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KILIMO KWANZA
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SUPPORTING THE PROMOTERS OF THE GREEN REVOLUTION

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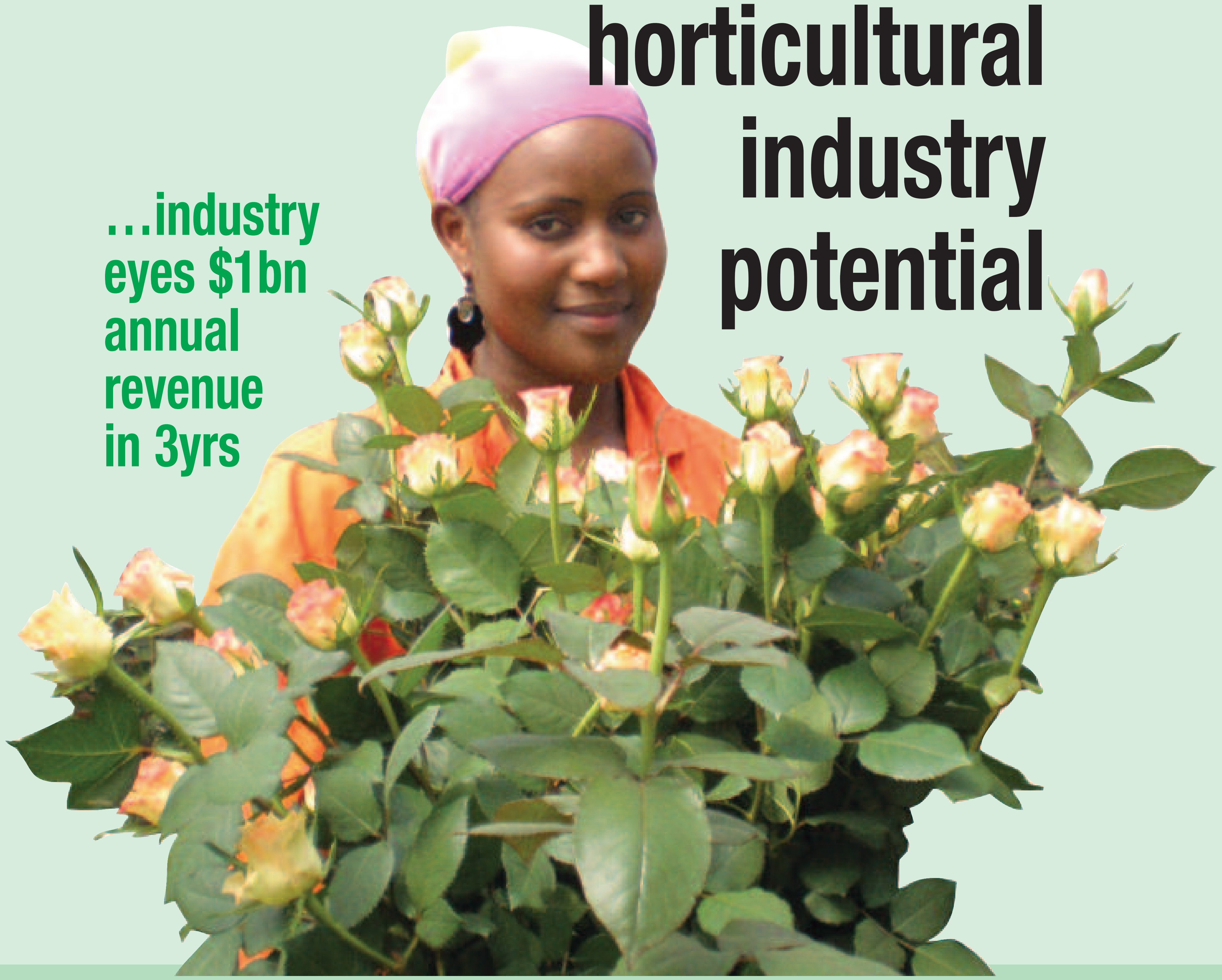
Unlocking horticultural industry potential

