



Developing Indigenous Resources For Fertilizer Production in Africa: Minjingu Mines & Fertiliser Ltd.



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Presentation outline

- i. Historical Background**
- ii. Mining and beneficiation process**
- iii. Minjingu Rock Phosphate and its effectiveness**
- iv. Development of Minjingu Mazao, trials, partnerships**
- v. Advantages of using Minjingu Mazao and the distribution network in Tanzania**
- vi. Challenges of placing a new product in the market**
- vii. Results from selected trials.**
- viii. conclusion**



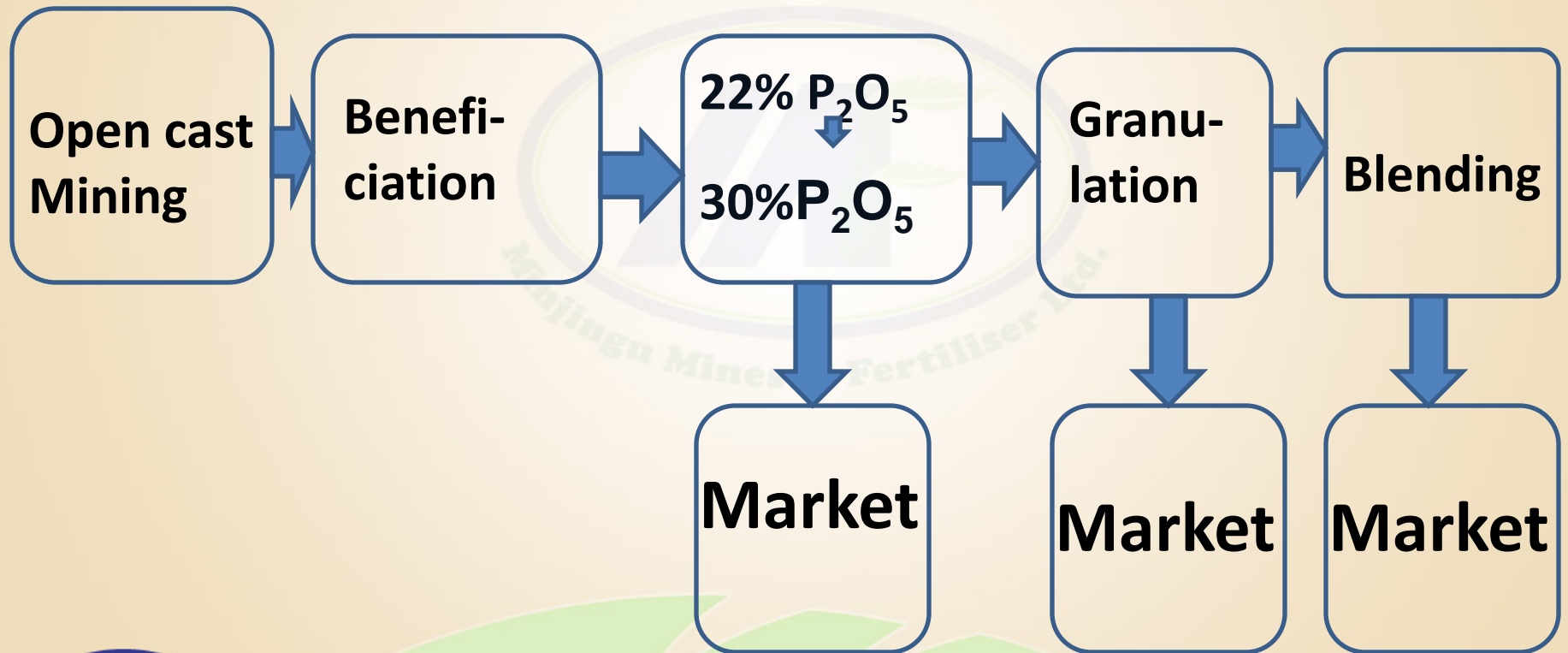


Historical background





Mining & Beneficiation



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Blending



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Minjingu Hyper Phosphate Composition

Mainly ;

