

## 1. ABOUT

The Ghana Shippers Awards provides a platform to recognize individuals and companies that play a significant role in the growth and development of the industry while recognising the key functions within the industry that promote growth and sustainability. This is the premier event in Ghana which showcases on a national scale the excellence and innovation within Ghana's sector.

In recent times transportation has been so complex and costly owing to rising rates and ancillary charges pretty well across all sectors of the shipping industry. Again delivery and quality customer service is of essence to industry stakeholders. The Awards is a benchmarks of excellence for carrier performance despite the recurring challenge. The benchmarks for carrier performance would be based on some key performance indicators (KPIs) to derive the standards of excellence.

Key among the standards are on information technology for couriers, safety and competitive pricing. Carriers who are weighted above the scores or survey done by our partners AC Nielsen will be entered into the finalist

**The awards cut across road transportations**, ocean carriers, air transportation, freight forwarding, shipping agents, express services, courier agencies, government agencies, insurance and financial institution and more We exist to recognise distinctions in the field, and also to promote the interests of the industry - nationally and internationally.

The Awards recognise the industry's merits and set a benchmark for excellence, whilst rewarding innovative ideas and concepts that have pushed the boundaries of what is possible.

### PURPOSE

- To bring together players in the shipping industry and recognize achievements from local and international companies involved shipping sector in Ghana.
- To reward those that have played a defining role in moving the industry forward and have demonstrated achievement across a wide variety of domains including sustainability, operational excellence, innovation and others.
- To indentify projects and individual achievements that have enabled shippers to set themselves apart from their competitors and that have produced clear and compelling value and other relevant results.

### FAQ

- **Who can nominate?**

All shipping companies and individuals with experience are eligible to enter appropriate categories.

- **I have been shortlisted for an award; do I need to book a ticket? How?**

All attendees must book and pay for their tickets in order to attend the Ghana Shippers Awards. Table bookings can be made by contacting the Team or [click here](#) to book your seat.

- **When shall I book my seats?**

The earlier you book your tickets the more chance you have of getting the best seats in the required zone. A 10% discount is given for seats booked prior to the nomination deadline and a discount of 10% is given for bookings of 2 tables or more. [Click here](#) to book your seat.

- **How can I improve my chances of winning an award?**

We can't stress enough how important it is that the winners will be judged on the quality of their entries, and cannot rely on reputation alone. Be clear and accurate with your entry, but don't feel the need to write thousands of words. If there is a word limit on the category guideline follow it. If not, say concisely but thoughtfully why your company's performance is better than the rest, highlighting key achievements. Read the nomination criteria specific to your entry, and remember – Keep your focus on your achievements.

- **Can we send photographs or supporting documents to highlight our achievements?**

It is not compulsory but some companies do like to provide testimonials from clients and photographs of work completed or initiatives undertaken. You may add any supporting materials you wish to send to the e-mail with your entry form. Please ensure individual emails do not exceed 5MB maximum.

- **Do we have to attend?**

Representatives from nominating companies must be available on the night of the awards. By nominating yourselves you are committing to attending should you make it to the Ghana Shippers Awards finals.

- **What timeframe do the Ghana Shippers Awards cover?**

Depending on the category, activities commenced, conducted or completed (Read each category guideline carefully) between May 2017 are eligible.

- **When and where will the winners be announced?**

Winners will be announced on May, 2017, Award Gala.

- **What kind of audience will be in attendance?**

Executives and management from Ghana's Shipping community including Freight forwarding companies, service and supply companies, financial and professional advisory firms and government agencies will be in attendance.

- **What is the benefit?**

The Ghana Shippers Awards will promote and celebrate Ghana Shipping achievement, business success and entrepreneurship. Global recognition of your company and executives as Shipping leaders. Option to have your company or name published in the Newspaper after the event.