…industry eyes $1bn annual revenue in 3yrs



"A 10-year ambitious plan is underway to regenerate the industry and boost annual revenue threefold in the next 3 years. Experts believe the industry's future is bright…

Prioritise horticulture for increased gains

Modernisation and commercialisation of agriculture for peasant, small, medium and large scale producers is a key goal of the Kilimo Kwanza green revolution. Horticulture remains one of the key areas of agricultural sector that has the largest potential to transform Tanzania's agriculture.

Reports have it that the industry is growing at an estimated 8-10% per annum and currently generates more than USD 350million per year. Under the Fourth Pillar of Kilimo Kwanza, the government seeks to identify priority areas and modalities for production of crops that can transform agriculture quickly with minimal financial and technological requirements, growing domestic/external market demand and employment creation potential.

Part of this involves identifying priority areas and modalities for production of horticultural crops, some of which are highly labour intensive and thus increase employment opportunities. At the moment the Tanzania Horticultural Association (TAHA) estimates that the horticultural sector directly employs upwards of 350,000 people, with many more benefitting indirectly. The potential to increase this number significantly is still largely unexploited.

This calls for increased investment in crops requiring limited investment with potential for significant foreign exchange earnings and contribution to national economic growth such as onions, mangoes, bananas, grapes, avocados, pineapples, tomatoes, vegetables and spices.

According to the TAHA who are implementing the National Horticultural Development Strategy 2012-2021, implementation of the strategy expects to reap the industry an increased revenue value of up-to 1billion USD per year in the next 3-5 years.

The development strategy is a demand driven, public-private initiative that seeks to exploit the fast growing demand and market opportunities available in the national, regional and international markets. The strategy also recommends the most viable mechanisms to address critical challenges facing the sector.

As a government led strategy, Kilimo Kwanza seeks to transform peasant and small farmers to commercial farmers through emphasis on productivity and tradability. TAHA is playing its own active role in this by linking actors within the horticultural value chain.

The association is also putting in place a marketing and information system that will provide market price and agronomic information to players within the industry. The system will provide market price information from 13 different markets in Tanzania on 12 different horticultural crops to farmers through mobile SMS and bulletins.

However, there is still a lot of work yet to be done in order to transform the sector into a major employer and foreign exchange earner. The authorities need to enforce stricter measures that discourage not only the exportation of raw primary products but also the unregulated importation of processed horticultural products that often give unfair competition to locally produced and processed horticultural produce.

Tough sanctions to curb the dumping of low quality processed agro-products are urgently required. Increased tariffs on imported competing produce and products for example will go a long way towards boosting the budding horticultural sector.

Furthermore there is still need to undertake value chain analysis and identifying suitable models for integrating agricultural producers and processors and building forward linkages, as was envisioned under Kilimo Kwanza.

Local agro-processors should be supported through the provision of incentives and other support measures aimed at expanding value addition and small scale agro-processing. There is also a dire need for high quality affordable packaging for local produce including improved food storage facilities for fresh and processed horticultural produce that is highly perishable. Active steps to promote private sector investments in cold storage facilities to manage post harvest losses for perishable horticultural commodities have yet to be seen.

The horticultural industry has a potential to become one of the main sources of foreign exchange earnings and a significant driver of economic growth. Time is ripe to prioritize this sector in order to reap the rewards that support and investment in horticulture has to offer.

Wallace Mauggo
Editor

inside

New dawn as cashew nut producers eye apex body

By Kilimo Kwanza Correspondent, ACT

Sleeping giant

The cashew nut industry could be termed, as a sleeping economic giant. Though it is among the five major export crops produced in Tanzania, it has the potential to bypass by far other traditional foreign exchange earners that include: coffee, cotton, tea, tobacco and sisal.

