KAM
Business Development
NEWSLETTER

July 2021 Edition

THE KAM SME HUB

Contract Manufacturing Training

Contract Manufacturing Training)

The KAM SME Hub held a contract manufacturing training, to raise awareness on the importance of contract manufacturing, how to get the best performance, and growing or upscaling business through subcontracting.

Essential oils and butters value chain subcontracting forum

KAM, HACO value chain subcontracting forum

The SME Hub, in partnership with Haco Industries, also held a forum for essential oils and butters.
The forum sought to link up Haco Industries Limited, with producers of essential oils and butter, for use as raw materials in production.

Upcoming Events

CENTRE FOR GREEN GROWTH AND CLIMATE CHANGE (CGGCC)

KAM holds Boilers and Steam Systems Operation Training

Boilers and Steam Systems Operation Training at BAT)

The Association held a Boilers and Steam Systems Operations Training, for twenty participants. The practical session was held at BAT, Likoni Road.

For equipment audits and specialised energy trainings, contact ceectrainings@kam.co.ke or ceecteam@kam.co.ke.

KAM holds Solar T3 training

Solar T3 training

KAM held the Solar T3 training, at Strathmore University. The training attracted 16 participants from different industries and Engineering Procurement and Construction companies.

The 5-day training included a practical on-site session on Strathmore's proprietary 600kWp grid parallel PV system.

It covered technical planning, design and cost calculations for larger Photovoltaic (PV) systems. Upon positive course completion, participants shall apply for a T3 license at the Energy and Petroleum Regulatory Authority (EPRA), as Certified Solar Photovoltaic (SPV) Technicians.
For more of such trainings, contact ceectrainings@kam.co.ke

EMA Advisory Council meeting

EMA Advisory Council Meeting

CEEC held the Energy Management Awards (EMA 2021) Advisory Council meeting, to provide direction for this year's gala dinner.

The meeting was chaired by the EPRA DG Daniel Kiptoo and the co-chair the KAM CEO Ms. Phyllis Wakiaga. The committee settled on "Celebrating Resilience in Energy Management" as the theme for this year's EMA Awards, to be held on 27th August 2021.

KAM, Ministry of Energy hold quarterly meeting

KAM engaged the Ministry of Energy on areas of partnership.

EMA Judges meet

The EMA Judges met, to review the assessment tools and analyse the results presented by the Awards'Technical Committee.

The judges comprised of representatives from the Ministry of Water & Sanitation and Irrigation, for the first time, who supported in reviewing submissions for the water category.

Upcoming Events

To sponsor this event and/ or exhibit during this event, kindly get in touch with us on reexpo@kam.co.ke.

To sponsor, please contact ema@kam.co.ke.

CENTRE FOR ENERGY EFFICIENCY AND CONSERVATION

- **Process Optimization Audits**
  We support industries to optimize their end-to-end process flows thereby saving of wastage of raw materials and energy. To request for a process optimization audit contact ceecteam@kam.co.ke.

- **Carbon Footprint Assessment**
  We help industries to assess their carbon footprint, after which we set them on a carbon reduction pathway as they progress towards carbon neutrality. To request for a process optimization audit contact ceecteam@kam.co.ke.

- **Circular Economy Resource Mapping**
  We assist industries to create value for their waste to encourage industrial symbiosis between different companies. To request for a process optimization audit contact ceecteam@kam.co.ke.
  Equipment Audits for equipment such as motors, boilers, HVAC Systems, pneumatic conveying system and air compressors, solar water heaters. This will help you to assess the operation of the specific equipment and will also guide you when making replacement for the equipment. To request for a process optimization audit contact ceecteam@kam.co.ke.

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Upcoming Events

Certified Measurement and Verification Professional (CMVP) Training on 3rd –5th August 2021.
To book your slot, kindly write to ceectrainings@kam.co.ke

SKILLS DEVELOPMENT MANUFACTURING ACADEMY

KAM hosts training on Labour Laws and Managing Trade Unions

The Manufacturing Academy held a Labour Laws and Managing Trade Unions training, which drew participants from all over the country.

The Manufacturing Academy experts shall assist in the preparation of various Human Resource Policy Documents, on matters labour law and trade unions.

The Academy shall also offer in-house trainings on request, which shall be tailor-made to suit a respective company's needs.

