

Swahili transcript:

Ningependa kuzungumzia suala la biashara katika nchi hii ya Tanzania, hususani katika miji mbalimbali. Ukifika Tanzania utaona biashara ni nyingi kwa mfano biasharaza nguo labda pamoja na vifaa vingine. Na uendeshaji wa biashara katika nchi ya Tanzania uko tofauti kidogo na nilivyoona hapa Marekani, kwamba kwa Marekani ukihitaji nguo au ukihitaji kitu chochote unakwenda dukani na unavipata pale. Lakini kwa Tanzania tuna maduka sawa yako maduka makubwa ya nguo na vifaa vingine vya nyumbanina vifaa vyote ambavyo unavihitaji, lakini pia wapo watu ambao wanaatembeza zile biashara wamezishika mkononi, na watu hawa wanaitwa machinga. Kwa hiyo ukifika Tanzania hususani katika miji mikubwa kama Dar es salaam, ni wazi kwamba utakutana na wafanyabiashara hawa. Wafanyabiashara hawa wananunua kwa mfano wanaenda kwenye maduka makubwa ya nguo, kwa mfano nguo, wananunua halafu wanaanza tena kuzitembeza kwa wananchi, wanatembeza barabarani, yaani wanatembea na zile nguo barabarani, kama ni nguo au hata vyombo wakati mwingine au vitu vyovyote vile ambavyo vinapatikana madukani, kwa hiyo wao wanakwenda madukani, wananunua, halafu wanazitembeza barabarani na wakati mwingine wanatembeza hata katika majumba ya watu. Kwa hiyowatu hawa wanaitwa, wafanyabiashara hawa wanaitwa machinga. Na mara nyingi vitu vyao vinakuwa bei zao zinakuwa ni tofauti kidogo kwa sababu akinunua dukani, anaongeza tena hela kidogo anapokuuzia, kwa hiyo watanzania wengi wanakuwa makini kununua vitu kwa wamachinga kwa sababu bei ambayo atanunulia kwa machinga inakuwa iko juu kidogo kulingana na bei ambayo angenunulia dukani. Lakini wafanyabiashara hawa wamekuwa ni msaada mkubwa kwa wananchi wengi kwa sababu si wote ambao wanapata muda labda wa kwenda madukani labda kwenye maduka makubwa kwa ajili ya kununua kama vyombo au nguo au vitu vingine, kwa hiyo badala ya kutumia muda mwingi kwenda katika maduka kununua vifaa, wengi wananunua kwa hawa wamachinga. Kwa hiyo kuna faida na hasara wakati mwingine wa kununua vitu kwa wamachinga kwa sababu unaweza ukanunua kitu kwa machinga, kitu ukanunua kwa bei kubwa, ukienda dukani ukakuta kitu kilekile kinauzwa

kwa bei ya chini. Na wakati mwingine wamekuwa wakiuza vitu kwa mfano vitu ambavyo vinatumia umeme, mara nyingi vingine vinakuwa tayari vimeharibika. Sasa ukinunua kitu ambacho kinatumia umeme kwa machinga kwa sababu pale anapotembea anakuwa hana sehemu ya kuweza kujaribisha kama kile kitu kinafanya kazi vizuri, kwa mfano labda birika labda la umeme, au pasi kwa ajili ya kunyoshea nguo, na vifaa vingine ambavyo vinatumia umeme, kwa hiyo wanauza. Na kama umenunua kitu kwa machinga, na kwa bahati mbaya umeenda umejaribisha nyumbani ukaona hakifanyi kazi, inakuwa ni hasara kwako kwa sababu wafanya biashara hawa hawakai sehemu moja, wanakuwa wakizunguka maeneo mbalimbali kwa hiyo sio rahisi kumpata na kumwambia kwamba kifaa ulichoniuzia ni kibovu au kimeharika, kwa hiyo inakuwa ni hasara kwa yule mtu ambaye amenunua, lakini kwake yeye machinga kwake yeye inakuwa ni faida. Kwa hiyo ni suala zima la kuangalia unapoishi Tanzania hasa katika miji mikubwa kama Dar es salaam na mikoa mingine. Ni vizuri sana ukaenda kwa mfano vitu ambavyo vinatumia umeme ni vizuri ukaenda ukanunua dukani. Kwa sababu kama ukirudi nyumbani na kifaa hakifanyi kazi vizuri, ni rahisi ukarudi tena dukani ukabadilisha au wakakurudishia pesa yako, lakini kama nilivyosema mwanzaoni kwamba ukinunua kwa hawa wafanyabiashara ambao wanaitwa machinga, akishaondoka na wewe umerudi nyumbani na kile kifaa hakifanyi kazi vizuri, inakuwa ni hasara kwako kwa sababu huwezi ukampata kwa sababu wao wanatembeza biashara maeneo mbalimbali.

English translation:

I want to talk about business and how it is conducted in Tanzania, especially in big cities. When you visit Tanzania, you will find a lot of businesses selling cloth and other things. How Tanzanians do business is quite different from what I see here in the U.S. If you need to buy cloth or anything here in the U.S., you go to the store and buy it. In Tanzania, we have large and small stores where you can purchase your items. But there are also people who sell things while carrying them around. These people are called *machinga*.

This kind of business is very popular in big cities like Dar es Salaam. Machinga go to the large stores and buy things in bulk and start walking around with them in their hands and

selling them. Sometimes people are cautious when they buy things from *machinga* because the price they pay when buying from a *machinga* is different from the price they pay for the same item in the store. *Machinga* raise the price so that they can make a profit. However, many people prefer these merchants because not everyone has time to go to the large stores to buy cloth, and other things. Thus they save time and get what they need from *machinga*.

There are advantages and disadvantages of buying things from *machinga*. Sometimes you may buy a certain thing from *machinga* and if you happen to go to the store, you will find the same thing with a lower price than the one you paid when you bought it from the *machinga*. Another disadvantage is that when you buy a certain thing from a *machinga*, especially with electrical items, some are already broken at the time of the sale. The *machinga* doesn't have a place to check it to see if it works. If you get home and find the item is not working properly, your money will have been wasted. As I pointed out earlier, these merchants sell their wares while carrying them around. They don't have a shop; they walk the streets. So if you buy something and the item is not working properly, it will be hard for you to find him to exchange the item or to be refunded. For the customer, it is a loss but for the *machinga*, it is good luck. It is very important in Tanzania, especially in big cities, to buy your items in stores, especially electrical appliances, because if you get home and find it does not work properly, it is easy to go back to the store and exchange it or get your money back.

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