

A STUDY OF INDIAN HAWKERS IN KATHMANDU DISTRICT

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Recommendation Letter

This thesis entitled '**A Study of Indian Hawkers in Kathmandu District**' has been prepared by **Trailokya Bikram Regmi** under my guidance and supervision in partial fulfillment of the requirements for the Degree of Master of Arts in Rural Development. Therefore, this is recommended for the final evaluation and approval.

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Approval Sheet

The thesis entitled “**A Study of Indian Hawkers in Kathmandu District**” prepared and submitted by **Trailokya Bikram Regmi** has been accepted and approved in partial fulfillment of the requirements for the degree of Master of Arts in Rural Development.

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Declaration

I hereby declare that the thesis entitled '**A Study of Indian Hawkers in Kathmandu District**' submitted to the Central Department of Rural Development, Tribhuvan University, is entirely my original work prepared under the guidance and supervision of my supervisor. I have made due acknowledgements to all ideas and information borrowed from different sources in the course of preparing this thesis. The results of this thesis have not been presented or submitted anywhere else for the award of any degree or for any other purposes.

.....
Trailokya Bikram Regmi

Date: December 18, 2017

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Abstract

Hawking is a ubiquitous feature in Asian cities. Normally it can be seen on the street of urban areas around the world. It is an activity falls under the informal scope of economy. Even the illiterate, unskilled and economically poor people can run such types of business with investing very less initial capital in comparison to formal sector. This paper aims to describe the socio-economic and demographic status as well as business behaviors of the Indian Fruits and Vegetables Hawkers in Kathmandu District.

This study is based on the haphazard In Street Interview with altogether one hundred and ten (82 fruits and 28 vegetables) Indian hawkers through bicycle from the ten different clusters of Kathmandu District. Three snap shot case studies were also conducted to gather the necessary data.

The study finds out that most of the fruits and vegetables hawkers through bicycle in Kathmandu District are the Indians. Most of them are illiterate and non-farming people who belong to the Betiya and Motihari District of Bihar. Open boarder, family culture, peers inspiration and low initial investment intended them to join in hawking profession. Almost all the hawkers pull their bicycle more than ten hours a day. By investing about Rs.3500 initially and about Rs.4000/day they earn at least Rs.20000/month after deducting all expenses. Despite of different problems, harsh natural situations and non-humanitarian behavior of the locals, more than seventy percent hawkers are satisfied with this profession. The interesting fact is that none of the government of Nepal (local and federal) has kept the record about those hawkers who are neither got registration nor paying tax to the state. On the other hand, the Embassy of India is also unknown about their citizens who are dwelling in Nepal and running the hawking profession for a long.

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Abbreviations/Acronyms

%	=	Percentage
BMC	=	Bombay Metropolitan Committee
CBS	=	Central Bureau of Statistics
CDRD	=	Central Department of Rural Development
DDC	=	District Development Committee
GDP	=	Gross Domestic Product
GoN	=	Government of Nepal
i.e	=	That is
IC	=	Indian Currency
ILO	=	International Labor Organization
KTM	=	Kathmandu
NC	=	Nepali Currency
NGO	=	Non-Government Organization
NRB	=	Nepal Rastra Bank
Rs	=	Rupees
SEDA	=	Small Enterprise Development Agency
SPSS	=	Tactical Package for Social Sciences
TU	=	Tribhuvan University

Chapter One: Introduction

1.1 Background of the Study

This thesis is about the hawkers who are low income entrepreneurs and are mainly found in densely populated urban informal sectors in developing countries. In comparison with other trades hawking is easy to enter for the poor rural migrants as well as lower income groups living in the city. It is an integral part of urban informal economies around the world. It is very common in urban areas. It offers easy access to a wide range of goods and services in public spaces, nearby places or door to door to the customers. Mostly the hawkers sell inexpensive items. It is an important and visible economic activity in the public space, which is preferred by the low economic status, non skilled and even by the illiterate people. So, hawkers are part of the informal sector of the national economy which has grown rapidly because of the excessive increase in unemployment, low and decreasing incomes of the majority of the population and the lack of appropriate employment training programs (Zetter, 2006).

Kathmandu is the largest economic zone of Nepal. Most of the offices and industry of Nepal are located in Kathmandu. According to DDC Kathmandu report-2014, the total population of the district is 1,744,240 in 2011. It covers an area of 395 km² and is the most densely populated district of Nepal with 1,081,845 inhabitants in 2001 and 1,744,240 in 2011. The districts headquarter Kathmandu Metropolitan City is also the capital city of Nepal (CBS, 2014). Being the most populated as well as the capital city of Nepal, Kathmandu is the place of different socio-cultural as well as the different economic activities. People of different areas of the country are engaged in different economic activities to secure their livelihood. Many Indians are also engaged here in different activities. Amongst them some fruits and vegetables hawkers through bicycle can be seen on the streets of Kathmandu. Although, there are many literatures about the hawking, hawkers and the informal economy, there is no special study about the status of Indian fruits and vegetables hawkers in Kathmandu District. No data are available about the actual out flow of remittance through these hawkers. The main aim of this study is to fulfill the gaps seen in the hawking sector especially about the Indian hawkers in Kathmandu.

1.2 Research Problem

Poverty, unemployment, insufficient income and lack of services are the major pushing factors to the people for migration. More or less these are the great problems of underdeveloped as well as developing countries where people have to do tough struggle to secure their livelihood. Although, the hawking profession which requires very less initial capital to conduct, neither highly skilled person is necessary nor requires a large amount to purchase the goods daily; ‘why the Nepalese youths do not prefer this profession?’ What are the reasons to an Indian to be a hawker in Kathmandu? What socio-economic and demographic status people are involved in this profession? How is the environment of Kathmandu to those hawkers and what outputs they achieve by this profession? Such questions very often struck the mind of the researcher. The researcher wants to know the socio-economic and demographic status as well as the interaction of the Indian Hawkers with different situations in Kathmandu District.

1.3 Objective of the Study

The prime objective of this study is to analyze the status of Indian fruits and vegetables hawkers in Kathmandu District. The specific objectives are:

- To assess the socio-economic and demographic status of the hawkers,
- To analyze the reasons to be a hawker,
- To assess the trading environment of hawking and
- To calculate the investment, income and expenditure pattern of these hawkers.

1.4 Rationale of the Study

This paper aims to analyze socio-economic status of Indian hawkers. It also assesses the trading environment of hawking profession in Kathmandu. It is useful to the Government of Nepal as well as Local Government to monitor and regulate the informal economic activities, specially the foreigner’s activities which are neither registered/recorded nor paying tax to the government as per their economic activities. It is helpful to calculate the actual out flow of remittance through these hawkers. It is also helpful to the development actors to formulate plans, policies and strategies on the behalves of the hawkers’ welfare. It provides an

opportunity to be a micro entrepreneur to those people who have not ideas about the hawking and its' prospects. Findings of this study can aware the economists, policy makers and public administrators about the contemporary situations of the hawking profession.

On the other hand, it is very informative to the Government of India to get knowledge about the status of their citizens who are associated in hawking profession in neighboring country. On the basis of this research, interested researcher may conduct a further study, research and even the census about the hawkers.

1.5 Limitation of the Study

In this study the word 'Hawker' is used as one of the form of street vendors. The study is restricted to the activities of the Indian fruits and vegetables hawkers in Kathmandu District through bicycle. Respondents were taken haphazardly from each fruits and vegetables groups. To ease the research work ten clusters were chosen to acquire the population of these hawkers. The sample was taken only from those clusters for the study. So, the generalization of this study may or may not be applicable to other parts beyond the study area. This study is based on the information collected from the field survey. It is considerable that the population and interview were taken in the month of September (Bhadra in Nepali). Only the presented hawkers were counted for this study.

1.6 Organization of the Study

This study is organized the body parts of this research into five chapters with its necessary sub sections. The first chapter is introductory parts, which includes general background, research problems, objective of the study, purpose of the study, limitations of the study and organization of the study. Theoretical review, empirical review and conceptual framework are there in literature review. Research methodology of the study is in the third chapter which incorporates research design, rational of the site selection, nature and sources of data, study population, sample and sampling procedures, data collection techniques and tools and method of data analysis as well as the ethical consideration taken in the study and data collection phases . The fourth chapter explains data analysis and interpretation which were taken from the study area and the fifth chapter includes summary of the major findings, conclusion based on this research and some recommendations. The preliminary part which is necessary in every research is there before the body part and finally, references and appendices are adjoined after this body part.

Chapter Two: Literature Review

This chapter reviews most relevant studies which are useful to identify the research gap in the area of hawking literature. So, this chapter is divided into three sections as; Theoretical Literature, Empirical Literature and Conceptual Framework.

2.1 Theoretical Literature

There are different theories of what comprises and gives rise to informality. The informal economy has experienced a rapid growth in developing countries and has consequently attracted increasing attention from academics, researchers, social development activists, and policy planners. It is generally believed that the rapid growth of the sector has been influenced by increasing unemployment (Timalsina, 2011). Many mainstream economists subscribe to the notion that the informal economy is comprised of informal entrepreneurs who choose or volunteer to work informally. All of those economic activities which have got neither legal registration nor paying taxes to the state fall under the informal economy. In low income countries, informal employment is generally more common for poor people than formal employment. The informal economy is the diversified set of economic activities, enterprises, jobs, and workers that are not regulated or protected by the state. The concept originally applied to self-employment in small unregistered enterprises. On average, compared to formal workers, informal workers have lower earnings and face higher risks, are less likely to enjoy economic opportunities and legal protections, and are less able to exercise economic rights and collective voice (ILO, 2002).

Economic hardships have resulted in the migration of many young people in many developing countries, including Nepal. Various studies have documented the fact that young people move from rural areas to urban areas in search of better livelihoods. Migration is a widespread coping strategy for economically poor households as by diversifying their livelihood options, they reduce their risks and vulnerability (Punch, 2009). Generally, the migrants will be offered higher employment in the new country where the job prospects are brighter than their home country. Stouffer (1940) stated that in the case of a given distance (from origin to destination) the number of migrants is directly related to the number of pulling (attracting) opportunities in the place of destination and inversely related to the number of pushing (intervening) opportunities. This gave rise to an even broader framework,

known as the push-pull factors hypothesis proposed by Lee in 1966. Generally, there are three major factors of migration these are as: Economic Push and Pull Factors, Cultural Push and Pull Factors and Environmental Push and Pull Factors. These push and pull factors play a vital role in people's migration. Before migration, a push factor induces people to move out of their present location when they view it so negatively, whereas a pull factor induces people to move into a new location when they view it so attractively. The major subjects involved in migration research are demography, sociology, economics, geography and political science (Lebhart 2002).

Amongst these, the important reason behind the decision to migration is economic. The *neoclassical economists* see migration as the labor reallocation in response to market need. The spatial mobility of workers from low-wage to high-wage areas occurs as a result of the rational economic calculation of the workers wage differentials. Migrants as decision makers consider the various labor market opportunities available to them as between the rural and urban sectors, and chose the one, which maximizes their expected gains from migration (Todaro, 1969). In this way, neoclassical economics focuses on differentials in wages and employment conditions between countries, and on migration costs. It generally conceives movement as an individual decision for income maximization (Lewis 1952; Todaro 1969).

New economics of migration views migration as a household strategy to minimize family income risks or to overcome capital constraints on family production activities (Stark 1991). The economic explanation dates back to the 1930s it was postulated in economic explanation that the main cause of migration is spatial wage differential was put forth. This was in line with Adam Smith's observation that migration for work stems from differences in the supply of and demand for labor in various places.

Neoliberal theory claims that a largely unregulated capitalist system not only embodies the ideal of free individual choice but also achieves optimum economic performance with respect to efficiency, economic growth, technical progress, and distributional justice. Neo-liberalism is in the first instance a theory of political economic practices which proposes that human well-being can best be advanced by liberating individual entrepreneurial freedoms and skills within an institutional framework characterized by strong private property rights, free markets, and free trade. The basic outlines of neo-liberalism as an object of critical analysis include as an ideology that encompasses various forms of 'free-market fundamentalism'. In

this perspective the individual was represented as a rational optimizer and the best judge of his/her own interests and needs. It is a commitment to 'laissez-faire' because the free market is a self regulating order which regulates itself better than the government or any other outside force. And the last is 'commitment to free trade' involving the abolition of tariffs or subsidies, or any form of state-imposed protection or support (Olssen, 2002).

Hawking is an integral part of urban informal economies around the world. It is very common in urban areas. It offers easy access to a wide range of goods and services in public spaces, nearby places or door to door to the customers. Hawkers are low income entrepreneurs who are mainly found in densely populated urban informal sectors in developing countries. In comparison with other trades hawking is easy to enter for the poor rural migrants as well as lower income groups living in the city. Lack of gainful employment coupled with poverty in rural areas has pushed people out of their villages in search of better existence in the urban areas because these people lack skills, they engage in informal businesses such as hawking of fruit and vegetables (Bhowmik, 2005). Mostly the hawkers sell inexpensive items. It is an important and visible economic activity in the public space, which is preferred by the low economic status, non skilled and even by the illiterate people.

