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The legacy of Alessandro Saponaro

ALN and ALNA family and all our close friends already know that Mr. Alessandro Saponaro, the founder of our networks, passed away on July 29.

He founded and led our network until he handed over the management to his son, Marcello.

The idea behind ALN, conceived ten years ago, was nothing short of brilliant: Africa is the future, but in certain countries across the continent, it is challenging to select the right partners. Many freight forwarders worldwide are hesitant about this.

As Alessandro often said, "We need to select the best small and medium-sized companies in Africa to connect them to the rest of the world."

This vision was unique. Prior to ALN, most of European and American networks were focused on (ly to) Asia.



The success of ALN paved the way for the establishment of many other networks focused on Africa.

Alessandro was proud of this—proud to have been the first to open a new door in the networking business.

During his leadership, and in the years that followed, ALN and ALNA grew significantly. Today, they boast over 320 members, and at least 180 managers are expected in November in Bangkok for the 10th annual meeting.

In the Asian capital of precious gemstones, Alessandro Saponaro will be remembered with a special gift presented to each participant: a gem in his memory, celebrating both the 10th anniversary of ALN and the 5th of ALNA.

May it be a great meeting!

Bangkok to host the 10th ALN and 5th ALNA meeting: a crossroads of tradition and modernity



By Marcello Saponaro

After the great success of last year AGM in Nairobi, ALN and ALNA are going to smash all previous attendance records at their 10th and 5th Annual General Meeting in Bangkok. In fact, next November more than 170 managers are expected in the Thai Capital.

Just like the previous AGMs, the event will take place (from 11th to 13th November 2024) with three days of One-to-One meetings, with a moment dedicated to welcoming partners and sponsors speeches. And following an additional leisure day on November 14th, an historical experience though the ancient temple ruins of Ayutthaya.

Bangkok, the capital of Thailand, is a vibrant and fascinating metropolis, a crossroads of tradition and modernity, famous for its temples, palaces and historical monuments. The city offers a unique and unforgettable experience, from its historic sites and crowded markets to its delicious cuisine and lively nightlife, enthralling and capturing millions of visitors every year. Bangkok is also the gemstone Capital in Asia and to celebrate the anniversary, a gemstone is the souvenir that all participants will take home from the event.

What to say more? November is the best time to visit Bangkok. See you in Bkk!

So says Chat GPT!

"Technology and cooperation will make Africa a global logistics hub"

Interview to Mr. Mwangi, a fictional Freight Forwarder, owner of a middle size company in East Africa



By AI journalist

Journalist: Good morning, Mr. Mwangi. Thank you for joining us today. As a seasoned freight forwarder and the owner of a mid-sized logistics company, your insights into the future of logistics in Africa are highly valuable. To start, what do you see as the major changes in African logistics over the next ten years?

Mr. Mwangi: Good morning, and thank you for having me. Over the next decade, I anticipate significant changes in African logistics driven by technological advancements, economic growth, and infrastructure development. The integration of AI and new technologies will be pivotal in transforming our industry.

Journalist: That sounds promising. How do you foresee AI impacting logistics in Africa specifically?

Mr. Mwangi: AI will revolutionize logistics in Africa by enhancing efficiency and reducing costs. We can expect AI-powered systems to optimize route planning, forecast demand accurately, and streamline warehouse operations. For instance, predictive analytics can help in anticipating

supply chain disruptions, allowing us to mitigate risks proactively. Additionally, AI-driven automation in customs procedures will expedite clearance processes, reducing delays and improving overall efficiency.

Journalist: That's quite insightful. Besides AI, what other technological advancements do you think will shape the future of logistics in Africa?

Mr. Mwangi: Beyond AI, blockchain technology and the Internet of Things (IoT) will play crucial roles. Blockchain can ensure transparency and security in transactions, which is vital for building trust in international trade. IoT, on the other hand, will enhance real-time tracking and monitoring of goods, improving inventory management and reducing losses. Furthermore, the adoption of electric and autonomous vehicles will contribute to more sustainable and cost-effective transportation solutions.

Journalist: It's clear that technology will be a game-changer. Speaking of innovative technology, what are your thoughts on the use of drones for cargo deliveries in Africa?