Cashew is mainly grown along the coastal belt of Tanzania; production is high in Mtwara, Lindi, and Coast regions. Two districts - Tunduru and Namtumbo both in Ruvuma region, are also popular and well known, as top producers of cashew nuts.

Like all other crops grown in this country, cashew nut production is affected by several factors; they include poor farming techniques, attacks from pests and diseases, poor handling of harvests, fluctuations in price and unreliable markets. All these factors influence the quantity and quality of the end product.

Cashew production in Tanzania has been fluctuating over the years. According to the records obtained from the Cashew nuts Board of Tanzania, the country produced 145,000 tonnes in the year 1973/74.

The yields dwindled to the lowest level of 16,000 tonnes in 1986/87; then picked up to 120,000 tonnes during the 2010/11 season. Last year, it fetched some $140 million.

Potential for growth

Given the support they need in terms of appropriate technology package, pesticides to combat cashew mildew, and a guaranteed market, cashew nut farmers can easily double the production. Cashew nut producers in this country are organised into two mainstream systems: the cooperatives and associations. However, both of them are associative by nature.

> "Cashew nut production is affected by several factors; they include poor farming techniques, attacks from pests and diseases, poor handling of harvests, fluctuations in price and unreliable markets

The cooperative model has a strong regulatory mechanism whereby the state has the powers to supervise and control. In the association model, members have the upper hand to steer their own course with minimal state interference. The major characteristic of cashew nut producers, unlike their peers growing coffee and tea, just to mention a few cash crops, is lack of cohesion of the numerous and weak farmer groups/organisations in the two systems. The fact that these producers are fragmented, they are unable to influence policies or directives that impact on the crop's development. They are also prone to unscrupulous businessmen.

Challenges ahead

Due to lack of proper organisation, cashew nut farmers encounter a myriad of challenges such, as multiple taxation, mandatory contributions, erratic input supplies, poor produce prices, problematic marketing services, and lack of effective representation at different levels.

Furthermore, the two existing farmers' organisational systems occasionally overlap, contradict and alienate the farmers from controlling cashew nut production, productivity, and maximisation of benefits.

Among the hitches in the cashew industry, is the absence of a strong and cohesive organisation, which can effectively lobby and advocate on behalf of cashew nut producers. Several attempts were made in the past to address this issue, however the results were disappointing. This time around, stakeholders have sought assistance from the Agricultural Council of Tanzania (ACT) to form an apex body.

Early January this year, ACT Secretariat convened a meeting in Mtwara Municipality which brought together representatives from farmer groups and associations, cashew nut cooperative unions, input suppliers, and government officials.

During the meeting, participants discussed pertinent issues in detail, these are: making an appraisal of the cashew industry, analysing stakeholders, drawing a roadmap towards the formation of an apex body, and establishing a task-force that would oversee the process towards the formation of the body.

The process towards the formation of the proposed apex was very participatory, with most of ideas coming from the participants through group assignments and plenary discussions. This was a very important element because the Act wanted to extract as much ideas as possible with a view to promoting a sense of ownership. Another important aspect was to see how the existing grassroots farmers' groups and associations can be strengthened.

Apex body in pipeline

Finally, the participants saw the need to create an apex organisation for cashew nuts producers with a legal existence. They also agreed to campaign for an expanded membership, and ensure members become responsible for the sustenance of the organisation.

Mtwara regional commissioner retired Colonel Joseph Simbakalia, who officially opened the meeting, reiterated on the need to process the cashew nuts and find stable markets. "We must add value to our cashew nuts by processing them because processed nuts fetch higher price, also create employment for the youths, who spend most of their time unproductively," he stressed.

Cashew nut is a very important economic crop in Tanzania. However, there is a sharp division of interests between various stakeholders. The tension is evident between cashew growers, processors, and marketers.

