

APPENDIX I

LIST OF MAJOR ITEMS OF TRADE

Major Items of Trade	Unit of Goods	Buying Price	Selling Price	Margins
<u>Non-Branded</u>				
Rice	1 pikul	\$40.00	\$43.20	\$3.20
Flour	50 lbs.	\$ 7.80	9.20	1.50
Sugar	1 pikul	32.50	35.00	2.50
Salt	1 pikul	4.50	7.50	2.00
Coconut Oil	1 tin	13.30	14.00	.70
Dry Chilli	1 kati	.70	.80	.10
Kerosene Oil	1 tin	4.70	6.20	1.50
Onions	1 kati	.45	.50	.05
Asam Jawa	1 kati	.20	.25	.05
Rempah	1 kati	.50	.80	.30
Beans	1 kati	.45	.50	.05
Coconuts	each	.12	.15	.03
Charcoal	1 pikul	10.50	12.00	2.00
Wooden Shoes	a pair	3.00	3.50	.50
Vernicelli	10 katis	3.50	4.00	.50
Carbide	1 kati	.30	.35	.05
Groundnuts	1 kati	3.00	3.50	.50
Eggs	each	.12	.15	.03
Nails	1 pikul	35.00	40.00	5.00
Bonang Pukat	1 kati	3.00	3.20	.20
Ropes	50 rolls	9.00	12.00	3.00
Umbrella	each	.80	.90	.10
Udang Kering	1 kati	2.00	2.10	.10
Rokok Nipah	100 leaves	.65	.70	.10
Gambir	1 leaf	.20	.25	.05
Palm Sugar	1 kati	7.50	10.00	2.50
Banana	1 kati	.60	.70	.10
Bread	10 loaves	3.50	5.00	1.50
Brush	each	.06	.10	.04
Gandum	1 kati	.20	.25	.05
Corns	1 kati	.15	.20	.05
Belachan	1 pikul	9.00	12.50	3.50
Condensed Milk	4 dozens	22.00	24.00	2.00
Cigarettes	1 carton	4.60	5.00	.40
Ketchup	1 bottle	.17	.20	.03
Chuka	1 bottle	.17	.20	.03
Biscuits	1 kati	.50	.60	.10
"OMD" Soap	1 packet	.55	.60	.05
"FAB" Soap	1 packet	.55	.60	.05
Sardines	1 tin	.55	.60	.05

APPENDIX I (Contd.)

Major Items of Trade	Unit of goods	Buying Price	Selling Price	Margins
Acquited Waters	1 bottle	\$0.13	\$0.15	\$0.02
Matches	1 box(big)	.42	.45	.03
Fish Hooks	100	7.00	10.00	3.00
Fish Lines	1 knot	3.00	3.30	.30
Paints	1 tin(lb.)	.80	1.00	.20
Torch Lights	each	2.00	2.30	.30
Castrol (Gear Oil)	1 tin	1.46	1.50	.04
Umbrella	each	.80	.90	.10
Dry-cell Battery	each	.20	.25	.05
Shoes (Rubber)	1 pair	1.35	1.40	.05
Textiles	1 yard	.80	.90	.05
Tonics	1 bottle	1.00	1.20	.20
Sweets	1 lb.	1.00	1.20	.20
Exercise Books	1 dozen	.70	.80	.10
Margarine	1 tin	.62	.65	.03
Tea	1 tin	.85	.90	.05
Lactogen	1 tin	2.25	2.30	.05
Tinned Grapes	1 dozen	5.85	6.60	.75
Tinned Pineapples	1 dozen	7.00	7.80	.80

APPENDIX IIRESERVEH ECONOMIC SURVEYA. Sample of major questions asked when interviewing shopkeepers

1. Race of Shopkeeper .....
2. The type of shop .....Shop Ref. No. ....
3. How long have you been in business as a shopkeeper? .....
4. How many members are there in your family? .....
5. How many of them help you in keeping shop? .....
6. Do you have assistants besides members of your family? .....
7. Is your shop organized on a partnership or sole-trading basis?
8. What is your average turnover per day/per month? .....
9. How frequent do you replenish the stocks of your shop per month?
10. What is the average value of stock replenishment per month? .....
11. Do you give credit to customers? If so, how many of them? .....
12. What is the amount of credit so far extended? .....
13. What is the average amount of credit extended per customer? .....
14. What is the manner of repayment? In cash or kind? .....
15. How long do they take to settle their accounts? .....
16. Who are the majority of your customers? .....
17. Do you pay rents and other fees? .....
18. Where do you get your supplies? .....
19. Do you buy on credit or cash from the wholesalers? .....
20. What is the amount of your debt with your wholesalers? .....

