# TATOA

Tanzania Truck Owners Association



Over
**1500**
Trucks
Ownership

**Co-operate**
with
**5**
**countries**

More than
**500**
active
**members**

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# Efficiency of Dar es Salaam port impresses DRC delegates

A delegation from the Democratic republic of Congo (DRC) while on a visit to the port of Dar es Salaam early last week, expressed its satisfaction with the way operations were conducted at the port.

Speaking during the visit, the head of the delegation, The Governor of Katanga province in DRC, Jean Claude Kazembe Musonda said the delegation was happy that some challenges faced by the port in past years have been solved in recent months. "We are happy to see some challenges solved and our cargo given first priority when entering the port. We need to see our economic ties promoted and improved for the development of our people," he said.

Mr Masundo added that 50 per cent of DRC businesses are conducted through the Dar es Salaam Port and that they plan to continue using the facility due to its safety, efficiency at clearing cargo and its vicinity to their country. Mr Musonda said that plans are underway to construct bridges that will strengthen economic ties between three countries of Tanzania, DRC and Zambia.

"On our visit to Tanzania we met the Minister of Works, Transport and Communication, Prof Makame Mbarawa, to discuss the construction of bridge that will cost 85 million US dollars. The bridge would help to fast truck business activities in Tanzania, DRC and Zambia," he said.

He called upon other neighboring countries and other countries to continue using TPA as many challenges has been solved.




*TATOPA operating Chief Eecutive Officer (CEO) r. ABCD EFG shaking hands with the government official, Mrs Hijk LMNO at the inauguration of the eetingheld in January, this year. the eeting was held at karimjee hall for the postponed announcemment for license renewal. PHOTO: www.tatoa.co.tz*

## HOW IT WORKS

### Container Transportation

The container transportation services sector is crucial to our country's economy. Tanzania Truck Owners Association (TATOA) members strive for efficiency, proper handling and conformity to international procedures and regulations which are essential to ensure competitive advantage in this sector of the transport industry.

### Benefits

All TATOA members observe and conform to international container transportation standards with emphasis on safety while insisting on timely delivery of goods to destination.

As one of the association's requirements, member vehicles are in sound working conditions and in conformity to all safety regulations.



# *5 ways technology can help improve your logistics operations in 2017*

**Published on January 31, 2017**

Over the years, as technology has grown across the world, different industries have had to change the way they do business in order to react to these changes.

The logistics industry especially in Africa has in large part remained imprevious to these technology changes; but with the increase in the cost of doing business in the logistics industry together with increased competition for work, it has become increasingly vital for logistic companies to effectively utilize their resources to insure maximum turnover. To this extent, we review five technologies which if deployed correctly can help logistic companies track and manage their resources.

**1. Fleet Management Software**

A good fleet management software should help manage a company's vehicle information, drivers information, vehicle maintenances and servicing together with cargo and trip information and expenses.

If well utilized, a good fleet management software can help increase the efficiency of transport operations while also helping track and manage expenses incurred per trip which in turn helps a company better plan its resources to minimize loses, increase profitability and make better future plans based on data such as tyre wear rate, most cost effective travel routes, vehicle fuel needs etc.

**2. Tracking Technologies**

Tracking seems to be one aspect of technology that most logistics company have been fast to embrace.

Tracking systems help provide fleet managers with peace of mind while managing vehicles that are on the road. A good tracking system helps fleet managers ensure drivers follow assigned routes and routines while preventing drivers from breaking company policy on things like allowed driving hours and the carrying of unapproved cargo.

**3. Accounting/Finance Applications**

This should be a no brainer for any company yet it is surprising how many companies still use pen and paper to fulfill their daily accounting needs.

With a myriad of accounting packages covering the needs of companies of all sizes from the very small, medium to large enterprises, there is simply no excuse for not using one.

Accounting software helps a business track its cash flow, as the old Swahili saying goes, "Mali bila daftari, hupotea bila habari".

Unlike the pen and paper method, these accounting software help companies better keep track of financial information, reducing human error while producing an easy and efficient manner for recalling reports at a click of a button, providing critical information that provide companies with an overview of their financial health and help them plan future operations.

**4. Customer Relationship Management Software (CRM)**

Customer relationship management software are a new phenomena to most African companies. Customer relationship software helps companies manage their existing customer information and track leads to new customers.

A customer relationship software is more than just a digitized address book, it should help identify the largest clients and also client behaviour to help companies to make decisions on how best to serve their clients.

**5. Online Presence**

This particularly has been a struggle for most logistics companies around the world. In an industry still stuck in the traditional way of doing business, many companies have been hard to understand that gone are the days where finding a company's information meant diving through the telephone book to find their phone number and address.

