



TAFFA

Presentation to TPA Zambia Stakeholder Forum

Dar Es Salaam Port Connecting Your Business to the World

About TAFFA

Business with Zambia

Wednesday, May 31, 2023

Intercontinental Hotel Lusaka

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About TAFFA

- ▶ Tanzania Freight Forwarders Association
- ▶ The oldest customs agent association in the region founded in October 1979
- ▶ TAFFA is legally mandated by the EACMA -East Africa Customs Management Act
- ▶ We have a membership base of 1150 members private and public agencies
- ▶ Members activities are trade facilitation, revenue collection, advocacy, liaison
- ▶ We stand for Values: integrity, professionalism, unity
- ▶ Sources of funds: membership contribution, donations, grants
- ▶ Headquarters: Gerezani Street, Dar Es Salaam, Tanzania.
- ▶ Outreach: Sea ports, Lake ports, Airports, Border posts.
- ▶ Affiliation: TAFFA Institute of Shipping and Logistics; Membership to FIATA, FEAFFA, FCFASA
- ▶ Partnership: ZAFFA -Zambia Freight Forwarders Association

Business with Zambia

Challenges in Doing Business



Contract and Documentation

- Formal Business Engagement
- Proper shipping documents
- System integration for TRA & ZRA
- Harmonisation of Processes
- Ineffective one-stop border post
- Non stop border crossing recommended



Addressing Challenges

- Use trade associations, and government agencies
- Coming back to the table
- Compliance for Zambian FMCG importers



Cost of Doing Business

- Look at the total route cost
- Ask advice professional service providers
- Bulk imports



Container Related Costs

- Utilise alternative entry points to manage or lower costs
- Management of sources of delay to reduce burden of demurrage to Tanzanian CFAs



Payment of Dues

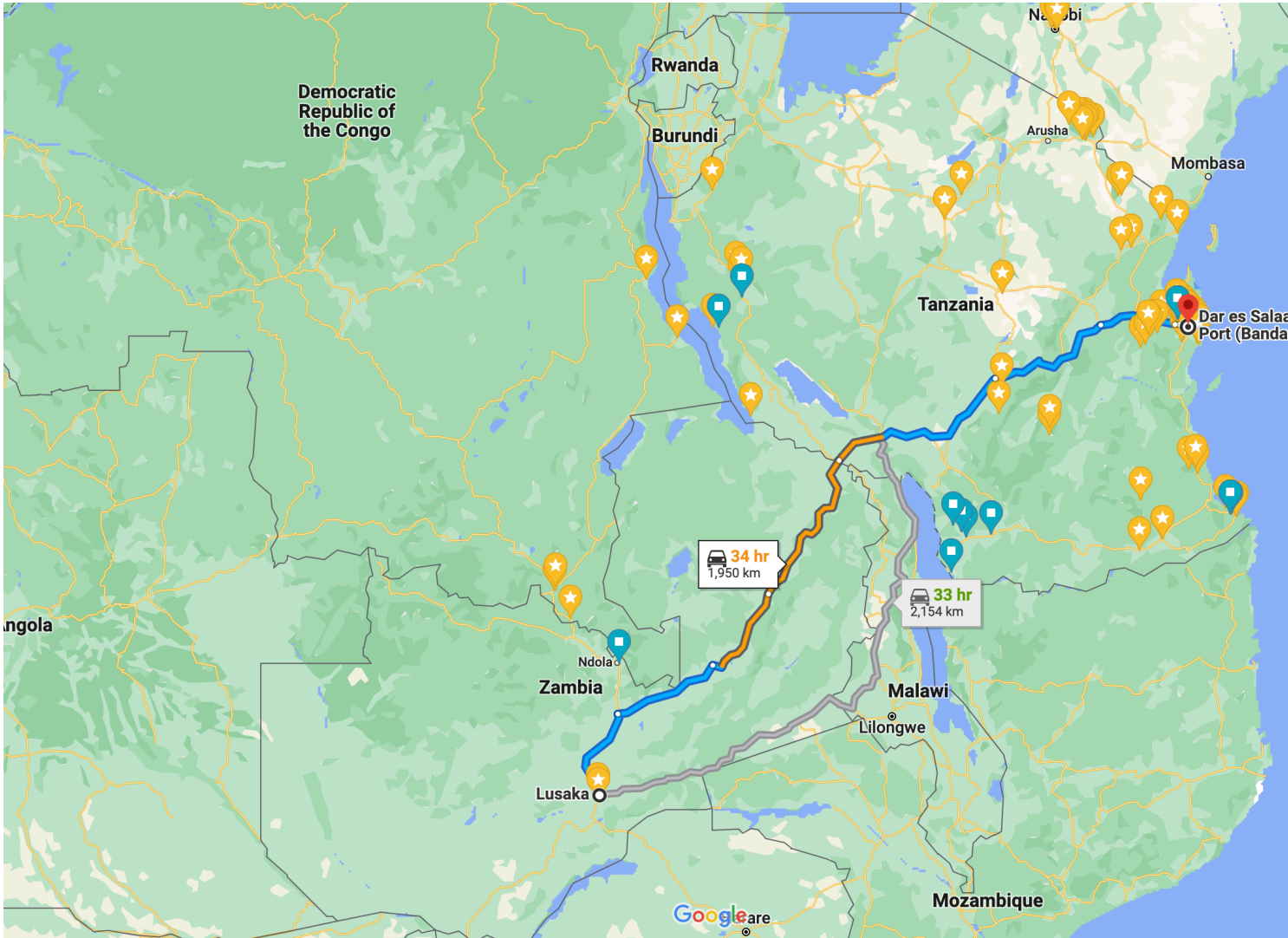
- Ease of cross border payments and interbank payments with Tanzania
- Formalising payments



