

**FEBRUARY  
2025**

# **BUSINESS DEVELOPMENT ACTIVITIES**

***Creating prosperity for the nation through sustainable industrialization***

# INTRODUCTION

## ABOUT KAM

Established in 1959, the Kenya Association of Manufacturers (KAM) is a representative of manufacturing and value-add industries in Kenya. The Association is front and center in driving fact-based policy advocacy toward the formation of industrial policies to strengthen and support the country's economic development. Through fact-based advocacy, KAM partners with Government and its associated agencies to ensure a dynamic and flourishing manufacturing sector in Kenya, to realize a double-digit contribution to GDP.

In this report, we highlight the significant steps we are making in our advocacy agenda featuring key engagements with stakeholders including but not limited to the National Government, County Governments, Regional trading blocs, and development partners, among others on a monthly basis.



Our  
Vision

To be a world-class Business Member Organization (BMO) that effectively delivers services to its Members.



Our  
Mission

To promote competitive and sustainable local manufacturing.



To transform KAM into a sustainable member-focused association delivering relevant, quality, timely and effective services to its members.



Create prosperity for the nation through industrialization.



- Effectiveness
- Good Governance
- Innovation
- Professionalism
- Responsiveness
- Teamwork

# MANUFACTURING ACADEMY

*Boost Your Strategies!*



## Training: Control of Substances Hazardous to Health (COSHH) within Manufacturing

**Date:** 19th – 21st February 2025

**Time:** 8.30 am – 4.30 pm

**Venue:** To be Confirmed

This training is designed to equip participants with the essential knowledge and skills to effectively comply with the COSHH regulations, industry standards and global practice

**Participation fee:** KSh 35,000 (+16% VAT)

For enquiries, contact [suzy.nzuki@kam.co.ke](mailto:suzy.nzuki@kam.co.ke)

**REGISTER HERE**

## Training: Occupational Safety, Health & Wellness (OSHW) within Manufacturing

**Date:** 26th – 28th February 2025

**Time:** 8.30 am - 4.30 pm

**Venue:** Westlands

This comprehensive training seeks to enhance the knowledge base and provide practical skills to participants on the latest insights including the best practices in occupational safety, health and wellness, aligning with the Occupational Safety and Health Act, 2007, WIBA Act, 2007 and global standards.

**Participation fee:** 35,000 (+16% VAT)

**Enquiries:** [manufacturingacademy@kam.co.ke](mailto:manufacturingacademy@kam.co.ke)

**REGISTER HERE**



## In-House Training

**Date:** Ongoing

This training seeks to equip your respective team(s) with the necessary skills and knowledge to improve the company's productivity, improve on operational efficiency as well as enhancing your global competitiveness.

**Enquiries:** [\\_gilbert.rutto@kam.co.ke](mailto:_gilbert.rutto@kam.co.ke)



# MARKET DEVELOPMENT

*Venture into new territories!*



## Kenya Fashion and Design Week (Trade Promotion for Textile and Apparels & Leather and Footwear Sectors)

**Date:** 25th – 26th February 2025

**Venue:** Sarit Expo Centre

The Kenya Fashion and Design Week, held in partnership with the Ministry of Investments, Trade and Industry, seeks to shine a spotlight on Kenya's sustainable fashion industry, celebrating the creativity of local artisans and designers while promoting the Buy Kenya, Build Kenya initiative.

By showcasing the potential of the cotton and leather value chains, it aims to position Kenya as a hub for innovation, sustainability, and cultural pride in fashion.

**Enquiries:** [exhibitions@kam.co.ke](mailto:exhibitions@kam.co.ke)

## Kenya – Ethiopia Trade and Investment Mission

**Date:** 4th - 7th March 2025

**Venue:** Addis Ababa, Ethiopia

This exploratory mission seeks to:

- Strengthen trade corporation between Kenya and Ethiopia
- Identify import export potential products for the market
- Strengthen distributorship networks for companies that already have established markets.
- Identify investment opportunities in various markets
- Benchmark and learn about the Ethiopian market.

