



Please Don't Start a Scrap Shop

What is The Real Objective?

DO YOU

- Want to create a model
- Want to impact the market
- Have funding earmarked for it
- Want to improve the lot of WPs. If so, this can be achieved without starting a scrap shop first

Tips on Starting a Scrap Shop

- Sharing demands with scrap shop keepers- in a friendly way
- Formal meetings, petitions, morchas-through the ULBS
- Call for a formal face to face meeting
- Promote some scrap dealers if they are willing to play fair

Some Demands

- Issue receipts
- Keep loans separate
- Ensure rates are displayed
- Give a Diwali bonus
- Declare your annual returns- profits

Building the Capacity and Bargaining Power of WPs

- Share rates across city
- Offer weigh scales to weigh material at public places



Building the Capacity and Bargaining Power of WPs

- Offer transportation services
- Increase bargaining ability



Building the Capacity and Bargaining Power of WPs

- Train in allied services e.g. driving a tempo
- Increase mobility for material



Building the Capacity and Bargaining Power of WPs

- Understand other things that the scrap dealers are offering and work around that- e.g. credit
- Help in police cases, family or health problems. Try and offer alternatives so the WP is less and less dependant on that

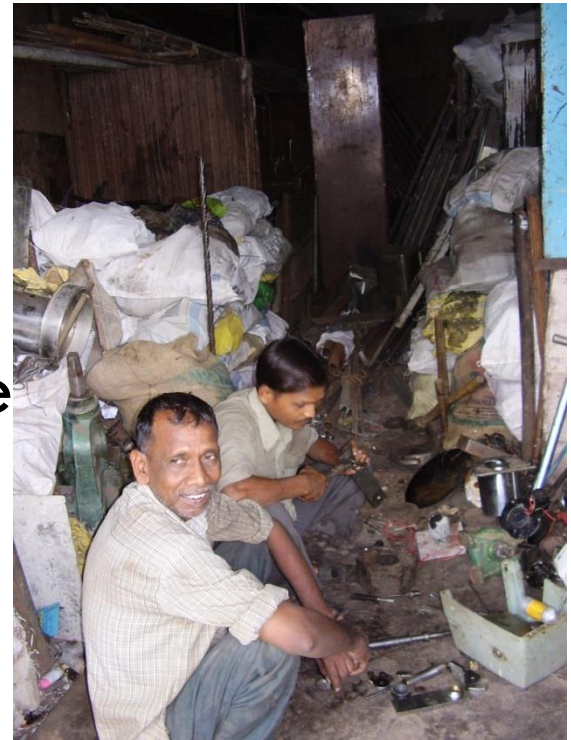
Implications of Starting a Scrap Shop

- Lot of time and money spent, energy investment
- Continuous liability
- Unpredictable returns



Implications of Starting a Scrap Shop

- Big capital risk- can be deployed to achieve same returns
- Relationship with WPs is impacted



Implications of Starting a Scrap Shop

- Many new sources of harassment allied to shop-police, ULB, other scrap dealers, neighbourhood

