

**EXAMINING THE IMPACT OF NON-TARIFF BARRIERS ON INTRA-
REGIONAL TRADE IN EAST AFRICA
A CASE STUDY OF NAMANGA ONE-STOP BORDER POST – TANZANIA**

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CERTIFICATION

The undersigned certifies that he has read and hereby recommends acceptance by the Open University of Tanzania a dissertation entitled; *Examining The Impact of Non-Tariff Barriers on Intra-Regional Trade in East Africa: A Case Study of Namanga One Stop Border Post-Tanzania* in partial fulfilment of the requirements for the degree of Master of Arts in International Cooperation and Development of the Open University of Tanzania.

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Date

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DECLARATION

I, **Latifah A. Omary**, declare that this dissertation is my original work and that it has not and will not be presented to any other institution for the award of the degree or other similar award.

.....

Signature

.....

Date

DEDICATION

This dissertation is dedicated to my late father, Abeid Omary, who passed away in 2017. He always encouraged me not to give up on my education and urged me to pursue my master's degree with determination. His unwavering love, guidance, and belief in my potential have been the driving forces behind my academic journey. Though he is no longer with us, his spirit continues to inspire me every day. I strive to honour his memory by fulfilling the dreams he envisioned for me. This achievement is a testament to his enduring influence on my life.

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ABSTRACT

The study aims to examine the effects of non-tariff barriers (NTBs) on East African regional trade between Tanzania and Kenya at the Namanga One Stop Border Post (OSBP). The study was grounded in Custom Union Theory, and employed a mixed-methods approach, combining both qualitative and quantitative designs. It was conducted in Namanga, Tanzania, using purposive and convenience sampling techniques. A sample of 60 respondents was selected out of 150 population size, which included Tanzania Revenue Authority (TRA) officers, truck drivers, and businessmen. Data were collected through a structured questionnaire and key informant interviews, with additional secondary data from relevant reports and literature review. The analysis was conducted using descriptive statistics and linear regression models to quantify the impact of NTBs on trade. The findings revealed that NTBs significantly increase the cost of doing business, lead to delays, and reduce market access, contributing to inefficiencies in cross-border trade. Key NTBs identified include excessive police roadblocks, multiple weighbridges, and lengthy procedures for product quality verification. The study concluded that addressing NTBs through improved border infrastructure, reducing the number of weighbridges, and eliminating political interference in trade would enhance trade efficiency at the Namanga OSBP. The study recommends enhancing network systems, revising NTB regulations, and facilitating regular stakeholder's meetings to resolve trade challenges and promote seamless cross-border trade.

Keywords: *One Stop Border Post, Non-tariff Barriers, Regional Trade, East Africa.*

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ABBREVIATIONS AND ACRONYMS

ASEAN	Association of South East Asian Nations
EAC	East African Community
EABC	East African Business Council
EACCU	East Africa Community Custom Union
ECOWAS	Economic Community of West African States
EPZA	Export Processing Zone Authority
GATT	General Agreement on Trade and Tariffs
GMO	Genetically Modified Organism
ICD	Inland Clearance Document
JICA	Japan International Cooperation Agency
NAFTA	North America Free Trade Agreement
NTBs	Non-Tariff Barriers
NTMs	Non-Tariff Measures
OSBP	One Stop Border Post
SPSS	Statistical Package for Social Science
TBL	Tanzania Breweries Limited
TBS	Tanzania Bureau of Standards
TFDA	Tanzania Food and Drug Authority
TMDA	Tanzania Medicine and Medical Device Authority
TMEA	Trade Mark East Africa
TRA	Tanzania Revenue Authority
UNCTAD	United Nations Conference on Trade and Development
USAID	United States Agency for International Development

CHAPTER ONE

INTRODUCTION

1.1 Overview of the Chapter

Trade between countries plays a great role in economic growth and development worldwide. For this reason, it is vital to ensure that trading activities across regions are effectively and efficiently conducted to realise the expected benefits. This study sought to identify non-tariff barriers used as a form of restriction on cross-border trade and assess their impact on regional trade, particularly at Namanga OSBP as one of the cross-border entry points between Tanzania and Kenya. This chapter introduces the study by highlighting the background of the study, problem statement, study objectives, research questions, significance of the study, scope of the study, and organisation of the study.

1.2 Background of the Study

Global economic growth trends have traversed various economic regimes in recent decades (Otley, 2021). The globalisation process has necessitated significant policy transformations worldwide, resulting in increased trade openness and a heightened emphasis on the movement of capital and services across international borders (Broda et al., 2020). This evolution has fostered the expansion of international trade, leading to a more integrated world market characterized by common markets and economic unions. These unions facilitate mutual external trade practices, unrestricted movement of goods and services, cross-border production factors, and integrated monetary policies, all driven by the reduction or elimination of trade barriers (Das et al., 2023).

The World Trade Organization (WTO) has been advocating for eliminating trade barriers to promote international trade, advocating for free trade as a pathway to enhancing trade facilitation among member countries (Goldstein et al., 2022). Established in 1995 as a successor to the General Agreement on Tariffs and Trade (GATT), which began in 1948, the WTO comprises 164 member nations and exerts considerable influence over the global economy (Ibid). Consequently, every trading nation strives to negotiate free trade agreements, enabling participation in the exchange of goods and services through multilateral or regional arrangements without imposing barriers (Tomz et al., 2023).

Despite these efforts, many international negotiations have largely neglected non-tariff barriers (NTBs), which significantly hinder trade between countries (Silva et al., 2023). For instance, the Kennedy Round was a series of GATT discussions aimed at reducing trade tariffs to promote international trade liberalization, yet it failed to address NTBs, focusing instead on tariff reductions (Allee et al., 2022). Similarly, the Tokyo Round achieved tariff reductions and developed codes regarding NTBs but fell short of providing a clear framework for their elimination (Edward, 2021). As a result, NTBs have become more pervasive and influential as trade barriers compared to tariff-related policies.

In the United States, the rise of NTBs has been exacerbated by GATT's restrictions on tariff barriers, alongside the decline in merchandise trade and the impact of the Great Recession following World War II (Silva et al., 2023). In 1956, the US attempted to address NTBs by adopting the Kennedy Round Agreement; however,

Congress ultimately did not pass this agreement (Ibid). Although Congress agreed to the Tokyo Round agreement, its implementation was voluntary rather than mandatory (Joseph & Joseph, 2023).

In Asia, the practice of free trade is significantly influenced by the prevalence of NTBs among member countries (Fergusson, 2021). For example, South Korea and India, members of the Association of Southeast Asian Nations (ASEAN), maintain restrictive rules of origin compared to other regional members (Erskine, 2022). Such trade-limiting practices contradict the ASEAN treaty's objectives to address NTBs and liberalize services and investment (Ibid). Consequently, NTBs in Southeast Asia remain exceptionally high, among the highest globally.

In the Economic Community of West African States (ECOWAS), the prevalence of NTBs has resulted in poor intra-regional trade and has occasionally increased product prices (UNCTAD, 2023). Nevertheless, the elimination of both tariff and non-tariff barriers is central to ECOWAS's agenda to promote free trade and the movement of production factors (Ibid). Intra-ECOWAS trade is further undermined by persistent NTBs, particularly quantitative restrictions. Notably, challenges at Nigerian ports, including lengthy clearance procedures, high docking costs, and corruption, create significant obstacles for member states. Due to limited capacity at Lagos ports, vessels often wait days or even weeks to dock, with many Nigerian ports ranking among the most expensive globally (UNCTAD, 2023).

In Africa, 25% of border delays are attributed to inadequate infrastructure, while 75% stem from poor trade facilitation (Goldstein et al., 2022). These delays contribute to transport costs in Africa being, on average, three times higher than in South America and five times higher than in Asia, ultimately diminishing the competitiveness of African goods in international markets (Ibid). This situation indicates that international border management is becoming increasingly complex, especially when state activities are intricately managed, subjecting goods to various taxes and regulatory controls imposed by national authorities.

In the East African Community (EAC), trade facilitation and development are core tenets of regional policy (Anami, 2023). Consequently, member states have committed to prohibiting practices that negatively impact free trade, including the removal of NTBs. A key initiative to facilitate trade in the EAC is the establishment of One-Stop Border Posts (OSBPs). Since 2007, the Japan International Cooperation Agency (JICA) has supported trade facilitation programs in East Africa, including the development of OSBPs.

At Namanga, JICA financed the design and construction of OSBP facilities on the Tanzanian side, while the African Development Bank funded the Kenyan side (Mazimpaka, 2023). Furthermore, JICA assisted in developing operational procedures for the OSBPs and implementing the Real Time Monitoring System/Cargo Control System to enhance border operations (Ibid). Consequently, several OSBPs have been established at Namanga, Malaba, Busia, Kagitumba-Mirama Hills, and Katuna border posts (Anami, 2023). The OSBP Sourcebook

identifies four foundational pillars aimed at enhancing efficiency and facilitating cross-border trade and goods movement: legal and institutional framework; simplification and harmonization of procedures; information and communication technology and data exchange; and hard infrastructure (Luke, 2023).

Aloo (2023) noted that despite the establishment of the Namanga OSBP, trade facilitation between Kenya and Tanzania remains inconsistent, as both tariff and non-tariff barriers persist. Kenyan exports to Tanzania undergo verification three times at the manufacturer's premises, and trucks must pass through the Inland Container Depot (ICD) for comprehensive checks at the border. This process is time-consuming and costly for Kenyan exporters. Additionally, Tanzania requires pallet fumigation for Kenyan wood pallets entering the country (Kuteesa, 2024). Reports indicate that the Kenya Revenue Authority can take up to seven days for physical checks and approval of entries for Tanzania Breweries Ltd (TBL) packages at the border, while the Kenya Bureau of Standards conducts duplicate checks on products already approved by the Tanzania Bureau of Standards and TMDA (Ibid).

1.3 Statement of the Problem

Namanga, as a one-stop border post (OSBP), has been experiencing inadequate knowledge in Tanzania on the benefits of trading within the EAC, information on existing trading opportunities and many delays for years, which have greatly affected trade and other socio-economic activities between Kenya and Tanzania (Anami, 2022). Import bans, long procedures for cross-border clearance, and delays have been the common features at border points, which have consequently caused huge

business operational costs, losses, and disruption due to delayed shipments and generally poor service delivery, which was partly attributed to the construction of OSBP (Luke, 2022).

OSBP is a concept that the EAC Partner States are currently pursuing to ease trade. The OSBP at Namanga is however not functioning effectively despite the existence of the EAC OSBP Act to guide operations (Aloo, 2017). The effects of NTBs on trade cannot be underestimated. Moreover, economists concur that NTBs are a danger to state trade and therefore weaken the potential benefits, which include better access to markets and the creation of more jobs, and are a serious hindrance to the progress of intra-state trade and the related advantages (Mkuna, 2014).

However, in 2020 Tanzania ratified the World Trade Organization Trade Facilitation Agreement which declared the execution of policies and practices to ensure trade facilitation (TFAD, 2020). The customs at the border points including the Namanga border serve as the avenues to facilitate trade facilitation respectively (Nakale, 2017). With this development, it is essential to envisage the perceptions of existing non-tariff barriers and their impact towards intra-regional trade in East Africa since the phenomenon recently signifies that little studies have been undertaken on the area which is the gap necessary to be filled. Therefore, the study was conducted to address the situation.

