary cooperation – the TKC MOU with operational oversight by the Corridor Management Committee (TKCMC) and coordination of the Trans Kalahari Secretariat which is being hosted by the Walvis Bay Corridor Group. The focus of the Trans Kalahari Secretariat is to enhance the operational efficiencies of the corridor through adoption of predictable procedures and effective systems that facilitate seamless cross border movement of goods and persons.

The Trans Kalahari Corridor allows a 2 days transit turnaround time to the final destination.



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WALVIS BAY CORRIDOR GROUP SPEAKS OUT IN ZAMBIA



From left to right: Mr Jerome Kawesha (Managing Director of the Zambia Association of Chamber of Commerce and Industry – ZACCI), His Honourable Mubika Mubika (Deputy Minister of Communications and Transport of Zambia), Mr Nelson Nyangu (Ministry of Communications and Transport of Zambia), Mr Richard Frege (Namibian High Commissioner to Zambia), Johny Smith (Business Development Executive of the Walvis Bay Corridor Group)

The Walvis Bay Corridor Group (WBCG) hosted an information session held at, in Lusaka, Zambia on Thursday, the 15th of May 2008. The event was aimed at creating awareness of utilizing the Trans Caprivi Corridor (TCC) via the Port of Walvis Bay as an alternative trade route as well as highlighting the achievements and challenges facing the Trans Caprivi Corridor.

The event was addressed by the Managing Director of Zambia Association of the Chamber of Commerce and Industry, Mr Jerome Kawesha, the First Secretary of the High Commissioner of Namibia to Zambia, Mr Richard Frege, and the Deputy Minister of Communications and Transport of Zambia, His Honourable Mubika Mubika. His Honourable Mubika Mubika particularly highlighted the importance of international trade as a major source of economic revenue for Zambia. In his address, he noted that "...as a government, we have been working towards improving the transport infrastructure throughout the country and

major corridors...in order to boost international trade." He further highlighted the commitment between the Zambian and Namibian governments in enhancing the transport infrastructure along the corridor, for instance the investment of the Port of Walvis Bay to expand for increased handling in the Port, Transnamib in extending the railway line from Grootfontein to the Zambian border, and the Zambian Government through the Ministry of Communications and Transport is also working towards constructing a railway link from Livingstone to the Namibian border, to mention but a few. Presentations were also delivered from Namport, the WBCG and from Manica Zambia on the experiences of utilizing the TCC. The stakeholders present at the information session included business people such as road hauliers, freight forwarders; importers and exporters and government agencies. The presentations reflected the competitive advantages of utilising the TCC. Among them being the completion of the Katima Mulilo Bridge connecting



Namibia and Zambia on the TCC; new customs procedures implemented at the Katima Mulilo and Sesheke border posts; the implementation of the Automated System of Customs Documentation (ASYCUDA++) system; and the upgrading of the Divundu Bridge.

The Trans Caprivi Corridor provides landlocked countries such as Zambia, southern DRC and Zimbabwe access to the Port of Walvis Bay and allows four to five days transit time from the Port of Walvis Bay to the final destination.

Since the completion of the Katima Mulilo Bridge, in May 2004, promotional efforts on the Trans Caprivi Corridor, has increase trade tonnages with more than 150%, last year, 2007.



SWEDISH COMPANIES SHOW INTEREST IN THE WALVIS BAY CORRIDOR OPPORTUNITY

A delegation led by the Walvis Bay Corridor Group and the Swedish Trade Council embarked upon a business visit to the industrial hubs of Sweden, namely Stockholm, Gothenberg and Malmo during a one week visit. The delegation comprised of 10 members who included TransNamib, Namport, MTI: Investment Centre, Walvis Bay Port Users Association, Namibia Association of Freight Forwarders, and the Walvis Bay Corridor Group. The purpose of the visit was to represent the transport sector in Namibia with the aim of promoting economic cooperation and investment promotion between Namibia and Sweden, by creating awareness of the Walvis Bay Corridor Opportunity.