## **Why Attend**

### **GSA 2017 is a platform to:**

- Showcase company's activities and achievement in the past year
- Gain individual and company recognition in the Shipping industry
- Unwind after a challenging year
- Interact with industry players on issues of mutual interest
- Bridge gap between government, regulators, civil society and companies
- Advertise company product and services
- Conduct business in a relaxed and fun networking environment

## 2. EVENT

26th May 2017

Movenpick Ambassador Hotel

6pm

## 3. PRICING

The GS Awards is your chance to come together to network, learn, and celebrate various achievements with each other. These awards offer you the ideal place to meet decision makers, partners, and colleagues from the across the region and discuss how the last 12 months have affected you.

Be part of the best networking event in the Ghana Shippers Awards

Held at the Movenpick Ambassador Hotel on May 26, 2017, this is an evening everybody in the industry is talking about.

We advise you to [book your place](#) as soon as possible, as spaces are limited.

To book your table contact Latif Abunakar on 0302.... 0266123456; or [click here](#) to get in touch with us.

## **Ticket and Table types**

### **Standard Tables**

- Champagne reception, cocktail and entertainment
- 3 course dinner
- Drinks served all night
- Profile in evening awards guide (Logo and 50 words)

### **Half Table (5 persons)**

### **Full Table (10 persons)**

### **VIP Tables**

- Table at front of room
- Pop up banner and private table
- Champagne reception, cocktail and entertainment
- Champagne at table throughout dinner
- 3 course dinner
- Drinks served all night
- Profile in evening awards guide (Logo and 50 words)
- Branding on marketing collateral at the awards dinner (Table, Diary)
- Full page advert in evening awards brochure
- Dedicated usherette with company branded lapel and evening wear

### **VIP Tables - Full Table (10 persons)**

### **Terms and Conditions Apply**

## **5. NOMINATION**

### **Nomination Benefits**

#### **PREAMBLE**

Participating in the Ghana Shippers Awards (GSA) is one of the fastest routes to wide recognition of your company's achievements. Finalists and winners will benefit from extensive media coverage; wide exposure in the investment community; and enhanced peer recognition.

#### **WHY ENTER**

#### **Why enter**

1. Be the best of the best- Compete with your peers and gain recognition
2. Credibility sells – Winning this prestigious accolade is marketing that money can't buy
3. Master your sector – Our Awards cover activities across the whole freighting sector and you don't have to be big – you just have to be the best!

## **Nominations now open**

### Key Dates

- 1<sup>st</sup> February, 2017 – Open Nominations
- 1<sup>st</sup> Feb-24<sup>th</sup> Feb,2017 - Early Bird Nominations
- March 31<sup>st</sup>, 2017 - Nominations Close
- 13<sup>th</sup> March,2017-Nomination Extension close
- 2<sup>nd</sup> May, 2017 - Press Release to announce Finalist
- May 26<sup>th</sup> , 2017 - Winners announced at the Ghana Shippers Awards Dinner and Awards

### CALL FOR NOMINATIONS: EARLY BIRD OFFER

Submit your nomination by February, 2017 and get a free seat at the Ghana Shippers Awards on May 2017 held at Movenpick Ambassador Hotel

### HOW TO ENTER

Visit [www.ghanashippersawards.com](http://www.ghanashippersawards.com) and enter selected categories. Individuals and companies can enter more than one category. You can email additional documents to [info@ghanashippersawards.com](mailto:info@ghanashippersawards.com)

### CATEGORY

Refer to the category for each category at [www.ghanashippersawards.com/category](http://www.ghanashippersawards.com/category)

### **Submission**

Nominations must be submitted using the [online Nominating Process](#). Click on a category that you are interested in, there you will find a link to the Online Nominating Process. Please send additional documents to [info@ghanashippersawards.com](mailto:info@ghanashippersawards.com)

- Start with a brief overview of your organization (corporate biography)
- Provide details of the size of your organization (number of staff, annual revenue, etc)
- PERSONAL AND COMPANY INFO

First Name

Last Name

Company name

Position In company

Company address

company email address

Business type

Company phone

Company website

- What sets your organization apart from its competitors?
- What does your organization do to support the industry and the community?
- Write in less than 3 A4 pages why you must win the particular award category. The file must not be more than 5MB

**You may attach supporting documents to your entry, such as:**

- Clients Testimonials
- News / media features and editorial
- Product / project specific corporate collateral
- Photography
- Web links and links to videos and other information are acceptable as part of an entry

When attaching your supporting documentation, please consider the length and relevance to chosen category criteria. There should be not more than 10 pages of supporting documentation.