Whereas farmers remain in perpetual poverty, the other two groups benefit at the expense of producers. It is anticipated that once in place, a cashew nut producers' national organisation, will take care of the interests of farmers. In this regard, it is imperative for the public and private sectors to join hands to facilitate the formation of this crucial apex body for the development of cashew nut production in the country and for the improvement of farmers' wellbeing.

Unlocking horticultural industry potential

...industry eyes $1bn annual revenue in 3yrs

By Kilimo Kwanza Reporter

The plan

THE Tanzania Horticultural Association (TAHA) has formulated a demand-driven National Horticultural Development Strategy (NHDS) aimed to exploit opportunities available in the national, regional and international markets.

The ambitious plan, to be implemented over a span of ten years (2012-2021), recommends the most viable mechanisms to address the current critical challenges facing the sub-sector in the country. It is envisaged through implementation of the strategy, that the industry will increase its revenue from $350m to $1bn per year [which is slightly over threefold] in the next 3 to 5 years, according to industry's experts.

Currently, the sector gets the support from development partners such as the US Agency for International Development (USAID) through projects Fintrac/Tanzania Airfreight Productivity Programme (TAPP) and Technoserve, working hand in hand with TAHA and other collaborators in addressing farmers' challenges in the horticultural value chain.

USAID is supporting TAHA as an institution, in a motive to enhance its capacity, as a national horticultural advocate in Tanzania. Other development partners include the World Bank through the Cluster Competitiveness Programme (CCP), BEST-AC, Dutch Government through its Royal Netherlands Embassy in Dar es Salaam, and the Centre for Development of Enterprise (CDE).

TAHA in collaboration with its partners are working towards establishing an industry financial revolving credit that will service all the actors in the value chain. The instrument will enable farmers to access affordable financial support through an agreed structure.

Logistic support

The association and its members now own a logistic company to provide logistical services to dealers in the industry such as cargo consolidation, airline bookings, produce, clearing and forwarding of horticultural perishables.

> Industry's annual] growth rate… between 8 to 10 per cent, generates more than $350m annually and offers direct employment to about 350,000 Tanzanians

The company is in a process of establishing an office at the Namanga border post and also starting perishable ground handling services at airports following recent clearance by the government.

Working closer with USAID funded projects TAPP and SHIFT, the association is now putting in place a marketing and information system to provide market prices and agronomic information to farmers, traders, and other stakeholders within and outside the country. This system is providing market price information from 13 different markets in the country on 12 different horticultural crops to farmers through mobile SMS and bulletins.

On promotion of horticultural produce, TAHA participates in local and international trade fairs, meetings, workshops and conferences. Examples of these exhibitions include the Dubai Horticultural Show, Horti Fair in Amsterdam, Fruit Logistica in Berlin, Germany, Miami Floral Expo in the USA. Local and regional shows include Agricultural Show – Nane Nane, Saba Saba, Food and Beverage Exhibition, Hortec Show and Naivasha Show in Nairobi, Kenya.

Fastest growing sub-sector

In Tanzania, experts say the horticultural industry is the fastest growing sub-sector of the national economy encompassing production, processing and marketing of flowers, fruits, vegetables, seeds, spices and herbs.

The sector has been recognised as an engine for Tanzania's socio-economic growth and a significant contributor in poverty alleviation mainly in the underdeveloped rural areas.

It is estimated that the industry, whose annual growth rate is currently put at between 8 to 10 per cent, generates more than $350m annually and offers direct employment to about 350,000 Tanzanians.

The sector has been recognised as an engine for Tanzania's socio-economic growth and a significant contributor to poverty alleviation mainly in the underdeveloped rural areas.

Industry's stakeholders say the sector has grown significantly over the last decade, but by volume still represents a small part of the overall agricultural industry.

This sector makes significant contribution to food security, nutrition improvements and economic growth. It is mainly practised by small-scale farmers and few large scale foreign investors, particularly in floriculture and export vegetables with production and market growth potential.