1.4 Research Objectives

1.4.1 General Objective

The general purpose of this study is to examine the impact of non-tariff barriers on regional trade in East Africa, focusing on the Tanzanian side of the Namanga OSBP.

1.4.2 Specific Objectives

The following are the research objectives designed for the current study:

- i.** To analyse the impact of NTBs on trade dynamics between Tanzania and Kenya at Namanga OSBP.
- ii.** To assess perceptions of trade stakeholders regarding the effects of NTBs on trade between Tanzania and Kenya at Namanga OSBP.
- iii.** To propose strategies for mitigating the challenges posed by NTBs on trade between Tanzania and Kenya at the Namanga OSBP.

1.5 Research Questions

This study is guided by the following questions:

- i.** What is the impact of Non-Tariff Barriers (NTBs) on trade dynamics between Tanzania and Kenya at Namanga OSBP?
- ii.** How do trade stakeholders perceive the effects of NTBs on trade between Tanzania and Kenya at Namanga OSBP?
- iii.** What strategies can be proposed to mitigate the challenges posed by NTBs on trade between Tanzania and Kenya at Namanga OSBP?

1.6 Significance of the Study

This study is useful in the execution of EAC Customs Union and Common Market Procedures, which are vital in addressing the challenges of NTBs. The findings of the study are expected to stimulate the formulation of useful national and regional policies within the East African Community. Similarly, the East African Business Council may use these findings to improve intra- trade relations which will diminish the current trade obstacles in the region. In addition, this study will increase trading awareness at Namanga OSBP, which may help address NTB's challenges.

1.7 Scope of the Study

This study was confined to stakeholder's perceptions on the impact of non-tariff barriers on intra-regional trade in East Africa focusing on the Namanga OSBP. The study was done on the Tanzania side, where data was collected from Truck drivers, TRA officers, and businessmen at the border.

1.8 Limitation and Delimitation of Study

1.8.1 Limitations of the Study

The study encountered several limitations that do not significantly affect findings. First, the sample size was relatively small, comprising 60 respondents from the Tanzanian side of Namanga One-Stop Border Post (OSBP). However, this sample size was adequate because it had resulted in a saturation point in data collection as no additional issues or insights were identified, and data began to repeat so that further data collection would be redundant. This signified that an adequate sample size was reached, and fully captured the diverse range of experiences among all stakeholders

involved in cross-border trade. Furthermore, the study focused on Namanga OSBP, and thus the findings may be representative of other border posts in East Africa, where non-tariff barriers (NTBs) and trade dynamics could differ.

Moreover, access to critical data on NTBs and customs procedures was challenging due to confidentiality concerns, which may have limited the completeness of the findings. Additionally, ongoing political and economic changes in both Tanzania and Kenya during the study period may have influenced the data, particularly regarding trade policies and NTBs.

1.8.2 Delimitations of the Study

The study had several delimitations that were intentionally set by the researcher to maintain focus. The research specifically examined the impact of NTBs on cross-border trade between Tanzania and Kenya at Namanga OSBP, deliberately excluding other factors that might influence regional trade, such as tariffs or global trade agreements. This focus allowed for a more concentrated investigation into NTBs and their effects on trade. The target population was also deliberately confined to TRA officers, truck drivers, and businessmen involved in cross-border trade.

By focusing on these key stakeholders, the study aimed to stay within the boundaries of those most directly affected by NTBs. Geographically, the research was limited to the Namanga OSBP, providing an in-depth case study of one important trade route. Finally, the study was conducted from February to May, 2024, which offered a snapshot of trade dynamics during that period, without delving into historical trends

or potential future developments. These delimitations shape the study's scope while acknowledging the necessary boundaries set for the research.

1.9 Organisation of the Study

This study was organized into six chapters. Chapter One, presents preliminary information about the study. This section include introduction, background to the problem, statement of the problem, objectives of the study, research questions, significance of the study, limitation and delimitation of the study. It also describes the scope of the study, and finally the organization of the study. Chapter Two presents and discusses the literature related to the impacts of Non-Tariff barriers on intra-regional trade in East Africa. It begins with a review of the theory guiding the study which guided and the synthesis of the knowledge gap.

Chapter Three focuses on the research methodology of the study. It describes the research design and approaches of the study. It went further to describe the location areas and the target population employed in this study. This chapter also indicates the sampling procedures and data collection instruments that were employed in this study. Moreover, it described how the collected data were analysed, how the validity and reliability of the research instruments were maintained as well as ethical issues.

Chapter Four presents, analyses, and interprets the data collected from informants and respondents. It includes both descriptive and inferential statistical analysis to highlight key findings related to the impact of non-tariff barriers (NTBs) on intra-regional trade. The chapter also provides visual representations such as tables and

figures to enhance data presentation. Chapter Four discusses the findings in relation to the research objectives and existing literature. It provides a detailed interpretation of the results, comparing them with previous empirical studies, and highlights the implications for trade policies and practices in East Africa.

Chapter Five, summarises key findings, draws conclusions, and provides recommendations. It suggests strategies for addressing NTBs to improve intra-trade relations in-order to promote trade efficiency at Namanga OSBP. Additionally, the chapter indicates the area for further research to enhance understanding of trade facilitation and regional integration within and beyond East African Community.

CHAPTER TWO

LITERATURE REVIEW

2.1 Introduction

This chapter revisits the scholarly analysis concerning the impact of NTBs. It summarises the main issues addressed by different scholars and debates the ideas in connection with specific issues under study. The chapter also identifies the research gap and thereafter identifies the suitable theory to guide the analysis and discussion of the study findings.

2.2 Conceptual Definitions

In writing academic work it is important to set the boundaries of the key concepts so as to avoid ambiguities. In that regard, some key terms are operationally defined in this study, regional integration, international trade, non-tariff barriers, and one-stop border post.

2.2.1 Regional Integration

Regional integration is an agreement between groups of countries in a geographic region to reduce and eliminate tariff and non-tariff barriers and arrive at a free flow of goods, services, and factors of production among each other (Cole et al., 1999; OECD, 2021) . This study borrows the preceding definition since regional integration constitutes bilateral or multilateral agreements between states in the course of trading relations and others in line with the member's interests (Mazimpaka, 2018; World Economic Forum, 2023). However, the reality is also that not all bilateral and multilateral agreements between states are regional groupings or integrations that

may be other concerns with different intentions, such as temporary or permanent alliances (Ibid).

They are establishments composed of states necessary to facilitate various social, political, and economic interests. In this study, EAC is called regional integration through which Tanzania and Kenya are member countries sharing the Namanga border post. The EAC, seeing the importance of facilitating smooth trade between the two countries and others in the area, formulated the EAC OSBP Act with specific regulations to guide bilateral trade operations of imports and exports through reduced and eliminated tariff and non-tariff barriers (Brookings, 2023; World Economic Forum, 2023) .

2.2.2 One-Stop Border Post

The One-Stop Border Post (OSBP) aims to simplify the movement of properties and persons across borders. This system is an essential practice that seeks to assure trade facilitation and state cooperation by ensuring flexibility and ease in the process (IOM, 2023; AfDB, 2021). Despite this, it is evident that not all movements across borders are classified as OSBPs unless they are connected to a specific activity or objective.

OSBP represents a unified land border management system, enabling customs and government agencies in the region to collaborate effectively, thus implementing necessary exit and entry procedures. This means that the operator of the border point obtains both departure and entry permissions from a single location, reducing travel

times for people and goods and potentially lowering costs (World Bank, 2022; IOM, 2024) . In this study, we focus on the Namanga OSBP, which enhances bilateral trade between Tanzania and Kenya in East Africa.

2.2.3 Regional Trade

Regional trade is a freely determined geographical area, which does not necessarily align with political boundaries (UNECA, 2022; UNCTAD, 2021). This includes opportunities for local producers and artisans in the region to showcase quality products and various artisanal creations (World Bank, 2023). This, regional trade generally involves activities within the region, though not all such activities may qualify as regional trade (IOM, 2024).

This study applies the definition of regional trade as postulated by Claar and Andreas (2010) above, using the EAC's geographical scope of seven member states, namely, the Republic of Burundi, the Democratic Republic of the Congo, the Republic of Kenya, the Republic of Rwanda, the Republic of South Sudan, the Republic of Uganda, and the United Republic of Tanzania.

The geographical area for regional trade at the Namanga OSBP refers to the Namanga district in Tanzania and Kajiado County in Kenya. These locations have eliminated sovereignty-related restrictions and now use a unified border post with streamlined checkpoint administrations to facilitate cross-border movement of people, goods, and services. The Namanga OSBP is a prime example of regional

cooperation, where both countries have agreed to ease sovereignty controls to support cross-border trade and regional connectivity (AfDB, 2021; IOM, 2023).

2.2.4 Non-Tariff Barriers

The term "non-tariff barriers" (NTBs) encompasses various government actions that affect trade (OECD, 2022). NTBs can be overtly protectionist, disadvantaging foreign traders, aimed at supporting domestic industries without directly seeking to limit international competition, or restrictive in ways that impact certain trades without protectionist intent (UNCTAD, 2021; WTO, 2023).

In the context of agriculture, NTBs include quotas, health and environmental regulations, licensing requirements, and mandatory product inspections. Some of these measures, particularly food standards, serve to protect consumers and preserve the environment. However, when NTBs are primarily used to protect domestic industries, they may face challenges in the WTO, and the imposing country might be required to remove them if found inconsistent with international trade rules (World Bank, 2023; WTO, 2022).

2.3 Theoretical Literature Review

The analysis of this study was guided by Customs Union theory which argues that, to ensure trade takes place freely without being restricted by barriers of tariffs or quotas, a common external tariff should be adopted; and that all member states should apply the same tariffs on non-member countries outside the customs union (Strielkowski, 2013). The theory was first coined by Jacob Viner in 1950.

The model of the Customs Union deals with the removal of tariffs on imports from member countries, implementation of a common external tariff on imports from the rest of the world, distribution of customs revenue, and pure competition in commodities and markets (Lindberg & Sheingold, 1971), factor mobility within countries but not between them, and free transportation imitate the opportunity costs of production, trade balance and fully employability of resources.

However, the ground stones of customs union theory are trade diversion and trade creation effects of different arrangements within regional integration. A trade diversion means a switch in trade from less low-priced to more high-priced producers. A trade creation means a switch in trade from more high-priced to less high-priced producers (Strielkowski, 2013). The main elements of economic integration, as pointed out by the theory, include the elimination of tariff and non-tariff barriers among member states with a common external trade policy emphasizing common external trade limits against non-members (Haas, 1971).

Furthermore, the theory enhances on the free movement of goods and services, as well as factors of production across national boundaries, harmonization of policies, unification of national monetary policies, and acceptance of a common currency (Madyo, 2008). Rathumbu (2008) summarized that the motive behind the initiation of state integration benefits consumers and producers of the union. Consumers have the choice of goods at lower prices brought by economies of scale.

