NetWorld Area, Kisongo,
P.O. Box 945, Arusha, Tanzania
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Located In Arusha, Tanzania

- Situated 65 Kilometers From Kilimanjaro International Airport
- 25 Minutes From The Main Town Centre
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%!

- Rodents
- LGB
- Poor Handling
- Weevils
Implications of PHL

- Food security
- Reduced Income
- Health Risks

GDP
Historical Perspective

- Traditional Granary
- PP & Jute Bags
- Pesticides
- Metal Silos
- Plastic Drums
- COCOON
- AgroZ/Hermetic Bag
Current Storage Practices

LARGE SCALE STORAGE

SMALL SCALE STORAGE
The Grain Storage Pyramid In Tanzania

Vast majority are smallholder farmers

- L. Scale
  - Medium/large scale farmers
  - Smallholder farmers
  - Smallholder farmers
- Smallholder farmers
Strategy - 1

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.
Strategy - 3

Strategic partnerships and collaboration

- NGOs
- CBOs
- Government
- Private sector
- Researchers
- SACCOs
Strategy - 4

Media

- Radio
- TV
- Magazines
Strategy - 5

Demos

Carried out during FFDs and during trainings including programs such as FtMA
Strategy - 6

Exhibitions & FFDs
Strategy - 7

Distribution
Strategy - 8

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
Policies

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

GENUINE

➢ UNBRANDED
➢ LOW QUALITY
➢ UNSTRUCTURED DISTRIBUTION CHANNELS

FAKE
BAN ON PLASTIC BAGS

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

BANNED CARRY BAGS

PERMITTED HERMETIC BAGS

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

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?

- Locally produced
- Readily available
- Good distribution network
- Well researched
- Easy to use
- Pesticide free
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...

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