



A to Z Textile Mills



Contact



**NetWorld Area, Kisongo,
P.O. Box 945, Arusha, Tanzania
Tel: + 255 788 808 534
E-mail: info@azpfl.com
Website: www.azpfl.com**



AgroZ
By the Farmers' Side

Location



★ **ARUSHA**

- ▶ Located In Arusha, Tanzania
- ▶ Situated 65 Kilometers From Kilimanjaro International Airport
- ▶ 25 Minutes From The Main Town Centre



AgroZ
By the Farmers' Side

An Introduction



- ▶ Having established one of the largest vertically integrated plants in East Africa, A to Z & its affiliated companies takes pride and care in serving its customers, clients, investors and partners worldwide.
- ▶ **A to Z Textile Mills**, family owned and operated, which started with a single sewing machine in the 1960s, stands today with over 50 years of manufacturing experience.
- ▶ **A to Z** is most popularly known for the production and distribution of polyester and Long lasting Insecticidal Bed Nets in an effort to combat malaria – it is the largest manufacturer of bed nets in Africa, with a capacity to produce 30 million LLIN's per annum.
- ▶ **A to Z** & its affiliated companies operates from two locations, spanning over 526,000 square meters of built up area and boasts employment opportunities to over 7,000 Tanzanians.
- ▶ A to Z Textile Mills, Gogo, Net Health, Polyfoam & Vector Health International offer a wide variety of products and services in both local and international markets.

The use of AgroZ[®] Hermetic Bags for on farm storage solution for grains and pulses: Adoption experience and challenges in Tanzania

Julius Nyabicha
November, 2017, Dar es Salaam

Important Instructions Before using Hermetic Bags

- Ensure that the maize is dried to moisture content of 13%
- Ensure the maize is cleaned with no foreign materials
- Make sure that the general environment of storage is clean including the room to reduce chances of infestation
- Purchase from recognized agrodealers and ensure that the bags have no defects like holes.
- Ensure that the bags are properly branded

AgroZ[®] Bags

Are composed of two distinct bags, the polypropylene (PP) woven outer bag and a multilayer inner liner.

Has two cords inside the liner for the closing the bags.

The multilayer liner is co-extruded with barrier layers preventing the passage of gases such as oxygen, carbon dioxide and water vapor.

There is no pesticide used during the manufacture of AgroZ Bags and their use is not recommended during the entire storage period