Growing Together

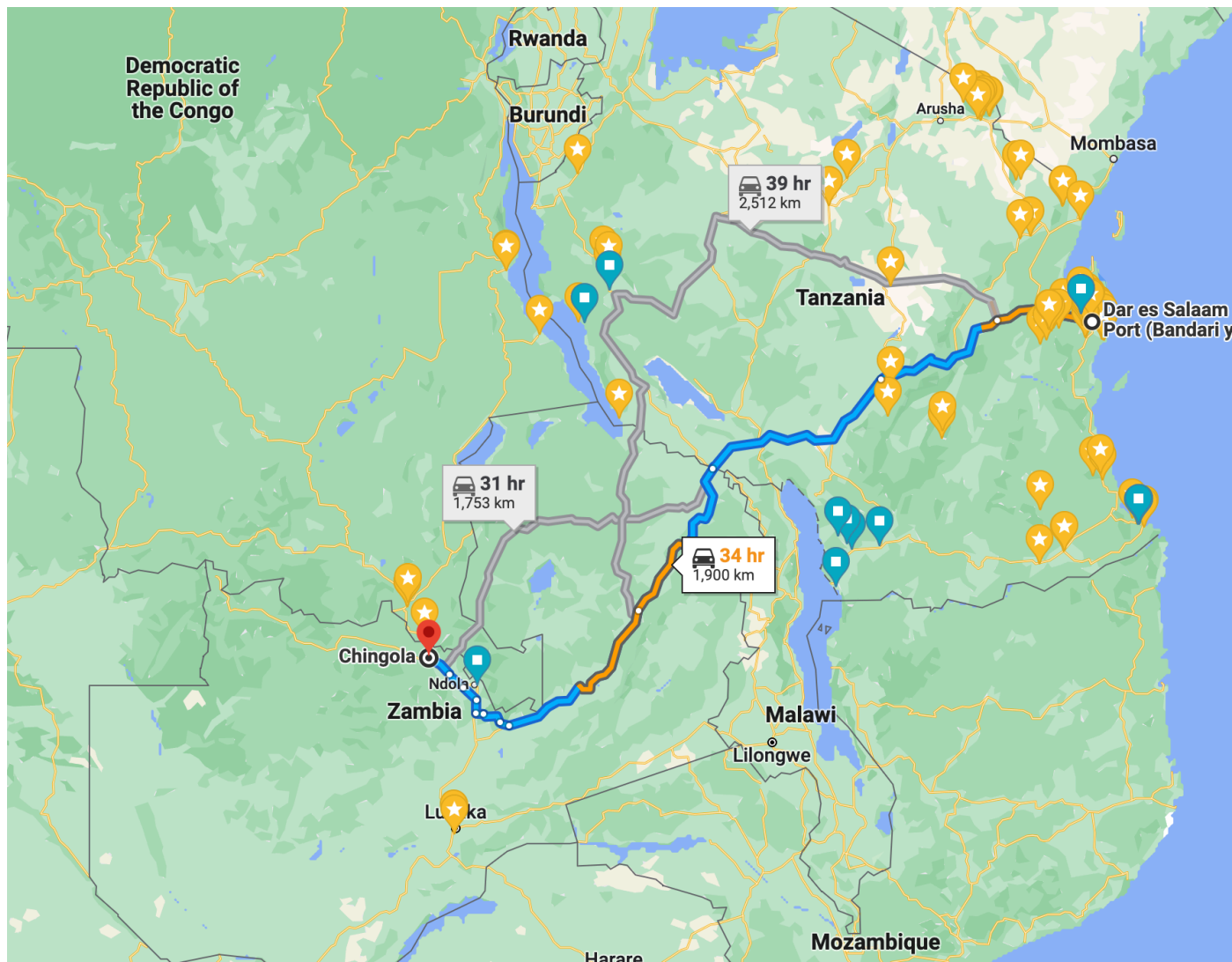
- Construction
- Manufacturing
- Energy
- Tourism
- Other service industries

