

# Factors Affecting of Commuter Migrant Traders Income from Tanah Mas Village to Palembang City

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**Abstract** *This study aimed to analyze the factors that affect the income of migrant traders in the informal sector who do commuting of Tanah Mas village to the Palembang city. This research was done using descriptive quantitative primary data. This research was conducted at the Tanah Mas village. Populations of migrant populations who do commuting are 398 people. Proportional stratified random sampling is selected to determine of sample. Samples are 100 migrants' commuter traders. Multiple regression analysis was used to measure the effect of independent variables (marital status, number of family, length of work, mode of transportation, type of merchandise, and motivation of commuter traders) on the dependent variable (commuter trader income). The study found that marital status, number of family, length of work, mode of transportation, type of merchandise, and motivation commuter traders have significantly affect to migrant income the Tanah Mas village to Palembang city. Partially, the number of family, mode of transportation, and the type of merchandise have significantly affect to commuter traders income, whereas marital status, length of work, and motivation commuter trader have not significantly affect the commuter trader income.*

**Key words** Commuter Traders, Income, marital status, number of family, length of work, mode of transportation, type of merchandise, and motivation of commuter traders

**JEL Codes:** J17, Z13, D12

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## 1. Introduction

According to Central Bureau of Statistics (2012) migration is the movement of people for the purpose of settling from one place to another over the border administrative (internal migration) or political borders/countries (international migration). In other words, migration is defined as relatively permanent displacement of an area (country) to local (state) else. Type grouping migration can be seen from two key dimensions, which is based on the dimensions of the area (spatial) and the dimension of time. For example: (1) international migration is the movement of people from one country to another, therefore, international migration is the migration type that contains the dimensions of the area, and (2) Internal migration is the movement of people in one

country, such as inter-provincial, inter-city, as well as migration from rural areas to urban areas or other administrative units lower than the district/city.

Internal migration is the migration type that contains the dimensions of the area. Therefore, migrant workers are always moving from one place to another. The movement goals are within six months or more is classified as a worker in the group dimensions of area. Furthermore, the seasonal migration is those who migrate but does not intend to settle at the destination location. While workers round trip (commuter) are people who leave their homes as regular basis (every day or every week), go somewhere else to work, trade, school, or other activities, and return to their home as regularly (in the afternoon or evening or on weekends). Workers round-trip usually causes the number of residents at the destination area to be high at certain times, for example during the day or working day (Standing, 1991).

The phenomenon of migration of commuter workers in Palembang on the informal sector is growing very rapidly. Palembang city as the capital of South Sumatra province has a rapidly the economic development. These opportunities create of employment absorption. It also provides an opportunity to traders as well as the labor from the Palembang city itself and from the surrounding areas. They are always trying to get in to the labor market, although it must compete to get a job.

The highest of competition needs the highest requirements. It is affecting on a small portion of the prospective workers who accepted to get the job. Workers who are acceptable to the formal sector will become permanent workers would get their monthly salary is fixed and certain. On the other hand those who cannot work in the formal sector will continue to work independently as well as in others in the informal economy. Commuter workers who coming to Palembang are those workers who migrate turning away passed the administrative borders with the criteria (1) limits the most distant 60 kilometers from the original place to Palembang and (2) the travel time to go and back is no longer than 6 hours' drive. The construction and development of the mode of transportation will make it is easier for workers to conduct its activities. Movement of workers is generally a lot going on in the rural areas that relatively close to the destination city. Character of economic activities the city provides a high chance of incoming. That's what causes a lot of rural people to meet their needs by moving to work in the city. It is doing the people living in and around Palembang and Banyuasin. Below table will informing of the number of informal sector workers in Banyuasin Regency in 2012. Below table showed the number of workers in the informal sector as many as 23.985 people. They have the their own as much as 5250, business within temporary laborers as much as 8802, as many as 653 workers are non-agricultural, non-agricultural workers as much as 1,369 free and unsalaried workers as much as 7911. Banyuasin Regency has 19 sub-districts, where districts that closest located to Palembang is Talang Kelapa District. It is consisting of 12 villages.

Table 1. Number of Informal Sector Workers in Banyuasin Regency in 2012

Main Working Status	Numbers of informal Worker
Self-Business	5.250
Business within Temporary Labor	8.802
Agriculture Workers	653
Non Agriculture Workers	1.369
Unsalaries Labor	7.911
Total	23.985

Source: Labor Force Department

One of the village's closest to Palembang city is Tanah Mas village which lies more or less 2 kilometers. Relatively close and events adequate roads for cars, it causes informal sector workers, especially traders of the Tanah Mas village were doing of commuter migrant to Palembang. These activities will greatly affect the income of traders because the more often commuting migrant will provide the opportunity for traders to sell their merchandise. The problem is what the factors will affect to income of commuter traders.