In the age of social media and smart phones, an online presence is a must have for any organization wishing to compete. An online presence means at the very least a company website with appropriate up to date information and an active social media account.

These tools, if well utilized could lead to new leads and business for businesses while also making it easier for current and potential customers to get in touch.

With tools such as social media, mobile applications and websites; a companys brand is not limited to the physical realm anymore, a digital presence is essential in todays business environment.

# Tanzania-Zambia 'one stop center' to boost cross-border trade

**Published on February 24, 2017**
**By Aisenyi Malisa**

The newly established Tanzania and Zambia One Stop Border Post (OSBP) which started operations on February 1st 2017 at the Tunduma-Nakonde border will ease and boost trade between the two countries, senior officials have said. The two countries have already signed an agreement on how the OSBP will be operating.

The decision to establish the OSBP came as part of implementing orders issued by the presidents of the two countries, John Magufuli and Edgar Lungu. The two leaders issued the order in Dar es Salaam when Zambian President Lungu visited Tanzania last month.

The signing ceremony of the key document was held at Vwawa town few kilometers from the Tunduma-Nakonde border, whereby Tanzania was represented by Amina Khamis Shaaban, Finance and Planning Deputy Minister and Adolf Mkenda, Permanent Secretary, Ministry of Industry, Trade and Investment. Zambia was represented by Kayula Siame, the permanent secretary in the ministry of Commerce, Trade, and Industry.

Tanzania's Amina said that the Tunduma-Nakonde OSBP combines two stops for national border control processing into one and consolidates border control functions in a shared space for exiting one country and entering another. She explained that the post will be using simplified procedures and joint processing wherever appropriate.

She further disclosed that the border facility is aimed at reducing transit costs incurred in cross-border movement by combining the activities of both country's border organizations and agencies.

According to the Tanzania's deputy minister, the post will ease trade between the two nations, as goods will be inspected once as all authorities will be operating under one roof.

"This will also boost revenue collections," the official said, adding: "The facility will also address all key challenges that have been thwarting trade between the two nations. It will encourage people to do the cross-border trade."

She is optimistic that the new drive will also help to address the smuggling of goods at the Tanzania-Zambia border.

"The center will bring on board institutions from the two countries to work as one team, something that makes them exchange their experiences, which will improve their day-to-day operations," she said.

Tanzania's Mkenda explained that to improve services at the border will increase transport business for cargo from Dar es Salaam Port to Zambia and other neighboring countries.

Charles Kichere, Deputy Commissioner General of the Tanzania Revenue Authority (TRA), said the center will be equipped with the information communication and technology (ICT).

Zambia's Siame said that citizens of the two countries will take advantage of the existence of facility to achieve their business and use its export and import goods from either of the two sides.

The Tunduma-Nakonde OSBP becomes the fifth one after the completion of four others in the borders of Tanzania and neighboring countries of Kenya, Uganda, Rwanda, and Burundi.

## Feedback?

Any kind of feedback from you is so valuable to us. Please, don't hesitate to contact us on the following means


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# Tanzania government gives extension for use of C28/C40 licence

**Published on January 9, 2017**

The Tanzania Revenue Authority (TRA) have given a one month extension to Tanzanian transporters to continue using their old C28/C40 licences that were to expire at the end of 2016.

The annual C28/C40 licence is the licence that is required for Tanzanian transporters to be allowed to transport transit goods.

Tanzanian transporters can now continue using their existing C28/C40 licences upto the end of January 2017.

The extension comes as TATOA is in talks with the government to reduce the amount charged for the C28/C40 license after it was hiked last year from 20,000 Tsh per vehicle to $200 US Dollars per vehicle.

The hiked fees have been a cause of major concern for Tanzanian transporters especially considering the decrease in business that is currently being experienced by Tanzanian transporters due to the decrease in cargo passing through the Dar es Salaam port.

The new fees which were to come into effect in January of this year will considerably increase the cost of doing business for Tanzanian transporters if not rectified. TATOA is continuing to engage the government over the matter and will update its members on any progress it makes.

# *Update on C28 licence renewal*

**Published on January 31, 2017**

On the 23rd of January 2017 TATOA's board sat for an internal meeting to discuss the issue of the C28 license fees which TATOA has been campaigning for a reduction since they were hiked last year from 20,000 Tsh to $200 USD. As the end of the month was approaching, the temporary extension TATOA was able to secure for the continued use of last years C28 licence was also coming to an end since the extension was given up to the 31st of January this year. The board thought it best to give a directive to TATOA members who were in dilemma of either to renew or not.

