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