

信興酒樓

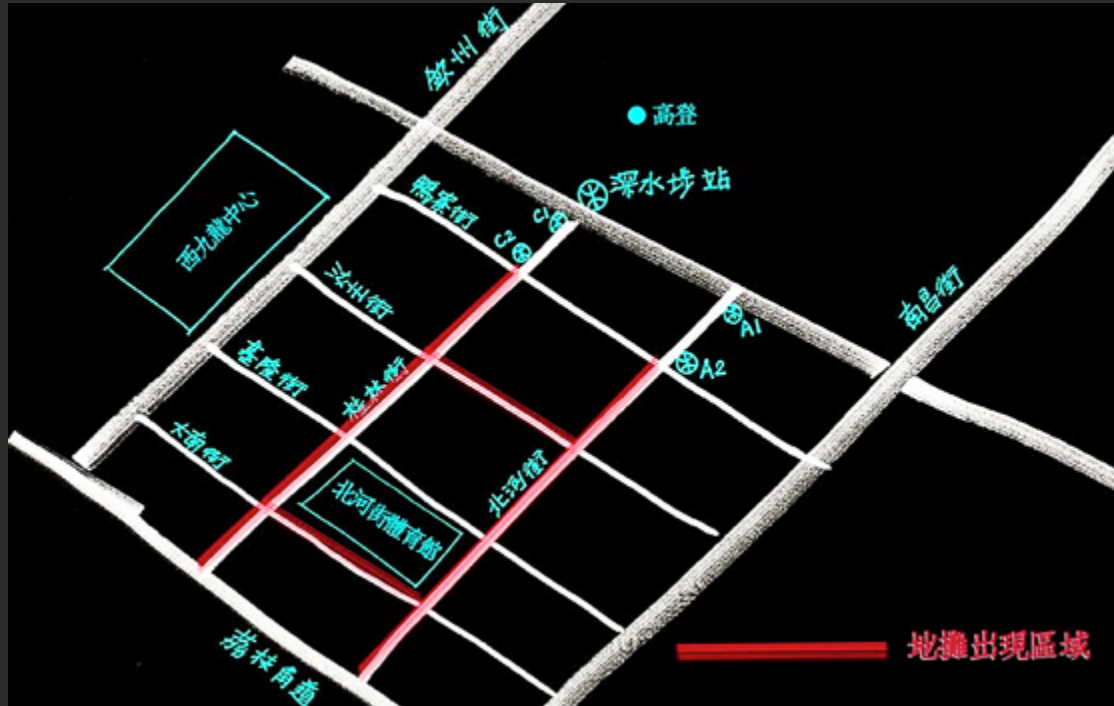
深水埗夜攤行
visit in SSP night market



基本資料
basic information

Night Market Location

Area covered Pei Ho Street , Ki Lung Street, Tai Nan Street & Kweilin Street.
Boundary start from Apliu Street, end at Tai Nan Street



Opening Hours

General Preparation Time: 21:00
Operation Time: 22:00 - 23:59

Major Street Vendor Distribution

Locals & mainland new immigrants
(Pei Ho, Ki Lung, Kweilin Street)
Mainly ground stall