P_2O_5 – 30%

CaO - 38



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Effectiveness of MRP

- **Minjingu phosphate is one of the most reactive rocks in the world. Most of the Sub Saharan soils are low in P and highly acidic, hence MRP works well.**
- **Research results shows that within the 15 days of contact with soil, 50 % of Phosphorous is solubilized and made plant available, and equilibrium with soil P is attained within the 50 days.**
- **MRP has now been granulated to make it user – friendly and it is cost effective.**





Minjingu Mazao (NPS +) Development

- After the success of MRP to replace TSP
- There was felt need for a replacement to DAP
- Minjingu Mazao (NPS +) is developed by leading soil scientists in response to local soil and crop types.
- The blend incorporates important micro-nutrients like Zn, Bo & Mg



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Minjingu Mazao Trials

- Before making it available to the market, Minjingu Mazao was tried for 3 years by a consortium of researchers
- The trials covered important agro ecological zones
- Over 2,500 demos undertaken by TAP in over 50 districts for a period of 3 years.



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Minjingu Mazao Trials

- CNFA, FIPS Africa have also carried out demos with Minjingu Mazao in Tanzania and Kenya.
- The total of demos in 3 years is over 150,000 through different donors and on different crops.



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Minjingu Mazao

Partnership in Product Development

- Trials and demos carried out by partners.
- Govt research institutions such as Selian, Mlingano, Uyole, SUA and others.
- Commendable results from trials and demos
- The partnership has resulted in locally manufactured fertilizer suited for local conditions.



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Why Minjingu Mazao?

- Locally manufactured fertilizer more suitable to local soils
- Contains up to 7 nutrients required by plants
- Acid neutralizing fertilizer due to presence of CaO
- Cost saving fertilizer because it a locally manufactured fertilizer.



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Why Minjingu Mazao?

- Readily available through an elaborate network all over Tanzania
- Tanzanians benefit throughout the value chain due to job creation.
- Extensively tried all over the country
- All nutrients in one granule (Balanced application)



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Challenges in Market Development

- Most farmers are not knowledgeable on the use of farm inputs and don't take farming as a business.
- The region has the lowest fertilizer application rate in the world.
- Costly to lay the demos all over the country.





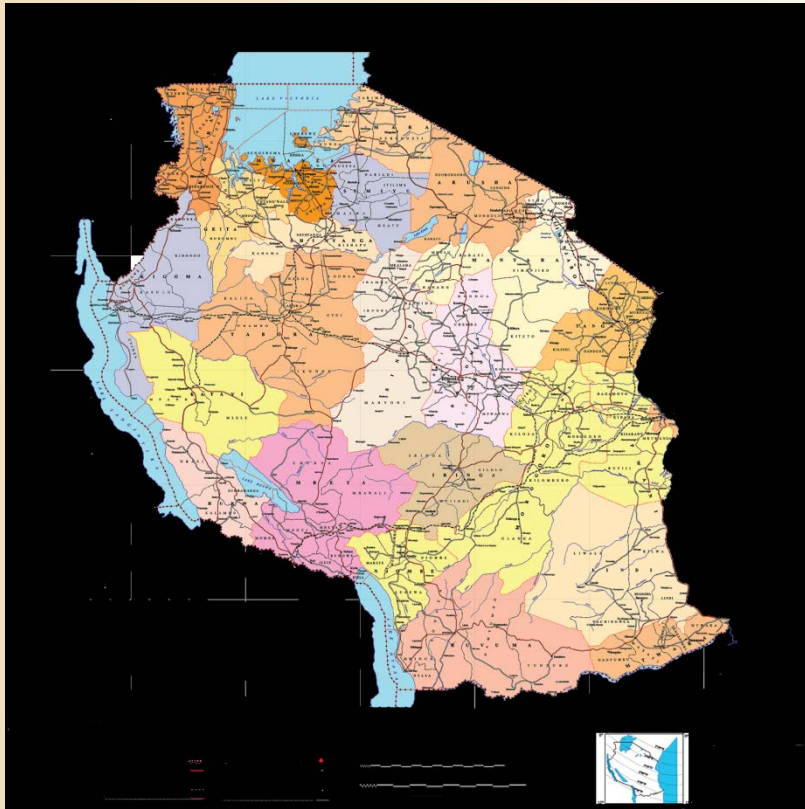
Challenges in Market Development

- Farmer perceptions about the use of fertilizer
- Competition from established companies.
- Resource poor farmers.
- Proponents of organic farming who are against the use of fertilizer.
- Untrained agro dealers on the use farm inputs.