In the absence of a territorial integration agreement, tariffs are imposed on imports, which means that consumers are obliged to consume goods and services at higher than the prevailing world prices. Therefore, the use of this theory assumptions becomes relevant in guiding the analysis and discussion of the findings towards the removal of NTBs at Namanga OSBP.

2.4 Empirical Literature Review

The empirical literature review examines previous studies and research findings related to the impact of non-tariff barriers (NTBs) on intra-regional trade. It analyzes real-world data, case studies, and scholarly works to provide insights into the effects of NTBs on trade efficiency, business costs, and market accessibility. By reviewing relevant empirical studies, this section identifies key patterns, challenges, and possible solutions for mitigating trade barriers. The findings from existing research help contextualize the current study within a broader framework, highlighting gaps in knowledge and offering a foundation for understanding the complexities of cross-border trade dynamics in East Africa.

2.4.1 Effects of Non-Tariff Barriers on Trade

There are various effects of non-tariff barriers, both positive and negative. Normally, the positive ones tend to benefit individual nation states at the expense of others, while the negative effects harm regional trade in its entirety.

2.4.1.1 The positive effects of NTBs

Even though non-tariff barriers (NTBs) are considered significant trade obstacles in the region, some scholars highlight their importance. For example, Jean (2021) discusses NTBs' role in several areas, including regional security regarding weapons and the protection of domestic industries and local traders from foreign competition. In the 1980s, Japan implemented NTBs on foreign vehicle imports to safeguard its home industries.

In a study on NTBs between Uganda and other East African Community (EAC) countries, Okumu and Nyankori (2022) noted a substantial increase in regional trade in agricultural products, despite persistent NTBs. This perspective aligns with a report from Cirad (2021), which states that NTBs are often implemented to regulate agricultural imports, including technical, sanitary, and quality standards such as Protected Designations of Origin (PDOs) and Genetically Modified Organisms (GMOs). As countries remove traditional tariff measures, they increasingly rely on quality standards and quotas to maintain internal standards.

Odebero (2023) observed that trade patterns among EAC members are uneven, with Kenya capturing the largest share of benefits. This discrepancy motivates other member states to expand markets, innovate, and utilize NTBs selectively to protect and grow their domestic markets. For instance, in 2018, the Kenyan government halted rice imports from Tanzania due to standards and packaging concerns (Silva et al., 2022) critical during disease outbreaks, especially in agriculture and livestock. Such restrictions aim to contain disease spread, as illustrated in 2017 when Kenya

banned chicken and eggs from entering Tanzania via the Namanga border due to avian influenza concerns (Anami, 2022). Another example is the regional ban on milk and meat imports to prevent Rift Valley fever from spreading (East African Report, 2023).

Larue (2020) explained Japan's restrictions on pork imports during a foot-and-mouth disease outbreak in Taiwan in 1997, which initially supplied 41% of Japanese pork imports. The resulting trade ban led to a significant delay for foreign exporters, who took two years to adjust after Taiwan exited the market.

2.4.1.2 The Negative Effects of NTBs

Jonyo (2022) noted that NTBs can increase business expenses, raise organizational costs, cause delays, restrict access to certain markets, alter traded quantities, and generally disrupt trade. These effects at border points are significant and may impede regional trade growth, potentially causing unrest, as seen in March 2019 at the Namanga One-Stop Border Post (OSBP) when Tanzanian officials clashed with Kenyan shopkeepers over trade interferences (East African Report, 2023) .

Nganga (2021) discussed NTBs' impact on trade, particularly through logistical hurdles like inconsistent axle load specifications and numerous weighbridges along routes from Mombasa to the Malaba, Busia, and Namanga borders. Additional obstacles include police roadblocks, toll charges, import valuation discrepancies, variable border operating hours, and complex work permit processes, all of which raise costs and delay trade. Similarly, Stahl (2005) argued that NTBs play a critical

role in cross-border trade issues in Sub-Saharan Africa, with Kenya identified as a frequent NTB violator (East African Business Council, 2021) .

Karugia et al. (2023) highlighted tax disparities within economic blocs, which can distort trade by increasing compliance costs and influencing investment and financing decisions. Differences in domestic tax rates, such as value-added tax (VAT) and excise duties, mean consumers pay varying prices across borders, impacting cross-border business decisions. Schiff and Winters (2021) agreed that NTBs arising from tax disparities continue to complicate regional trade. Currently, VAT rates vary: Rwanda and Uganda at 18%, Kenya at 16%, and Tanzania at 18%. Additionally, Kenya and Tanzania provide tax incentives for investors, while Uganda and Rwanda do not, further skewing cross-border trade competition (East African Trade Report, 2023).

The East African Report (2022) noted that prolonged delays at the Tanzania-Kenya border, often lasting days, pose significant challenges. In Kenya, for example, quality checks can extend up to 21 days, impacting goods like Tanzanian beers that are misclassified as South African products. These delays arise from quality verification processes, vehicle inspections, and policing, stifling the flow of goods between countries.

Cernat (2022) found that many African trade agreements reduce ‘invisible’ trade barriers, including non-tariff barriers related to health standards, corruption, and fraud, through regional harmonization efforts. Reducing these hidden trade costs

fosters intra-regional trade without tariff revenue losses, enhancing economic welfare across regions. NTBs also impact quality standards significantly. Maertens and Swinnen (2023) studied NTBs' effects on Senegal's fruit and vegetable trade, noting that stringent food standards increase poverty among house-holds dependent on agricultural income. In East Africa, particularly Tanzania-Kenya trade, stringent quality and standard checks are extensive. Kenyan exports to Tanzania, for instance, are subject to multiple agency verifications like the Tanzania Bureau of Standards (TBS) and the Tanzania Medicines and Medical Devices Authority (TMDA), leading to delays for regional producers (East African Report, 2023). Calabrese and Eberhard-Ruiz (2023) observed that Tanzania has been the region's top NTB enforcer since 2009, often imposing lengthy tax and regulatory processes.

2.5 Research Gap

The literature has revealed that few studies have been conducted concerning examining the impacts of NTBs on intra-regional trade, especially at Namanga OSBP in Tanzania. This has been the case because in 2020 the government of Tanzania ratified the World Trade Organization Trade Facilitation Agreement which prompted to foster harmonization in the cross-border trade. With the phenomenon being recent it is essential to envisage the area to address the gap in intra-regional trade in East Africa.

CHAPTER THREE

RESEARCH METHODOLOGY

3.1 Introduction

This chapter describes the methods and techniques used to facilitate the process of knowledge generation in the conduct of the study. The chapter covers the area of the study, research design, research approach, target population, sampling technique and sample size, methods of data collection, data analysis, data validity, and data reliability.

3.2 Study Area

The study was conducted in Namanga OSBP, Arusha region, Tanzania. The area was selected due to its prominence concerning trade facilitation practices in cross-border trade which serves as useful among the border points for the generation of reliable results for the study. Also, this area was selected since it is among the borders with intra-trade relations that have fostered an advanced level of integration than other borders.

Namanga OSBP fits this research because it serves as a common border used by Tanzania and Kenya using a single administration checkpoint to perform all cross-border movements and transactions between the two countries. Above all, Namanga OSBP has remained one of the outstanding experimental regional projects for bilateral trade facilitation and harmonization of exports and imports using the East African regional guidelines and regulations compared to other OSBP like Tunduma, Horohoro and Kasumbalisa borders.

3.3 Research Design

The study used a survey-based approach. This method made it possible to identify various regulations in terms of NTBs which might have a significant trade restriction effect on exported goods. It is indeed a qualitative and quantitative approach based upon constructed survey questionnaires and key informant interview guides aimed at identifying and collecting import and export data from diverse practitioners in Namanga OSBP. This enabled to extract valuable information generated from surveys and rank the various NTBs according to a scale or index which can be used in the econometric analysis as valuable explanatory variables (Thornsbury, 1998; Beghin and Bureau, 2001).

This study is inductive as it aims to explore the impact of Non-Tariff Barriers (NTBs) on intra-regional trade at the Namanga OSBP through qualitative and quantitative analysis. By focusing on the perceptions of trade stakeholders and examining the effects of NTBs without testing a predefined hypothesis, the study allows for patterns and themes to emerge organically from the data collected. This approach enables the development of new insights and strategies that address the complexities of trade dynamics between Tanzania and Kenya, thus fostering a deeper understanding of the underlying issues affecting regional trade (Bryman, 2016; Creswell, 2014).

3.4 Study Population

The study population refers to a group of individuals who share specific characteristics that the researcher is interested in examining. According to Kothari, it

encompasses the entire collection of observations or the parent group from which a sample is drawn. This group includes all items within the scope of the inquiry and is also referred to as the universe of study (Kothari, 2004). In this research, the study population consisted of 150 individuals engaged in cross-border trade activities at the Namanga One-Stop Border Post (OSBP). The population of Namanga was 9,189 according to the national census conducted in 2022.

The current population of Namanga might indeed have increased, but yet there is no current credible data from the National Bureau of Statistics (NBS). However, the study used a real total population size of 150 including TRA, truck drivers and businessman crossing border per month commonly used for research purposes in the area. The mobile nature of the population, consisting of individuals frequently interacting with trade barriers, aligns with findings from authors such as Beghin and Bureau (2001), who emphasize the importance of context in understanding trade dynamics and the selection of participants in trade studies.

The theory of mobile populations in trade suggests that such groups often experience unique challenges and barriers, highlighting the need for targeted research in dynamic environments (Dicken, 2015; Sassen, 2018). By focusing on these stakeholders, the study aims to capture the nuanced impacts of NTBs on intra-regional trade between Tanzania and Kenya.

3.5 Sampling Techniques

The study used two sampling techniques: purposive sampling and convenience sampling. Purposive sampling was applied to select 6 Tanzania Revenue Authority (TRA) officers who were key informants, chosen for their expertise in customs regulations and their direct involvement in managing cross-border trade at Namanga OSBP. This technique ensured that the study gathered informed opinions on how non-tariff barriers (NTBs) are enforced and their impact on trade.

Convenience sampling was used for selecting 26 truck drivers and 28 businessmen. These individuals were chosen based on their availability and active involvement in trade at the Namanga border. Truck drivers and businessmen were included because they frequently encounter NTBs in their daily trade operations, making them ideal participants for the study. The combination of these techniques ensured both expert insights and practical, on the ground experiences were captured, providing a comprehensive understanding of NTBs at the Namanga OSBP. This is the strategy that a researcher uses to get a representative sample from a target population (Kothari, 2004).

3.5.2 Sample Size

According to Roscoe (1975) and Prince (2005), a sample of thirty (30) elements and above is sufficient to warrant statistical analysis. The study took the same consideration and ensured that the sample of respondents and informants selected was sufficient to undertake informed data analysis. From this population, a sample of 60 respondents was selected, ensuring a diverse representation from three key

stakeholder groups: Tanzania Revenue Authority (TRA) officers, truck drivers, and businessmen. This selection was based on the premise that these groups are directly involved in cross-border trade and frequently encounter Non-Tariff Barriers (NTBs), making their insights invaluable.

