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QUESTIONS AND ANSWERS
concerning

The National
Agricultural Products
Board

MASWALI NA MAJIBU
kuhusu
Halmashauri ya Taifa
ya Mazao

✓ 7/2015

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Board

GAPEX

FOREWORD

The aim of this pamphlet is to supplement our earlier ones like the "Official Handbook" and "Halmashauri ya Taifa Isimamiayo Mazao" in making the citizens of this country more informed about their National Agricultural Products Board.

It is particularly intended to be read by leaders of this nation so that after acquiring better understanding of the Board, its functions and ideals they are in a better position to educate the people throughout the country and clear up some of the misinformation, or lack of information, about the Board whose activities so affect their daily lives.

We have based our *answers* on the *questions* that have been asked, or are likely to be asked, by the public through the contacts we have established with them — newspapers, broadcasts or visits by Board Representatives to the Regions. We however realize that even with these it is difficult to reach every one in the country — so we ask you the reader of this pamphlet to assist us, and the nation generally, wherever you go by explaining what you have read to the people you come across.

I would like to thank all in advance for all you do towards this end.

H. R. Msefya
CHAIRMAN

NATIONAL AGRICULTURAL PRODUCTS BOARD

QUESTION 1.

WHAT IS THE NATIONAL AGRICULTURAL PRODUCTS BOARD ?

The Board form of marketing organisation appears to have its origin in Queensland, Australia in the 1920's. Since then, it has been widely adopted in other parts of the world particularly in the United Kingdom, Canada, West Africa, South Africa, East Africa.

In Tanganyika there are marketing boards for the chief agricultural export products. The National Agricultural Products Board is a marketing board (a Government Agency) which centrally organises and controls the marketing of some agricultural products grown in the Republic of Tanzania. In other words the National Agricultural Products Board is an official agent interposed between the individual producer and the world market through being given a statutory monopoly of purchase and corresponding monopoly of sale of the commodities concerned. Formerly these products were not one channel marketed but now the Board uses the "one channel system" which aims at ensuring that both the consumers and producers fare well under the controlled marketing system by organising and controlling the price, movement, storage and final export or internal sale of the produce. The Board is one of the Tanzania's tools for Development and advancement, a tool of a better marketing system which can be used to secure a share in the rewards of Commercial and produce marketing activities.

QUESTION 2.

SKETCH ITS BRIEF HISTORY (ORIGIN)

The idea of establishing the Board originated from the TANU National Executive Committee and after being approved by the National Assembly the Board was established under the Agricultural Products (Control and Marketing) Act of 1962 by the Agricultural Products (National Agricultural Products Board) order 1962 (Government Notice No. 520 published on 28th December, 1962). The Board eliminated the middle man and introduced socialism by using the Co-operative Societies and Unions as its agents. The first commodity to be placed under the Board's control was maize but more and more crops with the approval of the National Assembly have been, and are still being, added to the Board's schedule of controlled crops.

(Representation)

The present membership consists of :-

5 Regional Commissioners (Iringa, Coast, Morogoro, Mtwara and

Arusha).

6 Representatives of Co-operative Unions :

- (i) Secretary General C.U.T.
- (ii) Manager-Ngoni Matengo Co-op. Union Ltd.
- (iii) Chairman — Iringa Farmers Co-op. Union Ltd.
- (iv) The Manager — Cosata.
- (v) The Managing Secretary — Mtwara/Ruvuma Co-op. Union Ltd.
- (vi) The Chairman — Kanzeko, or his representative.

3 Principal Secretaries, Ministries of

- (i) Agriculture.
- (ii) Commerce and Co-operatives.
- (iii) Treasury.

1 Chairman

The members of the National Agricultural Products Board are appointed by the Minister for Commerce and Co-operatives who is responsible for the working of the Board.

These appointments are made in consultation with the members of the Executive Committee. The Board's Executive Committee consists of seven members namely :-

- The Chairman.
- 2 Regional Commissioners.
- 3 Principal Secretaries.
- 1 Member of the C.U.T.

The composition of this Board is a convincing testimony of the fact that the Board members are chiefly concerned with looking after the farmers' and consumers' interests; for one of the objects of this Board is to safeguard the farmers' welfare. In a wider context, the Board was created in order to safeguard the interest of all the people living in the Republic of Tanzania.

QUESTION 3.

WHAT ARE THE FUNCTIONS OF THE BOARD ?

As I have mentioned the Board was established to handle the commodities which were not one channel marketed. Most of these

commodities are low priced and some of them are consumed locally e.g. maize and paddy. The oilseeds include groundnuts, simsim, sunflower, castor seeds. The Board also handles all the Republic's cashew-nuts and controls copra as well as cassava in Mtwara, Ruvuma, Kigoma and Tanga Regions. There are other crops which were scheduled by the National Assembly to be added into our list of controlled Agricultural produce on the recommendation of the Regional Commissioners Regional Co-op. Officer, and the Minister concerned. The Board protects the consumer and satisfies the producer by giving him fair guaranteed and fixed prices, assured market for his produce, simplified marketing process, and protects him against the exploitation of the middle man as well as encouraging him to improve his quality. On the other hand the consumer is assured of good quality produce, fair prices, sufficient supply; regular and fair distribution of the commodities controlled by the Board; protection against the exploitation of the middle man. The Board doesn't only handle the food commodities of the country, it builds the nation by introducing stable and sound marketing system. It would have been a burden to the farmer to handle his produce alone. Think of the storage facilities, transportation, fumigation, grading and sales. The Board has simplified all this work for the farmer. At present the Board is running godowns at Dar es Salaam, Mtwara, Iringa and Dodoma.

The Board uses several ways to dispose its products :-

- (a) *Fixed or contracted prices* : e.g. the sale of maize and paddy for internal use is by fixed or contracted prices.
- (b) By offering prospective buyers tenders : maize and paddy for export are disposed of by calling for tenders. For all oilseeds — cashewnuts inclusive — whether for local sales or export, sale is by calling for tenders and mainly auction.
- (c) By private treaty sales.
- (d) By public auction e.g. oilseeds.
- (e) By Government to Government : Cash sale or barter.

QUESTION 4.

HOW DOES THE BOARD OPERATE ?

It is the Board's policy to practise socialism in all its activities. This is being achieved through our Main-and Sub-Agents who are co-operative Unions and Societies.

When a farmer sells his maize in a buying post, the maize is directly taken to the co-operative society which is a sub-agent. The Co-operative Society takes the produce to the Main Agent's godown. Once the produce is in the hands of the Board's main agent the produce belongs to the Board. This produce cannot be sold without the authority of the Board. In areas where the Board has godowns e.g. Dar es Salaam, Mtwara, Iringa and Dodoma, the primary society (sub-agent) or the co-operative Union (main agent) can deliver the produce directly into the Board's godowns. At present all the Board's agents are Co-operative Unions.

QUESTION 5.

(a) WHAT ARE THE DIFFERENCES IN FUNCTIONS BETWEEN A MARKETING BOARD (e.g. National Agricultural Products Board) AND A CO-OPERATIVE UNION ?

(b) WHAT IS THE RELATIONSHIP BETWEEN THE NATIONAL AGRICULTURAL PRODUCTS BOARD AND A CO-OPERATIVE UNION ?

A most important point to note is the essential difference between Co-operative Unions and Marketing Boards. Co-operatives are voluntary associations organised by producers. A Co-operative Union is meant to be a mere amalgamation of such small societies for administrative and other conveniences. Their work is to take the place formerly held by small individual traders in the marketing chain. The fact is that they handle all sorts of commodities produced by their members, so they are not specialists; for instance, the Co-operative Union of Tanganyika embraces not only marketing but industrial co-operatives credit and consumer Societies covering a wide range of services and activities. Furthermore a co-operative movement cannot be expected to direct the stabilisation of prices. The marketing boards e.g. the National Agricultural Products Board, on the other hand, are formed under Government legislation as its arm in the marketing of produce. This is necessary in these days of planned economies where things and people cannot just be left to the fate of Providence. The Marketing Boards have powers to compel all producers or marketers to adhere to their directions. They are in a position to be specialists in the marketing commodities under their control which is especially important and difficult as far as agricultural products is concerned.

The National Agricultural Products Board is a marketing Board. It began controlling the marketing of maize in July, 1963. Since then it has spread its range of control to cover *cashewnuts* (March—September, 1964), *paddy* (July, 1964) and *oilseeds* i.e. *groundnuts*, *sunflower-seeds*, and *Sesame* (simsim) (March, 1965) throughout the country and directing the marketing of copra in the Coast and Tanga Regions and

cassava in the Kigoma, Ruvuma and Tanga Regions. Other commodities under schedule i.e. which we intend to take over at some future date on the recommendation of Regional Authorities include Soya beans, beans, beeswax, coconuts, European potatoes, grams, honey, millet, onions, peas, sorghum and sweet potatoes. These schedules are made by Parliament while the compulsory marketing orders are approved by the Minister for Commerce and Co-operatives.

Coming to the Commodity Boards, these normally deal in only one commodity, though they might deal with it in various stages. For example the Lint & Seed Marketing Board exercises control over raw cotton presented for sale by the farmers, the finished cotton lint, the cotton seed. The National Agricultural Products Board on the other hand, deals with a variety of commodities. However, in most cases each of these commodities, taken separately, are of lower total value than the single items controlled by the individual "commodity" Boards. Most of the Boards deal with items of produce which are for export or for local processing prior to export.

As regards the relationship between the National Agricultural Products Board and the Co-operatives we hardly need to over-emphasize the fact that the marketing Boards must work cordially with Co-operatives since they are both People's organisations. In this country, we try our utmost to foster this co-operation by boosting the business of co-operatives in the form of marketing agencies at all levels. Our connection with Co-operatives is a very close one indeed. A high proportion of the members of the Board represent co-operatives.

Furthermore, all the Board's main agents are co-operatives. In every region we have given preference to the co-operatives. In addition to this, all main agents, whether co-operative Unions or not give preference to Primary co-operative societies when appointing sub-agents.

The co-operative organisation helps the Board in many ways; firstly, they act as the only real link between the Board the individual producer. They also help the Board run more efficiently. The strict observance of a quality rules by them makes final sales easier and prices higher. This helps the farmer, society and the Board; in short the whole agricultural economy. Also, prompt purchases from the farmer gives the Co-operative movement a good name with the farmer — members and this means that the produce is bagged quickly after the harvest. This equally helps the consumer indirectly because the quality of the foodstuffs is improved.

QUESTION 6.**WHAT CONSIDERATIONS GOVERN THE DETERMINATION OF THE BOARD'S PRICES ? (I.E. PRICES PAID TO PRODUCERS)**

The Board takes several factors into consideration when fixing the price of any produce it controls : The Board's purpose for accurate prediction is to improve price expectations so that both the farmer and consumer can make their decisions with greater certainty.

Farmers and agricultural leaders who understand the nature of the forces governing supply and demand—forces giving rise to price fluctuations (variations) will whole heartedly support Government programmes aimed at stabilizing prices through the National Agricultural Products Board.

Without taxing your mind with economic terms such as price elasticity, laws of supply and demand, etc., we shall briefly explain the factors affecting our pricing policy. Basically, the price is fixed by local conditions of demand and supply (i.e. how much buyers are prepared to pay for a particular unit of commodity per unit of time, and how much quantity of commodity a producer (e.g. of maize, paddy, etc) is prepared to offer on the market per unit of time. Furthermore, we take into account current and future (anticipated) world demand for/and supply of such a commodity, e.g. maize/paddy etc., hence its price on the world market.

Also we consider the handling and other marketing costs. These considerations guide us in formulating (fixing) the price of various agricultural products controlled by this Board. The whole process entails a careful analysis and planning. We do not arbitrarily fix the value farmers receive for their produce or the money consumers pay for the produces they pay. All the prices fixed by the Board have the blessing of the people's democratically elected Government. Therefore the Board offers you the most fairest price that can possibly be obtained at any particular time of the year (under the marketing conditions existing at that time).

QUESTION 7.

(a) WHY DOES NOT THE BOARD PAY THE FARMER MORE THAN SHS. 34/20 (GRADE I AND II MAIZE) FOR 90 KGS. NET AT MAIN AGENT'S STORE ?

(b) HOW DOES THE BOARD EXPLAIN THE DIFFERENTIAL BETWEEN ITS BUYING PRICE (MAIZE) AND ITS SELLING PRICE ?

