

## **A study of Socioeconomic Conditions of Street Vendors Sindh, Pakistan**

**BY:**

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### **ABSTRACT**

The economic goal of the study was to understand the multiple services provided by street vendors. Vending methods follow by street vendors for distributing their local products and they create jobs not only for themselves, but for porters, security guards, transport operators, storage providers, and others, the researcher selected street traders in the five cities of Sindh province. In this social study, the Sindh province selection was focused on the continuous availability of many street hawkers, and in various categories, I live peacefully in Sindh province, so, that I acquire more valuable information in this deliverable area. Primary data were collected by two month-long fieldwork in the study area, through personal observation and observation analysis was done through an observation checklist. At the initial stage of the observational study, selected cities' local places, open ground, streets, and crossroads were personally visited and a considerable number of street vendors have photographed selected cities of Sindh province of Pakistan and also some accurate pictures used in this article were carefully selected using the Google Image search engine to develop a deeper understanding into the issue being discussed.

**Key words:** Hawker, independent, offers Multi- service, Sindh Pakistan.

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## **INTRODUCTION**

In a society some people are government employees and others are private employees. Their earning varies according to the decision of their management they are facilitated with accommodation, transportation and medical services. There are also some other citizens in a society who do not fall under any government or non-governmental supervision. Lack of academic education or insufficient investment never makes them to be reliant by the government and society. These individuals are self-runner businessmen who travel through streets, public places or public transport and shout to sell out their products. Many customers prefer to buy from them, because they provide quick and easy access to customers at reasonable price. These self-runner businessmen are called Hawkers, Peddlers or Street Vendors. In Pakistani society, these are known by different names: (Rahri wala ,pheray wala, theli wala). And sometimes they are known by their products like: (Sabzi wala, Phal wala and lemon wala).

The judicial dictionary of words and phrases judicially interpreted (1890, 841): “A person who goes from the town in which he resides and takes a room at another town and there sells goods which are brought direct from the town of his residence, was a Hawker, Peddler, Petty Chapman, or other trading person going from town to town”. Individuals are travel through streets, public places or public transport and shout to sell out their products, many customers prefer to buy from them, because they provide quick and easy access of goods to customers at reasonable price, these self-runner businessmen are called Street Vendor, Hawkers or Peddlers (Saha, 2011). The person’s ordinary methods of attracting attention include addressing the public, using play cards, labels and signs or displaying merchandise in a public place. He takes good immediately from place to place before that product /goods come to market .Hawker operates from all strategic locations at all hours of the day and night; he serves customers with spicy foods and beverages at reasonable and affordable prices.

### **Street Vendors**

Street Vendors Act, 2014 protect the rights of urban street vendors and to regulate street vending activities and for matters connected incidental there to. In 2014 according to Informal Economy Monitoring Study (IEMS), hawkers can be named as; “informal workers”, “street vendors” and “Street trade”. A street vendor is a person who sells goods without having a permanent built up

structure (Bhowmik and Saha, 2012). Street vending is an economic reality that works to the advantage of both sellers and consumers (Choudhury, 2013). Street vending is very helpful for providing door to door services and it is very convenient for citizens to purchase their necessities from street vendors (Suraiya and Sayma, 2012)

### **Allow Street Vending in Pakistan**

According to Nadeem Haque in 2017 (Deputy Chairman, Planning Commission Pakistan Ex-Vice Chancellor Pakistan Institute of Development Economics), “I have personally pushed for the liberalization of street vending business for the last 15 years, I have presented this proposal to prime ministers and the chief ministers. They liked the idea until the bureaucrats shot it down. All societies through history have had these activities. An unemployed person can buy some fruit with a small amount of cash and serve it on a small platform or cart. As street vendors, several well-known entrepreneurs took their first steps to develop large businesses, For example; Vienna Beef is a big business that began off as a street selling company and produces hot dogs, sausages and other food goods. Likewise; a heartwarming story from India is about a blind man, Bavesh Bhatia, who started off as a street vendor and created a multi-million dollar company. It takes time for us to encourage street vendors to fly all over our cities. Any street and street corner should be allowed to have a street vendor, cars must be made to give the poor space, and there is no excuse to offer poor sanitation and aesthetics the Associate Street.

