Taking Ghanaian Businesses into New Frontiers: 
Inspiring Stories from an Indigenous Ghanaian Company

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Catherine Nelson

- BSc Materials Science and Engineering – KNUST, Ghana
- MSc Quality Management – University of West Scotland, UK

- 25 years of Work Experience in Ghana and UK
  - Engineering [Aluminium Industry – Continous Casting, Cold Rolling and Annealing]
  - Management Systems – Development, implementation and Auditing
  - TQM, Lean and Six Sigma Application
  - Delivery of UK National Vocational Qualifications (NVQs in BIT)
  - Productivity and Competitiveness Analyst
  - SME Development [Evaluation of Proposals for Funding; To Access the Oil and Gas Supply Chain]

- Member of Chartered Quality Institute (CQI) UK, Society for Education & Training (SET) UK and inducted into the Ghana Feminine Hall of Fame

- General Manager of BAJ Freight & Logistics Limited
Who Are We?

The Company

- BAJ Freight and Logistics Limited
- By definition, we are an Indigenous Ghanaian Company (IGC)
- Company’s name BAJ is derived from the three Ghanaian Shareholders Badu, Ato and Joe
- All three are Executive Directors of BAJ Freight and Logistics Limited and have been in the Customs Clearance and Freight Forwarding business for over thirty years each
Who Are We?

Our Services

▪ International Freight Forwarding Services

▪ Customs Brokerage Services (Sea Freight, Airfreight)

▪ Logistics Services
  Haulage: In-country and Cross-Border; Radioactive and Explosive Transporters; Lifting Services; Heavy Lift Project Cargo; Yard and Warehouse Rentals; Shuttle Services; Moving and Relocation Services

▪ Ship Agency and Husbandry Services
  Port Agency; Husbandry Services
Who Are We?

Our Facilities

- **Tema**
  - Head Office – 1st Floor Dennis House, Harbour Road, Tema

- **Accra**
  - Airfreight Operations – Ground Floor Atlantic Towers, Airport City

- **Takoradi**
  - Sea Freight Operations – Chapel Hill, GK Ntow Street, Takoradi
  - Shipping Operations – Takoradi Port
  - Logistics Base – Apremdo
Our History

- **2006**
  - BAJ Freight registered as a business at Tema with 15 staff with customs clearance as the core business; both sea freight and airfreight

- **2008**
  - To handle the growing customs clearance business the Takoradi and Airport branches were opened
  - First contract with oil company Vitol and delivered the entire logistics services including customs clearance, ship agency, lifting and haulage services

- **2009**
  - BAJ Freight incorporated as a limited liability company

- **2010**
  - Other oil & gas companies joined the list (Schlumberger, HESS & ENI)

- **2011**
  - To compliment its growing clearing and forwarding business BAJ acquired its own first set of heavy duty trucks to support various sectors

- **2013**
  - Haulage business expanded with additional ten new trucks. Continuation with HESS, TULLOW. STENA on board, ENI contract tendered. BAJ also ventured into Telecommunication and Construction sectors

- **2014**
  - More logistics expansion with further ten new trucks.
  - Won the Oil & Gas Logistics Company of the year and Western Regional Business Excellence Award.
Our History

- **2015**
  - BAJ acquired Shed 4 at the Takoradi Harbour for Oil & Gas operations
  - Won for the second time the Oil & Gas Logistics Company of the year and Best Freight Forwarding Company of the year plus Customs House Agent’s Award
  - BAJ commenced partnership with the Report Ghana by the Oxford Business Group

- **2016**
  - Acquired a 31,000 sqm space at the Takoradi New Container Platform for the Oil & Gas business.
  - BAJ expanded work in the Power sector and positioned itself as the preferred local Heavy Lift company by acquiring a 20 axle line modular trailer.
  - BAJ won for the third time Oil & Gas Logistics Company of the year as well as the Best Freight Forwarding and Logistics Company.

- **2017**
  - Acquisition of the Liebherr 300 ton all-terrain mobile crane, BAJ is now positioned to handle all logistics needs in the Oil & Gas, Power, Mining, Telecommunication sectors as well as agribusiness.
  - BAJ was awarded the Haulage Company of the year, Freight Forwarder of the Year and Best Company in youth Development.

- **2018**
  - BAJ was certified to OHSAS 18001:2007, acquired a 64 Ton Terex Crane and also won the West African Outstanding Haulage Company of the year. BAJ also won the award for the Best Company in Sports & Leisure Mentoring Program
Our Success Stories

  - First Experience with Oil and Gas Company
  - Delivered the entire logistics services including customs clearance, ship agency, lifting and haulage services
  - Ship Agency for **2 AHTS vessels** in 2008 - Highland Endurance and Highland Dawn, and **3 Supply Vessels** in 2015 – Mamola Defender, Sea Titus and Pacific Heron

- **ENI** (2010 to Date)
  - All agency services for the Sankofa/ Gye Nyame and Keta Basin operations throughout Exploration, Appraisal, Development and Production
  - 2010 to date, **over 60 vessels** handled
  - 2016-2017 Shuttle services both Accra and Takoradi
  - Logistics for ENI Head Office Relocation
  - 2013 to date, successfully transported **over 50 Christmas trees** between Port and Base
  - Logistics services for ongoing operations

- **Stena Drilling Ltd**
  - All agency services for the oil rig STENA DRJLLMAX, 25-man weekly crew change operations
Our Success Stories