It is not uncommon to hear some people ask why does the farmer receive only Shs. 26/10 per bag of maize while the Board sells Grade I and II maize at Shs. 46/80.

We shall answer these questions in two parts. In the first section we shall advance the reasons why the farmer receives only Shs. 26/10 or 27/- or Shs. 28/-.

It must be understood from the onset that the Board does not directly pay the farmer. The usual procedure is as follows :- The Board pays its main agents Shs. 34/20 per bag of 90 kilos nett for Grade I and II maize; Shs. 31/50 per bag of 90 kilos nett for Grade III maize and Shs. 26/10 of 90 kilos nett for Grade IV maize. All our main agents are Co-operative Unions. The price a farmer receives for his produce is fixed by the Co-operative Union in consultation with the Regional Co-operative Officer and the Board. Now going back to our question why does the farmer receive less than Shs. 34/20, the explanation is as follows :

If a Main Agent (Co-operative Union) receives maize direct from growers properly bagged to 90 kilos nett in a new jute "B" twill, the Main Agent will pay the grower the Board's promulgated price less 3 cents per kilo and less any produce cess, the handling and administrative costs from the buying point to main store (primary buyers fees), these should not exceed 3 cents per kilo; the actual cost of transport from buying point to main store, the marketing dues (if any) payable to the local council.

These cost items explain the difference between the price paid by the Board to the Main Agent (i.e. Shs. 34/20 for Grade I and II maize) and the price paid to the grower by the Main Agent.

How can we explain this growth of the marketing margin ? Some people suggest that it represents *monopolistic and monopsonistic* elements in the food processing and marketing sector of the economy. Statistics and analysis are not available to answer this question fully. However, an important portion of this growing speed is in itself an economic development phenomena.

The price differential is adequately explained by the existence of marketing margins. The farmers and consumers do not understand why the Board buys at a low price (e.g. maize price) and sells at higher prices. They consider this difference is used to swell the pockets of the Board. This is not true as our administrative costs are extremely low (a mere 1½% of selling price). Most of the difference goes into rent for stores, bagging, fumigation, interest on capital, crop insurance, building equipment, shrinkage, local treasury cess, development levy, transport and weighing costs and stabilization reserves.

The farmer should further be made to realize that the price we offer them for maize is higher than they could obtain on the world market. So that if we export maize we have to subsidize the price offered to farmers, at a loss to the Board and the country as a whole. Also to avoid the experience of buying food crops from Board stores during the off-season at "high" prices, farmers should be encouraged to estimate their requirements for the whole year and make their storage — selling only the absolute surplus. In short, this price differential within the local market has the psychological effect of making the farmer feel that he is being exploited. While perhaps you and me can see the logic behind — not in absolute terms — the payment of Shs. 46/80 per bag of 90 kilos nett ex-store, needs a long time of exhaustive explanation to convince an ordinary farmer (of course, not all) that it pays him to receive Shs. 34/20 per bag of 90 kilos nett (Grade I and II) maize or Shs. 26/10 per bag of 90 kilos nett (Grade IV maize) direct sale than if he were to store, fumigate, buy gunny bags and transport to the consumer who is likely to be an urban worker and be paid Shs. 46/80 for Grade I maize.

We shall now briefly give the reasons accounting for the difference between the buying price of the Board i.e. Shs. 34/20 and its selling price Shs. 46/80.

The Board incurs several other costs from the time the main agent receives maize from the primary buyer or direct from the grower. The Board pays the Main Agent remuneration at the rate of Shs. 1/30 per bag purchased. Other costs include storage fees covering all capital, administrative and handling expenditure, extra storage fees (11 Cts. per bag per week). Insurance, (against fire, flood risks and acts of God from the time of receipt into store to the time of issue out of store etc.), interest charges on borrowed money and capital, shrinkage allowance, Board stabilization fund, contingencies. We thus arrive at our selling value figure ex-main store of Shs. 46/80 for Grades I and II maize after we have included the above-mentioned items of costs (marketing margin).

Finally, the performance of any pricing system should be weighed by the standards of the ends which it is supposed to serve. It is not reasonable to attribute any sacredness to this or any price formula. The only valid measuring rod is the degree to which it attains its goal in operation. Judged by this criterion the National Agricultural Products Board has more or less achieved its goal — i.e. a policy of price support so that whenever the market price is less than the announced support price, the National Agricultural Products Board has made up the difference by means of income payments to farmers. These income payments have aimed at meeting the following conditions :-

That they should be strictly counter cyclical in design (i.e. they should serve to boost farm income in times of deflation and lower it in times of inflation), they should not cause farmers to make production decision that are inconsistent with long run needs, and they should not clog the channels of trade.

QUESTION 3.

WHAT ARE THE MAIN ELEMENTS OF THE BOARD'S FINANCIAL POLICY ?

The Board's financial policy is aimed at guiding its investment decisions and the distribution of its trading surplus between the growers and the consumers and its reserves.

Working Capital : The Board requires some amount of working capital to conduct its business. Funds are needed for crop finance, for carrying forward stocks and to finance day to day overheads. It is estimated that a maximum amount of £3 million will be required at any time. Funds are needed to cover the cost of the stocks and their maintenance as well as capital being required for the construction of stores. Approximately a maximum of £200,000 would be needed to finance the cost of the carry-over stocks and additional working of £15,000 needed to cover maintenance costs. Therefore total working capital required is approximately not more than £1 million.

Capital Expenditure : The Board needs to expand the facilities for the marketing of crops, especially in the provision of storage at various centres throughout the country. Over the next five years about £800,000 will be needed.

Reserve : The Board needs to maintain reserves to cover any loss that it might incur in its own marketing operations in the foreseeable future. Any surplus money is invested in Treasury Bills or Government stock.

QUESTION 2.

WHAT ARE THE ACHIEVEMENTS OF THE BOARD ?

During the period preceding the inception of the National Agricultural Products Board, many parts of our country (especially in 1962) experienced acute food shortage and famine caused by either floods or drought. A gift of low grade grain (and milk) was made available to the country by the U.S. but this did not always keep up with our dignity as a newly independent country. Where basic foodstuffs were available they were sold at exaggerated prices to the hard hit people by private traders who made this a God-given opportunity to speculate and get rich. Further any restrictions that existed in marketing applied

only to African produced crops — the other races were left in a free market so that any efforts at stabilising prices would easily lose effect. The creation of marketing boards for the different commodities to deal with storage and distribution would alleviate such problems. It was under such circumstances that the Agricultural Products (control and marketing) Act 1962 was passed and under it the National Products Board (together with other commodity marketing boards) was formed.

From nothing the Board has expanded very rapidly over the past two and half years. It has managed to control effectively the internal food situation so that any shortages have been met either by transferring foods from one region to another (e.g. maize) or by importation (e.g. rice). For the export crops because of better supervision and insistence of quality standards, better prices have been realised for our cashewnuts and oilseeds. As soon as it is feasible we shall gradually take over the other crops in our schedule.

Furthermore the Board has constructed major godowns (stores) in Dar es Salaam and Iringa and we intend to expand storage facilities at various centres throughout the country. It is estimated that £200,000 will be spent each year over the next three years, and thereafter £100,000 each year. In short any trading surplus had been used for construction of better facilities, investing with Government for development purposes and subsidising producer prices if they fall.

The Board offers the consumer (internal) of foodstuffs good quality produce for feeding the nation. Furthermore through planning and forecasting, sufficient stocks are reserved to meet any future unforeseeable shortages. Lastly the Board fixes the prices of the produce it handles in accordance with national needs — formerly this was done by the middle man who did not care about the adverse effects of high prices to the consumer so long as he made the greatest profit. For foodstuffs this is an essential function because should prices to the consumer be unbearable the political situation becomes restive.

To the producer the Board provides an assured market. It is compelled by legislation to buy all produce offered within specified limits of time, conditions and prices. This is very important because in past years of surplus production the private trader could either refuse to buy or buy at a very low price. Furthermore, by operating a stabilisation fund the Board is, thus able to buy all produce at fair prices and maintain the level of farmer's income. Transport, storage and fumigation services are also provided. In a nutshell the Board has achieved a lot within a very short period: it has provided producers of staple foodstuffs — maize and paddy — with an assured market especially when they produce in excess of their requirements. We have maintained

a smooth and efficient distribution of foodstuffs and finally have provided storage facilities, offered fair prices and stabilised the farmer's income.

QUESTION 10.

IS THE NATIONAL AGRICULTURAL PRODUCTS BOARD A MIDDLEMAN ?

The Board is not a middleman. It is a non-profit marketing organisation established by the Government for the good of the nation — while the middleman was an individual who bought and sold the produce for the sake of maximizing some profit. Now let us see the

differences between the National Agricultural Products Board and the middleman.

N.A.P.B.

THE MIDDLEMAN

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| 1. Quasi Government marketing organisation. | An individual or a group of people doing their own trade. |
| 2. Non-profit making. | Profit making. |
| 3. Works hand in hand with the Government when fixing prices of produce. | Makes his own prices. |
| 4. Gives stable prices throughout the season. | They change from time to time, even within the season. |
| 5. Stores food from season to season. | Stores food for sale in hunger stricken areas in order to make super-normal profits. |
| 6. Buys all the crops it handles. | Buys only the amount he needs. |
| 7. Caters for the whole Republic. | Caters for a few individuals or a specific area. |
| 8. Educates the farmer. | Doesn't bother to educate the farmer. |
| 9. Protects the rights of the farmer and consumer. | Sucks both the farmer and consumer. |
| 10. Encourages better quality. | Does not bother about quality. When it is poor quality he is very pleased to pay less. |
| 11. Is well represented and always encourages socialism. | Unrepresented and practises capitalism. |

QUESTION 11.

WHAT ARE THE MAIN PROBLEMS FACING THE BOARD NOW ?

In spite of the achievements outlined above, the Board still experiences certain difficulties which it is always striving to surmount. Alone it cannot accomplish very much, co-operation must come from other sections of the community — especially regional authorities and Members of Parliament — who are in constant touch with the farmers. We enumerate here some of these problems.

- (a) *Insufficient Storage Facilities* : This problem faces the National Agricultural Products Board as well as Co-operative Unions and other Boards. In the period of Five Year Development Plan, we intend to provide storage facilities sufficient to meet our needs.
- (b) *Inadequate transport and communication* : is experienced by nearly all sections of our national economy. For remotely situated areas long journeys to our Agent's stores means that more money has to be paid for transport and this reduces marginal profits from farmers' produce. We use the E.A.R. & H., Tanzania National Transport Co-operative and private trucks. We try to secure (get) as much concessions for bulky transport of goods as possible so as to reduce the average charge per bag. Still inefficient handling delays and "dishonesty" are persistent problems about which the Board can hardly do anything.
- (c) *Difficulties with Co-operatives* : The Board has to strengthen the co-operative movement by making the co-operative unions our main agents and the individual co-operative societies sub-agents.
 - (i) Some (most) of the co-operative societies are young and inexperienced in their work generally, so that making them our agents is a risk we always take and at times involves us in considerable losses. We hope that as the movement grows it will acquire more ability.
 - (ii) Even among the older co-operative societies their scope of activities in the past did not cover such food-crops as paddy and especially maize, i.e. it was mostly limited to cash crops. Up to now many tend to regard maize as a second-rate crop, not to be accorded due care and enthusiasm. The regional authorities, Members of Parliament, can help by pointing out to the co-operatives, and farmers that these foodcrops are of vital importance to our nation's well being, in fact even more important than cash crops.
 - (iii) The Co-operatives should further realise that they should work hand in hand with the Board and do all possible to publicize and popularize it with their farmer-members than has been the case hitherto.

