

# The Guardian www.guardian.co.ke KILIMO KWANZA

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## POULTRY: THE OVERLOOKED INDUSTRY



“Tanzania is estimated to have over 45 million poultry. However, the poultry industry is yet to reach its potential. For this to happen, it is imperative to embark on modernisation and commercialisation of this sleeping giant.

**SPECIAL**

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## No 'chips mayai' without poultry

Every country in the world is blessed with its own culinary peculiarities.

In Tanzania, it's the ever popular 'chips mayai' or french fries mixed with eggs. There are many varieties and sub-sets of this popular meal that is readily available at almost all local eating joints. You can have it as 'zege', the local name for concrete. For this variety the cook mixes in the pre-fried chips and egg, and everything is then cooked together at once on a sauce pan. The end result is a solid mass not much different from a concrete disk. In this case the egg acts as the cement that holds the french fries together in one block. The more creative types add in all sorts of extras to their chips mayai. These extra toppings can include 'mshikaki' (skewed beef), sliced sausage, tomatoes, onions, pepper and whatever else on offer which tickles their fancy. For those not given to the 'zege' variety, you can order the chips with the eggs fried separately on the side.

Whatever your taste, one ingredient is irreplaceable in the making of the perfect chips mayai, and that is the eggs. It is common knowledge that eggs come from poultry. Simply put, no poultry, no eggs, no chips mayai. Of course there are those who argue that the egg came before the chicken, but that is an age-old question which pundits are yet to agree on.

Interestingly, although the consumption of chips mayai is on the rise within this Swahili speaking nation, poultry farming has not been given the kind of dedicated focus that it deserves. With an estimated 45 million fowl, there exist a number of dedicated and intensive fowl farmers in Tanzania. However many farming homesteads simply keep fowl for domestic consumption and as an add-on to other farming activities. However as this issue of Kilimo Kwanza reveals, poultry farming is a sleeping financial giant that can generate quick and lasting results.

Cleophas Rwechungura of ACT posits that three key ingredients are required for successful poultry farming. These elements are careful selection of birds for cross breeding to increase yields, proper feeding for a balanced diet and disease control.

Of these three elements, the last is perhaps the most crucial in chicken farming. As many poultry farmers will confess, an outbreak of fowl diseases can sometimes wipe out an entire flock, leaving the farmer with huge losses. Poultry diseases are often also seasonal and hard to control, spreading over large areas in a short time. Therefore it is imperative that farmers take all necessary precautions to ensure that these unpredictable and often fatal diseases are either prevented or contained before they decimate entire flocks.

In this vein, a few days ago our mother paper, The Guardian carried a story that without doubts lifted the hopes

of all fowl farmers, not only in Tanzania but across the world.

As it turns out, Tanzania has put itself on the world map after a group of Tanzanian scientists scored a first with the discovery of a poultry vaccine against fowlpox. For those who have no idea what fowl pox is, it is a deadly blister and wart-like disease that kills almost all chickens it affects. Spread through bites by insects (like mosquitoes) or when fowls peck each other (which sadly is a common practice amongst fowl), so far the only known vaccine for small pox was difficult to administer as it involved injecting each individual fowl's wing with the vaccine. This is a tedious exercise especially for those keeping large flocks.

Now with funding from the government through COSTECH and under the tutelage of principal investigator Prof Philemon Wambura of the Sokoine University of Agriculture, Tanzanian scientists have developed a new fowlpox vaccine known as Thermostable fowlpox vaccine-Strain TPV-1. This new vaccine can be administered via animal feeds and drinking water, making it suitable for mass vaccination of large flocks of fowls without the need to chase after, catch, and vaccinate individual birds. More interestingly, this new vaccine does not require refrigeration, which makes it effective for use in rural conditions where preservation facilities are often unavailable. This makes the new discovery suited for rural areas and resource-poor settings.

The new vaccine is now set for global mass production in collaboration with one of the largest animal health medical production companies, the Morocco - based MCI Sante Animale.

As Kilimo Kwanza highlights the need to commercialise poultry production in this country, we take this opportunity to salute all those who have contributed to this essential discovery that will without doubt revolutionize fowl farming across the globe. We hope that the proceeds from the mass production of this important find will also be properly utilised to boost agricultural research in this country.

We also call on the relevant administrators to take all necessary steps to ensure that poultry farming receives the necessary support and incentives for it to take off for the skies.