## **CATEGORY**

### 1. Container Line of the Year

This award recognizes the best containership operator or owner in the industry that has demonstrated the best in bold successful performance in the last twelve months.

The award is open to owners and operators that can demonstrate industry leadership and excellence despite the market conditions.

Amongst other things the awarding board will be looking for insight into exceptional performance in operational matter such as safety, efficiency and reliability, but also examples that demonstrate leadership through business excellence, profitability and market.

### 2. International Express Operator of the Year

This is dedicated companies or courier service related companies involved in international shipping and **courier** delivery with wide range of **express** parcel and package service

### 3. Break Bulk Operator of the Year

Open to all operators of vessels that carry multi-purpose or break bulk cargo, all port operators that handle break bulk and general cargo, all customs brokers and freight forwarders involved in the clearance and logistics of handling break bulk and general cargo, and all other service providers such as insurers, lawyers or ship agents involved with break bulk and general cargo. This award recognizes excellence in any aspect of importing, exporting, clearing, forwarding, or any other aspect of physical handling or of providing any service in the sub-sector of break bulk and general cargoes in the Oceania region. As a guide “break bulk and general cargo” here means those cargoes that require extra-careful handling but are not commodity bulk cargoes (e.g. grain) or do not normally fit inside a shipping container. Examples include, but are not limited to, heavy axles for mining trucks, machinery, wind turbines, accommodation blocks and pipes. For very large, very heavy lift cargoes such as e.g. other ships, massive modules for power plant, nominees should submit their application under our “Project Cargo: Heavy Lift” category.

### 4. Air freight Solutions Provider of the Year

This category is open to all freight forwarding organisations with specialism in air freight, or specialist air freight departments within freight forwarding organisations. What we are looking for is demonstrable expertise and high performance in this area, a drive for innovation, customer centricity continuous improvement and importantly, results for both the customer and you

### 5. Sea Freight Solutions Provider of the Year

this category is open to all freight forwarding organisations with specialism in sea freight, or specialist air freight departments within freight forwarding organisations. What we are looking for is demonstrable expertise and high performance in this area, a drive for innovation, customer centricity continuous improvement and importantly, results for both the customer and you. Entrants should indicate how you have adapted your business or services to exploit new opportunities in the sea freight market, or to exceed customers’ needs? What benefit has this had on turnover, bottom line and customer satisfaction?

### 6. Project/Heavy lift Forwarder the Year

Open to all operators of vessels that carry super-heavy lift cargoes, all port operators that handle super-heavy lift cargoes, all customs brokers and freight forwarders involved in the clearance and logistics of handling super-heavy lift cargoes, and all other service providers such as insurers, lawyers or ship agents involved with super-heavy lift cargoes. This award recognizes excellence in any aspect of importing, exporting, clearing, forwarding, or any other aspect of physical handling or of providing any service in the sub-sector of super-heavy lift cargoes in the Oceania region. As a guide “super-heavy lift cargoes” here means those cargoes that are not commodity bulk cargoes (e.g. grain) or which are far more heavy, massive and complex to handle than even the larger break bulk cargoes such as wind turbines. Examples could include, but are not limited to, modules for large plant such as power or LNG plant, semi-submersible vessels for moving ships, other ships, giant ship-to-shore cranes, oil refinery components, modules for giant bridges – and so on. For the smaller break bulk cargoes such as e.g. wind turbines, machinery accommodation blocks, nominees should submit their applications under the “Excellence in break bulk project cargo transport & handling” category.

## 7. Road Haulier of the Year

The winner of this category will be a company that has shone brightly throughout the year, and has been able to demonstrate first class performance whether operationally or financially.

Judges are looking for the operator, whether in gas, crude, product or chemical trades, that has led the way by demonstrating a level of excellence that goes well beyond the norm.