The group comprised 6 TRA officers, who play a critical role in enforcing customs regulations and ensuring compliance with trade policies. Their expertise regarding customs procedures provided essential insights into the operational challenges at the border. The sample included 26 truck drivers, who transport goods and witness first-hand the delays caused by NTBs, such as roadblocks and weighbridges. Their perspectives illuminated the practical implications of NTBs on transportation efficiency. Additionally, 28 businessmen participated, sharing their experiences related to the commercial impact of NTBs, including increased operational costs and market access challenges.

Incorporating these diverse groups allowed for a comprehensive analysis of NTBs' effects on trade dynamics from multiple perspectives. The choice of a sample size of 60 was appropriate, as it enabled the collection of sufficient data representation while remaining manageable for analysis. Therefore, the study obtained data from sixty (60) out of one hundred and fifty (150) respondents in total from Tanzania (Namanga Border) who were able to provide reliable and relevant information about the cross-border trade at Namanga OSBP. The distribution of the sample size comprised of 6 key informants selected using purposive sampling; 26 truck drivers who were picked

conveniently; and 28 businessmen obtained through purposive sampling by their knowledge and experience related to the subject under study.

The number of implementers was as follows;

- TRA Officers =15
- Truck Drivers =65
- Businessmen =70

The sample size is obtained by using Yamane's formula.

$$n = \frac{N}{1 + N(e^2)}$$

Where

n= Sample size

N= Total population (150)

e= Acceptable error value (1-10%)

Therefore:

$$15 + 65 + 70 = 150$$

$$n = \frac{150}{1 + 150 \times (0.1 \times 0.1)}$$

$$n = 60$$

The sample size for this study was 60 respondents and the distribution was as follows;

$$\text{TRA: } 15 \times 60 \div 150 = 6$$

$$\text{Truck Drivers: } 65 \times 60 \div 150 = 26$$

$$\text{Businessmen: } 70 \times 60 \div 150 = 28$$

Table 3. 1: Sample Size

S/N	Sub –Group	No of Respondents	Percentage (%)
1	TRA Officers	6 (KIIs)	10
2	Truck Drivers	26 (Convenient)	43.33
3	Businessmen	28 (Purposive)	46.67
Total		60	100

Source: Field Data, 2024

3.5 Variables and their Measurement Procedures

The survey was focused on examining the impact of non-tariff barriers on intra-trade relations in East Africa. Among the variables which were measured include; the identification of NTBs between Tanzania and Kenya at Namanga OSBP. Therefore, cross-border trade is the dependent variable and independent variables include the outcomes of the NTBs. On the other hand, the researcher borrowed the model used by Gurung and Thapa (2010) in an assessment of factors influencing the empowerment level of females in Pokhara to address the second objective of the study. The estimation is presented as follows;

$$Y = X_1 + X_2 + X_3 + X_4 + X_5 + X_6 + X_7 + X_8$$

Dependent: Cross-border trade

Independent variables include;

X_1 = Costs of doing business

X_2 = Loss of business time

X_3 = Increased organisational costs

X_4 = Reduced access to certain markets

X_5 = Increased security

X_6 = Reduced quantities of goods traded.

X_7 = Protect the spread of diseases

X_8 = Ensuring the growth of internal markets

The expected sign of the independent variable should be negative, which means that the independent variable should vary inversely proportional to the dependent variables. Theoretically, as the independent variable increases results in unfavourable cross-border trade, and as the independent variable decreases the dependent variable increases, hence resulting in favourable cross-border trade.

3. 6 Data Collection Methods

The study used both primary and secondary data. Primary data, were collected through a questionnaire closely administered by the researcher and research assistants to ensure accuracy in data collection. The questionnaire contained structured and unstructured questions. The researcher also used the KIIs data collection method to supplement information gathered through a questionnaire. On the other hand, secondary data were collected from literature/documentary reviews from previous research reports, journals, articles, the internet, and books.

3.6.1 Primary Data Collection

3.6.1.1 Questionnaire

Data collection involved a structured questionnaire that allowed respondents to complete the questions verbally in the presence of the researcher (Merriam & Tisdell, 2015). However, both verbal and written methods were used for answering questions. The questionnaire was used as an instrument for collecting qualitative and quantitative data. A total of 60 questionnaires were distributed to respondents involved in cross-border trade at the Namanga One-Stop Border Post (OSBP). The questionnaires were aimed at gathering quantitative data on the impact of non-tariff

barriers (NTBs) on trade between Tanzania and Kenya.

Specifically, 26 questionnaires were distributed to truck drivers, and 28 were given to businessmen. These groups were selected using convenience sampling, ensuring that the data collected reflected the real-world experiences of individuals actively engaged in cross-border trade. The structured questionnaires allowed the researcher to collect data on the challenges posed by NTBs, including delays, increased costs, and the effects on market access.

3.6.1.2 Interviews

Key informant interviews (KIIs) were conducted by using a purposive sampling technique. One informant was selected and interviewed and thereafter he/she was asked to show another resourceful informant to be interviewed. Informants were required to provide information as guided in the interview questions checklist. However, in some circumstances in obtaining further information the study conducted semi-structured key informants interviews which allowed further probing to extract more crucial information which could have not been obtained by using the checklist questions.

Additionally, 6 Tanzania Revenue Authority (TRA) officers were interviewed as key informants. These interviews were conducted using purposive sampling, as these officers possess specialized knowledge of customs procedures and the enforcement of trade regulations at the Namanga OSBP. The in-depth interviews provided qualitative insights into the administrative and procedural challenges posed by NTBs

and their impact on trade facilitation. These interviews complemented the questionnaire responses, allowing the researcher to cross-validate and triangulate the findings and gain a deeper understanding of how NTBs affect trade operations at the border.

3.6.1.2 Secondary Data Collection

The study used secondary data extracted from various sources such as reports, journals, relevant official reports, and textbooks concerning the subject under study. The secondary data was used because of its availability as compared to another source of data collection and hence it saves time and cost in data collection. They also help to make primary data collection more specific and improve the understanding of the research problem (Lancaster, 2007). The study used the East African Development Strategy (2017), the Protocol on the Establishment of the East African Community Customs Union, (2005), the East African Development Strategy (2017), the Trade Facilitation Agreement Database 2020, the World Trade Organization Trade policy; trademark East Africa and others.

3.7 Data Processing and Analysis

The study utilized both qualitative and quantitative data analysis techniques to interpret the findings effectively. The quantitative data, primarily collected through structured questionnaires, were analysed using the Statistical Package for Social Sciences (SPSS) software. Descriptive statistics such as frequencies, percentages, and means were generated to summarize respondents' demographic characteristics and their responses to questions on the impact of non-tariff barriers (NTBs).

Additionally, inferential statistics, including linear regression analysis, were employed to examine the relationship between NTBs and cross-border trade. This allowed the researcher to quantify the effects of NTBs on business costs, delays, and market access, providing measurable insights into how these barriers impact trade dynamics.

The qualitative data, collected through interviews with Tanzania Revenue Authority (TRA) officers, were analysed thematically. Key themes and patterns were identified by reviewing the interview transcripts, focusing on the officers' insights into NTBs and their enforcement. Thematic analysis helped in categorizing the data into key areas such as procedural challenges, regulatory impacts, and suggestions for improvement. The qualitative findings provided in-depth context to the quantitative results, offering a deeper understanding of the challenges at the Namanga OSBP.

3.8 Validity and Reliability

Ensuring the validity and reliability of research instruments is essential for achieving credible results. Validity refers to the extent to which the research instrument measures what it is intended to measure. To enhance content validity, the questionnaire and interview guide were reviewed by two subject experts from the University of Dar es Salaam. Their feedback was incorporated to align questions with the research objectives (Kumar, 2023; Creswell & Creswell, 2022). Reliability refers to the consistency and stability of the measurement tools. A pilot study was conducted with 10 respondents at a similar One Stop Border Post to test internal consistency. Cronbach's Alpha coefficient was computed, and a reliability score of

0.78 was obtained, which exceeds the minimum acceptable threshold of 0.70 (Tavakol & Dennick, 2023). This confirms that the instrument is reliable for data collection (Ngugi & Mwangi, 2024).

3.9 Ethical Considerations

The study adhered to ethical principles to ensure integrity, compliance with research regulations, and the protection of all participants involved in the research. One of the fundamental ethical considerations was informed consent. Before data collection, participants were fully briefed about the study's objectives, procedures, and their role in the research. Their participation was entirely voluntary, and they had the right to withdraw at any stage without facing any consequences. This ensured that respondents felt comfortable and respected throughout the data collection process.

Another critical aspect was confidentiality and anonymity. The study ensured that all personal details of respondents, including Tanzania Revenue Authority (TRA) officers, truck drivers, and businesspeople, were kept confidential. No names or identifying information were included in the final report, and all collected data were securely stored to prevent unauthorized access. This approach helped build trust among participants and encouraged honest and unbiased responses. The principle of non-maleficence was also upheld, ensuring that no harm or distress was caused to respondents. The research was conducted in a professional manner, and every effort was made to minimize inconvenience or discomfort for participants. Ethical guidelines were followed to protect the rights and well-being of all involved individuals.

To comply with academic and institutional research standards, the researcher obtained ethical clearance and a research permit from the university. This permit authorized data collection and ensured the study adhered to both institutional and national research regulations. Additionally, the researcher was issued an official introduction letter by the university. This letter served as formal identification, introducing the researcher to relevant authorities at Namanga One-Stop Border Post (OSBP). The introduction letter facilitated access to the study area, ensuring cooperation from key stakeholders, including TRA officers, truck drivers, and businesspeople. Finally, the study prioritized data integrity, ensuring that all collected information was accurately recorded, analysed, and presented. No data manipulation or misrepresentation occurred, and findings were reported objectively. These ethical measures collectively ensured that the study was conducted responsibly, in accordance with best practices in academic research.

CHAPTER FOUR

PRESENTATION, ANALYSIS AND INTERPRETATION OF DATA

4.1 Introduction

This chapter presents the major findings from both descriptive and quantitative information derived from primary and secondary sources. Primary data were captured through a questionnaire, which was administered to businessmen and truck drivers. Key Informants Interviewers using an interview guide were administered to TRA Officers at Namanga OSBP. The chapter has been divided into two parts, including the discussion of the demographic and the discussion of the specific objectives.

4.2 Demographic Data

In this section a researcher aimed at describing characteristics of the population under study and their likelihood to contribute to the theme of this study. Therefore, the section includes; age, sex, level of education, as well as occupation of respondents.

4.2.1 Gender of Respondents

The findings showed that 88.3 per cent of respondents were male and 11.7 per cent were females as indicated in Table 4.1. This implies that, for the implementers, there are more males as truck drivers and businessmen compared to females due to the nature of the job that favours males more than females in various African societies.

Table 4. 1: Respondents Distribution by Sex (n=60)

Gender	Frequency	Per cent
Male	53	88.3
Female	7	11.7
Total	60	100

Source: Field Data, 2024

4.2.2 Age of Respondents

Table 4.2 shows the age range of respondents. The study findings revealed that 35 per cent of respondents were of the age group between 38 and 48 years, 30 per cent were 48 years, 3.3 per cent of the respondents were of the age group between 18 and 28 years, and 26.7 per cent were of the age between 28 and 38 years while only 5 per cent were of the age 58 years and above.