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# Why financial services are crucial for dairy development



By Special Correspondent, Tampa

The Tanzania dairy sector is highly regarded for its potential to improve food security and reduce poverty. The average per capital consumption is 45 liters, and it is expected to increase in near future to about 100 liters.

The main drivers of growth in the sector are rapid population growth, urbanisation and increasing per capital income. "This provides both challenge for the Tanzania dairy industry to grow and seize the opportunity," says a report entitled Sagot Investment Partnership Programme, by Sokoine University of Agriculture and Tanzania Dairy Board.

In Tanzania, milk processing is mostly done by small scale units with a daily capacity of between 500 and 50,000 liters. There are 62 dairy processing units, with a capacity of 410,500 liters per day. However, only about 112,400 liters are processed.

Inadequate financial services The success of any dairy industry relies on some kind of financing. In Tanzania, there is little financing in the dairy sector. Credit from banks is gen-

erally not easily available to farmers and milk processors. However, research shows there is evidence that loans have been granted to some processors.

A number of commercial banks are available in Tanzania such as Barclays Bank, CRDB, Diamond Trust Bank, National Microfinance Bank just to name a few. Feddy Tesha, chairperson of the Tanzania Milk Processors Association (Tampa), says that interest rates are too high and therefore the majority of processors, who operate on small scale, cannot afford loans from these commercial banks.

Regional banks include Uchumi Commercial Bank, Kilimanjaro Cooperative Bank and Kagera Farmer's Cooperative Bank.

The licensed financial institutions include Tanzania Investment Bank, Twiga Bancorp Limited and Tanzania Postal Bank. Research shows that the Tanzania Investment Bank and CRDB bank have given out loans to dairy processors in Tanzania.

Other banks that have issued credit facility to the processors in include, the East African Development Bank and the Eastern and Southern Africa Development Bank (PTA Bank)

#### Why credit facility

Farmers and dairy processors may seek financial assistance for the following; the purchase of animal or breeding stock (including labour costs) for those processors who also farm cattle.



"There are enormous opportunities in production, collection, processing...and consumption. This is because the dairy sector operates under low input, and low output regime."

Credit facility will allow the purchase of animal feeds and veterinary inputs (vet. drugs, sprayers), modernization and/or expansion of dairy processing plants. It will also allow purchase for transportation equipment as well as storage facilities, packaging and marketing equipment.

#### Other basic services

Some organisations provide special cattle credit services such as the Heifer Project in Tanzania and Farm Friends Tanzania. Some stakeholder associations and unions offer credit facilities such as vaccines and drugs, animal feed, supplements, storage and transport equipment (milk cans, boots etc) to its members.

Some NGOs also facilitate the access of business development and financial services. There is hope for growth and expansion of the dairy sector because of ongoing initiatives that are being introduced. The recent launch of the East Africa Dairy Development (EADD) phase two project is one good example.

The programme is designed to boost the milk yields and incomes of small-scale farmers in Africa so they can lift their communities out of hunger

and poverty. With help from a \$25.5 million grant from the Bill & Melinda Gates Foundation, the second phase of EADD will work with more than 200,000 farmers to improve dairy production and access to markets over the next four years.

#### Opportunities

There are enormous opportunities in production, collection, processing provision of inputs (including feeds and artificial insemination services) and consumption. This is because the dairy sector operates under low input, and low output regime.

The dairy inputs used in milk production include veterinary drugs and services, feeds and genetic material. Others are milk cans and milking machines. Most of the available inputs are imported from Scandinavian countries, India, China, Turkey, South Africa and Kenya just to name few.

The animal feeds supplements which include cotton seed cake; sunflower seed and cake and cereals are locally produced. The mineral blocks are mostly imported from Kenya. The generic material in particular semen is produced by the National Artificial Insemination Center (NAIC) in Arusha, but some semen is imported from America. Live animals for generic improvement are imported from Zimbabwe, Kenya, and South Africa.

#### Tampa work

Through feasibility studies and business plans, Tampa can continue to assist entrepreneurs' access to bank loans (financial linkages). Tampa continues to provide capacity building to milk processors with entrepreneur and management skills and facilitates to obtain equipment for milk processing plants.

Tampa can assist dairy factories in marketing strategies for improved retailing of milk products. Tampa can enter into negotiations and provide advisory service to its members. Tampa can assist eligible processors to access loan facilities for their viable investment through appraisal of loan write ups in line with specific bank's terms and condition and linkages.

