

## NEW INVESTMENTS IN AFRICA

# “Bringing quality and training, we ensure employment respecting Senegal’s local conditions”

*Our interview to Andrea Ferrari, Head of Operations at Germani West Africa.*

By Nicole Minerva



Today, the company is the leader in the road transport of waste and all infrastructure related works (PNRR). Through the partner company VECCHI & ZIRONI, Germani also operates in the intermodal transport of waste, with about 60 motor vehicles and more than 600 cases.

### Why did Germani start a freight company in Senegal?

Senegal’s political stability is comparable to that of other African states due to the port of Dakar’s importance as a trading hub for the entire region. This country is also investing a lot in infrastructure (plan Senegal Emergent – P.S.E.).



Germani Spa was founded in Italy by Faustino Ferrari (Father of Mauro Ferrari, actual CEO of Germani Spa) in 1965.

Germani Spa, thanks to the decades of experience in the field of road transport, in particular of dangerous and non-hazardous goods (solid and liquid waste, chemical, technical gases, fuels), now has a fleet of more than 500 motor vehicles and about 650 trailers.



This has led us to have more than 25 historic Senegalese drivers with whom synergies have been developed to facilitate the implementation of an academy for drivers, mechanics and logistic’s technicians.

### What response have you received from the productive world and local authorities?

The road haulage industry is highly fragmented and has a high “informality” rate, as transportation is often considered a simple cost instead of a service.

GWA’s goal is to exceed the average level of local haulers in terms of quality, safety, and training.

### Have you had difficulties?

The installation was not easy at all, so GWA is still in the design phase since

January 2022.

We expect to complete the design and installation phase after two years starting from the beginning of 2024. In certain circumstances, the bureaucracy and administration could develop into a labyrinthine structure here in Senegal.

### Sometimes foreign investments are portrayed as “predators” in Africa, and you start an academy for training local people first, is this a different way of doing business in Africa?

As guests in this country, I think it is necessary to offer something.

We aim to offer high-quality training while ensuring employment and respecting local conditions. So, the GWA Academy represents at the same time the “base” and the “cherry” of the cake.

Without training we do not believe it is possible to advance, and therefore it is a primordial aspect, to which the necessary resources must be dedicated.

At the same time, it is the latter that will enable GWA to “elevate” and consequently expand.

## AWARDS 2023, Nairobi Oct 08th-13th

### WORLDWIDE TOP AGENT 2023:

**First:** LOGIMAR SRL (Italy)

**Second au pair:** TARGET LOGISTICS SERVICES (Jordan) and FREIGHT IN TIME (Kenya, Djibouti, Burundi, Uganda, South Sudan, Ethiopia, Somalia)

### AFRICA TOP AGENT 2023

**First:** SWIFT WORLDWIDE LOGISTICS (South Africa)

**Second au pair:** DARKA GROUP OF COMPANIES (Kenya, Ethiopia, Sudan, South Sudan, Eritrea) and INTEGRAL LOGISTIX SARL (Senegal)

### EUROPE TOP AGENT 2023

**First:** SKYLINE EXPRESS GMBH (Germany)

**Second au pair:** TFS FRANCE SAS (France); SEA & SHORE SERVICES BV (Netherlands)

and ACROSS LOGISTICS (Spain)

### AMERICAS TOP AGENT 2023

**First:** SYNERGY CANADA INC. (Canada)

**Second:** CROWLEY GOVERNMENT SERVICES (USA)

### ASIA & OCEANIA TOP AGENT 2023

**First au pair:** FIVE STAR CARGO SERVICES (Philippines) and GINTER

LOGISTICS SERVICE CO.LTD. (China)

**Second au pair:** GLOBAL CARGO (FAR EAST) LIMITED (Hong Kong) and AOF CARGO LOGISTICS SERVICE CO LTD (Taiwan)

### MIDDLE EAST TOP AGENT 2023

**First:** DISPATCH GLOBAL LOGISTICS (Egypt)

**Second:** SEAMARK SHIPPING LLC (UAE)

# What the winners say

## *Few Questions and Answers to the Awards winners at Nairobi 2023 annual meeting*

**LOGIMAR SRL – Alessandro Zanin**



**Next year the winner at ALN & ALNA Awards get also 1 year membership free. Are you expecting more competition?**

The introduction of a year's free entry for the ALN & ALNA Awards winner enhances prestige and attracts higher competition.

