



# USTDA

United States Trade and Development Agency

## Southern Africa Intermodal Freight Transportation Reverse Trade Mission

September 22 – October 3, 2013

Washington, DC; Richmond, VA; Norfolk, VA; Indianapolis, IN; Joliet, IL; Chicago, IL

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The U.S. Trade and Development Agency (USTDA) will host a delegation of key Southern African officials on a visit to the United States to explore U.S. technologies and best practices for intermodal freight transportation. In addition to showcasing U.S. equipment and services, this reverse trade mission (RTM) will also expose the delegates to U.S. policies, regulations, and financing mechanisms that can support the implementation of intermodal freight transportation projects in Southern Africa. Don't miss the opportunity to meet with key stakeholders in Southern Africa's burgeoning rail sector!

### BACKGROUND

Despite its rapid economic growth, Southern Africa's regional and social development is severely impeded by poor transport network connectivity, modal imbalances, and limited coordination between carriers, which results in lengthy transport times and very high freight logistics costs. An integrated multi-modal transport system would reduce freight costs by removing inefficiencies associated with a system of transport where goods are often loaded and unloaded from different, independently operated modes. Over the last decade, the biggest drive in multimodal transport in Africa is for the establishment of inland container depots (ICDs) serving landlocked countries and the growth of containerization and container traffic, particularly in Southern Africa.

This RTM will introduce key decision makers to U.S. models for intermodal freight transportation, including the concept of regional hub-and-spoke systems. The implementation of efficient intermodal freight transportation systems in Southern Africa would result in downstream competitive benefits for large U.S. companies involved in regional infrastructure and other projects requiring heavy freight. U.S. companies are also competitive suppliers of goods and services required for the development of ICDs and other terminal types and components of intermodal freight transportation systems. In Southern Africa investigations into multimodal terminal design and upgrading, integrated transport and cargo management information systems, and customs process revamp have already begun, with technology choice being the next step after design work has been completed.

This RTM will focus on U.S. solutions related to:

- Terminal design;
- Innovative supply chain management and tracking software and technologies; and
- Cargo and freight management systems.

This RTM is being organized on behalf of USTDA by The Webster Group, in collaboration with Seneca Group, LLC.



USTDA supports the NEI and DBIA missions as a member of the President's Export Promotion Cabinet



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## ABOUT THE DELEGATION

The delegation will be comprised of 15 public and private sector representatives from Southern Africa's rail sector with responsibilities for planning and developing intermodal freight projects. Delegates will include officials with recommendation or decision making authority for large capital project budgeting and acquisition. Invited organizations include:

### Republic of Angola

Instituto Nacional dos Caminhos de Ferro de Angola

### Republic of Botswana

Ministry of Transport and Communications  
Botswana Railways

### Republic of Malawi

Ministry of Transport and Infrastructure  
Central East African Railways Co. Ltd.

### Republic of Namibia

Ministry of Works and Transport  
TransNamib Holdings Ltd.  
Namibia Ports Authority

### Republic of Mozambique

Mozambique Ports and Railways  
Corredor de Desenvolvimento do Norte

### Republic of South Africa

Gauteng Provincial Government  
Transnet Port Terminals  
Transnet National Ports Authority  
Transnet Group  
Development Bank of South Africa

## GOALS AND OBJECTIVES

- Foster the participation of U.S. companies in the implementation of intermodal freight transportation projects in Southern Africa.
- Expose RTM delegates to U.S. technologies, equipment, and services, as well as policies, regulations, technical standards and financing mechanisms
- Exchange ideas and develop long-lasting and mutually beneficial relationships between sector experts, business persons and officials in the sector.
- Provide focused inputs on key topics like: foreign investment in facilities and operations; design and construction of facilities; software and systems for managing intermodal equipment and traffic across multiple operators and jurisdictions; optimization of terminal management; terminal equipment capital investment, and; economic and legal frameworks to support effective intermodal business activity.

## OPPORTUNITIES

U.S. companies can participate in this RTM by:

- Hosting the delegation at their facilities to discuss their expertise and capabilities
- Arranging a site visit "in the field" to demonstrate technology in use
- Sponsoring a dinner or lunch meeting with the delegation.

## FOR MORE INFORMATION

Visit <http://intermodalrtm.poweredbytwg.com> for more information or contact:

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