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# Poultry: The overlooked industry

By Cleophas Rwechungura, ACT

## Committed poultry keeper

Theodata Kajuna, who lives at Malakuwa suburb in Dar es Salaam, is a keen poultry keeper. She keeps layers and broilers and has been in this business for fifteen years. Proceeds from sales of eggs, meat and droppings collected from the birds' pens have improved her income and the nutrition status of her family.

"I'm proud because I supplement my husband's income he earns as an air conditioner technician". Her family has managed to send their five children to schools of their choice, meet medical bills, and attend to social obligations.

## Cost of feeds

Enterprising Theodata owns one acre plot occupying a family house, several structures for the hens, and a small garden. She keeps about 100 layers and 300 broilers. However, her effort to excel in this enterprise is frustrated by a number of obstacles, particularly the ever rising cost of feeds.

She says, "Food is the most important input as it represents over 60% of the total cost of production. I am struggling to reduce food cost by mixing the purchased food supplements with home-made feeds. While doing this, I am very conscious not to jeopardize the level of produce. I also make sure that poultry food is neither wasted nor spoiled".

Another costly item is fowl vaccination and other preventive medicines. This calls for strict adherence to high standard of cleanliness and sanitation. "As regards marketing, I am experiencing a fierce competition for customers. The main buyers are nearby chips kiosks. Part of the produce is sold to people who come directly to my residence and to hawkers".

Big plans  
Kajuna has big ideas. She has strategised the height of the broilers' maturity to coincide with high seasonal demands, such as Eid el-Fitr, Christmas and Easter. She is among thousands of smallholder poultry keepers in this country.

Tanzania is estimated to have over 45 million poultry - chicken, ducks, geese and turkeys. Poultry keeping is a common feature in almost all rural communities and it is dominated by women.

It is believed that traditional chickens contribute over 70 per cent of the poultry meat and eggs produced and consumed in the rural areas, and about 20 per cent consumed in the urban and peri-urban areas. Poultry is a delicious meat for many people.

## Small flocks

In the rural setting, almost every household owns a few birds. It is a tradition. Poultry is kept in small flocks, usually by women-folks as a sideline enterprise to provide families with additional income and protein.

The birds are set free to roam within the vicinity of the homestead in search of food. However, as farmers advance towards commercialisation of the poultry industry, we are seeing changes in that they are supplying their poultry with supplementary feeds. Mostly grains, pulses and the left-over from foods cooked for human consumption.

In most cases, poultry is raised on small scale. Medium and large scale production is limited to commercial entrepreneurs who are based close to the urban consumers.

Nevertheless, poultry production is gradually changing from a backyard enterprise to well organised and integrated business. Productivity of the local chicken remains low largely because of diseases, poor quality feeds, inadequate technical knowhow, insufficient farmer support services, and low genetic potential.

**The technology factor**  
There are several management changes that have revolutionised poultry production, they include introduction of incubators to hatch chicks; vent sexing to identify hens from cocks; intensive housing; automatic feeding and watering to reduce the labour requirements, and artificial lighting to enable hens to maintain egg production all year around.



Well managed chickens have a rapid generation time, a high rate of productivity, and are able to adapt to most geographical areas of this country. These changes have reduced significantly unnecessary costs.

Another development is reorganising the poultry industry. Whereas in the past all stages of production were controlled by individuals, we are now seeing companies, cooperatives or organized groups managing the whole industry from start to finish. This new development known as "vertical integration" is cost effective and is more pronounced in the broiler industry.

**Govt support**  
The government has introduced a programme to make the poultry industry productive and profitable. This will enable poultry keepers to adopt improved husbandry practices, such as scaling up vaccination, better housing and feeding, and improving the quality of the traditional birds through cross-breeding.

There are several management changes that have revolutionised poultry production, they include introduction of incubators to hatch chicks; vent sexing to identify hens from cocks; intensive housing; automatic feeding and watering to reduce the labour requirements, and artificial lighting to enable hens to maintain egg production all year around.

The local hens crossbred with exotic cocks have a high productivity in meat production and prolific in egg production. Moreover, cross-breeds have a better survival rate in the face of diseases and harsh environmental conditions than pure imported breeds.

Margret Mukami, a poultry expert in the Ministry of Livestock and Fisheries Development, says that adherence to the fundamental principles of poultry keeping is a key element for development and success.

