



## THE ASSOCIATION OF CONSULTING ENGINEERS OF ZAMBIA

Plot No. 316B, Independence Avenue  
Mamco Building Stand No.47/46  
P.O. Box 32562,  
Lusaka, Zambia.  
Email: info@acez.co.zm

10<sup>th</sup> April, 2017

The Trade Counsellor  
Turkish Embassy  
Long acres Plot 5208  
United Nations Avenue

Dear Sir,

**RE: SUBMISSION OF THE PROPOSED BUSINESS VENTURE  
SCHEDULE BY THE ASSOCIATION OF CONSULTING  
ENGINEERS OF ZAMBIA**

Reference is made to the above subject matter.

Please find attached a schedule for the proposed business venture between Turkey and  
Zambian firms for your consideration.

If you have any queries, please do not hesitate to contact the undersigned or Eng. Eugene  
Haazele on [eugenehaazele@gmail.com](mailto:eugenehaazele@gmail.com).

Yours faithfully,

Eng. Moses Nkhata  
President

**ASSOCIATION OF CONSULTING ENGINEERS OF ZAMBIA**



Contacts:  
Tel: +260 211 256609  
Eng. Moses Nkhata, President: +260 977 610983  
Mrs Chituwa S. Chulu, CEO: +260 975 818529



17.4.2017 / 13191



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## BUSINESS PROPOSAL FOR TURKISH & ZAMBIAN BUSINESS COMMUNITIES

<b>Type of partnership</b>	Contract manufacturing venture
<b>Relevant product groups</b>	Manufacture of timber <sup>1</sup> products ( <i>or establishing dealerships in Zambia</i> ). Manufacture of organic fertilizer. Production of cooking oil, and associated/residual products such as stock-feed. Manufacture of cigarettes. Fish farming. Food processing ( <i>based on especially maize, groundnuts, soya beans, pineapples, sunflower, etc.</i> ) Textiles.
<b>What will Turkish companies provide?</b>	Know-how through skilled manpower, if necessary machinery, and Turkish brand name.
<b>Who will manufacture or assemble?</b>	Zambian partner will provide semi-skilled labour. Turkish partner will provide know-how (including machinery and maintenance services) and train local labour.
<b>Who will set up the manufacture/assemble the facility?</b>	Either completely by the Turkish partner, or in partnership with a Zambian company.
<b>Who will find the land for the facility?</b>	Zambian partner
<b>Any minimum shareholding requirements?</b>	No.
<b>Who will export?</b>	Joint venture company
<b>Any government buying guarantees?</b>	Yes, it will be arranged.
<b>Where will products be exported?</b>	Duty free to COMESA market (incl. Democratic Republic of Congo, Tanzania, and Rwanda, etc.)
<b>Will government be involved?</b>	No. (unless requested) (Originally it is intended as a "private" equity venture)
<b>Who are the potential Zambian partners?</b>	Zambian contactors (Please contact Eng. Eugene Haazele, Chairman of the Business Support Committee of the Association of Consulting Engineers of Zambia (ACEZ), <a href="mailto:eugenehaazele@gmail.com">eugenehaazele@gmail.com</a> ; for full contacts of potential Zambian partners who may have interest in such joint ventures)
<b>Are there any finance plans/options?</b>	1) Stanbic Bank has a specific finance scheme for such ventures.

<sup>1</sup> Export of timber (from Zambia) is currently prohibited only for raw timber/logs. After 1st stage of processing (e.g. timber sheets with minimum specific thickness, etc.), exports seem possible.



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	2) 50 million US Dollars is reserved in the Zambian National budget for 2017 for support to small Zambia business Ventures. 3) Further details could be negotiated.
<b>Who will assist the joint venture?</b>	“Engineering Institution of Zambia” will support both parties regarding visa issues, arranging government buying guarantees, etc.



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