## 2. Literature review

### 2.1. Commuter migrant

From some of demographic variables, there are three components that can change the quantity of the population (Mahfudhoh, 2006), namely fertility, mortality and migration. Of the three components of the migration becomes a factor that difficult to measure the impact on changes in population size, given that there are many dimensions of movement. Susilo (2006) states that the issue of migration becomes a factor that up to date in moving the demographic changes today.

Migration is the movement for the purpose of settling from one place to another beyond the limits of political/state or borders in a country (Susilo, 2006). Migration is often interpreted as a relatively permanent transfer from one region to another. There are two important dimensions related to study of migration, namely the time dimension and the area dimension. First, time dimension, size definitely does not exist because it is difficult to determine how long a person moving residence to be considered as a migrant, but is usually used definitions specified in the population census. However Susilo (2006) provides guidance that in the population census of 1961 determines the limits of migrant is 3 months, while for census in 1971 and 1980 determines the limits of migrant is 6 months. Thus it can be seen that the migration has time limit that called permanent migration. Second, the area dimension will divided into two groups namely (1) movement between countries, the movement of people from one country to another

and called international migration and (2) population displacement that occurs in one country, between the provinces, cities or entity other administrative as known as migration intern.

The phenomenon of migration from rural to urban areas can easily be encountered in many big cities. Commuter mobility is mobility tend to have the perpetrators of migrants. Adioetomo and Naidoo (2010) explain that commuter is people who every day leave their homes and go to another city to work, but back home in the afternoon. Commuter migrants usually cause the number of residents at the destination much more at certain times, for example during the day. There are three criteria for migrants (CSB, 2009), namely

1. Life time migrant is a person whose place of residence at the time of data collection is different from the place of residence at birth.
2. Recent migrant is the place of residence at the time of data collection is different from the place of residence during the previous five years.
3. Total migrant is people who have lived different from the residence at the time of data collection.

Commuter migration is often done because of the factor of centripetal force and centrifugal are equally strong. Centrifugal force is the force that drives someone to leave their home areas, because of limited labor market and educational facilities. While the strength of centripetal relate to things that bind a person to stay in the area, for example bound inherited land, waiting for parents who already advanced, a good mutual cooperation, and the area of origin is the birthplace of their ancestors (Mantra, 2003). For more details these force, can be seen in figure below:

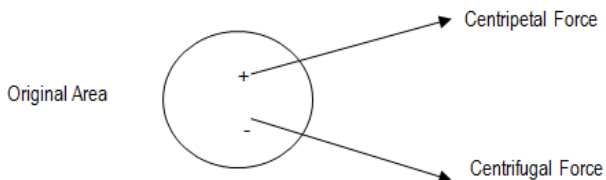


Figure 1. Centripetal and centrifugal Force of Original Area

In the countryside (especially in developing countries) centripetal and centrifugal force is nearly balance. Residents faced with two things that are difficult to resolve, namely:

1. Are still remaining in the origin area with economic power and limited educational facilities, or
2. Move to another area with leaves their owned.

To solve the above problems, the non-permanent population mobility (mobility circular) can be divided into two general categories: commutater (round-trip) and stay in the

destination area. That is why, among the three types of mobility of the population (commuter, stay and permanent), most occur in developing a country is the mobility of commuter, stay in the destination area, and the most common are the permanent population mobility (migration). For more details, please see figure below:

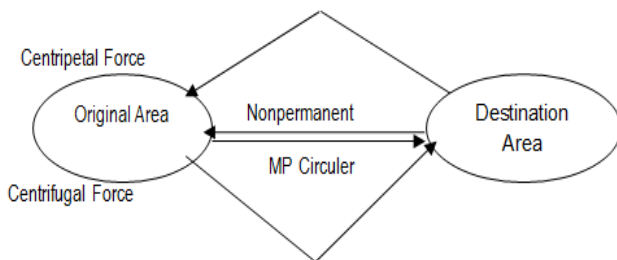


Figure 2. Non-Permanent Population Mobility

### 2.1.1. Migration theory according to Todaro

Todaro model (2003) theorized that migration flows take place due to the differences between rural and urban incomes. Income is not the actual income, but expected income. Todaro in his statement describes the Model Theory of Migration, which Todaro which assumes that the migration of the population due to the economic phenomenon. Todaro model is also based on the premise that the migration flows are the result of the uneven distribution of income among regions.