A hawker is a person who offers goods for sale to the public without a permanent built-up structure from which to sell (Bhowmik, 2002). The rural migrants as well as the urban poor are typically involved in these activities and they contribute significantly to informal employment. Street retailing is an activity falls under the informal scope of economy. Although it contributes significantly to the livelihood of many people in developing countries, literatures on the business behaviors of the hawkers are still lacking. According to Jhabvala *et al.* (2003), street hawkers are a category of informal workers which are difficult to monitor and measure, as they engage in selling without being registered. Mitullah (2004) states that estimating the number of street hawkers is not easy due to the nature of their operation. Their numbers vary depending on the time of day or the season of the year. Some hawkers work part-time, only selling in the morning, afternoon, or evening, while some sell only on weekends and others sell only during certain seasons. There is no systematic documentation on the number of street hawkers; they increase when jobs in the formal sector decline and unemployment rises (Bhowmik, 2002). They play significant role by providing necessary commodities for daily uses at a cheap rate because they do not have to pay any overhead cost such as shop rent, electricity, water bills or any taxes to the government (Chen,

2012). The demand for vegetable street hawkers is viewed as a social phenomenon; they are there because they offer goods at cheaper prices compared to retailers in the formal sector (Zetter, 2007). Limited skills rural people have migrated to the larger cities in search of employment who are mostly involved in street vending (Bhowmik, 2010).

Hawking helps to sustain the urban economy to a great extent in terms of generation of employment and income, and provision of services to others (Bhowmik, 2001; Tiwari, 2000). They buy the commodities in small quantities from market at a low price and sell the same goods to a customer who has a limited purchasing power. Cohen *et al.* (2000) state that the reason low-income customers are dependent on hawkers is because hawkers sell their items in small or single quantities, for example one tomato or one potato, and two onions, by doing this their customers can afford the goods. The hawkers sell everything as constructional materials, garments and crafts, vegetables, fruits, utensils, different tools, toys, food items, and many more (in Nepali 'Noon dekhi soon samma' almost all things) by which the poor and middle classes people of urban areas can fulfill their necessities in nearby places at reasonable cost. Cohen *et al.* (2000) state that street hawking is one of the readily accessible avenues of employment opens to whoever needs to earn a living. They further state that hawking activities benefit low-income customers, as it is more cost-effective and time-effective for them to purchase vegetables and other products from the street hawkers.

Millions of people worldwide make a living by selling goods on the street (Skinner, 2008). Hawkers are the main distribution channels for a large variety of products of daily consumption such as fruits and vegetables. Manganga (2007) states that globally, millions of people earn their living by selling goods and services on the streets. Bhowmik (2002) stated that consumers benefit the most from street hawkers because consumers are able to get their daily necessities at reasonable prices and at convenient locations. Although it falls under the informal economic category, it plays a vital role to minimize the unemployment burden and helps to secure the livelihood of the poor people in every nation. Hawking activity is a vital component of household livelihood, and is in fact the sole source of income for 70 percent of hawkers and their families (Holness *et al.*, 1997). Timalisina (2011) stated that street hawking is the largest source of employment in the informal sector. Huyer and Westholm (2007) also state that the street hawker's income is higher than the legal minimum wage. According to Saha (2011) the profit margin of the hawker who sells raw materials such as vegetables and fruit is impressive compared to other categories of hawkers. Kebbed (2004) states that

hawkers face problems in the course of running their businesses. Every day poses a challenge to their survival because they do not have legal recognition. Some shopkeepers do not want hawkers to take up spots in front of their store for fear of competition.

Despite of toiling the whole day few hawkers are able to generate enough earning to meet their family's basic needs for food, shelter, and clothing. The most pressing and ongoing risk for many street hawkers is the possibility that local government authorities will forcibly remove them from the streets or confiscate their merchandise. The physical environments in which they work typically lack proper infrastructure, such as clean running water, toilets, solid waste removal and shelters. Lack of storage facilities poses another problem to them because they have to carry their stock to and from home every day. Hence they have to limit what and how much stock to purchase and carry at a time. Street hawkers sell their vegetables at a very low price at the end of the day when the sun starts to set. They are compelled to do this because of inadequate storage facilities. Street hawkers have to pay a sizeable part of their income in the form of bribes to the authorities, in order to keep selling in the streets (Bhowmik, 2005). Hawking activities have been known for creating havoc on the pavements of streets in cities. They occupy footpaths leaving no space to pedestrians (Timalsina, 2011). This has become a public concern because it creates problems for smooth vehicular and pedestrians' movement. He further adds that the urban authorities consider street hawking as an illegal activity and they treat street hawkers like criminals. Chen *et al.* (2004) state that street hawkers typically lack legal status and recognition, and may experience frequent harassment and eviction from their selling place by local authorities or competing shopkeepers. SEDA (2008) the main challenges faced by hawkers were lack of access to financial services such as credit and saving, limited access to training, and improper linkages and improper supplies from formal businesses. Street Vendors faces many problems as they are vulnerable population, who are neither protected by government, NGOs, labor union nor by any labor law.

2.2 Empirical Literature

Hawkers help to sustain the urban economy to a great extent in terms of generation of employment and income, and provision of services to others (Bhowmik, 2001). The impendence of hawkers in different countries can be seen in literature of many scholars.

Bhowmik (2005) in his study 'Street Vendors in Asia: A Review' analyzed the magnitude of street vending in different countries. The assessment found that the number of street vendors in

the countries was on an increase because of shrinking of jobs in formal sector and with lack of employment in rural areas.

Nirathron (2006)'s paper titled 'Fighting Poverty from the Street –A Survey on Street Food Vendors in Bangkok' was pointed out that about 88% of the vendors were migrants. Many of them were previously engaged in other occupations like farming, manual labor and monthly wage work. Around 97% felt that earning opportunity was high in vending. About 80% earned adequate income. And 86% were satisfied with their occupation.

Boakye (2009) the study in Ghana revealed that the vendors chose this occupation as it needs no skill and needs only less capital. They also entered because it was the only job available for them.

Roever (2011) studied on three criteria namely physical environment, policy environment and social environment revealed that, in case of physical environment, the street vendors' place of work lacked proper infrastructure such as running water, toilets and solid waste removal systems. In case of policy environment, most of the local government authorities forcibly removed them from the streets or confiscated their merchandise. And in case of social protection, only a small percentage got access to state sponsored social protection regimes.

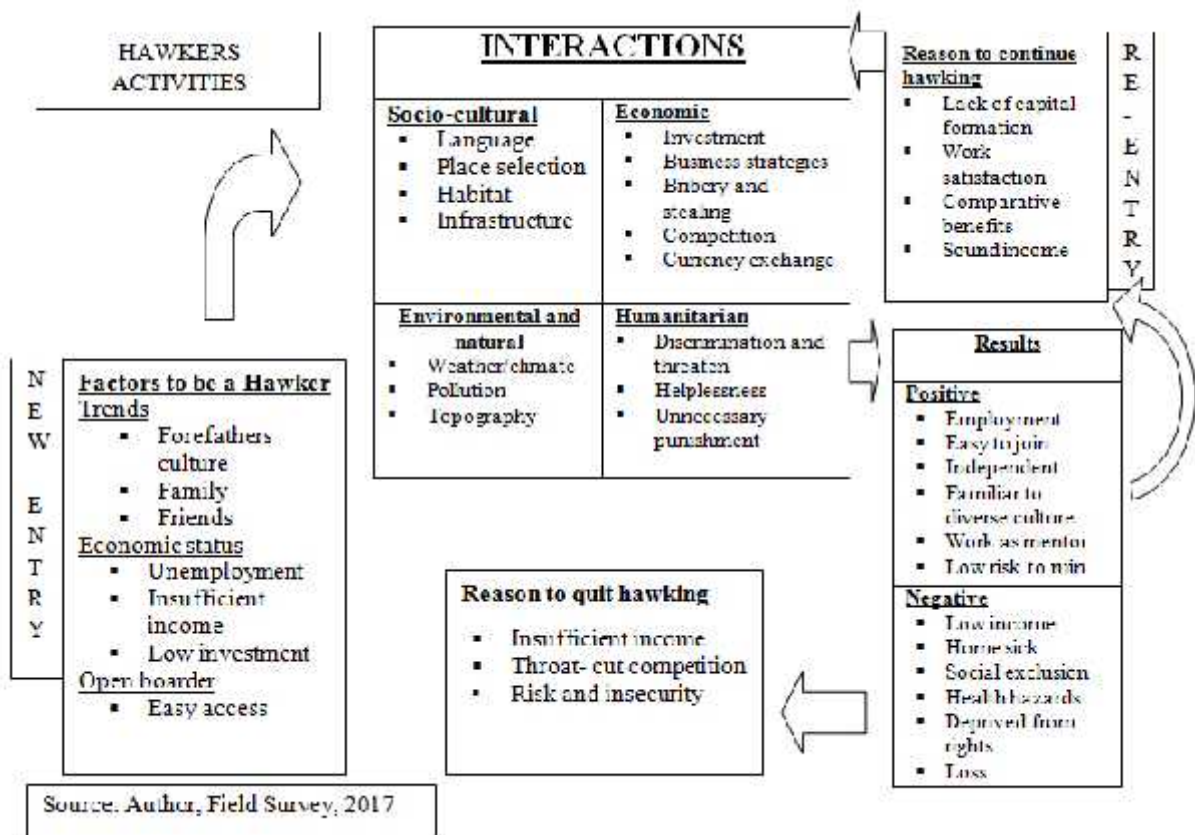
Roever (2013) study on "Informal Economy Monitoring Study Sector Report: Street Vendors" was based on 502 street vendors in 5 cities around the world namely Accra in Ghana, Ahmedabad in India, Durban in South Africa, Lima in Peru and Nakuru in Kenya.

The study revealed that for 68% of street vendors, vending was their main source of income. They faced problems in the form of harassment by police, arbitrary confiscation of merchandise, demand for bribes and physical abuse. Bhowmik (2001)'s study on 'Hawkers and the Urban Informal Sector: A Study of Street Vending in Seven Cities' was based on 2100 street vendors from Mumbai, Ahmedabad, Calcutta, Imphal, Patna, Bhubaneswar and Bangalore. It studied the problems of street vendors in urban areas. It found that they were persecuted by the municipal authorities and the police. The working condition of the hawkers was very poor and most lead a very hard life. They worked for more than 10 hours a day to earn a meager income.

Anjaria (2006) revealed that many street hawkers in Mumbai were migrants from rural areas because of ease of entry and the limited requirement of capital, they have entered street vending. Many hawkers make a regular payment to the police and the BMC in the form of money or in kind. A study done in South Africa by Skinner (2008) showed that hawking is the only source of income to 88 percent of hawkers. Mitullah (2004) also states that 75 percent of street hawkers were the sole breadwinners in South Africa.

2.3 Conceptual Framework

On the basis of these literatures the Hawkers Activities Framework is drawn as below:



The framework shows the hawker’s activities in detail. The first part ‘*Factors to be a Hawker*’ analyzes the reason why a person becomes hawker or involves in hawking profession. The second part of the framework is ‘*Interaction*’. It shows that hawkers have to face and tackle with different situations in this profession. The third part of this framework is related to the ‘*Result*’ of hawking. Literatures show that hawking is not an easy profession to conduct. After a very hard work the hawkers are able to earn a little but literature shows that a significant number of populations have secured their livelihood by this profession. Some people are happily involved in this profession and some are forced to do this job to secure livelihood. Interacting with the harsh situation, hard work and uncertainty hawkers get the positive and negative outcomes. Post- result situations are also shown in the framework which shows the reason to continue or quit the profession by those hawkers.

Chapter Three: Research Methodology

This chapter covers Research design, Rationale of the site selection, Nature and sources of data, Population and sample selection, Data collection techniques and tools, Method of data analysis and Ethical consideration as to complete this study.

3.1 Research Design

The study is designed in descriptive and explanatory nature. It is because the information collected from the field is organized and explained in a descriptive way. In most cases the individual interviews and observations a qualitative method is used to collect the data. The study mostly focused in the three aspects of the hawkers' activities as shown in the conceptual framework. So, there is the triangulation of qualitative and quantitative data.

3.2 Rationale of the Site Selection

The study selected Kathmandu District because of its diversity in terms of socio-cultural and economic activities where the Indian hawkers dwell in a large numbers. Generally, it seems that the hawkers are dwelling here more than the other parts of the country. It is also the top most economic zone and populated district of the nation. Ten clusters were taken purposively from the District where the flow of hawkers seems more than other parts.

3.3 Nature and Sources of Data

This study is based on qualitative and quantitative as well as primary and secondary sources of data. The primary data were collected by conducting field study using structured questionnaire and snap shot case study. For qualitative data, semi-structured questions were used. Whereas secondary data were collected from published and unpublished sources like hard and soft copy of scholarly journals, books, report, library works etc. Cross check, editing and indirect questions were also asked to some informants to check the validity and relevancy of questionnaire.