- (d) *Costing and Pricing* : This is done by the Board and approved by the Minister for Commerce and Co-operatives.
- (i) The farmers and consumers do not understand why the Board buys at "low" price (especially for maize) and sells at higher prices. They consider that this difference is used to swell the pockets of Board. This is not true as our administrative expenses are extremely low, (only $1\frac{1}{2}\%$ of the selling price). Most of the difference goes into rent for stores, bagging, fumigation, building, equipment, shrinkage, local treasury cess, development levy, transport and weighing costs, and stabilization reserves.
 - (ii) The farmers should further be made to realise that the prices we offer them for maize is higher than they could obtain in the world markets. So that if we export maize we have to subsidize the prices offered to farmers at a loss to ourselves. Also to avoid the experience of buying food crops from Board stores during the off-season at "high" prices farmers should be encouraged to estimate their requirements for the whole year and make their own storage — selling only the absolute surplus.
- (e) *Grading* : Many farmers do not understand the purpose of our grading regulations. These are aimed at standardization and realizing premium prices on the world market. Farmers consider that this is meant to reduce their profits (i.e. when they sell their low grade produce) to the advantage of the Board. Also in the past they had not graded maize but only cash crops. We are trying as much as possible to educate them through our Public Relations Officers, broadcasts, visits etc., Regional authorities should help us achieve this with greater success.
- (f) *Black Marketing* : This is done by the past middlemen who offer higher prices to producers and avoid the one channel marketing chain. They can be successful by offering prices that are higher than the Board (they having none of the usual storage, fumigation etc., costs which the Board meets). Most of the black market produce is either milled locally or exported to neighbouring countries like Kenya where prices are high due to temporary shortages. The National Agricultural Products Board is doing all it can to stamp this out. We have employed an Investigation Officer with the duty of catching suspected black marketers. Education wise as much publicity as possible is being stepped up — through Radio, Seminars, meetings with farmers etc. The regional authorities and MPs can again help in explaining to the farmers the advantages of one channel marketing especially for long-term purposes; V.D.C. members are in a good position to obtain intelligence about these evasions of the law and should not withhold

it from the police, etc for action.

The Board is trying to perform an essential national service successfully. This is not easy but with greater co-operation from all possible sources, especially from those people in constant touch with the farmers and consumers we hope to achieve this.

QUESTION 12.

CAN THE PUBLIC ASSIST THE BOARD ?

The obvious answer is "YES." Since the Board is vital organ in speeding up the economy of the country it is the duty of every good citizen to co-operate with the Board in order to ensure its success.

Although the middle man has been driven underground by the Board, he hasn't completely disappeared. He is still roaming here and there propagating slogans against the Board. What we would like the public to do is to co-operate with the Board by defying such misleading people. It is an order that all the crops handled by the Board should be sold to the Board through its agents which are co-operative societies and unions. Any one who sells his produce to an unauthorised buyer breaks the law. The public can assist the Board by ensuring that all the produce is not black marketed. They should co-operate with the Board in prosecuting illegal buyers, participate in public meetings addressed by the Board, and be faithful and honest whenever dealing with the produce handled by the Board. Every one of us should make sure that the produce we sell to the Board is clean and of the required standard. The public can also contribute much to the Board by giving their criticisms and suggestions concerning its policy and activities.

QUESTION 13.

WHAT IS THE ROLE OF THE NATIONAL AGRICULTURAL PRODUCTS BOARD IN THE FIVE YEAR DEVELOPMENT PLAN

1. The National Agricultural Products Board, like many other marketing boards is a device to mitigate the impact on our country's economy of sharp fluctuations in prices. By its device of stabilization scheme it breaks the connection between the export price and the produce price. It also eliminates intra-seasonal variation in prices. Furthermore it controls the rate of sale during a season.

2. The Board also performs technical, commercial and financial functions :

Technical : Grading of the commodity and enforcing a minimum quality standard. This is aimed at raising the quality and total

realizable revenue.

Commercial : It regulates traders' margins and practices and this prevents harmful speculation by middlemen.

Financial : Withholding a portion of export proceeds from individual producers and diverting it for other purposes e.g. expenditure by the Board for various investment projects (e.g. storage facilities), or transfers of money from Board to Government for overall development purposes.

Stabilization : Stability encourages increase in output and sound investment decision. Some of the commodities controlled form a major part of our country's exports and an important share of domestic product and public revenue, thus the National Agricultural Products Board's activities have far-reaching effects on our national economy. Therefore the National Agricultural Products Board as an economic establishment stabilizes commodity prices, eliminates the middleman, protects the home producer from blasts of foreign competition and consumers from exploitation. Furthermore the National Agricultural Products Board — like any other parastatal organization contributes towards the capital formation in several other ways. It ploughs back some of its funds into its own activities for the purpose of expansion or improvement e.g. investment in storage facilities, buildings, and equipment. Also it surrenders the surplus or any portion of it, to the producers (in the form of second payments). Thirdly, by working in a "break-even" basis and realizing no trading surplus of its own it can pass on the benefits of increasing efficiency to the consumers of its products or services — in our case lower prices to consumers and pay higher prices to producers. The National Agricultural Products Board plays a very important part in the capital formation of our Republic and in stabilizing the prices of agricultural commodities under its control; thus indirectly stabilizing farmers' incomes, government revenue, foreign exchange earnings. Finally the Board also provides an essential service (marketing) to the country.

QUESTION 14.

WHAT ARE THE ADVANTAGES AND DISADVANTAGES OF CONTROLLED MARKETING ?

There are two important reasons why the marketing of food produce should be controlled. These reasons are either political or economic. On the other hand, politically the ordinary peasant farmer is so important that something has to be done to make him feel that his presence is also felt by the authorities in power. It would be politically

unwise to leave him to struggle with the market forces of supply and demand at the risk of investing more than what he eventually gets in return for his effort.

On the other hand, there is the economic issue to be tackled and which keeps on raising the question "for how long will this system of guaranteed, heavily subsidized prices continue?" On economic grounds there seems to be a case for free marketing assuming operational costs cannot be lowered under the present fixed price system.

The stabilization of prices at certain stages in marketing is frequently a major consideration in the establishment of marketing boards. The National Agricultural Products Board was set up mainly to stabilize the prices of commodities under its control. Therefore, under controlled marketing, better marketing facilities can be easily and cheaply established; by ironing out fluctuations in farmer's returns incomes are stabilized, and by centralizing agricultural marketing, advantages of large-scale marketing are secured.

A further case for controlled marketing — through marketing Boards — is based on other non-economical and social considerations : Nationalist pressure in areas where a particular trade was formerly dominated by enterprises transmitting profits to other countries, or by traders of different racial groups has initiated such reorganisation in marketing agricultural produce by marketing boards. In order to replace middleman and promote ideological objectives, certain trading functions have been transferred to an arm of the central government, e.g. the National Agricultural Products Board, the Coffee Board, the Lint and Seed Marketing Board.

Finally the determination to keep prices for basic food-stuffs within certain limits has led governments to undertake direct control of marketing operations through marketing boards. Some of the circumstances leading to price fluctuations and their effects upon producers and consumers are well known to most readers of this paper. Evidence of perverse speculation where buyers base their action not so much on predictable price trends as on what they think other market participants may do, and this exaggerated price movements, constitutes a further reason for stabilizing intervention.

DISADVANTAGES (Case against controlled marketing)

There are several arguments advanced against controlled marketing. Firstly, it is argued that the working of the market tools of supply and demand is interfered with. It is argued that this will retard economic growth in that chances of resources being inefficiently allocated are increased. The explanation underlying this argument is that

competitors are always out for gain of one sort or another. It is inevitable therefore that in a marketing system only those who are able to operate at the lowest cost will survive. This is very important for products like maize whose supply fluctuates with weather and indeed most other agricultural products too. Thus it is argued that if marketing is uncontrolled, prices will fluctuate with yields — being low in good years and high in bad years.

Secondly in a controlled marketing the argument continues, there is no incentive, for efficiency and hence marketing costs tend to remain high. Thus in good years when prices are supposed to be low in response to the good harvest, the controlling institution i.e. the Marketing Board loses a lot of money in subsidizing the producer unless consumer prices are made artificially higher than what they would have been had supply and demand been the only forces to determine the price level.

Thirdly, the guaranteed price acts as a disincentive to the producer who does not endeavour under these circumstances to either reduce high production costs to maximise profits or shift to other fields of production which are more profitable.

Fourthly, the effect of fixed prices for food-stuffs is to raise the price of labour. Maize and rice being the staple food of the labouring class, any rise in its price will tend to drive wages up and hence reducing the profitability of labour — using industries, yet cheap labour is supposed to be a principal attraction for industry in developing countries. It is thus on this ground too that controlled marketing is said to impede economic development.

QUESTION 15

WHY IS IT THAT THE NATIONAL AGRICULTURAL PRODUCTS BOARD DOES NOT MAKE LOANS TO CO-OPERATIVE UNIONS ?

While financial assistance for a farming community which has no adequate source of finance is commendable and while our Board is sympathetic and not oblivious to co-operative unions' problems, the granting of direct loans must be avoided, instead such loans should preferably be made available indirectly through the National Co-operative Bank or through other specialized government agencies (credit agencies) directing developmental activities or aiding private individuals in the interest of general economic development.

There are several main reasons why our Board is not authorized to make loans or to invest in development projects directly.

Firstly, the National Agricultural Products Board (N.A.P.B.) is

not a financial institution equipped to make loans. The government has established specialized agencies specifically for this purpose and it would only result in wasteful duplication if the N.A.P.B. were to attempt to compete with them — something Tanzania can ill-afford at this stage in its development. Nor should the N.A.P.B. make loans direct to co-operatives, since it does not possess the staff for the proper administration of such loans, and the National Co-operative Bank and the National Development Credit Agency are correct channels for this business.

Secondly the N.A.P.B. needs to accumulate substantial reserves in order to be able to carry out its functions effectively and boldly, and it is appropriate that these funds should be invested with the Government to be used to finance the Development Plan. Reserves held in the form of Government stocks are recoverable and involve no risk; the same may not be said about loans made to co-operatives.

Finally the N.A.P.B., as a marketing board is directed to limit its activities only to those defined functions and among its defined functions, the granting of loans to co-operatives is not included. Therefore it would not be proper and correct for the N.A.P.B. to assume this new function of granting loans directly to co-operative unions

MASWALI NA MAJIBU
kuhusu
Halmashauri ya Taifa
ya Mazao

DIBAJI

Ni nia ya kitabu hiki kuongezea mazungumzo yaliyomo ndani ya vitabu vilivyotangulia kama "Official Handbook," na "Halmashauri ya Taifa Isimamiayo Mazao," ili kuwafanya raia nchini waclewe zaidi juu ya Halmashauri ya Taifa ya Mazao.

Imenuiwa hasa kitabu hiki kisomwe na viongozi wa Taifa hili ili wakishaelewa zaidi Halmashauri na nia na kazi zake, wawe katika nafasi njema zaidi kuwaelimisha watu nchini kote na kuondoa mashaka kadha wa kadha, au ukosefu wa habari, kuhusu kazi za Halmashauri zinazowahusu katika maisha yao ya siku zote.

Tumetoa majibu yetu kufuatana na maswali vote yaliyoulizwa au ambayo yanaweza yakaulizwa na wananchi katika uhusiano mbali mbali tulio nao kama vile magazeti, matangazo ya redio au safari wazifanyazo Wajumbe wa Halmashauri Mikoani. Walakini tunaclewa kwamba hata kwa njia hizi ni vigumu kumfikia kila mwanachi — kwa hiyo tunakuomba msomaji wa kitabu hiki utusaidie sisi na pia Taifa zima, kwa kuwaeleza wananchi yale uliyoyasoma ukikutana nao popote uendapo.

Ningalipenda kuwashukuru wote kwa lolote mtakalolifanya katika ombi hili.

H. R. Msefya
MWENYEKITI

HALMASHAURI YA TAIFA YA MAZAO

SWALI LA 1.

JE, HALMASHAURI YA TAIFA YA MAZAO NI NINI?

Inaonekana kwamba kuuza mazao kwa njia ya Halmashauri kulianzishwa mwaka wa 1920 katika jimbo la Queensland, Australia. Toka hapo, utaratibu huo umeigizwa na nchi nyingine nyingi na hasa Uingereza, Canada, Afrika ya Magharibi, Afrika ya Kusini na Afrika ya Mashariki.

Katika Tanganyika zipo Halmashauri za mazao makubwa yauzwayo nchi za nje. Halmashauri ya Taifa ya Mazao ni chombo kinachoshughulika na uuzaji wa mazao (ikiwa Wakili wa Serikali) na inapanga mipango ya ununuzi na uuzaji wa baadhi ya mazao ya Jamhuri ya Tanzania yauzwayo chini ya utaratibu wa sheria za serikali.