In essence Todaro theory this means that the labor force both actual and potential, will always compare their income will be expected in urban areas taking into account the average income in the village. This means that they will decide to migrate to the destination if the rate of the wages (especially net wages) larger that had been received in the area of origin. Likewise, if the wages earned less than or equal to the area of origin, they will not decide to migrate to the destination area. Logically, the model migration theorized by Todaro is quite able to explain why labor from the countryside who are highly educated would be more motivated to migrate (because they know that by working in cities will get a chance to get a job that is more diverse and higher wages than in the village).

### 2.1.2. Migration theory according to Ravenstein

In migrating according Ravenstein in Tarmizi (2012), there are seven legal migrations. Seven of the migration law contained in Revenstein paper on migration entitled The Law of Migration. There are seven of migration laws in theory Ravenstein, namely:

- a. Migration and distance: (1) *The majority of migrants will move if the distance between the origin and destination short* and (2) *Migrants who will move with greater*

distances will select major cities as a destination by reason of major cities is the center of trade and industrial center.

b. Gradual migration: (1) The flow of migration to big cities will generate migration, and (2) Because the city experienced rapid growth, then step by step, tadinnya population migrated from the village will be city dwellers.

c. Flow and backflow: every major migration flows pose a backflow replacement.

d. The difference between rural and urban areas regarding the propensity to migrate: (1) in the village is bigger than the city consequently villagers to migrate more than city dwellers.

e. Women migrating at close distances than men.

f. Technology and migration: Increased development in trade and industry sectors that contributed by advances in technology will lead to migration of labor.

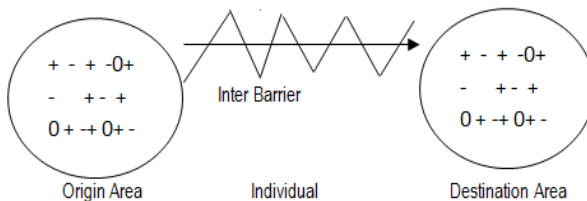
g. An economic motive is the main impetus to migrate.

Based on the opinion of some experts on the concept of migration as well as migration theories above the researchers to conclude that from the seventh concept of migration by Ravenstein that distance is first factor that determines commuter migrants to work in the informal sector especially merchants from Tanah Mas village to Palembang city.

### 2.1.3. Migration theory Everett S. Lee

Push-Pull Theory were introduced by Everett S. Lee (1987) is the correct theory to explain how the process of the emergence of a person's decision to mobilize. According to Everett S. Lee factors that affect a person takes desperation to mobilize includes: (a) *Factors that there are areas of origin*, (b) *Factors that there are areas of interest*, (c) *Inter barriers*, and (d) *Individual factor*.

Of the factors mentioned above can be made the following picture:



Source: Mantra (2000)

Figure 3. Factor affecting determination of Migrant

Whereas:

+ = factors that needs can be fulfill.

- = factors that needs cannot be fulfilled.

0 = neutral factors.

Migration volume in a developing area is accordance with the level of diversity of areas of the region. Many factors influenced people to settle or attract people to migrant, and there are also other factors that forced them to leave the area. In the area of origin and destination according to Lee, there are factors known as: (a) Factor (+) which is a factor that gives the value of benefits when residing at the venue, ( b) The negative factor (-) that is a factor that gives a negative value or harm if the stay in place so that someone felt the need to move to another place, (c) Factors neutral (0), i.e. which does not affect the desire of an individual to remain in the place of origin or move to another place.

Ratings someone a person against a particular factor can be positive (+), negative (-), or neutral (0). In this study the occurrence commuter depends on one's personal circumstances that may be affected by marital status, number of family, length of work, the type of vehicles used, and the type of merchandise.

The informal sector is defined as an economic activity that often arise in urban due to lack of jobs in the formal sector, on the other hand, this sector is the type of employment that are less organized, difficult chopped, and often forgotten in the official census, as well as the employment terms of employment are rarely accessed by rule - the rule of law (Brussels, 2008). The criteria that can be used to describe the activities in the informal sector, among others, is the level of age, education, and working hours as an indicator to describe the characteristics of informal sector workers. Where the informal sector knows no age limits, informal sector workers are generally poorly educated and working hours were irregular (Indrawati, 2009). Informal labor sector has positive aspects and negative aspects. Positive aspect is the existence of the informal sector as safety valve unemployment due to the urbanization and the inability to be absorbed in the formal sector. Negative aspect is that it may cause chaos because it is not organized, and a rundown neighborhood around the place selling. In addition to the type of economic activity into the informal economy is a job on their own without the help of others, trying to temporary laborers, casual laborers in the agricultural sector, casual laborers in the non-agricultural sector, unpaid workers and workers/laborers who are not registered (The Ministry of Manpower and Transmigration Republic of Indonesia, 2012).