Therefore, the findings implied that the study involved all respondents above 18 years, who, in most cases, are the age group of those who qualify to be employed and self-employed. The results further entail that the study involved respondents old enough to respond to research questions accurately.

Table 4.2: Age of Respondents

Age (Years)	Frequency	Per cent
18- 28	2	3.3
28 – 38	16	26.7
38 – 48	21	35.0
48 – 58	18	30.0
58 and above	3	5.0
Total	60	100

Source: Field Data, 2024

4.2.3 Levels of Education of Respondents

The data indicated that 1.7 per cent of the respondents never attended school at all, 35 per cent had primary level education, 36.6 per cent had secondary education and 26.7 had college education as indicated in Table 4.3. This implies that most of the respondents especially truck drivers and businessmen have basic education and experience in performing their daily responsibilities.

Table 4.3: Levels of Education of Respondents

Education Level	Frequency	Per cent
None	1	1.7
Primary	21	35.0
Secondary	22	36.6
College	16	26.7
Total	60	100

Source: Field Data, 2024

4.2.4 Occupation of Respondents

Table 4.4 below shows that the majority of respondents 46.7 percent were businessmen compared to 43.3 percent who were truck drivers and 10 percent who were TRA officers. Therefore, most of the respondents both businessmen and truck drivers encountered with NTBs challenges at Namanga OSBP.

Table 4.4: Occupation of Respondents

Occupation	Frequency	Per cent
Businessman	28	46.7
Driver	26	43.3
TRA Officer	6	10.0
Total	60	100

Source: Field Data, 2024

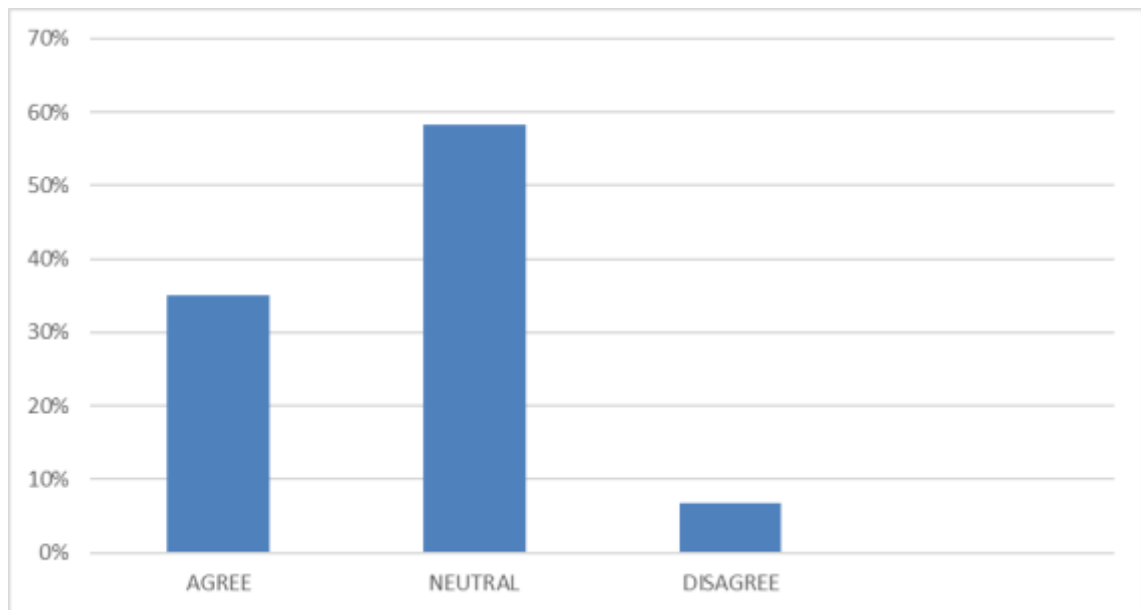
4.3 Existing NTBs in Tanzania and Kenya at Namanga OSBP

The study finds out current existing NTBs between Tanzania and Kenya at Namanga OSBP include; import bans, police roadblocks, classification and valuation of import/export processes, checks for quality products, weight bridges, standards and packaging and cumbersome procedures for registration of a business across border as explained below.

4.3.1 Import Bans

The study analysed the feedback from the respondents on the existence of import bans at Namanga OSBP. Figure 4.1 indicates that 35 per cent of respondents agreed that there were import bans at Namanga OSBP, while 58.3 per cent were neutral and 6.7 per cent disagreed. This implies that there was little existence of import bans in cross-border trading relations to foster internal security among sovereign states.

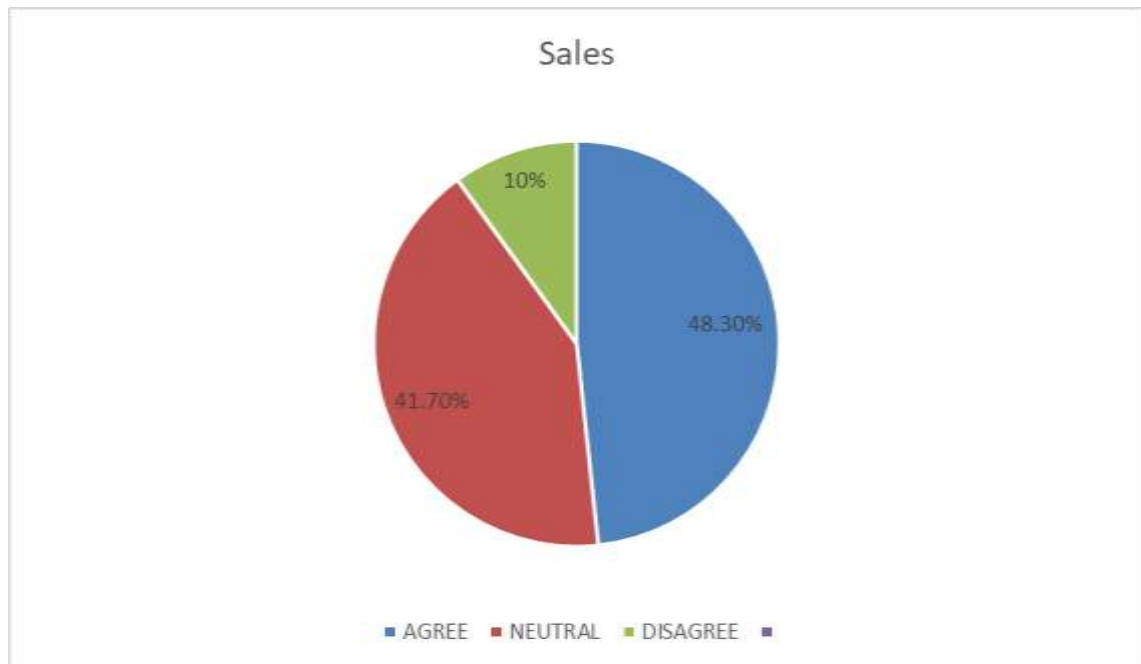
This is facilitated with a protectionism policy to protect local industries to ensure their prosperity and growth. This has been for several years being done by both sides including Tanzania especially recently when it embarked on industrialization policy. The results on import are further described in Figure 4.1 below.

Figure 4.1: Import Bans

Source: Field Data, 2024

4.3.2 Police Roadblocks

The study revealed that there is the existence of police roadblocks at Namanga OSBP. The data in Figure 4.2 below show that 68.3 per cent of the respondents agree that there were frequent police roadblocks, while 21.7 per cent were neutral and 10 per cent disagreed. This entails that the border is largely composed of police roadblocks which constitute the escalation of barriers towards the cross-border trade. Once the situation exists on one side automatically the other side responds with similar practice or worse which makes the non-tariff barriers persist. Figure 4.2 verified the results as follows.

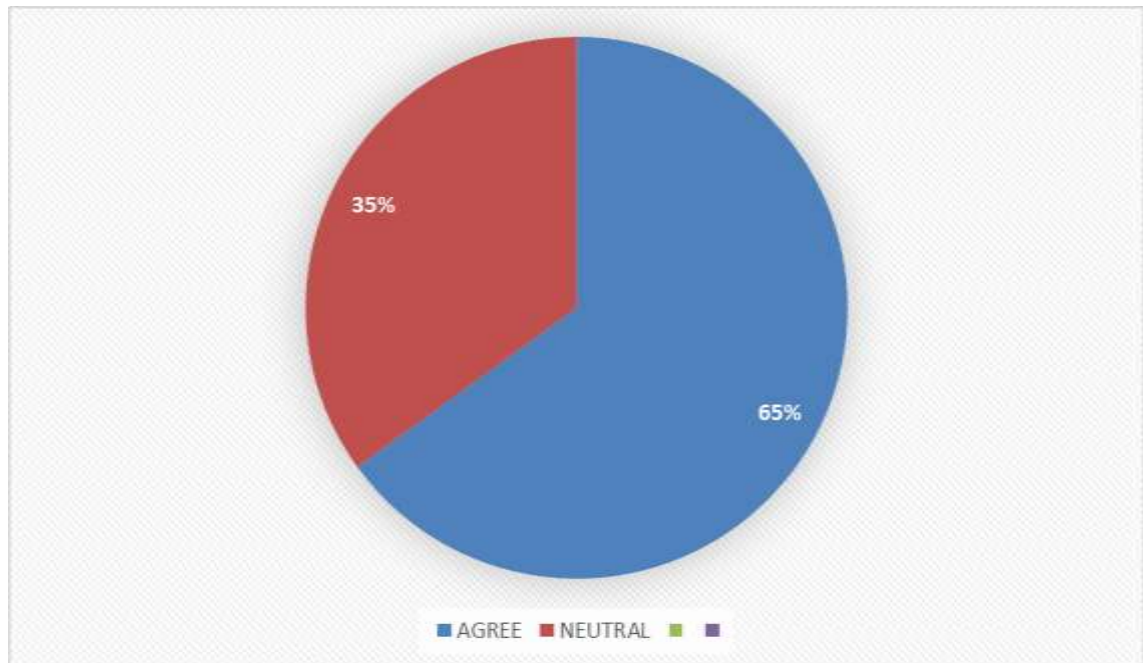
Figure 4.2: Police Roadblocks

Source: Field data, 2024

4.3.3 Classification and Valuation of Import/Export Process

The study also revealed the existence of classification and valuation of the import/export process at Namanga OSBP. This is evident with 65 per cent of respondents agreeing on the presence of prolonged classification and valuation of import and export processes, while 35 per cent of respondents were neutral. The implication is that there is prolonged classification and valuation of the import and export process, which automatically escalates the trade barriers between member countries at the Namanga OSBP. This signifies that the non-tariff barriers between the members' countries may never cease to exist under such conditions. Figure 4.3 describes the results as follows.