3.4 Study Population, Sample & Sampling Procedure

Because of the unavailability of the exact number of Indian hawkers, the study population was screened before administering the survey questionnaire. The populations were collected from the ten different clusters of Kathmandu District as shown in the following table:

Table 1 Population of Hawkers

S.N.	Place	No of Fruits hawkers	No of Vegetables hawkers	Total
1	Koteshwor	80	20	100
2	New Baneshwor	110	40	150
3	Gaushala	40	20	60
4	Chabhil	140	40	180
5	Jorpati	80	20	100
6	Machhapokhari	150	40	190
7	Gongabu	60	30	90
8	Kalanki	60	30	90
9	Asan	60	20	80
10	Swayambhu	40	20	60
	Total	820	280	1100

Source: Field Survey, 2017

The respondents were taken from each cluster and each group proportionally. So, one hundred and ten hawkers were taken as the sample for the study by haphazard sampling methods.

3.5 Data Collection Techniques and Tools

The research was conducted from August to September of 2017 in ten different places in Kathmandu District to analyze the activities of the Indian fruits and vegetables hawkers through bicycle. Participation in this study was voluntary and participants signed consent forms before their interviews. For this study, the following techniques and tools were used to collect the data.

3.5.1 In Street Interview

Amongst 110 sample population 82 fruits hawkers and 28 vegetables hawkers were interviewed. Both close ended as well as open ended questionnaire were formulated to ask as the tool.

3.5.2 Snap Shot Case Study

Two snap shot case studies were taken one each married and unmarried respectively amongst the fruits hawkers and vegetables hawkers purposively.

3.6 Method of Data Analysis

This study is mainly based on primary data from the field survey. The collected data were properly edited and coded for further processing in SPSS and processed to various applicable statistical tests. Simple descriptive method is applied for qualitative data and the collected quantitative data are analyzed via the simple statistical methods such as tabulation, pie chart, histograms and central tendency.

3.7 Ethical Consideration

The researcher has got consent from every participant before interview. The interview was not conducted in the pick hour of their selling. All the academic ethics and code of conducts have followed thoroughly in this research.

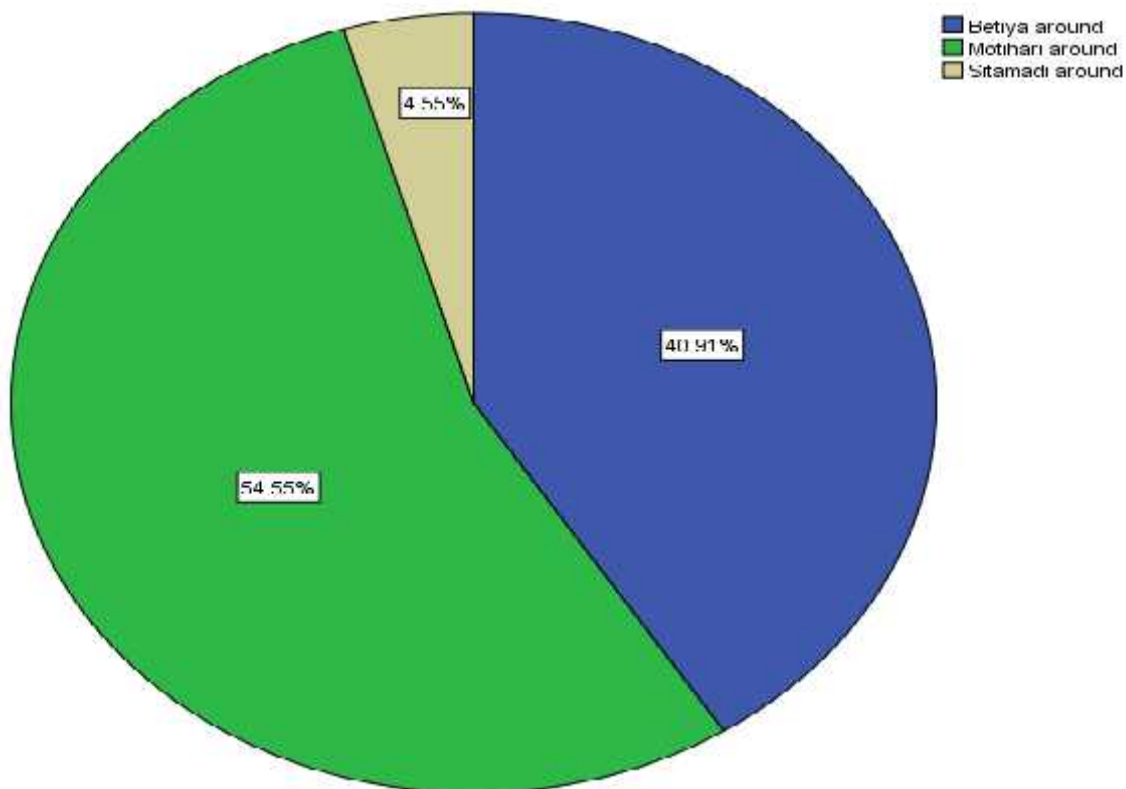
Chapter Four: Data Presentation and Analysis

This chapter presents and analysis the data collected from the field survey. The presentation goes thoroughly as the objectives and the conceptual framework of the study.

4.1 Socio-Economic Status of Hawkers

The study found that the people of East Champaran (Motihari surroundings), West Champaran (Bettiah surroundings) and Sitamadi District of Bihar (India) are involved in fruits and vegetables hawking through bicycle in Kathmandu District of Nepal. Amongst the 110 respondents, 54.55 percent (60) were from Motihari surroundings, 40.91 percent (45) were from Bettiah surroundings and 4.55 percent (5) were from Sitamadi surroundings.

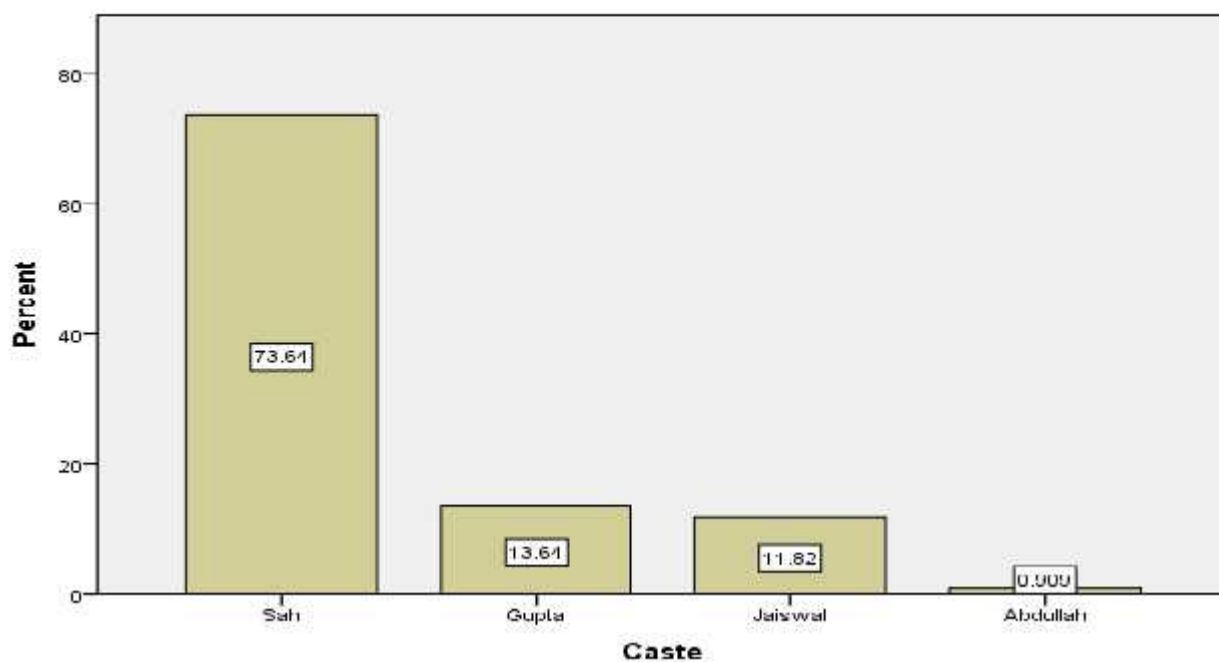
Figure 1: Origin of Respondents



Source: Field Survey, 2017

It shows that the people of four castes group are involved in this profession where the Sah caste covers more than 73.6% of the total population. Gupta is in second position (13.6%), Jaiswal is in third position (11.8%) and Abdullah's presentation is nominal which covers only 0.9% of that population.

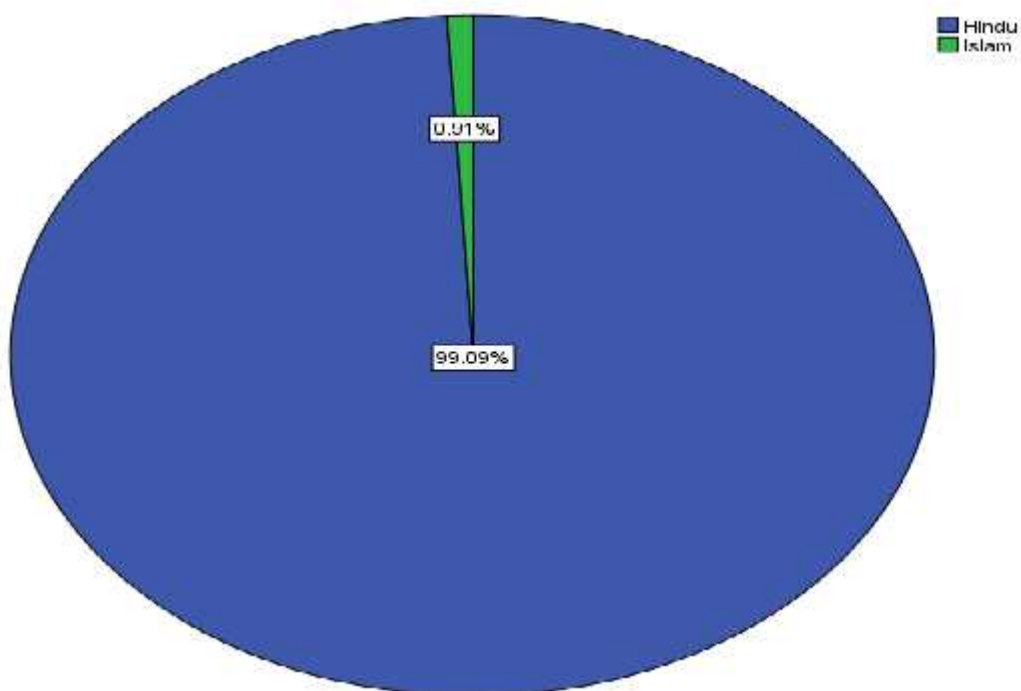
Figure 2: Caste of Respondents



Source: Field Survey, 2017

Only one person found in the study belonging to the Islamic religion while remaining all were Hindus.

Figure 3: Religion of Respondent



Source: Field Survey, 2017

The married population covers 84.5% of total population. All those hawkers were married who have celebrated their 24th birthday. About 98% hawkers belong to the economically active population. About 2% ageing population involvement shows that hawking is not the profession of ageing people.

Table 2 : Age of respondent by Marital status

S.N	Age Group	Marital Status		Total
		Married	Unmarried	
1	15-19	1	9	10
2	20-24	19	8	27
3	25-29	15	0	15
4	30-34	21	0	21
5	35-39	14	0	14
6	40-44	9	0	9
7	45-49	6	0	6
8	50-54	4	0	4
9	55-59	2	0	2
10	60-64	0	0	0
11	65-69	2	0	2
	Total	93	17	110

Source: Field Survey, 2017

In the context of main occupation of the family, agriculture covers 34.5%, business covers 52.7% and labor group covers 12.7% of the population. Although the figure shows only three main occupation of the family, the hawkers were involved in different work before joining in this profession. They were involved in business at a large number which covers 30% of the population while unemployed people cover the least 13% of the population. Some were engaged in other works as; study 15.5%, agriculture 17.3% and labor 23.6%.

