



**HOW CAN BLACK BUSINESS FULLY
PARTICIPATE AND BENEFIT
ECONOMICALLY FROM THE MARITIME
INDUSTRY ?**

South African Association of Ships Operators and Agents objectives

Formed in 2006 by the merger of The Association of Ships Agents and Brokers of Southern Africa (ASABOSA) and the Association of Shipping Lines (ASL).

- Active participation in developing & sustaining world class Shipping industry in South Africa
- Collaborate efforts towards the continuous improvement of shipping standards for mutual benefit of all stakeholders
- Ensure that vessel and cargo interests enjoy maximum throughput productivity at all Terminals in South African Ports
- Reducing the cost of doing business through competitive business practices
- To promote skills development within the industry

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graph TD; A[SHIPPING OPPORTUNITIES] --> B[CAREER]; A --> C[BUSINESS OPPORTUNITY]
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**SHIPPING
OPPORTUNITIES**

CAREER

**BUSINESS
OPPORTUNITY**

STATE OF SHIPPING IN S.A

GOVERNMENT LEGISLATIVE FRAMEWORK

- Total Trade turn over was worth about R1 Bl
- Total export were about 80% and total import we about 90% port handled about 13 000 vessels and 500 ml tons of cargo
- However there is only 1 commercial vessel on our ship register
- **TONNAGE TAX**
- **WHITE PAPER ON SOUTH AFRICAN MARITIME TRANSPORT POLICY**
- **10 WAY SEA WAY STRATEGY**
- **MARITIME BEE CHARTER**
- **NATIONAL PORTS ACT**

GOVERNMENT INITIATIVES

MARITIME TRANSPORT & SERVICES INDUSTRY BEE CHARTER

- LAUNCHED 30 OCTOBER 2008
- LONG TERM VISION IS TO DEVELOP SOUTH AFRICA TO BECOME ONE OF THE WORLD'S TOP 35 MARITIME NATIONS BY 2014
- A SUBSTANTIAL INCREASE IN THE NUMBER OF SOUTH AFRICAN FLAGGED VESSELS AND THE DEVELOPMENT OF NEW SOUTH AFRICAN COMPANIES THAT ARE GLOBALLY COMPETATIVE IN THE INTERNATIONAL TRADE ROUTES
- IT'S AIM IS TO ACHIEVE A SIGNIFICANT INCREASE IN BLACK PARTICIPATION IN OWNERSHIP, MANAGEMENT AND EMPLOYMENT IN COMPANIES THROUGHTOUT THE ENTIRE INDUSTRY
- THE SCORE CARD GOES BEYOND JUST TRANSFER OF OWNERSHIP AND INCLS ACCESS TO MANAGEMENT POSITIONS, TRAINING AND DEVELOPMET, ENTREPRENEURSHIP DEVELOPMENT, PROCUREMENT AND SOCIAL RESPONSIBILITY

DRAFT WHITE PAPER ON SOUTH AFRICAN MARITIME TRANSPORT POLICY

VISION OF THE WHITE PAPER ARE TO:

- GROW SOUTH AFRICAN GLOBAL MARITIME PRESENCE AND INFLUENCE
- GROW AND BROADEN THE PARTICIPATION OF SOUTH AFRICANS IN THE INDUSTRY OWNERSHIP OF SHIPS AND LOCAL REGISTRATION
- ENSURE COMPETITIVENESS OF SOUTH AFRICA'S INTERNATIONAL TRADE
- PROVIDE A CLEAR FRAMEWORK AROUND WHICH INVESTORS AND FUNDERS CAN PARTICIPATE IN MARITIME PROJECTS
- ENSURE COMPLIANCE WITH MULTILATERAL INSTRUMENTS

AMONGST THE PROPOSED POLICIES ARE:

- DOMESTIC AND REGIONAL CABOTAGE AND CARGO RESERVATION
- TONNAGE TAX
- BUILDING A SHIP REGISTER
- ESTABLISH COASTAL DEVELOPMENT CORRIDORS

