

## FREQUENTLY ASKED QUESTIONS (FAQs) ON 2018 TBZ CLASSIFICATION AND ARBITRATION SYSTEM

- a) Is TBZ providing the buying tickets?

**Answer:** TBZ will do the classification and will not interfere with the Buyer's classification grade mark that is linked to the value. On the Buyer's ticket there is a space for classification. Within the box of classification, TBZ Classifiers will put their grade on top of the box while the Buyer's grade, for value, will be recorded below the TBZ grade within the same box.

- b) Who will be capturing the TBZ Classification and into what system.

**Answer:** The two grade marks will be captured by TBZ's Data Clerk into the TBZ System for the purposes of Regulation, Research and Statistics. TBZ will not interfere with the current Buyer's Sales Floor Data Systems.

- c) What grading system is TBZ using? Is it compatible to the international classification systems?

**Answer:** TBZ will use the International Classification Grade System. The advantage is that it will enable us to compare the Zambian Tobacco with other countries and it will be a tool for marketing of the Zambian tobacco. Additionally, it will also enable TBZ to package the extension that contributes to improving the productivity and quality of Zambian tobacco.

- d) Does TBZ have sufficient Classifiers to accommodate all the buying lines at the same time?

**Answer:** Yes, TBZ has enough Classifiers. Additionally, from 30<sup>th</sup> March, 2018 going forward throughout the marketing season, there will be 24 hours Zambia Police presence at all Sales Floor to protect both the buyer's investments and the sellers.

- e) Is it not anti-competitive to have the TBZ as both Classifiers and Arbitrator?

**Answer:** TBZ is a neutral and Independent Regulatory Institution whose major interest is to ensure that the Tobacco Industry grows and that all actors in the value chain get a fair share of the profits. Therefore, the role of TBZ in both Classification and Arbitration is to ensure fair play and transparency and will also assist to obtain data for Research and Statistics, which information could be used to inform Government and other interested stakeholders on the performance of the Tobacco Subsector in Zambia.

f) Is TBZ a Grower's Representative?

**Answer: No** TBZ is not a Grower Representative but a Regulator of the Industry. The Grower Associations, Sponsors and Floor Managers should agree to identify a person to represent the Growers on the Floor. The Growers' representative's role will be to explain to the farmers why they have been given a particular grade of tobacco.