- **HESS EXPOLARATION (2013 -)**
  - All Ship Agency Services, Customs Brokerage and the related Logistics services for the HESS Tano/ Cape Three Points (DWTC3P) Concession Project
  - Handled 20 vessels for the PECAN Wells Operations (PSVs and Chase Boats)

- **BGP CNPC MARINE**
  - We have handled the following Seismic vessels-
    - BGP PIONEER with BGP SUPPLY II as the support vessel for the GNPC/ORANTO seismic prospection operations at Saltpond block.
    - BGP PROSPECTOR with Geo SERVICE 1 as the support vessel
    - BGP EXPLORER

- **Tullow (2013 to date)**
  - Heavy Duty Trucking
  - Successful haulage of Christmas trees
  - Currently handling all Ports and Harbour Agency Services
Our Success Stories

- Schlumberger (2010 to date)
  - Warehouse Lease and Lifting Services
  - Transportation of Explosives and Radioactive Sources
  - Rental of Heavy Equipment (Cranes and Forklifts)
  - Heavy Duty Trucking
  - Free zone Management
  - Customs brokerage and material handling

- SRI-EMAS (2017 2018)
  - All Agency and Logistics services for the SURF and GES project

- Other Clients
  - GE; Subsea 7; PHI; Gosco; Macoperi....
BAJ Today - Highlights

▪ Our Fleet
We have a wide fleet of equipment for all types of jobs including heavy lift project cargo
Heavy duty trucks; Trailers: Flatbed, extendable, low bed and modular up to 800 Tons; Self loaders; Dangerous Goods Vans; Buses for Shuttle service; Light Duty Vehicles; Cranes and Forklifts

▪ Our People
Our well trained, committed and dedicated staff have chalked many successes in our field of operation. All are drivers are fully trained in the use of the trucks and vehicles including defensive driving and transportation of dangerous goods

▪ Our Clients
We have delivered first class services to all the major oil & gas companies and other sectors
**BAJ Today - Highlights**

- **Our Services**
  - **Haulage and Heavy Lift**: We are the only IGC with total logistics solution. We are the pioneers in radioactive source transportation and the only IGC with a 20 axle line modular trailer. To date we have delivered over 70 transportations of Christmas trees for Tullow and ENI. We carry load cross-boarder to neighboring countries in the West African Sub Region.
  - **Ship Agency**: Since 2008, we have handled over 100 vessels.
  - **Customs Clearance**: Record time delivery – less than 7 days and 3days for sea freight at Tema and Takoradi respectively, less than 3 days for airfreight clearance. Clean sheet with Customs on Perfections and Tis. Currently the preferred Agent with Customs for clearance with TI regime, as a result of an in-house ERP system that alerts clients on status of their Temporal Imports, alerts are received 2 weeks before expiry.

- **Compliance and International Certification**
  - Compliance is key to our operations – we are **TRACE Certified** and our Health & Safety Management System is certified to **OHSAS I8001:2007**.
Facility in Takoradi Harbour - Shed 4

- 4,800 sqm dedicated yard in front of quay no 4, Takoradi harbour with 110m priority berthing space for vessels handled by BAJ Freight
Liebherr 220 and 300 Ton Cranes carrying out operations at the quayside, Takoradi Port
TOR – Steam Turbine Transportation
Subsea 7 - Haulage of Crawler Crane
ENI - Christmas Tree Transportation
EMAS - Transportation of Equipment
Cross-Border Haulage – UN Eqpt to Mali
Success Stories – CSR Activities

Hockey Gala 2015
Greater Accra Hockey Association
The picture above is the old classroom block (Primary school - Classes 1 to 6) ONLY 3 CLASSROOMS OPERATIONAL.
We identified this school on social media. Due to lack of resources the ICT teacher’s innovation led to the children using stones as computer mouse for demonstration.
CSR – St. Thomas Senior High
Success Stories – Local Content Activities

- Local content spend – over USD 4m
  - Local Subcontractors 57%
  - Fuel and Lube Supply 21%
  - Spare Parts 10%
  - Insurances 9%
  - Stationary & Office Equipment 2%
  - Cleaning and Sanitation 0.6%
  - Others 0.4%

- Development of local suppliers through Management System Audit
- 3000 acres of farm land at Atobiasi in the central region for the cultivation of rubber.
Our Success Stories - Awards

2014, 2015, 2016 and 2018  Oil & Gas Logistics company of the year
2014 First Western Regional Business and Financial Service Excellence Awards
2015 Best Freight Forwarding Company
2015 Customs House Agents Award
2016 Best Freight Forwarding Company
2017 Best Haulage Company
2017 Freight Forwarder of the Year
2017 CSR Company of the Year (Youth Development through Sports)
2018 West African Outstanding Haulage Company of the Year
2018 Ghana Business Logistics Company of the Year
2018 Safest Road Haulage Company
2018 Best Company in Leisure and Sports Mentoring Project (CSR)
2019 Outstanding Logistics Service Provider – Ghana Business Standards Awards
2019 Local Content Company
Celebrating 10 years

- The Office space to house circa 480 persons
- Additional allowance for 35 persons at the roof top Restaurant.
- Warehouse structure and Office building - total floor space of 5900 sqm
New Frontiers

Celebrating 10 years

- Head Office to house training school for heavy duty driving
Second Facility in Takoradi Port

- **31,113 sqm** open space within the Takoradi Port (New Container Platform - NCP) under construction
- **10,000 sqm** Warehouse
- **17,000 sqm** lay area/open stacking yard
- **2,000 sqm** fabrication facility
Aerial View of 10,000 sqm Warehouse