



# GHANA CHAMBER OF BULK OIL DISTRIBUTORS

No. 3 Senchi Loop  
Airport Residential Area  
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20<sup>th</sup> March 2014

The Minister  
**Ministry of Energy and Petroleum**  
Ministries

And

The Board Chairman  
**Bulk Oil Storage and Transport Company**  
Accra

Dear Sir,

## **PETITION: OUTSOURCING OF THE MANAGEMENT OF BOST STORAGE FACILITIES**

We are informed of steps being taken by the Government owned Bulk Oil Storage and Transport Company (BOST) to outsource the management of its tank farm and wish to applaud the initiative by the board and management.

In the last State of the Nation address, **H.E. John Dramani Mahama** charged Ghanaians to patronize locally made goods and services and stressed the need for us as a people to look within our borders for solutions. He said ***“When Ghanaians produce goods that other Ghanaians use they are then able to re-invest that revenue back into the very communities that patronized them. The money flows in a current, and it fortifies the nation’s economy. That…… is the best use of a nation’s currency.”***

In his Independence Day speech this year His Excellency further argued that ***“If we are to be truly independent, we cannot allow our destiny to be determined by corporations, industries, or individuals who exist beyond our national borders. And that is precisely what we are doing when the majority of what we consume comes from outside”***.

In line with the charge from the President, we continue to invest and develop solutions and Ghanaian skills to help Mother Ghana retain services within its borders. Under your government and leadership and as a result of your policies, you have proven that Ghanaians can drive the downstream industry hitherto led and a preserve of foreign companies. We have not only taken up the mantle of trading petroleum products locally and for export, we have excelled and partly ensured the economy’s petroleum needs are met. We have and continue to invest in infrastructure in line with your policy. As a result, we as Ghanaians have proven our ability to efficiently and effectively operate petroleum storage facilities. In other words, we are proof of the President’s statement that ***“……Ghanaians are some of the most enterprising people in the world. We are smart. We are creative. We are crafty. We have a good business sense. And when put to the test, we are, indeed, hardworking”***.



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Information we have gathered indicates that BOST with your consent, is considering engaging a foreign company to manage its petroleum storage facilities with the Accra Plains Depot elected as the project's pilot. We are very disappointed that after encouraging Ghanaian BDCs to invest and acquire skills in the management of such facilities, the first consideration of who to contract was not the Ghanaian, Ghanaian BDCs or Ghanaian tank farm operator through a consortium or individually to take up this opportunity. **We do not recall any invitation for proposals or bids whatsoever or any transparent process which would have offered a fair chance to all.**

We hereby petition your office and the Board of BOST to kindly suspend any intended contracting of foreign or foreign owned companies and rather present existing Ghanaian tank farm operators, owners and BDCs an opportunity to provide solutions to meet BOST's needs. We have Ghanaians with proven ability to efficiently operate such facilities and excel at it. Our Ghanaian members have invested and do manage storage facilities in excess of 270,000 cubic meters with more investments in the offing and have expressed willingness to provide solutions for BOST and retain value within Ghana. They are willing to invest in BOST's infrastructure and provide solutions for funding, sourcing and holding strategic stocks with BOST as it may find appropriate. It must be noted that BDCs are not competitors to BOST. BOST as a strategic stocks and logistics company and BDCs as bulk distributors, traders and importers of petroleum products are better off cooperating to yield synergies in service to Mother Ghana than to compete.

We urge you to think Ghanaian and uphold the clarion call by **His Excellency President John Dramani Mahama** and further evidence your belief in the Ghanaian. We have proven competences and believe it will take Ghana and the Ghanaian to help Ghana grow.

We look forward to a favourable and Ghanaian response.

Yours faithfully,

Senyo Kwasi Hosi

CEO

CC:

The Chief of Staff, Presidency

The Deputy Minister of Energy (Petroleum), MOEP

The Chairman, Parliamentary Sub-Committee on Mines and Energy

✓ Board Members, BOST

The Ag. CEO, BOST