KAM meets JICA on Business Growth Programme

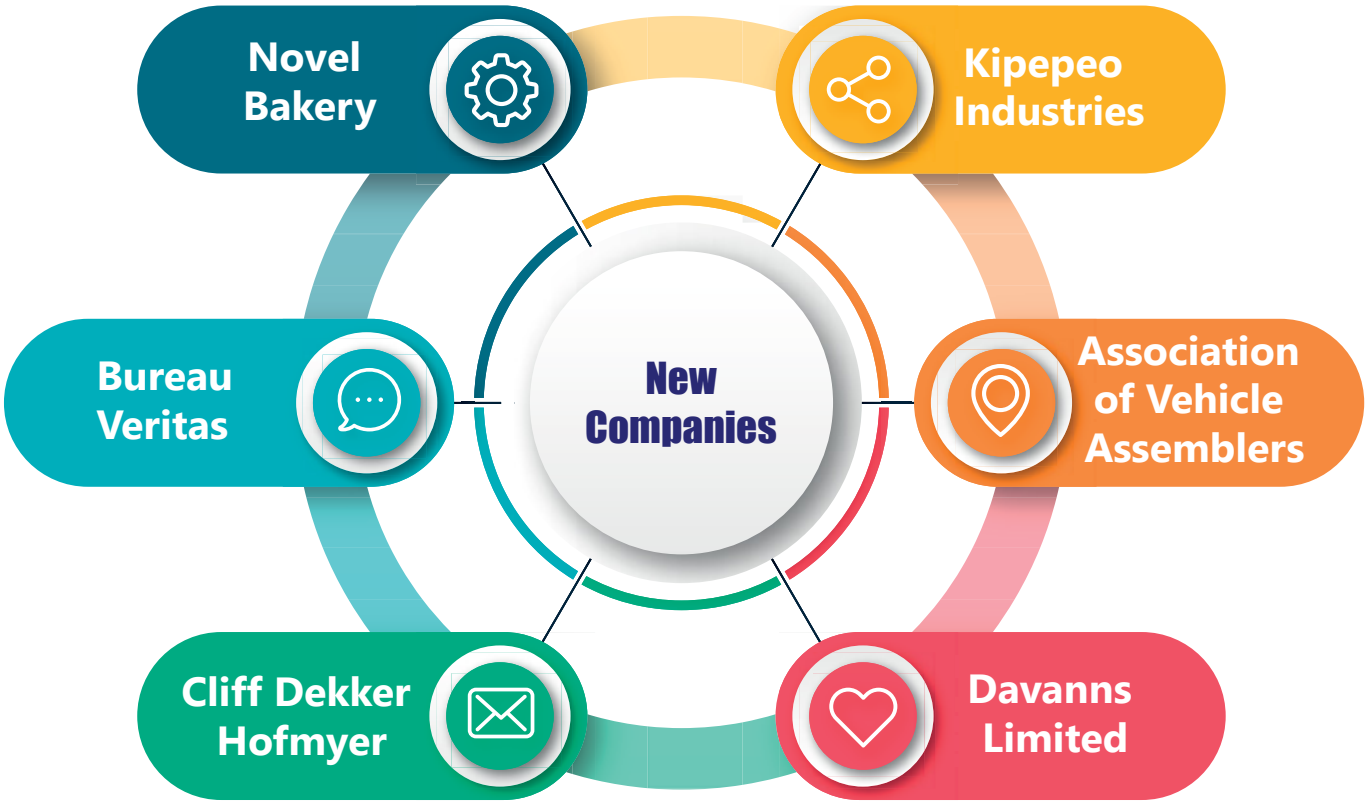
Meeting with JICA

The Manufacturing Academy met the Japan International Cooperation Agency to discuss how to strengthen the delivery of the Business Growth Program (BGP).

JICA experts shall support the facilitation of various modules. Each module will be linked to a Japanese case study, to help the Kenyan companies with system improvement.

Welcoming New Companies

The Academy welcomed the following companies that have up taken Academy Trainings for the first time:



We urge members to make use of their NITA Levy contributions by participating in more trainings. Manufacturing Academy trainings are reimbursable by NITA (KAM NITA registration is NITA/TRN/806).

Upcoming Events

- Total Productive Maintenance Online Training , 21st and 22nd July 2021. Participation fee is KSh15,000 +16 % VAT.
- Business Growth Program, Module 1: Business Strategy on 28th and 29th July 2021. Participation fee is KShs 15,000 + 16% VAT.

For more information on the Manufacturing Academy and to register for trainings, contact manufacturingacademy@kam.co.ke.

TECHNICAL AND VOCATIONAL EDUCATION AND TRAINING (TVET)

Industry Engagement Forums

KAM's TVET Programme held an industry engagement forum, through on-on-one industry visits in Nairobi, Mombasa, Nyeri and Meru.