The one week programme included information sessions which were hosted by the Swedish Trade Council in Stockholm and Malmo where presentations were conducted by Namport, TransNamib and the Walvis Bay Corridor Group to potential business partners in

the transport industry. The attendants included representatives from Eurolube, Bombardier, to mention but a few. Company visits and individual meetings following the information sessions were also embarked upon, focusing on key areas such as business development and transport facilitation.

Individual meetings included one on one meetings with transport stakeholders such as Panalpina, Volvo Trucks, etc who expressed their interest in utilizing the Walvis Bay Corridors via the Port of Walvis Bay as

an alternative trade route. Company visits entailed sharing knowledge and experiences in logistics projects between the Walvis Bay Corridor Group and companies such as the Port of Gothenberg, the Port of Malmo, and the Road Hauliers Association, amongst others.

The Walvis Bay Corridor Group continues to focus on business development and transport facilitation to make the Walvis Bay Corridors the preferred trade route in Southern



From left to right: Mr Elias Mwenyo, Manager Sales and Services of Namport, Mr Freddy !Gooseb, Deputy Director Investment Centre, Mr Sebby Kankondi, CEO of Namport, Mr Jack Dempsey, General Manager Operations TransNamibia, Ms Agnetha Mouton, Business Development Officer of WBCG, Mr Nico Oberholzer and Mr Gregory Camm from Walvis Bay Port Users Association, Mr Titus Haimbili, CEO of TransNamib, Mr Walter Hanke Namibia Association of Freight Forwarders, Mr John Grobler, Johny Smith, Business Development Executive of WBCG

THE WALVIS BAY CORRIDOR GROUP SPEAKS AT THE ANNUAL AUTOMOTIVE CONFERENCE

The Walvis Bay Corridor Group was invited to speak at the Annual Automotive Industry Conference which was hosted by the Automotive Industry Development Centre in Pretoria over a period of two days. The focus of the conference was the "Critical Steps for Accelerated Automotive Growth" and was aimed at representatives from the automotive industry. The purpose of the conference was to offer the automotive industry relevant opinions from experts focusing on current automotive and related issues.

The objectives of the conference was to "identify key automotive



Mr Oscar Muyatwa of WBCG speaking at the conference

challenges that are impeding growth; create greater awareness on the industry and its multitude of stakeholders; create a platform for networking and business-to-business contact; provide a learning opportunity for automotive delegates through high quality speakers on relevant topics;"

amongst others.

The Walvis Bay Corridor Group partook in the discussions in the focus area of Supply Chain Development with the theme presentation, "Walvis Bay: An Additional Corridor?"