Packaging and Branding



Inner plastic Bag



Outer pp Bag

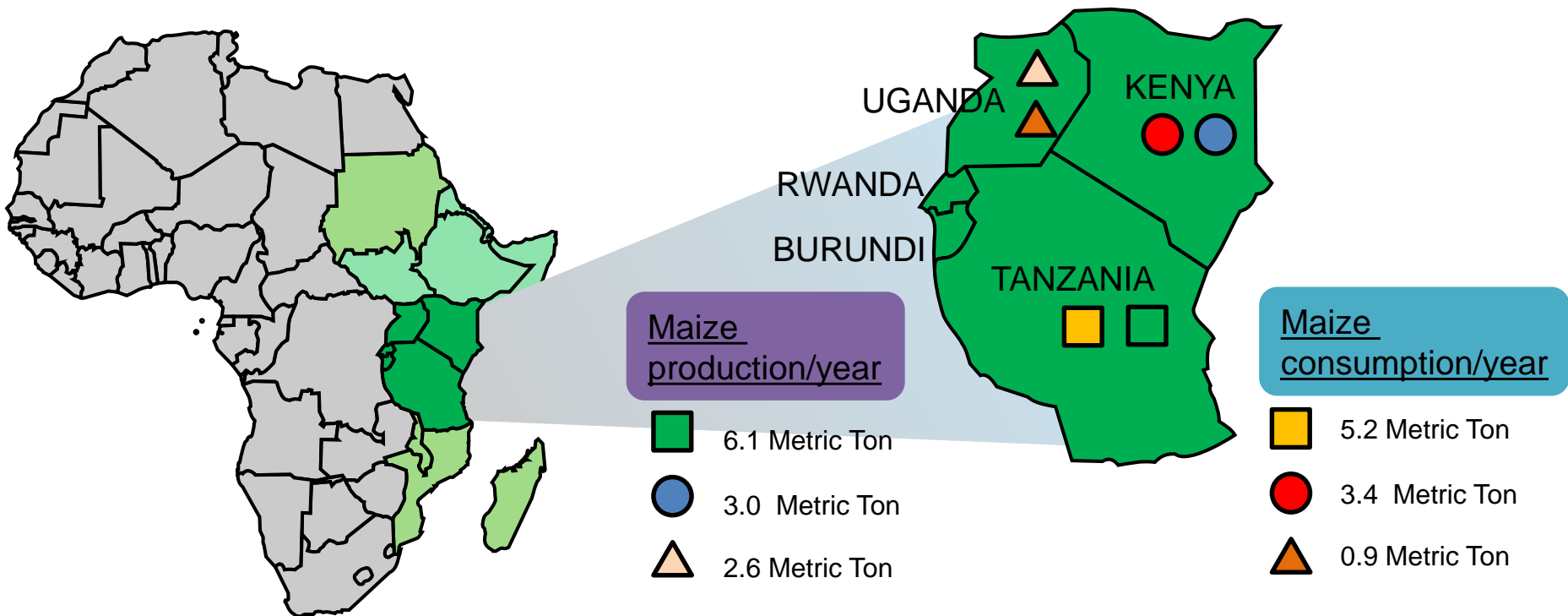


A pack of 5 AgroZ Bags



A bale of 50 AgroZ bags

EA is a heavy maize consumer



The pests too demand up to 30% !



Implications of PHL



Historical Perspective



TRADITIONAL
GRANARY



PP & JUTE
BAGS



PESTICIDES



COCOON



METAL
SILOS



PLASTIC
DRUMS



AgroZ/HERMETIC BAG

Current Storage Practices

LARGE SCALE
STORAGE

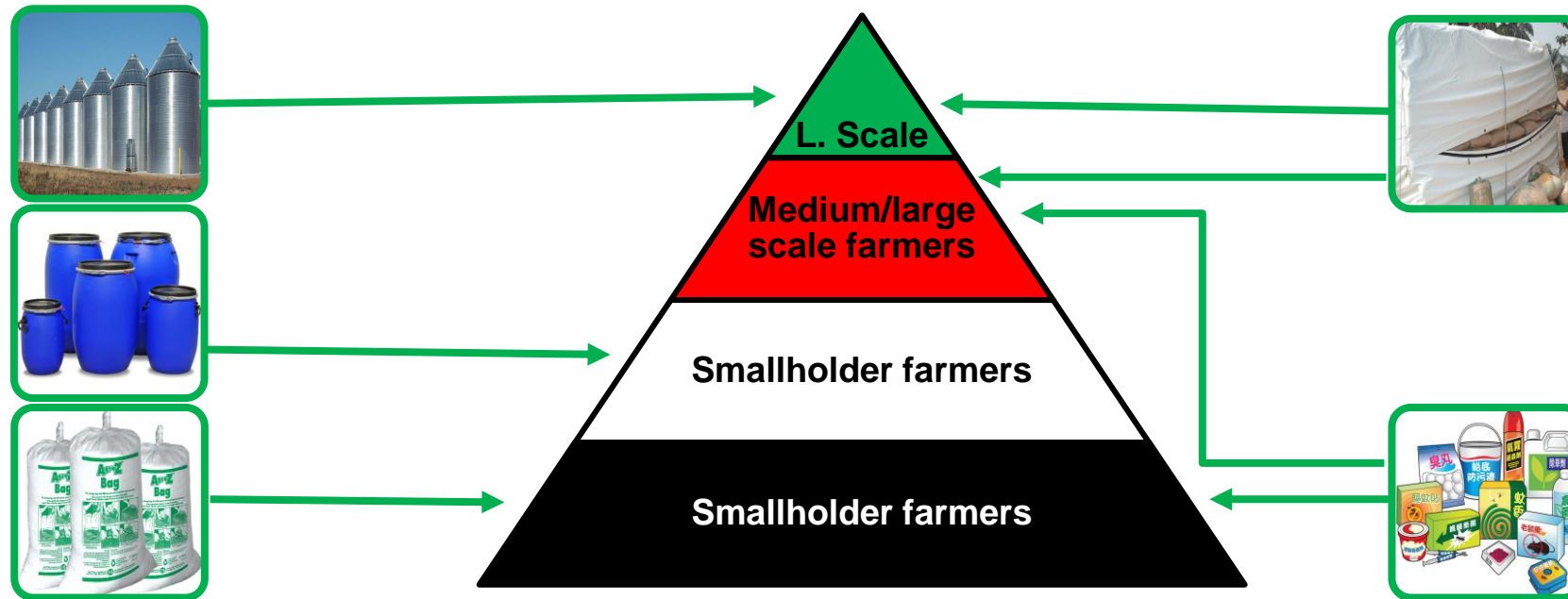


SMALL SCALE
STORAGE



The Grain Storage Pyramid In Tanzania

Vast majority are smallholder farmers



Direct Sales

- ▶ Factory gate sales
- ▶ Sales team at regional level

Benefits

- ▶ Additional information is collected (location, other references, uses)
- ▶ Additional instructions on how to use is given
- ▶ Market intelligence is gathered.