Mr. Mwangi: Drones have tremendous potential in Africa, especially for delivering goods to remote or hard-to-reach areas. They can significantly reduce delivery times and costs, particularly in regions with poor infrastructure. Drones are already being used in some countries for medical supply deliveries, and I believe their application will expand to general cargo in the near future. However, for wide-



Mr. Mwangi, AI freight forwarder

deliveries, and I believe their application will expand to general cargo in the near future. However, for widespread adoption, we need to address regulatory challenges and ensure there is proper infrastructure for drone opera-

tions.

Journalist: The costs of these changes will be accessible for small and medium-sized African companies?

Mr. Mwangi: That's a valid concern. While the initial investment in new

technologies can be significant, there are ways to make it more accessible. Governments and financial institutions can provide subsidies, grants, and affordable loans to support small and medium-sized enterprises (SMEs). Additionally, as these technologies become more widespread, the costs will decrease over time. Collaboration among companies to share resources and infrastructure can also help mitigate costs, making it feasible for SMEs to adopt these innovations.

Journalist: How do you expect these changes to influence the growth of the logistics sector in Africa?

Mr. Mwangi: The growth potential is enormous. As technological adoption increases, we will see improved connectivity and integration across the continent. This will attract more foreign investment, fostering economic growth and creating job opportunities. Enhanced logistics capabilities will enable African businesses to compete more effectively in global markets, driving export growth. Additionally, the African Continental Free Trade Area (AfCFTA) will play a significant role in boosting intra-African trade, further stimulating the logistics sector.

Journalist: The future indeed looks bright. What challenges do you

foresee in this transformation, and how can they be addressed?

Mr. Mwangi: The primary challenges will be infrastructure deficits, regulatory inconsistencies, and the need for skilled labor.

Governments must prioritize infrastructure development, such as roads, ports, and rail networks. Harmonizing regulations across countries will simplify cross-border trade. Moreover, investing in education and training programs is essential to equip the workforce with the skills needed for a technologically advanced logistics industry.

Journalist: Thank you, Mr. Mwangi. Your insights into the future of logistics in Africa are truly enlightening. Any final thoughts you would like to share?

Mr. Mwangi: I'm optimistic about the future. With the right investments and a collaborative approach, Africa can become a global logistics hub. Embracing technology and fostering a conducive business environment will be key to unlocking the continent's full potential.

Journalist: Thank you once again, Mr. Mwangi. It was a pleasure speaking with you.

Mr. Mwangi: Thank you. The pleasure was mine.

Versatility has been our gateway to Africa

Interview with Mr. Jürgen Kuntz, General Manager for Africa & South America at SAL HEAVY LIFT

Can you tell us about your professional career and how you became the General Manager for Africa at SAL HEAVY LIFT?

I used to be Head of the Asia Desk at SAL and upon the takeover of SAL by the Harren Group as six more heavy lift vessels were added to the fleet, we decided to change our setup and enlarge our activities also to other areas – one of them was West and East Africa. In view of my past experience of building up new markets I was asked to be involved.

What have been your strategies for expanding into the African market?

SAL as a member of the JSI Alliance is filling a niche by providing state of the art heavy lift and project tonnage to the market. With over 65 vessels at the moment, we are able to cater

for almost all needs; whether it's spot parceling or project based work – we cater all needs of our clients. The versatility of our services paired with more positions, as well as establishing local presence has been our gateway to the African continent.

Can you tell us the best project you have recently been involved in Africa?

There have been a number of very interesting jobs we have done in the past; some were more outstanding than others, but certainly all were interesting – after all you always face different challenges in the market.

How do you see the role of SAL HEAVY LIFT evolve in the coming years in terms of technological innovation, geographical expansion

and sustainability?

SAL – or perhaps better to say the JSI Alliance as a commercial platform – is continuously expanding its worldwide footprint in the global heavy lift and project cargo markets: new offices are opened, new markets are served and of course new ships are introduced to the market.

We are currently building five Orca Class heavy lift vessels which come to set a new benchmarks both in terms of technical heavy lift capabilities as well as on sustainable performance in terms of reduced emissions.