Kwa usemi mwingine ni kwamba Halmashauri ya Taifa ya Mazao ni chombo kilichoundwa na serikali kwa haja ya kumuunganisha mkulima na masoko ya dunia kwa vile Halmashauri hii imepewa madaraka yote na serikali ya ununuzi na uuzaji wa mazao yote yanayohusika. Katika siku za nyuma mazao haya hayakuwa yanauzwa kwa utaratibu wa njia moja tu ya soko linalotakiwa na serikali. Lakini sasa Halmashauri inautumia utaratibu huu wa "njia moja" tu ya mauzo, utaratibu ambao una shabaha ya kulinda haki za watu wote wawili, yaani Mlaji na Mkulima chini ya utaratibu mzuri wa mauzo unaohifadhiwa na sheria za serikali, kwa kukadiria na kuzilinda bei, usafirishaji, uhifadhi na uuzaji wa mazao katika nchi za nje au humu humu nchini. Halmashauri ni chombo kimojawapo cha Tanzania kilichoundwa kwa haja ya Maendeleo na Ufanisi, chombo cha kuendeshea mpango mzuri wa mauzo ya mazao ambacho kinaweza kutumiwa kwa kuvutia sehemu ya kipato kinachotokana na biashara na shughuli za mauzo ya mazao.

SWALI LA 2.

HISTORIA FUPI (Kiini)

Wazo la kuanzisha Halmashauri lilitolewa na Kamati Kuu ya Taifa ya TANU (National Executive) na kuthibitishwa na Bunge. Halmashauri ilianzishwa chini ya Sheria ya Mazao ya Kilimo ya mwaka 1962 na kutangazwa katika gazeti la serikali Taarifa No. 520 toleo la tarehe 28 Disemba, 1962. Halmashauri ilimng'oa Mfanya Biashara wa Kati na kuleta mpango wa Ujamaa kwa kuvitumia vyama vya ushirika na shirika za vyama hivyo kama mawakili (maajenti) wake.

**(UWAKILISHAJI)
HALMASHAURI KUU (BOARD)**

Ujumbe katika Halmashauri ulivyo ni kama ufuatavyo :-
Mkuu wa Kiti (mmoja), Marejinali Kamishina 5 (Iringa, Pwani, Morogoro, Mtwara na Arusha).

Wajumbe wa Vyama vya Ushirika (6)

- (i) Katibu Mkuu wa C.U.T.
- (ii) Meneja wa Ngoni-Matengo Co-op. Union Ltd.
- (iii) Mkuu wa Kiti wa Iringa Farmers Co-op. Union Ltd.
- (iv) Meneja wa Cosata
- (v) Katibu wa Ruvuma Co-op. Union.
- (vi) Mkuu wa Kiti — Kanzeko au mjumbe wake.

WIZARA

Makatibu Wakuu wa Wizara za Serikali (watatu)

Kilimo,

Biashara na Ushirika

Fedha.

Wajumbe wa Halmashauri ya Taifa ya Mazao wanachaguliwa na Waziri wa Biashara na Ushirika ambaye anahusika na kazi zinazofanywa na Halmashauri.

KAMATI KUU (EXECUTIVE COMMITTEE)

Wajumbe huchaguliwa kwa kushauriana na Kamati Kuu ya Halmashauri na wajumbe hawa ni kama wafuatavyo :-

Mkuu wa Kiti;

Marejinali Kamishina wawili;

Makatibu Wakuu watatu wa Serikali;

Mwanachama mmoja wa C.U.T.

Umbo la Halmashauri linaonyesha wazi kuwa Wajumbe wa Halmashauri ni watu wanaohusika na kulinda haki za wakulima na walaji; na nia mojawapo ya Halmashauri ni kulinda haki za mkulima. Lakini kwa jumla haja hasa ya Halmashauri ni kulinda haki za watu wote wanaoishi katika Jamhuri ya Tanzania.

SWALI LA 3.

JE, KAZI ZA HALMASHAURI NI ZIPI ?

Kama tulivyokwisha ona Halmashauri ilianzishwa ili kushughulika na kuuza mazao ambayo hayakuwa yanauzwa chini ya utaratibu wa njia moja iliyotengenezwa na sheria za serikali. Sehemu kubwa ya mazao haya ni yenye bei hafifu na baadhi yao hutumiwa humu humu nchini. Kwa mfano mahindi na mpunga. Mazao ya mbegu za mafuta kama vile karanga, ufuta, nyonyo na mbarika. Pia Halmashauri hujishughulisha na mauzo ya mazao yote ya korosho ya Jamhuri yetu, zao la mbata, na mihogo kadhalika katika Mkoa wa Mtwara, Ruvuma, Kigoma na Tanga. Kuna mazao mengine mengi ambayo yaliidhinishwa na Bunge kwamba yaongezwe katika orodha ya mazao ambayo

yanafaa kuuzwa kwa utaratibu unaohifadhiwa na sheria kwa kufuatana na mapendekezo ya Rejinali Kamishina katika Mkoa pamoja na Waziri anayehusika. Halmashauri inamlinda mlaji na kumridhisha mkulima kwa kumpa bei ya haki iliyodhibirika, uhakika wa mauzo ya mazao yake, njia nyepesi ya mauzo na inamlinda asinyonywe na watu wa Kati na kumtia moyo kutoa mazao bora. Na wakati huo huo mlaji huwa na hakika ya kupata mazao mazuri, bei nzuri na kiasi cha kutosha; mazao hutolewa yanayoshughulikiwa na Halmashauri mara kwa mara na kugawanywa kwa mpango wa kuridhisha; na kuzuia unyonyaji wa mtu wa Kati.

Halmashauri si kama inashughulika na mazao ya chakula ya nchi hii, bali inajenga taifa kwa kuleta mpango ulio thabiti na unaoridhisha. Ingelikuwa ni mzigo mkubwa kwa mkulima kushughulika na mauzo ya mazao yeye mwenyewe. Ebu fikiria juu ya shida za kuhifadhi mazao katika ghala, usafirishaji, kufukizia dawa katika mazao ili yasishambuliwe na wadudu, kupanga mazao katika madaraja (gredi) kwa kufuata ubora wake, na uuzaji. Halmashauri imemrahisishia mkulima kazi zote hizi. Hivi sasa Halmashauri inatunza ghala Dar es Salaam, Mtwara, Iringa na Dodoma.

Halmashauri inatumia njia mbali mbali za kuuzia mazao yake.

(a) **BEI KAMILI ZILIZOWEKWA**

k.m. uuzaji wa mahindi na mpunga kwa matumizi ya humu humu nchini huuzwa kwa bei zilizowekwa au kwa bei za mkataba.

(b) **KWA KUWAPA "TENDA"**

Kwa wafanya biashara wanaotazamiwa kununua mazao : k.m. mahindi na mpunga unaouzwa nchi za nje huuzwa kwa kuitisha tenda. Kwa mbegu zote za mafuta, pamoja na korosho, ikiwa ni kwa uuzaji wa humu humu au nje ya nchi, huuzwa kwa kuitisha tenda na hasa zaidi huuzwa kwa mnada.

(c) **UUZAJI WA KUFANYA MIKATABA NA WANUNUZI**

(d) **UUZAJI KATIKA MINADA**

k.m. mbegu za mafuta.

(e) **KUUZIANA SERIKALI KWA SERIKALI**

Kwa fedha taslim au kubadilishana na vifaa vingine.

SWALI LA 4.

JE, HALMASHAURI HUENDESHAJE KAZI ZAKE ?

Ni nia ya Halmashauri kufanya mambo kwa njia za ujamaa katika kazi zake zote. Nia hii inatimizwa kwa kuvitumia vyama vya ushirika na shirika za vyama hivyo kama maajenti wadogo na wakubwa.

Mkulima anapouza mahindi yake katika kituo cha kuuzia, mahindi hayo huchukuliwa moja kwa moja mpaka kwenye chama cha ushirika ambacho ni ajenti mdogo wa Halmashauri.

Chama cha ushirika kinayapeleka mazao hayo kwenye ghala ya ajenti mkubwa. Mara yanapokuwa mikononi mwa ajenti mkubwa wa

Halmashauri mazao hayo huwa ni mali ya Halmashauri. Mazao haya hayawezi kuuzwa bila ruhusa ya Halmashauri. Katika sehemu ambazo Halmashauri inazo ghala kama vile Dar es Salaam, Mtwara, Iringa na Dodoma, chama kidogo cha ushirika (ajenti mdogo) au Shirika la Vyama vya Ushirika (ajenti mkubwa) vinaweza kupeleka mazao moja kwa moja kwenye ghala za Halmashauri. Hivi sasa maajenti wote wakubwa wa Halmashauri ni Vyama vikuu vya Ushirika.

SWALI LA 5.

(a) JE, KAZI ZA HALMASHAURI (KAMA VILE HALMASHAURI YA TAIFA YA MAZAO) NA SHIRIKA LA VYAMA VYA USHIRIKA ZINATOFAUTIANA NAMNA GANI?

(b) JE, UPO UHUSIANO WA NAMNA GANI KATI YA HALMASHAURI YA TAIFA YA MAZAO NA SHIRIKA LA VYAMA VYA USHIRIKA?

Jambo la maana sana ambalo lazima lieleweke ni tofauti kubwa iliyopo kati ya Shirika za Vyama vya Ushirika na Halmashauri ya Mauzo ya mazao. Vyama vya Ushirika ni vyama vilivyoundwa na wakulima kwa hiari yao wenyewe.

Shirika la Vyama vya Ushirika ni mwungano wa vyama vya ushirika kwa haja ya kurahisisha uendeshaji wa kazi za vyama. Kazi zao ni kuchukua nafasi ambayo hapo mwanzo ilichukuliwa na mfanya biashara mdogo katika msululu wa wauzaji. Zaidi ya hayo, ingawa vyama hivyo hujishughulisha na mazao ya nanna mbali mbali yanayolimwa na wakulima, siyo vitaalam. Kwa mfano, Shirika Kuu la Vyama vya Ushirika nchini Tanganyika (The Co-operative Union of Tanganyika) imevizingatia si vyama vya mazao tu, bali hata vyama vya ufundi, mikopo, na vyama vya walaji vinavyofanya kazi nyingi za namna mbali mbali. Zaidi ya hayo vyama vya ushirika haviwezi kutazamiwa kuendesha kazi za kurekibisha bei. Halmashauri za mazao kama vile Halmashauri ya Taifa ya Mazao kwa upande mwingine, zimeanzishwa na serikali kama mkono wake katika shughuli za mauzo ya mazao. Jambo hili ni muhimu sana siku hizi katika nchi inayoendesha uchumi wake kwa mipango, na wananchi hawawezi kuachwa hivi hivi wakitumainia kudra ya Mungu. Halmashauri za mazao zina madaraka ya kuwalazimisha wote au wenye masoko kufuata sheria zake. Halmashauri zinayo nafasi ya kuwa wataalam katika mauzo yaliyo chini ya madaraka yao, jambo ambalo ni la maana hasa na ni gumu kwa upande wa mazao ya kilimo yanayohusika.

Halmashauri ya Taifa ya Mazao ni Halmashauri ya mauzo. Ilichukua madaraka ya mauzo ya mahindi toka Julai, 1963. Toka hapo imepanua madaraka yake juu ya *Korosho* (Marchi - Septemba, 1964), *Mpunga* (Julai, 1964) na *Mbegu za Mafuta* k.m. *Karanga, Nyonyo, Ufuta*, Marchi, 1965, nchini pote na kusimamia uuzaji wa mbata katika

Mikoa ya Pwani na Tanga na *Mihogo* katika Mkoa wa Kigoma, Ruvuma na Tanga. Mazao mengine yaliyopangwa katika orodha, yaani mazao tunayokusudia kuyachukua siku za mbele kwa kufuatana na mapendekezo ya wakuu wa Mikoa, ni Maharagwe ya kigeni, Maharagwe ya kawaida, Nta, Nazi, Viazi Ulaya, Asali, Mtama, Vitunguu, Njegere, Uwele na Viazi Vitamu. Orodha hizi hutungwa na Bunge ambapo sheria zinazotawala utaratibu wa mauzo hutengenezwa na Waziri wa Biashara na Ushirika.