APPENDIX II (Contd.)

21. Do you buy from a specific number of wholesalers or from any one you like? .....
22. Do you have any other employment besides that of shopkeeping? .....
23. Do you have properties such as estates, farms, etc.? .....
24. How much you paid for them? .....
25. If you have other employment, how much do you get per month? .....
26. What is the amount of your initial capital when you opened business? How much of the latter you borrowed? .....
27. How much per month do you spend for the upkeep of your family? .....

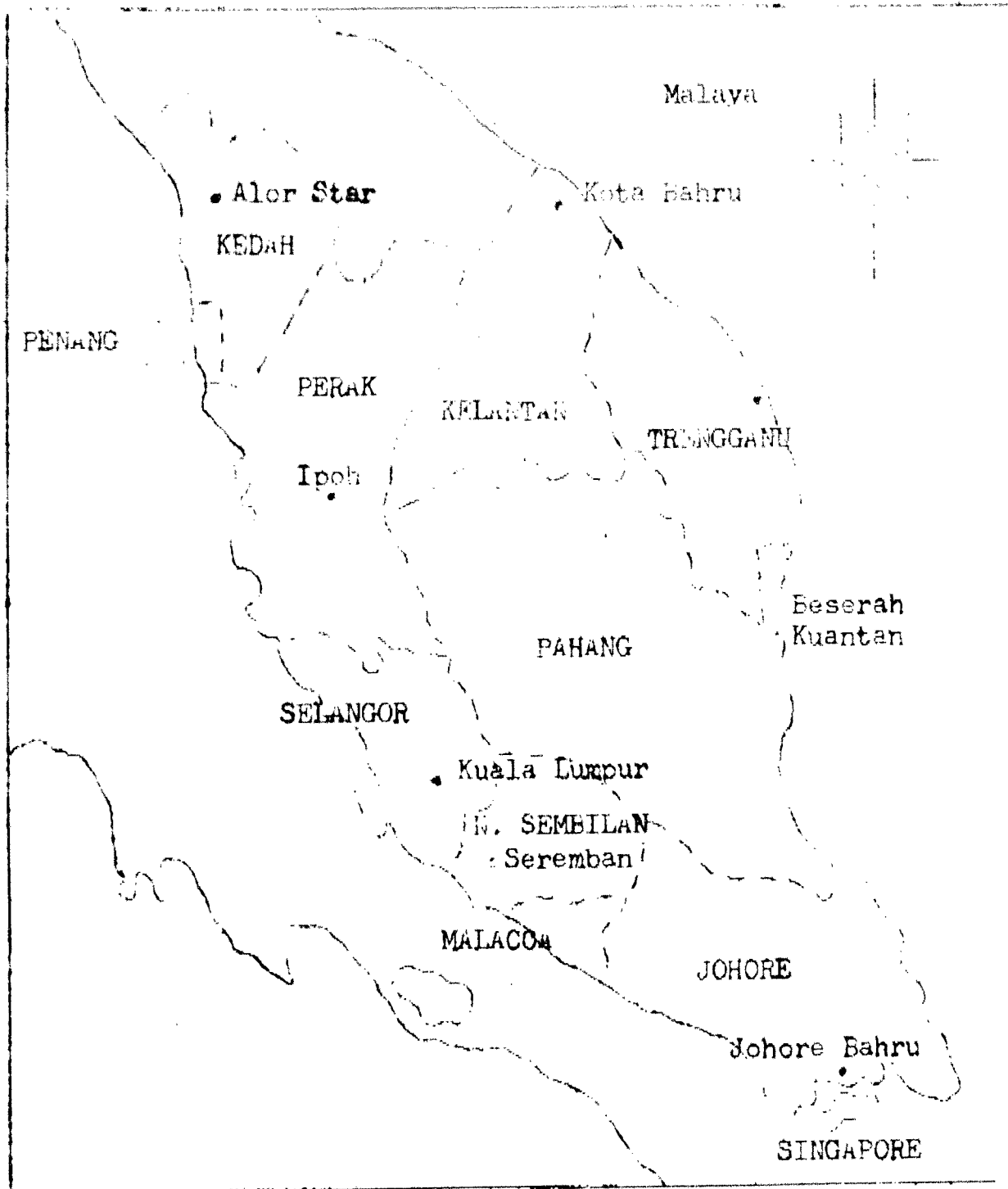
APPENDIX III

Shop No.	Type of Shop	Average Monthly Turnover in (\$)	Average Monthly of Stock Replenishment in (\$)	Average Monthly Gross Profit in (\$)	Amount of Credit Extended to Customers (\$)
A	Sundry	600	500	100	N11
B	Sundry	1500	1900	250	800
C	Sundry	540	400	140	300
D	Coffee	270	200	70	20
E	Sundry	660	550	100	200
F	Coffee	390	300	90	100
G	Sundry	300	240	60	200
H	Coffee	360	210	150	200
I	Sundry	3000	2250	650	2000
J	Coffee	770	350	420	300
K	Barber	120	-	90	N11
L	Sundry	360	240	120	220
M	Barber	200	-	206	10
N	Sundry	600	480	120	3
O	Tailor	750	300	450	400
P	Coffee	755	340	300	50
Q	Coffee	510	300	210	250
R	Sundry	350	3000	500	4000
S	Coffee	600	300	320	55
T	Goldsmith	1000	600	400	4000
U	Sundry	6000	550	500	2500
V	Coffee	600	300	300	850
W	Tailor	400	150	250	250
