



CTI's Energy Efficiency Programme for launching soon



Recently, representatives from Regional Technical Assistance Programme (SUNREF) held discussion with CTI Management in Dar es Salaam on how to cooperate in renewable Energy and Energy efficiency projects. From Left: Jesper Friis, Regional Manager, CTI Executive Director Leodegar Tenga and Policy Specialist (Trade) Dafa Frank. On the Right: David Sacotte, SUNREF Team Leader, SUNREF Team Leader Tobias Panofen, and SUNREF project Coordinator Jeff Murage.

THE 20th May this year has been earmarked for the Confederation of Tanzania Industries (CTI) to unveil and officially launch the Energy Efficiency Programme.

The main objective of the programme is to help CTI members reduce their cost of energy consumption for enhancement of products' competitiveness. The programme has four main processes: Need identification, Energy audits, Evaluation of recommendations and finally, How to access credits for investment.

To ensure that members attain maximum benefits out of the programme, they are free to call for advisory services, including setting up meetings with the Confederation's energy efficiency department for guidance on different options of energy efficiency.

CTI members will also have their companies' energy consumption audited to help them reveal, among other things, where they could make savings. This is an essential tool for undertaking cost benefit analysis and action plan towards energy consumption reduction.

In the industrial process, large amount of heat and mechanical power are required. In the opposite, with the Energy Efficiency programme, members will have opportunities to save energy and cost for lighting, fan, pumping system, electric motors, heating, cooling, office equipment and other appliances by one third.

For a company to qualify for energy audit, it needs to fill in an audit application form as well as a dully filled in form of energy usage data sheet for the recent past two years plus the commitment and cooperation of enterprise with the audit teams.

During implementation of the programme, CTI will meet almost all the energy audit costs while the client will only pay for the difference which is 15 percent of the energy audit costs. The project comes as a relief to CTI members as electricity continues to be both unreliable and expensive. With the Energy Efficiency Programme manufacturers would be able to save money and use the savings realised to further expand their businesses.



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EAC Member States Must Remain Firm Against NTBs

Member States of the East African Community (EAC) have recently been reminded to remain firm on implementing measures aimed at removing Non-Tariff Barriers (NTBs) and trade facilitation.

The call was made by the Director General of Customs and Trade (the East African Community), Mr. Peter N. Kiguta when he was opening a three-day regional forum on Identification and Elimination of NTBs held in Nairobi, Kenya. He said that Partner States should remain vigilant and continue to take stock of the progress made towards elimination of NTBs.



Amb. Dr. Richard Sezibera, EAC Secretary General .

He pointed out that 79 NTBs had been resolved since the establishment of the National Monitoring Committees on identification and elimination of NTBs. He urged Member States to refrain from establishing/imposing laws and regulations that would result into new NTBs.

Mr. Kiguta also said that any decision which results into new NTB by member states contradicts with the existing measures that aim at enhancing the common market such as the Single Customs Territory.

The time bound matrix had eighteen unresolved NTBs out of which four NTBs were resolved and four new complaints were still reported as

NTBs. This brings the outstanding NTBs waiting to be resolved to fourteen and four complaints which Member States need to confirm their legitimacy as NTBs.

He further said that the East African Legislative Assembly (EALA) was finalising the Non-Tariff Barriers (NTBs) Bill which will provide legal enforcement mechanism to bind Member States to eliminate NTBs.

The EAC Heads of State have signed a collaborative agreement with the World Trade Organisation (WTO) on Sanitary and Phytosanitary (SPS), Technical Barriers to Trade (TBT) and Trade Facilitation Agreement (TFA). The agreement on Trade Facilitation (TFA) was a representative of all the benefits that can be harnessed from trade and needs to be implemented according.

Some of the NTBs facing traders in the region include Road Blocks and Police Check Points, existence of several Weighbridges, poor port and border posts infrastructure, different procedures for clearing goods and inadequate human capacity in border posts.

Turkey Foreign Economic Relation Board Seeks Cooperation with CTI Members



Turkish Delegation (Left) in discussion with CTI officials (Right) at the Confederation's Board Room in Dar es Dar es Salaam.

The Turkey-Tanzania Business Council (DEIK) representatives recently visited the Confederation of Tanzania Industries (CTI) to seek Trade Cooperation between their members and those of CTI.

Speaking to the CTI delegates at the Confederation's Board room, the Chairman of Turkish-Tanzanian Business Council Mr. Atakan Giray said that the aim of the visit was to entice Tanzania manufacturers to increase their export share to the Turkey market.

He pointed out that in 2014, the trade volume between Tanzania and Turkey reached US\$ 184 million, with the trade balance favouring Turkey, a situation which could be rectified by Tanzania manufacturers' increasing exports to the country.