Tukiangalia upande wa Halmashauri za bidhaa tutaona kwamba Halmashauri hizi kwa kawaida hujishughulisha na bidhaa za aina moja tu; kwa mfano Halmashauri ya Pamba na Mbegu za Pamba inayo madaraka juu ya pamba yenyewe isiyochambuliwa inayouzwa na mkulima, pamba iliyochoambuliwa, na mbegu za pamba. Halmashauri ya Taifa ya Mazao, kwa upande mwingine, hujishughulisha na mazao ya namna mbali mbali. Lakini inaonekana zaidi kwamba mazao haya yakichukuliwa thamani ya zao moja moja huwa thamani yao ni ndogo kuliko ile thamani ya zao moja la bidhaa linalouzwa na Halmashauri za bidhaa.

Karibu Halmashauri nyingi zaidi hujishughulisha na mazao yauzwayo nchi za nje au yanayochambuliwa humu humu nchini ili kuyatayarisha kwa mauzo katika nchi za nje.

Na kwa upande wa uhusiano kati ya Halmashauri ya Mazao na Vyama vya Ushirika nadhani hatuna haja zaidi ya kuzidi kutilia mkazo kama tulivyokwisha sema kwamba kuwepo uhusiano mwema kati ya Halmashauri za mazao na Vyama vya Ushirika ni jambo la lazima kabisa maana vyote ni mali ya wananchi.

Nchini mwetu humu tunajaribu kwa bidii iwezekanavyo kurejesha uhusiano mwema kama huu kwa kuinua sifa za biashara ya vyama vya ushirika mbele ya maajenti wa mauzo au bidhaa katika kila hatua. Uhusiano baina ya Halmashauri za Bidhaa za vyama vya ushirika unakaribiana sana. Sehemu kubwa ya Wajumbe wa Halmashauri huviwakilisha vyama vya ushirika.

Zaidi ya hayo, maajenti wote wakubwa wa Halmashauri ni vyama vya ushirika. Katika kila Mkoa tumevipa Vyama vya Ushirika nafasi ya kwanza ya uajenti wa Halmashauri. Zaidi ya hapo maajenti wetu wote, wakiwa ni shirika za vyama vya ushirika au siyo, huvifikiria kwanza vyama vidogo vya ushirika katika kuchagua maajenti wadogo.

Vyama vya Ushirika vinaisaidia Halmashauri kwa njia nyingi; kwanza hufanya kazi kama kiungo muhimu kati ya Halmashauri na mkulima. Na pia vinaisaidia Halmashauri kuendesha kazi zake kwa ustadi zaidi. Kule kusimamia sheria za kuchagua sifa za mazao mazuri

kwa upande wa Vyama vya Ushirika, kunarahisisha kazi ya mauzo ya mwisho na kuinua bei za mazao. Kazi hiyo inamfaidlia mkulima, chama na Halmashauri na kwa kifupi, husaidia uchumi wote wa kilimo. Kadhalika yale mauzo ya haraka husaidia kuvipatia sifa nzuri Vyama vya Ushirika machoni mwa wakulima — wanachama na hii inamaanisha kwamba mazao hutiwa upesi katika magunia baada ya mavuno. Jambo hili pia humsaidia mkulima kwa vile huongezea sifa nzuri za mazao.

SWALI LA 6.

JE, NI MAMBO GANI YANAYOTAWALA BEI ZA HALMASHAURI?

(Bei zitolewazo kwa wakulima)

Halmashauri huyafikiria mambo mengi inapotoa kisio lake la bei ya zao lo lote lile inaloliangalia. Sababu ya kufanya kisio lililo sawa ni ili kumpa mkulima na mlaji uhakika wa bei zitakavyokuwa ili wakadirie mahitaji yao kwa uthabiti zaidi.

Wakulima na viongozi wa wakulima wanaoelewa nguvu zinazotawala matoleo ya mazao na mahitaji ya walaji, mambo yanayofanya bei zishuke na kupanda bila shaka wataiunga mkono mipango ya serikali inayokusudia kuzirekibisha bei kwa kuitumia Halmashauri ya Taifa ya Mazao. Bila ya kuisumbua akili yako kwa kutumia maneno ya kitaalamu juu ya mambo ya uchumi kama vile mlimbuko wa bei, sheria za mauzo na mahitaji, na kadhalika, tutaeleza kwa kifupi mambo yanayotawala utaratibu wetu wa utoaji wa bei. Kwa kawaida bei hupangwa kwa kufuata kiasi cha mazao yaliyopo na mahitaji yalivyo mahala panapohusika (kwa mfano, ni wanunuzi wangapi wako tayari kununua kiasi kadhaa cha zao fulani kwa bei kadhaa kwa wakati fulani, na ni kiasi gani mkulima yuko tayari kutoa kwa bei kadhaa kwa wakati fulani.)

Zaidi ya hapo, huwa tunafikiria zao fulani katika soko la dunia na kiasi cha zao hilo kinachoweza kupatikana na hivyo bei yake itakuwaje katika soko la dunia.

Pia tunazifikiria gharama zote zinazohusika na uuzaji. Ni mambo haya yanayotusaidia katika kupanga bei ya mazao ya namna mbali mbali. Kazi yote hii inahitaji uchunguzi na mipango ya uangalifu. Si kama kwamba tunabunia tu bei wapewayo wakulima kwa mazao yao au bei inayotolewa kwa walaji kwa mazao wanayonunua. Bei zote zinazotolewa na Halmashauri zina baraka za serikali ya watu iliyochaguliwa kwa njia ya kidemokrasi. Kwa hiyo Halmashauri inakupa bei ya haki inayoweza kupatikana wakati wowote wa mwaka kwa kufuata hali ya mambo yalivyo wakati wa mauzo.

SWALI LA 7.

(a) KWA NINI HALMASHAURI HAIMLIPI MKULIMA ZAIDI YA SHS. 34/20 (KWA MAHINDI YA DARAJA LA I NA LA II) KWA KILO 90 KWENYE KITUO CHA AJENTI MKUU ?

(b) JINSI GANI HALMASHAURI INAELEZA TOFAUTI BAINA YA BEI YA UNUNUZI (WA MAHINDI) NA BEI YA UZAJI ?

Ni kawaida kuwasikia watu kadha wakiuliza kwa nini mkulima anapata kima cha Shs. 26/10 tu kwa kila gunia lake la Mahindi ambapo Halmashauri huuza Mahindi ya daraja la I na II kwa kima cha Shs. 46/80.

Tutajibu maswali haya katika sehemu mbili. Katika sehemu ya kwanza tutaeleza sababu inayolazimu mkulima kupata Shs. 26/10 au Shs. 27/- au Shs. 28/-.

Ni lazima ieleweke tokea mwanzo kwamba Halmashauri haimlipi mkulima mkono kwa mkono. Mpango wa kawaida ni kama ifuatavyo :- Halmashauri huwalipa maajenti wake kiasi cha Shs. 34/20 kwa kila gunia lenye uzito wa ratili 90 kutokana na Mahindi ya daraja la *kwanza* na la *pili*; Shs. 31/50 kwa gunia lenye uzito wa kilo 90 kwa Mahindi ya daraja la *tatu*, na Shs. 26/10 kwa gunia lenye uzito wa kilo 90 kwa Mahindi ya daraja la *nne*.

Maajenti wetu wote ni shirika za Vyama vya Ushirika. Bei anayo-ipata mkulima kwa mazao yake inakadiriwa na Shirika la Vyama vya Ushirika likishauriana na Afisa Mkuu wa Mkoa wa Vyama vya Ushirika (R.C.O.) pamoja na Halmashauri. Sasa tukirudia swali la mwanzo kuhusu sababu inayomfanya mkulima apate chini ya Shs. 34/20, tutaeleza kama ifuatavyo :-

Kama ajenti mkuu (Chama cha Ushirika) anapata Mahindi moja kwa moja kutoka kwa wakulima katika magunia yenye uzito ulio sawa kabisa wa kilo 90 kwa kila gunia jipya, ajenti mkuu atamlipa mkulima bei iliyowekwa na Halmashauri zikipunguzwa senti *tatu* kwa kila ratili, na pia ikipunguzwa kadri yoyote ya ushuru wa mazao, gharama za kazi na usafirishaji kutoka mahali pa soko hadi kunako ghala (ada ya

kwanza ya ajenti); gharama hizo haziwezi kuzidi senti *tatu* kwa kilo moja; gharama ya uchukuzi (au usafirishaji kutoka mahali pa soko mpaka kwenye ghala, ushuru wa soko (ukiwapo) unaolipwa kwa Halmashauri ya (utawala) ya Wilaya.

Gharama hizi zinaonyesha tofauti baina ya bei ilipwayo na Halmashauri kwa ajenti mkuu (ambayo ni Shs. 34/20 kwa daraja la I na la II la Mahindi) na bei ambayo ajenti mkuu anamlipa mkulima.

Twawezejaje kueleza mwongezeko huu wa gharama za ununuzi? Baadhi ya watu hutoa rai ya kwamba gharama hizo ni kielelezo cha hali mojawapo katika uchumi, ambapo shughuli zote za ununuzi wa chakula (au mazao) zinashikwa na mtu mmoja (au Halmashauri moja).

Hesabu na uchunguzi kamili hazipo bado ili kulijibu swali hili kwa ukamilifu. Walakini, sehemu hii ya mwongezeko katika kazi ni mojawapo ya kanuni bora za Uchumi.

Tofauti za bei zaweza kuelezwa mtu akifikiria gharama ndogo ndogo za ununuzi. Wakulima na walaji hawaelewi ni kwa nini Halmashauri hununua kwa bei ndogo na huuza kwa bei za juu zaidi. Wanafikiria kwamba tofauti hii inainufaisha Halmashauri kwa kuiongeza faida. Hii si kweli kwa kuwa gharama zetu za uangalizi (au usimamizi) ni za chini kabisa (kiasi cha $1\frac{1}{2}\%$ tu ya kiwango cha uuzaji). Kiasi kikubwa cha tofauti hiyo huingia katika ushuru na maghala, vyombo, dawa za kufukiza, faida zilipwazo juu ya rasli mali, bima juu ya mazao, vifaa vya kujengea, kupungua (au kunywea) kwa vitu au mazao mbali mbali, ushuru utolewao kwa hazina za tawala za Wilaya, kodi ya maendeleo, gharama za uchukuzi (au usafirishaji) na mizani, na gharama za kuwckea au kulimbikia akiba.

Ni muhimu pia wakulima waelewe kwamba bei tunayowapa ni kubwa zaidi kuliko wangelivyostahili kupata katika bei zinazotolewa na masoko ya dunia. Hii ni kwamba kila tukisafirisha Mahindi nchi za nje, inatubidi kufidia bei zinazotolewa kwa wakulima kwa kuwasaidia, na kwa jinsi hii Halmashauri *hupata* hasara, na nchi pia hupata hasara. Pia ili kuepukana na lazima ya kununua vyakula kwenye ghala za Halmashauri nyakati za shida, ni muhimu wakulima washawishiwe kukadiria ni kiasi gani cha chakula watakihitaji kwa mwaka mzima, na kujiwekea akiba katika ghala zao. Wauze kile tu kinachobakia juu ya mahitaji yao. Kwa kifupi, hizi tofauti zilizopo katika bei za mazao katika masoko ya mumu humu nchini humfanya mkulima awaze kwamba ananyonywa (au kuonelewa). Angalao penginepo wewe na mimi twaweza kuona haki waliyonayo wakulima juu ya mawazo kama hayo, ingawa si katika uhakika halisi — kule kulipa Shs. 46/80 kwa kila gunia la uzito wa kilo 90 (bei ya ghalani), kunahitaji muda mrefu wa maelezo kamili ili kumridhisha mkulima wa kawaida (ingawa kwa kweli si wote) kwamba anapata faida zaidi akilipwa taslim Shs. 34/20 kwa gunia lake lenye uzito wa kilo 90 (daraja la I na II) la Mahindi,

au Shs. 26/10 kwa gunia lenye uzito wa kilo 90 (daraja la IV), kuliko angaliweka Mahindi yake katika ghala, na kufukiza, kununua magunia na kusafirisha hadi kwa mlaji ambaye angekuwa mkazi wa mjini, na kulipwa Shs. 46/80 kwa Mahindi yake yenye daraja la I.

Sasa tutatoa maelezo mafupi kuhusu sababu ziletazo tofauti kati ya bei ambayo Halmashauri hununulia mazao, yaani Shs. 34/20 na bei inayoyauzia, yaani Shs. 46/80.