Submissions may be from companies that have shown a unique and different approach to the sector, have shown leadership in sustainability or business performance or have shown the strength to bring change in the industry.

## 8. Air Cargo Carrier of the Year

This award is open to any airline into carriage of goods and cargo within and out of Ghana. In the last 12 months, you must have expanded or secured new export markets in the field of aviation related products or services.

Companies engaged in the airfreight are considered. The award recognizes safe, reliable and competitively-priced services to customers and businesses in the industry with a growing fleet and well-maintained facilities. The Board will base their decisions on what your company has done to support cargo transportation. It is essential that your application highlights your key strengths strategies and achievements.

## 9. Life Time Achievement Award

This award recognises an individual that has, over the course of his or her career, contributed to the well-being of the industry in a profound way. the Lloyd's Loading List editorial panel welcomes submissions on behalf of candidates for this award, however nominations will also be put forward by the senior editorial team and the panel of judges.

## 10. Shipping line Operator of the Year

Judging will be based on ;

- Customer service innovation
- Business profitability
- Schedule reliability
- Network and service development
- Commitment to the environment
- Provision of crew welfare
- Fleet utilization, volumes in metric



11. Overall Shipping Company of the Year ( Selected from among all nominees. You cannot enter into this category

12. Domestic Courier Service Provider of the Year

This is dedicated companies or courier service related companies involved in local shipping and **courier** delivery with wide range of **express** parcel and package service

13. Freight Forwarder of the Year

This award is for companies displaying excellence in freight forwarding, in terms of service and efficiency in sea, air, road or rail freight.

14. Customer Service Award

This award recognises the standard of customer service offered by individual shipping lines, or their agent, as seen by their customers. To win this award a business must excel in providing the highest level of customer experience via their involvement in communications, problem solving and innovation.

15. Excellence in HSEQ Award

This award will be made to the company responsible for introducing effective safety measures producing demonstrable improvements in occupational health and safety or risk reduction. This may involve either the movement of freight or by any mode carrying freight.

16. Excellence in Corporate Social Responsibility

#### **Judging Criteria as follows**

- Commitment to employee and community welfare
- Giving back to society via staff volunteering schemes
- Global spread of CSR commitment
- Fund raising or charity programmes to help society

17. Promising Forwarding/Shipping Company of the Year

An award for a company within 5 years of working in any sector of the Ghanaian maritime or transport industry deemed to have made special contribution to his or her industry during the past twelve months.

18. Young Freight Forwarder of the Year

An award for a person/professional under the age of 35 working in any sector of Ghanaian maritime or transport industry deemed to have made special contribution to his or her industry during the past twelve months.

19. Terminal/Port of the Year

This award recognises excellence in both specific port/terminal development projects, technical innovation, overall management achievements and commercial successes.

## 20. Environmental Sustainability Awards

The award may be given for practical examples of initiatives which environmentally enhance operating procedures; for management and monitoring systems which measure targets in environmental goals or for general environmental initiatives either in the community or with other industry stakeholders.

## 21. Marine Service Provider of the Year

For exceptional achievement or contribution to any service sector of the Australian maritime industry by a company, individual or organisation. Open to agents, brokers, classification societies, legal practitioners, finance providers, telecommunications or IT suppliers, security services, training and education companies or institutions.

## 22. Excellence in Innovation and Technology

A firm must showcase smart new products or services which approach the everyday in new ways, enhance performance, decrease costs, or spearhead that big change that no one even thought they needed until it was made. 1. the entry must detail a product or service or business process that shows genuine innovation. 2. related to any part of a company's offering, the innovation must demonstrate concrete benefits to the company, its customers or suppliers. 3. the entry for this award must demonstrate the impact the new innovation has had upon the business: did productivity increase? did revenues or profitability increase? did the product set a new internal or industry standard?

