



## SNAPSHOT

### *Safety and Quality Orientation Reflect Advantages in Takoradi*

USAID assists Ghanaian companies strengthen EHS policies and practices across the O&G sector



Photo: Zoil Services EHS signage and safety statistics board reflects its strict 'Zero Accident' pledge and commitment

*Since engaging with the SCD program, Zoil has taken huge strides in implementing what representatives learned from both EHS and Procurement Best Practices in Oil & Gas trainings. This has catapulted them into winning contracts with some of the largest O&G operators across the sector.*

In existence for only three years as one of 29 subsidiaries to ZoomLion Ghana Ltd, Zoil Services is a relative newcomer to the Takoradi oil and gas sector. The company is proving a formidable contender in the waste management space, offering up niche services to include general waste management and handling of more environmentally sensitive waste stemming from oil/gas operations. Competition is fierce in this service sector, yet Zoil appears poised and positioned to easily rub shoulders with other proven market players in bidding, winning and servicing of contract spend opportunities.

Effective July 2015, Zoil Services was awarded a multi-year contract with Italian oil/gas company *Ente Nazionale Idrocarburi (ENI)* to manage handling of the company's general as well as oil waste produced by its operations in the western region of Ghana. This is a significant win and opportunity for Zoil Services, given it serves as perhaps a first step in achieving a greater ambition to enhance operations domestically followed by international expansion to other parts of Africa in the longer-term future.

Zoil attributes much of its successes to decisions and efforts with aligning business practices to internationally recognized standards and quality frameworks. The company partnered with the USAID SCD Program in 2014/15 to enhance operational areas, including in areas of Procurement as well as Environment, Safety and Health (EHS) policy frameworks. Implementation of real and applicable items learned during training, such as a new "Zero Tolerance" accident policy and EHS framework, has led to increased efficiency and successes, leading to greater win rates and contracts with buyers, ie ENI.

"We implemented items from the EHS training", affirms Herbert, Zoil's Lead Mechanical Supervisor. "Record keeping, policy documentation, updating/upgrading systems now serves the norm for our staff. Zoil is taking efforts as present to receive ISO 9001:2008 and 14001:2004 certification moving ahead."

Ghana's Oil City has been good to Zoil to date; prospects moving ahead are even greater, which will lead to increased employment within the company, and across the community. Indeed, the roar of the Lion is being felt across Ghana's oil/gas, power and energy sector landscapes.

#### Telling Our Story

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