### **RESEARCH GAP**

Despite the fact that informal street selling occurs in both developed countries and developing countries, comparative case studies exploring this informal sector in so many diverse situations from both an institutional and economic viewpoint are limited in the literature. As a result, future comparative study will be able to increase both empirical and theoretical knowledge of the phenomena (Racchi .S, 2020). Researcher claims on the basis of the related literature review that hawkers contribute in the socio-economic uplift of the masses of the world, hence, this study aims to identify the contribution of Hawkers particularly in Sindh and generally in Pakistan economy.

## **RESEARCH OBJECTIVES**

1. To know about the socio-economic conditions of street vendors in Sindh.
2. To study about the multiple services provided by street vendors.
3. To provide some suggestions to help them solve their issues.

## **RESEARCH METHODS**

According to Bhattacharjee, A in 2012 has Qualitative research intends to discover and build theories, but not to test them, by using empirical pieces of evidence from the data collected through interviews, personal experiences, case studies, observation, and historical events, audiovisual and written text and researcher observes a particular aspect of human behavior with as much objectivity as possible and records the data. The primary and secondary method was used for this research. Secondary data were collected from books, journals, different websites, the local newspaper reports, based on the number and socioeconomic conditions of hawkers.

The primary data were collected through non-participant observation. The goal of observational research is to describe a variable or set of variables. More generally, the goal is to obtain a snapshot of specific characteristics of an individual, group, or setting. As described previously, observational research is non-experimental because nothing is manipulated or controlled, and as such we cannot arrive at causal conclusions using this approach (Paul C. Price, et al., 2017). Observing participants without actively engaging is known as non-participant observation. This method is used to gain a better understanding of a phenomena by immersing oneself in the community or social structure in question while remaining detached from the actions being watched (Liu, F., & Maitlis, S., 2010).

### **Data Collection**

Personal observation, photos, anthropological/in-depth interviews, and text records captured the data (Schindler and Cooper, 2005). Data were collected through participant observation, non-participant observation, photographs, anthropological/in-depth interviews, and text documents (Schilling, J., 2006). A photograph useful for data collection, the positive effect of this method is allowing informants who have long-term mental illnesses to express their perceptions (Erdner and Magnusson, 2011). Primary data were collected through non-participant observation, the

ways in which hawkers appropriate the street, therefore researcher chose to do fieldwork in several different large informal markets situated in the selected cities of Sindh province. Sindh correctly is Pakistan's third-largest region by developed area and the second-largest province after Punjab by the local population. Due to its economic diversity in terms of distinct ethnicity and economic activity, the section of Sindh was chosen, and Sindh is Pakistan's second-largest economy strong province, while Karachi, its provincial capital, represents Pakistan's largest city. In addition to the data obtained using the fieldwork included personal observation and photos captured the data and the goal was to obtain more and more information about street vendor, so at the initial stage of the extensive research, researcher was personally visited, included parks, sea-beaches, bus terminuses, railway station, area outside, school and colleges, hospitals and sport grounds, and an large number of street vendors photographed selected towns of Pakistan's peaceful Sindh province, and even some photos was included in this article were carefully selected from the Google Image search engine to build a better understanding of the research topic.

## **RESULTS:**

An observation of the researcher engaged with fieldwork to collect results. Working conditions, working time, product verity, vending methods, supervision, repairing, pursuit, and non-human operation were close to selected cities of the province of Sindh, vendors were observed. The researcher states that they begin selling early in the morning and completed at different hours of the day, street vendors work and sell their products in the markets, but some vendors start at night on the streets and finished late at night.

These are types of them, made based on observation and some photographs were also taken by the researcher, During the taken a picture of the further on facts to discover about street hawkers', hawkers are found in different categories (number of Products, Place, Occasional Hawkers, Sale, Time of business operation, Method of vending, Supervision, Repairing Service Hawker, Pursuit Hawker, Non-human Service Hawker), Qualities, Behavior with Customers, Services Provide to the people of the society and Location have been observed and hawkers were Categories as below;

1. According To Number of Product
2. Method of Vending
3. According to Service
4. According To Occasions
5. According To Sale
6. Time of business operation
7. According To Supervision
8. Repairing Service Hawker
9. Pursuit Hawker
10. Nonhuman Service Hawker

### **1. According To Number of Product**

According to the product there are three types of hawkers.

#### **1.1 Single product seller hawker**

Some hawkers are considered to be selling a single product for the reason that they may have financial problems or cannot carry more than one product.