The principles that should be observed include:

- Bird's selecting and cross-breeding. These techniques have increased production of a laying fowl from 100 to 220 eggs per year. This technology has also led to the tremendous increase of the broiler meat.
- Proper feeding is key to big returns. Birds should be fed a mixture of food stuffs to meet the dietary requirements in terms of: energy, minerals, vitamins and amino-acids. Most of foods are readily available at the home-steads. What is important is to know how to mix them for a balanced diet.
- Disease control in a flock is vital. This entails cleanliness of the environment, isolation of the sick, vaccination and treatment. Birds under a free range system are prone to disease attack. For this reason, it is recommended to adopt an intensive or semi intensive poultry management to minimise incidences of diseases.

## Indigeneous chicken

In spite the fact that commercialised poultry keeping is dominated by exotic breeds and hybrids, indigeneous chicken play an important role in the livelihoods of most rural communities. More than three quarters of chickens in Tanzania are indigenous breeds. Local breeds have distinct advantages: The initial investment is relatively small, production cost is very low because they range freely on locally available food stuffs, they are tolerant to harsh conditions, including diseases, their droppings are rich in nutrients which are needed for compost making and fish-pond fertilizing.

Challenges which face poultry production in Tanzania include: improving the genetic potential of indigenous fowl, improving husbandry practices, building capacity of smallholder keepers, organising layer and broiler strains producers, boosting investment in breeder and commercial farms, and improving quality and quantity of feeds.

The poultry industry is yet to reach its potential. For this to happen, it is imperative to embark on modernisation and commercialisation of this sleeping giant.

The Government in collaboration with the private sector should put in place realistic and workable plans to promote production and improve the marketing of poultry produce through establishment of hatcheries, and facilitating creation of breeder stocks, encouraging producers and traders, and improving technical and farmer support services.

Send your comments for free starting with (POULTRY) to 15774

# Market support infrastructure improves farming

By Kilimo Kwanza Reporter

Farmers in the five districts of Moshi, Same, Hai, Arumeru and Arusha have benefited from a major project aimed at improving productivity, quality and profitability of fresh fruits and vegetables in northern regions.

The Tanzania Horticultural Association (Taha) implemented the project using a grant it obtained from the Ministry of Industry and Trade. The project, "Improving the Competitiveness of the horticultural Value Chain in the Northern Regions of Tanzania," has ultimate goal of increasing market access.

However, through these efforts, Taha also improves the quality of produce giving smallholders access to higher end and export markets. According to a Taha report issued recently, the project objectives have been reached by addressing the key impediments value chain actors face in accessing the higher end and export markets.

The report says, Taha mobilised a total of 600 farmers and organised them into 15 groups and one farmer was reached in individual. These farmers have approximately 926 acres under their production.

Approximately 322 farmers have been linked to a lucrative export market buyer, Finlays Horticulture Kenya Limited. Finlays buys vegetables, such snow peas, French beans and baby corn, packages and exports them to grocery stores in European Union.

Moreover, farmers were provided with technical support in production and post-harvest handling, also known as Good Agriculture Practices (GAP), guaranteed access to quality certified seeds, given close field support and provided with an Instructional GAP manual.

The project also provided for the construction of collection centres, rehabilitation of some of the collection centers, the construction of a water catchment drilling of a well/ borehole, and rehabilitation of a reservoir.

The impact of these activities includes livelihood improvement of farmers and other villagers. "We do expect to see increased incomes and livelihoods of not only the 663 trained farmers, but also their families. Taha expects the effects of these efforts will be also seen throughout the value chain and include input suppliers, processors and transporters," reads the report, in part.

**Growers benefit from new weir**  
A total of 52 farmers belonging to Mtazamo Vegetable Growers (MVG)



group are now benefiting from the weir constructed by Taha under the same project.

The water catchment has been constructed across the river to supply water through furrow irrigation system to the farms. MVG members can now produce throughout the year due to sustainable water supply.

Impacts of the intervention to farmers' operations include expansion of the production area from 10 acres to 18 acres, increased field employment as additional 200 farm labourers are currently working in the field, and increased production levels from 12

tonnes per month to about 20 tonnes.

Others are, significant reduction in the production cost and increased monthly farm revenue from 18m/- to 30m/-.

## Borehole, reservoir benefit more

It isn't just farmers who are benefiting from a borehole drilled by Taha at Makiba Village, Arumeru District, Arusha Region. The intervention has brought a golden opportunity to the Makiba community with a population of about 5,000 people.

More than 600 students and teach-

ers of Makiba High School are among the project beneficiaries in that area. Due to adverse weather that persisted for a long time in that area, farmers could not produce to their capacity. These farmers can now irrigate their farms and explore huge horticulture potential.