Dar Es Salaam - Lusaka



1950KM
2 days driving time to Lusaka
1 border crossings

Dar Es Salaam to Copperbelt



1900KM
3 days transit time
1 border crossings
1 OSBP

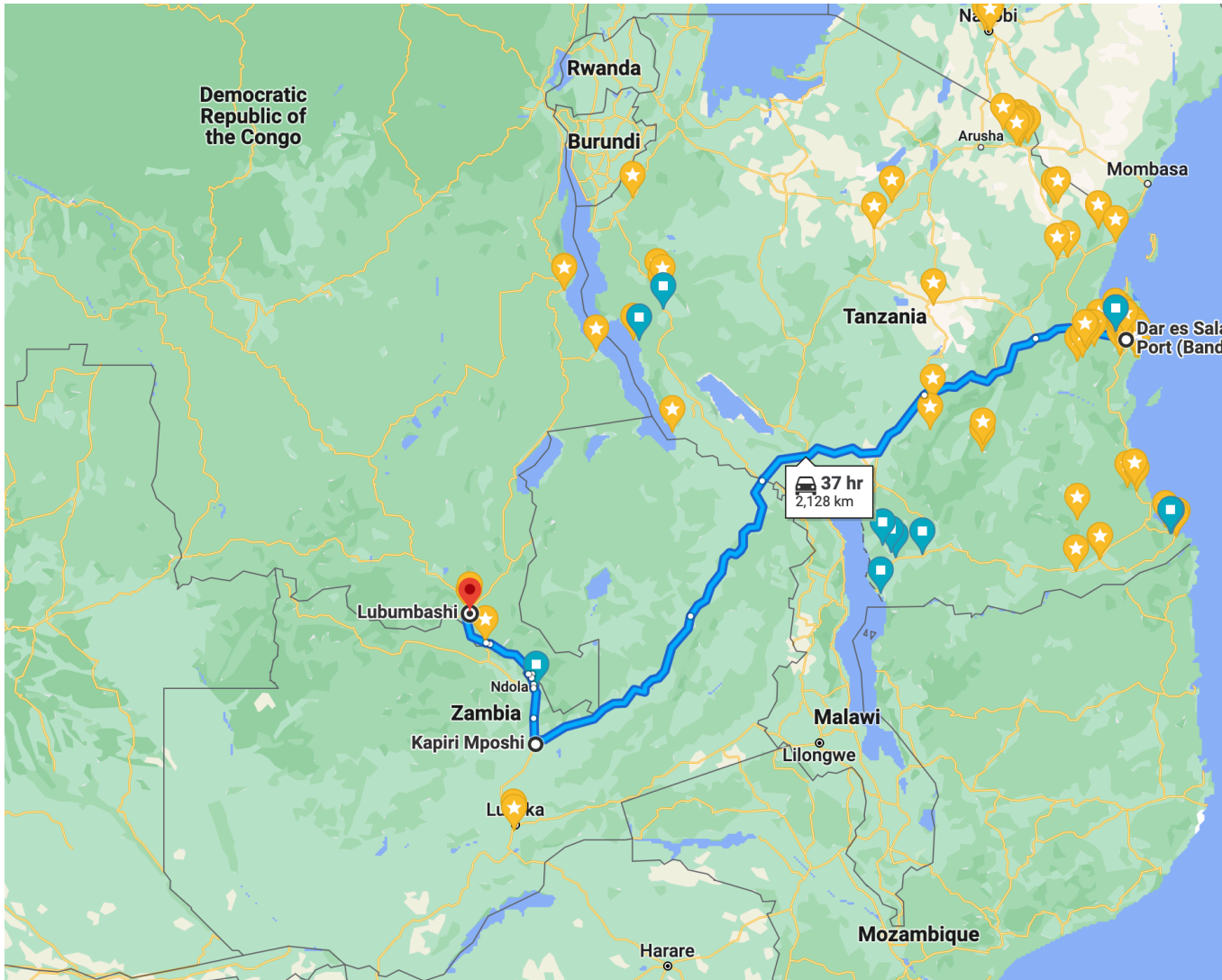
Business through Zambia



Zambia as the Transit Nation

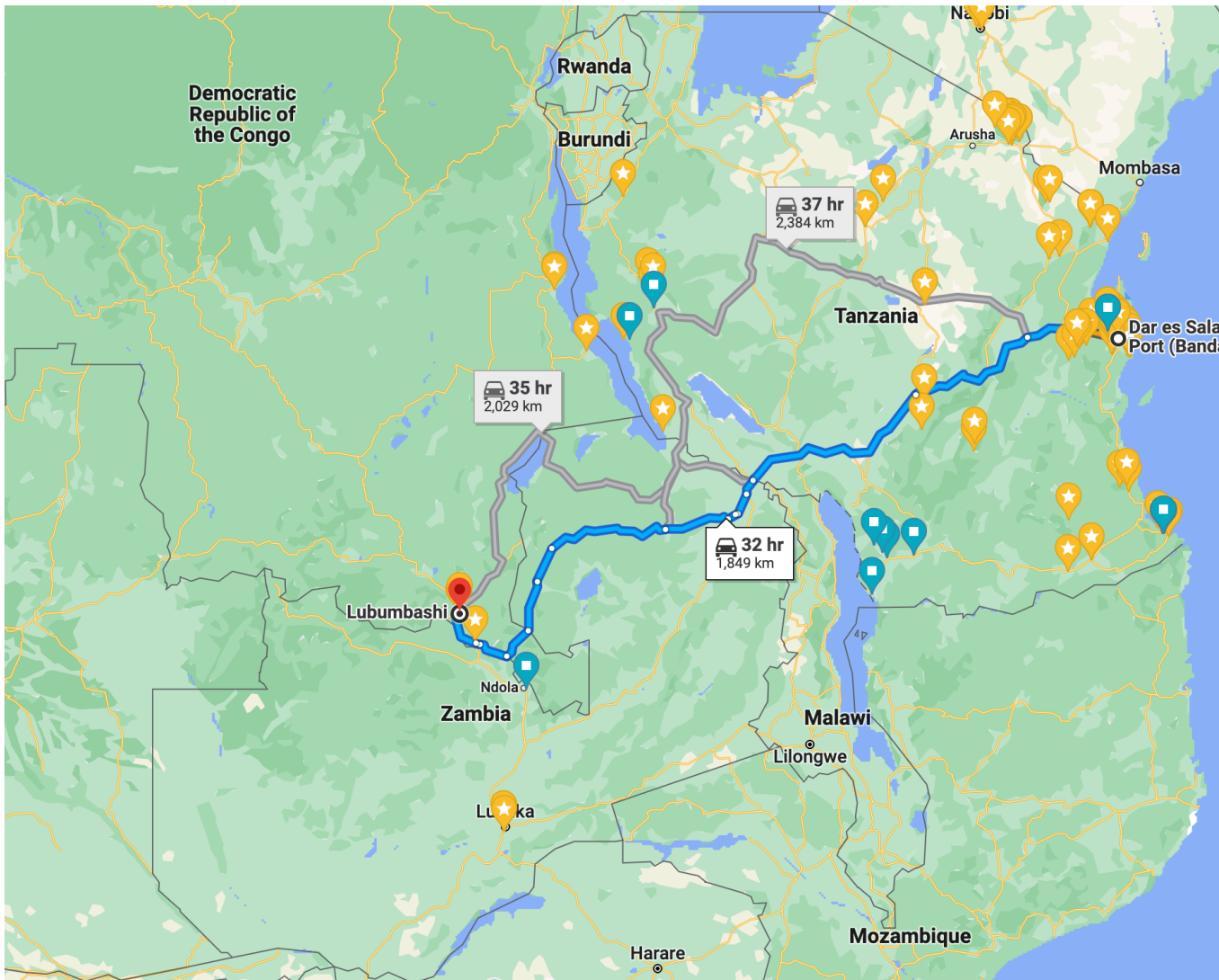
- ▶ Tanzanian ports handle cargo for inland destinations that use Zambia as a transit nation.
 - ▶ DR Congo
 - ▶ Zimbabwe
- ▶ Challenges faced:
 - ▶ Ease of passage and doing business
 - ▶ DRC border challenges
 - ▶ Alternative routes into DRC
- ▶ Suggestions
 - ▶ Kasama route
 - ▶ Using the Beitbridge model of border management for Kasumbalesa