South Asians
(Tai Nan Street & Ki Lung Street)
Using truck as mobile stall









HONDA

Columbo

SHOP ONLINE

WWW.COLUMBIASPORTSWEAR.COM

Facebook logo and text





新喜

LM 7056

UF
1775





貨物
merchandise









法國艾草香
驅蚊防蟲
票風香改善
全屋香噴













德成

廣興繡莊





人物
people















執法
enforcement



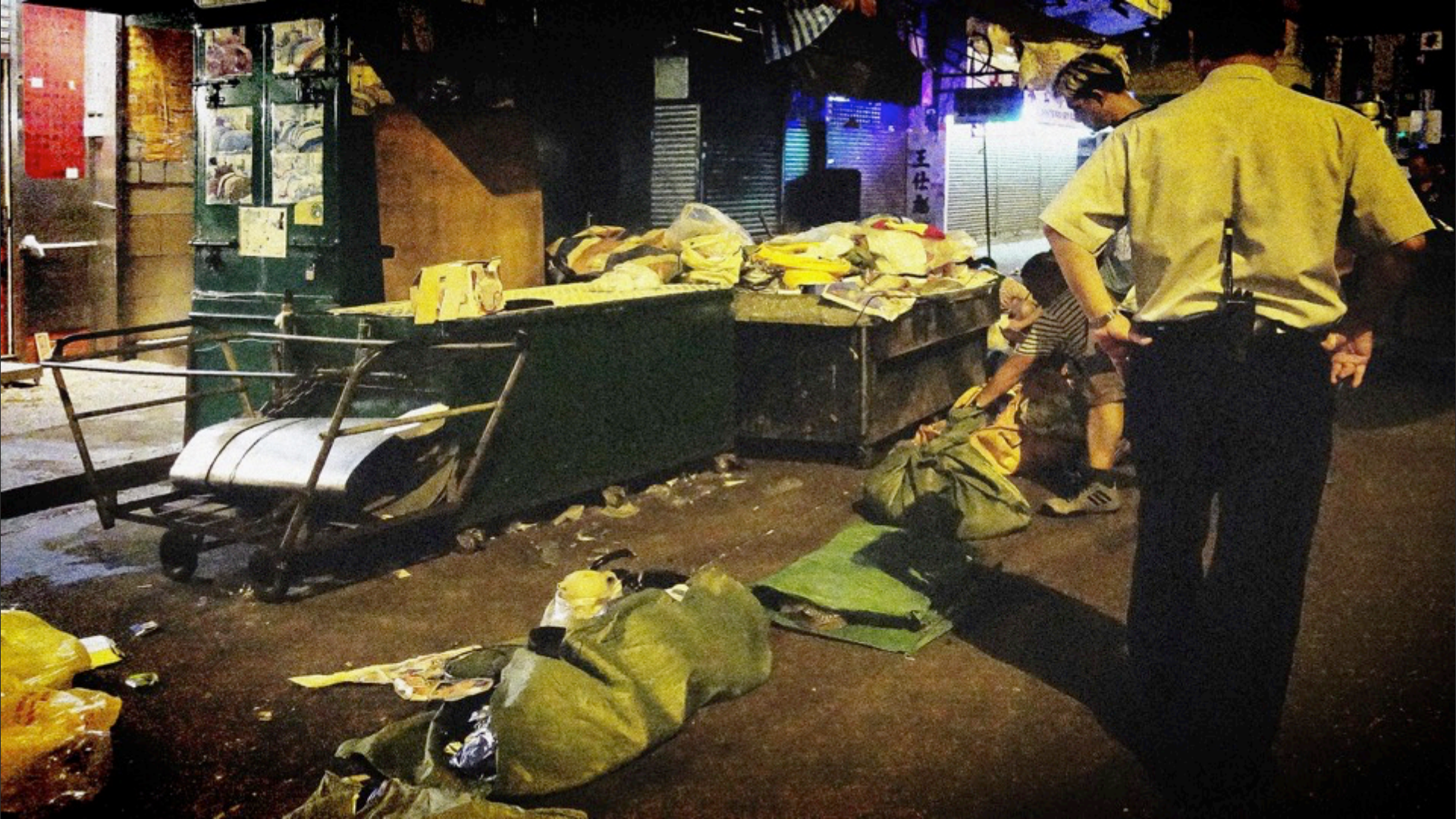
















生隆餅家





活動
activity





Kweilin Street
36C-36A 桂林街 36C-36

北河街
食中心

OPEN HERE



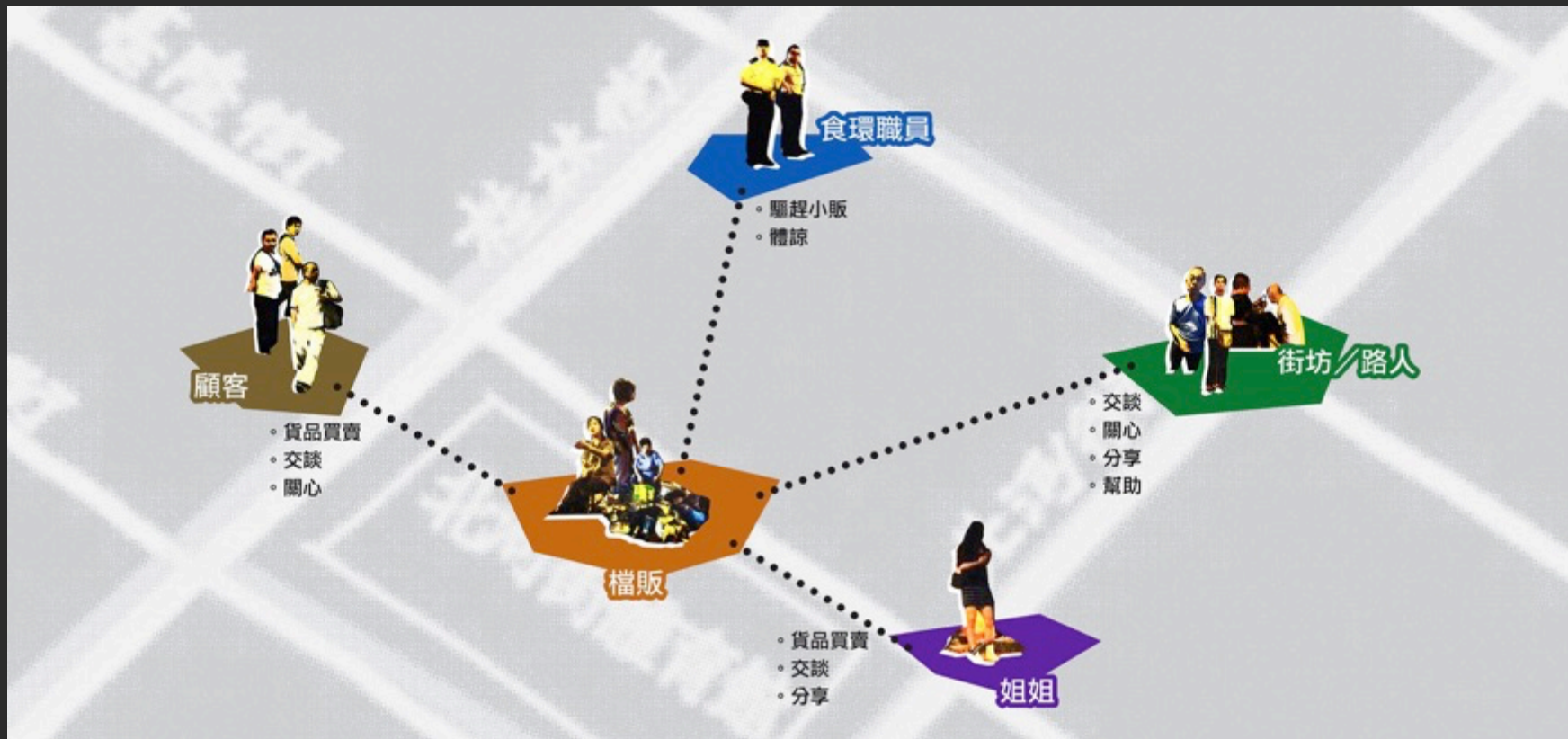


Guilin Street
桂林街

室冰南華

房福大廣
莊舖興廣

Activities between different type of people and night vendors





體會
experience

Operation Timeline



19:45 Occupy selling area



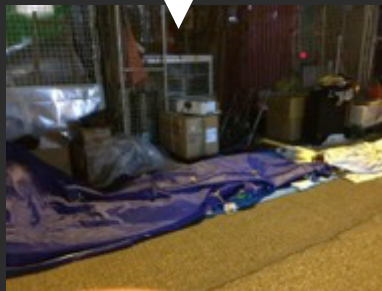
21:00 Begin preparation works



21:30 Display work complete



21:45 Begin selling



In between:
During FEHD staffs warning
Cover all the stocks



00:30 - 01:00
Begin packing



01:15
Wrapping trolley



01:30
Back to storage location

Participate Trading Experience 1 - 12 Nov, 2016 (Sat 21:00 - 01:30) Mike & Elaine

Luk Por agreed that we can help her for one night selling for our project report.



21:00 - 21:30 (Preparation)

Luk Por began display works, we also brought her some old stuffs, table-tennis blades, watches, calculator & cell phones.

She let us to categorize her goods in order to look neat. There were a pair Egyptian couple with 2 kids interested at the toy skate bike and air-purifier, **we translated for them**, however they didn't buy.