**Enquiries:** [arthur.gichuki@kam.co.ke](mailto:arthur.gichuki@kam.co.ke)



# KAM SME HUB

*Take your business to the next level!*



**Operational  
Excellence**

## **Workshop: Operational Excellence for Exporters - Mombasa Cohort**

**Date:** 12th – 14th February 2025

**Time:** 8.30 am - 4.30 pm

**Venue:** To be Confirmed

This workshop seeks to help you:

- Find your market: Learn how to identify and enter international markets
- Understand certifications needed to compete globally
- Optimize operational and production processes
- Enhance product quality

**Enquiries:** [samuel.ndoria@kam.co.ke](mailto:samuel.ndoria@kam.co.ke).

**[REGISTER HERE](#)**

## **SME Caucus Meeting**

**Date:** 18th February 2025

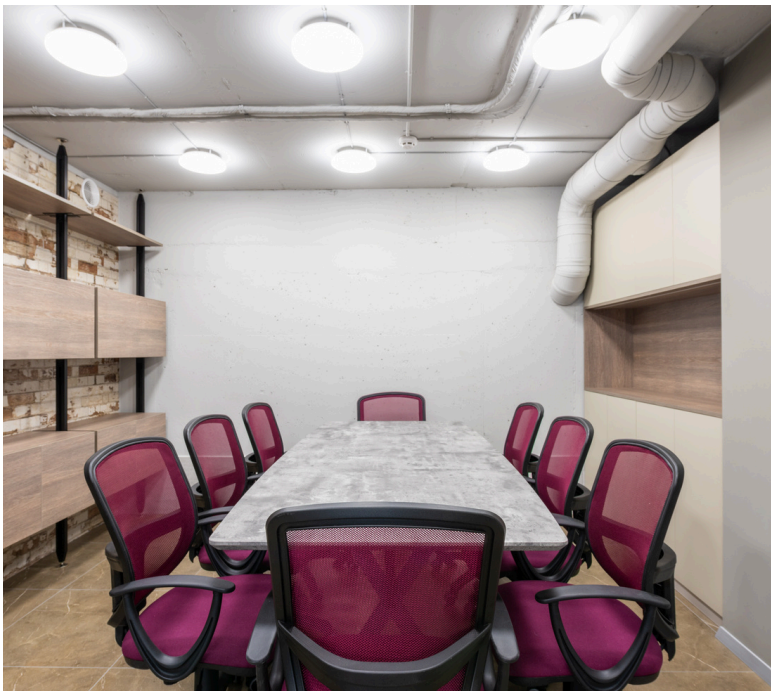
**Time:** 9.00 am – 11.00 am

**Venue:** KAM Boardroom 1 and Zoom

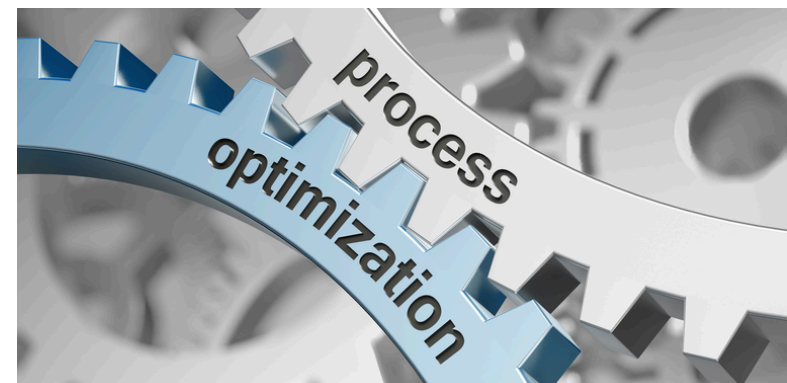
The meeting seeks to:

1. Provide updates on the various SME Hub related activities
2. Highlight cross-cutting issues affecting SMEs and how to address them

**Enquiries:** [samuel.ndoria@kam.co.ke](mailto:samuel.ndoria@kam.co.ke).



## Optimize Your Processes!



### Process Optimization Audits

**Date:** Ongoing

To help you achieve cost saving by optimizing your end-to-end process flow

Contact [cectrainings@kam.co.ke](mailto:cectrainings@kam.co.ke) to register.