Halmashauri hugharamia shughuli nyingi kutoka wakati ajenti mkuu anapoyapata Mahindi kwa ajenti mdogo au kutoka moja kwa moja kwa mkulima. Halmashauri humlipa ajenti mkuu kiasi (au kima) cha Shs. 1/30 kwa kila gunia linalonunuliwa. Gharama zingine zinahusu ada za ghala, uwekaji wa rasli mali, gharama au matumizi ya uangalizi (au usimamizi), gharama zaidi za ghala (kiasi cha senti 11 kwa kila gunia liwekwalo kwa wiki moja). Bima, (kutokana na hatari ya moto, mafuriko, na ajali ya Mungu, kutoka wakati mazao yanapopokelewa na kuhifadhiwa ghalani mpaka yatakapotolewa humo, na kadha wa kadha), faida zinazolipwa juu ya fedha za mikopo na rasli mali kupungua au kunywa kwa vitu, akiba itolewayo na Halmashauri kwa kuhifadhiwa akiba, na pia fedha maalum iwekwayo kwa mambo yanayoweza kutokea bila kutazamiwa. Kwa njia hii tunafikia thamani au kiwango chetu cha kuuzia Mahindi ya daraja la I na II kutoka ghalani, baada ya kuongeza gharama zote zilizotajwa hapo juu, (yaani gharama ndogo ndogo za ununuzi au masoko).

Mwishowe utumishi wa mpango au kanuni yoyote ya kukadiria bei ni muhimu ulinganishe kawaida au kipimo cha lengo lililowekwa kufikiwa. Si busara kulifanyia siri jambo hili au utaratibu wowote wa bei. Kipimo chenye maana ni vile tu utaratibu huo unavyoweza kufikia lengo lake, unapotumiwa. Tukiamua kutokana na njia hii, Halmashauri ya Taifa ya Mazao kwa hali zote imefikia lengo lake, yaani katika kurekebisha kanuni ya bei, na ya kwamba kila bei ya masoko ilipotere-mka chini ya bei iliyowekwa, Halmashauri ya Taifa ya Mazao huireki-bisha tofauti hiyo kwa njia ya kuwapa mapato wakulima. Mapato hayo yamenuiwa kuridhisha mambo yafuatayo :-

Kwamba yasibadilike badilike na hali ya uwingi au uchache wa mazao (yaani mapato hayo yarekebisha bei nyakati zote, kukiwa na upungufu au wingi wa mazao), yawazuie wakulima kuweza kujiweka uamuzi usiolingana na hali au matakwa ya muda mrefu, na yasiweze kuzuia kanuni za biashara.

SWALI LA 8.**JE. MAMBO GANI YANAYONUIWA NA HALMASHAURI KATIKA MPANGO WA MAPESA ?**

Ni nia ya Halmashauri kuhifadhi mipango ya fedha za mauzo na ugawanyaji wa fedha zinazosalia baada ya kutoa gharama za matumizi ya mauzo, kati ya wakulima na walaji na mfuko wake wa akiba.

Fedha ya kuendeshea kazi :

Halmashauri inahitaji kiasi fulani cha kuendeshea kazi zake. Fedha zinatakiwa kwa kununulia mazao na vifaa, kusafirishia mazao, na kulipia gharama za mishahara ya wafanya kazi na shughuli za kila siku za kazi zote. Inakisiwa kwamba zitahitajiwa Shs. million 60 wakati wo wote. Fedha zinahitajiwa kulipia thamani ya mazao na vifaa, na utunzaji wa vifaa hivyo na fedha za kujenga ghala. Kiasi cha shilingi milioni 4 kitahitajiwa kwa usafirishaji wa mazao na vifaa, na Shs. laki 3 kwa kutunzia vifaa. Kwa hiyo fedha yote inayohitajiwa si zaidi ya shilingi milioni 20.

Fedha ya Mipango ya Kudumu :

Halmashauri inahitaji kupanua nafasi yake katika mauzo ya mazao, na hasa katika kujenga ghala katika vituo mbali mbali katika nchi nzima. Mnamo miaka mitano ijayo kiasi cha shilingi milioni 16 zitahitajiwa.

Akiba

Halmashauri inahitaji kuwa na fedha ya akiba ya kutumia kwa kufidia hasara zinazoweza kutokea kutokana na shughuli zake za mauzo katika siku za mbele. Fedha yoyote inayosalia kuhifadhiwa kwa njia ya kununua dhamana za serikali.

SWALI LA 9.**JE, MAFANIKIO YA HALMASHAURI NI YAPI ?**

Hapo awali muda si mrefu kabla ya kuanzishwa kwa Halmashauri ya Taifa ya Mazao sehemu nyingi nchini (hasa katika mwaka 1962) zilipatwa na maafa makubwa ya upungufu wa chakula na njaa kutokana na mafuriko ya maji ama ukosefu wa mvua. Msaada wa nafaka hafifu (na maziwa) vilitolewa na Marekani lakini jambo hili halikustahili heshima yetu tukiwa nchi iliyojipatia uhuru wake karibuni; mahala ambapo nafaka ziliweza kupatikana ziliuzwa kwa bei ya juu sana kwa watu waliokabiliwa na maafa ya njaa na mabepari wafanya biashara waliochukua dhiki kama ni bahati waliyopewa na Mungu ya kupandisha bei ili kujipatia utajiri.

Isitoshe, viziwi vyo vyote vilivyokuwepo katika utaratibu wa mauzo vilihusika na mazao yaliyolimwa na W'afrika tu — mataifa mengine yaliachwa huru kujiuzia yatakavyo, na hii ilimaanisha kwamba mpango wowote wa kurekibisha bei ungelipoteza nguvu mara moja. Kuanzishwa kwa Halmashauri kwa kuuza mazao mbali mbali, kushughulika na kuhifadhi na ugawaji wa mazao kungelipunguza matatizo kama hayo. Hivyo Muswada wa Mazao ya Kilimo, (kulinda na kuuza) sheria ya 1962 ilipitishwa na chini ya sheria hiyo Halmashauri ya Taifa ya Mazao (pamoja na Halmashauri nyingine za kuuza mazao) ilianzishwa.

Bila kuwa na kitu chochote cha kuanzia Halmashauri hii imepanuka haraka sana katika muda wa miaka miwili unusu iliyopita. Imeweza kufanikiwa sana katika kulinda na kutimiza utaratibu wa mazao ya chakula nchini na kuondoa tatizo la upungufu wa chakula kwa kuhamisha chakula toka Mkoa mmoja kwenda Mkoa mwingine (k.m. Mahindi) au kwa kununua mazao toka nchi za nje (k.m. Mchale). Kwa mazao yanayouzwa nchi za nje kwa sababu ya kusimamiwa kwa uthabiti zaidi na kuhimiza faida ya kuwa na mazao bora, bei nzuri zaidi zimeweza kupatikana kwa Korosho zetu na Mbegu za Mafuta. Mara itakapolazimu kiklogo kidogo tutayatia mazao mengine katika orodha yetu.

Zaidi ya hapo Halmashauri imejenga ghala kubwa mjini Dar es Salaam na Iringa na tunakusudia kupanua nafasi za kuhifadhi mazao katika vituo mbali mbali nchini pote. Inakisiwa kwamba shilingi million 4 zitatumiwa kila mwaka katika muda wa miaka mitatu ijayo, na baada ya hapo shilingi million 2 kila mwaka. Kwa kifupi fedha zozote zilizosalia baada ya kulipia gharama za mauzo zilitumiwa kwa kujengea nafasi nzuri zaidi kwa uhifadhi wa mazao, kuweka akiba katika mfuko wa serikali ili kuiazimisha serikali fedha ya kuendeshea mipango ya maendeleo na kurekibisha bei za mkulima zinapoanguka.

Halmashauri inampatia mlaji (wa humu nchini) mazao bora ya chakula kwa kulisha Taifa. Zaidi ya hayo, kwa sababu ya kuwa na makisio na upeo wa kutabili, akiba ya kutosha ya mazao huhifadhiwa kupambana na shida yoyote isiyotazamiwa siku za mbele. Mwisho Halmashauri inakadiria bei za mazao inayouza kwa kufuatana na mahitaji ya Taifa — siku za nyuma kazi hiyo ilifanywa na bepari mtu wa kati ambaye hakujali matukio mabaya ya bei za juu kwa mlaji mradi alijipatia faida kubwa ajabu. Kwa upande wa vyakula hii ni kazi ya maana sana kwa sababu ikiwa bei za vyakula huwa hazivumiliki kwa jinsi zilivyokuwa na uzito huleta hali ya wasi wasi kwa upande wa siasa.

Kwa mkulima, Halmashauri inamuhakikishia soko. Halmashauri inalazimishwa na sheria za serikali kununua mazao yote yanayoletwa sokoni katika muda uliowekwa, na masharti ya mauzo na bei zilizo-kadiriwa.

Jambo hili ni la maana sana kwa vile hapo siku za nyuma mazao yalikuwa yanasalia hayakununuliwa na mfanya biashara bepari au yalinunuliwa kwa bei ya chini sana. Zaidi ya hayo, kwa kuwa na mfuko wa fedha za akiba za kurekibishia bei, Halmashauri inaweza kununua mazao yote kwa bei za haki na kufanya kipato cha mkulima kiwe sawa. Usafirishaji, uhifadhi na ufukiziaji dawa katika mazao pia ni kazi za Halmashauri. Kwa mulitasari Halmashauri imepata mafanikio mengi katika muda mfupi sana — Halmashauri imewapatia wakulima wa mazao ya chakula — Mahindi, Mpunga — soko thabiti wanapozidisha toleo la mazao zaidi ya mahitaji yao. Tumegawa vyakula kwa njia rahisi inayofaa bila kutetereka na mwisho tumetoa nafasi ya kuhifadhi mazao na tumetoa bei za haki na kuimarisha mapato ya wakulima.

SWALI LA 10.

JE, HALMASHAURI YA MAZAO NI MTU WA KATI?

La hasha, Halmashauri siyo mtu wa kati. Halmashauri hii imeundwa na serikali ili ilifaidie Taifa letu na haifanyi kazi ili kujipatia faida yake yenyewe—ambapo mtu wa kati alikuwa mtu binafsi ambaye alinunua na kuuza mazao ili ajipatie faida kubwa sana. Sasaibu tuzichunguze tofauti zilizopo kati ya Halmashauri ya Taifa ya Mazao na mtu wa kati (Mnyonyaji).

HALMASHAURI YA TAIFA YA MAZAO

MTU WA KATI (MNYONYAJI)

- | | |
|---|---|
| 1. Halmashauri imeundwa na serikali na wananchi wenyewe kwa madhumuni ya kuuza mazao. | Mtu wa kati ni mtu au kikundi cha watu binafsi wanaojifanyia biashara yao. |
| 2. Haipati faida. | Mtu wa kati hupata faida. |
| 3. Hufanya kazi bega kwa bega na serikali inapokadiria bei za mazao. | Mtu wa kati hujifanyia bei zake yeye mwenyewe. |
| 4. Hutoa bei zilizo sawa msimu wote. | Mtu wa kati hubadilisha bei kushuka na kupanda mara kwa mara. |
| 5. Huweka akiba ya chakula kati ya msimu wa mwaka hadi msimu wa mwaka mwingine. | Mtu wa kati huficha mazao katika ghala ili kuyauza mazao hayo katika sehemu zilizokabiliwa na maafa ya njaa kwa bei ya unyonyaji wa ajabu na hujipatia faida kubwa. |

- | | |
|--|---|
| 6. Hununua mazao yote yana-
yoletwa sokoni. | Mtu wa kati hununua kiasi cha
mazao anayohitaji. |
| 7. Huitumikia Jamhuri yetu
yote. | Mtu wa kati huwatumikia watu
wachache tu au sehemu moja
maalum. |
| 8. Humwelemisha mkulima. | Hajishughulishi na kumwelemi-
sha mkulima. |
| 9. Huhifadhi kazi za mkulima
na mlaji. | Huwanyonya wote wawili mku-
lima na mlaji. |
| 10. Huwatia moyo wakulima
kutoa mazao mazuri. | Mtu wa kati hajali juu ya uzuri
wa mazao. Mazao yanapokuwa
mabaya yeye ndiyo hufurahi kwa
vile hununua kwa bei ya chini. |
| 11. Ina wajumbe wanaowakili-
sha barabara wakulima na
kila mara husaidia utaratibu
wa Ujamaa. | Hamuwakilishi mtu, ni dalali wa
ubepari. |

SWALI LA 11.

