

LESS THAN CONTAINER - LCL

Enhancing export market access

The Less than Container Load (LCL) project is an innovative export initiative led by Ueniusu'unu Agribusiness Group that seeks to overcome barriers to export markets for SME farmers and growers across the Solomon Islands, by enabling Less than Container Load (LCL) freight shipping. The idea was raised at the *Pacific Connect* Network Dialogue on Freight and Logistics (Honiara, 2019). In partnership with Solomon Ports, this pilot project seeks to unlock shared container exports, connecting small-scale aggregators, exports and intermediaries to aggregate freight for the specialty overseas market.

Pacific Connect - Offering a powerful platform for cross-Pacific collaboration and relationship building. Creating informal, consultative environments that encourage positive, fresh-thinking and personal interest in achieving practical results.

Solving a logistical nightmare

SMEs make up 60% of the agriculture sector in Solomon Islands, and yet most do not currently have access to export markets. For every five containers that come into Solomon Islands full, only one will go out full. Currently, it is only possible to ship full container loads on sea freight.

The supply chain is riddled with inefficiencies, making LCL project a critical tool in an industry ripe for disruption. LCL project will be based on non-full container load distribution, meaning that many Pacific Island countries also have the ability to join the network. By creating a system to track information on freight and logistics from end-to-end, LCL can create value all along the market chain for different users-giving traceability to consumers and exporters and reducing current logistical problems on agents.

Through *Pacific Connect*, ICDP brings together Australian business and emerging leaders with Pacific Islander counterparts to deliver locally led solutions to challenges, and to create an active network of engaged change makers.

Project objective

LCL aims to equip small-to-medium businesses with up-to-date information on logistics and markets that enables them to efficiently ship their goods overseas to export markets. The LCL solution is designed to be scaled more broadly across the region.

Partnership with Solomon Ports

Facilitated through the initial *Pacific Connect* dialogue in 2019, the LCL team has been able to partner with Solomon Ports to pilot the initiative over a 10-month period. The trial will focus on improving the shipment of high value commodities like cocoa through engaging key boutique exports and farmer networks in Guadalcanal. Solomon Ports has provided in-kind support in the form of land space and storage facility to enable the pilot to take place.