

Trucking in West and Central Africa

SSATP Annual Meeting

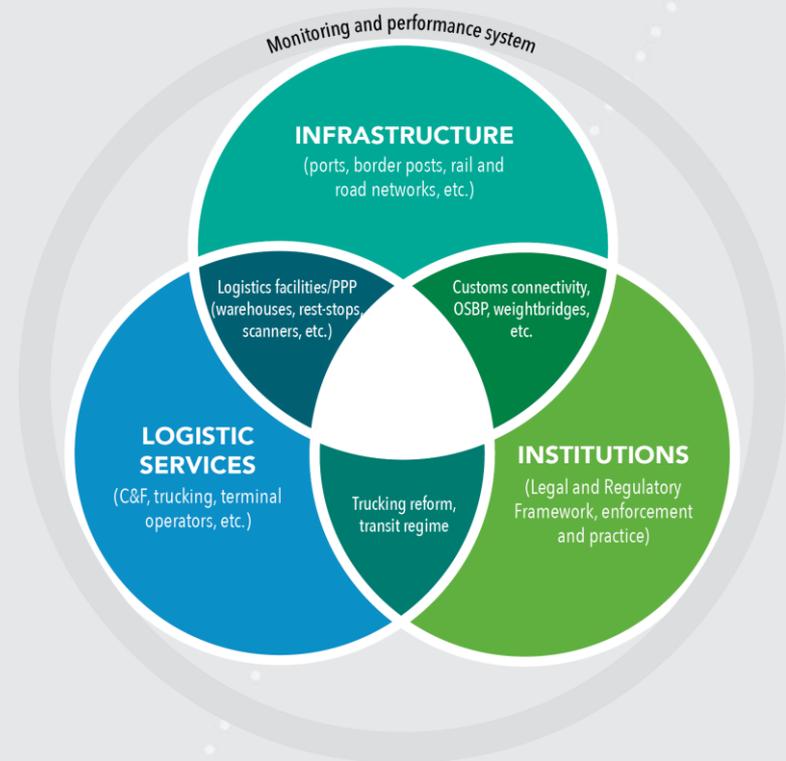
July 2nd-6th 2018

Abuja, Nigeria



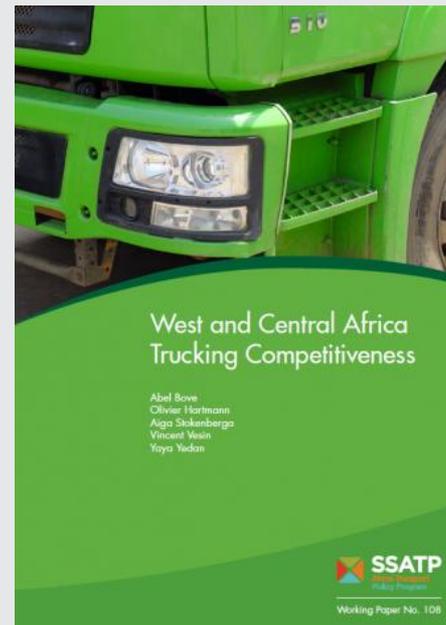
A renewed focus on logistics services

- First generation corridor programs in the Bank focused mostly on Infrastructure and Institutions
- A series of Trade and Transport Facilitation Programs (TTFP) were designed:
 - East Africa (Mombasa corridor), Southern Africa (Dar es Salaam Corridors), CEMAC (Douala Corridor), Abidjan Lagos, West Africa (Tema – Ouagadougou – Bamako)
- Second generation now include the logistics service dimension:
 - Abidjan Ouagadougou (PAMOSET), Togo Logistics, Dakar Bamako, Lome-Ouagadougou-Niamey (both under preparation)