The fact that we have a setup that can serve all scopes from simple MPP shipments up to complex offshore installation scopes with DP2 vessels or ultra heavy loads via our deck carrier services, gives us an unrivalled competitive edge and broadband.



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Members News

PLASCOW LOGISTICS LTD – OVER-SIZED UNIT



PLASCOW LOGISTICS LTD, successfully delivered, an over-sized unit along with additional 8x40 flat rack from Haifa Port to Mishor Rotem, to the new Ammonia Plant built by Saipem.

ABL DISSACO – Transporting a 156T Rotary Cooker



ABL Dissaco organised successfully the multimodal transport of a 156tons // 2600 x 525 x 550

cm LWH an agro-industrial Rotary Cooker (Rotativo) from FCA Bilbao to the port of Antwerp.

FIRST MOVE & S J LOGISTICS – DISPATCH OF ELECTRICAL EQUIPMENT



First Move Logistics had completed a transport with the support of S J Logistics India Limited. 157 packages, all loaded on 3 containers 2x40'HC & 1x20'BOX, for a total of 10.35t.

CIPPÀ TRASPORTI SA – EXCEPTIONAL TRANSPORT OF A RADIANT

Cippà Trasporti Sa has successfully planned and delivered a radiant.



This is an exceptional transport, details as follow:
Dimensions: 15,60 x 5,10 x 3,35 m,
Weight: 20,5 TON
While physical transportation was carried out by means of one of their suppliers Grande Trasporti.

GINTER LOGISTICS SERVICE & SWIFT WORLDWIDE LOGISTICS – SHIPMENT OF AN OVER SIZED BREAK BULK CARGO

GINTER LOGISTICS SERVICE CO. LTD. had completed an over sized break bulk cargo.

SWIFT WORLDWIDE LOGISTICS had shipped a reducer weighing over 110 tons per single piece from Changshu,



China to Richards Bay, South Africa.

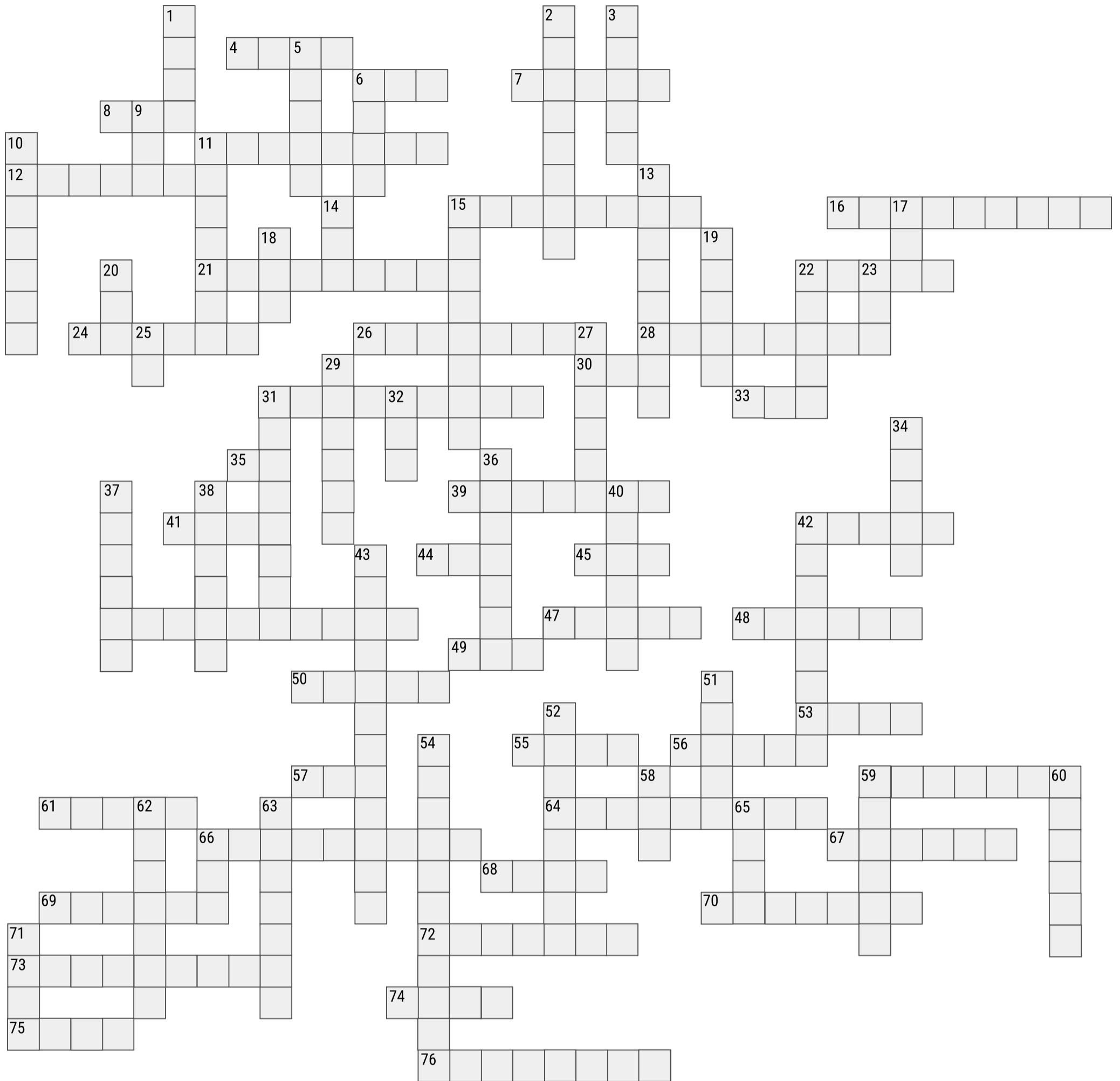
Cargo had been loaded into VSL and is waiting for departure.

