



# Tanzania Fertilizer Company champions affordable inputs, innovation ahead of Nane Nane

## By A Correspondent

As farmers across Tanzania prepare for this year's Nane Nane agricultural exhibitions, the Tanzania Fertilizer Company (TFC) is positioning itself as a key driver in the nation's pursuit of improved agricultural productivity through access to quality, affordable fertilisers.

Founded in 1968, TFC is a government-owned enterprise established under the Companies Act to ensure that farmers across the country receive the right inputs, at the right time, and at the right price.

More than five decades later, the company continues to play a pivotal role in fertiliser importation, distribution and retailing, particularly targeting smallholder farmers.



President Samia Suluhu Hassan

## Nationwide reach

Headquartered in Dar es Salaam at Sukari House in Posta area, Ohio/Sokoine, TFC operates a widespread distribution network with zones warehouse and sales centres.

i. **Songea Zone:** This Zone covers Iringa, Ruvuma and Njombe regions. The selling centres are at Iringa Municipal, Makambako, Njombe, Tunduru, Mtwara and Songea.

ii. **Mbeya Zone:** This covers Mbeya, Rukwa and Katavi regions with selling centres in Mbeya city, Sumbawanga and Mpanda.

iii. **Northern Zone:** Covers Kilimanjaro, Arusha and Manyara with selling centres at Moshi and Arusha.

iv. **Western Zone:** Covers regions of Tabora, Shinyanga, Kigoma, Singida and Dodoma with main selling point at Tabora.

v. **Lake Zone:** Covers Mwanza, Mara, Bukoba, Geita and Simiyu with main selling centre at Mwanza

vi. **Eastern Zone:** Based in Dar es Salaam and covering Dar es Salaam, Coast, Morogoro, Tanga, Lindi and Mtwara.

This national footprint enables the company to serve farmers in both urban and remote rural areas efficiently.

"Our focus is to ensure timely access to fertiliser by strategically placing our warehouses close to farming communities," says Mr. Samuel Mshote, TFC Director General.

## Fertiliser subsidies and blending technology

In the past year alone, TFC has distributed over 59,000 tonnes of fertiliser to tobacco farmers - including CAN, UREA and NPK - under the government's subsidy programme.

Additionally, more than 54,500 tonnes of DAP and UREA N46% have been supplied to be used in other crops.

To date, more than 25,000 farmers have directly benefited from these initiatives.

TFC is investing in fertiliser blending infrastructure. The company is constructing a state-of-the-art blending facility in Pamba godown at Kurasini Dar es Salaam, capable of producing 120 tonnes of blended fertilizer per hour.

This plant is expected to significantly reduce the country's reliance on imported fertiliser blends and tailor products to local soil health profiles.

In other achievements, TFC has bought five lorries, with 10 tonnes capacity each, for distribution of fertilizer notably in rural areas.

TFC has entered into a joint venture with Tanzania Biotech Production Limited (TBPL), specifically for production of bio-fertilisers.

TFC has also received 42 Points of Sale (POS) gadgets to facilitate revenue collections from sales of farm inputs.

In another move, TFC has rehabilitated its Songea warehouse with a capacity to store 15,000 tonnes of fertiliser.

In 2025/26 season, the government has budgeted to distribute 1.5 million tonnes of fertilizer.

Out of this amount, TFC is planning to buy more than 342,000 tonnes of fertilizer. 200,000 tonnes will be for food crops, 142,000 tonnes for tobacco farmers and 500 tonnes of



subsidized fertilizer for tea farmers.

Through TFC, the Ministry has bought 200,000 tonnes from local manufacturers in a move which aims at boosting local production.

To further boost local production of fertilizer, TFC is planning to build TripleS SuperPhosphate (TSP) plant in Songwe region. TFC has bought and distributed 1,000,000 litres of pesticides for tobacco and another 1,000,000 litres for cotton.

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*The Minister for Agriculture,  
Hussein Bashe*



*TFC Director General, Mr. Samuel  
Mshote*

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### Knowledge as a key input

TFC is not only a supplier but also a trusted agricultural adviser.

The company encourages farmers to engage with extension officers and accredited agents to learn about the proper and timely application of fertilisers.

Farmers are urged to attend training sessions and avoid purchasing from unauthorised dealers, which may expose them to counterfeit products with poor or no efficacy.

"Our advice is simple: use the right fertiliser, at the right time, and in the right way. That's the only way to guarantee higher yields and profitability," the spokesperson said.

### Digital innovation and Nane Nane showcase

At this year's Nane Nane exhibitions, TFC will showcase its digital fertiliser distribution platform, a game-changing innovation that improves accessibility and traceability.

The platform allows farmers to order fertiliser remotely and receive guidance based on soil-specific recommendations.

"This system not only makes fertiliser more accessible but also helps farmers get the right product for their land," says the DG.

### Future strategies

Looking ahead, TFC plans to:

- Expand its blending plants across strategic agricultural zones.
  - Collaborate with Agricultural Seed Agency (ASA) to provide subsidised agricultural inputs to farmers. ASA will handle production, while TFC will manage distribution.
  - Deepen collaborations with research institutions to develop region-specific fertiliser formulas.
  - Roll out more digital tools to streamline distribution and monitor usage trends.
- "Sustainable agriculture starts with access. By investing in local production and infrastructure, we can transform Tanzania's food systems and improve rural livelihoods," the DG concluded.

As agriculture remains the backbone of Tanzania's economy, the role of input suppliers like TFC becomes even more critical.

With innovation, affordability, and farmer education at the core of its strategy, TFC is poised to be a cornerstone in Tanzania's agricultural transformation.

