

# Maziwa Zaidi (More Milk) in Tanzania

## Fodder market opportunities for smallholder dairying in Tanzania

<sup>1</sup>Margaret Lukuyu<sup>1</sup>, Alice Njehu<sup>2</sup>, Angello Mwilawa<sup>1</sup>, Ben Lukuyu<sup>1</sup>, Amos Omoro<sup>1</sup> and Elizaphan J.O. Rao<sup>1</sup>

<sup>1</sup> International Livestock Research Institute; <sup>2</sup>Tanzania Livestock Research Institute

### Key messages

- Fodder marketing is a fast growing enterprise aiming to alleviate fodder shortages in smallholder dairy farms particularly in the urban and peri-urban areas of Tanzania.
- Increasing urbanization has led to an increase in the number of dairy farmers (some landless) in urban and peri-urban areas due to the rising demand for milk. Consequently there is a rising demand for fodder.
- Fodder marketing offers a business opportunity to the unemployed and poor who have limited ability to undertake high capital investments.
- Improving the efficiency of fodder markets makes dairy farming more profitable and provides income generation opportunities particularly to women and youth.

### Objectives and approach

To understand fodder markets and fodder trading patterns in Tanzania, focus group discussions were held with producers, traders and consumers to collect information on forage production, exchange mechanisms, suppliers and buyers, processing, quality assessment and quality/price relationships, gender issues, annual fodder availability and the constraints and opportunities at each market node.

### Opportunities to invest and scale

- Government should recognize the fodder value chain as a business system and establish policy and institutional support structures and services for fodder businesses.
- Public-private partnerships to develop a practical feed quality assessment system and build the capacity of fodder market actors to conserve fodder to reduce wastage during the wet season.
- Public-private partnerships to facilitate development of appropriate structures to organize all fodder market actors along the value chain and build their capacity.

Figure 1. The Tanzanian fodder value chain actors and their linkages

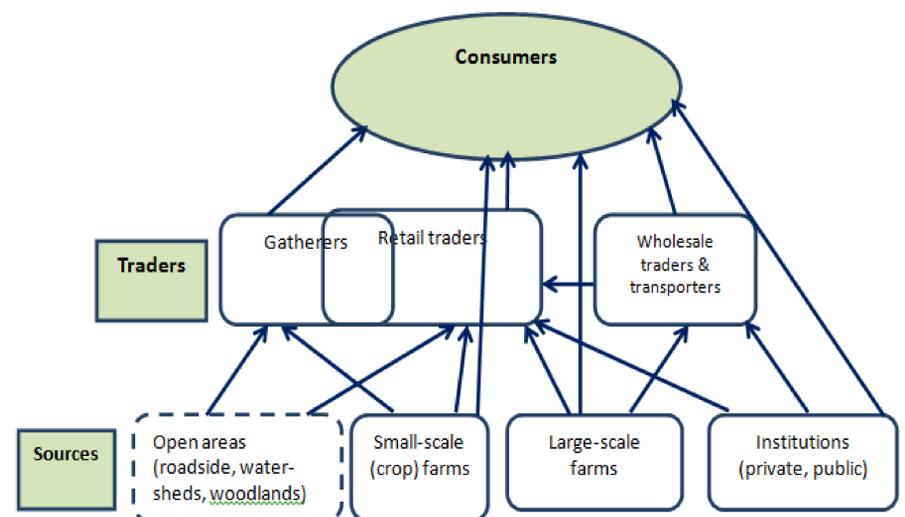


Table 1 - Nutrient content and cost<sup>1</sup> of commonly marketed feed types in MoreMilkIT sites and other selected regions of Tanzania

Feed types	CP (%)	NDF (%)	ADF (%)	ME (MJ/Kg)	IVOMD (%)	Cost/Kg DM <sup>2</sup> (USD <sup>3</sup> )
Leucaena leaf meal	28.0	49.2	29.2	8.3	63.1	0.18
Napier grass	12.6	68.1	42.4	7.3	55.2	0.14
Natural Grass	9.1	73.1	46.9	7.3	52.6	0.13
Bean haulms	6.4	62.6	53.9	7.9	54.3	0.09
Dry maize stover	6.0	75.5	51.0	7.5	52.7	0.03
Rice straw*	9.4	66.5	49.2	6.3	48.6	0.06
Hay (Rhodes)	4.2	77.8	53.9	7.2	49.4	0.08
Grass/Legumes Mixture	7.0	76.2	52.3	7.2	50.1	n.a
Banana stems*	10.9	63.0	45.0	6.7	51.9	n.a
Hay (Cenchrus)	3.5	83.3	58.7	7.3	48.0	n.a

CP = Crude protein; NDF = Neutral detergent fibre; ADF = Acid detergent fibre ME MJ/kg = Metabolizable energy (MJ/kg DM), IVOMD = *In vitro* organic matter digestibility;

Note: <sup>1</sup>Cost of feed as at the sampling period; <sup>2</sup>Dry Matter values were obtained from samples collected during the study; <sup>3</sup>1 Tsh = USD 0.00044; n.a. = Not available

\*CP values unusually high: rice straw samples may have contained other materials; banana samples may have comprised banana stems and leaves.

### Key results

- The fodder market value chain involves three categories of actor types the biggest proportion being consumers, followed by traders, most being middle-aged men, and the smallest proportion were producers (as indicated by 57, 36 and 7% of the participants respectively). This may signify a mismatch between supply and demand.
- The fodder market value chain is complex, with fodder moving from the source to the consumer through any available channel (Figure 1). This has implications for efficiency, cost and benefits.
- Fodder prices and quality were generally similar across all the sites (Table 1).
- Although fodder quality was of importance, availability was generally the main price determinant.
- Low fodder quality, insufficient supply, lack of technical knowledge and lack of capital were the common challenges across all sites and fodder market actors.

MAZIWA  
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More Milk in Tanzania (MoreMilkIT)



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