FIRST MOVE & S J LOGISTICS – DISPATCH OF ELECTRICAL EQUIPMENT



EMERALD FREIGHT EXPRESS LTD has completed the transport of 2 Aircraft Engines model CFM56-7B, from Dublin (Ireland) with destination USA.

Crosswords



ACROSS

- 4** Just in time distribution
- 6** Delivered at place unloaded
- 7** Between the rows of seats on a plane
- 8** The difference between performance and expectations in supply chain
- 11** ALN Leisure day stopped to deliver members' donations in Nairobi (2023)
- 12** The dialect of Akan
- 15** The largest port in the World
- 16** a device that measures altitude
- 21** A prolonged fall in GDP
- 22** Tall machine with a long arm used for lifting goods
- 24** Synonym of worldwide, interna-

- tional, universal
- 26** The train leaves from ____ number 6
- 28** The African Continental Free Trade Area
- 30** It grants preferential rates of duty between the EU and Turkey
- 31** The first ship to enter the Maersk fleet
- 33** The total value of all goods and services produced by a country
- 35** Purchase Order
- 39** Materials used to fill empty spaces in a shipping package to secure the contents within
- 41** Train Transport

- 42** Used to secure the cargo
- 44** The only incoterm with duties paid by seller
- 45** To conduct or direct the steering of a ship
- 46** If loading completed sooner than expected, then days saved can be added to discharge operations (Detentions)
- 47** An official statement made to Customs
- 48** A small package
- 49** Amsterdam (Airport)
- 50** Above the deck of the ship
- 53** Intention, purpose, target
- 55** It represents some 240 airlines

- 56** a boat with a flat bottom, used for carrying heavy objects
- 57** Is the shipping line owned by Mr. Aponte
- 59** The largest Country in Africa by area
- 61** It means hello in Swahili
- 64** a series of pre-defined commercial terms published by the International Chamber of Commerce (ICC)
- 66** Leased for a specific service
- 67** It was declared bankrupt on 2017
- 68** Officially opened on 17 November 1869
- 69** A financial plan
- 70** The first ALN member from Kuwait
- 72** Vessels used for transporting cargo