Priority sub-sector

The government has identified horticulture, as one of the priority sectors in the National Export Strategy (2008), the Kilimo Kwanza initiative and a key component in the diversification of the agricultural sector from overdependence on traditional primary farm products.

Horticulture stakeholders say the industry has the potential to become one of the main sources of foreign exchange and a significant driver of economic growth. For many years, horticultural produce have always been part of Tanzania's diet. Indigenous fruits, vegetables, spices and flowers have been cultivated in the country for generations and traded throughout the region.

Tanzania, East Africa's second largest economy, is generally regarded to have started exporting horticultural products outside the region in the 1950s with the production of bean seed for sale in Europe.

The establishment of TAHA in 2004, as an apex private sector member-based organisation was a necessary step to bring coordination and support towards the industry's rapid growth and competitiveness.

Since its initiation, TAHA has become the custodian for various developments initiatives, including reformation and transformation of the industry, positioning it to a competitive level.

Authorities within TAHA are confident that developing Tanzania's vast potential land resources for horticulture will require a systematic and localised campaign to identify growth opportunities in geographic clusters, earmark resources, and mobilise investment.

Production zones

The strategy identifies five main horticultural production zones in the country that need special attention for development. These areas are: The northern zone (Arusha, Kilimanjaro, Manyara and Tanga), coastal zone (Coast, Morogoro and Dar es Salaam), and the southern highlands zone comprising Iringa, Mbeya and Rukwa regions. Other areas are the lake zone (Mwanza) and the western zone (Kigoma).

> The northern highlands zone still represents the highest potential for diverse horticulture investments

TAHA leaders say despite increasing scarcity of land, the northern highlands zone still represents the highest potential for diverse horticulture investments. The zone's conducive climate, adequate infrastructure, proximity to markets, supporting technical institutions in Tanzania and neighbouring Kenya, and an already established cluster of activity makes it the most likely magnet for investment

They say the coastal zone is well-suited for off-season production of tropical fruits, taking advantage of the readily available local markets and proximity to air and sea ports to develop its potential in mangoes, pineapples, oranges and papaya production.

"Proximity to Dar-es-Salaam allows for distribution channels to rapidly expanding markets such as the Middle East and India.

However, inefficient services due to inadequate storage facilities and cargo congestion at the airport and seaport in Dar-es- Salaam pose challenges to the development of reliable export channels for the horticultural industry," TAHA says in a report on the development of the horticultural industry.

The TAHA's NHDS says the climatic conditions in the southern highlands hold the highest long-term potential in horticulture although development of existing infrastructure such as the Mbeya airport, trunk roads and investment in logistics (storage facilities, trucks and pack house) are required to make this zone a viable option for horticulture exports.

It says the central and lake clusters are emerging as production areas for horticultural crops for the region and that with the expansion of Mwanza airport, the zone can become a major horticulture export cluster as well.

"This potential industry is prioritised in the Feed the Future-SAGCOT agenda and the private sector through TAHA is well prepared to work with partners to ensure it is mainstreamed and that Tanzanians do understand the presented horticultural opportunities in the southern corridor," it reads in part.

The government is now giving prominence to horticulture and supporting the private sector in various ways through review of policies which have allowed the private sector, through TAHA, to sit in various national decision-making bodies.

Cotton farming: 'The future belongs to the organised'

By Kilimo Kwanza Reporter

Demo plots strategy

The Tanzania Cotton Growers Association (TACOGA) has advised cotton farmers to apply conservation technology in an effort to improve agricultural productivity, save labour, time and minimize soil disturbance.

TACOGA Secretary General Goerge Mpanduji revealed this during an interview with Kilimo Kwanza on how the organisation is striving to unite the farmers' strengths under a slogan, "The future belongs to the organised".

According to Mpanduji, in 2009/10 more than 48 demonstration plots were established in 15 districts. The exercise was conducted by the Golder Associates with TCO districts councils of Ukunguru and llonga.