Participate Trading Experience 1 - 12 Nov, 2016 (Sat 21:00 - 01:30) Mike & Elaine



21:30 - 21:50 (Operation)

We finished all display works, Luk Por would test all electrical appliances function before selling. **She had no idea about price setting**, she felt enough even in low price.

- Small item like pouches or toys is about \$5-30, big item like kitchenware from \$50 to \$100
- Ppl bargain range normally within \$5 or buy more to get discount
- Ppl would come to sell their own stuff, like mini fan for \$10, or gift for free
- Popular items e.g. hand tool spanner 士巴拿 / mobile charger
- Mike's watch sold for \$30, because in good packing
- Mike was invited by “姐姐” for having sex deal
- “姐姐” would also buy fashion or accessory from vendors
- “姐姐” would share the snack and chat with vendors
- Customer would advise vendor to sell old books to 2nd book shop for better price

Participate Trading Experience 1 - 12 Nov, 2016 (Sat 21:00 - 01:30) Mike & Elaine

21:50 - 22:05 (FEHD staff patrol)

FEHD staffs came and warned, we closed temporary with covering canvas on stock, reopened after 10-15 mins while Mike checking when would the staffs come back at street corner. Elaine stayed to manage the stall. Those staffs would pop out suddenly from hidden corner.



Participate Trading Experience 1 - 12 Nov, 2016 (Sat 21:00 - 01:30) Mike & Elaine



22:05 - 00:30 (Operation again)

During FEHD staffs came and gone, we continued our trading by 2 sides, Luk Por stayed at centre to collect money. Business at that night was pretty good.