Source: Researcher, City: Ghotki (Fig: 1), Hyderabad (Fig: 2)



### 1.2 Two products seller hawker

Some hawkers sell two products usually they choose two match items. The reason behind the selling of two products might be customer satisfaction.



Source: Researcher, City: Jamshoro (Fig: 3) and Sukkur (Fig: 4)

### 1.3 Multi-products seller hawker

Some hawkers handle the multi-products simultaneously; it means they are aware of the customer's needs. In local caches, we frequently see this type of hawker who carries toys, fruits, different sweets, Nimko, and chips in one plastic bag, one basket, or in one big plate.



Source: Researcher, City: Jamshoro (Fig: 5), Karachi (Fig: 6)

## 2. Method of vending

According to Sally in 2010, the term ‘street trader’ may refer to vendors with fixed stalls, such as cabins; vendors who sell from fixed locations without a table structure, displaying merchandise on cloth or plastic sheets and mobile vendors who walk or bicycle through the streets as they sell. So, according to the method of vending, there are three types; (1) Mobile/Walking Hawkers, (2) Sime-Mobile Vendors and (3) Stationary/Fixed Hawkers, their purpose is not only to sell their products but also want to facilitate their customer.

### 1.4 Mobile/ Walking Hawkers

In terms of methods of vending, Mobile/Walking vendors moved their business from one location to another by carrying their wares on pushcarts or in baskets on their heads with the top of their voice sell their goods and services for various reasons; to gain access to more and not the same kinds of customers, to be closer to suppliers, and to single out themselves from their competitors.



Source: Researcher, City: Sukkur (Fig: 7), Karachi (Fig: 8)

### 1.5 Semi-Mobiles Hawkers

Many street vendors have a semi-permanent way of trading in terms of selling techniques, they use temporary and unfixed items for their sales, such as cloth or plastic sheets,



placing chairs, benches, and weather precautions, picnic umbrellas, and improvised tents to cover their merchandise and themselves. For a long time, these vendors remain at one location to market their goods and where they sit to keep their products in series so consumers can conveniently pick to save time for customers. Stall hawkers are called this kind of hawkers.



Source: Researcher, City: Jamshoro (Fig: 9), Hyderabad (Fig: 10)

### 1.6 Stationary Hawkers / Immobile Vendors

Stationary hawkers engage in a business of selling and delivering goods, wares, food, or merchandise of any kind and that is located upon owning property or, they may be fixed in the sense that they occupy capacity semi-permanently on the pavements or other public/private spaces.



Source: Researcher, City: Kotri (Fig: 11), Ghotki (Fig: 12)

### 3. According to the Service

The street hawkers bring goods at our door by hand carry, handcart or vehicle to sell their products.

#### 1.7 Hand carries hawker

They carry their products in hand because they have limited resources and it is a fact that street hawkers do not get enough profit in their business. They only fulfill basic needs.



Source: Researcher, City: Ghotki (Fig: 13), Karachi (Fig: 14)

#### 1.8 Handcart hawker

Hawkers use a small cart pushed or drawn by hand for selling the products. In our society usually called **ہریڑھی**



Source: Researcher, City: Karachi (Fig: 15 and 16)



### 1.9 Vehicle hawker

Hawker also uses vehicles to sell their products because they have and they utilized them. They use vehicles to transport themselves and their commodities.



Source: Researcher, City: Karachi (Fig: 17 and 18)

## 4. According to sale

There are two types of hawkers.

### 1.10 Walk in Hawker

Every day these hawkers have different customers, they prefer their product to customers.

### 1.11 Regular Hawker

These hawkers sell their goods to their regular customers. For them, preference is customer rather than products.

## 5. Specific Timing for Specific Products

Hawkers follow the specific timing for selling their products.

NO	Time	Examples
1	Morning	اخبار والا، دودھ والا، انڈے والا
2	Noon	سبزی والا
3	After Noon	چاٹ والا، جوس والا، حلیم والا
4	Evening	سموسہ والا، برگروالا، جلیبی والا
5	Night	بریانی والا، تکه والا
6	Late Night	سوپ والا، چائے والا



Source: Internet (Fig: 19), Source: Researcher, City: Karachi (Fig: 20), Hyderabad (Fig: 21), Jamshoro (Fig: 22)

## 6. According to Occasions

Occasional hawkers carefully select the specific products for direct sale, graciously according to proper season and local events to faithfully fulfill the local needs of the people because they traditionally know about the demand of the customers.