Distribution Network



- Minjingu Mazao and MRP are well distributed all over the country
- Minjingu Mazao is currently available to farmers all over the country through the government subsidy program

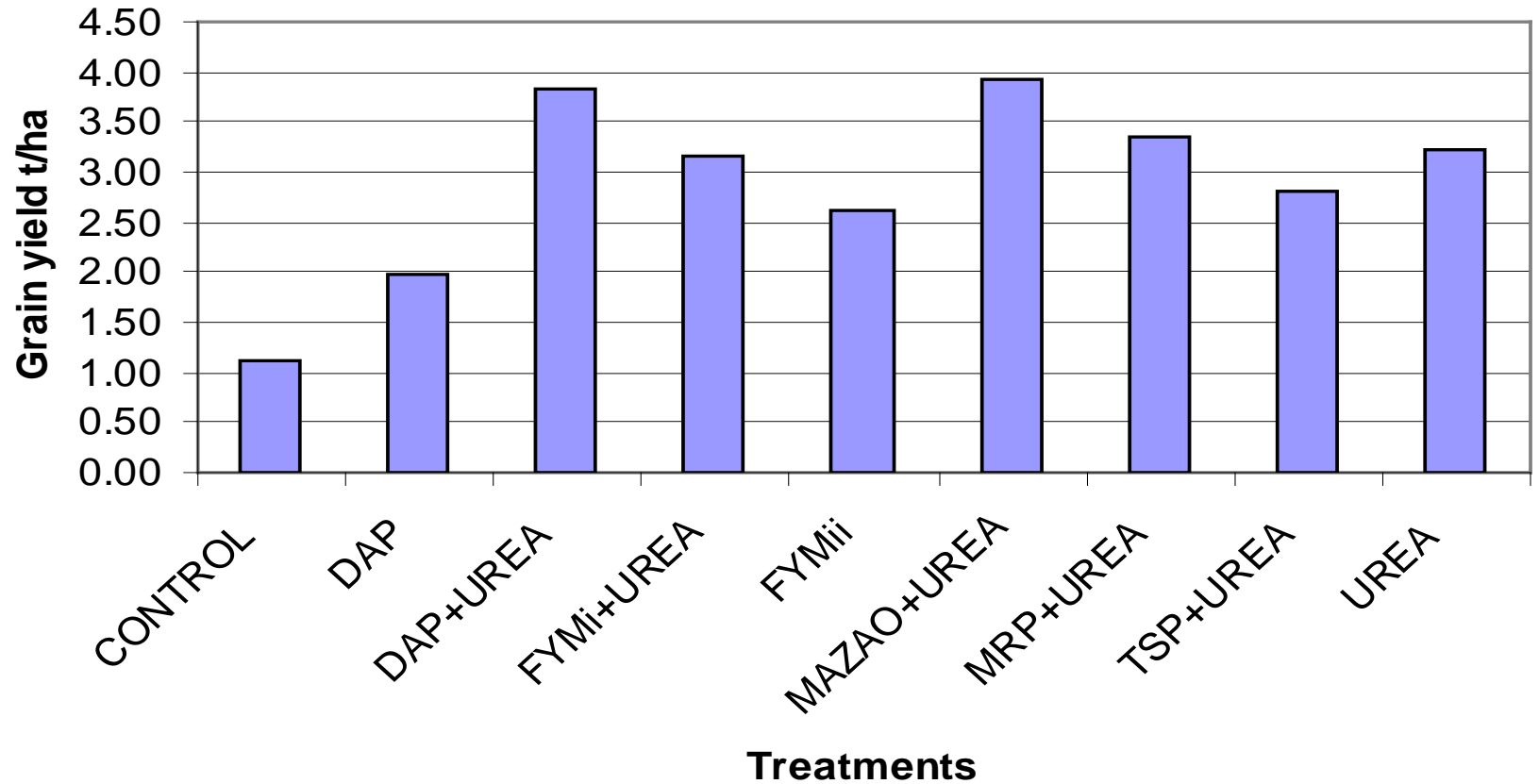


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Trial Results

Selian Agriculture Research Institute – northern zone 2009-10

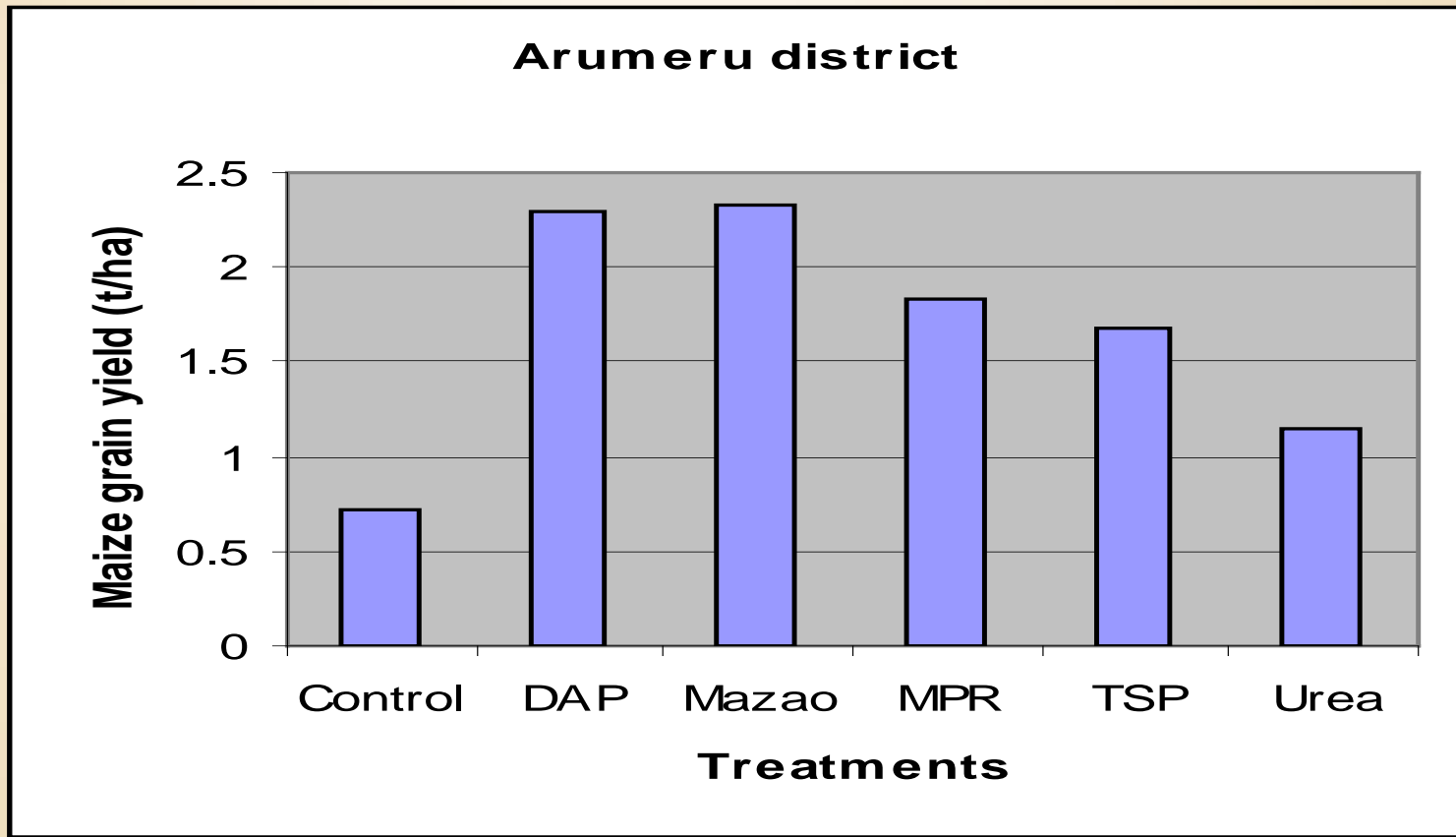