JE, NI MATATIZO GANI YANAYOIKABILI HALMASHAURI HIVI LEO ?

Mbali na mafanikio yaliyokwisha tajwa hapo juu, Halmashauri bado inakabiliwa na shida fulani fulani ambazo kila mara inajitahidi kupambana nazo. Ikiwa peke yake haiwezi kufanikiwa sawa sawa; ni lazima ipate msaada wa ushirikiano kutoka kwa kila sehemu ya watu na hasa wakuu wa Mikoa na Wabunge ambao wakati wote huwa wanakutana na wakulima. Ebu tuyataje baadhi ya matatizo haya :

(a) Upungufu wa ghala za kuhifadhi mazao :

Tatizo hili linaikera Halmashauri na hata Shirika za Vyama vya Ushirika na Halmashauri nyingine. Katika mpango wa Miaka Mitano, tunakusudia kujenga ghala za kutosheleza mahitaji yetu:

(b) Upungufu wa magari na njia za kusafirishia mazao :

Hili ni tatizo la uchumi wetu wote wa Taifa. Kwa zile sehemu zilizokuwa mbali na ghala za maajenti wetu usafirishaji huchukua fedha nyingi zaidi na hivyo hupunguza faida ya mazao kwa wakulima. Tunatumia magari ya Relwe (E.A.R. & H.), Tanga-nyika National Transport Co-operative na magari ya wasafirishaji wengine wa kawaida. Tunajitahidi kwa kadri tuwezavyo kujaribu

kupatana na wasafirishaji ili kupunguza wastani wa gharama za usafirishaji kwa kila gunia. Lakini hata hivyo mpaka sasa ugoi goi katika mauzo ya mazao, kuchelewa na udang'anyifu ni matatizo ambayo ni vigumu kwa Halmashauri kuyamaliza.

(c) Shida za Vyama vya Ushirika :

Halmashauri ni lazima iviimarishe vyama vya ushirika kwa kutoa uajenti kwa vyama vikuu vya ushirika na usabu-ajenti kwa vyama vya ushirika.

(i) Lakini baadhi (au sehemu kubwa) ya idadi ya vyama vya ushirika ni vichanga na kwa kawaida havina ujuzi wa kazi zao, na hivyo tunapovipa vyama uajenti vyama kama hivyo ni uamuzi wa hatari ambao kila mara tunauchukua na wakati mwingine unatutumbukiza katika hasara kubwa. Tunatumaini kwamba kwa kadri vyama vinavyozidi kukua vitahitaji ujuzi zaidi.

(ii) Hata kati ya vyama vya ushirika vilivyokomaa kazi zao za hapo mwanzoni hazikuhusika na uuzaji wa mazao ya chakula kama vile Mpunga na hasa Mahindi, i.e. vilijishughulisha na mazao yasiyo ya chakula tu. Mpaka sasa vyama vingi vya ushirika vinalichukua zao la Mahindi kama zao la pili kwa ubora na hivyo halishughulikiwi kwa uangalifu wa kutosha na kwa makini. Wakuu wa Mikoa na Wabunge wanaweza kusaidia kwa kuvifahamisha vyama vya ushirika na wakulima kwamba mazao ya vyakula ni ya lazima sana kwa maisha bora ya Taifa letu na kwa kweli mazao ya chakula ni ya lazima zaidi kuliko hata mazao tusiyoyatumia kwa chakula bali kwa mauzo ya kujipatia fedha.

(iii) Vyama vya ushirika ni sharti vitambue kwamba ni wajibu wao kushirikiana zaidi bega kwa bega na Halmashauri ya Taifa ya Mazao na kujitahidi kwa kadri viwezavyo kuitangaza na kuwafanya wanachama wao wakulima waipende Halmashauri, kuliko walivyoweza kufanya katika siku za nyuma.

(d) Kupanga na kutoa bei :

Kupanga na kutoa bei hufanywa na Halmashauri na kuthibitishwa na Waziri wa Biashara na Vyama vya Ushirika.

(i) Wakulima na walaji hawaelewi kwa nini Halmashauri inanunua kwa bei ya "chini" (hasa kwa upande wa Mahindi) na inauza kwa bei za juu. Wanafikiria kwamba tofauti iliyopo hutumiwa kwa kutunisha mifuko wa Halmashauri. Hiyo siyo kweli kabisa kwa vile gharama za malipo ya utendaji kazi za Halmashauri ni ndogo sana (ni kama 1½% ya bei ya kuuzia).

Karibu tofauti yote inatumika katika gharama za kukodisha, utiaji wa mazao katika ghala, majengo, vifaa, kufidia hasara zinazotokana na kupungua uzito kwa mazao yanaponyauka na kukauka zaidi, ushuru wa Serikali za Wilaya na Maendeleo, usafirishaji na upimaji na kuweka akiba ya kusaidia kurekibi-sha bei za mazao.

- (ii) Wakulima lazima wafahamishwe zaidi ili waelewe kwamba bei za mahindi tunazowapa ni za juu zaidi kuliko zile wanazoweza kupata katika masoko ya dunia. Hivyo ndiyo kusema kwamba tunapouza Mahindi katika masoko ya dunia huwa ni lazima tuongeze fedha zaidi na hasara hiyo inayotokana na kumfaidia mkulima kwa kufidia upungufu wa bei ya masoko ya dunia ni hasara ya Halmashauri. Na pia kwa kujizuia kununua mazao kutoka kwenye ghala za Halmashauri wakati usiokuwa wa musimu ingelifaa wakulima washauriwe kukisia mahitaji yao ya mazao kwa mwaka mzima na kuhifadhi mazao yao katika ghala zao wenyewe na wauze ile sehemu inayoziditi.

(e) **Kupanga daraja za mazao :**

Wakulima wengi hawaelewi nia, sheria za kupanga daraja za mazao yaani "Grading." Sheria hizi zinasaidia kutuwezesha kupata daraja za mazao na zilizo sawa ili kujipatia bei zilizopo katika masoko ya dunia. Wakulima hufikiri kwamba mpango huu umewekwa kupunguza faida za wakulima (wakati wanapouza mazao ya daraja la chini) ili kuifaidia Halmashauri. Pia siku za nyuma mazao hayakupangwa katika madaraja isipokuwa yale mazao yasiyo ya chakula. Tunajitahidi kwa kadri tuwezavyo kuwaelemisha wakulima kwa njia ya maofisa wetu wa habari, matangazo ya radio, kuwatembelea wakulima n.k. wakuu wa Mikoa ni wajibu wao kutusaidia katika jambo hili ili tupate mafanikio makubwa zaidi.

(f) **Magendo :**

Jambo hili hufanywa na wafanya biashara wa kati wa zamani ambao hutoa bei nzuri kwa wakulima na kuepukana na utaratibu wa kuuza mazao kwa njia ya mlango mmoja ulio wazi. Wanaweza kufanikiwa kutoa bei nzuri zaidi kuliko Halmashauri kwa vile hawana gharama zozote kama zile za Halmashauri za kuhifadhi mazao katika ghala, kufukizia mazao dawa ili kuzuia madhara ya wadudu n.k. Karibu mazao yote yanayonunuliwa kwa njia ya magendo husagwa hapa nchini au husafirishwa katika nchi za jirani kama vile Kenya ambako bei ni za juu kwa ajili ya upungufu wa muda wa mazao ya nafaka. Halmashauri ya mazao inajitahidi kwa kadri iwezavyo kulivunjilia mbali jambo hili la biashara ya

magendo. Tumemwajiri ofisa wa upelelezi kuwasaka wadhalimu wanaoendesha biashara ya magendo. Tukitumia njia za elimu, bidii inazidi kuongezwa kuwatangazia watu kwa kadri iwezekanavyo katika radio, masomo ya watu wazima, mikutano pamoja na wakulima n.k. Wakuu wa Mikoa na Wabunge kadhalika wanaweza kusaidia kuwaeleza wakulima faida ya kuuza mlango mmoja ulio wazi na hasa kwa faida ya upeo mrefu wa maendeleo; Wajumbe wa Halmashauri za maendeleo, V.D.C. wana nafasi nzuri zaidi ya kupeleleza na kuwatambua wadhalimu wavunja sheria na wasikose kutoa habari polisi n.k. ili hatua zichukuliwe. Halmashauri inajitahidi kutimiza kwa mafanikio kazi iliyo muhimu kwa taifa. Kazi hii si nyepesi lakini kwa msaada wa ushirikiano kutoka katika kila sehemu inayoweza kusaidia na hasa kutoka kwa wale watu wanaokutana na wakulima na walaji kila mara, tunatumaini tutafanikiwa kulitokomeza jambo hili la biashara ya magendo.

SWALI LA 12.

JE, WATU WOTE WANAEWEZA KUJSAIDIA HALMASHAURI ?

Jibu lililo wazi ni "NDIYO," kwa vile Halmashauri ni chombo muhimu katika kukuza uchumi wa nchi ni wajibu wa kila raia mwema kushirikiana na Halmashauri ili kuhakikisha kuwa tunapata mafanikio.

Ingawa mtu wa kati mnyonyaji kadidimizwa chini na Halmashauri, bado hajatoweka kabisa. Yungali anaranda randa huku na huko akiipikia majungu Halmashauri. Tunachotaka watu wote wafanye ni kushirikiana na Halmashauri kwa kuwakanusha watu hao wapotevu. Ni sheria kwamba mazao yote ni lazima yauzwe kwa Halmashauri kupitia kwa maajenti wake ambao ni vyama vya Ushirika na shirika za vyama hivyo. Mtu ye yote asiyeruhusiwa anavunja sheria. Watu wote wanaweza kusaidia Halmashauri kwa kuhakikisha kwamba mazao hayauzwi kwa njia ya magendo. Washirikiane na Halmashauri kuwashitaki wanunuzi wa magendo. Wahudhuri katika mikutano ya hadhara inayoitishwa na Halmashauri, na kuwa waaminifu na wadilifu wakati wowote wanapohusika na mazao yanayonunuliwa na Halmashauri. Kila mmoja wetu lazima aangalie kwamba mazao tunayoiuzia Halmashauri ni safi na yenye sifa zinazotakiwa. Kadhalika watu wote wanaweza kuisaidia sana Halmashauri kwa kutoa makosa na maoni juu ya siasa yake na kazi zake.

SWALI LA 13.

KWA NINI HALMASHAURI YA TAIFA YA MAZAO HAITOI MIKOPO KWA VYAMA VYA USHIRIKA ?

Ingawa kutoa msaada wa fedha kwa jamii ya wakulima wasio na rasli mali ni jambo bora na ingawa Halmashauri yetu inayahurumia

matatizo ya vyama vya ushirika, kutolewa kwa misaada moja kwa moja ni lazima kuepukwe na badala yake misaada kama hiyo ingefaa zaidi itolewe kwa njia ya Benki ya Shirika au kwa njia nyingine za kiserikali (kwa mfano Halmashauri za mikopo) ambazo zinaongoza shughuli za maendeleo au kutoa misaada kwa watu binafsi kwa mujibu wa maendeleo ya nchi kijumla.

Kuna sababu kubwa nyingi zinazozuia Halmashauri yetu isipewe madaraka ya kutoa mikopo au kuweka mali katika mipango ya maendeleo moja kwa moja.

Kwanza, Halmashauri ya Taifa ya Mazao si chama (au Halmashauri) kilichoundwa ili kupata faida. Serikali imeshaanzisha vyama au Halmashauri mbali mbali maalum ambazo kazi yake ni kupata faida na ingekuwa kukariri mambo ingekuwa Halmashauri ya Taifa ya Mazao ingejaribu kushindana na vyama hivyo — jambo mojawapo ambalo Tanzania haiwezi kulimudu katika hatua tuliyofikia kwenye maendeleo. Wala haiwi sawa kwa Halmashauri kutoa mikopo moja kwa moja kwa vyama vya ushirika kwa sababu haina watumishi wa kushughulikia kazi za kutolea mikopo hiyo, na pia Benki ya Ushirika na Halmashauri ya Taifa ya Mikopo ndizo zinazohusika hasa na kazi hiyo.