The added incentive of a free one-year membership is expected to foster increased interest and participation.

This strategic move aims to create a more dynamic and sought-after platform, raising the overall standard of excellence.

**FREIGHT IN TIME – Jignesh Desai**



**You represent many Countries in Africa, how is going to be the business in 2024?**

Indicators show that they will be a GDP growth across our countries of about 4.2% in 2024. According to the African Development Bank, East Africa is projected to have the highest regional economic performance on the continent in 2023 and 2024, with growth figures at over 5%. The region's real GDP is propelled by its services sector, which contributes almost half of the economic growth. Factors that we reckon will continue affecting our countries and business include Fuel prices and the extended wars (In Ukraine & Israel) that affect the countries in the East & Horn of Africa. Commodity prices will increase the Africa continent but will still have some growth on business with tough conditions.

**TARGET LOGISTIC SERVICES – Anas Abumarkhieh**

**Next meeting will be held in November 2024 in Bangkok, what are your expectations?**

My expectations for ALN in the coming year are greater expansion for new members and the development of relationships as well on a personal level which affects positively to increase the business. Each year develops from the year before. In my position as a founder, I wish success and all the support from us to all members, see you in Bangkok.

**SWIFT WORLDWIDE LOGISTICS – Tennesa Chetty**



**Every year you receive many votes from ALN Members, what is the secret of your success?**

We always go the extra mile and ensure efficient service and standards are met and always do what is necessary to be successful, this creates great long-term relationships with our customers. High-quality service is one key to obtaining an advantage in this industry! We have also built good relationships within our networks and with our agents. Working together to gain business for both our members and us. As our company follows ISO standard procedures, this keeps us organized and gives us the ability to deliver quick and efficient service to our customers.

**DARKA GROUP – Fred Owiti**



**How do ALN Members support you in your daily business? And you?**

ALN (Africa Logistics Network) members provide valuable support

in daily business through collaboration and expertise. The network fosters a community where members can leverage each other's strengths, enhancing efficiency and effectiveness.

**INTEGRAL LOGISTIX SARL – Moutaga Diao**



**Why have you been an ALN Member for so many years?**

First of all, ALN offers us the unique feeling of being part of our family. For me, that's priceless. People are happy to work together.

Leaders are responsive and professional. And at conferences, it's madness!

On top of all that, ILX is doing good business there...so What else?

**SKYLINE EXPRESS GmbH – Deniz Polat**

**ALN is the only network to cover 100% of Africa but it's Worldwide with 220 members in 5 Continents. Where is your core business?**

Our Main Market is North America, Middle East and Far East since many many years.

Before we joined the ALN Group in 2019 our business to Africa was very small and our experience very less and we didn't have the good Partners at our side.

But since 2019 we are seeing constant growth of our Africa business, growing year by year.

We learnt a lot from our African Partners, won more experience and could secure more business into Africa.

Thanks to the ALN Network and thanks to all of the ALN Partners, only together we are strong.

**SEA AND SHORE SERVICES BV– Mark Hartevelde**

**180 attendees from all over the**

**world came to Nairobi. How were the one-to-one meeting, the famous speed date of logistics?**

One to One meetings were great! In a short time frame, you will speak with many people of different countries.

During the meetings you discuss several high prioritized topics, sharing sales leads and discuss existing business.

But maybe most important is that you build a friendship for life!

**TFS FRANCE SAS – Delphine Neuvy**

**There are hundreds of networks. What differentiates ALN from all other ones?**

It is a network that functions like a family with everything that this term family represents!

Add to this, management that is available, present, attentive, lively, dynamic and supportive.

A wide choice of members from all over the world, professionals, specialists, active and responsive.

Trust is really there at ALN, which makes it an important performance tool in our profession today.

ALN is a unique network.

**ACROSS LOGISTICS – Alvaro Puchades Vidal**

**It was your second live meeting and you met many members and managers. Did they meet your expectations?**

Our recent meetings have been incredibly positive, fostering open communication, collaboration, and creative problem-solving. The team's engagement and constructive contributions have been key to our success in aligning our goals and moving projects forward.

**SYNERGIE CANADA – Jay Sakr**

**Hei, you are a serial Award winner! What is the secret for being chosen by other Members?**

Thank you for this prestigious recognition.