## Collection centres minimise losses

Farmers at Midawe, Makiba, Mabilioni, Kikas, Rundugai, and Kawayi villages formerly experienced high levels of postharvest losses mainly resulting from poor or lack of on-farm

holding facilities is among the many stumbling blocks preventing farmers from accessing markets.

Six collection centres built under this project will provide farmers with the opportunity to collect and store produce as they wait to negotiate better deals with their business partners. At Midawe, the Umoja Farmers Group produced 24 tonnes of snowpeas, worth 48.8m/- between November 2013 and March 2014.

At Makiba, farmers are now planning commercial production of high value vegetables for export markets. The facility constructed in that village has offered an important element to link farmers to markets since farmers will now be able to store, sort and grade vegetables.

Onion farmers at Mabilioni in Same District join other farming communities in Arusha and Kilimanjaro to celebrate the opportunity brought by the initiative that will see them storing their valuable products before going to the market.

At Rundugai and Kawayi in Kilimanjaro, two collection centres were rehabilitated. Having proper holding facilities at the farm addresses one of the international market requirements and also provides a platform for farmers' collective bargaining with traders.

It is imperative to note that Taha is directing its technical support services to farmers in areas where infrastructure have been built in a way to mobilise a critical mass of production around the facilities, the Taha report says, adding that such services brought close to these farmers are mobilisation, training on GAPs, training on standards compliance, linking farmers to buyers and input dealers and also advocating for issues facing farmers.

Send your comments for free starting with (TAHA) to 15774



## METL Agro here comes with complete farm solutions



Two years ago, METL Group through its METL Agro subsidiary, ventured into tractor and fertiliser business in an effort to give the government a helping hand in the implementation of the Kilimo Kwanza programme. METL Agro Country Head of Tractors and Fertilisers Indrabhuwan Kumar Singh, in June this year discussed at length with Kilimo Kwanza Supplement Staff Writer Zuwena Shame, the firm's mission, objectives and goals to serve Tanzanian farmers through partnerships with community groups. Excerpts:

**Q. When the company started business in Tanzania?**

A. METL Group started its businesses in Tanzania about 40 years ago, but for METL Agro, which is subsidiary of METL Group, it started its operations two years ago with the mission of providing total farm solutions to Tanzanian farmers.

It intends to produce high quality products at affordable price, the right time, right places and for the right persons. As you know, 80 per cent of the Tanzanian population lives in rural areas where agriculture is widely practiced and is the main source of income. Statistics show that the backbone sector contributes to 95 per cent of food consumed in the country, 25 per cent of the GDP and 30 per cent of forex earnings.

To eradicate poverty, food security is the key and in order to achieve this, the agricultural sector needs to be transformed. This is due to the fact that, of the 44 million hectares of arable land, only 24 per cent is being utilised.

I say the sector needs to be transformed because, in 1960, Kenya, Uganda and Tanzania each had more tractors in use than India. However, by 2005, India had 100 times more tractors in use than all the three countries combined.

So, now see the drastic changes in the Indian context. Here in Tanzania there are lots of opportunities for farm mechanisation, but still we have to go miles to achieve our goals. METL Agro Tractors & Implements Limited, a member of the METL (Mohammed Enterprises Tanzania Ltd) Group of Companies, has been striving to do our bit for the agricultural development of this country over last few years in the field of agricultural production, commodities, fertilizers, and agricultural tractors as well as implements.

We are primarily focusing on agriculture with a mission to provide total farm solutions to our farmers by supplying them quality inputs at the affordable price, the right time and where possible, at their doorsteps. Details of our operation can be found on our website: [www.metl.net](http://www.metl.net)

In our endeavour to reduce human drudgery in our

agricultural production system, we introduced TAFE Tractors, the world's number one manufacturer of the equipment.

The firm has partnered with us and set up what dub as 'Tractorisation Programme' throughout the country. We assemble tractors ranging from 45hp to 80hp rating for different requirements and soil conditions.

**Q. Why did the company decided to bring tractors only? What about power tillers?**

A. As you know, the level of farm mechanisation is still very low in Tanzania. Only 5 per cent farm mechanisation has taken place as we speak. So, our company took the decision to bring tractors to give the mechanisation more impetus. And for power tillers, the trend shows that their use is decreasing now, and they being replaced by small tractors like 20 hp/25 hp segment.

The use of these tractors is increasing day by day among farmers. All the tractor models are tropicalised to best fit the Tanzanian soil conditions. A large and committed team provides reliable technical and after sale service across the nation.