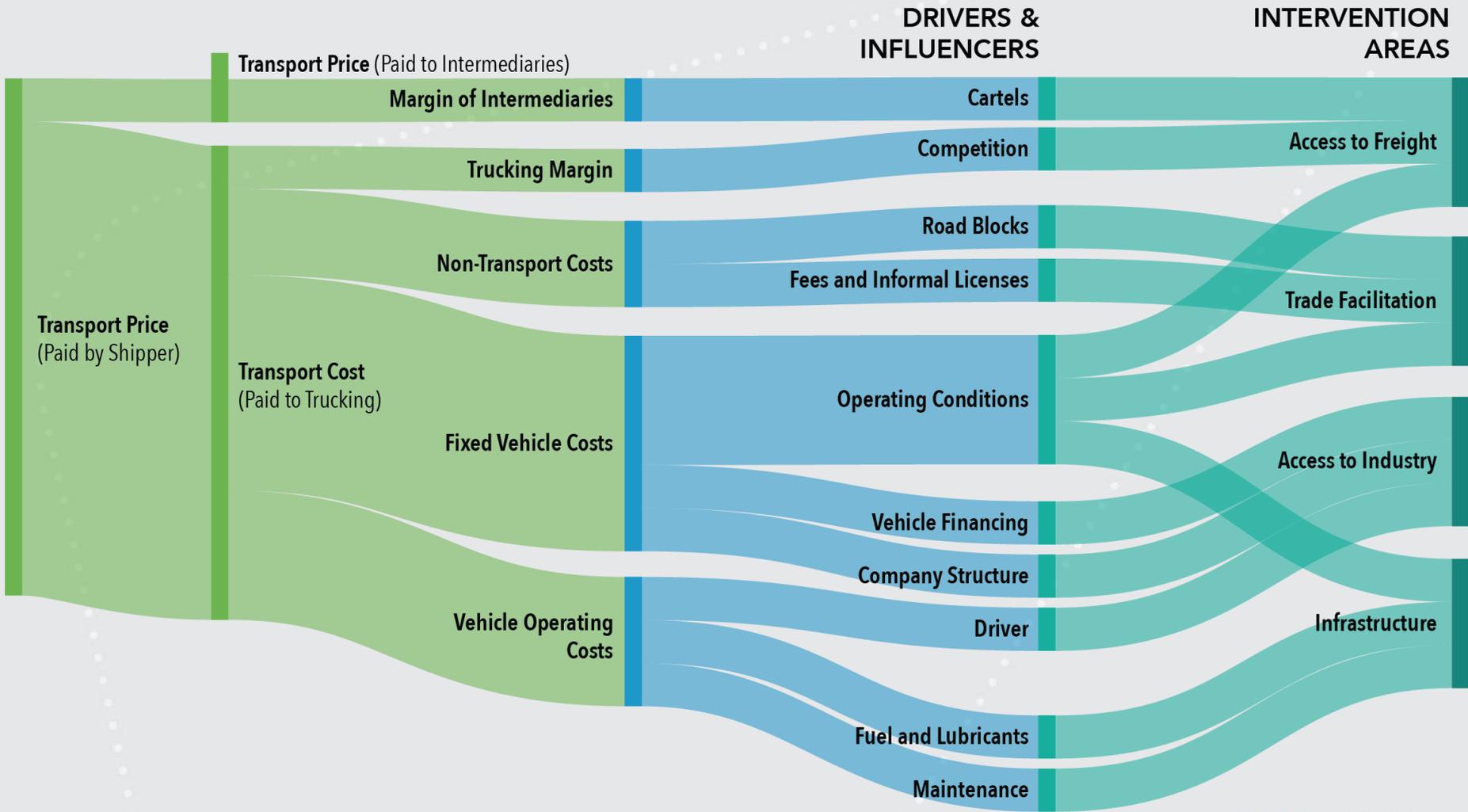
Road Transport Sector Reforms

- Drawing lessons from recent programs, two publications on the trucking reforms:
 - IRU/World Bank Road Freight Transport Services Reform
 - SSATP Trucking W&C Africa