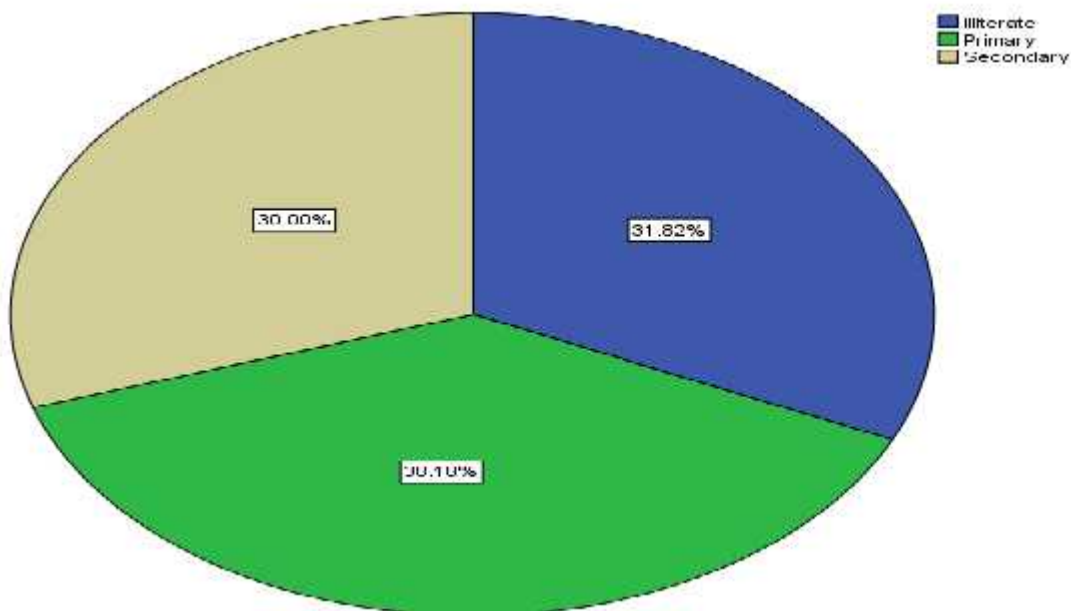
Table 3: Family Occupation by Pre-Hawking Job

S.N.	Family Occupation	Per Hawking Job					Total
		Study	Agriculture	Labor	Business	Unemployed	
1	Agriculture	9	11	8	5	5	38
2	Business	7	7	13	24	7	58
3	Labor	1	1	5	4	3	14
	Total	17	19	26	33	15	110

Source: Field Survey, 2017

Different literature shows the fact that hawking needs not highly qualified population. This study also proves that the hawkers do not belong to the academically qualified population. In the figure provided below, illiterate population (who can't read and write) covers 31.8% of the total population. The literate hawkers were categorized in two groups as primary (class 1 to 5 attained) and secondary (class 6 to 10 attained) where primary level covers 38.2% and secondary level covers 30% of the total population.

Figure 2: Academic Qualification



Source: Field Survey, 2017

Table 4: Percentage distribution of Earners in the Family by Family Size

S.N.	Family Size	Earners in the Family in %			Total %
		Single	Two Persons	More than two Persons	
1	2 - 4	10	0.90	-	10.90
2	5 - 8	40.91	20.91	0.91	62.73
3	9 - 12	1.82	9.1	5.45	16.37
4	13 - 16	-	1.82	4.55	6.36
5	17 - 20	-	-	3.64	3.64
	Total	52.73	32.74	14.53	100

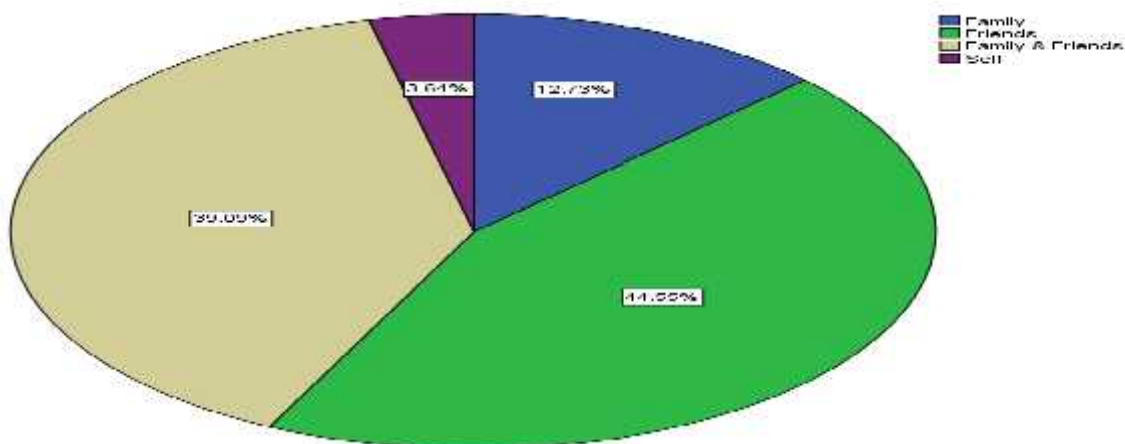
Source: Field Survey, 2017

The table above demonstrates that most of the hawkers belong to 5 to 8 family members group. It covers about 62% of total population. 9 to 12 members group represents 16% where as 13 to 16 members group covers 6.4% and 17 to 20 member group covers 3.6% of total population. In the table, we can see that 52.73% hawkers were the single bread winner to the family, 32.7% families have two persons and 14.5% families have more than 2 persons to earn.

4.2 Inspiring/Compelling Factors to be a Hawker

Human activities are largely affected by several seen and unseen factors. There are some vital reasons to the Indian citizen to be a hawker in Kathmandu. Open boarder (not any restriction to commute), cultural and religious similarities, no provision of visa and passport, nearer distance and low travelling cost are also the factors which encourages the Indian citizens to be a hawker. The pie chart below shows the motivational factors by which these people are inspired to be a hawker. The work done by forefathers or family members is an easy work to follow to their offspring or followers because they are familiar with it inside out. In this study 12.73% hawkers were inspired by the professional trends of the family. Another factor of inspiration is friends with whom all the happiness and sorrows can be shared. If the work done by the friend is fruitful that will be an example to others to imitate or follow. It is seen that 44.55% hawkers are involved in this profession inspiring by the friends and 39.09% hawkers are inspired by both family and the friends. Only 3.64% hawkers have chosen this profession themselves. By seeing the figure, we can conclude that family and friends is the greatest inspirer to them to be a hawker.

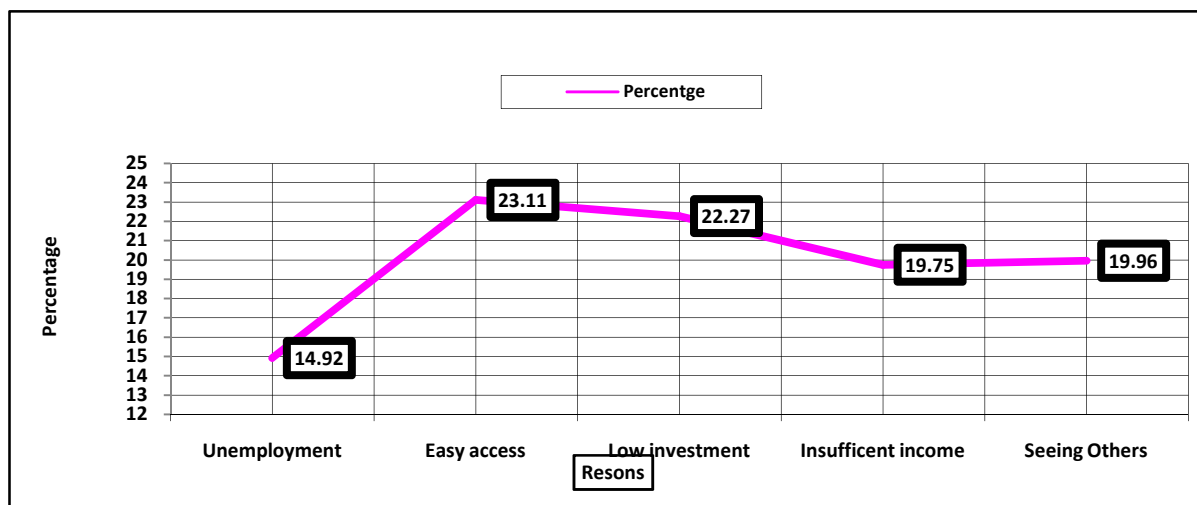
Figure 3: Inspirer to be a Hawker



Source: Field Survey, 2017

On the other hand, the histogram below shows some other reasons that the Indian citizens had chose the hawking profession in Kathmandu. For the multiple responses questions all the respondents have answered each option differently but these are put here considering one. Easy access (no legal restriction to enter in the market and free in and fro of human resources within two countries) seems 23.11% as the main reason to them. While in the context of other reasons, low investment 22.27%, seeing others 19.96%, insufficient income 19.75% and unemployment 14.92% show that neither heavy investment nor any kinds of special training, skills and provisions to run the business are also the important reason to be a hawker. In this scenario it can be said that choice to hawk is not the consequence of any one particular reason.

Figure 4: Reasons to be Hawker



Source: Field Survey, 2017

4.3 Interaction of Hawkers with Different Factors/Situations

Hawking is a tough job which requires hard labor and strong commitment to conduct. To conduct any business in foreign land is not an easy task to any people of the world especially to those persons who are involved in informal sector of business activities. Insecurity, bribing, lack of infrastructure, environmental as well as natural hazards, in-humanitarian behavior of the locals, helplessness, health hazards etc. are the main obstacles to them.

The figure below shows that 30% hawkers pull the bicycle at least 10 hours in a day to conduct their business. As like them, 36.4% hawkers pull 11 hours, 28.2% pull 12 hours and 5.5% pull their bicycle up-to 13 hours a day. In average, they have to pull bicycle more than 11 hours per day.

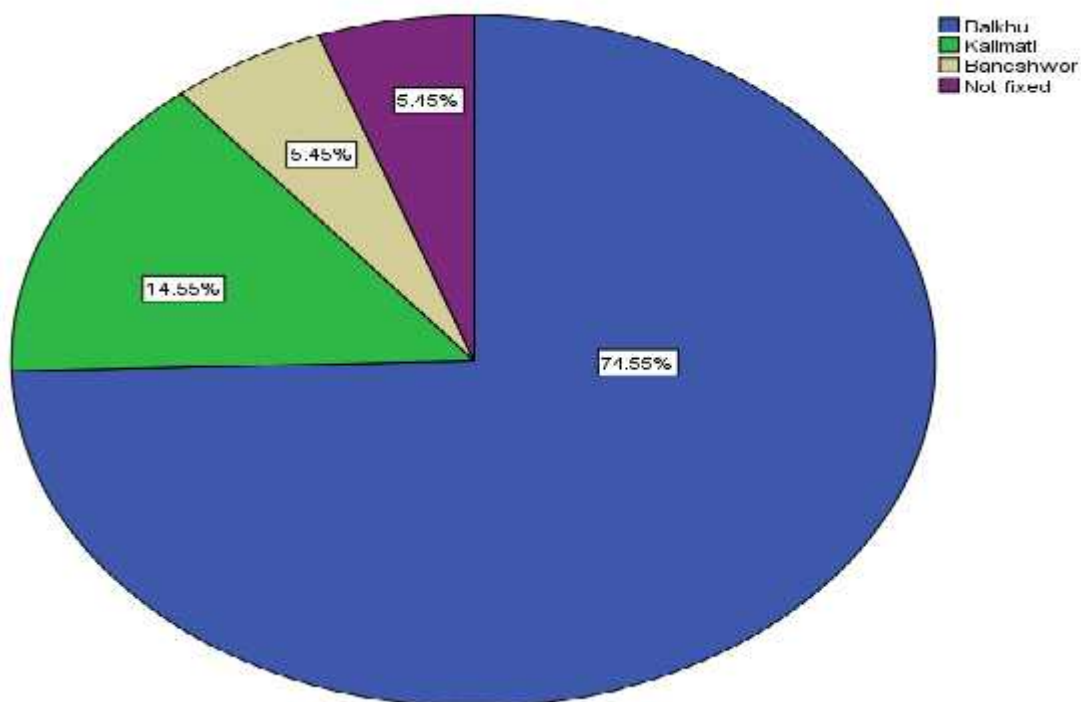
Table 5: Per-day Pulling Bicycle

S.N	Duration in Hours	Frequency	Percentage
1	10	33	30
2	11	40	36.4
3	12	31	28.2
4	13	6	5.5
5	Total	110	100

Source: Field Survey, 2017

‘Wholesale market’ here indicates the purchasing place of fruits and vegetables. The vegetables hawkers of New Baneshwor and Koteshwor purchase goods from Baneshwor. 21.43% vegetables hawkers are not fixed either they purchase from Baneshwor or Kalimati but 57.14% vegetables hawkers purchase goods from Kalimati. On the other hand, all the fruits hawkers used to go Balkhu to purchase fruits either through their own bicycle or hiring any public vehicles. The histogram below shows the fact that Balkhu is the sole wholesale market for fruits but the vegetables wholesale markets are scattered.

Figure 5: Wholesale Market



Source: Field Survey, 2017

Amongst the 110 total sample population, the fruits and vegetables hawkers are 74.55% (82) and 25.45% (28) respectively. About pick selling time of goods, for 81.8% hawkers evening time is the pick selling time of their goods where as day time is the pick selling time to 2.7% hawkers and morning time is the pick selling time for 15.5% hawkers.

