

NEWS & FEATURES

Boosting Tanzania's Horticulture Sector: Stakeholders Address Agro-Logistics Challenges

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In a concerted effort to transform Tanzania's horticulture sector, public and private stakeholders gathered at Sunset Hotel in Iringa for a high-level policy dialogue. The event, organized by Trademark East Africa, the Tanzania Private Sector Foundation (TPSF), and SAGCOT Centre Limited (SCL), sought to address critical agro-logistics challenges within the Southern Agricultural Growth Corridor of Tanzania (SAGCOT). Discussions revolved around enhancing supply chain efficiency to unlock economic opportunities and drive sustainable growth in one of the nation's most vital industries.

Tanzania's horticulture sector is a cornerstone of the national economy, contributing significantly to job creation, foreign exchange earnings, and diversification of tax base. However, logistical hurdles such as inadequate storage facilities, exorbitant transportation costs, and inefficient cross-border trade processes continue to stifle its full potential. "Efficient agro-logistics is not merely about transporting goods; it ensures that fresh produce reaches markets in optimal condition, benefiting farmers, businesses, and consumers alike," noted Prudence Lugendo, Policy Specialist at SAGCOT Centre Ltd.

The dialogue brought together key players from government, the private sector, and development organizations to chart a roadmap for improving agro-logistics in Tanzania. Participants included Isowelu AMCOS, Tanzanice, Get Aroma Spices, the Avocado Association of Tanzania (ASTA), Mbinga Avocado Farmers Association, Gen Agri Company Ltd, NSHDA-Njombe, and Eat Fresh (GBRI). These entities collectively emphasized the need for infrastructure development, cold storage solutions, streamlined customs procedures, and robust public-private partnerships to tackle systemic inefficiencies.

A major focus of the discussions was empowering smallholder farmers within the SAGCOT corridor—the backbone of Tanzania's horticulture sector. Often constrained by limited access to infrastructure and market linkages, these farmers stand to gain immensely from improved logistics. "When we strengthen agro-logistics, we don't just benefit large corporations—we create opportunities for smallholder farmers who are the lifeblood of our rural economies. This is how we achieve inclusive growth," said Prudence Lugendo. By addressing these constraints, farmers can boost productivity, access new markets, and secure better prices for their produce.

Enhanced agro-logistics also promises broader economic transformation. It attracts investment into Tanzania's horticulture sector, increases foreign exchange earnings, expands employment opportunities, and diversifies revenue streams beyond traditional exports like minerals and

crude oil. The meeting concluded with a collective commitment to drive action through infrastructure investments, innovative technologies, and policy harmonization for seamless cross-border trade.

As Tanzania positions itself as a regional leader in agriculture, this policy dialogue marks a pivotal step toward transformation. Stakeholders remain optimistic about the future of horticulture, united by a shared vision of building a resilient, competitive, and sustainable agricultural ecosystem. “This is only the beginning. Together, we can overcome our agro-logistics systems' challenges and ensure that Tanzania’s horticulture sector realizes its immense potential,” remarked Prudence Lugendo in her closing statement.

With clear goals and collaborative efforts in place, Tanzania is ushering in a new era of growth and prosperity for its agricultural landscape. Stay tuned for updates on the next steps in this transformative journey.

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