TONNAGE TAX

A TAX SYSTEM DESIGNED TO ENCOURAGE VESSEL OWNERSHIP WHEREBY CORPORATE INCOME TAX IS LEVIED ON A NATIONAL PROFIT CALCULATED AT A FIXED RATE PER DAY, DEPENDING ON THE TONNAGE OF THE QUALIFYING SHIP....THE TAX SYTEM IS DESIGNED TO ENCOURAGE SHIP OPERATION AND OWNERSHIP IN SOUTH AFRICA

NATIONAL PORTS ACT

- FRAMEWORK FOR POTENTIAL PUBLIC PARTICIPATION IN THE PORT SYSTEM
- THE FUNCTION OF THE REGULATOR IS TO ENSURE THAT THEY PROMOTE EQUITY OF ACCESS TO PORTS AND TO FACILITIES AND SERVICES PROVIDED IN THE PORT SYSTEM

OPPORTUNITIES WITHIN THE MARITIME INDUSTRY

- Establishment Of Shipping Companies
- Provide Chandling Services
- Ship Building And Ship Repair
- Bunker Operators
- Port Security Companies
- Stevedoring Activities
- Offering Berthing Services
- Establish Freight Forwarding And Clearing Companies
- Training Of Seafarers
- Supply And Maintain Life Saving Appliances Involved In Terminal Operations
- Ship Agencies And Crewing Agencies
- Catering Services For Terminals, Cargo Ships And Cruise Liners
- Ship Brokering And Cargo Brokers
- Manufacturing And Maintaining Of Navigational Equipment
- Recruitment And Placement Of Seafarers

BUNKER SUPPLY

- SOUTH AFRICA IS GEOGRAPHICALLY IN A STRATEGIC POSITION TO CATER TO CAPE-SIZE VESSELS THAT CANNOT ACCESS THE SUEZ CANAL.
- **CURRENTLY IN SOUTH AFRICA THERE IS A DEMAND FOR EXTENDED BUNKERING SERVICES.**
- AROUND 1000 VESSELS CALLED AT THE PORT OF DURBAN IN 2007 JUST TO BUNKER
- DUE TO SHUT DOWNS, SOUTH AFRICA IS UNABLE TO SUPPLY BUNKERS FOR AROUND 11% OF THE TIME
- SOUTH AFRICA IS ONLY ABLE TO SUPPLY 180CST BUNKERS WHILE 70-80% OF THE WORLD MARKET IS FOR 380CST.

SHIPPING BUILDING

**THERE ARE ONLY 5 SHIP YARDS IN SOUTH AFRICA
3 In Durban And 2 In Cape Town**

THIS INDICATES THAT THERE ARE OPPORTUNITIES IN THIS INDUSTRY SUCH AS:

- SUPPLYING OF STEEL FOR SHIP BUILDING PURPOSES
- SUPPLY AND MAINTENANCE OF ENGINES AND OTHER TECHNOLOGICAL EQUIPMENT,
- PROJECT MANAGEMENT - SHIP BUILDING
- GENERAL MAINTENANCE OF TANKS, PROPELLER CLEANING, PUMPS, SHIP GENERATORS, SHIP ENGINE.
- SAND/ WATER BLASTING, PAINTING AND WELDING OPERATIONS.
- DRY DOCKING OPERATIONS IN SOUTH AFRICA AND IN AFRICA

INFRASTRUCTURE DEVELOPMENT

- THE NATIONAL PORTS AUTHORITY IS THE LANDLORD OF THE EIGHT COMMERCIAL PORTS IN SOUTH AFRICA AND SOME ACTIVITIES ARE THEIR COMPETENCY
- CONSTRUCTION OF PIERS, TERMINALS AND SLIP WAYS
- DEVELOPMENT AND MAINTENANCE OF AIDS TO NAVIGATION
- CONSTRUCTION AND MAINTENANCE OF STORAGE FACILITIES LIKE WAREHOUSES, COLD STORAGE AND REEFER TERMINALS
- ERECTION OF CARGO HANDLING MACHINERY
- CONSTRUCTION AND MAINTENANCE OF LAND RELATED INFRASTRUCTURE AND SUPERSTRUCTURE WITHIN THE PORT ENVIRONMENT