Table 6: Percentage Distribution of hawker by Pick Selling Time of goods

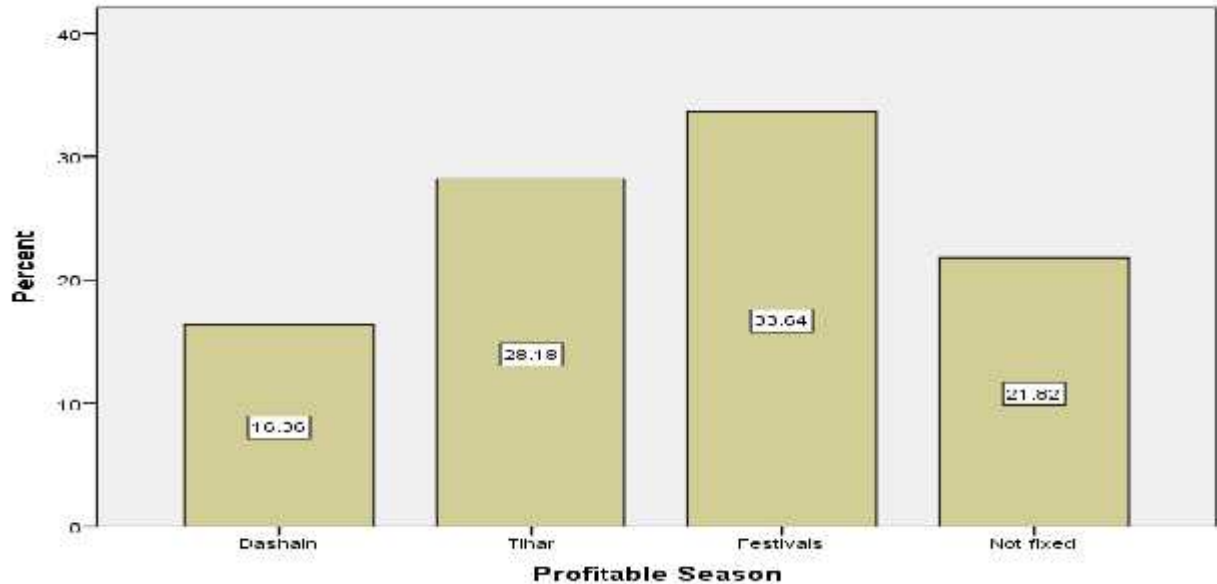
S.N.	Types of Hawkers	Pick Selling Time of Goods in %			Total %
		Morning	Day	Evening	
1	Fruits Hawker	8.18	2.73	63.64	74.55
2	Vegetable Hawker	7.27	0	18.18	25.25
	Total	15.45	2.73	81.82	100

Source: Field Survey, 2017

There is no similar experience of the hawkers about the most profitable season in this profession. 33.6% hawkers said that festivals time is most profitable than other time while 21.8% hawkers said that it is not fixed. For 28.2% hawkers Tihar (Deepawali) is the most

profitable season and for 16.4% hawkers Dashain is comparatively more profitable than other seasons.

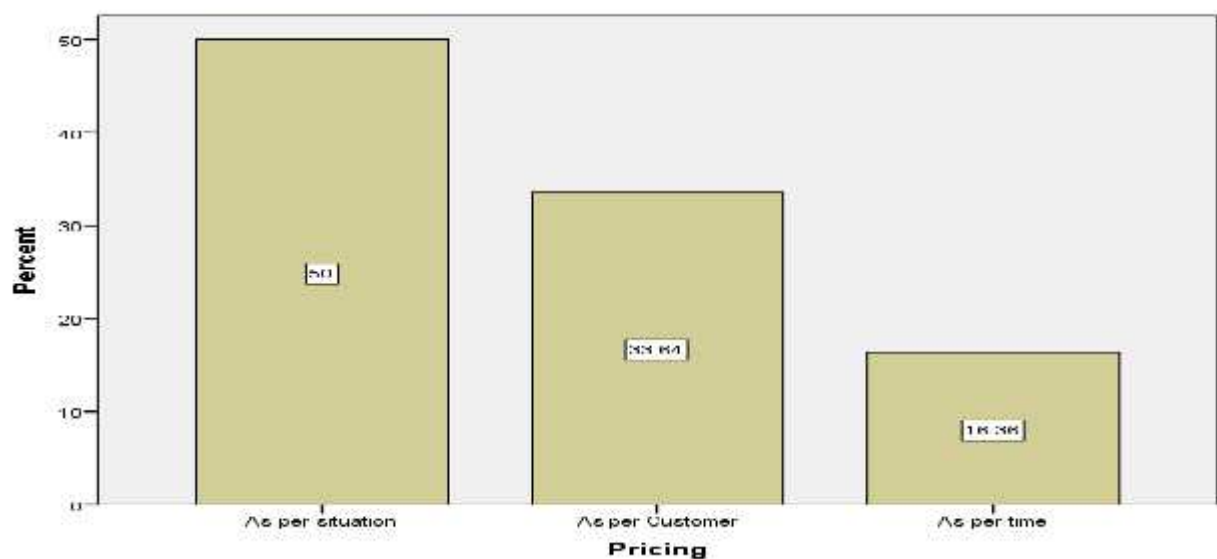
Figure 6: Profitable Season of Hawking



Source: Field Survey, 2017

The pricing strategies of goods also vary amongst these hawkers. 50% hawkers price the goods as per situations, 33.6% price their goods as per customers and 16.4% price as per the time. So, it is clear that price is not fixed in this profession.

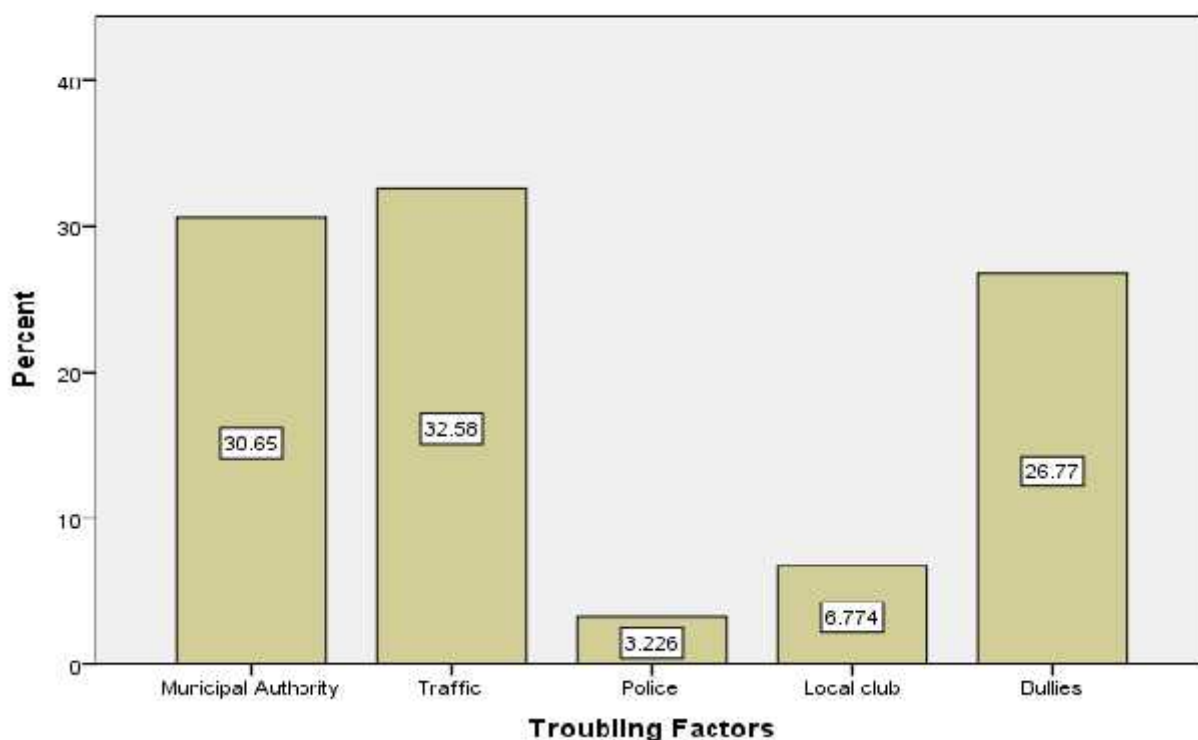
Figure 7: Pricing of Goods



Source: Field Survey, 2017

The figure below shows the situation of the hawkers who are troubled by different stakeholders. 93.9% fruits hawkers and 50% vegetables hawkers get troubled by both municipal authorities and traffic. Only 3.57% fruits hawkers and 4.87% vegetables hawkers are free from their terror. Bullies are also the main troubling factor to the hawkers. They use to seize the goods, beats or threat them and take bribe in the form of cash and kind. More than 53.57% vegetables hawkers and 82.93% fruits hawkers get trouble by the bullies. In some places as Asan and Kalanki, the agent of local club use to collect cash from hawkers daily. It was seen that an agent of a local club in Asan area gave two receipts to one hawker of Rs. 25 each to collect Rs. 50 from each hawker whether the club has prescribed these receipts to collect Rs. 25 from each hawker per day. In this way, 17.07% fruits hawkers and 25% vegetables hawkers are getting trouble by the local clubs too. In comparison to above mentioned factors police is the least troubling factor to the hawkers. Besides 10.98% fruits hawkers, none hawkers are troubled by the police. The histogram below shows that traffic (32.58%), municipal authorities (30.65%), bullies (26.77%), local club (6.77%) and police (2.23%) are the main troubling factors to them.

Figure 8: Troubling Factors



Source: Field Survey, 2017

Bribing is another problem of hawkers. Only 19.09% hawkers are free from this problem. If we see the problem by hawker's categories, 34.15% fruits hawkers and 7.14% vegetables hawkers are bribing on regular basis; 50% fruits hawkers and 64.29% vegetables hawkers have to bribe sometimes. As a whole, 53.64% hawkers are bribing sometimes and 27.27% hawkers are bribing on regular basis.

Table 7: Types of hawker by Bribery

S.N.	Types of Hawkers	Bribery			Total
		No	Regularly	Sometimes	
1	Fruits Hawker	13	28	41	82
2	Vegetable Hawker	8	2	18	28
	Total	21	30	59	110

Source: Field Survey, 2017

The table below shows the close relationship between the living duration of the hawkers in Kathmandu and the landlords' behavior towards them. In the study it is found that '2 to 5 years' dwellers (91.31%) hawkers have to face the unfair behavior of the landlords while 'more than 20 years' dwellers (90% hawkers) have felt the fair behavior of the landlords. The scenario shows the fact that most of the landlords change their behavior (unfair to fair) in the course of long duration of dwelling.

Table 8: Living duration in KTM by Behavior of Landlord

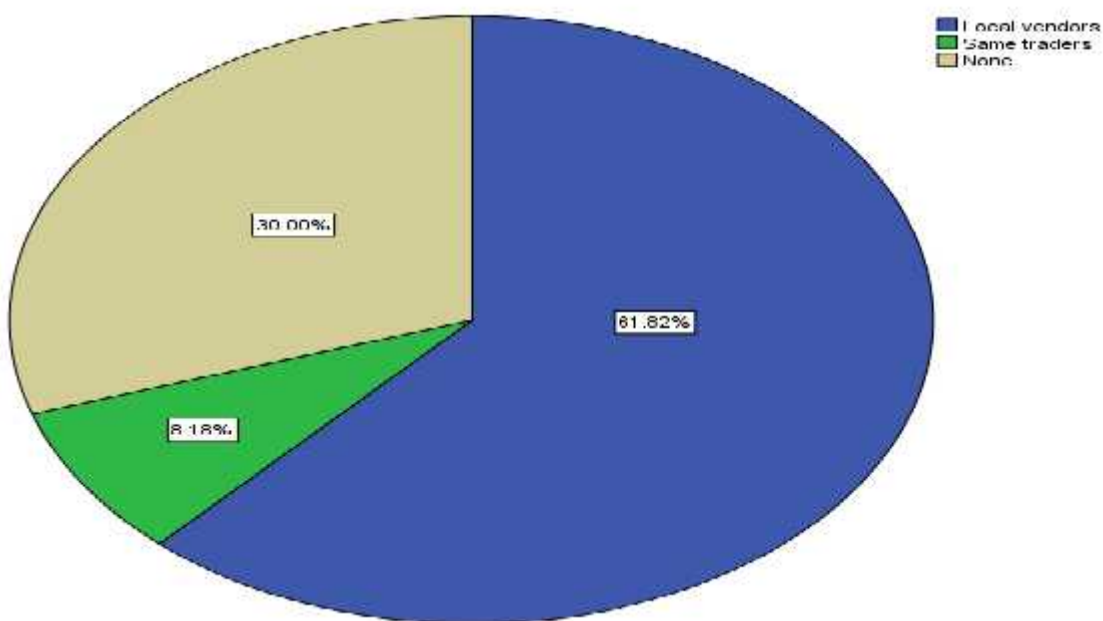
S.N.	Living Duration in Kathmandu	Behavior of Landlord		Total
		Unfair	Fair	
1	At least 2 years	14	4	19
2	2 to 5 years	21	2	23
3	5 to 10 years	12	13	25
4	10 to 15 years	2	17	19
5	15 to 20 years	3	11	14
6	Above 20 years	1	9	10
	Total	54	56	110

Source: Field Survey, 2017

All the hawkers use to take their dinner at room either with their friends or with the family members around 21:30 to 22:30. Except rare cases and few hawkers, most of the hawkers use to take their breakfast and lunch at hotel. Public drinking water sources are nowhere available in their trading areas. Either they carry water from their room or purchase it from any nearby shop to quench thirst. But the public toilet seems as the terrible problem of the hawkers. Only in the Koteshwor and Jorpati areas public toilets are available. It means only 18.18% hawkers are getting this facility but 81.82% hawkers of other areas are facing the terrible situation.