SACCOs and farmer groups

Benefits

- ▶ Promotion is easy (Training to users)
- ▶ Bigger volumes are purchased
- ▶ Cost of sales is reduced in the long run.

Strategic partnerships and collaboration

- ▶ NGOs
- ▶ CBOs
- ▶ Government
- ▶ Private sector
- ▶ Researchers
- ▶ SACCOs



Strategy - 4

Media

- ▶ Radio
- ▶ TV
- ▶ Magazines



Demos

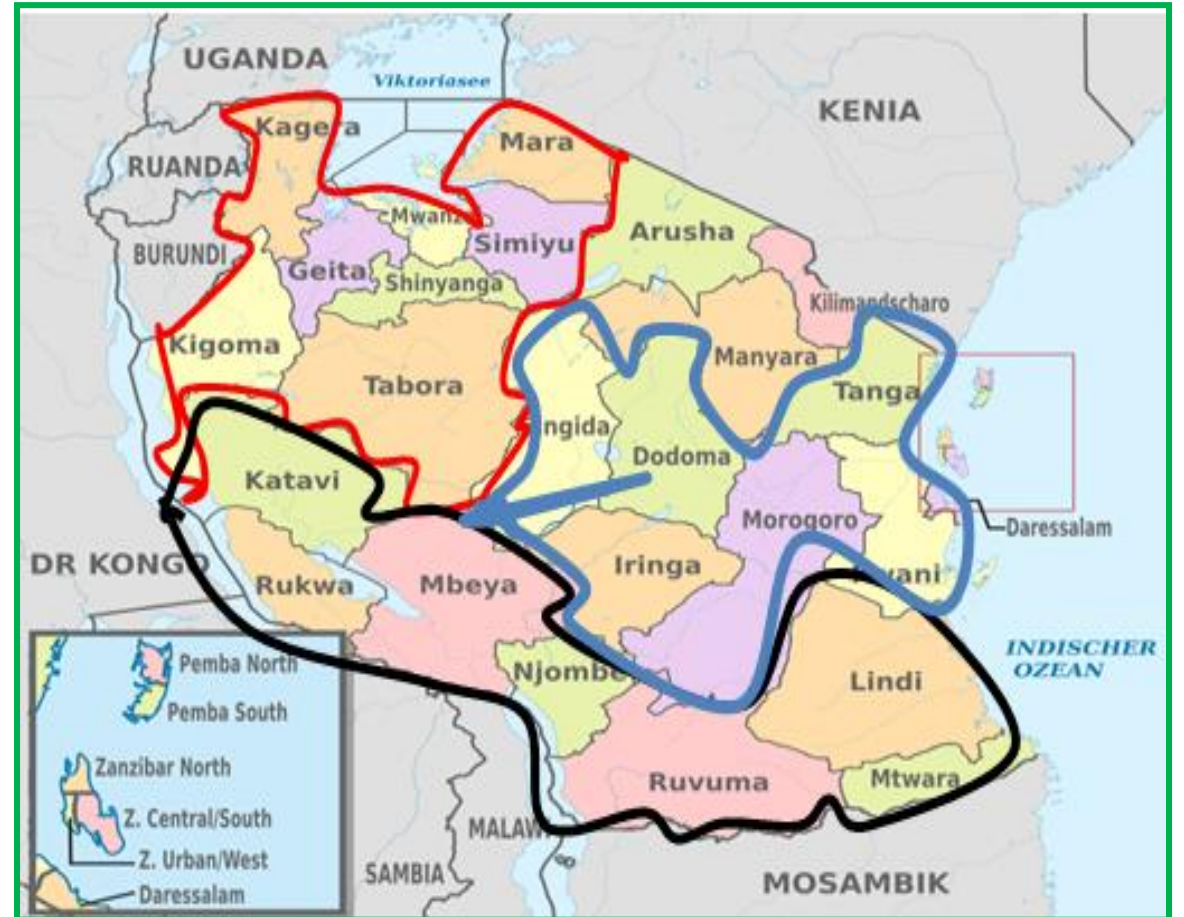
Carried out during
FFDs and during
trainings including
programs such as
FtMA



Exhibitions & FFDs



Distribution



Workshops to technical staff & AGDs

Ensures the correct message is given to the end users for correct use.



Challenges (Policy & Operational)

Operational

- ▶ Information and education to farmers
- ▶ Misinformation in the market
- ▶ Distribution costs
- ▶ Seasonal demand
- ▶ Lack of financing to AGDs
- ▶ Perceived high prices

How do they help/hinder
affordability and
adoption?

