

SPOT 4: TRUST AND TRANSPARENCY

STATION CUE: And coming up next [Presenter's Name] with a special series for farmers all about Farmers' Groups and Marketing. Today the topic is – 'Trust and Transparency'. When it comes to groups and business can people really trust each other? Find out now ...

FX and Music

(Hold Under Insert 1)

Vox pop: *Hajji Kawesa, trader, Kisenyi market, Kampala*

In business, trustworthy is not there. Anyone who tells you this is totally deceiving you. So everyone cheats each other.

Presenter: The voice of a Kampala grain trader in the busy Kisenyi Market in the Kampala's City Centre. The idea that in business people don't trust each other does not bode well for farmers' groups wanting to sell in bigger markets. But is this really a widely held view? Mr Daniel Wanzala, Vice-President of Uganda's National Farmers' Association thinks that it isn't. Here's his answer to that Kampala Trader ..

Insert 1: *Daniel Wanzala, Vice-President, Uganda National Farmers' Association; Chairman, Masindi District Farmers' Association* **Dur: 0' 38"**

I wouldn't buy that idea from that trader. He doesn't know that whatever he is doing, he is doing it on trust. If the people are not trusting him, they will not even buy anything from him. If there was no trust, the banks would not be there, because banks

are an institution of trust. So with him he should know he has also become an institution of trust. People come to him knowing that he is bringing the right goods and is selling to them at the proper price. He is not cheating them. So they trust him.

Presenter: And what about ordinary farmers – what do they think? Betty Odom is a farmer and community worker in Masindi District. She says that where she lives there are mixed feelings about trusting traders – some are trustworthy but others are not ...

Insert 2: Betty Odom, community worker, Nyabyeya trading centre, Masindi District

Dur: 29”

OK, relationship with traders. Others are OK, others are not OK. Because there are those ones, they send their people from town. They come this way – if the buyer says that you buy my maize at 180 per kilo, that one will tell you 160, of which he wants to eat the 20. So at least if the real buyer could come from there, say I am going to stay here, I will rent from here, bring your seeds, I will buy like this, it will be OK, at the exact price.

Presenter: And local traders – what’s their view? In Dyango Market in Rakai District it’s market day and at least two traders there feel that when it comes to trust it’s not the traders but the farmers and especially farmer groups who are the ones that cannot be trusted surely not ..

Market FX

(Establish and fade under Insert 3)

Insert 3: Montage

Dur: 1' 53"

Gerard, extension worker and trader, Dyango market, Rakai District

(Intro: yes, how are you sir? Very well, thanks. You are welcome. Hi. How do you do? I am Gerard. Hello. How do you do. I am extension worker)

For me, groups. I doubt whether they can accept really, to form groups, because they have experienced a lot of problems in those groups. First of all there is a lack of transparency, so they don't trust each other, those are some of the problems, and they are not living together, they come from different areas, so to form a group here is rather very difficult, yes.

Joseph Sachimpi, trader, Dyango market, Rakai District (local language, translated by Dauda Twase) ”

He's called Joseph Sachimpi. He's a trader from..... That's he no longer supporting these cooperative groups, he wants to work alone, because when you go in a group at times there is no transparency some people are cheating others, just taking out money, so he does not like the groups, he wants to work alone.

(local language)

That he does not see any transparency among those groups, because the leaders, like in Uganda the leaders of those cooperative groups they have been just gathering money from people and then just take off instead of helping them.

Presenter: Well, I'm not sure which groups they've been working with because an important part of forming trust in groups is this very issue of transparency. Transparency means that everyone in a group knows and can see exactly what's going on – records are kept and it should not be possible for human greed and corruption to set in. As groups grow and prosper they won't always attract the right kind of members – some people will always want to join to cash in on the group's success – with transparency they won't be able to make off with funds. Perhaps the traders are upset because farmers' groups have taken away some of their business! Here to end today's programme is a word from Edith Bukirwa, chairperson of Kamukamu womens' group, Rakai District... she says that because her group has the right level of transparency people who join the group for the wrong reasons tend to drop out ..

Insert 4: *Edith Bukirwa, chairperson, Kamukamu womens' group, Rakai District*
Dur: 0' 22"

After some time some of them drop out because it was not easy to look after orphans. Some of them thought that we are going to get money for our own. But as we get any coin it goes straight to the orphans.

Music

STATION CUE OUT: And that was 'Trust and Transparency' part of our special series for farmers. If you have any views on what you've heard or if you'd like to start up your own farmers' group why not drop us a line at ..[STATION ADDRESS]. We're always happy to hear from you. Next time we'll hear about 'Getting Information about the Market'.