The secret to being chosen, I believe, is a blend of understanding the diverse

needs of our international partners and embodying our core values.

Trust is the cornerstone; we emphasize openness, transparency, and inclusion, fostering healthy, rewarding relationships.

Innovation is our driving force; we are committed to creative and enriching logistics solutions.

Agility is crucial in our approach; we aim to make the impossible possible, constantly pushing logistical boundaries.

Being result-oriented is not just a goal but a passion; we are dedicated to surpassing expectations and achieving outstanding results where everyone benefits.

This award is a testament not just to my efforts but to our team's unwavering dedication and hard work in upholding these values."

### **CROWLEY GOVERNMENT SERVICES**

**- Cheyenne A. Miranda**

**This is not the first time you have won at the ALN Awards. What is the secret to being voted?**

I guess the first secret is a commitment to the organization and attending the AGM. The second is to be proactive in communicating with your partners. The third – treat every opportunity as if it belongs to their most important customer (usually it does).

Fourth – always smile when you email!

### **FIVESTAR CARGO SERVICES CO LTD**

**- Anne Herschelle P. Adrineda**

**Next year the 1st Worldwide Top Agent will also win 1 year of Member-**

**ship free of fees, how could this be an incentive for you?**



"Although the members themselves are already a motivation, especially the ones who we are actually working with, next year's 1 Year Free Membership Fee is an additional motivation for us. Not only that it would help our company financially, it would also lead us to provide even better services to fellow members that we are worthy of being ALN's Worldwide Top Agent."

### **GINTER LOGISTICS SERVICE CO LTD**

**- Lucy Ma**

**Did you choose Africa Logistics Network because Africa is your main market?**

As core business of GINTER LOGISTICS is Chinese government aid projects in Africa, good partners in Africa that help us complete destination service is essential, agents in ALN covered all Africa countries, they provide professional and excellent service and make our customer satisfy, that help us get more business from our customers.

We also get some nominated business from Africa agents, in ALN agents benefit each other.

### **AOF CARGO LOGISTICS SERVICE CO LTD - Danielle Chen**

**What role do you think ALN played in the growth of AOF?**

A piece of cake! (paronomasia) You don't have much time to enjoy the cake especially in this industry. When you're available, cake always there, especially you have variety choice of cake in ALN. (Different source from worldwide)

### **GLOBAL CARGO FAR EAST LIMITED**

**- Sandy Cheng**

**You are also VP of African General Chamber of Commerce (Grater China). How important is Africa for HK and China economy?**

It is my pleasure to give you some of the important for Africa from Hong Kong and China, during the last decade, in general, most of the Africa currency are depreciation very much, but Africa countries are full of mineral mines. So that Hong Kong and China investors are putting their attention on this sector. Moreover, the agriculture is also another important role for China to invest and upgrade the quality of the products in order for the export market to middle Eastland Europe.

All the above are the mayor important for Hong Kong and China investors aiming to Africa market.

### **DISPATCH GLOBAL LOGISTICS - Nermeen Said**

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**What do you like most about ALN?**



We're happy being part of ALN family having such active members with the family esprit.

The ALN Management is working to promote business between members, giving also the chance for wide advertisement for members and provide the coverage that includes every country in Africa.

Pleasure being ALN member for 7 years willing for more long time.

### **SEAMARK SHIPPING LLC - Joyson Pereira**

**- Joyson Pereira**

**Nairobi has been your first meeting, did you find ALN different from the other networks?**

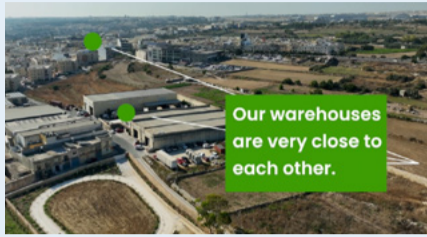
The ALN Conference is a much-anticipated annual event for us, and this marked our second face-to-face meeting post-Covid, with our inaugural visit to Africa. ALN represents more than logistics and networking; it's like an extended family away from home, fostering strong partnerships. During our recent AGM in Nairobi, the network initiated a unique visit to Nyumbani Children's Home, highlighting the generosity of our fellow members. This year held added significance as we were honoured with the TOP AGENT FOR MIDDLE EAST AWARD, a testament to the trust bestowed upon Seamark by our members and partners.