along a coastline

73 The largest airline in Africa by fleet size

74 To move something, usually big and heavy (To ____)

75 A tax on goods

76 An ancient trade route linking the Western world with Asia

DOWN

1 Soon, now, the fastest you can

2 The transport of cargo as a business, especially on ships

3 A person who flies aircraft

5 A ship that do not follow a regular route

6 Freight Recovery & Arbitration Chamber

9 The only worldwide network covering 100% of Africa

10 The place of ALN & ALNA 2023 meeting

11 The most populated Country of Africa

13 Alessandro, founded ALN in 2015 (in memory of)

14 It measures equitable and sustainable Well-being

15 An embargo enforced by a government against another country

17 To Be Named

18 International Chamber of Commerce

19 The Baltic and International Maritime Council

20 Representing ALN in Madagascar

22 Cargo Handling & Management Planning

23 Air Transport Industry

25 The "O" in FOB

27 Was called Nelson Mandela

29 A vessel equipped with crane

31 Used to slow down the aircraft

32 Delivered at Place Unloaded

34 Non Vessel Operating Common Carrier

36 Flat-rate

37 Largest desert in Africa

38 A ship to transport oil

40 An increase in economic activity

42 The cost of transporting goods

43 The father of shipping containers

51 The action of buying and selling goods

52 Inventory of cargo on board

54 Who were the first people to circu-

mnavigate Africa?

58 Not in the way described, added to adverbs

59 The place of the 2nd meeting of ALN

60 He bought his first vessel, s/s Patricia, on 1970

62 The location of next, the 10th, ALN and ALNA meeting

63 The securing of cargo for transportation

65 Vessels designed to carry wheeled cargo

66 Carriage paid to inconterm

71 The freight paid for not shipped cargo



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47000 readers to start
By Marcello Saponari

“Peace and stability are fundamental for business”
Interview with Peter Mathuki (East African Community)
By Gianfranco Belgiano

Great Lakes and Eastern lands enhance transportation, but there is still work to be done.

From its privileged vantage point, what can be seen?

Your organization brings together countries that may have competing infrastructures. Think, for example, of the ports of Kenya and those of Tanzania. How do you address

ALNA

Africa Supply Chain

47000 readers to start
The African Post is growing every day, not only because it is growing the readership community of ALN. The current 7th release of ALN has been received by 47,000 Freight Forwarders in the World, into their mailbox. 6,000 of them located in Africa, 60,000 in all other continents. To these readers we have to add the growing number of visitors to www.theafricanpost.com. We started to edit The African Post because we want to support the business of ALN and ALNA members making a product attractive in the logistics community. This is the reason we don't talk only about ourselves, only about our networks. As you can see in this issue, with an interview to Peter Mathuki, Secretary General of the East African Community (EAC) and to Jürgen Weyhausen, Co-Chair of SIM and GITE two increasingly important and innovative networks in our industry.

So, enough talking about us? I think it's clear we point to a magazine describing the future scenario in logistics, with interviews to the main actors from Central, East authorities, networks, and more!

If you are a member of ALN or ALNA you know you have a first row seat on The African Post. You can show your best works and practices, in our news. And more, you can advertise your company with a special discount. The same ad slot is available for non-members. Just to let you know the growing community, the base of your services. Don't hesitate, send us an email to know the best of our offers. Very special rates in 2014!

This natural and potential national competitor?
Actually, it's not competition. It's about complementary because when we talk about 700 or 800 million people today, it's right that these people have as many ports as possible to facilitate trade and the market in general. So, the port of Mombasa and the port of Dar es Salaam complement each other and allow access to broader markets, connecting East Africa with the Indian Ocean. A single port could not fulfill this function. That's why we are regularly bringing Somalia into the EAC, so we can utilize its 3,300 km-long coastline.

You mentioned Somalia, and we are well aware of the challenges that this country still faces after over thirty years of violence. How important is stability for genuine and concrete regional growth?
Heads of state and government are aware that peace and stability are fundamental for business and to facilitate trade. Therefore, we are focusing on silencing the guns, both in the east of the Democratic Republic of Congo and in Somalia and other parts of East Africa. This is a very important prerequisite, and it is the reason why we have invested so much, deploying a regional force from East Africa that seeks to support stability in the eastern Congo and other areas.

An instability linked in some way to the significant mineral wealth, which is even more strategic today as it is connected to the green transition.
In the Democratic Republic of Congo alone, the value of the mining sector is 20 billion dollars. If we export to the rest of East Africa, it reaches 50 billion dollars. If we could silence the guns, East Africa

→



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