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Trial Results

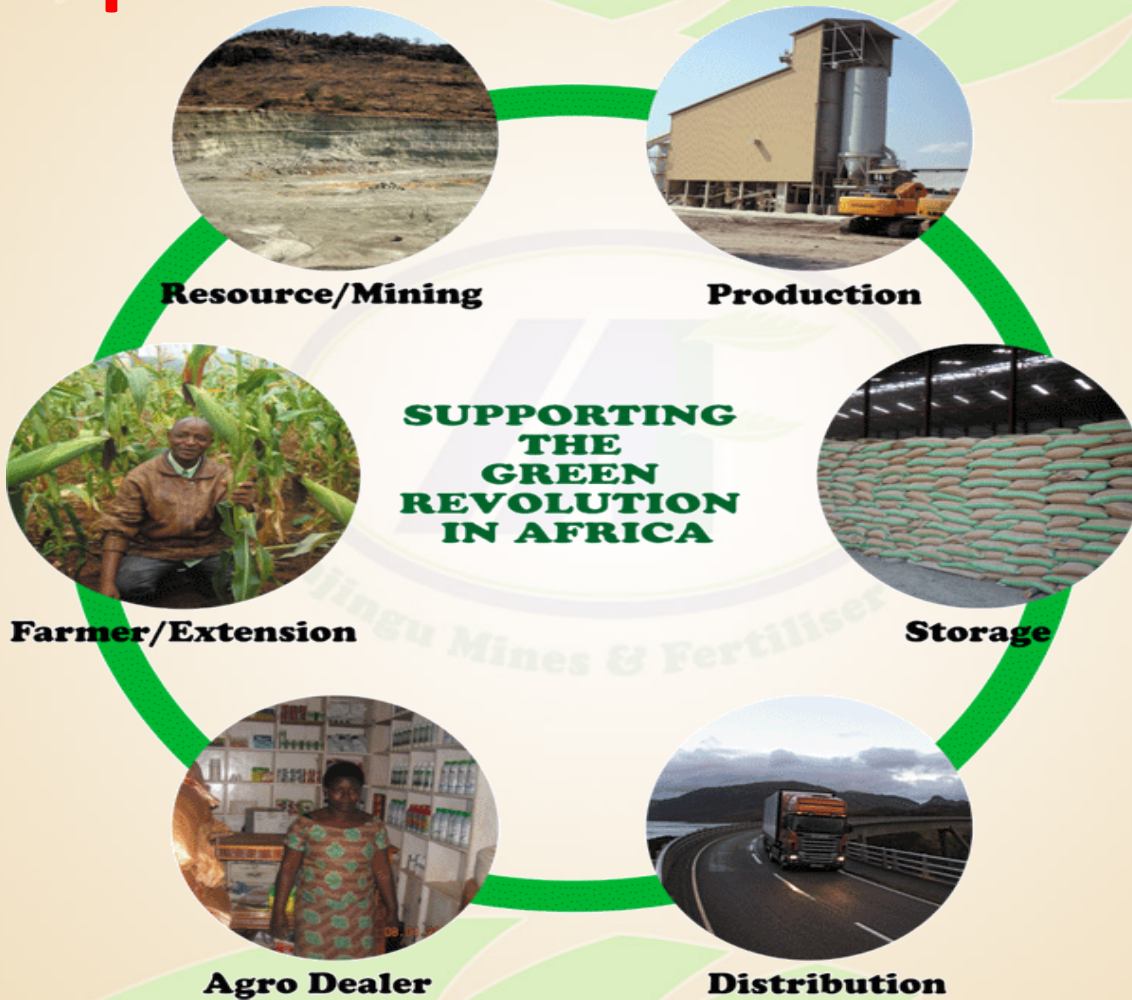
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Input value added chain



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