X	Sundry	570	300	270	200
Y	Goldsmith	550	200	350	1000
Z	Sundry	1430	1200	330	1450
A1	Coffee	450	300	150	25
A2	Bicycle Repairer	546	200	346	350
A3	Sundry	450	300	150	5000
A4	Rubber dealer	7550	7300	250	1200
A5	Sundry	9320		668	2000
A6	Tinsmith	50	40	40	100
A7	Sundry	150	65	95	N11
A8	Sundry	300	180	120	N11
A9	Coffee	900	650	250	150
A10	Sundry	2100	1800	300	900
A11	Coffee	7200		400	300
A12	Sundry	900	750	250	100
A13	Coffee	750	500	250	150
A14	Coffee	500	300	200	1000
A15	Coffee	600	350	250	1450

APPENDIX III (Cont'd.)

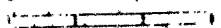
Amount of Credit extended to shopkeepers	Value of initial capital per shop in (\$)	No. of members per shopkeeper's family	Period of doing business in Bosonah
550	800	1	1 yr.
600	160	2	4 "
300	500	1	9 "
200	400	1	6 yrs.
700	2000	4	23 "
N11	1000	5	4 "
300	150	1	1 "
N11	400	4	5 "
2000	15000	5	16 yrs.
300	600	13	32 "
N11	100	8	1 yr.
200	200	4	4 yr.
N11	500	6	25 yrs.
N11	100	6	4 "
200	2500	4	20 "
N11	500	6	20 "
150	500	5	30 "
4500	6000	5	10 "
150	500	7	27 "
50	3000	7	15 "
3000	2000	6	20 "
1000	550	2	6 "
100	500	6	4 "
300	2000	5	8 "
800	2000	6	1 "
2500	3500	2	8 "
500	150	4	20 "
4000	3050	5	5 "
300	1000	6	5 "
500	1000	7	20 "
1500	4500	3	8 "
200	200	5	20 "
N11	100	3	8 "
N11	130	5	1 "
400	150	4	1 "
1000	1700	4	5 "
N11	1200	9	6 "
500	1500	5	7 "
150	2000	4	5 "
300	1000	5	4 "
500	1000	2	3 yrs.