Jambo la pili, Halmashauri ya Taifa ya Mazao inahitaji kukusanya rasli mali ya kutosha ili iweze kufanya shughuli zake vyema na kwa ujasiri, na ni sawa zaidi, kuziweka fedha hizo katika mkono wa serikali ili zitumike katika kazi za mpango wa maendeleo. Rasli mali inayowe kwa katika mali za serikali zinaweza kuchukuliwa, tena hazina hatari ya kupotea; jambo hilo haliwezi kuwa la kweli kwa kadri mikopo kwa Vyama vya Ushirika inavyohusika.

Mwisho Halmashauri ya Taifa ya Mazao kama Halmashauri ihusikanayo na masoko imeamriwa kukadiria kazi zake katika shughuli zile tu ilizowekewa kuzifanya, na kati ya shughuli hizo ilizopewa, ile ya kutoa misaada au mikopo kwa vyama vya ushirika haimo. Kwa hivyo basi haingekuwa sawa kwa Halmashauri ya Taifa ya Mazao kuchukuwa kazi hiyo mpya ya kutoa mikopo moja kwa moja kwa Vyama vya Ushirika.

SWALI LA 14.

**UUAZI WA MAZAO KWA KUFUATA SHERIA MAALUM,
UNA FAIDA AU HASARA GANI?**

Kuna sababu mbili kuu zinazosababisha uuzaji wa mazao kwa kufuata sheria maalumu. Sababu hizo ni za kisiasa na uchumi. Kwa

upande mmoja, kisiasa, mkulima wa kawaida ni muhimu sana hivi kwamba bidii ni lazima zifanywe ili kumfanya ajione kwamba kuwapo kwake kunatiliwa maanani na viongozi. Ingeleta hasara kwa siasa ya nchi angeachiliwa ajishughulikie yeye mwenyewe juu ya matatizo ya kuuza mazao na mahitaji badala ya kujibidisha katika kutoa mazao mengi zaidi kuliko anavyoweza kupata (uchumi) kwa jasho lake.

Pia kuna tatizo la uchumi ambalo ni lazima likabiliwe na ambalo linazidi kumpa mtu wazo la kujiuliza : “Je, ni kwa muda gani mpango huu wa kuhakikisha bei zilizolinganishwa na kurekebisha kwa misaada ya serikali utazidi kuendelea?” Kwa kadri uchumi unavyohusika, inaonekana kuwa kuna shauri la maana kupendelea uuzaji usio na vipingamizi mradi gharama ya shughuli zote haziwezi kupungua chini ya mpango wa kuweka bei maalum.

Kukadiria bei maalum katika hatua fulani fulani za uuzaji mara nyingi ni jambo linalofikiriwa sana katika uanzishaji wa Halmashauri za mazao. Halmashauri ya Taifa ya Mazao ilianzishwa hasa kwa kusudi la kurekebisha bei za mazao yaliyo chini ya uangalizi wake. Kwa hiyo, chini ya mpango wa kuuza mazao kwa kufuata sheria maalum, zinaweza kuanzishwa kwa urahisi njia njema na nyepesi zaidi za kuuza mazao; kwa kuondoa tofauti za bei anazopewa mkulima na kipato chake anahakikishiwa kwa kuwa uuzaji wa mazao yote ya kilimo unafuata mpango maalum na mwishowe faida kubwa inapatikana kwa kuweka nafasi moja kubwa ya kuuza vitu kwenye soko moja.

Sababu nyingine ya kuuza mazao kwa kanuni fulani chini ya Halmashauri za mazao — haihusu swali la uchumi bali linahusu jamaa au watu; siasa za utaiifa mahali au katika sehemu ambako biashara fulani mwanzoni zilikuwa mkononi mwa wafanya biashara waliokuwa wakipeleka faida (walizozipata) katika biashara walikuwa ni wa mataifa mengine tu, mahali hapo pamelazimu mabadiliko hayo ya uuzaji wa mazao ya mkulima yafanywe na Halmashauri za mazao. Ili kuondolea mbali makabila au watu wa kati (middlemen) na kuanzisha lengo maalum, kazi fulani fulani za biashara zimehamishwa na kuweka chini ya shughuli mojawapo ya serikali kuu, kwa mfano Halmashauri ya Taifa ya Mazao, Halmashauri ya Kahawa, Halmashauri ya Kuuza Pamba na Mbegu.

Mwishowe, hati ya kuziweka bei za vyakula vya lazima chini ya kima halisi imefanya serikali kuchukua madaraka ya kuongoza shughuli za uuzaji kwa mpango wa Halmashauri za mazao. Kati ya haja au mambo yanayosababisha kubadilika kwa bei pamoja na matokeo ya mabadiliko hayo kwa wakulima na walaji yanajulikana na wengi kati yenu mnaosoma karatasi hii. Ushahidi uliopo juu ya mawazo yaliyo-

potoka ambapo wanunuzi hufanya mambo bila kukadiria mipango ya bei za mazao, na pia bila kufikiria vile wanunuzi wengine wanaoshiriki wanavyoweza kufanya, jambo ambalo huzidisha mabadiliko ya bei. unaleta sababu nyingine ya kuingilia katika kurekebisha bei.

Hasara : (Juu ya kuweka kanuni maalum za uuzaji)

Kuna ubishi mwingi unaotolewa katika kupinga uwekaji wa kanuni maalumu za kufuatwa katika uuzaji.

Kwanza, inasemwa kwamba utumishi wa vifaa vya uchumi unaingiliwa. Inasemwa zaidi kuwa jambo hilo litazuia maendeleo ya uchumi kwa sababu nafasi za kutokutumia vyema mali au kugawanya ovyo uchumi zitaongezeka. Maelezo yanayoandamana na ubishi huu ni kwamba washindani nia yao claima ni kupata faida za namna mbali mbali. Kwa hivyo ni jambo lisiloepukika kwamba katika mpango wa biashara za masoko ni wale tu wanaojiweza kufanya kazi zao kwa gharama ndogo sana wanaoweza kuendelea. Hilo ni jambo lililo muhimu sana kwa mazao kama Mahindi ambayo hupatikana kwa wingi au uchache kwa kufuatana na hali ya hewa, jambo ambalo linahusu pia mazao mengine yanayopatikana kwa kilimo. Kwa jinsi uuzaji utakavyofanywa bila kuwekwa kanuni maalum, bei zitabadilika badilika kwa kufuatana na wingi wa mazao — zikiwa ndogo (au za chini) katika miaka ya neema, na zikipanda (kuwa juu) miaka mibaya.

Pili : Katika mpango wa kuweka kanuni maalumu za uuzaji, inazidi kusemwa kwamba hakuna kishawishi kwa kufanya kazi hora na kwa hiyo gharama za uuzaji zinabakia kuwa kubwa. Kwa hiyo katika miaka ya neema ambapo bei zingalikuwa ndogo kwa ajili ya mavuno makubwa, Halmashauri ya Taifa ya Mazao inapoteza fedha nyingi sana katika kutoa misaada kwa kuongeza fedha za malipo kwa mkulima, labda iwe kwamba bei za vitu kwa walaji ziwe zimewekwa juu makusudi kuliko zingelivyokuwa iwapo mazao na mahitaji yangukuwa ndiyo matatizo pekee yanayokabili kima cha bei.

Jambo la tatu : Bei aliyohakikishiwa mkulima pia inamfanya asishawishike kupunguza gharama za kazi ili kutoa mazao bora yatakayoleta faida kubwa, au kwenda kwenye shughuli zingine ambako angetoa mazao yatakayomletea faida.

Jambo la nne : Matokeo ya bei zilizokadiriwa kwa vyakula ni kuongeza gharama za watumishi. Mahindi na Mpunga ambavyo ni vyakula vya kila siku kwa wafanya kazi, ikiongezwa bei itaongeza pia mishahara na kwa jinsi hiyo itapunguza faida ya watumishi wa viwandani, au gharama ndogo ya utumishi ndicho kiini cha uendeshaji wa viwanda katika nchi zinazoendelea. Ni katika sababu hii pia ambamo mpango wa kuweka sheria au kanuni maalumu za uuzaji unasemwa kuwa unachelewesha maendeleo ya uchumi.

SWALI LA 15.**JE, NI SEHEMU GANI ITAKAYOCHUKULIWA NA HALMASHAURI
KATIKA MPANGO WA MIAKA MITANO ?**

Halmashauri ya Taifa ya Mazao kama vile Halmashauri nyingine za mauzo ni chombo cha kuondoa wasi wasi katika uchumi wa Taifa unaotokana na kuanguka anguka kwa bei. Kwa mpango wa kuwa na mfuko wa akiba wa kurekibisha bei Halmashauri inavunja hatari ya tofauti za bei zinazopatikana kwa kuuza mazao katika masoko ya nchi za nje na bei ya kununulia mazao. Pia inavunja hatari ya mabadiliko ya bei kati ya misimu. Zaidi ya hapo inalinda utaratibu wa mauzo wakati wa musimu. Kadhalika Halmashauri inafanya kazi za ustadi, biashara na mapesa.

Ustadi :

Kuyapanga mazao katika daraja ili kuhakikisha kuwa sifa za mazao zinazotakiwa zinapatikana. Haja yake ni kuinua sifa za mazao na kupata kwa jumla thamani kubwa ya mazao.

Biashara :

Inathibitisha kwamba wafanya biashara hawapati faida wasio-stabili kutokana na mazao hivyo huzuia ule unyonyaji wa watu wa kati.

Mapesa :

Inatunza schemu fulani ya fedha zinazotokana na mauzo ya mazao kwa nchi za nje ambazo angelilipwa mkulima na huzitumia fedha hizo kwa matumizi mengine kama vile matumizi ya Halmashauri kuhusu mambo mbali mbali ya mipango ya maendeleo (kwa mfano, kuhifadhi mazao katika ghala) au kuzihamisha pesa toka kwenye Halmashauri kwenda serikalini kwa matumizi ya kuendeshea mipango ya jumla ya maendeleo.

Uthabiti wa bei unawatia moyo watu waongeze mazao yao na kufanya maamuzi bora juu ya fedha. Baadhi ya mazao yanauzwa kwa kufuata utaratibu wa sheria za serikali yanachukua sehemu kubwa sana ya mazao yauzwayo nchi za nje na kuingiza fedha nchini, hivyo kazi za Halmashauri ya Taifa ya Mazao ni za maana sana katika uchumi wetu wa Taifa. Kwa hiyo Halmashauri ya Taifa ya Mazao ikiwa ni chombo cha kuendeshea uchumi inarekibisha bei za mazao, huwaondosha wafanya biashara wa kati, huwalinda wakulima katika dhoruba ya mashindano na nchi za kigeni na walaji wasidhulumawe na wanyonyaji.

Zaidi ya hapo, Halmashauri ya Taifa ya Mazao — kama vyombo vingine vya uchumi husaidia katika kujenga uchumi kwa njia nyingine nyingi. Huhifadhi baadhi ya fedha zake kwa matumizi ya kukuza na kuendeleza kazi zake k.m. kutumia fedha katika kuongeza nafasi za ghala, majengo na vifaa. Pia huwarudishia wakulima faida au sehemu ya faida (kwa njia ya malipo ya pili). Tatu, kwa vile Halmashauri inachukua fedha zinazohitajika kwa matumizi yake ambayo ni madogo sana inafanya walaji wapate bei nafuu na utumishi bora — kawaida yetu ni kumwuzia mlaji bei ya chini na kuwalipa wakulima bei ya juu.

Halmashauri ya Taifa ya Mazao inachukua sehemu ya maana sana katika kujenga msingi wa uchumi katika Jamhuri yetu kwa kurekibisha bei za mazao ya kilimo yanayouzwa kwa kufuata taratibu za sheria za serikali; na mumo kwa mumo husaidia kurekibisha mapato ya wakulima, serikali na biashara na nchi za nje.

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KATIKA MPANGO WA MIAKA MITANO ?**

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Ustadi :

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Biashara :

Inathibitisha kwamba wafanya biashara hawapati faida wasio-stahili kutokana na mazao hivyo huzuia ule unyonyaji wa watu wa kati.

Mapesa :

Inatunza sehemu fulani ya fedha zinazotokana na mauzo ya mazao kwa nchi za nje ambazo angelilipwa mkulima na huzitumia fedha hizo kwa matumizi mengine kama vile matumizi ya Halmashauri kuhusu mambo mbali mbali ya mipango ya maendeleo (kwa mfano, kuhifadhi mazao katika ghala) au kuzihamisha pesa toka kwenye Halmashauri kwenda serikalini kwa matumizi ya kuendeshea mipango ya jumla ya maendeleo.

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