WALVIS BAY CORRIDOR GROUP HIV/AIDS HELP DESK MEMBER COMPANY UNDERGOES VCT CAMPAIGN

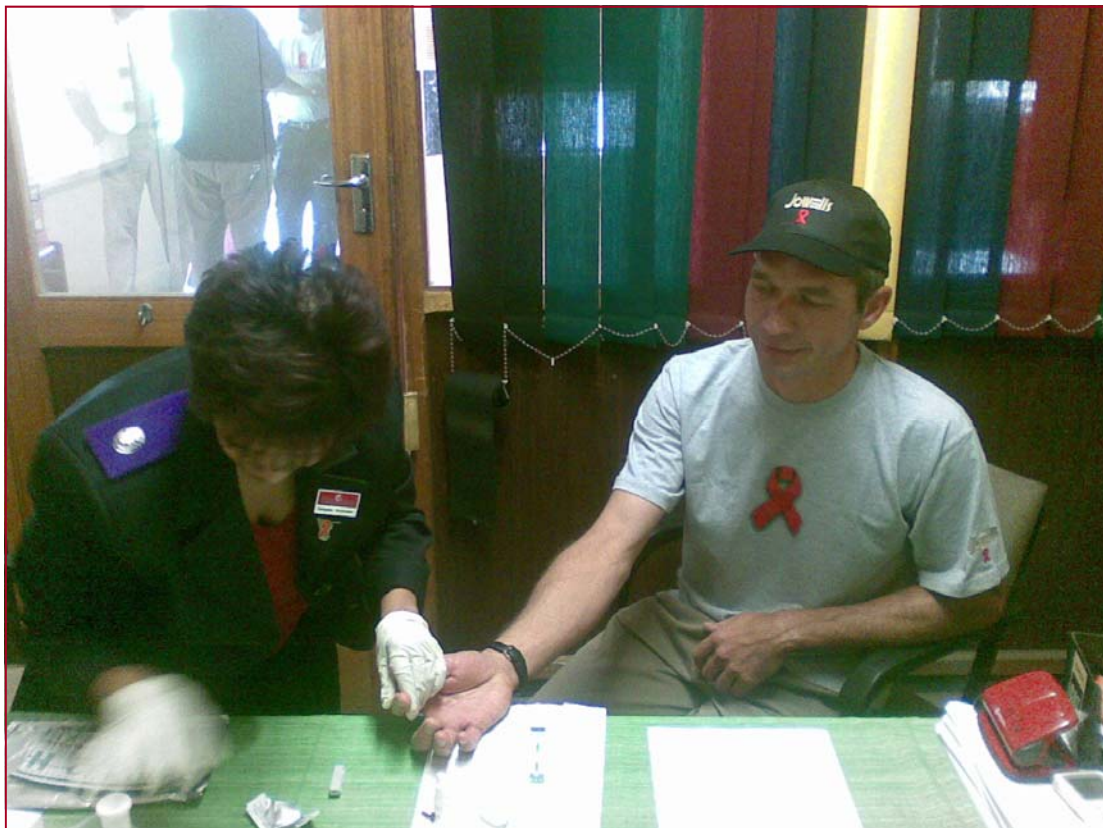
The Walvis Bay Corridor Group (WBCG) HIV/AIDS Help Desk member company, Jowells Transport, one of the leading Transport and Logistics companies in Namibia became the first institution to conduct an on site HIV Voluntary Counseling and Testing (VCT) for all its employees in the country including the truck drivers on May 23, 2008.

As part of its social and corporate responsibility, Jowells Transport responded promptly to the national HIV testing campaign that was launched on May 9, 2008 by ensuring that the VCT services was extended to all their employees. The Walvis Bay Corridor Group HIV/AIDS Help Desk facilitated the process

and acknowledged the spirit of commitment demonstrated by the management of Jowells Transport. As a member of the WBCG, Jowells Transport has also set a trend that will only encourage other transport companies in Namibia to emulate this remarkable initiative. Mr. Robert Benade (picture below), Regional Manager of Jowells Transport was the first client to undergo the VCT process as a move to set an example to his workforce which led to an overwhelming response and participation. Mr. Benade stressed that the objective of such an occasion was to create HIV/AIDS awareness amongst the workforce and to address the importance of knowing their HIV status. He further stated that as a

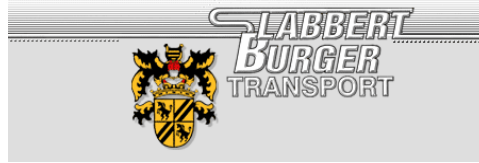
major employer of truck drivers in the Namibia, Jowells Transport recognizes the health challenges and the vulnerability of mobile workers to HIV infection. He also stated that an effective referral system was already in place as to accommodate employees whose test results are positive.

The WBCG HIV/AIDS Help Desk was established with the aim of creating HIV/AIDS awareness within the WBCG member companies. The services include assisting member companies to develop their own HIV/AIDS workplace programmes, conducting HIV/AIDS awareness campaigns with member companies, training of peer educators, to mention but a few.