## Waiting for... Awards 2024!

1. The first worldwide winner gets 1 year of membership free of fees
2. Every member votes two members each Area and two members for Worldwide Awards
3. It is not allowed to vote for your own Company
4. For Worldwide Award, the african members vote is worth 1,25 compared to other continent members worth 1
5. Two winners will be announced for each area: Europe, Asia and Oceania, Middle East, Americas, Africa and Worldwide

**EUROBRIDGE -WAREHOUSING & STORAGE SOLUTIONS ACROSS 6000**



EuroBridge Shipping Services Ltd, their latest investment in new warehousing is now complete. A Logistics Hub in Malta is ready to receive cargo as well as offer 3pl services to clients and partners.

**RULE LOGISTICS: NAVIGATING THE WAVES OF TRADE IN JAMAICA**



Rule Logistics, member of Africa Logistics Network, representing

USA, in strategic partnership with its Jamaican Agent, is steadfast in a mission to enhance the Jamaican import experience with an array of shipping solutions tailored to the Caribbean's unique rhythm.

**R&B GLOBAL PROJECTS SHIPS OUT 3 OVERSIZED VALVES FROM CROATIA TO USA**



R&B Global Projects, had to ship out 3 oversized valves from Croatia to USA. Problem was that cargo needed to arrive in USA before 31/12!

They searched for several options, but finally with shippers' involvement they decided to truck cargo to Antwerp port where they stuffed, lashed and secured the cargo onto 2x40'FR containers for shipment to USA.

This was critical because German

permits are very difficult, but R&B managed to find solution. The cargo was delivered successfully!

**ALPHA LOGISTICS LAST AIRFREIGHT SHIPMENT**



ALPHA LOGISTICS WLL, member of Airfreight Logistics Network for Africa representing Qatar and Rwanda, arranged an airfreight shipment from Hong Kong to Doha. 1 piece 4 mts long x 2,2 x 2,4 with a weight of 3,5 Tons.

ALPHA LOGISTICS WLL scope of works was from door to door!

**TRANSPORTATION OF 600 MT GOLIATH CRANE FROM SOUTH KOREA TO KOCHI, INDIA!**

We are thrilled to share the success of the latest project of CARGOMAR

PVT LTD, member of Africa Logistics Network representing India. Total volume of 4200 MT /35,000 cbm in a single voyage ! With cargoes weighing between 400 MT – 850 MT per piece and dimensions of 85m X 15 m X 11m. This venture presented numerous challenges from securing suitable vessel matching berth conditions for RORO operation, stowage plan, mooring arrangements, analyzing dredging requirements and to navigate critical movements within CSL for super ODC cargoes.



**Join the best Freight Forwarders Networks linking Africa to the World.**



Discover more



**Bangkok is coming**

# Bangkok chosen to host 2024 meeting.

## “We are ready to celebrate ALN 10th Anniversary”

*Interview to Marcello Saponaro, ALN and ALNA Chairman*

**Marcello, what's the reason for Bangkok hosting the ALN and ALNA meeting in 2024?**

Every other year we have the meeting in one of the “other continents”. We already had meetings in Europe with Bergamo, Lisbon and Istanbul. Now was the time for Asia!

There are several reasons to chose Bangkok:

Accessibility also to african members, infrastructures and obviously the Country hospitality.

**It's the first time in Asia. What are the expectation?**

First and half, since we had the 2019 meeting in Istanbul, a bridge between Asia and Europe.

During the meeting in Nairobi,

Bangkok was announced to an audience of 180 attendees and it's been welcomed very well! I'm expecting at least 200 delegates in 2024 as the Networks are still growing a lot and Bangkok is very attractive.

We are ready to celebrate in the best way the 10th anniversary of Africa Logistics Network.

**How many days will the meeting in Bangkok last?**

Exactly as the previous ones, 4 nights from November 10 to 13 with 2 full days and half of one to one meetings, half a day dedicated to welcome speeches, partners and sponsors. And one additional (and optional) leisure day on November 14th.

So, stay tuned for Bangkok 2024!!



*ALN and ALNA meeting - Nairobi, 2023*

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+232 76 273 551 - +232 88 181 660 | 39 Adelaide Street, Freetown  
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Broad & Buchanan Streets, Monrovia, Liberia  
info@sayminee.com - www.sayminee.com

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