MAP OF MALAYA

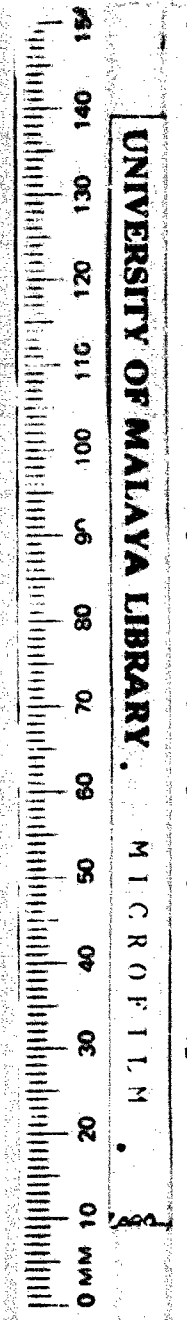
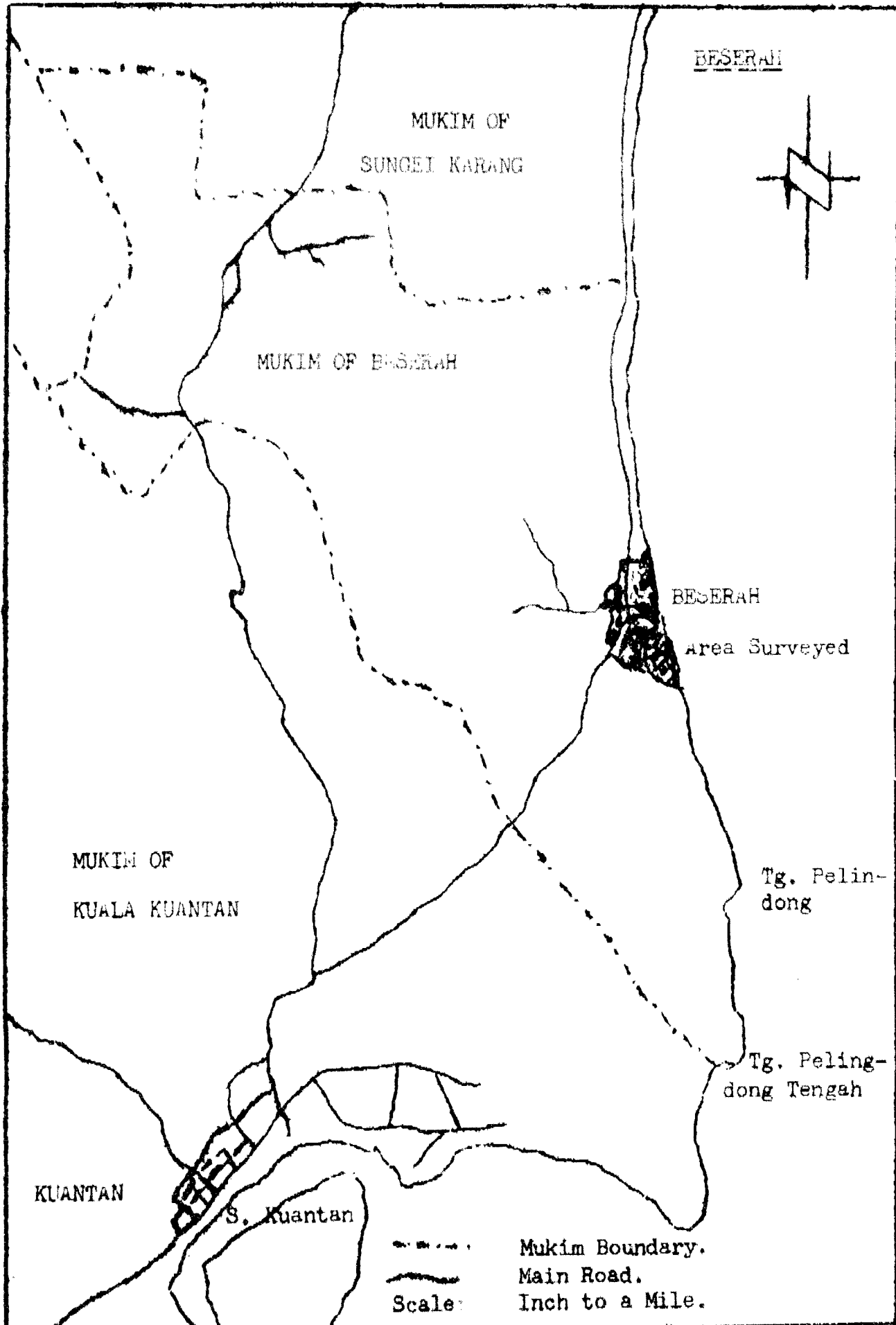


Scale:

0 20 40 60 miles



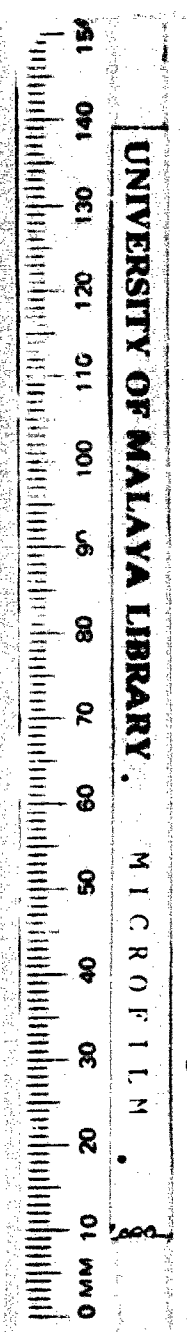
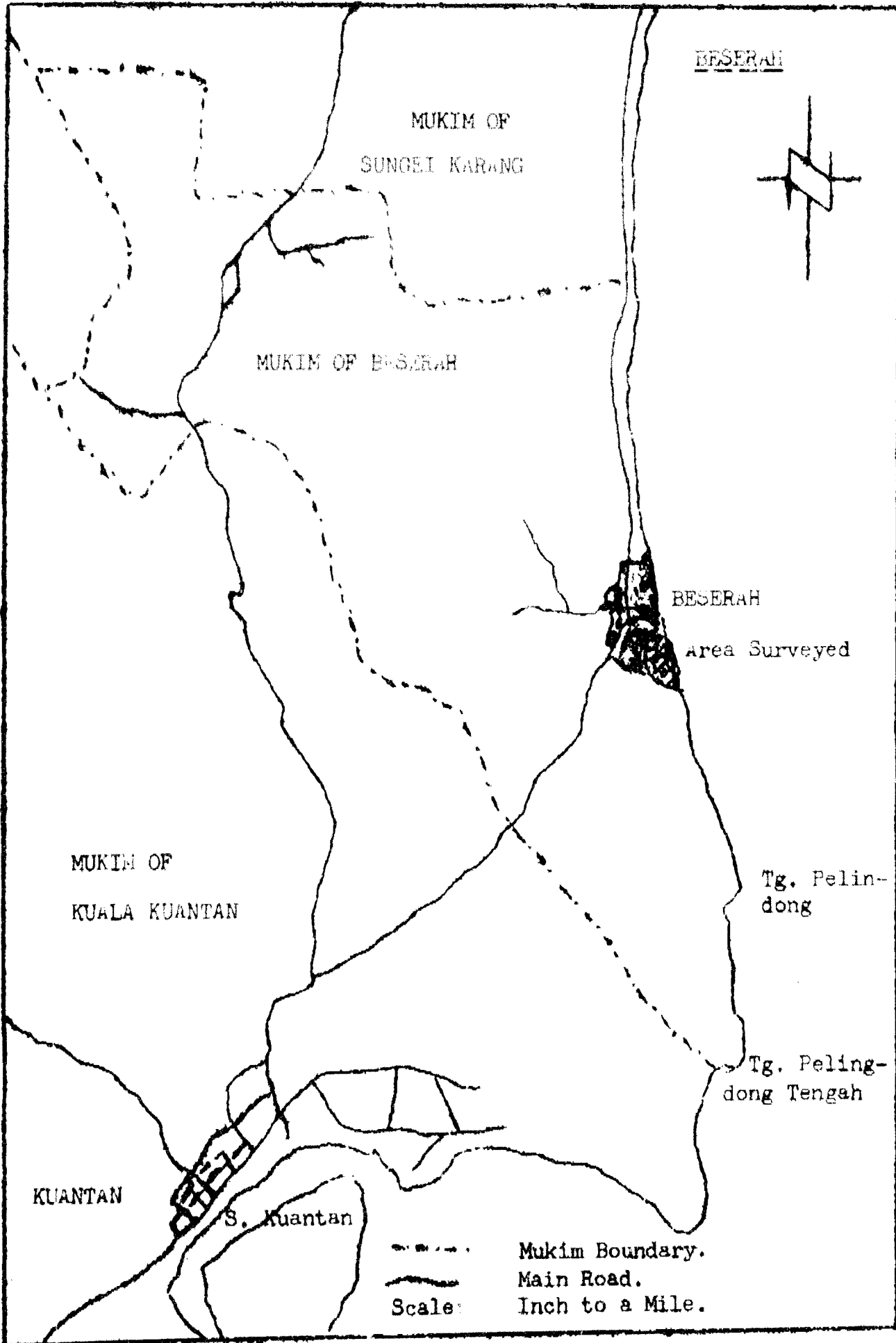
APPENDIX IB  
MAP OF MUKIM BESERAH