On the basis of the hawkers' opinion, many Nepalese especially the local vendors use to threaten them if they trade in their areas. By taking the help from police, traffic, municipal authorities and bullies, the locals flew them far from their areas. About 62% hawkers said that the local vendors are the most jealous person with them and 8.18% hawkers seem the same traders as most jealous person with their business while 30% hawkers said that there is no-one who jealous with them.

Figure 9: Most Jealous Person

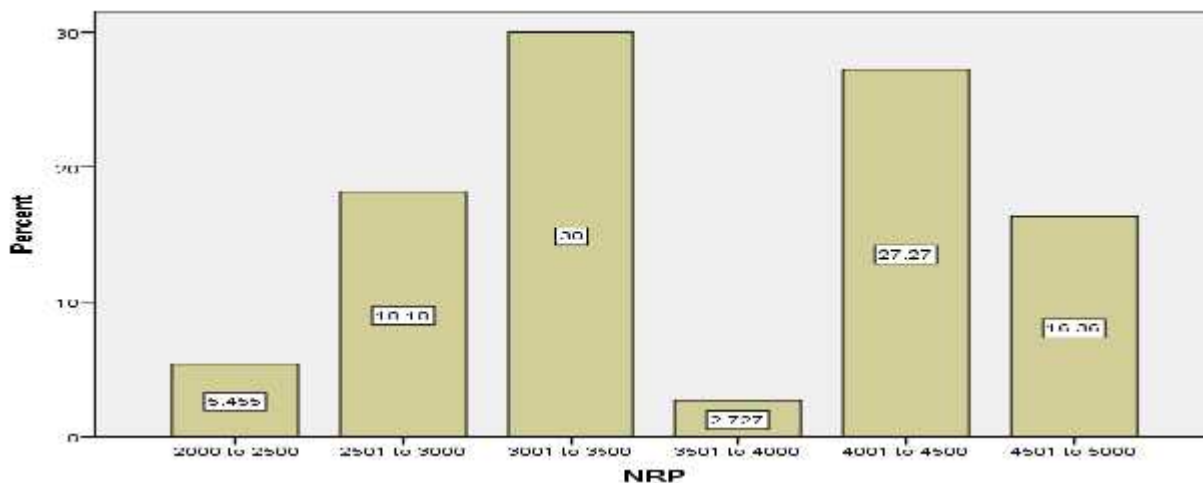


Source: Field Survey, 2017

In the histogram below initial investment is categorized in six different groups. Here it is clear that hawking needs no large initial investment. It can be started by investing Rs. 2000 to

Rs. 5000 in initial phase. We can see that duration of living has the inverse relationship with investment. The late comers have invested more in comparison to the earlier.

Figure 10: Initial Investment



Source: Field Survey, 2017

In the figure, per day investment of the vegetables hawkers is less than the fruits hawkers.

Table 9 Average/day Investment by Types of hawker

S.N.	Average Investment in Rs.	Types of Hawkers		Total
		Fruit Hawkers	Vegetable Hawkers	
1	3000 to 4000	5	8	13
2	4001 to 5000	9	17	26
3	5001 to 6000	42	3	45
4	6001 to 7000	26	0	26
	Total	82	28	110

Source: Field Survey, 2017

The interesting fact is that neither the vegetables hawkers are investing more than Rs. 6000 nor they are earning more than Rs. 1700/day. About 44% fruits hawkers are earning Rs. 1401 to 1700 and 15.85 % are earning Rs. 1701 to 2000/day while 67.86% vegetables hawkers are earning Rs. 1101 to 1400 and 17.86% are earning Rs. 800 to 1100/day.

Table 10 Average per-day Investment by per-day Income

S.N.	Average Per Day Investment in Rs.	Average Per Day Income in Rs.				Total
		800-1100	1101-1400	1401-1700	1700-2000	
1	3000 to 4000	7	5	1	0	13
2	4001 to 5000	5	18	3	0	26
3	5001 to 6000	2	12	28	3	45

4	6001 to 7000	0	8	8	10	26
	Total	14	43	40	13	110

Source: Field Survey, 2017

As like the income situation, the average per month expenses of vegetables hawkers are not exceeded than Rs. 13000 while 17.07% fruits hawkers expenses seems more than Rs. 13000 per month. More than 29.26% fruits hawkers' per month expenses falls in Rs. 9000 to 11000 category while 35.71% vegetables hawkers' per month expenses falls in Rs. 7000 to 9000 category.

Table 11 Average/month expenses by types of hawker

S.N.	Average Expenses in Rs.	Types of Hawkers		Total
		Fruit Hawkers	Vegetable Hawkers	
1	5000-7000	9	7	16
2	7001-9000	19	10	29
3	9001-11000	24	8	32
4	11001-13000	16	3	19
	13001-15000	11	0	11
	More than 15000	3	0	3
	Total	82	28	110

Source: Field Survey, 2017

Here, it is seen that average per month earning of a vegetable hawker is Rs. 37178 and average per month expenses is Rs. 8500. On the other hand, the average per month earning of a fruits hawker is Rs. 43317 and average per month expenses is Rs. 10243. In this scenario we can say that average per month saving of a fruits hawker and a vegetables hawker is Rs. 33074 and Rs. 28678 respectively.

Table 12 Average/day Income by types of hawker

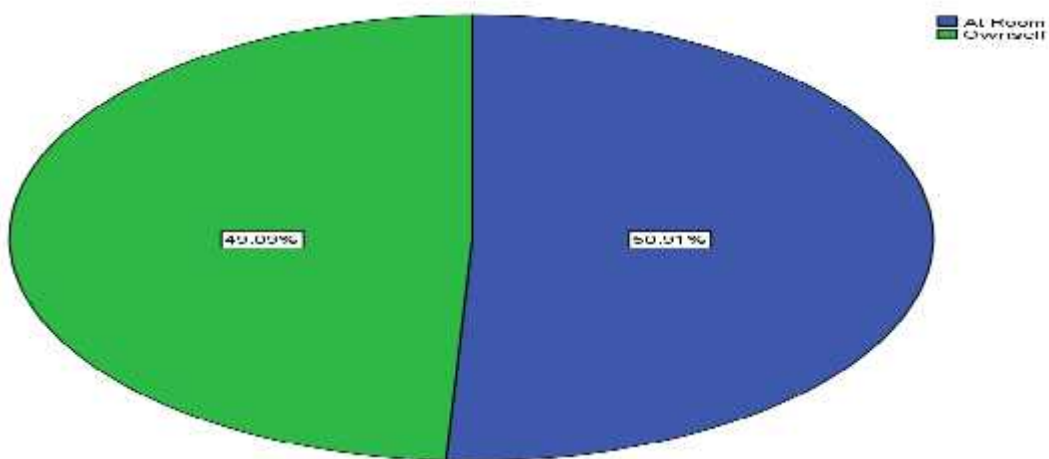
S.N.	Average Income in Rs.	Types of Hawkers		Total
		Fruit Hawkers	Vegetable Hawkers	
1	800 to 1100	9	5	14
2	1101 to 1400	24	19	43
3	1401 to 1700	36	4	40
4	1701 to 2000	13	0	13
	Total	82	28	110

Source: Field Survey, 2017

Hawkers have neither got registration from any offices of Government of Nepal nor paying legal taxes to the state here. There are no records about the hawkers and their activities even

in the Embassy of India. Although hawkers are the small entrepreneurs, there is no any funding organization to invest in this sector. Neither any financial institution has provided loan to them nor do these hawkers have any account in financial institutions here. They manage themselves the investing capital. The pie-chart below shows the fact that hawkers are not in the access of any financial institutions so, they use to keep cash either in their room or in their own pocket. 50.91% hawkers use to keep their cash at their room and 49.09% hawkers use to keep in their own pockets. The cash remains unproductive and it is also in the risk of stealing and robbery wherever it has kept either in pocket or in room.

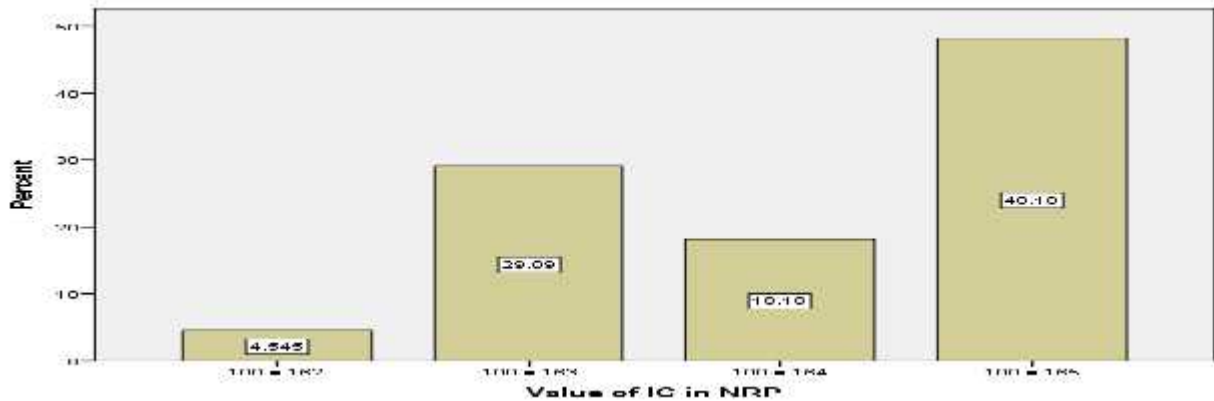
Figure 11: Use to Keep Earnings



Source: Field Survey, 2017

The bar-graph below proves the gap between the hawkers and financial institution. When the hawkers need the IC they use to go to different shops. The exchanging rate of Rs. 100 IC is declared by the NRB remains around Rs. 160 NC. But the currency changing rate below shows the different scenario. None of the hawker gets the IC as per the rate fixed by NRB. Very few hawkers (4.5%) get Rs.100 IC after paying Rs. 162 NC while 48.2% hawkers have to pay Rs. 165 NC to get Rs. 100 IC. Other 29.1% and 18.2% hawkers have to pay Rs. 163 NC and Rs. 164 NC respectively to get Rs. 100 IC.

Figure 12: Currency Changing Rate



Source: Field Survey, 2017

4.4 Outcomes of Hawking and Post Result Situations

People use to do different works to secure their livelihood. Some Indian citizens are engaged in hawking profession on the street of Kathmandu. Generally, they are the low economic status people who are not highly educated. Seeing or convincing by the family members and the friends most of them are involved in hawking profession. Despite of the several difficulties, they are hawking in Kathmandu. In the course of personal interview the study has collected some outputs of the hawking profession. In the context of positive and negative results of the hawkers as well as the reasons to continue or quit hawking, multiple responses questions were asked to the hawkers. Considering all the responses as a whole the result is shown in different histograms.

On the basis of available literature and the conceptual framework, seven positive aspects of hawking were put forth to the respondents to response. Employment and independent (17.94% each) seem the most positive result of hawking. All these hawkers said that they have solved unemployment problem by this profession and they are free to do their work as they wish. On the basis of experience they gathered, the hawkers can work as a mentor to the followers about the prospects, challenges and the process of running that business. Some hawkers are happy that they have got experience about the diversified culture of the Nepalese society. Low risk to ruin, easy to join are also the positive aspects of hawking. Sound income (1.63%) is also a positive aspect of hawking in some extent. Amongst 110 respondents 10 persons have said that they are earning sound income by this profession.

The figure below shows the positive result of hawking as per the saying of the hawkers.

Table 13 Positive aspects of hawking

S.N.	Particular	Response		Percent of Cases
		Frequency	Percent	
1	Employment	110	17.9%	100.0%
2	Easy to Join	94	15.3%	85.5%
3	Independent	110	17.9%	100.0%
4	Work as Mentor	98	16.0%	89.1%
5	Familiar to diverse culture	96	15.7%	87.3%
6	Low risk to Ruin	95	15.5	86.4%
7	Sound Income	10	1.6	9.1%
	Total		100.0	

Source: Field Survey, 2017

The literature and theories of hawkers show that hawking is not an easy job to run. The hawkers use to do their business under the open sky. They have to face different natural as well as environmental harsh situations. We can see them pulling bicycle and standing on the street even in the burning sun, shivering cold and stormy day. Because of no permanent built up structure of their own they use to run nearby shelter in raining time if possible. The uneven topography of Kathmandu is another troubling factor to them to pull the bicycle with heavy loads. While taking interview 10 negative aspects of hawking were put forth to the hawkers. All the hawkers said that home and family sick, health hazards, deprived from rights, discrimination, risk and insecurity and helplessness (11.26% each) are the most negative aspects of this business to them. Besides these, low income (10.24%), social exclusion (9.21%), throat cut competition (6.86%) and loss (6.14%) are also the negative results of hawking to them. Because of the perishable nature of the fruits and vegetables and throat cut competition they have to bear loss severally.