### 1.12 Seasonal hawker

These hawkers sell their product according to the season, in summer they use to sell cold drinks, juices, Alu Bukhara Juice= Plum Juice. During the winter season, they sell winter products just like: (Makai= hot Corn, sweet potato, Soup).





Source: Researcher, City: Jamshoro (Fig: 23), Sukkur (24), Karachi (Fig: 25)

### 1.13 Eventual hawker

These hawkers distribute their specific products at different events. As clearly shown in given pictures.



Source: Researcher, City: Sukkur (Fig: 26, 27), Hyderabad (Fig: 28), Karachi (Fig: 29)

## 7. According to Supervision

### 1.14 Self-supervisor hawker

These hawkers are gently working as a talented individual. Self-supervisor hawkers are unanswerable to anyone because they operate efficiently their own business. They are self-motivated, self-directed, and innovative. They bear all responsibility on their shoulder,



Example: Haleem wala, he carefully made all material by himself even uses his own plates, spoons, proper glasses.



Source: Researcher, City: Karachi (Fig: 30), Hyderabad (31)

### 1.15 Under Supervisor Hawker

Some hawkers might not be as independent as they appear prominently. These peddlers are mostly dependent on their suppliers, who give them a certain target for which they are paid. Also, some hawkers work as a middle man.



Source: Researcher, City: Ghotki (Fig: 32), Jamshoro (Fig: 33)

## 8. Repairing hawker

Some hawkers properly provide their valuable services to the customer by repairing their damaged and faulty appliances. Familiar example: the locksmith sharpens knives, cobbler, and bookbinder e.t.c.



Source: Researcher, City: Karachi (Fig: 34, 35), Hyderabad (Fig: 36)

## 2. Nonhuman Service Hawker

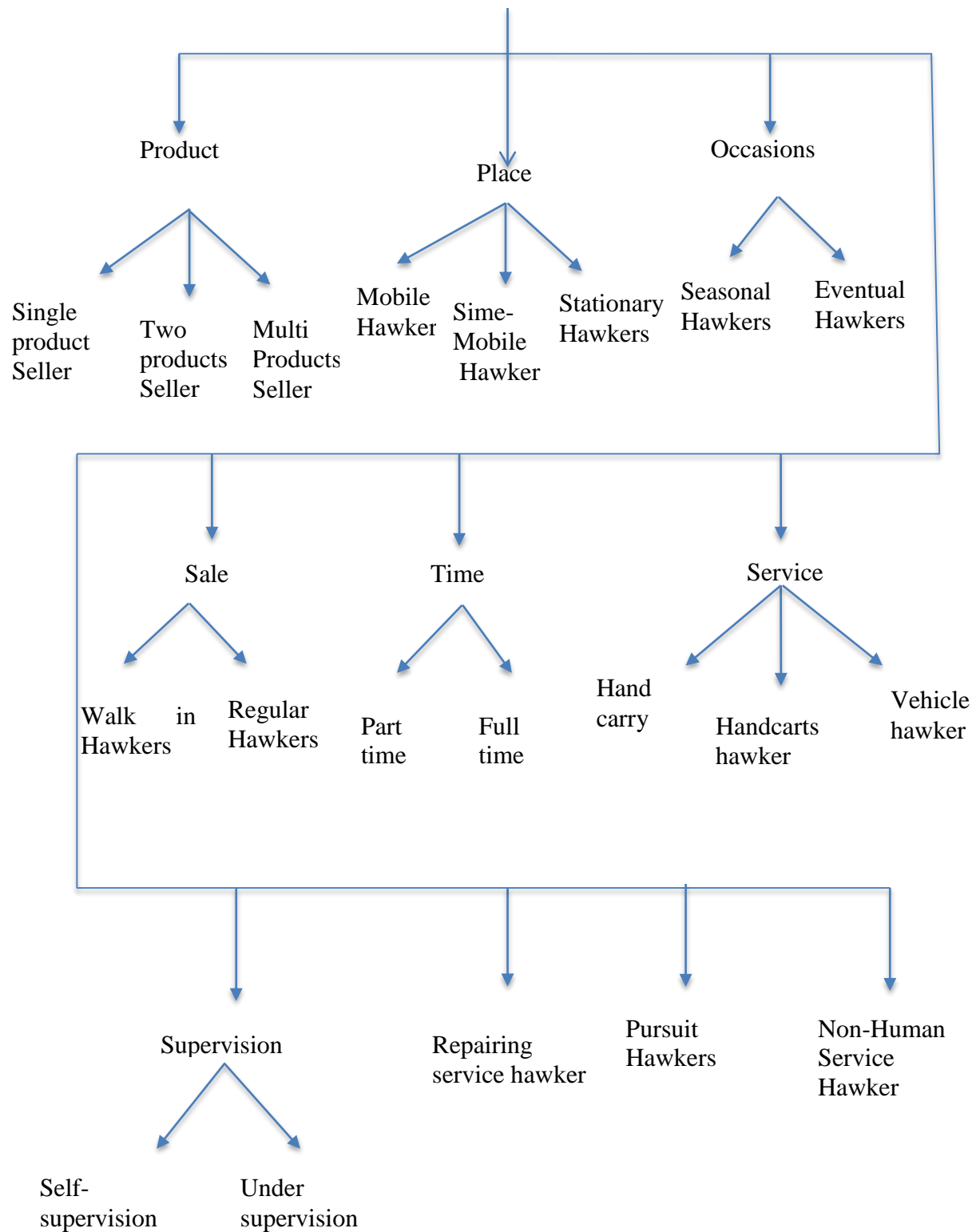
These hawkers properly provide needed services for animals and birds. They carry a pouch in which they have meat and Kernel when someone pays them money to provide food for animals and birds.