TATOA's board is continuing with its efforts to lobby the government for either a reduction in the fees charged for the C28 license the removal of fees when renewing the license for the same financial year, or as the rest of the East African countries have done, abolish one of either the vehicle tracking fees or C28 fee. However, as talks with the government have been unable to come up with a resolution before January the 31st, TATOA's board advices its members to renew the C28 licence for some of their trucks so as to enable continuation of business while the board is continuing talks with the government to find a lasting solution for this issue.

It is TATOA's believe that the government will be open to our suggestions in the understanding that we're all looking for the betterment of our country. We will continue updating our members on whatever progress we make on this matter.

# TATOA to file a refund of 900Mil. of scanning charges

**Published on January 9, 2017**

At a meeting on December 24th of last year attended by all stakeholders of the Dar es Salaam port, including Tanzania International Container Terminal Services (TICTS), TATOA, Tanzania Association of Transporters, Taffa, TRA and Tanzania Ports Authority, the government through Sumatra, directed TICTS to stop charging scanning fees on transit goods passing through Dar es Salaam Port.

The new port charges had raised concern among transporters and transit cargo importers who argued that they increased the cost of doing business due to multiple taxes being charged on the same cargo.

TATOA on behalf of its members plans to file a request for refund of over Sh900 million for the scanning fees charged by TICTS over a period of two weeks.

TICTS collected on average $30,000 (Sh65.3 million) daily from the fees, meaning that importers and exporters of transit cargo paid a total of about $420,000 (Sh915.6 million) in a fortnight.

Speaking with a daily local news paper, TATOA's board member Mr Rahim Dossa, said that transporters would file te request for refund on the grounds that the fees were illegal because they had not been approved by Sumatra.

They also did not impose the charges in accordance with existing regulations.

Reached for comment, Sumatra director general Gerald Ngewe said that the regulator was ready to hear fresh complaints about the fees charged by Ticts.

"During our meeting last Saturday we did not discuss the issue, but we are ready to discuss it once we receive official complaints," he said. TATOA will update its members on any progress on the issue.





# Contract signed for construction of dry port at Ruvu Pwani

**Published on February 24, 2017**

On February 14th 2017, Tanzania Ports Authority signed a contract with SUMA JKT of the Tanzania National Service for the construction of a 500 hectare inland container depot (ICD) at Ruvu in the Pwani region of Tanzania.

The said project which is about to start at the early next month is expected to take 9 weeks to complete with the total costing amount of 7.3 Billion Tanzanian shillings.

Speaking at the contract signing ceremony in Dar es Salaam, Minister for Works, Construction, and Communication, Prof. Makame Mbarawa expressed the governments optimism that the ICD will help minimize traffic congestion at the Port of Dar es Salaam and in the City in general since containers will be transported from the port to the ICD by train.

Prof Mbarawa also revieled that the governments plan is to relocate all ICDs to the outskirts of Dar es Salaam city in the future.

Prof Mbarawa also revealed that plans are underway, to construct a new berth specifically for vehicles as well as expanding and dredging berths one to seven at the Dar es Salaam port. Contractors for the projects have been secured, what lays ahead is for the Attorney General to go through the contracts after which the government will conduct due diligence of the bidder after which the signing of the agreement will be done in one-month time.

Presently, larger ships fail to dock at the Dar es Salaam port when there is low tide but the berth dredging will allow the vessels to anchor smoothly, he observed.

The minister as well announced plans to expand the berth at Mtwara port in Southern Tanzania on an area measuring 300 metres to allow larger ocean going vessels to dock.



TATOA

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# About Us

The Tanzania Truck Owners Association (TATOA) is a voluntary business Association of Truck Owners involved in the Cargo Freighting business in and outside the United Republic of Tanzania emphasizing on Transit Transportation Trade facilitation within the SADC and Great Lakes region encompassing DRC (Katanga, North & South Kivu Provinces), Zambia, Malawi, Zimbabwe, Rwanda, Burundi, Uganda, and South Sudan.

Since its establishment in 2005 with only 25 members, TATOA has grown into a formidable Association of 962 committed members of the business community that foresee the road transportation sub-sector is becoming the number 2 contributor to the GDP. With policy improvements, regulatory and infrastructural working and operational environment the road transportation sub-sector is expected to become the number one contributor and foreign exchange earner for the country special thanks goes to the huge investments made by the truck owners who as members of TATOA have ownership of over 15,000 trucks.

# Vision

To create the most efficient and reliable transportation sector in the sub-Sahara Africa.

# Mission

To be a key player in promoting a safe, reliable and efficient road freight industry in the sub-Sahara Africa.