Figure 4. 3: Classification and Valuation of Import/ Export Process



Source: Field Data, 2024

4.3.4 Checks for Quality of Products

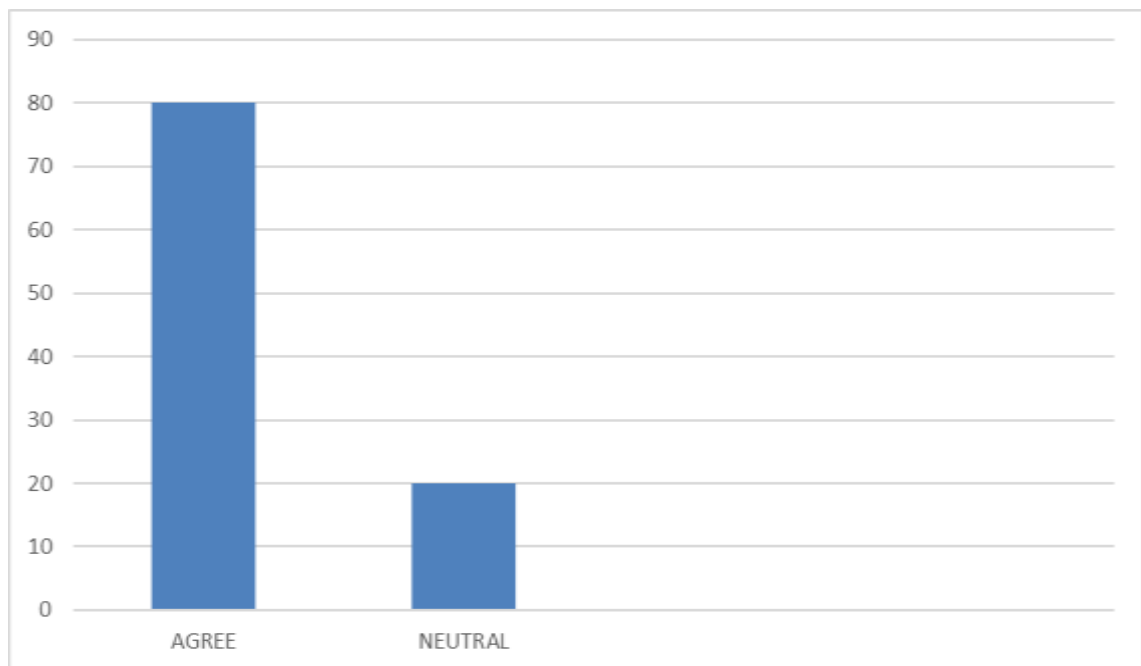
The study further revealed the existence of checks for the quality of products at the border point. This is evident with 80 per cent of traders supporting the claim that has been encountered by many checks for the quality of products, while 20 per cent of the respondents were indirectly affected by the process at the border as a result of affecting the operation of non-trade barriers. This is supported by one trader who said that;

“Our products lost their quality due to multiple checks and most of the food products expired and were rotten in the process of checking the quality at the Namanga OSBP” (interview on 20th March 2020).

The results imply that the practice is not a crime but rather good since product certification is very important to assure compliance on the products from the other

jurisdiction to the new receiving market of another state. However, as the task causes disturbances to the trader's well-being and the prosperity of the activities automatically the non-tariff barriers may be difficult to stop respectively.

Figure 4.4: Checks for Quality



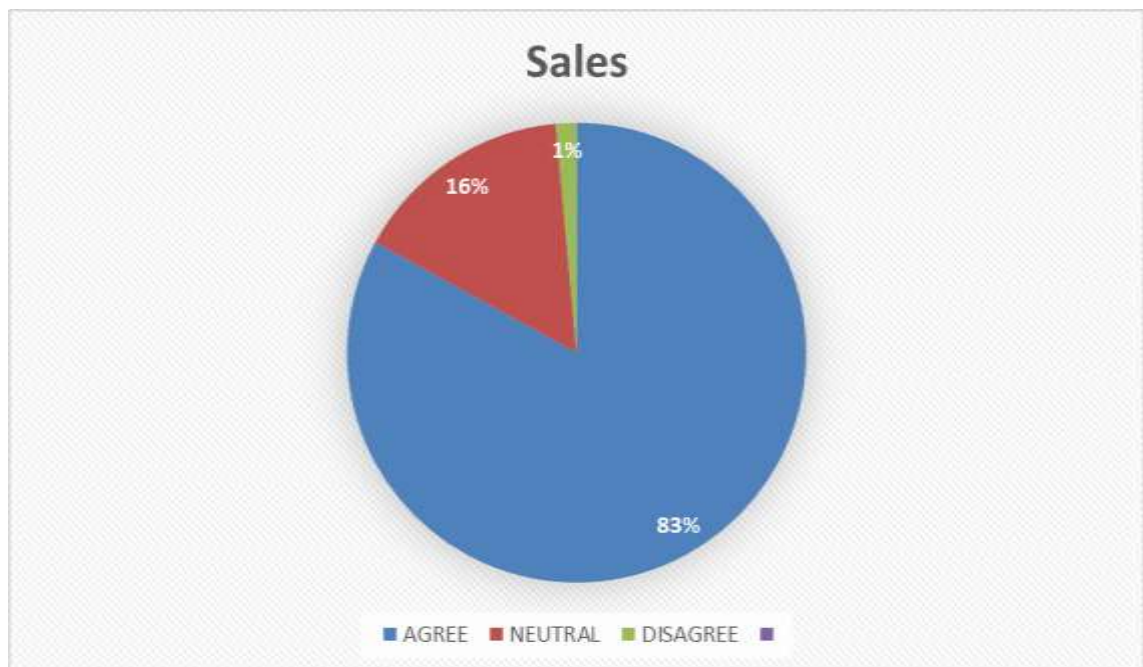
Source: Field Data, 2024

4.3.5 Weigh Bridges

The study revealed that weighbridges are the concerns leading to the continuous non-tariff measures at Namanga OSBP. This is the case with 80 per cent of respondents agreeing on the presence of multiple weighbridges towards Namanga OSBP, 15 per cent were neutral, and 5 per cent of respondents disagreed. This implies that the presence of the weighbridges serves as a non-tariff barrier since they have been delaying quickness in the transport process more than ever.

Trucks are still weighed throughout all the weighbridges, despite the agreed procedure within EAC to weigh at only the entry and exit points. On the other hand, this seems to be a very important procedure as it symbolizes good management of trucks, but in actual sense, it encourages corruption practices and also causes a delay of cargo at the border.

Figure 4.5: Weigh Bridges



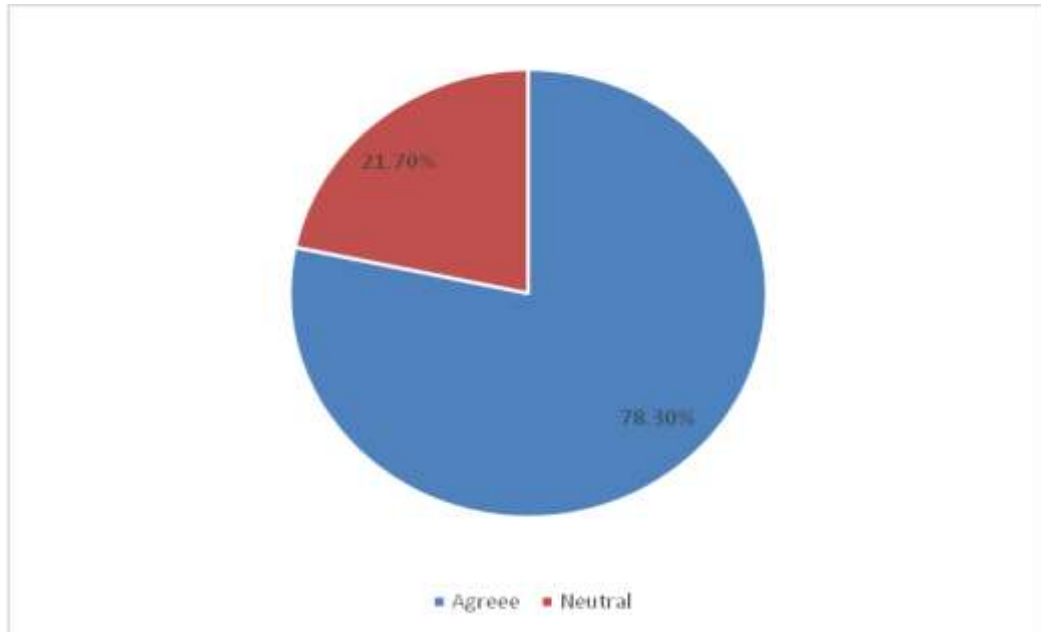
Source: Field Data, 2024

4.3.6 Standards and Packaging

The study analysed the feedback from the respondents on standards and packaging that currently exist at Namanga OSBP. The data in Figure 4.6 below indicate that 78.3 per cent of respondents agreed on the presence of checking standards and packaging, while the remaining 21.7 per cent of respondents were neutral. This

finding suggests that checking the standards and packaging activities impedes the flourishing of trade relations between Kenya and Tanzania at Namanga OSBP.

Figure 4.6 Standards and Packaging



Source: Field Data, 2024

4.4 The Effect of NTBs on Cross-Border Trade at Namanga OSBSP

To determine the perceptions on the effects of NTBs on trade between Tanzania and Kenya at Namanga OSBP and includes; Increased cost of doing business, Loss of business time, increased organizational costs, Denial of access to certain markets, Change of quantities of goods traded, Protect the spread of disease, Ensuring the growth of internal markets rather than external and Security purpose.

Most EAC partner states are still imposing NTBs in many of their trading activities despite the presence of Article 13 of the EACCU, which calls for the elimination of NTBs in the region. Therefore, the preliminary result in Table 4.5 shows that the

majority of respondents agreed that the effects of NTBs were quite severe on cross-border trade.

Table 4.5: Effects of NTBs on Cross-Border Trade at Namanga OSBP

Effects of NTBs	Mean	Standard Deviation	Interpretation
Increases cost of doing business	1.28	0.524	Very high
Loss of business time	1.23	0.500	Very high
Increase organizational cost	1.72	0.490	Very high
Denial of access to certain markets	1.65	0.481	Very high
Change of quantities of goods traded	1.65	0.547	Very high
Prevent the spread of diseases	2.03	0.663	Moderate
Keep security	2.75	0.544	Moderate
Ensure the growth of internal markets	1.82	0.504	Very high

Source: Field Data, 2024

Key: Rating Scale

Mean range	Response	Interpretation
1.00-1.99	Agree	Very high
2.00-2.99	Neutral	Moderate
3.00-3.99	Disagree	Very low

Source: Field Data, 2024

Therefore, the study finds out various effects of NTBs at Namanga one stop border like Increases cost of doing business, Ensure the growth of internal markets, Loss of business time, increase organizational cost, Denial of access to certain markets and Change of quantities of goods traded as indicated in Table 4.5. Further analysis of

linear regression was run to determine the possible effects of NTBs on cross-border trade at Namanga OSBP, and revealed the relationship between the dependent variable (cross-border trade) and independent variables (effects of NTBs); this was indicated by the expected sign, which was negative that indicates cross-border trade is favourable. The findings indicated that an R-squared of 35 per cent showed the goodness of fit. This implies that independent variables explain the effect of NTBs that affect Namanga OSBP trade by 35 per cent, and the remaining 65 per cent is due to other factors like inflation rate, nature of the product, organisation policy, etc.

