

31 May 2013

The Chairman  
Ports Regulator  
Private Bag X54322  
Durban  
4000

 TRADESTREAM

Dear Sir

**Re: Submission**

We respectfully draw The Regulator's attention to Containers routed via Logistic Hubs where the contents are destined for local production or other forms of creating added value (i.e. creating sustainable employment). We consider that selected routing and destinations should be incentivised via the reduction of port costs (cargo dues).

We have explored our objective mainly through the Retail Industry that we predominantly service. Our study has revealed that there are hubs in the making worthy of such support. The location that we have identified and interacted extensively with is the Harrismith Logistics Hub ("HLH") that offers opportunities in solving bottlenecks in transportation coupled to maximising supply chain efficiencies. Our efforts in this direction have proved a resounding success with the major retail chains and multi nationals we currently service (See [www.tradestream.co.za](http://www.tradestream.co.za) and [Tradestream](#)).

We have formed an alliance with HLH through the Free State Development Corporation ("FDC"). Through our endeavours with HLH we have established that the systems we currently employ will play a key role in implementing this initiative. By progressing to further development we will be able to identify and track container contents as well as their routing and destination.

Furthermore we wish to point out that the system mentioned above can also be implemented for the benefit of the Automotive Industry. In recent months we have engaged with some of the role players in this regard. The purpose of this objective is to provide justification for reduction in the logistics costs of parts and components destined for local assembly and further value-add in terms of exports.

Tradestream would like to play an active role in engaging with both The Regulator and the Authority in identifying ways to facilitate. We trust The Regulator will find sufficient merit to seriously consider implementation of the above.

Yours faithfully,



**Rob Wells**  
Director

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