## 2.2. Informal sector traders

Traders interpreted as people trafficking, namely conducting sells goods (either homemade goods or finished goods) as livelihood every day and generally direct sales to final consumers (Earlyanti, 2010). Furthermore, Informal sector trader is a trader who works is a flexible nature, characterized also by its unstructured time, using relatively little capital. Most informal traders are small retailers belonging to the category of small informal sector traders, market traders who sell in the market, on the edge of the road, as well as those who occupy the stalls on the roadside without a business license.

Informal traders in the sector generally conduct trading activities of individuals or groups in running their business using places of public facilities, such as tertiary, roadside public, and so forth. Traders running their business in a certain period by using means or perlangkapan are easily moved, overhauled and land use public facilities as their place of business activities of street traders there.

Informal sector trader location is very influential on the development and sustainability of the merchants, who in turn will affect the level of income. Broadly speaking, the difficulties faced by traders in the informal sector, among others, government regulation of the arrangement of street vendors have not constructive, lack of capital, lack of marketing facilities, and the lack of credit support (Hashim, 2011).

The level of income received by the public depends on the type of activities undertaken by each individual or household. According Poerwadarminta (1984), revenue is resulting from a business or person activity every day or a month.

A person's income is revenue that has been derived from a type of business activities that generate a profit. Another definition of revenue is the amount of income derived from workers who usually a person's income is calculated every year or every month. Thus the revenue is an overview of the economic position of the family in society. Family income, the total number of income that got by the family, indicate the family welfare. Family income can be divided into three income groups: the low, middle, high income (Suparmoko, 1998).

Four basic thinking of the Todaro migration model (2006) about factors are affecting to migrate decision, namely:

1. Migration village - town is stimulated by various rational economic considerations and directly related to the advantages and costs of migration itself (mostly manifested in finance but others manifest in psychological satisfaction).
2. The decision to migrate depends on the difference between the expected income levels in the city and the actual income level in rural areas. The size of the difference in income itself is determined by two principal variables, namely the difference between the actual wage in the city and in the village, and large or small the chances of getting a job in the city that offers a level of expected income.
3. The chances of getting a job in urban areas directly related to the level of employment in urban areas, and it is inversely proportional to the unemployment rate in urban areas.
4. The migration village - city have exceeded the rate of growth of employment opportunities. This reality has a rational basis, due to differences in expected revenue is very wide, namely the migrants went into town to grab a higher level of real wages. Thus, the surge in urban unemployment is an inevitable consequence of the imbalance of severe economic opportunities between urban and rural areas. The inequality has found in most other countries in world. The decision to migrate is also a decision that



has been formulated rationally. Migrants keep going, despite knowing that there are high levels of unemployment in urban areas. Furthermore, Todaro models based on the premise that the migration flows in response to the wage differences between urban and rural area. In this case, migrant does not want the actual income, but expected income. Basis in this model suggests that migrants consider and compare a wide range of labor market provided then choose the one that maximizes expected gains on migration (Todaro, 2006). Basically, the Todaro model (2006) assumed that the entire labor force, actual or potential, is constantly comparing the expected income during a period in the sector of urban (i.e. the difference between income and migration costs) with the average level of income that can be earned in the countryside. The society decided to migrate if the net income in the city is higher than the income in the village.

### 2.3. Factors affecting of the commuter traders income

Influence the market price of housing, jobs opportunities, wage differences to migrate decisions have been studied by some researchers. According to Gregor (2008) said migration decision from origin to destination area is mainly determined by the wages difference. Zax (1991) in Stutzer and Frey (2008) argued about the behavior commuter traders be associated with behavior of labor and housing markets. Labor assume there must be compensation of costs be commuting through higher wages and lower of housing prices.

#### 2.3.1. Marital status

Todaro (1998) argued someone still has hoped to get a job and a better income than the new place at the old place. According Rosmiyati (1995), based on marital status, married people tend to migrate because their economic pressure. They are willing to work hard in the destination area. Unmarried migrant status, migration is intended as an effort to increase revenue and does not have a great economic pressure as migrants. They were married both immigrant and non-immigrant has a probability of employment in the informal sector is bigger; because of economic pressures (Titik Handayani, 1991).