To complement our TAFE Tractors, we also offer a wide spectrum of high quality farming implements such as Three Disc Plough, Four Disc Ridger, and Twenty Disc Harrow, which provide superior performance in all types of soils.

So far, we have successfully rolled out the use of the tractors and about 200 of them have already been distributed to different parts of the country. To improve retail sale, we focus on our prominent cooperatives and NGOs supporting farming communities.

We understand that the nation has resolved to support agriculture and make it an attractive profession to our youths, therefore we have decided to use partnerships with community groups in supplying tractors, training the beneficiaries, providing adequate manufacturing warranty, making the tractor services arrangement, and providing adequate consumable spares.

We understand the needs of farming communities and after studying the soil and climatic conditions of the regions, we offered the TAFE Tractor Model. All these tractors are time tested, rough, tough, value for money and renowned super quality tractors in the world.

**Q. Many farmers have been complaining that tractors, in-**

cluding those offered to them by the government through subsidies, are so expensive. Are your prices any different from others?

A. Definitely, as you per METL Agro vision, we provide right products at affordable price. In this endeavour, our prices are highly competitive and affordable compared to other suppliers in the market. And farmers know that TAFE is leading brand in the tractors segment.

Additionally, there is warranty. TAFE Tractors are manufactured and assembled in stringent quality conditions which make the brand trustworthy, reliable, and rugged and fuel efficient. Beyond the products quality efficiency, we stand to offer one year or 1000 hours warranty (whichever is earlier) on all our TAFE Tractors. A draft Warranty Policy of the manufacturer is also provided.

And for spare parts, we at METL Agro Tractors & Implements Limited understand that spare parts requirements for every tractor and would offer all serviceable parts for two years along with every TAFE Tractor.

The service parts mentioned include, Fuel Filter Primary, Fuel Filter Secondary, Hydraulic Filter, Oil Filter and Air Filter. Understanding the maintenance aspect of our TAFE Tractors, we have our full fledge spare parts warehouse in Dar es Salaam which caters for the country's demand.

**Q. Do you train farmers when they buy your tractors? What about training for famers before they buy fertilizers? And it's for how long?**

A. Yes of course, we used to provide technical training on frequent intervals to farmers in different regions. We support them through our Product Operational/Mechanical Training. On recommendations of our partners in the communities, we provide training to give them regular operational guidelines and maintenance of our TAFE Tractors. We would organise a specific and specially designed trainers' training at our Manufacturers Training Centre at TAFE Plant in Chennai, India.

**Q. What about after sales repair to your customers who buy the TAFE tractors?**

A. Yes, we have our own after sales service team working 24 hours a day, seven days a week in providing repair services. In future, TAFE is going to start a servicing cum training centre for farmers/technicians from Tanzania and other neighboring countries.

**Q. What's the response, so far?**

A. It's really very overwhelming response from farmers. Agriculture is the growing sector, whereby we are witnessing many companies and the governments put more emphasis on it.



**Q. How are you prepared to compete in the market considering the fact that we have so many tractors as well as fertiliser companies?**

A. The market size is very big and we have our own channel through METL branches. So, we can reach the market very easily and aggressively. METL have distribution centres throughout the country. We are dealing in crop buying so that farmers can come to us to sell their produce and in lieu of this, we can offer them our tractors and fertilisers.

**Q. Do you plan to give farmers special offers in the nearby future?**

A. Yes, we are planning to do that. We can develop some mechanism by involving banks and other financing institutions so that farmers can get loans easily without delay.

**Q. Since you started operations in the country, have you participated in any big national event or exhibition such as Sabasaba and Nane Nane? If not, do you have any plans to participate in the future?**

A. Yes, we participated in the First International Agritech Exhibition held in April and first FCI Trade Summit held last month. We are going to participate in the Sabasaba and Nane Nane shows in the future.

**Q. Are your fertilisers affordable compared to those produced by other companies?**

A. Yes, they are very affordable to farmers as compared to those supplied by other companies. We deal in all types of fertilisers such as UREA, DAPCAN, and AS. We import them from different countries. Our fertilisers are of very good quality are sold at affordable rates.

**Q. Who are you targeting, commercial, small farmers or both of them?**

A. All types of farmers.

**Q. Any advice to farmers in the country?**

A. Please, be serious about your farming practices and try to adopt new technologies as well as ideas for innovative farming. Farmers should know about complete agro practices. They must have an idea about different types of tractor models, their technical uses, and specifications, so that they can use them efficiently.