A few principles and assumptions

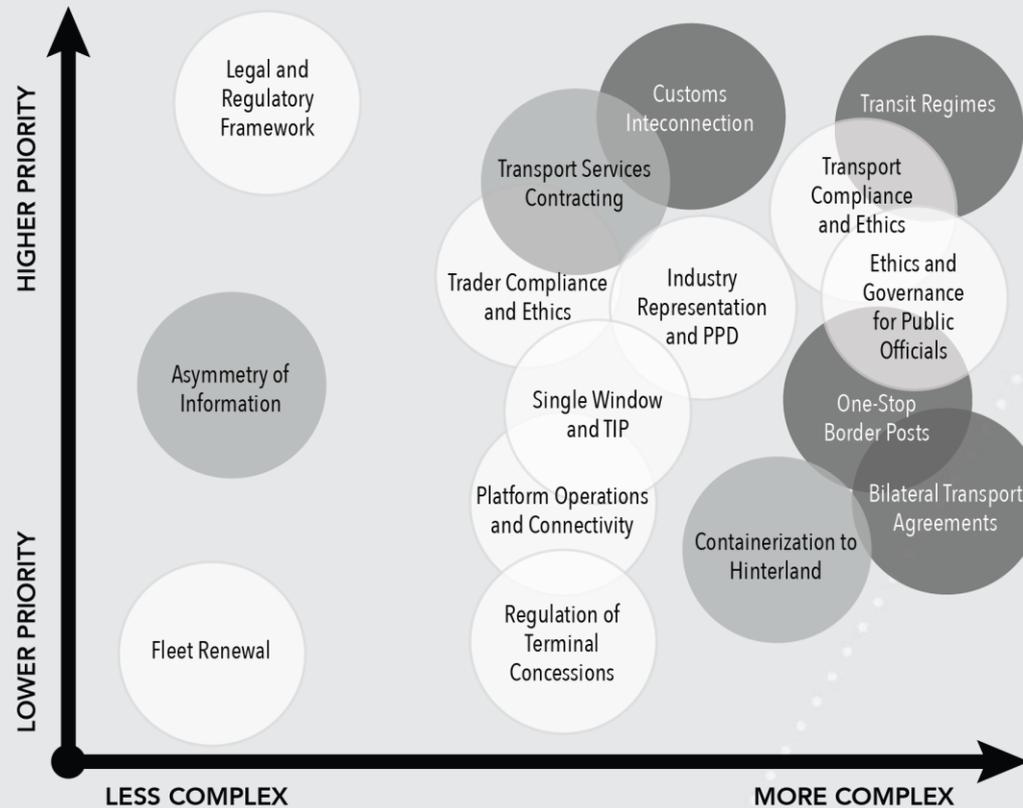
- High prices, but 'low' costs, so could reform reduce prices?
 - Not really, professionalization means shifting from informal to formal with higher fixed costs (newer vehicles, support staff, actual office space, etc.)
 - Only option to contain price is increase utilization of trucks to spread fixed costs on many more rotations
- Gains for shippers are in reduction of inventory costs (time and uncertainties)
- Access to freight is a critical factor which explains success of own account transport
 - No wait until loads
 - Different business model
- Increase utilization of trucks for commercial trucking requires:
 - Better match between transport demand and offer with less intermediaries extracting rents
 - Faster movement along the corridors (borders, destination clearance, etc.)



The Modes-Nodes-Codes Reform Matrix

| MODES | | NODES | CODES | |
|--|---|--|--|--|
| <i>PROFESSIONALIZING AND FORMALIZING THE TRUCKING & LOGISTICS INDUSTRIES</i> | <i>MODERNIZING THE ORGANIZATION OF THE TRUCKING & LOGISTICS MARKETS</i> | <i>ENHANCING THE COMPETITIVENESS OF MARITIME AND INLAND GATEWAYS</i> | <i>IMPROVING CUSTOMS CLEARANCE</i> | <i>FACILITATING TRANSIT</i> |
| LEGAL AND REGULATORY FRAMEWORK | TRANSPORT SERVICES CONTRACTING (E.G. TRUCK QUEUING) | REGULATION OF THE TERMINAL CONCESSIONS (PORT AND DRY PORTS) | SINGLE WINDOWS AND TIPs | INTERCONNECTION OF CUSTOMS |
| STRUCTURING INDUSTRY REPRESENTATION AND ORGANIZING THE PUBLIC-PRIVATE DIALOGUE | BILATERAL TRANSPORT AGREEMENTS (E.G. FREIGHT QUOTAS) | IMPROVING PLATFORM OPERATIONS (E.G. PORT-HINTERLAND CONNECTIVITY) | PROMOTING COMPLIANCE: RISK MANAGEMENT AND AEOs FOR TRADERS | TRANSIT REGIMES (GUARANTEE, INTER-OPERABILITY OF GPS TRACKING) |
| PROMOTING COMPLIANCE (E.G. AXLE LOAD); FLEET RENEWAL | REDUCING ASYMMETRY OF INFORMATION | PROMOTING CONTAINERIZATION TO THE HINTERLAND | PROMOTING COMPLIANCE: ETHICS AND GOVERNANCE FOR PUBLIC OFFICIALS | SECOND GENERATION ONE-STOP BORDER POSTS |

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Thank you
Merci



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