#### 2.3.2. Number of family

According Shamsiah in Purwanti (2014) number of family is one of the causes of a voluntarily taken the decision to leave the house to work to earn more revenue for their family. Number of family can be interpreted as a number indicating the number of population in productive age (0-14 years and > 65 years) to be borne by every 100 people of working age. Central Java CBS in Purwanti (2014) determines the large or small number of family a migrant will have an impact on the needs of life. Furthermore, according Simanjuntak (2001) said that the high number of family in a household

without being followed by an increase in economic terms would require family members to make a living.

### 2.3.3. The length of work

According to Borjas (2005) one of indicator of the human capital quality is work experience. Work experience can improve their skills in the work. As a result, they can work more efficiently and effectively. Human capital models predict a correlation between work experience and income. The early entry into the labor market, low earned income and revenues will increase with experience and will decline at the end of their working. According to Woodworth and Marqus in Hapsari (2004), in terms of work experience, it is not only determined by the length of working, but also type of work. The growth of work experience will also increase the knowledge and skill to do the job because they can control situation in the face of potential customers varied.

### 2.3.4. Mode of transportation

The existence of the good transportation and the close distance will cause the lower of costs of transportation. Mantra (1992) identified the correlation intensity of non-permanent population mobility to distance of origin area and the destination area (work location). Therefore, the more currently of transportation, they tend to stay and settle in the village and went to city to work for a living every day. The phenomenon of suburbanization of the city to rural area occurs because it is supported by the development of transportation and communications technology as well as the expansion of economic activity of the city (Frey, 1987). The currently of transportation to the workplace will also be a factor of consideration to be a commuters (Stutzer and Frey, 2008). The availability of mass transportation will facilitate the mobility of non-permanent workers and lead to commuter phenomena. Mode of transportation used to go the surrounding city namely; private vehicles, such as motorcycles, public transportation such as rural transport or minibus. It is a quite smoothly transportation from Tanah Mas village to Palembang city. In general, the type of vehicles used by commuter traders is motorcycles and minibus. It could be said the scope of commuter, the number of family members' mobility is strongly influenced by the distance of residence to work location and the type of transportation mode.

### 2.3.5. Type of merchandise

The heterogeneous type of work has non-income attributes have different, require different types and different skill levels, or change regarding the effectiveness of income payments to increase the efficiency of productivity (McConnel, 1999). This means that different types of jobs which will provide different revenue. Individuals who have this type of main work as a customized trader will have income differences with

individuals who have the kind of work non-customized trader. Revenue received by customized traders cannot be estimated with certainty because depending on the results of each trading day. Individuals who work as non-customized trader, the income can be estimated. The kind of trade is reflecting the type of goods sold to the buyer, any type of goods sold would tend to indicate the level of frequency of purchased by the buyer.

### 2.3.6. Traders motivation

One of labor migration driver to commute is income. According Simanjuntak (2001) promoted to those job seekers are always trying to find a job with better income and develop strategies to maximize of family satisfaction.

## 3. Methodology of research

### 3.1. Population and sample

The data used are primary and secondary data. The population used all male traders male in Tanah Mas village are doing commuter to Palembang for 398 people. By using of stratified random sampling, the 100 people were selected as samples at 9 of community residents. The following table showed the population and sample:

Table 2. Population and Sample

Sub-Village	Number of Commuter Traders to Palembang City	Numbers of Sample
Comunity Residence 1	54	$(54/398) \times 100 = 14$
Comunity Residence 2	56	$(56/398) \times 100 = 14$
Comunity Residence 3	32	$(32/398) \times 100 = 8$
Comunity Residence 4	40	$(40/398) \times 100 = 10$
Comunity Residence 5	34	$(34/398) \times 100 = 8$
Comunity Residence 6	44	$(44/398) \times 100 = 11$
Comunity Residence 7	42	$(42/398) \times 100 = 11$
Comunity Residence 8	50	$(50/398) \times 100 = 13$
Comunity Residence 9	46	$(46/398) \times 100 = 11$
Total	398	100

Source: Processing Data, 2015

### 3.2. Research models

$$\text{Income} = \beta_0 + \beta_1 MS + \beta_2 NF + \beta_3 LW + \beta_4 MT + \beta_5 TM + \beta_6 M + e_i \quad (1)$$

Whereas:

$B_0$  = intercept.

Y = Income of commuter traders.

MS = Marital status.

NF = Number of family.

LW = Length of work.

MT = Mode of transportation.

TM = Type of merchant.

M = Motivation.