The exercise was aimed to fertility late planting and poor weeds and insert control through these new innovations being introduced in the cotton industry of present it is an opportunity for farmers to increase yields , improve quality and earn more and better income. "For the first time in the history of Tanzania, cotton farmers and other stakeholders have a chance to make a meaningful; breakthrough in improving people lives," he said.

He further explained that after the involvement of TACOGA in pricing negotiations with other stakeholders, the Tanzania Cotton Board, Tanzania Cotton Association and The Ministry of Agriculture, Food Security and Cooperatives price reached the highest of 1200/- pre kilogram. "l hope price is no longer a hampering reason in the meantime," said Mpanduji.

Generally, cotton farmers are involved in policies decision making and implementations, he said, noting that it's necessary to fill in the vacuum left by moribund cooperative movement in the provision of linkages and coordination of cotton farmers in assessing vital productive services.

He also stressed on the importance of channeling national development policies, strategies and programme for appropriate interpretation and implementation at gross root level in the rural economy. "TACOGA is striving to unite the farmers' strength in tandem with the adage `The future belongs to the organized', he said.

Giving more details, he said, Tanzania cotton farmers number 350,000 – 500,000, mostly small scale farmers in scattered fashion. It is a source of employment and livelihood to about 40 per cent of the Tanzanian population and the largest export crop, which is produced in 42 districts of 13 regions with more than 99 per cent of the cotton grown in areas to the west around Lake Victoria.

Challenges

He also highlighted that cotton production is affected by a number of factors which include coming mostly from formal education background and operating in constantly changing weather patterns and fluctuation in cotton prices.

Others are: Cotton diseases, erosion, lack of easy access to inputs high prices of fertilizers, lack of extensions services and socio-cultural environment bias is still systematic, and in the cotton industry particularly for small holder farmers even though women do most of the manual work in the farms, the economic gained are still largely controlled by men.

In many other spheres, women do not have equal access to opportunities and benefit as men. Patriarchal system has for a longtime perpetuated women oppression of women on all spheres of life decision making and power.

Speaking on the principal goals, he said TACOGA was established with the principal of uniting all the cotton farmers and crating more awareness and prompting their right and interests so that they can carry on modern, profitable cotton farming in the country.

This is expected to empower the farmers and create a conductive environment to ensure that they benefit from their effort and improve their social – economic status. In short TACOGA is the liberator of the cotton farmers. The HIV/Aids pandemic continues to be a major challenge to economic and social system in Tanzania.

The establishment of Cotton Development Trust Fund (CDTF) followed a resolution passed in April 2006 by the cotton industry stakeholders in Tanzania and affirmed by memorandum of understanding between the Government of the Republic of Tanzania on the one hand and the Tanzania Cotton Growers Association (TACOGA) and TCA on the other hand as an independent service delivery for the cotton industry competitive and meet the market standards, through facilitating sustainable development of the cotton industry.

Objectives of the Fund are: to strengthens cooperation and collaboration among cotton stake holders in the country; and to enhance the capacity of the farmer to increase quantity and quality of cotton.

Others are: To ensure timely sourcing financing and effective and efficiency distribution of agricultural inputs for cotton farmers; to fund and extension services through TBC and farmers training schools; to fund and monitor cotton research and development; and to support value addition initiatives.

In May 2010, the cotton stakeholders meeting adopted the second cotton sector development stratagem CSDS II 2010 – 15 as roadmap for developing the sector in the medium term specifically.

CSDS II goals:

i. Quality: Raising the quality of cotton to international standards.
ii. Productivity:- doubling from 750kg/ha of seed cotton to 260kg/ha lint in 2008/09 to 1500kg/ha (520 of lint) in 2014/15.
iii. Production: doubling from 658,000MT of seed (126,000 MT of lint cotton) in 2008/09 to 1,500,000 baies (260,000MT of lint cotton)in 2014/15.
iv. Acreage: Total planned acreage 500,000 ha; and o/w
   - Improved cotton farming in existing areas: 450,000ha and
   - Expansion into new areas 500,000ha.
v. Domestic cotton processing, increase the production of cotton lint consumed by domestic textile industry from 30 percent in 2008/09 to 90 percent in 2014/15 and Tanzania's share in Africa cotton production to make Tanzania the leading Africa cotton producer by 2015.