In this endeavour, TAFE from India itself plans to establish their own service cum training centre so that farmers can come to get the proper training for use of implements and tractors. Apart from this, METL Agro is also providing farm implements from different countries such as India and Pakistan. We also supply farm implements such as disc plough, disc ridger, paddy thresher, maize thresher, tyre ridger, combine harvester, rotavator, and cultivator.

METL Agro is just a kind of one stop solution platform for the farming communities' where they can get all their answers related to their farming practices.



By **Brendalunny John, Ansaf**

**Start now!**

We all know that agriculture is a potent tool for growing the economy. Moreover, agricultural growth in Sub Saharan Africa is 11 times more effective at reducing poverty than growth in other sectors. If we start now, we can make an impact.

According to recent studies, agriculture in Africa will be a US\$ 1 trillion industry by 2030, in just 16 years! By keeping our promises now, we can make sure that the benefit of this growth reaches Tanzanian smallholder farmers, youth, and women smallholder farmers.

The year 2014 thus, provides a unique opportunity for farmers to lead practical efforts to end the trend of high levels of poverty, hunger and food imports.

**Need for support, reforms**

These suggestions were presented to President Jakaya Kikwete on June 10, 2014 in Dar es Salaam, under the banner of 'Do Agric, It Pays'— a continent-wide, grassroots campaign calling on African Heads of State to commit to reform and increase support to agriculture when they meet at the African Union Summit later this month.

## Ten recommendations to JK, other African leaders

Do Agric was launched to mark the African Union's Year of Agriculture and Food Security and is supported by ONE, the Agriculture Non State Actors Forum (Ansaf), the Bill & Melinda Gates Foundation, as well as a number of celebrated Tanzanian artists, including A.Y. and Diamond Platnumz, Mrisho Mpoti and Professa J.

A Do Agric petition asking African leaders to invest in agriculture and support smallholders has collected over two million signatures.

Kevin Perkins, Director of Farm Radio International says, "Farming is an income source for most of households and a pillar of Tanzanian Economy and yet farmers facing the real challenges to sell their produce."

**A trillion dollar industry**  
Audaux Rukonge, Executive Secretary of Ansaf, says: "Agriculture

is the future for Tanzania and Africa. Helping farmers gain a better understanding of how markets work and creating a more supportive regulatory environment, including by reviewing taxes on crops, would help farmers grow more, boost their incomes as well as food security and economic growth for the whole country."

Dr Siphon Moyo, Director of ONE Africa says: "By 2030, food markets in Africa are billed to be a one trillion dollar industry. By ramping up investment in agriculture, African leaders have an unprecedented opportunity to show that they are serious about ending hunger and poverty once and for all. Two million Africans have already put their name to a petition, standing behind these Tanzanian farmers, to call on leaders to do more to support agriculture and smallholders."



"...if we improve agriculture, we will also improve the pace of poverty reduction in the country. The government is focused on improving the agricultural sector in a bid to ensure it contributes more to envisaged reduction of poverty."

**The ten recommendations**

Presenting an open letter to President Kikwete, Bongo flavour artist AY, encouraged the president and other Africans leaders who attended the AU Summit in Malabo, to adopt following recommendations to guide national level implementation and measurement of progress:

1. AU Member states should adopt a target-based timetable and mechanism for monitoring progress towards reaching the AU 2003 promise to dedicate a minimum of 10% of the annual budget for agriculture.
2. AU member states should commit to making investments that increase the competitiveness of small scale producers and end post-harvest loss infrastructure, technologies, research, extension services, and information services.
3. AU Member states should commit to implementing quality focused agriculture budgets and services that is clear and transparent to farmers and citizens.
4. AU member states should adopt measures to eliminate the gender gap and youth gap with respect to access to land rights, technology, training and markets access.
5. AU member states should adopt measures to strengthen land governance and security of tenure rights for small-scale investors and curb land grabs through the implementation of AU principles on large scale land based investments.
6. AU member states should require leading agriculture ministries to account for progress including on poverty reduction and environmental sustainability, rather than mere outputs.
7. AU member states should adopt measures to reduce barriers to intra-regional trade.
8. AU member states should adopt measures to integrate sustainability and climate resilience measures into national agriculture plans.
9. AU member states should adopt mechanisms for preventing, managing and monitoring the recurrent food and nutrition crisis
10. AU member states should adopt measures to ensure policy making under CAADP is inclusive effective, mutually accountable, and participatory.

