



FRACHT BURKINA FASO

New Customer: HAPAG LLOYD
Abidjan (Ivory Coast) corridor – Rail & Road
Tema (Ghana) corridor - Road



FRACHT BURKINA FASO has been appointed by **HAPAG LLOYD AG** as vendor for the Inland Transportation of their TBL containers into/from Burkina Faso via Abidjan & Tema ports effective from June 1st 2020.



As part of the agreement, Hapag Lloyd Business Development Manager in Burkina Faso will work closely with the commercial team of Fracht Burkina Faso to build a common strong pipeline to develop the inland services for containerized cargo.

The immediate competitive advantages that both our companies are getting from this agreement are:

- Strengthening the presence of Hapag in Burkina Faso thanks to the good connexions of Fracht in this country.
- Strong relationship between a carrier and Fracht as their representative, that allow the two companies to increase their competitiveness on the market, get better Ocean freight for Fracht and better inland service for Hapag with large volumes as well as for specific containerized projects.
- Availability of empty containers in Burkina Faso that can be used for the export of commodities (Sesame seeds, cashew nuts, sheabutter, tigernuts etc..). More than 80% of the export commodities are exported in bulk from Burkina Faso up to the load ports.

Hapag Lloyd and Fracht have definitely found a mutual interest in this partnership and both companies are betting on the development of those new joint services. This agreement will certainly be a stepping stone to secure more businesses with Hapag in other landlocked countries in Africa where FRACHT has already its own offices (Rwanda, Uganda, etc..)

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