Table 14 Negative aspects of hawking

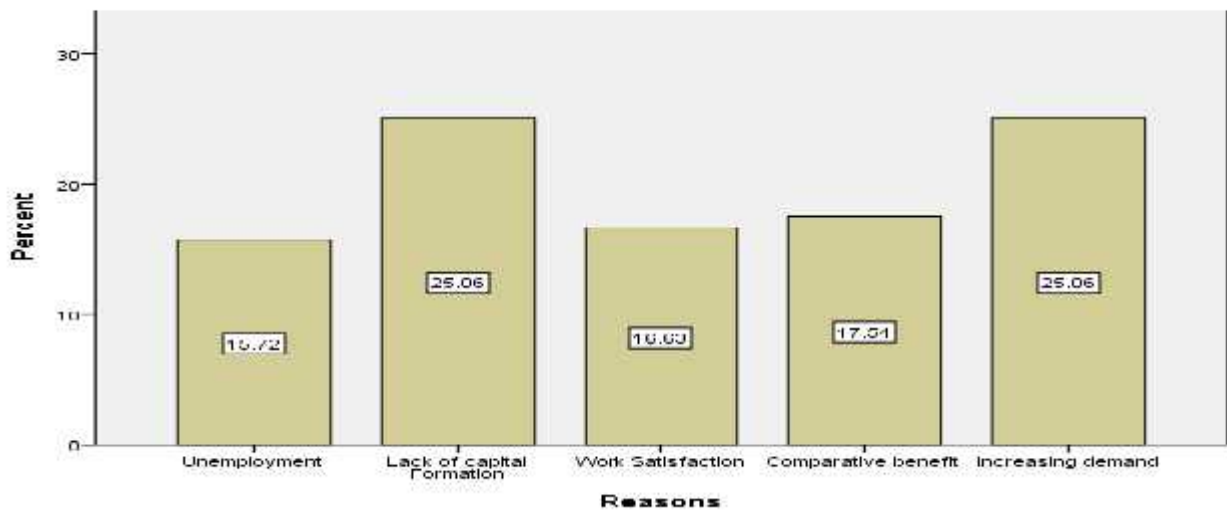
S.N.	Particular	Response		Percent of Cases
		Frequency	Percent	
1	Home Sick	110	11.3%	100.0%
2	Social exclusion	90	9.2%	81.8%
3	Health Hazards	110	11.3%	100.0%
4	Low Income	100	10.2%	90.9%
5	Loss	60	6.1%	54.5%
6	Deprived from Rights	110	11.3%	100.0%
7	Discrimination	110	11.3%	100.0%
8	Throat-cut Competition	67	6.9%	60.9%

9	Risk & Insecurity	110	11.3%	100.0%
10	Helplessness	110	11.3%	100.0%
	Total		100%	

Source: Field Survey, 2017

Despite of these negative results of hawking many hawkers are continuing the same job from years. It is the fact that 62% hawkers are trading here living more than 5 years. The case wise percentage in histogram shows here, lack of capital formation to do any other work is the main cause to them all to continue the same job. 70% hawkers say that in comparison to their places they are earning more here and 62.7% hawkers say that if they leave this job they will be unemployed. On the other hand, 66.4% hawkers are satisfied with this profession so, they are doing the same for years.

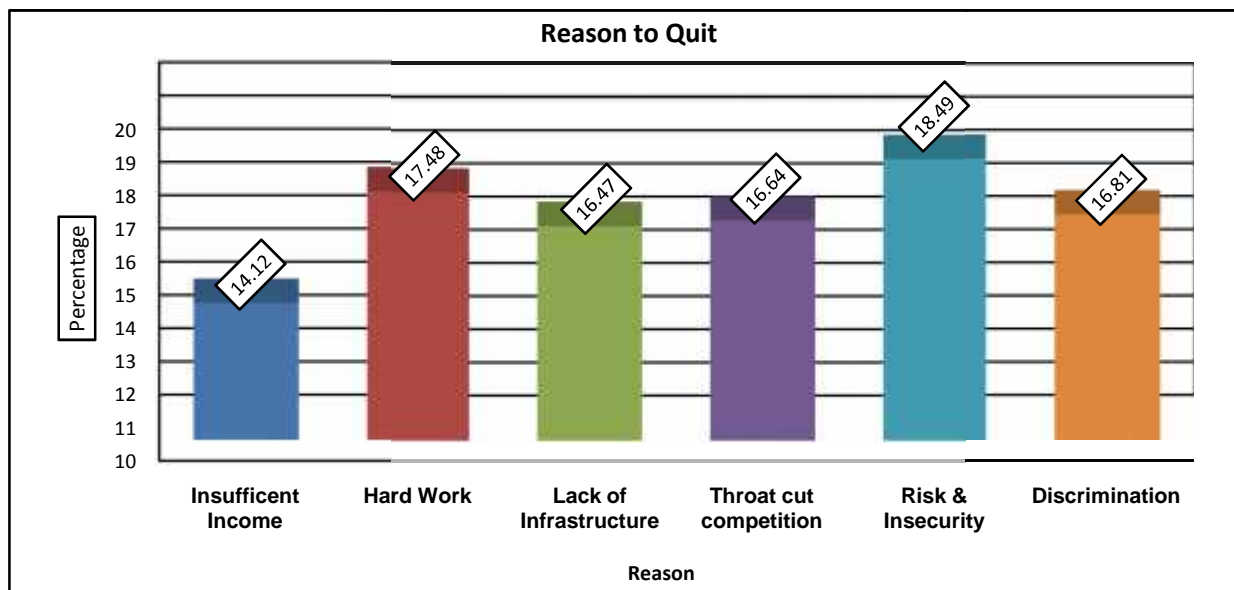
Figure 13: Reason to continue the profession



Source: Field Survey, 2017

On the other hand, 33.6% hawkers were planning to quit this Profession. Six reasons to quit the profession were put forth to the hawkers to response. Amongst these, risk and insecurity (18.5%), hard work (17.5%), discrimination (16.8%), throat cut competition (16.6%), lack of infrastructure (16.5%) and insufficient income (14.1%) were the main reasons to them to quit the profession.

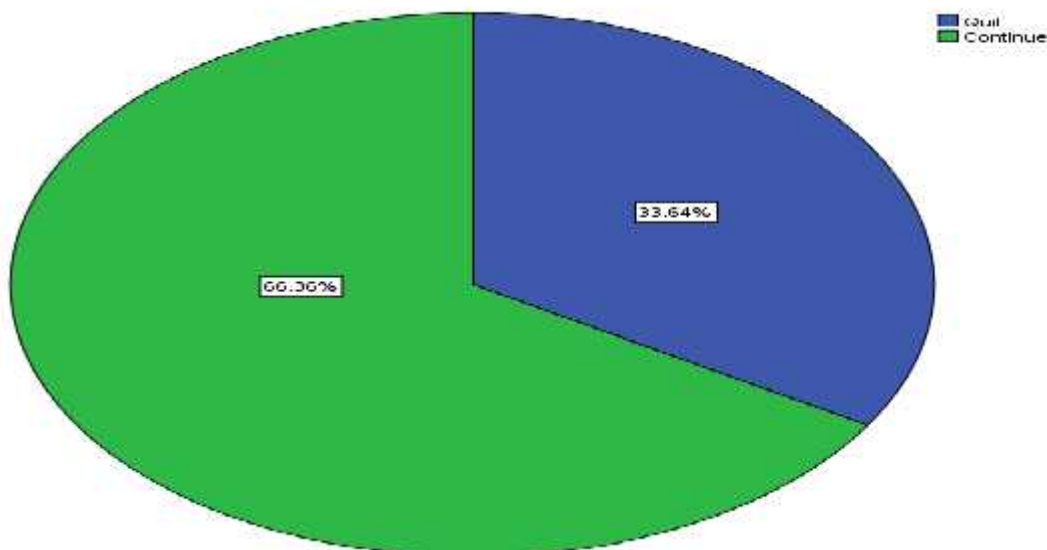
Figure 14: Reasons to Quit the Profession



Source: Field Survey, 2017

The pie-chart below shows the fact that 66.4% hawkers are satisfied with this profession while 33.64% hawkers are not satisfied.

Figure 15: Like to Continue/Quit Hawking



Source: Field Survey, 2017

69.87% satisfied hawkers said that they would definitely advise others too to join in this profession but 30.13% satisfied hawkers are not sure to advise others to join in this

profession. On the other hand, 86.49% unsatisfied hawkers said that they would not at all advise others to join in this profession but 13.51% unsatisfied hawkers said that they are not sure to advise others to join in this profession. Categorically, 63.41% fruits hawkers and 75% vegetables hawkers are satisfied with this profession. Amongst the fruits hawkers, 42.68% wish to advise others to join in this profession and amongst the vegetables hawkers, 57.14% wish to advise others to join in this profession. Those hawkers who are satisfied with this profession either want to advise or not sure to advice but those who are not satisfied with this profession either not at all advise or not sure to advise others to join in this profession.

Table 15: Work Satisfaction by Advise others to join in the Same Profession

S.N.	Work Satisfaction	Advice others to join the Same Job			Total
		Not at all	Not sure	Definitely	
1	No	32	5	0	37
2	Yes	0	22	51	73
Total	32	27	51		110

Source: Field Survey, 2017

Chapter Five: Summary Conclusion and Recommendations

This chapter incorporates the whole summary of the thesis, conclusion and recommendations related to the hawking and hawkers.

5.1 Summary

This study attempted to find out the different aspects of the Indian citizens who are involved in the hawking profession in Kathmandu District. Street hawkers are a self-employed category of small entrepreneurs who are not dependent on any formal institutional structures to find their livelihoods. Their enterprises evolve exclusively around their own individual strengths and they are supported by their family members, friends and other relatives. The earnings from hawking are a means of living for the hawkers themselves and their dependent family members. These economic activities of the street hawkers have not only provided a source of livelihood to them and their dependent family members but also have reduced the plight of unemployment and economic burden of the nation. Hawking business is a free and easy business as it can be initiated through very small capital. It is being the choice of many people in the world who lack jobs in formal economic sectors. No fixed requirements of academic qualification, skills, experience, age etc. have made it easy to join by many people of each and every group. This study also attempted to find out the problems that the hawkers have to face in trading as well as in the living areas. The liberal and global market have not only made easy transactions of goods and services but also encouraged people to move on place to another place in search of jobs and opportunities

The study here found that the people of East Champaran (Motihari Surroundings), West Champaran (Bettiah surroundings) and Sitamadi Districts of India are involved in fruits and vegetables hawking through bicycle in Kathmandu District of Nepal. The 15 to 75 years aged people are involved in this profession whose main family occupation seems as agriculture, business and labor but before hawking they were involved in different jobs as study, agriculture, business, labor and some were doing nothing particularly. 99.01 percent hawkers belong to Hindu religion where more than 73.6 percent people are of Sah caste. The 5 to 8 family members group covers 62.7% of total population where 52.7 percent hawkers are the single bread winner to their family. There is the majority of illiterate as well as the primary educated people in this sector. No hawker is left there to get married if they have crossed 25

years age. Only 3.6 percent hawkers belong to the age group 56 to 75. So, it is clear that hawking is the profession of energetic and the healthy people only.

In the course of field survey it is found that the Indian citizens are mostly inspired by their peers and family members to join in hawking profession. Hawking is the occupational family trends of some hawkers. Open boarder is another factor to them which made them easy to commute their origin to destination (Kathmandu). So, forefathers' culture, family trends, friends' effect; different economic status as unemployment, insufficient income, global and liberal market as well as easy access are the main reason to these hawkers to run their business in Kathmandu.

The hawkers have to interact with different situations in Kathmandu. They used to pull their bicycle at the average of 11 hours per day. Kalimati is the main wholesale market to the vegetables hawkers and Balkhu is the sole wholesale market to the fruits hawkers. They have run this business by investing Rs. 2000 to 5000 initially. They use to buy the old bicycle, basket and scales from Kabadi and get it repaired. In this matter the initial investment of the long time dwellers seems lower than the newly entered hawkers. There is no fixed price or similarities in the price of their goods because they use to price the goods as per the situation, customer and time. It is found that they use to sell most of their goods at evening time in comparison to morning and day time. Profitable season of this business is felt by those hawkers differently. Dashain, Tihar and any festival time are the profitable season to the hawkers differently but some of them said that profitable season is not fixed in this profession.

Being the petty traders, hawkers have to invest in daily basis and get the return too on daily basis. Some hawkers use to sell their goods on credit too sometimes. By investing Rs.4000 to 6000 per day a hawker can earn Rs.1100 to 1700. Most of the hawkers' average per month expenses varies from Rs.7000 to 13000. There are different parties too which use to trouble the hawkers. Municipal authorities, traffic and the bullies are the most troubling parties to them while agents of local club are also troubling them in some places. But there seem 10.98 percent fruits hawkers are also getting troubled by the police.

Although the hawkers do not pay any tax to government, they have to grease a palm of different parties. Except 19.09 percent hawkers, all have to pay the bribe in the form of cash and kind either sometimes or on regular basis. The landlords' behavior seems fair with the

long time dwellers in comparison to newly enter. Many local vendors as well as some traders keep jealous with them. Infrastructure in Kathmandu for hawkers seems very poor. Except some places, there is no public toilet facility even in the busy or crowded areas. All the hawkers have to bring drinking water either from their own room or have to purchase from nearby shops. The interesting fact is that neither the hawkers have got registration from any office of Government of Nepal nor the government is paying attention about the rights, facilities and safety of the hawkers. Hawkers are far from the access of the financial institutions too because neither they have got any assistance (loan) to run their business nor there is any financial account of hawkers in any financial institution here. They are also suffering by the problem of currency change. While going home they need IC but it is very difficult to them to change the currency. They use to go various shops in search of IC and hardly get it by paying Rs.162 to 165 NC for per hundred IC.