SHIP & CARGO BROKERING

- ❖ THE ROLE OF A SHIPBROKER IS TO ACT AS AN INTERMEDIARY BETWEEN THE TWO PARTIES TO A CONTRACT, WHETHER THEY ARE SHIOWNERS AND CHARTERERS IN THE CHARTERING MARKET, OR BUYERS AND SELLERS IN THE SALE AND PURCHASE MARKET.
- ❖ THE SHIPBROKER WILL BE INVOLVED IN MANY STAGES OF THE DEAL: PRESENTING THE BUSINESS TO POTENTIAL CLIENTS, NEGOTIATING THE MAIN TERMS OF THE FIXTURE OR SALE, FINALISING THE DETAILS OF THE CONTRACT AND FOLLOWING THE DEAL THROUGH TO ITS CONCLUSION.
- ❖ THE CARGO BROKER ACTS AS AN INTERMEDIARY BETWEEN TWO PARTIES IN A CONTRACT, THE BUYER AND THE SELLER OR THE SHIPPER. THE FOLLOW THE DEAL FROM THE BEGINNING TO ITS CONCLUSION.

MARITIME CAREERS

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- MARINE ENGINEER
 - INSTRUMENT ENGINEER
 - MECHANICAL ENGINEER
 - FINANCIAL MANAGERS
 - FINANCIAL ENGINEERING
 - IT SPECIALISTS (E-BUSINESS OR E-COMMERCE)
 - REFRIGERATION ENGINEER
 - BOILER OPERATORS
 - LECTURER
 - ELECTRICIAN
 - MARINE TECHNOLOGY
 - ENGINEERING TECHNOLOGY E.G. DIESELS, MARINE ENGINES AND ELECTRONICS
 - MARINE TRANSPORTATION MANAGEMENT
 - SHIPBROKER
 - PORT PLANNER
 - SHIPPING ECONOMIST
 - OCEANOGRAPHER
 - HYDROLOGISTS

MARITIME CAREERS CONTINUED

- SHIP SECURITY OFFICER
- MARINE LAWYER
- TUG MASTER
- PILOT
- CREWMAN
- MARINE FIREMEN
- SHIP CAPTAIN
- CADET
- ENVIRONMENTAL SAFETY OFFICER
- PORT MANAGER
- PROJECT MANAGEMENT
- CIVIL ENGINEER
- ELECTRICAL ENGINEERS