Umoja Rubber with GIZ team)

The TVET Programme conducted industry visits to manufacturers who have expressed interest in Cooperative Vocational Training. These include HACO Industries, Labh Singh, Plateau Motors, Kenafric Manufacturing and New KCC. Industries that participated in the pioneer class and continue to support Cooperative Vocational Training are the Kenya Vehicle Manufacturers (KVM), Stantech Motors Ltd, Top Quality Motors Ltd, Daivin Auto Garage Ltd, Stantech Motors Ltd, Farmer's Choice Ltd, DT Dobie, Simba Corporation Limited, Capwell Industries Ltd, Coca Cola Beverages Africa, KAPA, Tropikal Brands (Africa) Ltd and Kevian Kenya.

The Cooperative Vocational Training approach seeks to reduce skills mismatch in industry by providing hands on training in industrial mechatronics, autobody technology and automotive mechatronics where students are trained 50% in class and 50% in industry.

Capacity Building Forums

The Academy welcomed the following companies that have up taken Academy Trainings for the first time:

CBET work readiness training in Meru)

As part of sustainability of the TVET program at KAM, the Association trained technical Institution trainers and boards from the Coast region on governance and productivity. Participants are able to engage actively to increase productivity in training and incorporate good governance principles in their daily work.

CBET work readiness training in Nyeri

The TVET program also held work readiness training for Competency Based Education and Training (CBET) students from Nyeri National Polytechnic, Meru National Polytechnic and Technical University of Mombasa where students in manual arc welding, lathe machine operations and instrumentation and control were trained.

Upcoming Events

- Participate in the Regional Job bazaars: Nairobi - 21st July 2021, Mombasa - 4th August 2021 at Technical University of Mombasa for CBET graduates and Pride Inn Mombasa town for TVET graduates, Meru 27th July 2021 at Meru Slopes Hotel, Nyeri 28th July 2021 at White Rhino Hotel, Eldoret - 4th August 2021 at Boma hotel and Nakuru - 25th August 2021 at Ole Ken Hotel. To participate email tvet@kam.co.ke

- Participate in the South Rift Industrial Exchange Visit, Bidco Nakuru on 26th August 2021. This is an opportunity for manufacturers and technical institution trainers from the region to share good practices and see innovations in the new plant. Email sandraglory.moenga@kam.co.ke for more details

- Calling on industry experts in curricula and occupational standards for tea sector plant technician; refrigeration and cold store mechatronics and commercial and agricultural vehicle mechatronics from North Rift, Nyanza and Western regions. To participate email miranda.pendo@kam.co.ke

- Be part of the Cooperative approach to TVET programme. Calling on Industries to provide work-based learning opportunities for a two-and-a-half-year block-based training period in industrial mechatronics, automotive mechatronics, autobody technology, tea sector plant technician; refrigeration and cold store mechatronics and commercial and agricultural vehicle mechatronics To participate, contact candy.awuor@kam.co.ke and miranda.pendo@kam.co.ke

BUSINESS INFORMATION AND MARKET DEVELOPMENT SERVICES

KAM hosts Competition Law Webinar

The Business Information Services (BIS) and Market Development Desk in partnership with the Competition Authority of Kenya held a Competition Law Webinar for the Food and Beverage Sector on 16th June 2021

The Webinar sought to enable Food and Beverage manufacturers to understand their obligations under the Competition Act and addressed the following consumer protection provisions:

- ***Understanding the regulation and implications of abuse of buyer power***
- ***Consumer protection violations in the manufacturing sector - what to look out for.***
- ***Settlement Agreement Process; Decision Making and Gazettement of Decisions.***

KAM, CTI hold Trade and Investment Mission in Tanzania

Tanzania Trade Mission

KAM in collaboration with Confederation of Tanzania Industries (CTI) held a Trade and Investment mission in Dar es Salaam, Tanzania, for Kenyan manufacturers on 7th - 9th July 2021.

The visit's main objective was to follow up with the presidential commitments made by H.E President Uhuru Kenyatta and H/E President Suluhu, as well as the just concluded bilateral trade negotiations between the two states.

Through the mission, local manufacturers interacted with various stakeholders and business counterparts through the business-to-business (B2B) sessions. Participants also visited the formal and informal markets to benchmark on the best practices and gauge the intensity of competition in the markets. The delegates also had the opportunity to visit the Dar Es Salaam International Trade Fair.

Upcoming Events

- Duty Remission and Industrial Spares Seminar on 27th July 2021 at the Sankara Hotel from 8.00 am to 1.00pm. Charges are Ksh. 6,500 for members and Ksh. 10,000 (VAT Inclusive) for non-members. To participate, contact gloria.ocholla@kam.co.ke

- Changamka Shopping Festival on 3rd - 7th November 2021 in Nairobi and 1st - 5th December 2021 in Mombasa. To participate, contact manufacturingexpo@kam.co.ke.

- Kaizen Conference on 15th to 17th September 2021 whose theme is Kaizen and Automation for Sustainability and Resilience

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