Our duty:

- Keep eyes on 2 sides of FEHD staffs coming
- Explain the product function
- Translate for Luk Por
- Sold the bulky products asap
- Search and match for customer's need

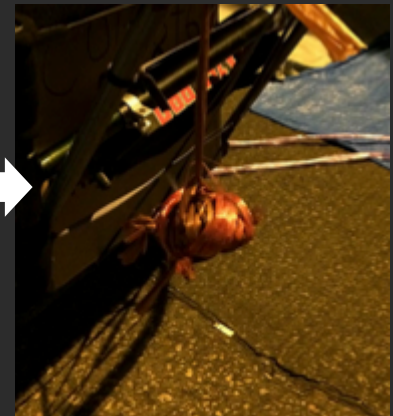
Meanwhile a woman bought Luk Por sweet soup and a stranger come and asked us to take care of her.

Participate Trading Experience 1 - 12 Nov, 2016 (Sat 21:00 - 01:30) Mike & Elaine



00:40 - 01:30 (Closing)

FEHD staffs didn't have harsh warning that night, Luk Por gained about \$400 income. She was happy with smiley face for all night.



Participate Trading Experience 1 - 12 Nov, 2016 (Sat 21:00 - 01:30) Mike & Elaine



Packing procedure:

- Put items into carton box by categories
- Put all the boxes onto trolley in balance
- Used the bed sheet then floor canvas to cover trolley for water-proof purpose
- Wrap well and firm with nylon string patiently
- Park the trolley one by one to Luk Por's familiar day hawker stall for storage

Participate Trading Experience 2 - 17 Nov, 2016 (Thu 22:45 - 00:30) Mike & Elaine

Luk Por changed her stall next to SSP MTR exit at Ap Liu Street. It was her birthday, she had dinner with her sons so coming late, her used location was occupied by another vendor.



22:45 - 23:00 (Operation)

We helped to display as usual pattern, she didn't pour all items on floor but keep in boxes to display this time, as she was a bit tired that night.

There was high people flow however FEHD staffs came all the times to warn us as we blocked the MTR exit. We cover the stocks and Lok Por pretended "packing" as usual, this caused little deal had made for \$10 only that night.

Participate Trading Experience 2 - 17 Nov, 2016 (Thu 22:45 - 00:30) Mike & Elaine



23:00 (FEHD staffs warning)

Since we were warned for blocking the MTR exit, Luk Por first attempt to clear her displays near the exit, but the staffs kept coming to warn, some solo vendors next to us finally packed and left with no choice. We heard from next stall:

鄰檔：未賣到野又要收。收幾次，收完開，都十二點了，點搞?!

This is a mini example of how vendor testing the limits of transgression, to reduce the risk of blocking MTR exit.

Participate Trading Experience 2 - 17 Nov, 2016 (Thu 22:45 - 00:30) Mike & Elaine

20:00-00:30 (Closing stall)

Luk Por finally gave up and started packing.

There was a kitchen cabinet she couldn't sell for few days, it quite disturbed her as the bulky size, her friend taught her to sell it in low price asap but still failed. Luk Por wanted to take out some metal part from cabinet to sell, however we told it was too difficult and we found that she gave up this idea in later day.



About Luk Por personality

- Organized mindset
- Low price value concept
- Insist her price without discount
- Insist to work, hard working,
- Learn from selling experience, e.g. Provide potential items to sell once she knows is popular like calculator
- Make use of everything, e.g. pull out the metal parts of a kitchen cabinet to sell if she can't sell the cabinet

Reflection from Trading Experience - Problem

There are limitations and difficulties to vendors we found from this experiment:

Age and physical strength

- Tough works to aged vendor to lift heavy stocks
- Extreme weather to worsen their health problem
- Physical strength not enough to support long trading hours

Language & knowledge

- Lack of communication skill when dealing with non-native speaker, they normally choose to give up selling
- Unfamiliar with the product which they are selling

Profit value

- Earn for basic needs only, they don't request much which can reflect from their price setting
- Honest for doing business

Struggles with FEHD staffs

- Keep alert of staffs patrol which is kind of pressure to aged vendors
- Avoid direct conflict in any chance, e.g. pretend packing

Marginalized Group

- Solitary elderly, new immigrant, disable person & racial minority
- They lack of support from existing social welfare system

Reflection from Trading Experience - Human Sympathy

More human touch we acquired through observing people's interaction

Caring

- Warm greeting in every meeting, eg. changed weather, having meals..

E.g. bought sweet soup to Luk Por, stranger asked us to take care of Luk Por

Sharing

- Always welcome to share their belongings, joyfulness & opinion

E.g. 牙籤叔 analysed each vendor's difficulties

Understanding

- Even some FEHD staffs are nice to vendors, though they are in opposing role, they would explain politely to vendors that they need to report to head office so couldn't be too loose in execution.

Sense of identification

- They proud of themselves to earn small money rather than rely on government

THE END - THANK YOU