OTHER MARITIME INITIATIVES

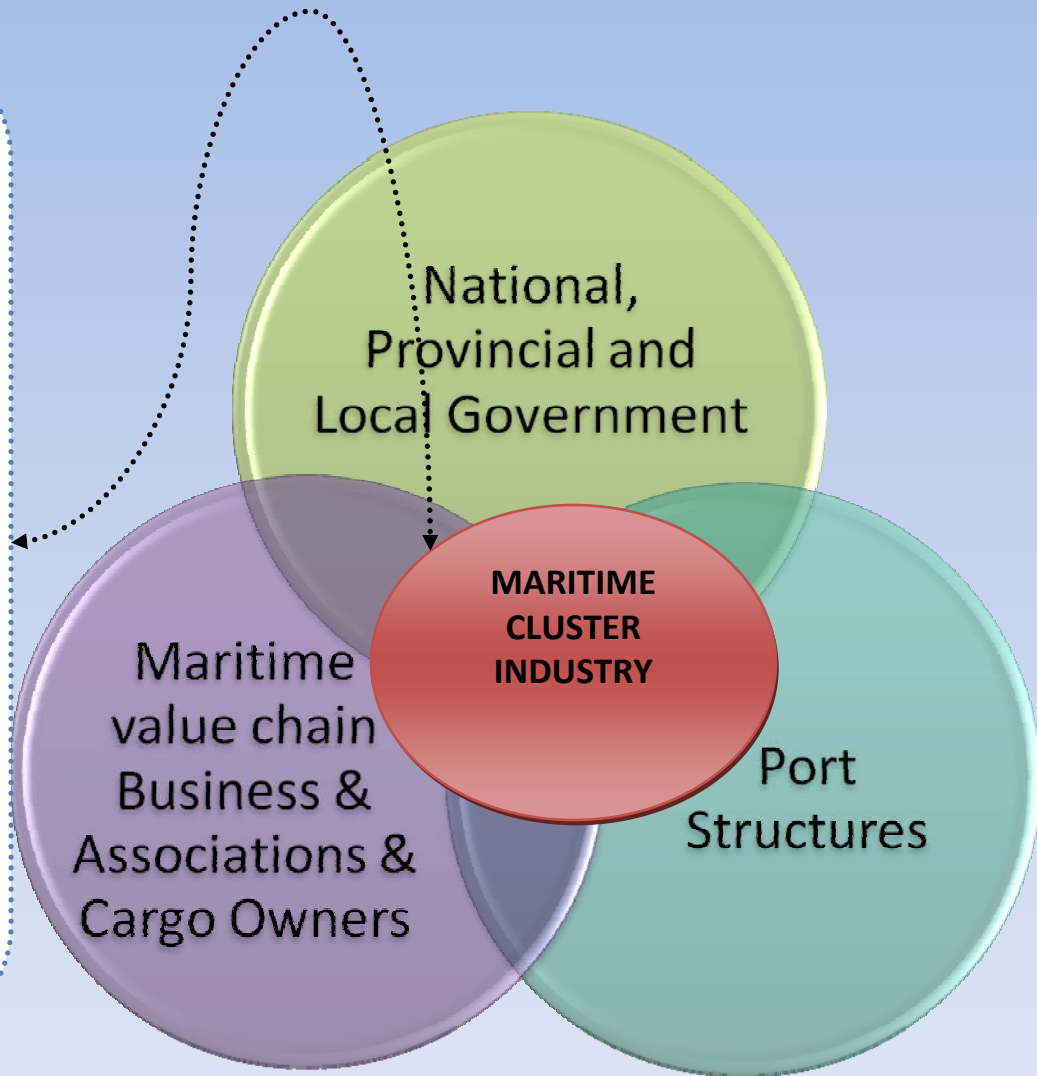
MARITIME INDUSTRY DEVELOPMENT COUNCIL

- **The primary object of the MIDC amongst others is to develop and promote the maritime and related industries of South Africa by:**
- **Enhancing the competitiveness and attractiveness of South Africa's maritime industry;**
- **Raising the profile of the Maritime Industry of South Africa both internationally and locally;**
- **Promoting, training and education at all levels.**

MARITIME CLUSTER OBJECTIVES

COLLABORATION OF EFFORTS AND RESOURCES FOCUSED ON ROLL-OUT OF INDUSTRY DEV. AND IMPROVEMENT PROGRAMMES

- Planning and Infrastructure
- Benchmarking competitiveness and efficiency improvement Services
- Business Transformation/improvement services
- Innovation /Research & Dev.
- Education /Skills and Training
- Health & Safety
- Marketing ,Communication & networking



The logo is circular with a grey outer ring containing the text "SOUTH AFRICAN ASSOCIATION" at the top and "SHIP OPERATORS AND AGENTS" at the bottom, separated by two small white dots. The center of the logo is a bright yellow circle. Four orange triangles point outwards from the top, bottom, left, and right of the grey ring. The text "THANK YOU" is centered over the logo, with "THANK YOU" in large black letters and "THANK YOU" in smaller orange letters with a 3D effect overlaid on top.

THANK YOU