Dar Es Salaam - Lubumbashi



2150 KM (300KM)
3.5 days driving time
2 border crossings
1 OSBP

Dar Es Salaam - Lubumbashi (Alternative)



1850 KM (300KM less)

3 days driving time

2 border crossings

1 OSBP, 1 border crossing not busy

Road toll question!!!

Recommendations

RECOMMENDATIONS

► Our recommendations are as simple as the alphabet: ABCD

01 ACT NOW

Act now

02 BUILD NETWORK

Build business relationships based on integrity and mutual benefit for all parties.

We hope to have harmonious business environment with mutual benefit.

03 CONSULTATION

Constant and continuous consultation trade associations, government agencies that have a responsibility to encourage and support business. OGDs like GCLA, TBS, TANTRADE PSOs like TAFFA, TCCIA, TPSF

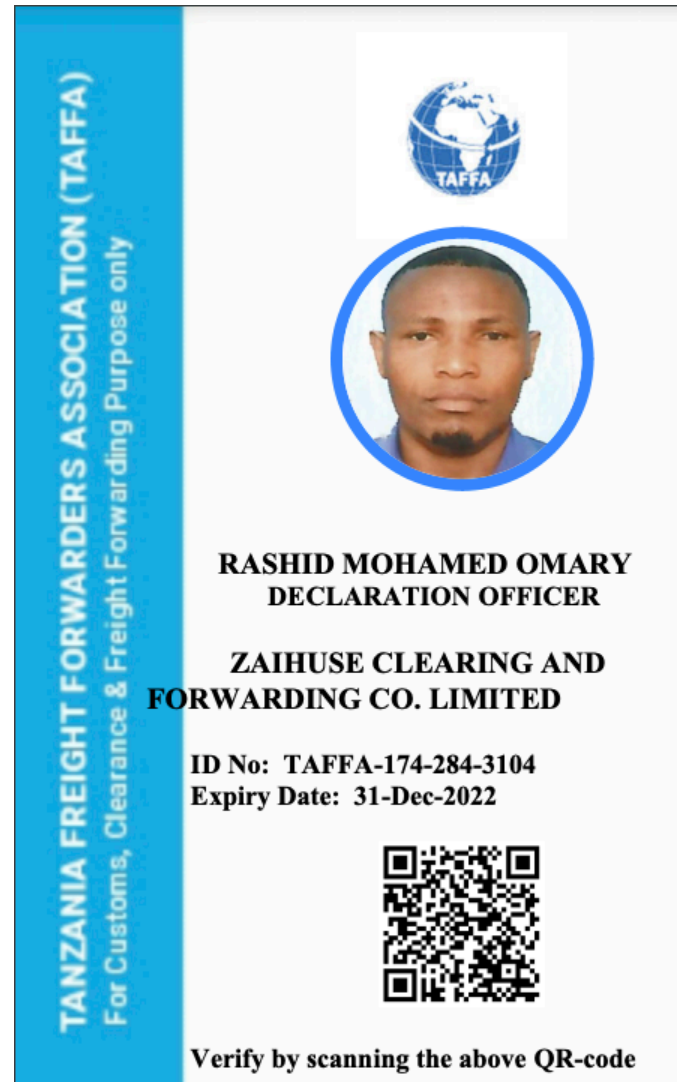
04 DIRECT

Have direct communication with service providers in Tanzania. Genuine service providers can be accessed via www.taffa.or.tz

They should be engaged transparently formally and legally.

Confirm your Customs Agent

- ▶ Download TAFFA App from Android Play store and scan their ID Card





TAFFA

Thanks you for listening

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