### Circular Economy Resource Mapping

**Date:** Ongoing

To help you reduce wastage in your facility while identifying areas of productive use of the generated waste.

For enquiries, contact [ceecteam@kam.co.ke](mailto:ceecteam@kam.co.ke)



### Carbon Footprint Assessment

**Date:** Ongoing

To help you identify ways of reducing your current carbon footprint.

For enquiries, contact [ceecteam@kam.co.ke](mailto:ceecteam@kam.co.ke)

### In-House Environmental Compliance Training

**Date:** Ongoing

To ensure that your organization complies with NEMA regulations and benchmark with global set standards on waste management and carbon emissions.

To sign up, contact [cectrainings@kam.co.ke](mailto:cectrainings@kam.co.ke)



## Circular Economy Conference & Expo (The Loop Forum Kenya)

**Date:** 25th - 26th February 2025

**Venue:** Sarit Expo Centre

This forum seeks to bring together public and private companies, development partners, and learning/research institutions involved in the circular economy to showcase innovation design and sustainability in 2-day conference targeting 50 exhibitors attracting 100,000 visitors.

**Exhibition fee:** KSh 15,000 (+16% VAT)

Contact [ceecteam@kam.co.ke](mailto:ceecteam@kam.co.ke) for enquiries.

**[REGISTER HERE](#)**



**Circular Economy**



# CENTRE FOR ENERGY EFFICIENCY AND CONSERVATION (CEEC)

*Optimize Your Processes!*



## Compressed Air and Pneumatic Conveying Systems Training

**Date:** 19th - 21st February 2025

This training seeks to up-skill you in Pneumatic Conveying Systems, Motors, Fans, Variable Speed Drives (VSDs) and identifying energy-saving opportunities.

**Participation:** KSh 40,000 + 16% VAT

**Enquiries:** [immaculate.onyoni@kam.co.ke](mailto:immaculate.onyoni@kam.co.ke)

[REGISTER HERE](#)

## Energy Audits

**Date:** Ongoing

Through the audits, we identify areas of energy use, possible areas of energy wastage and offer recommendations to reduce the energy wastage and to achieve cost saving.

Contact [ceecteam@kam.co.ke](mailto:ceecteam@kam.co.ke) for enquiries on energy audits for your plant.



## In-House Energy Management Training

**Date:** Ongoing

To equip your energy committee with the required skills for achievement of energy savings.

Contact [cectrainings@kam.co.ke](mailto:cectrainings@kam.co.ke) to sign up.



# TVET PROGRAMME

## Re-skill and Re-tool



# Recognition of Prior Learning

## "RPL"

### Recognition of Prior Learning Skills Analysis (Certification of Skilled Workers Without Official Certification)

**Date:** Ongoing

In line with KAM's commitment to enhancing global competitiveness within our membership, we are conducting a Recognition of Prior Learning (RPL) Needs Assessment

RPL identifies and certifies skills gained through informal or on-the-job learning, helping to address skills gaps and boost workforce productivity.

**Enquiries:** [francis.veto@kam.co.ke](mailto:francis.veto@kam.co.ke)

**[REGISTER HERE](#)**

### Apprenticeship/Technician/Graduate Programs Structuring

KAM TVET Program supports members in onboarding skilled workers through apprenticeship, as well as graduate trainee programs.

Contact [francis.veto@kam.co.ke](mailto:francis.veto@kam.co.ke) for more details.



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