Mr. Giray added that Turkey's Foreign Direct Investment towards Africa was about 5 billion dollars and that his council focuses on the activities which could increase the share of Turkey's foreign investment in Tanzania.

"As Turkish contracting firms stands ready to successfully complete new infrastructure and construction projects required for Tanzania's economic development, we intend to organise and visit Tanzania with larger business delegation in the near future" he said.

He also said that with rapid increase in world population, the agriculture sector and arable lands of many African countries Tanzania inclusive, continue to gain economic importance, adding that implementation of advanced agricultural techniques of Turkey in Tanzania would greatly contribute to Tanzania's food safety.

Responding to Mr. Giray's request, the CTI Director of Policy and Advocacy, Mr. Hussein Kamote said that the Confederation's members would be happy to have partnerships as well as joint ventures in different investments and welcomed Mr. Giray's promise to bring larger business delegation to Tanzania for business to business discussions with their Tanzania counterparts.

He pointed out that since its inception in 1991, CTI has been successfully advocating for favourable business environment as well as legal and regulatory reforms in the economy, which to a greater extent, has been improved.

Turkey comes second after China in the contracting industry in the world and up to recently, Turkey contracting firms undertook 7,371 projects in 103 different countries amounting to 274.1 billion dollar.

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CTI's Study Reveals Dar Port Wharfage Charge System Makes Tanzania Uncompetitive



Containers being unloaded at the Port of Dar es Salaam.

The wharfage charges at the Dar es Salaam Port is said to be higher compared to charges of other neighbouring states because of the port's charging system.

The findings of the study commissioned by the Confederation of Tanzania Industries (CTI) has revealed that wharfage charges of cargo at Mombasa port were comparatively lower than that of Dar es Salaam Port.

This is because the former applies the volume of imports as the basis for wharfage charges while the later (Dar es Salaam) charges are based on value of the import cargo.

The study reveals that the port is concerned with the space that cargo occupies and as such, the Dar es Salaam port should consider using volume of imports as the basis for wharfage charges.

It is understood that the value of the cargo has nothing to do with the port, and the best practice reveals that volume has been widely used as the basis of import cargo wharfage charges.

The higher charges continue to haunt Dar es Salaam users despite the fact that Dar es Salaam Port has a threshold value of U\$ 2,500 per harbour tone. Most of the interviewed Port users expressed discontentment with services provided by the main service providers at the Port, mainly TPA, TICS, TRA and ICDS among others.

The Majority of interviewed Dar es Salaam Port users said that TPA, TICS, TRA and ICDS services were comparatively expensive, inefficient and that the services were obscured by bureaucracy.

"The institutions' services lack customer care, more often than not cause unnecessary delays and conflict of interests for players in the port" they complained.

The perceived weakness in the quality of Port services have been manifested in Port's inability to reach the international standards indicators and agreed bench marks such as the dwell time, ship and cargo turnaround time and other set indicators set by the port itself, the regulator (SUMATRA) and the other international benchmarks.

The inability to reach various international set standards has been attributed to lack of substantial investments in Port infrastructure as well as proper regulation in the port. This has resulted into problems such as bureaucracies, congestion of cargo and low ICT application which lead to manual clearance processes, weak customer services by Port service providers and lack of knowledge by the Port users.

The study recommends among other things, the importance of stakeholders to work with SUMATRA so that TPA justifies the basis and the wharfage formula as most developed Ports have embarked on the new system of estimating wharfage fees based on weight, volume and cargo size.

It has also been the view of many stakeholders that the government interventions to change management as well as improving infrastructures at the port, was a commendable move. However, this should be accompanied by deliberate measures to improve Port services and remove the current red-tapes which consume Port users' time and money and makes it uncompetitive.

TRAINING & BUSINESS OPPORTUNITIES

• EABC Training on Rules of Origin

The trainings will be held on:-

- **25th -29th May 2015, Nairobi, Kenya**
- **14th -18th September, Kampala, Uganda**

Course objectives

The main objective of this training is to raise awareness and build capacity of the EAC Partner States in the area of Rules of Origin in order to take advantage of the opportunities available in the preferential trade regimes within the EAC and other trading blocs.

Registration process:

1. Please send us your name, company, designation, email, Telephone contact and preferred dates of the training by filling the registration form provided.
2. Pay Course Tuition Fees of USD 1499.
3. Costs of travel, accommodation, airport transfers will be borne by participants.

For confirmation or further details please contact **Lilian Awinja** of EABC secretariat on Tel: +255 (27) 2543047, Cell+255 758 124 318, Email: lwinja@eabc-online.com

• ABB Automation LLC Company:

The ABB Automation LLC, is a company based in Abu Dhabi, UAE. It is interested in supplying Electrification and Automation systems to industrial sectors, either for new projects or upgrades projects. The Company's solutions include increased productivity, energy saving and other industrial services for Industrial sector and utility.

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