LIRA TOWN COLLEGE

S.3 ENGLISH 112 /2

1. Read the passage below and answer the questions that follow.

The Self-reliance worker

In Africa, there has been an enormous influx of young people into artisan activities. This has been possible for a number of reasons, the chief of which has been the nearly insatiable demand for cheap artifacts of various kinds: braziers (jiko), fence post nails, ladies debes, buckets, hinges and bolts for doors, wood – working tools – the list is endless. However, the boom in artisan activity would not have been possible without the readiness of those artisans already in trade to accept trainees for "on the job" training they needed them to cope with the work; and the speed at which these trainee artisans very soon became masters themselves. Within a year, trainees might in his turn take on fresh trainees himself for the training process to continue.

Gacuiri comes form a family of black smiths. From a very early age, Gacuiri was familiar with metal, wood and bits of machines. He used to make wooden models; once he used to make wooden carts for children to play on, and to carry debes of water some of these carts he would sell, others he would rent out. Later, in school vacations, he began to construct jikos out of scrap-metal to supplement the family income.

On leaving primary school, Gacuiri set about finding employment. His first venture, mending bicycles, was unsuccessful, and he got a job picking coffee on one of the estates. A vacancy occurred in the farm workshop, and he convinced the manager that he would carryout most of the metal – working practices.

Gacuiri now had what many would regard as a great job; but he wanted to be independent – he wanted to be his own boss. Within a short time he moved nearer Nairobi where he proceeded to make, full time, and the *jikos* and water cans that he had previously made in his school holiday. He would purchase a crap metal in Nairobi for a few shillings, and take it back to his place on a borrowed bicycle.

Unfortunately the bicycle was simply not strong enough to carry the scrap-metal he wanted, and this gave him an idea. Why not make bicycle carriers; not those expensive, light-weight imported ones, but carriers strong enough to manage the weight of an adult, or sacks of charcoal, or debes of water?

To make such a carrier, especially strong tools were necessary. Gacuiri bought a drill and bits for about 6/=, improvised a handle for hacksaw blades, and made a small bellows from bits and pieces. With these implements he was able to make his first metal cutter. Within a short time he has made a sample bicycle which he carries round to the main Nairobi cycle stores to get orders. Very soon he had orders for dozens of these strong carriers. How did he manage it?

For one thing, his carriers were stronger and cheaper than those were factory-made. Secondly he made all the first ones personally, to ensure that they are of right quality, and so that his trainees could learn from his example.

There were other reasons for his success. He saw the need for an efficient, regular supply for good quality scrap metal. He also realized that his market is good enough to be marketed over a wider area. He did not rely only on the Nairobi firms. He also went personally to the main provincial towns of Kisumu, Eldoret, Nakuru, etc. Very soon he was provinces by road and rail, and getting a much better price for them than if he had sold them all in Nairobi. He even managed to arrange and order of 200 dozen in Arusha in Tanzania, and was only prevented from completing this by difficulty in fixing an export license.

Gacuiri did rest on his laurels. He saw that there was a danger in putting all his eggs in one basket, and so he began to diversify into making fore guards. Many people consider these essential in strengthening the bicycle's front fork and shaft for local road conditions. They were made entirely out of 1cm round metal each pair linking the..... from axle and the shaft beneath the handle bars. Each length of metal had to be heated and then flattened at the extremity, and holes bored in for attaching to the axle.

Once these fore guards were established and popular, Gacuiri turned to designing a bicycle stand for attaching to the back wheel.

Question:

1.	Write a paragraph of about 100 words explaining the reasons for Gacuiri's success in his business.
•••••	
•••••••	