Table 4.6: Estimation Results for Preferred Model

Predictor	Coefficient	Std error	t- value	P-value
Constant	3.904	0.548	7.128	0.000
Increases cost of doing business*	-0.147	0.153	-0.961	0.341
Loss of business time*	-0.274	0.181	-1.519	0.135
Increase organizational costs*	-0.446	0.130	-3.437	0.001
Denial of access to certain markets*	-0.383	0.129	-2.964	0.005
Change of quantities of goods stranded*	-0.71	0.123	-0.574	0.569
Protect spread of diseases*	-0.236	0.113	-2.077	0.043
Increase security *	-0.20	0.120	-0.170	0.866
Ensure the growth of internal markets	0.13	0.123	0.919	0.363
R-squared = 0.352		Adjusted R-squared = 0.249		

Note: “*” Significant at 10 per cent

Source: Field Data, 2024

On the other hand, as provided in Table 4.6, most independent variables are negative and significant at a 10 per cent level of significance as expected. This is the same as

the previous hypothetical expectation and implies that despite the impact of NTBs on cross-border trade at Namanga OSBP is inversely proportional to cross-border trade, meaning that cross-border trade increases with a decrease in the effects of NTBs. On the other hand, NTBs for security increase negative and insignificant, while ensuring the growth of internal markets is contrary to research previous hypothetical expectations.

This implies that its contribution is direct to cross-border trade. As the study concerned, although respondents identified NTBs and indicated their severe negative effects on trade, cross-border trade continued; this implies that there were other factors leading to the effects. These other factors might be organizational policies, country policies, demand and supply principles, etc. The results imply that increased organization cost, denial of access to certain markets as well and the protection of the spread of diseases have been generated as effects because the variables tested were found significant statistically as effects on cross-border trade.

Despite expectations, the majority of the results in Table 4.6 were found to be statistically insignificant ($p > 0.05$). This may be attributed to several factors. First, the small sample size ($n = 60$) may have limited the statistical power of the analysis, increasing the likelihood of Type II errors (Field, 2023). Second, the variables measured may not have had strong theoretical relationships, indicating a need for a more refined conceptual framework (Bryman, 2023). Third, possible measurement errors or respondent bias could have influenced the data collected (Mugenda &

Mugenda, 2022). These limitations suggest the need for caution in interpreting the findings and reinforce the importance of methodological rigor in future research.

4.5 Addressing the Effects of NTBs at Namanga OSBP

This third objective was to find possible solutions that can address the challenges of NTBs between Tanzania and Kenya at Namanga OSBP. The respondents suggested various ways of addressing NTB challenges as shown in table 4.7. The findings indicate that the majority of respondents suggest that border services like network systems should be improved, for better cross-border trade number of road weighbridges should be reduced, the business should be free from political interference and stakeholders' meetings should be conducted more frequently to discuss the issues. Others suggested measures had fewer respondents indicated but should be considered to create more cross-border trades.

Table 4. 7: Ways of Addressing the NTBs Challenges at Namanga OSBP

Responses on Ways of Addressing the NTB Challenges	Number of responses
Transparency on NTB law	4
Stakeholders' meeting to discuss the issue	14
Political conflict should not interfere with business issues (let the business be free from political interference.	11
To reduce the number of road-weight bridges	25
Improve border services, like the network system	26
Provision of education on NTBs to businessmen	3
Laws based on NTBs should be revised from time to time	7
Reduce multiple checkups	3
Reduce the number of police blocks	1

Source: Field Data, 2024

4.6 Discussion of Findings

This section provides an in-depth analysis and interpretation of the key results obtained from the study on the impact of non-tariff barriers (NTBs) on intra-regional trade at the Namanga OSBP. This section bridges the gap between the research objectives, theoretical framework, and empirical findings, offering a detailed discussion of how NTBs affect trade dynamics between Tanzania and Kenya. The analysis compares the study's findings with existing NTBs and regional trade facilitation literature, highlighting consistencies and deviations.

4.6.1 Existing NTBs in Tanzania and Kenya at Namanga OSBP

The study revealed several persistent non-tariff barriers (NTBs) at the Namanga OSBP, significantly impacting intra-trade relations between Tanzania and Kenya. Notably, 35% of respondents confirmed the existence of import bans, attributed to protectionist policies aimed at safeguarding local industries. This aligns with recent studies that emphasize the resurgence of protectionist tendencies in Africa, where countries implement import bans to protect domestic industries during periods of industrialization (Bhorat et al., 2021). Such policies, while aimed at promoting local industry, often serve as significant barriers to intra-regional trade, complicating cross-border business operations.

Additionally, police roadblocks were identified by 68.3% of respondents as major NTBs, causing delays and increasing the cost of doing business. This finding resonates with Kafeero (2021), who noted that in East Africa, excessive roadblocks along trade corridors lead to bribery and unnecessary delays, negatively impacting

the efficiency of regional trade. The persistence of these barriers despite efforts at harmonization within the East African Community (EAC) highlights the operational inefficiencies that continue to plague border operations.

Further, 65% of respondents indicated that the classification and valuation of imports/exports contribute to delays at the border. This finding is consistent with recent literature, such as Anyanzwa (2022), which highlights the lengthy bureaucratic procedures involved in classifying and valuing goods at EAC border points. These processes increase transit times and inflate costs for traders, posing a significant challenge to seamless trade.

Another major NTB was the frequent checks for product quality, cited by 80% of respondents. According to Awino (2023), quality control processes in cross-border trade, although necessary, often become cumbersome when not harmonized, leading to product delays and spoilage, particularly for perishable goods. Moreover, 80% of respondents identified weighbridges as a major source of delays. Multiple weighbridge checks, despite regional agreements to weigh trucks only at entry and exit points, increase transport costs and encourage corrupt practices. A recent report by TMEA (2022) noted that despite efforts to streamline operations, weighbridges remain a persistent challenge for cross-border trade in East Africa.

Finally, 78.3% of respondents agreed that standards and packaging regulations remain barriers, highlighting the lack of harmonization in standards between Tanzania and Kenya. As noted by Kamau (2023), discrepancies in product standards

and packaging requirements continue to impede the flow of goods, stressing the need for regional alignment to improve trade efficiency.

4.6.2 Effect of NTBs on Cross-Border Trade at Namanga OSBSP

The study's findings on the effects of non-tariff barriers (NTBs) and perception of effect among stakeholders on cross-border trade at Namanga One Stop Border Post (OSBP) reveal significant challenges to trade between Tanzania and Kenya. The analysis shows that NTBs, including increased business costs, organizational costs, and time delays, have substantial negative impacts on trade efficiency. The high mean scores for factors such as the cost of doing business (1.28), loss of business time (1.23), and increased organizational costs (1.72) indicate the severe burden these barriers impose on traders.

These findings align with Kafeero (2021), who observed that NTBs lead to inflated costs for businesses, reduced competitiveness, and constrained access to markets in the East African region. Also, is supported by Jonyo (2022) noted that NTBs can increase business expenses, raise organizational costs, cause delays, restrict access to certain markets, alter traded quantities, and generally disrupt trade. These effects at border points are significant and may impede regional trade growth, potentially causing unrest, as seen in March 2019 at the Namanga One-Stop Border Post (OSBP) when Tanzanian officials clashed with Kenyan shopkeepers over trade interferences (East African Report, 2023).

This is accordance to the East African Report (2022) noted that prolonged delays at the Tanzania-Kenya border, often lasting days, pose significant challenges. In Kenya, for example, quality checks can extend up to 21 days, impacting goods like Tanzanian beers that are misclassified as South African products. These delays arise from quality verification processes, vehicle inspections, and policing, stifling the flow of goods between countries. This is supported by Cernat (2022) found that many African trade agreements reduce ‘invisible’ trade barriers, including non-tariff barriers related to health standards, corruption, and fraud, through regional harmonization efforts.

The study also found that denial of access to certain markets (mean = 1.65) and changes in the quantities of goods traded (mean = 1.65) are significant concerns for traders. These barriers prevent businesses from scaling and accessing new markets, stifling regional trade growth. This is consistent with findings by Bhorat et al. (2021), who emphasized that protectionist measures, often enforced under the guise of NTBs, restrict the free flow of goods, limiting the potential for market expansion and trade diversification. Interestingly, while NTBs aimed at protecting the spread of disease and ensuring security were found to be moderate in their impact (mean = 2.03 and 2.75, respectively), their contribution to overall trade inefficiency cannot be overlooked. Anami (2022) highlights how health-related NTBs, exacerbated during the COVID-19 pandemic, created friction between Kenya and Tanzania, as both nations implemented stringent, uncoordinated health checks that severely delayed cross-border trade.

The regression analysis showed a negative relationship between NTBs and cross-border trade, with an R-squared value of 35%, indicating that NTBs significantly explain the trade inefficiencies at Namanga OSBP. However, 65% of the variance in trade is attributed to other factors, such as organizational policies and market demand-supply dynamics. This suggests that while NTBs are critical, addressing broader systemic issues such as policy harmonization, corruption, and infrastructure improvements is necessary to fully unlock trade potential at Namanga OSBP. The findings underscore the need for continued efforts to reduce NTBs to enhance trade flow and economic integration in the East African Community (EAC).

4.6.3 Addressing the Effects of NTBs at Namanga OSBP

The study's findings suggest several potential solutions for addressing the persistent challenges posed by non-tariff barriers (NTBs) at the Namanga One Stop Border Post (OSBP), which significantly hinder trade between Tanzania and Kenya. The majority of respondents emphasized the need for improving border services, particularly network systems, which was the most frequent suggestion with 26 responses. Enhanced digital infrastructure would streamline operations, reduce delays, and improve the efficiency of customs and other trade-related processes. This finding aligns with recent studies, such as Kafeero (2021), which stress the importance of technological advancements in mitigating trade bottlenecks across East African borders.

Another key recommendation, supported by 25 respondents, is the reduction of the number of road weighbridges. Excessive weighbridges are a common cause of

delays, increasing transit times and operational costs. Simplifying and reducing the number of weighbridge checkpoints would minimize delays, especially for truck drivers who often face significant wait times at multiple stops. TMEA (2022) similarly highlighted that reducing weighbridge stops could enhance trade efficiency and cut down corruption opportunities.

The study also indicated that 14 respondents suggested frequent stakeholder meetings as an essential tool for addressing NTBs. These meetings would provide a platform for traders, customs officials, and policymakers to discuss and resolve trade barriers collaboratively. This participatory approach ensures that the concerns of various stakeholders are heard and addressed promptly, fostering a more harmonious and transparent trade environment.

Additionally, 11 respondents stressed that political interference should be minimized to promote a business-friendly environment. Political conflicts between Tanzania and Kenya have often resulted in the imposition of arbitrary NTBs, which disrupt trade. As Kamau (2023) notes, depoliticizing trade-related decisions is key to maintaining stable and predictable trade relations. Overall, addressing NTBs at Namanga OSBP requires a combination of improved infrastructure, reduced regulatory burdens, enhanced stakeholder engagement, and depoliticized trade policies to promote smoother, more efficient cross-border trade.