Mr Robert Benade, Regional Manager of Jowells Transport Namibia, taking his test

WBCG MEMBER COMPANY



Long Term Vision

Slabbert Burger's aim is to become the most reliable and respected Transport Operator in the country and to be the first choice Operator to all our clients. It is also our aim not just to provide a Transport solution to our client but to enhance the efficacy of the entire Logistics chain thereby enhancing the value of our client's products. In doing this we will be able to fulfill all our stakeholders' objective. Succession training and mentoring will also be carried out to further develop staff that shows potential to aspire to managerial roles.

Infrastructure

Slabbert Burger has the following facilities

Depots: Wellington, Brakpan, Middleburg, Namibia, Boesmanland, Van Dr Bijl Park, Durban,

Warehouses: Warehouse facilities are critical to any large operator's ability to provide successful and efficient services to its clients and is also vital in the overall logistics chain. Slabbert Burger has three warehouses strategically situated around the country and forms an integral part of its transport network. The Warehouses are situated at Wellington in the Cape, Brakpan in Gauteng and Namibia. These warehouses allow us provide our customers with an efficient services without disrupting the logistic chain

Vehicles

Slabbert Burger prides itself in using only the latest and most modern equipment. It is our belief that our customers image and efficacy is portrayed in the choice of suppliers and that the suppliers must reflect their standards and values and adherence to good corporate governance in all spheres of the operation. To this end all vehicles in the Slabbert Burger fleet comply with the latest Euro three specifications. This allows us to abide by all Environmental regulations and provide an efficient service. One of Slabbert Burger's policies is to tailor its fleet to meet our client's demands. Evidence of this philosophy is in the purchase of cargo floors for one specific customer and the development at our cost of the unique Coil Carriers for one of our largest customers.

Monitoring of Fleet

The entire fleet of Slabbert Burger is fitted with tracking devices and the vehicles are monitored on a live 24hour basis. In addition to this all drivers are given cell phones that allow keeping in contact with them on a full time basis. Slabbert Burger employs five teams of Operators each team consists of four Operators reporting to a Operations Supervisor Each Operator is responsible for a team of drivers and it is his sole responsibility to supervise, monitor and assist his drivers in the execution of his duties. In addition to this Slabbert Burger is one of the few companies that employs its own risk management team who patrol all our routes to ensure that the loads and vehicles are protected at all times.

Slabbert Burger's Edge

It is our belief that the following factors differentiate us from other service providers:

- **Shareholders Involvement**

All the shareholders take an active part in the Day to day operation of the company. This allows for quick decision making and daily monitoring of all aspects of the business.

- **Equipment and Equipment Design**

Slabbert Burger strives to maintain its fleet to the highest Mechanical and Environmental standards. To this end all our vehicles meet the latest European Emission standards, and we have a fleet that is less than three years old. Equipment is designed to closely match the requirements of our clients. Examples of this is the design of our Coil carriers, design of the unique V decks, introduction of Cargo floors, and purpose built Tippers. This allows us to provide a better quality service to our customers and increase efficiencies in both our and the customers business.

- **Monitoring**

With the ever increasing move to maintain the lowest level of stock holding and ever increasing demand for on time delivery monitoring of the fleet in critical. Slabbert Burger achieves this in the following manner, by: allocating one Supervisor to every twenty trucks; all trucks monitored on a twenty four hour basis (live monitoring); all trucks equipped with company cell phones; having a Risk Management Team comprising of ex S.A.P. personnel monitoring all our routes. Soon to be introduced is a twenty four hour Control Room.

EMPLOYMENT OPPORTUNITY

General Manager based in Windhoek

An exciting employment opportunity has arisen to lead a new Business Association representing the Namibian Logistics Industry.

As General Manager, you will have the challenging role of shaping the institutional structures of this unique venture, engaging in public sector advocacy with key persons within the Namibian government and attracting large & small players as new members to the association, amongst others. You will be executing decisions made by the Executive Committee and will work closely with donor agencies who are supporting this venture.

If you understand the dynamics of the logistics industry, have a strong affinity for leading and reconciling, and can apply entrepreneurship in a non-profit environment, then you may just be up for the challenge!