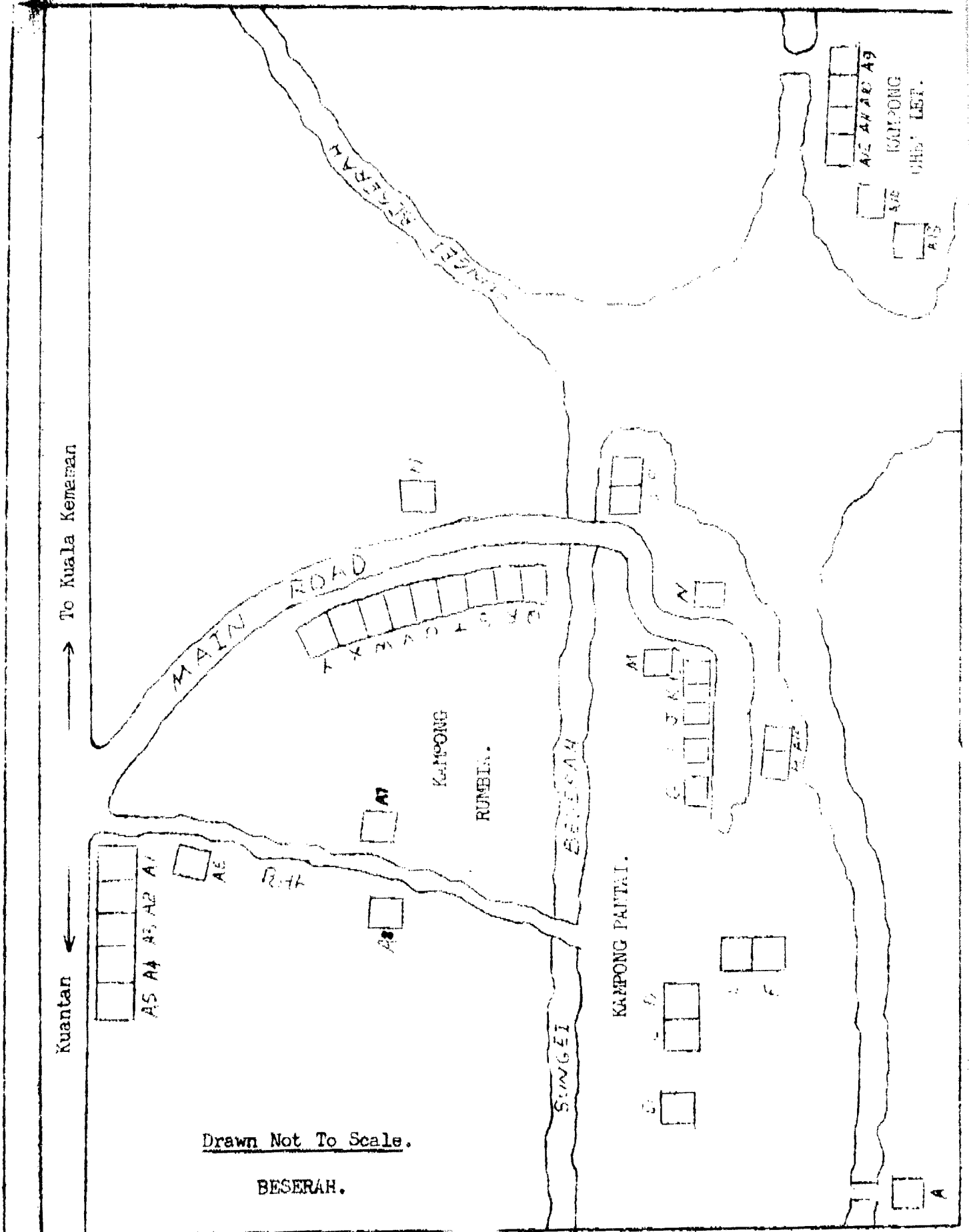


--- Mukim Boundary.  
 — Main Road.  
 Scale: Inch to a Mile.



MAP OF MUKIM BESEERAH





SKETCH MAP SHOWING SHOP LOCATIONS OF AREA SURVEYED.

NOTA

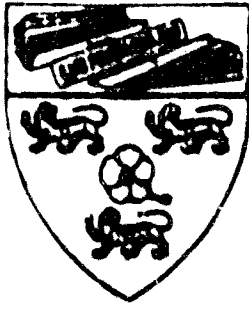
DOKUMEN ASAL

TIDAK TERANG.

NOTE

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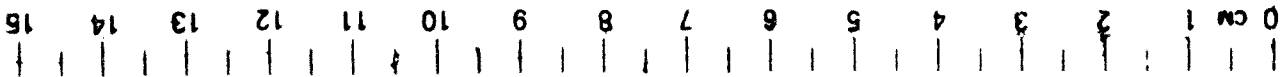
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# TAMAT



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