## 23. Maritime Personality of the Year

This is awarded to an individual who has made major contributions to the shipping industry in any field in the last year

## 24. Maritime Institution of the Year

### **Judging Criteria is as follows**

- Investment in new facilities and courses
- Average experience per lecturer/teacher
- Growth in number of graduates
- Innovation in teaching techniques
- Ease of access to learning and training materials
- Update of educational materials to keep up with market changes

## 25. Brand of the Year

This is mostly based on brand extension, innovation, marketing campaigns, Customer satisfaction with consistent patronage

## 26. Special Recognition Awards

## NOMINAON RULES

Please read these carefully.

No company may be nominated for more than one award on substantially the same basis. GSA will discard entries for multiple awards which broadly replicate other entries.

We reserve the right to move an entry to a different category from the category entered if the entry is better suited to that category.

- In the event that there are too few qualified nominations in a particular category, GSA reserves the right to not select a winner in that category.
- In the event that there are no qualified nominations in a particular category, The GSA Awarding Board reserves the right shortlist or nominate and further select a winner in that category.
- The finalists for all individual awards must accept their award in person if they are selected the winner.
- All nominations must be submitted using the Online Nominating Process. Nominations and supporting materials must be received not later than May, 2017. Extensions to this date will be granted if the need be
- Nominations may be submitted either directly from a company, from an involved individual, or from a third party. In the event that a third party nominates a company or individual, GSA will contact the nominated company or individual and ask the nominee to review the nomination for accuracy and, if necessary, provide any missing documentation. If the company or individual fails to provide the required response by the specified date, the nomination will be excluded from competition.
- Each nomination should include the nominated company's logo. For screen quality, we require images of 300 dpi or above, Illustrator or Photoshop. These files can be emailed to [info@ghanashippersawards.com](mailto:info@ghanashippersawards.com)
- Entries in CEO of the Year should be accompanied by a high-resolution colour photograph of the individual nominated. These files can be emailed to [info@ghanashippersawards.com](mailto:info@ghanashippersawards.com)
- Supporting material may be required. Should you choose to send additional materials, please ensure they are supportive of the actual nomination. Supporting materials may include brochures, advertisements, photographs and other documents. Please send all supporting materials via email to [info@ghanashippersawards.com](mailto:info@ghanashippersawards.com)
- Winners will **NOT** be notified prior to the Ghana Shippers Awards event; however all nominations must be accompanied by the name of the person who will be accepting the award if the nominee is chosen as the winner.
- **Each winner is expected to accept their award on stage at the awards ceremony on May, 2017 at the Ambassador Hotel - Accra.**
- All information submitted through the Online Nominating Process and all supporting materials will be considered confidential and will only be used by GSA and its panel of judges for the purposes of selecting finalists and winners for the 2017 Ghana Shippers Awards.

- We reserve the right to publish positive extracts from winning entries and reserves the right to publish your 50-word summary of your project

It should be assumed and noted that all events will be filmed for distribution purposes. By attending any of our events, you acknowledge awareness of this statement and release xodus communications limited, its owner, operators, officers, and duly designated representatives operating in either an official or unofficial capacity free from any liability regarding your image, including use and distribution.

## **7. CONTACT**

### **Globe Productions**

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## **8. SPONSORSHIP**

### **Why Sponsor**

GSA provides a networking platform for shippers (export and importers), suppliers, distributors, investors, bankers, consultants and specialists. All sponsorships include participation in the exhibition prior to Awards

We are committed to supporting the development of business relationships and we will make every effort to promote this aim when we partner with you in a sponsorship. Your firm will have top priority in terms of time, exposure and opportunity before, during and after the events. The event offers you and your company the opportunity to market yourself and build image awareness as well as gain maximum exposure by becoming a sponsor of these events.

During the exhibition and Awards Gala, we aim to create a professional business atmosphere, which provides guests and sponsors, with a comfortable and relaxing environment in which they can develop the contacts that lead to future transactions and long-term alliances.

[Click here to download GSA 2017 Sponsorship Brochure.](#)

Sponsorship options

Platinum-60,000ghc

Gold-40,000ghc

Silver-30,000ghc

Drinks sponsorship

Award Naming Rights-10,000ghc

For sponsorship contact Richard Abbey Jnr at [info@ghanashippersawards.com](mailto:info@ghanashippersawards.com) or call 0244469369