A competitive market-related package awaits you!

Areas of Responsibility

- Building-up institutional structures for Association
- Running day-to-day business of Association: including coordination of sub-committee activities & overseeing service portfolio development
- Public Sector Advocacy: main Association spokesperson vis-à-vis public authorities
- Marketing: acquisition of new members
- Communication: Quarterly General Meetings; Quarterly e-Newsletter
- Planning & Reporting: annual Association work-plan/budget; Executive Committee meetings
- Industry Accreditation Programme: development & implementation
- Project funding: securing funding for industry-relevant projects
- Human resources

Required Experience / Skills

Qualifications

- Work experience: minimum 10 - 15 years in total
- University degree / diploma preferable

Industry Experience

- Worked in logistics industry in the past, OR
- Gained sound knowledge of the logistics industry through previous position held

Management Experience

- Managed a team of people in a previous position held

Skills / Personality traits

- Dynamic, energetic, able to motivate and reconcile
- Independent thinker, capable of taking decisions & prioritising topics
- Proven entrepreneurial skills / potential
- Excellent interpersonal / communication skills at all levels
- Excellent presentation, facilitation and negotiation skills
- Sound administration skills
- Excellent proposal writing skills
- Excellent command of spoken and written English
- Strong computer literacy (esp. MS Office)

Prerequisites: Candidates should have NO personal affiliation to any company within the Namibian logistics industry.

Interested candidates should forward their updated CV, academic certificates and references via email or post:

a) email: rima.ded@iway.de

b) post: REF: General Manager
c/o Ms. Rima Saad
P.O. Box 25220
Windhoek, Namibia

Closing Date: 20 July 2008

WALVIS BAY CORRIDOR FACT SHEET TRANS KALAHARI CORRIDOR

The Trans Kalahari Corridor forms part of the Walvis Bay Corridors. The TKC is a well maintained tarred road (highway) stretching over a distance of 1,800km. It links the Port of Walvis Bay to Botswana's capital, Gaborone, and the heartland of South Africa's industrial capital, Gauteng. The Trans-Kalahari Corridor is perfectly positioned to service the two-way trade between South Africa, Botswana, Europe, the Americas and the Far East.



The Trans Kalahari Corridor links up with the Maputo Corridor providing a coast-to-coast transport and trade corridor along the entire breadth of southern Africa.

The infrastructure supporting the Trans Kalahari Corridor has been steadily developed and boasts the most efficient intermodal blueprint for the region, incorporating the ports, air, tarred road and rail networks, as well automated border post customs procedures.

This corridor allows for 48 hours transit (of goods) from the Port of Walvis Bay to Gauteng, and vice-versa.

Distance Table:

Location	Distance from Walvis Bay	Transit Time
Windhoek, Namibia	384km	1 day
Gobabis, Namibia	605km	2 days
Gaborone, Botswana	1,366km	2 days
Johannesburg, South Africa	1,900km	2 days
Francistown, Botswana	1,781km	3 days

Border Operating Hours:

Border Post	Operating Hours
Buitepos (Namibia)	*07:00 – 24:00
Mamuno (Botswana)	*07:00 – 24:00
Pioneers Gate (Botswana)	*07:00 – 24:00
Skilpadshek (RSA)	*07:00 – 24:00

*Please note that Namibia operates on daylight savings time during the winter months.

Summer months GMT +2

Winter months GMT +1

The Walvis Bay Corridor Group was established to promote and develop business for the Walvis Bay Corridors and Ports. It act as a service and facilitation centre to coordinate international trade with SADC countries through the Port of Walvis Bay. The Corridors are an integrated approach that accommodates all modes of transport from the Port of Walvis Bay along well-maintained systems of rail networks and tarred roads.



Government Departments:
Investment Centre,
Customs & Excise,
Transport,
Immigration

The E-Corridor newsletter is also available in electronic format. If you would like to be added to the newsletter distribution list, kindly contact:

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