Policy Related Challenges

Emerging
challenges
that require
policy
intervention



VALUE ADDED TAX



COUNTERFEITS



BAN ON PLASTIC BAGS

VALUE ADDED TAX



- SEEDS
- AGROCHEMICALS
- FERTILISER

VAT
NOT
APPLICABLE

VAT
APPLICABLE
(18%)

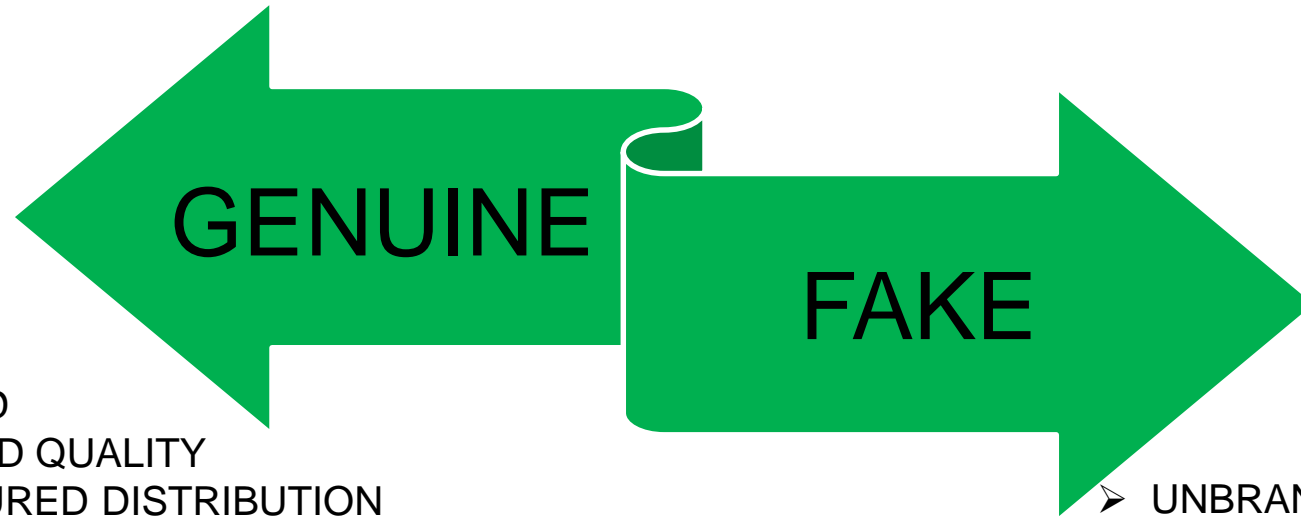


- HERMETIC BAGS
- METAL SILOS
- PLASTIC SILOS
- COCOONS

COUNTERFEITS



- BRANDED
- CERTIFIED QUALITY
- STRUCTURED DISTRIBUTION



- UNBRANDED
- LOW QUALITY
- UNSTRUCTURED
DISCTRIBUTION
CHANNELS

BAN ON PLASTIC BAGS



**BANNED
CARRY
BAGS**

- ANY PLANS IN FUTURE TO EXTEND THE BAND?
- WHAT ARE THE LONG TERM POLICY DECISIONS?

**PERMITTED
HERMETIC
BAGS**



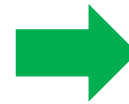
- WHICH ONES ARE PERMITTED?
- WHERE IS THE BOUNDARY?



AgroZ
By the Farmers' Side



Industry Association



Define Standards



Advise On Policies



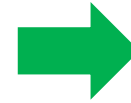
Branding



Training

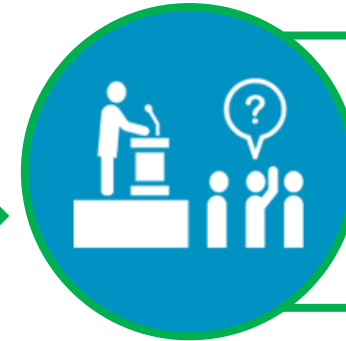
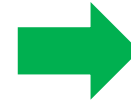
Certification & Registration

Industry Association



Policy Makers

Industry Association



Branding

Industry Association



Stakeholders Training & Partnerships

Industry Association



Governmental
Agencies



Non Government
Organizations



Learning Institutions



Extension officers

Why AgroZ[®] Hermetic Bags?





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AgroZ®

PRODUCTS



Protected horticultural farming

Shade Net



Protection from intense sunlight

Mulch



Weed Control

Crate



Farm to market transportation

Leno Bag



Handling & standard measure

Tarp



Drying of grains

Innovation & Product Development Continues...



Thank you...

Julius Nyabicha

Tel: + 255 689 090 342

E-mail: nyabicha@azpfl.com

Website: www.azpfl.com