CHAPTER FIVE

SUMMARY OF FINDINGS, CONCLUSION, AND RECOMMENDATIONS

5.1 Introduction

The study was conducted to determine the perceptions on the impact of Non-Tariff barriers on Regional Trade in East Africa, focusing on Namanga OSBP. The study specifically aimed to identify NTBs that currently affect intra-regional trade and the perceptions of the effects of NTBs on trade between Tanzania and Kenya at Namanga OSBP. The study finally suggests ways of addressing the challenges of NTBs to trade between Tanzania and Kenya at Namanga OSBP and other OSBPs in East Africa.

5.2 Summary of Key Findings

This study aimed to determine the perceptions on the impact of non-tariff barriers on intra-regional trade in East Africa focusing on Namanga OSBP. The data was collected using a questionnaire and interview guide. The findings were analysed using SPSS. Based on the study objectives, the key findings revealed the following:

5.2.1 NTBs at Namanga OSBP

The first objective reasons for the continuous existing NTBs at Namanga OSBP include; import bans, police roadblocks, classification and valuation of import/export processes, checks for a quality product, weight bridges, Standards and packaging, and cumbersome procedures for registration of a business across the border as explained below: The study analysed the feedback from the respondents on the existence of import bans at Namanga and findings indicate that there were no import

bans currently. There was the existence of police roadblocks at Namanga OSBP where 68.3 per cent of the respondents agreed.

The study analysed the feedback from the respondents on the existence of the Classification and Valuation of the Import/Export Process at Namanga OSBP. 65 per cent of respondents agreed on the presence of prolonged classification and valuation of import and export processes, while 35 per cent of respondents were neutral. The study also analysed the feedback from the respondents regarding checks for the quality of products currently existing at Namanga OSBP. The data indicated that 80 per cent of traders were encountered by many checks for the quality of products at Namanga OSBP, and 20 per cent of those traders were indirectly affected by the process at the border as a result of affecting the operation of non-trade barriers.

In the case of weighbridges if currently exist. The finding indicates that 80 per cent of respondents agreed on the presence of multiple weighbridges towards Namanga OSBP. Also, the standards and packaging currently exist at Namanga OSBP as 78.3 percent of respondents agreed on the presence of checking standards and packaging.

5.2.2 Effects of NTBs on Cross-Border Trade

This second objective is to determine the perceptions of the effects of NTBs on trade between Tanzania and Kenya at Namanga OSBP. The linear regression was run to determine the possible effects of NTBs on cross-border trade at Namanga OSBP and revealed the relationship between the dependent variable (cross-border trade) and independent variables (effects of NTBs). The findings indicated that the goodness of

fit was shown by an R-squared of 35 per cent. This implies that the effect of NTBs that affect Namanga OSBP trade is explained by independent variables by 35 per cent and the remaining 65 per cent is due to other factors like inflation rate, nature of the product, organization policy, etc.

5.3.3 Ways of Addressing Challenges at Namanga OSBP

This third objective was to find possible solutions that can address the challenges of NTBs between Tanzania and Kenya at Namanga OSBP. The respondents suggested various ways of addressing NTB challenges network systems should be improved, for better cross-border trade, the number of road weighbridges should be reduced, the business should be free from political interest and stakeholders' meetings should be conducted more frequently to discuss the trade facilitation.

5.3 Conclusion

From the analysis, it has been found that most of the respondents and informants agreed that, the NTBs indicated in the study were the current barriers at Namanga OSBP including rules of origin, multiple weighbridges, multiple checks for product quality, prolonged classification, and valuation of import or export process delays and numerous police roadblocks.

Furthermore, the study found that most independent variables are negative and significant at a 10 per cent level of significance as expected. This is the same as the previous hypothetical expectation and implies that despite the impact of NTBs in cross-border trade at Namanga, trade increases with the decrease of effects of NTBs.

On the other hand, NTBs for security purposes are negative and insignificant, while ensuring the growth of internal markets is contrary to the research's previous hypothetical expectation, which implies that its contribution is direct to cross-border trade.

These findings indicate that the majority of respondents suggest the improvement of border services like networks; businesses should be set free from political interference and stakeholders' meetings more frequently to discuss issues.

5.4 Implications of the Study Findings

The findings of this study on Non-Tariff Barriers (NTBs) at the Namanga One Stop Border Post have significant implications for policy, industry, and academic development.

5.4.1 Implications for Policy Makers

The study highlights the persistent role of procedural delays and poor infrastructure as trade barriers. Policymakers should prioritize the harmonization of customs procedures and invest in modernizing border facilities to reduce clearance time (EAC, 2023; TRA, 2024). This would enhance regional trade efficiency and economic integration (WTO, 2023).

5.4.2 Implications for the Industry/Institution Concerned

The Tanzania Revenue Authority and border management agencies must improve coordination with Kenyan counterparts to streamline operations. The findings

suggest that inadequate information-sharing mechanisms hinder seamless trade flows, affecting business profitability. Training programs and technology upgrades should be adopted to improve staff capacity and responsiveness.

5.4.3 Implications for Academia/Development Theory

Academically, the study contributes to the debate on regional integration and trade facilitation in East Africa. It supports the Customs Union Theory by demonstrating that NTBs remain a core barrier despite customs agreements. Researchers can build on these findings to explore how NTBs evolve post-integration and their socio-economic effects on border communities.

5.4 Recommendations

Following the study findings above, the following recommendations are attained for the smooth, effective, and constructive intra-trade relations at Namanga OSBP for the betterment of the two countries: -

5.4.1 Network System

The trade partner countries should constantly update network connectivity to avoid connectivity challenges that continue to delay border clearance for traders. This has been one of the setbacks for many traders and has caused unnecessarily prolonged clearance of goods from the border post.

5.4.2 Education on NTB Rules

The study has found that the majority of cross-border traders have little or no

knowledge of the laws and regulations of cross-border trade. So, training on NTBS' Rules and Regulations should be given to stakeholders, especially drivers and traders who are prone to the effects of NTBs at Namanga OSBP.

5.4.3 Involvement of Stakeholders in Trade

Cross-border trade stakeholders from trade partners need to be involved in making decisions that will flourish trade activities, systems, and relations between countries. The study recommends regular settings of systems that can be used by the stakeholders to air their concerns, and areas of improvement and provide feedback that can be used to improve trade practices between countries.

5.4.4 Political Interests

Political conflicts have been known to cause trade relations among countries to be unfavourable. It is crucial for countries that are trade partners to set trading systems that will not be interfered with by political interests. By doing that, some of the restrictions imposed for political gain will not be implemented thereby improving and stabilizing trade relations.

5.4.5 Rules and Regulations Based on NTBs

Rules and regulations governing NTBs should be revised from time to time to reflect the current development of technology and trade advancements. Such rules should depict current situations and environments that exist in partner trade countries and their implementation should focus on making trade favourable, easy, and profitable to traders and countries in general.

5.5 Limitations of the Study

One key limitation of this study was the relatively small sample size, which may not fully represent all stakeholders involved in inter-regional trade at the Namanga One Stop Border Post. With a limited number of respondents, the findings may not capture the full diversity of experiences and perspectives, especially those of informal traders or transporters operating outside formal structures. This limits the broader applicability of the results to other border posts or regions.

Another limitation was the short duration of the research, which constrained the ability to observe long-term trends or seasonal fluctuations in Non-Tariff Barrier occurrences. Trade activities can vary significantly over time, and a longer study period might have provided deeper insights into the evolving nature of NTBs and how traders and authorities respond to them. The restricted timeline also affected the depth of interviews and follow-up engagements with key informants.

Lastly, the study relied heavily on self-reported data from questionnaires and interviews, which may have introduced bias. Respondents might have exaggerated or downplayed certain issues due to personal interests or fear of repercussions. In some cases, limited understanding of policy terms may have influenced the accuracy of responses. This reliance on subjective data may have affected the objectivity and consistency of the findings.

5.6 Areas for Further Research

The study was mainly concerned with the effects of NTBs on the Namanga OSBP.

The study covered TRA Officers, Business people, and Drivers. Guided questionnaires were administered. However, it is hoped that the limitations stated did not significantly affect the findings. Also, more related studies in the country were limited since most of them were based on the general way of the study concerning NTBs but not specific to One Stop Border Post. Therefore, further study on various trade indices can be conducted using the quantitative analysis approach.

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APPENDICES

APPENDIX 1: QUESTIONNAIRE

Dear respondent,

I am Latifah A. Omary a Student of Master of Arts in International Corporation and Development (MA-ICD) at The Open University of Tanzania. I am carrying out a research study on The Effects of Non-Tariff Barriers on Regional Trade in East Africa: A Case Study of Namanga One Stop Border Post-Tanzania, as a requirement to complete my course. I kindly request you to fill out the questionnaire which will enable me to achieve my research objective and ultimately to complete my course. Your esteemed responses will only be for academic purposes and they will be treated with maximum confidentiality.

Part A: Demographic characteristics

Tick (☐) where appropriate

1. Gender: Male ☐ Female ☐
2. Age in years.....
3. Level of education: None ☐ Primary ☐ Secondary ☐ College ☐
4. Occupation: Businessman ☐ Driver ☐ TRA Officer ☐

PART B: Information Related to Study Topic**PART I: NTBs at Namanga OSBP**

Tick (☐) where appropriate

NTBs	1. Agree	2. Neutral	3. Disagree
Import bans			
police roadblocks			
classification and valuation of import/export processes			
checks for a quality product			
weight bridges			
Standards and packaging			
cumbersome procedures for registration of a business across the border			
OTHERS: Specify			

PART II: Impact of NTBs

Effect of NTBs	1. Agree	2. Neutral	3. Disagree
Cross-border trade between Kenya and Tanzania at Namanga's one-stop border is favourable.			
Increase the cost of doing business.			
Loss of business time			
Increased organizational costs			
Denial of access to certain markets			
Change of quantities of goods traded.			
Protect the spread of disease.			
Ensuring the growth of internal markets rather than external			
Security purpose			
Others, Specify			

PART III: Policy options to address the problem of NTBs to trade at Namanga OSBP.

What do you think should be done to address the problem of NTBs at the Namanga One-stop border post?

(i)

.....

.....

(ii)

.....

.....

(iii).....

.....

.....

(iv).....

.....

.....

(v)

.....

.....

APPENDIX 2: KEY INFORMANT INTERVIEW GUIDE

- Qn1. How long have you been in Namanga OSBP?
- Qn2. Is there any trade relation between Tanzania and Kenya that is currently taking place within the Namanga OSBP?
- Qn3. Do you understand Non-tariff barriers to trade?
- Qn4. Are there any Non-Tariff Barriers to trade at Namanga OSBP?
- Qn5. Are there any NTBs that affect trade between Tanzania and Kenya at the Namanga OSBP? If yes, identify NTBs that affect trade between Tanzania and Kenya at the Namanga OSBP.
- Qn6. What is the effectiveness of NTBs between Tanzania and Kenya at the Namanga One Stop Border Post?
- Qn7. Are there any advantages of NTBs at Namanga OSBP?
- Qn8. Do you think there are problems with NTBS that affect trade between Tanzania and Kenya at the Namanga OSBP? If yes, then mention any effects of NTBs that affect trade at the Namanga OSBP.
- Qn9. Suggest any possible solution that can help to solve the problem of NTBs at Namanga OSBP.

Thank you for your cooperation