CSDS II objectives:

i) Improve the quality of cotton by strengthening policies strategies and regulatory framework in cotton industry.
ii) Enhance sustainable production and productivity in the cotton industry
iii) Increase domestic spinning, weaving and textile milling
iv) Empower stage holder organizations and link b and internalize cross writing issues.

Contact farming

At 2008 stakeholders meeting in Mwanza, it was resolved to pilot contact farming it was Musoma, Bunda and Serengeti districts. in 2010/11 pilot area was extended to include 4 awards of Bariadi and Kibondo, where by 38, 164 farmers were contracted to ginners (OLAM,Aliance S$C badugu, NGS, Nsagali and KCCL with a total of 601 farmer business groups (FBGS)Provided Positive results and from 2011/12 season would roll-out country wide, farmers knowledge need to be enhanced on the general provisions of CF eg Contract negotiation competitive contract farming concession contract farming and allocation strategies particularly to keep track of shifting seed cotton prices pan-territorially and globally, cotton sector legal issues.

Seed multipulation

In 2009/09 and 2009/2010 Ukiguru was given support by CTDP to multiply uk 91 cotton seeds , 60 tons of uk 91 seeds which were given to Quton Company for further seed multipulation in 20-10/11 season. As a result uk M08 and Uk 08 were produced in small quantities due to drought given to Quton for further multipulatiion in collaboration with some ginners and farmers in some wards of Bariadi Nkoma, Sapiwi, Ikunguyabashashi , etc and other institutions.

Edible oil: Synopsis of industry'spresent and future

Many small scale farmers are not informed about potential markets for edible oil. The edible oil quantity, quality standards, markets, prices and time requirements are not known to many actors. The Tanzania Edible Oil Seeds Actors Limited (TEOSA) is advocating improved and enhanced communication between actors involved in various value chains to come up with a lobbying and advocacy strategy for the benefit (win – win situation) of the industry. TEOSA Secretary Enock Ugulumu explains more in this article...

Challenges ahead

Looking at the development challenges in this era of globalisation, actors in the edible oil industry are pondering how they can better fit and compete in international, national as well as local markets.

Small scale farmers, processors, and distributors are concerned with how best they could gain a competitive advantage through a distinctive way of competing with others in edible oil industry's value chains in order to increase income and create jobs.

Various researchers have conducted studies on how best actors in the agricultural sector can meet existing and emerging challenges. Likewise, much has been argued about reducing poverty through linking a large number of actors, in particular those at the bottom of the pyramid into value chains which have the potential of driving income growth.

Co-ops role

The role of cooperative societies is inevitable in orchestrating these linkages. The survival, growth and sustainability of many cooperative societies in Tanzania are still questionable. Many people perceive them negatively, as result of their images due to poor management and corruption.

The practice of good governance is still a serious case in many cooperatives. Efforts are highly needed to improve the management, accountability and performance of cooperatives if small scale farmers, processors or distributors of edible oil products are to be networked and brought together in order to sustain and trust their associations.

Weak or lack of associations/cooperatives is a setback to implementing various formulated policies necessary for improving the agricultural sector in the country. The edible oil sector has been hit badly as government, through its mixed economy policies, allows the importation of edible oil products.

The climatic conditions in Tanzania are very conducive for production of many types of edible oil crops. The country is positioned to produce edible oil to meet domestic and export markets. It is possible for the government to regulate the sector to allow actors of the sector to contribute their efforts by improving the edible oil sector.