In his remarks, Kikwete said, according to statistics released recently, 28 per cent of the Tanzanians are poor, most of them live in villages and depend on agriculture.

"So, if we improve agriculture, we will also improve the pace of poverty reduction in the country. The government is focused on improving the agricultural sector in a bid to ensure it contributes more to envisaged reduction of poverty," he said.

*Send your comments for free starting with (AGRICULTURE) to 15774*





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 Energy and Water Utilities Regulatory Authority Tel: +255 22 2123850, 22 2123853  
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 Mikochei Industrial Area, CocaCola Road. Tel: +255 22 2772826  
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 CNFA - info@cnfatanzania.org  
 Tractors Limited  
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 Consolidated Holdings Corporation (CHC) Tel: 255 (022) 2117988/9  
 Vocational Education and Training Authority (VETA) – Tel: +255 22 2863683/2863409  
 Export Processing Zones in Tanzania (EPZ) Tel: +255 22 2451827-9  
 Agricultural Economics Society of Tanzania (AGREST) – Tel: +255-23 260 3415  
 Tanzania National Business Council (TNBC) Tel: +255 22 2122984-6  
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 Tanzania Milk Processors Association (TAMPA) Tel: +255 222 450 426  
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 Tanzania Cotton Board Tel: +255 22 2122564, 2128347  
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# Who shall save Africa?

By Nicholas Begisen

Who shall save Africa? But wait, what do we need saving from really?

Every single minute we are baraged by insinuations from all over that Africa is a continent that needs divine intervention or it will end up in the pits. Hunger, poverty, unemployment, crime, insecurity, food shortages, failed states these are just some of the issues affecting the African continent.

However, they are not only custom designed and prescribed for Africa. All around the world nations are affected by a couple if not all of the mentioned issues at any given time.

The last few years have seen unprecedented attention to an attempt by Western governments to rapidly develop Africa. What we have to ask ourselves is who knows what problems Africa faces, is it those living and experiencing life here or those looking at us from the outside.

Back in 2005 former British Prime Minister Tony Blair at the World Economic Forum in Davos called for 'a big, big push forward' in Africa to end poverty, financed by an increase in foreign aid. He further commissioned a report on Africa, which released its findings in March 2005, echoing his call for a 'big push'. Both Tony Blair and former British Prime Minister

**This side of Africa**

By Nicholas Begisen



concerts miles away from the individual in rural Africa the big moneyed men and women in fancy Italian suits claim to be concerned about.

Who shall save us? We ourselves can save Africa, but first we need to save ourselves from ourselves. Loose the dependency on donor and handout mentality and start thinking of African solutions to African problems not western solutions to African problems.

We will never hear of Africa being told to provide a solution to the west. If I could borrow the words of William Ernest Henley from the poem Invictus,

*Out of the night that covers me,  
 Black as the Pit from pole to pole,  
 I thank whatever gods may be  
 For my unconquerable soul.*

*In the fell clutch of circumstance  
 I have not winced nor cried aloud.  
 Under the bludgeonings of chance  
 My head is bloody, but unbowed.*

*Beyond this place of wrath and tears  
 Looms but the Horror of the shade,  
 And yet the menace of the years  
 Finds, and shall find, me unafraid.*

*It matters not how strait the gate,  
 How charged with punishments the scroll.  
 I am the master of my fate:  
 I am the captain of my soul.*

Gordon Brown made ending poverty in Africa a top agenda during their terms.

Fast forward a few years to the year 2014, the same problems maintained by them are still being experienced by the continent. Where are we going wrong or who is doing it wrong? The number of NGOs springing up day in day out is alarming and all looking for donors to support their 'organisational mandates' to alleviate this or that or to empower who knows what.

The call for saving Africa has not just been western governments from the US, Britain, Germany to Japan, it has also roped in celebrities like Bono of the band U2 and rock celebrity Bob Geldof just to mention a few.

Everybody knows or has heard of the much publicized concerts done all

in the name of pushing an agenda, an agenda that is to save Africa from the evils that are eating at us from within.

One thing that is hugely forgotten is to ask us what our real problems are. I believe a doctor cannot diagnose a patient without first listening to what symptoms the patient has. Yes, there is poverty in Africa but that doesn't mean we want or can survive only on handouts, give us an opportunity to create our own wealth and poverty will be a thing of the past.

Instead of having awareness and advocacy programs year in year out, give the youth skills and help them start on their feet then watch them grow and impact other youth. Too much time and money is spent in world summits, board meetings and

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