$\beta_1, \beta_2, \beta_3, \beta_4, \beta_5, \beta_6$  = Coefficient.

$e_i$  = Error.

Estimating those parameters used regression analysis with the method of Ordinary Least Square in order to measure the effect of independent variables (marital status, number of family, length of works, mode of transportation, type of merchandise, and motivation of commuter traders to dependent variable (commuter migrant traders income).

### 3.3. The coefficient of determination ( $R^2$ )

The coefficient of determination was used to measure the ability of the model to explain variations in the dependent variable. The coefficient of determination is between zero and one. The small of  $R^2$  means the ability of the independent variables in explaining the variation of the dependent variable is very limited. A value of  $R^2$  close to one means that independent variables provide almost all the information needed to predict the variation of the dependent variable. The fundamental weakness of the use of the coefficient of determination is biased against the number of independent variables were entered into the model. Each additional one independent variable, then  $R^2$  would rise no matter whether these variables significantly influence the independent variable. Therefore, researchers used Adjusted  $R^2$  when evaluating which best regression model (Ghozali, 2010).

### 3.4. Simultaneous significance test

The statistical F test indicates all the independent variables included in the model have simultaneously influence on the dependent variable. Tests conducted on the F test with a confidence level of 95%. Decision to look at the level of probability as follow: If  $F$  arithmetic  $\geq F$  table:  $H_0$  rejected and If  $F$  arithmetic  $\leq F$  table:  $H_0$  accepted

### 3.5. Partial test (t test)

T tests were performed to test the influence of marital status, number of family, length of work, mode of transportation, type of merchandise, and motivation of commuter

traders partially on the income of the Tanah Mas village. The level of confidence that is taken for each variable 95% significance level  $\alpha = 0.05/2$ .

#### 4. Result and discussions

##### 4.1. Research result

Table 3 below gives an overview in the form of a frequency distribution of each of the factors that influence commuter trader's income of the total sample of 100 respondents. Table 3 shows that the majority of traders married at 68 (68%), 84 (84%) with the number of family dependents 3-5 people, 56 people (56%) with long her work for 4-7 years, 58 (58%) using a two-wheeled transport, the type of merchandise being sold is customized good by 62 people (62%), and motivation traders due to economic factors by 67 people (67%).

*Table 3. Respondent Distribution Based on the factors affecting the commuter migrant traders' income from Tanah Mas Village*

Factor	Categories	Number	Percentage (%)
Marital Status	a. Unmarried	32	32,0
	b. Married	68	68,0
Number of Family	a. 1 – 2 persons	16	16,0
	b. 3 – 5 persons	84	84,0
Length of Work	a. 1 – 3 years	15	15,0
	b. 4 – 7 years	56	56,0
	c. 8 – 10 years	29	29,0
Mode of Transportation	a. Minibus	42	42,0
	b. Motorcycles	58	58,0
Type of Merchandise	a. Non-Customized	38	38,0
	b. Customized	62	62,0
Motivation Traders	a. Non-Economy	33	33,0
	b. Economy	67	67,0

Source: Field Research, 2015

##### 4.2. Simultaneous Test (F Test)

The statistical test F indicates whether all the independent variables included in the model have influence together on the dependent variable or not. Tests conducted on the F test with a confidence level of 95%. The results of the research hypothesis testing using the F test can be presented in Table 4.

Table 4. Anova Test/Simultaneous Test/F test

Model	Sum of Squares	Df	Mean Square	F	Sig
1 Regression	1.165	6	1.941	12.971	.000 <sup>a</sup>
Residual	1.392	93	1.497		
Total	2.557	99			

a. Predictors: (Constant), Independent Variables (X1, X2, X3, X4, X5 and X6).

b. Dependent Variable: Commuter Traders' Income (Y)

From Table 4 ANOVA using  $df=6$  obtained F table at 2,197 while the F count it obtained at 12.971, F significance value below 0.05 so that from the above calculation can be seen that  $H_0$  is rejected and  $H_a$  accepted. It is meaning all independent variables (marital status, number of family, length of work, type of transport, type of merchandise, and motivation of commuter traders) provides a significant influence on the dependent variable (income commuter trader at Tanah Mas Banyuasin village to Palembang). In other words, the hypothesis is accepted.

