

# On Bargaining at the Market—Fifth Report From Nepal

By Peggy Wollaston  
Chester County IFYE

For those of us accustomed to the convenience of once a week grocery shopping with the selection of plastic or paper wrapped fresh, frozen, or packaged goods in various sized quantities, mar-

keting in Nepal presents quite a contrast

Electricity is found only in and near the towns, and consists solely of light, so this rules out the possibility of frozen foods

In addition to this, there are no food processing plants in

Miss Peggy Wollaston will be returning home to Chester County in late March after completing a six month stay in Nepal as an International Farm Youth Exchange (IFYE) delegate

She is the daughter of Mr and Mrs Charles T Wollaston, Toughkenamon

Peggy was accepted as a member of the several different host families with whom she stayed She shared first hand their every day experiences and learned much about the country's culture.

When Peggy returns home, many clubs and organizations will hear her message as she goes about Chester County sharing her experience, noted Glenn A Shuk, associate Chester County agricultural agent

vegetables on display Although some of these are in my opinion way beyond the possibility of being sold, there is none-the-less, a large selection is available simply by walking down the row of vendors

When in season, the apples were just as delicious and juicy as what we eat in America My two fellow IFYE's and I who were lucky enough to be in Kathmandu at the time, and since we had been away several months from such delicacies as apples, we found them to be a real treat!

Nepal must indeed be the land of radishes and cauliflower, as they certainly out-size any I have ever seen in our grocery stores or gardens It is not unusual to find a white radish with a 6 inch diameter and 1½—2 inch length.

Business in Nepal is conducted by means of the bargaining system At first it was difficult to use this method of purchasing and we always had the "rich American tourist" image to try to destroy

Once we learned a few Nepali

Nepal, which means any can-time a market is open So banded or packaged foods are im-rung caste (Brahmans do not ported Therefore, the foods eat meat) and if they can afford available in the Nepali market it, the family may have meat are fresh — including fruits, once a week

vegetables, and meats However, in Kathmandu, each In villages, once - on at the morning a colorful market scene most twice-weekly is the only opens with fresh fruits and

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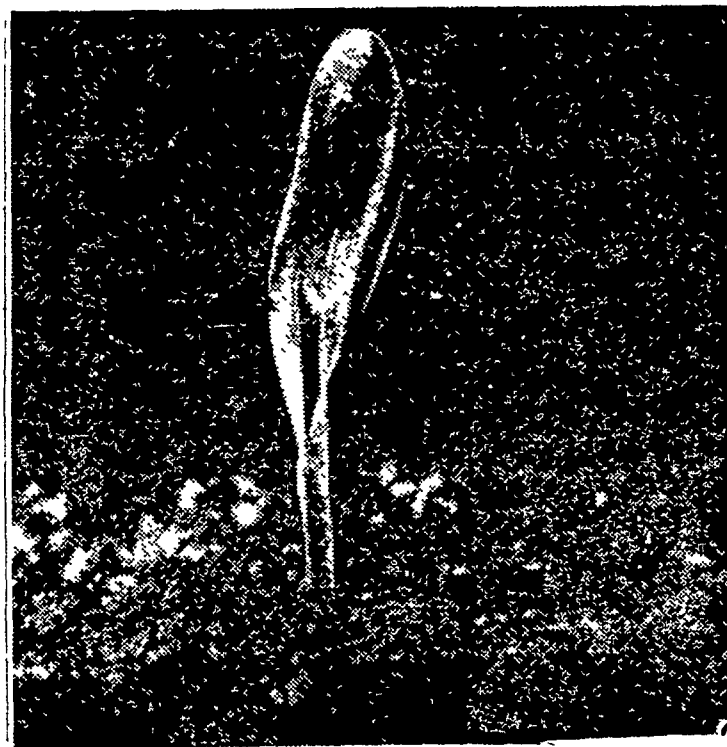
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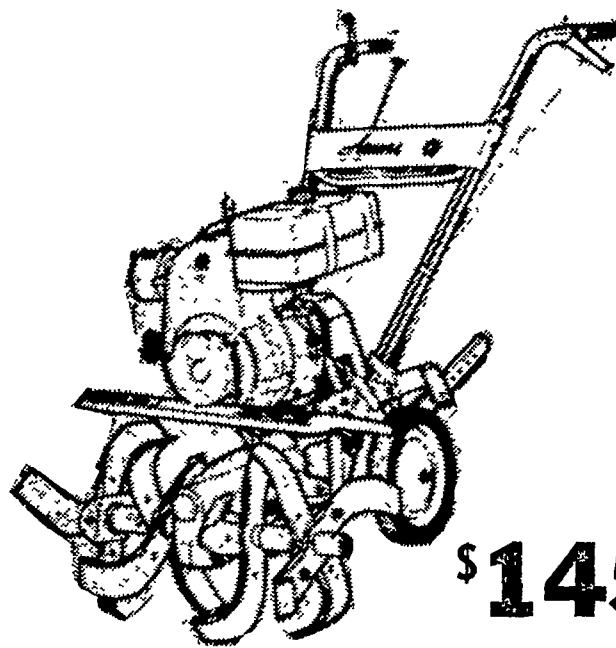
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words like, "Kati pisa" (how much does it cost?) and "Derhey mahangocha" (it is very expensive) and were able to communicate on a very elementary level, the merchants realized they couldn't make a sale on the price they originally asked.

We felt very victorious when a merchant quoted the price of 3 apples for 1 rupee (equal to 10 cents) and we were able to walk away with 4 or 5 for the same price

One day I stopped along the street to purchase tangerines. The lady selling them at this spot told me 4 for 1 rupee. I bickered with her a few minutes that they were small (which they were) and that I would give her one rupee for 5 tangerines I didn't think she was going to yield, but finally, I chose five, handed her my rupee (which she didn't refuse) and I walked triumphantly down the street! I am certain she wasn't losing money on the deal because if she had, she wouldn't have accepted my rupee

At times the bargaining system can be very frustrating, but yet it's fun to see how much less we can get a food for than the original asking price

When night falls, the vendors gather together their unsold fruits and vegetables and the market scene quickly dissolves as they trudge homeward

The following morning is a repeat of the previous day.

Not only are people seen

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