There is a saying that hawking is not a cake walk. But hawking cannot be ignored since it has created employment for many people without the help of the Government or by any other institutions. The services provided by the hawkers cannot be ignored since a large number of people depend on their services. After a hard struggle throughout the day, the hawkers can earn a little to them or their dependents. Despite the harsh situations and hard work, there are some positive aspects of hawking which can be seen as:

- Employment
- Easy to join
- Independent
- Work as mentor
- Familiar to diverse culture
- Low risk to ruin and
- Sound income

Many hawkers are continuing the same job since years. They are wishing to continue or compelled to do it because of the following reasons:

- Unemployment
- Lack of capital formation
- Work satisfaction and
- Comparative benefit

Different harsh situations are common to the hawkers to face in the course of their business.

There are many negative aspects of the hawking profession which can be seen as below:

- Home sick
- Social exclusion
- Health hazards
- Low income
- Loss
- Deprived from rights
- Discrimination
- Throat cut competition
- Risk and insecurity and
- Helplessness

Either calculating the positive or negative result of hawking or by any other reason some hawkers are wishing to quit that profession. Some reasons told by the hawkers were as below:

- Insufficient income
- Hard work
- Throat cut competition
- Lack of infrastructure
- Risk and insecurity and
- Discrimination

At last, while asked them about work satisfaction, more than 65 percent hawkers were satisfied with this profession and amongst them 69.86 percent hawkers want to advise others too to join in this profession. Here, the total scenario of the hawkers make 'conceptual framework of the hawkers' true. The framework drew above is totally applicable in the context of Indian fruits and vegetables hawkers in Kathmandu. A little modification of the framework can be applicable in other sectors of any profession too.

5.2 Conclusion

People of mainly three District of Bihar, India are involved in hawking profession in Kathmandu District. Most of them belong to Sah caste. There is nominal presentation of other religions besides Hindu. Very few involvement of ageing people in this profession shows that hawking is the profession of young people.

Friends, family as well as the open boarder are the main factors them to be a hawker in Kathmandu. Unavailability of employment and low income in their own country are other compelling factors them to be a hawker in KTM. Despite of the change in geography, culture and language hawkers are residing in KTM and earning a sound income by investing very little initial capital.

Belonging to the informal sector of economy, there is no record of hawkers' activities and different factors are troubling them to run their business. In this way, hawking seems insecure but it is an easy way to all types of people to run their business and secure livelihood.

5.3 Recommendations

Hawking cannot be ignored since it has created employment for many people without the help of the Government or by any other institutions. Services provided by the hawkers cannot be ignored since a large number of people depend on their services. After a hard struggle throughout the day, the hawkers can earn a little to them or their dependents but they have to pay significant portion of their profit to the municipal authorities, traffic, local bullies and the local club's agents to conduct business in a preferable place. We can see very often the cat and mouse game between the hawkers and municipal authorities almost in the office time during 10 am to 5 pm in Kathmandu. These bad aspects seen in this profession must be abolished and it is necessary that the concerned authorities and the different stakeholders have to give special attention to the hawker issue and rehabilitate them in preferable locations, so that they can perform their business smoothly without creating any problem to functionality of the city.

On the other hand, almost equal socio-economic and demographic as well as educational status Nepalese as the hawkers are migrating abroad in search of jobs. Most of them have not got any special skill development trainings to get job in formal sector abroad. Despite

investing a large initial investment, most of them are going there to work as labor and not being able to earn as their desires. They have to do tough struggle there to earn as equal income of the Indian hawkers earning in Kathmandu. If the concerned authorities will give attention to make this profession secure, free from obstacles and formal; many Nepalese rural poor will be attracted towards this profession.. By this system, the revenue of the state will increased and it will control the out flow of cash without paying tax to the state. The legalization of this profession reduces the illegal bribery and the hawkers could run their business without any disturbance.

So, the informal economy and workforce need to be recognized as the broad base of the global economy and workforce. Both informal enterprises and the informal workforce need to be valued for their contributions and integrated into economic planning and legal frameworks. All the bad aspects of the hawking must be addressed by the concerned authorities to make it an attractive profession. If the prospects and benefits of hawking will be realized by the Nepalese youths, they may be attracted towards this profession. For this purpose too this study will be beneficial.

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Appendix- A. Questionnaire for Interview

The paper entitled 'The Study of Indian Fruits and Vegetables Hawkers in Kathmandu District' is a research, conducted by the researcher Trailokya Bikram Regmi for the partial fulfillment of the requirement for the degree of Master of Arts in Rural Development. This questionnaire has been developed to collect the information to fulfill the objectives of the study through street interview of the hawkers. Therefore, the respondents are kindly requested to provide the relevant information in

Introductory part

1. Introduction of the respondent:

Name.....Age Caste..... Religion.....

Marital status.....

Permanent Address: state District..... Ph no.

.....

Present Address: Living Area Working Area..... Ph

no. Academic qualification..... Family Size.....

Main occupation of the family.....Earners in the family

Title: fruits / vegetables Hawker

Initial stage

2. Who inspired you to be a hawker?

a) *Family* b) *peers* c) *a & b* d) *yourself*

3. Why you have joined in hawking profession? Tick the provided list

a) *Unemployment* b) *insufficient income* c) *liberal and global markets* d) *low investment* e) *easy to join* f) *seeing others* g) *any other, specify*

.....

4. What you used to do before coming here?

.....

5. If any which is more beneficial?

.....

6. With whom you came here first time?

.....

7. Were there any difficulties while crossing the border?

a) *yes* b) *no*

8. Since how long have you been here?

9. Where did you stay when you first came here first time?

10. With whom you are living now :
 a) *friends* b) *family* c) *alone*
11. If not alone, how many roommates are there now?

12. Is the behavior of land lord/lady fair with you?
 a) *yes* b) *no*
13. How much you have invested initially for this business?
 RS.
14. What was the source of investing capital?
 a) *own* b) *loan* c) *borrow*
15. How much one way fare you pay from your home to here?
 Rs.
16. How many members of your family are engaged here in this profession?

17. Who helped you to select the trading area?

18. Have you faced any language problem?
 a) *initially* b) *somewhat* c) *till today* d) *not at all*

Interacting stage

19. Generally, how long you have to pull the bicycle daily?

20. When and where do you take your:
 a) Breakfast.....place..... b) Launch.....place..... c)
 Dinner..... place.....
21. Generally, from where you buy the goods?

22. At what time you go there?

23. Which is the pick selling hour of your goods?
 a) *morning* b) *day* c) *evening*
24. Which season is the most profitable session?

25. How do you price the goods?
 a) *fixed* b) *fluctuate as per the situation* c) *fluctuate as per the customer* d) *fluctuate as per the time*
26. What's your per day
 a) investment..... b) Income.....
27. What's your per month expenditure?
 Rs.
28. Do you sell the goods on credit too?
 a) *very often* b) *rarely* c) *not at all*
29. Who is the most jealous person with your profession?

30. Have you got any threaten from them?

31. Who helps you if you are in trouble?
 a) *friends* b) *passerby* c) *police* d) *none*
32. Who bothers you mostly?
 a).....b).....c)..... d).....
33. Can you tell some of their misbehaves with you?

34. What you have to do to solve these problems?

35. Can you recall how many times you have faced such situations?

36. If anyone abuses or beats you what you do then?
 a) *fight* b) *keep silent* c) *complain to the police*
37. How do you sort out the problems if your bicycle gets flat on the way with load?

38. What do you do when you fall sick or feel uneasy on the way?

.....

39. Is there any public drinking water source in your trading area?

a) *yes* b) *no*

40. Is there any public toilet available in your working area?

a) *yes* b) *no* (if not)

41. Do neighbors allow you to use their toilet?

a) *yes* b) *sometimes* c) *no*

42. How do you cope with the following natural or environmental situations?

) Burning
sun.....

) Heavy
rainfall.....

) Shivering
cold.....

) Uneven
topography.....

) Storm/dust.....
...

43. How do you manage the things if you have to go somewhere suddenly?

.....

44. Where do you exchange the currency?

.....

45. Is the exchanging rate as per the Nepal Rastra Bank's declaration?

a) *yes* b) *no*.

46. If not what's the procedures?

.....

Reason to continue the same job (only to re-entered hawkers)

47. Why do you intend to continue the same job? Please tick the available options:

- a) *unemployment* b) *lack of capital formation* c) *work satisfaction* d) *comparative benefit* e) *increasing demand of family* f) *better work environment* g) *sound income* h) *if any others specify*

Reason to change the goods (only the wishing hawkers)

48. Would you like to change the selling goods?

- a) *yes* b) *no*

49. If yes, why? Tick the appropriate options:

- a) *insufficient income* b) *physically unfavorable* c) *off season* d) *shortage of goods* e) *throat cut competition* f) *large numbers of same traders* g) *unnecessary punishment*

Result of hawking

50. What are the **benefits of this profession** to you?

- a) *employment* b) *income generation* c) *easy to join again* d) *secure livelihood* e) *free to take decision* f) *can work as a consultant* g) *familiar to diverse culture* h) *low investment* i) *low risk to ruin* j) *sound income*

51. What are the **drawbacks of this profession** to you?

- a) *home/family sick* b) *social exclusion here and there* c) *health hazards* d) *low income* e) *loss* f) *least use of rights* g) *inhuman treats* h) *unhealthy competition* i) *jealously and threaten* j) *helplessness*

Miscellaneous

52. Is there any funding organization associated with your profession?

- a) *yes* b) *no* c) *unknown*

53. Have you got registration with any office of Government of Nepal?

- a) *yes* b) *no*

54. Is there any record about you in Indian Embassy?

- a) *yes* b) *no*

55. Are you paying any tax to the Government of Nepal?

a) *Yes* b) *no*

56. If yes, how much you are paying annually?

Rs.

57. Do you have to pay anybody as a bribe?

a) *yes* b) *no*. If yes to whom?

58. Have you open any bank/financial account here?

a) *yes* b) *no*.

59. If yes, in which bank/finance?

.....

60. If no, where do you keep your money?

.....

61. Are you satisfied with this profession?

a) *yes* b) *no*

62. Would you like to advise anyone to be a hawker?

a) *definitely* b) *not sure* c) *not at all*

Respondent:

Interviewer:

Appendix B. - Case Study

Case Study: 1

Krishna Dev Sah aged 58 years old is a permanent residence of Motihari district of Bihar, India. It has been 30 years that he has been hawking fruit in Kathmandu. He first entered Nepal to visit Pashupatinath temple and then ran away from home to Kathmandu. The friend who he came with was doing hawking business so he adopted the same too. Despite good returns, the hindrance of language and culture did hamper the business in the beginning. During early days the customers used to disrespect him but now he thinks this place as of his own. Being educated to the grade 8, he says, 'Apart from 4 months of staying at home during marriage, I have not been to home for more than a month while doing this business.' While at home also he has attempted to do the same business, but he says the returns are high here. During this 30 years of period, there had been many elections back home but he sighs as he could not take part in them. He says that in the name of sampling and taking a look, onlookers take away his goods which can still be experienced. The boy about the age of his grandchild calls him name 'Dhoti Bhaiya', 'Madhise', which pinches his heart. He presents the difficulty in hawking as one has to stand all day, take intense heat and rain, resist dirt and dust, and when people do not let him take cover during rain in nearby shade, he thinks we are not regarded as human beings.

Despite all these hardships, with the support from locals and administration, the hawking business is an important means of livelihood for low income group people.

Case Study: 2

Bijaya Sah, aged 19 years old is an unmarried boy who is a vegetables hawker. He belongs to the family residing in Betiya district of Bihar, India who earns their living with labor wages. He has completed study of grade 3 and used to work in bicycle repair center before moving to Kathmandu. As the income was inadequate he decided to move along with his friend for hawking.

His father had died due to lack of money for treatment during the age of 38 years. The earnings from his mother were inadequate to feed the family. He argued had he been able to earn like as of now, then his father would not have died early. This caused to put stop to the study of his two sisters and a brother. He says, 'One cannot get employment even completing the studies.' He presents the difficulty in hawking as one has to stand all day, take intense heat and rain, resist dirt and dust, and push loaded cycle in steep lands and thinks time and again to return home. He has planned to return home and marry next year and make his 14 years old brother take over the business. Even with the hindrance from municipality, traffic police, bullies and customers' ill behavior he argues the business pays off. While sending the hard earned money back home, the exchange to Indian currency (IC) results in loss. He says the Indian government has not taken good care and have been irresponsible towards citizen such as him.

The business of hawking could be run with minimal education, low investment and with a little effort hawking is one of the fruitful businesses to earn money. With the income of 3 years of hawking he has married off his 2 sisters, and has planned to marry himself.

Appendix C. Some Photos Taken During the Study



Conducting Survey Questionnaire



Conducting Survey Questionnaire



Conducting Survey Questionnaire



Conducting Survey Questionnaire