#### 4.3. Partial test (t test)

T tests were performed to test how much the influence of marital status, number of family, length of work, type of transport, type of merchandise, and motivation of commuter traders partially on income commuter traders in Tanah Mas village to Palembang. Hypothesis to be tested is if t count  $\geq$  t tabel so  $H_a$  is received and  $H_0$  rejected. The results of data processing can be seen in the following table:

Table 5. Estimated Results by OLS Method

Variable	Coefficient	t-calculated	t-table	Significant
Marital Status (X1)	78900.314	0,245	1,985	0,807 (TS)
Numbers of Family (X2)	571310.970	4,530	1,985	0,000 (S)
Length of Work (X3)	91891.411	1,763	1,985	0,081 (TS)
Mode of Transportation (X4)	734386.158	2,173	1,985	0,032 (S)
Type of Merchant (X5)	555174.671	2,049	1,985	0,043 (S)
Traders' Motivation (X6)	-16487.047	-0,57	1,985	0,955 (TS)
Constant	= 925291.863			
R	= 0,675 <sup>a</sup>			
R <sup>2</sup>	= 0,456			
F Statistic	= 12,971			

Source: Data Processing, 2015

Multiple regression analysis techniques are used to determine the dependent variable changes caused by changes in the independent variable. After processing the research data based on the table 4 can be created regression equation as follows:

$$Y=925291+78900MS+571310NF+91891LW+743386MT+555174TM-16487M$$

Based on table 3, constant is 925291, it means if there is no independent variables, the commuter traders income as Rp 925.291,-. The coefficient of marital status is 78 900. It means every change of marital status, will effect to the commuter traders income as Rp 78.900,-. Coefficient of number of family as 571 310 means that by increasing the number of family, revenue would increase by Rp.571.310. Furthermore, the coefficient of length of work as 91 891 means length of the years of work will increase income Rp 91.891. The coefficient mode of transportation as 734.386 means using a motor vehicle to commuter would increase of income by Rp.734.386. Coefficient of type of merchandise as 555.174; it means that the type of merchandise would increase income by Rp.555.174. Further, the coefficient of motivation as -16 487, it means the high motivation to commuter would be reduced of income by Rp.16.487.

#### 4.4. Discussions

##### 4.4.1. The effect of marital status to commuter migrant traders income

The significance influence of marital status on income of commuter traders as 0.807 greater than 0.05, so  $H_0$  rejected and  $H_a$  accepted which means that marital status did not significantly affect on commuter traders income. The decision traders to commuter to town are not affected by marital status. Between traders who are married with unmarried have the same basic needs that should be financed by any of their income. Obligation everyone get money not only for married traders but also by traders who are not married. Because they have the same basic needs of daily hence their decision to commuter more mainstream due to fulfillment. They expect the city to do commuter trade possibility of earning will be better, because the city of the marketplace will buy their merchandise more and more and the market place to sell their wares more places.

##### 4.4.2. The effect of number of family to commuter migrant traders income

The significant value of the number of family dependents to income 0,000 merchants commuter is smaller than 0.05. This means  $H_a$  accepted which means that the number of dependents and positive significant effect on the income trader commuter. The number of family members who become dependents of the family head. The more the number of dependents, then the head of the family will need a high income to meet the

needs of the family. This is a factor that greatly influences the merchants to make migrant and commuter into town. Enterprising efforts of merchant's commuter every day show their high responsibilities towards his family, so it requires a high income anyway.

#### 4.4.3. The effect of length of work to commuter migrant traders income

The significance influence of length of against the commuter traders income as 0.081 greater than 0,05 so  $H_0$  rejected and  $H_a$  accepted which means the length of her work will not significantly affect earnings commuter merchants. The trader's decision merchants to migrants and commuter into town are not influenced by the old or earlier they pursue these efforts. This means that their decision to migrants and commuter more influenced by their expectations about the ease them to earn a living in the city. This is because in the city there are many consumers who buy their merchandise, income levels in larger cities so that their purchasing power is higher and the number of places available to sell their wares.

#### 4.4.4. The effect of mode of transportation to commuter migrant traders income

The significant effect of the mode of transport on income as 0,032 smaller than 0.05 so  $H_a$  is received, which means the variable transportation positive and significant effect on the income trader commuter. Selection of the mode of transportation will be used by traders commuter determined by the speed merchants to get to the city, so the merchandise until the city is not too long and the costs incurred for that transportation mode is not too high. Commuter traders were departing from the village early in the morning, so until the city is not too late. The use of two-wheeled mode of transportation vehicles are widely used mode of transportation. This mode of transportation is fast enough, there is no traffic on the way and the cost is cheap. With a fairly inefficient use of transport modes will affect net income to be received by the merchant commuter.