Daunting task

TEOSA major tasks are therefore to lobby, advocate and advise on the formulation of policies, programs, strategies and legislation conducive for the improved cultivation, processing and marketing of edible oil seeds in Tanzania.

The improvement of the sector depends also on the accessibility of resources to enable actors of the sector to compete with the imports and also to compete in the export in the regional and international markets.

The information flow about the edible oil needs is so poor. Many small scale farmers are not informed about the existing potential markets. The edible oil quantity, quality standards, markets, prices and time requirements for the edible oil products are not known to many actors.

TEOSA is propagating for improved and enhanced communication between actors involved in various value chains so as to build together the lobbying and advocacy strategies for the benefits (win – win situation) of the industry.

Govt role

The role of government in providing support to the businesses under the sector is highly recommended. However, the provision of extension services and subsidies to small scale farmers if improved further can help to revolutionalize the edible oil industry and make it more competitive.

There is lack of industry-specific skills, poor infrastructure, relationships and organizational knowledge among farmers. The small scale processors in rural and urban centers use simple technologies in extracting oil from edible oil crops but luck support to improve quality of their produces. Some of the machines being used are very expensive in such a way

Edible oil: Synopsis of industry'spresent and future

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that it becomes difficult for some processors to afford buying them.

Packaging practice amongst processors is not good and makes the processed oil hygienically not fit for human consumption. Actors in the edible oil complain of the luck in financial support with the pretext of the agriculture sector being very risk.

The government and the private sector through public private partnership initiatives need to focus at improving policies related to improving the sector. Initiatives like establishment of edible oil crops potentials to support enhanced regulations to promote production, productivity, processing, distribution, improved standards of produces and marketing strategies need an immediate strategic decision.

The future

Upgrading and value chain governance strategies for actors into the global markets are fundamentals for improved income and employment opportunities. Our edible oil actors are not well experienced and might fear confronting other actors and therefore support through provision of resources and capabilities may lead to improved core competence that later may turn be distinctive and superior against competitor from outside Tanzania.

Edible oil sector can play a significant role in improving wealth creation of small scale farmers and other actors of the sector through multiple functions which provides job opportunities and improved income. For many years there has not been an organization to work for advocacy and promotion of the edible oil sector in Tanzania.

TEOSA, which was established in 2010, works to advocate on behalf of all edible oil actors and to enhance the edible oilseeds sector in the country.

With forty active founding members the association can provide outreach services to over three million small-holders plus other actors involved in processing, distributing and supporting the sector.

It is estimated that the minimum national demand for refined edible oil is 330,000 MT per year while the current capacity of edible oil produced in Tanzania is only 150.000 MT or (45 per cent). The gap subsequently is filled by imported edible oils, such as palm oil.

This importation of edible oil seems not to stimulate the national production of edible oil crops such as sunflowers, palm oil, ground nuts, sesame etc. In addition, the domestic systems for setting prices, crop levies and taxes results in limited incentives for further growth of the sector.

The setbacks

The sector is constrained with crucial issues like: low productivity per acreage; weak cooperative societies; poor agronomic practices; inefficient and ineffective extension services; high risk level of the sector and poor infrastructure both roads and processing facilities

TEOSA attracts actors in the edible oil sector from all parts of Tanzania. It's is registered as a company limited by guarantees and not having share capital. The association is design to operate in seven geographic zones all over the country.

The association was registered on December 30, 2010 by the Registrar of companies and bears a Certificate of Incorporation No 80722 with its head office in Dodoma.

As an autonomous, voluntary, nonpartisan and non profit sharing, TEOSA is geared to promote and protect the interests of small holder farmers and other actors from various edible oilseeds industry value chains.

TEOSA aims to accomplish the following broad objectives: To engage in lobbying and advocacy; strengthen service delivery; develop knowledge and skills; research and market information, provide financial linkages and engaging in cross cutting issues like HIV/Aids in relation to the Industry.

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