Source: Researcher, City: Karachi (Fig: 37, 38,39)



## Categories of Hawkers



## 9. Pursuit Hawkers

All hawkers profitably sell their necessary goods and active service, but these vendors earn money by naturally entertain the public. These hawkers traditionally perform citrine tricks with their trained animals like monkeys, snakes or parrots. Some hawkers earn money and entertain local people by accurately showing their magic tricks, playing their musical instruments, and acrobatic performances.



Source: Internet, (Fig: 40, 41)

## 11. Product Materials

Hawkers carry relative crockery and ingredients according to their product to facilitate their customers. Practical example: Chaat whale, he conveniently carries all crockery such as trays, plates, spoons, glasses also use shoppers for the parcel. He promptly takes Chaat Masala, Lemon, Chattni, and Paper to add more taste.



Source: Researcher, City: Hyderabad (Fig: 42), Karachi (Fig: 43)

## 12.Storage Products

Every responsible owner properly defends his profitable products as much as he can. Graciously according to Hasan, et, al. In 2008 that in the local bazaar, most peddlers use some kind of keeping facilities for their goods, Depending on the size and storage space, punctually paying from Rs/= 500 to Rs/= 1,000 per thirty days open Room, such storage resources vary from either limited portion of stores adjacent to their distribution areas or larger specialized storerooms and go downs, there is a system of guards present for Rs 10 per night or Rs 300 a month for hawkers who keep their carts, cabins, and exhibits locked up in the streets. Hawkers are equally conscious of their valuable products; they remain comfortably their products in-store or at home. Street hawkers create jobs, not only for themselves, but for porters, private security guards, transport operators, storage providers, and others.

## 13.Publicity

Hawker publicizes their products by singing their own songs loudly; ring their bells, writing attractive sentences on their products in a peculiar manner and some wear peculiar dress to attract the customers, through that they attract their customers.



Source: Researcher, City: Jamshoro (Fig: 44), Karachi (Fig: 45)



## **14. Presentation**

Hawker knows the value of good presentation so they arrange, design and decorate their products for sale. Customers are also attracted through their presentation.



Source: Researcher City: Karachi (Fig: 46), Internet (Fig: 47)

## **Anticipated Contribution**

The findings of this study will contribute to the literature in the context of Pakistan. This study will also contribute in creating the betterment and self-respect for the hawkers in the street. Government and agencies are not focusing much on the hawker's contribution in economic development, after this study hawker may be the center of attraction. This study will also draw the map for the future research.

## **Limitations**

This study is limited like other studies, firstly because there is a lack of availability of information of hawker in context of Sindh, Pakistan, 2ndly it is limited because the researcher only will follow the qualitative methodology, finally it is limited due to the storage of time and financial issues the scholar will not be able to collect data from overall Pakistan.

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