#### 4.4.5. The effect of type of merchandise to commuter migrant traders income

The significant effect of the type of merchandise to income as 0.043 smaller than 0.05 so  $H_a$  is received, which means type of merchandise has positive and significant effect on the commuter traders' income. Types of merchandise be sold by the commuter traders is agricultural and plantation products such as rice, potatoes, beans, oil, vegetables, fruits and fish. This merchandise is the basic needs of society, so that the merchandise is sure to be purchased by the public in the city and the price is usually lower. If the trader commuter sell merchandise in addition to the above items such as clothing, footwear and plastic goods, sales certainly will not be higher because not every day, consumers will purchase these items.



#### 4.4.6. The effect of commuter traders motivation to commuter migrant traders income

The significance of the motivation of commuter trader on income as 0.955 greater than 0.05, so  $H_0$  rejected and  $H_a$  accepted which means merchant motivation not significantly affect commuter traders' income. Motivation of commuter trader is not specify income that received by commuter traders. This is due to commuter traders have a family, so every day traders must have an income for their family's needs. Commuter trader must have income.

With the F-test or test to simultaneously show the influence of marital status, number of dependents, to his old job, means of transport, type of merchandise, positive and significant effect on the income trader with significant value commuter F below 0.05,  $H_0$  and received, Variable label independent (marital status, number of dependents, old to pursue jobs, transportation, type of merchandise, and motivation traders commuter) has a significant influence and positive impact on the dependent variable (income trader commuter of the Village Land Mas Banyuasin to Palembang). In estimating income commuter traders in Tanah Abang village is determined by marital status, number of dependents, to his old job, means of transport, type of merchandise, and motivation commuter traders.

## 5. Conclusions and remarks

### 5.1. Conclusions

Based on data analysis and discussion of research analyzes, it can be summed up as follows:

1. Simultaneously, the variables of marital status, number of family, length of work, mode of transportation, type of merchandise and motivation of commuter traders have a significant influence on the commuter trader income. With significant value 0.000 and the dominant variable effect on commuter traders income is mode of transportation.
2. Marital status has insignificant effect on commuter traders' income, where the significance value greater than 0.05 so this variable does not have impact on the commuter traders' income. This is due to the difficult economic conditions make everyone must work to make ends meet increasingly expensive that marital status does not affect the commuter traders income.
3. The significant value of a number of family is 0.000, which means that less than 0.05 ( $0.000 < 0.05$ ), and has a coefficient value of 571,310.970 and is positive, showing hypothetical criteria  $t$  calculated  $4.530 > 1.985$   $t$  table so  $H_a$  is received which means that number of family has positive significant effect on the commuter traders income. The number of family has average 3-5 people in family. This means that the more the number of family, the more costs to meet their daily needs, the family must work hard to get a high income.

4. The value of the significance of length of work is greater than 0.05, which means there are no longer pursue work real influence or no significant effect on earnings commuter merchants. This is because the main factor that researchers found in the field during the study were traders who had long been selling not creative and innovative so that the emergence of new merchants who have the creativity and the innovation and style of the new venture, then the consumer is likely to shift from the old to the new trader traders. So long merchant income less than the income of a new merchant. Besides age traders also affect revenue.

5. The value of variable significance 0.032 means of transportation, which means less than 0.05 and has a coefficient value of 734,386.158 and is positive, showing hypothetical criteria thing  $2.173 > 1.985$  t table so that  $H_a$  received the variable means of transportation positive and significant effect on the income trader commuter. Means of transport that most affect the income trader commuter i.e. two-wheel vehicles. With smooth transport will facilitate the movement of merchant commuter to shorten the distance and time so that revenue will increase commuter traders.

6. The value of variable significance types of merchandise amounted to 0.043, which means that less than 0.05 ( $0.043 < 0.05$ ), and has a coefficient value of 555,174.671 and is positive, showing hypothetical criteria thing  $2.049 > 1.985$  t table so that  $H_a$  received the meaning that the variable types of merchandise and significant effect on the income trader commuter positive. It means that the type of merchandise merchant revenue mempengaruhi commuter this case because the type of merchandise kelontongan greater benefits compared to other types of merchandise non kelontongan and durable goods sold that is not easily damaged in a long time so that traders' commuter revenue increases.

7. The trader motivation has significance greater than 0.05, which means merchant motivation has insignificant effect on commuter traders' income. This is because traders are always trying to increase their income without thinking about motivation that encourages them to do commuter. All they do that to attempt to increase their income by a variety of means and efforts.

## 5.2. Remarks

Feedback obtained from the results of research analyzes are as follows:

1. Factors of marital status gives a negative influence on commuter trader income, it is advisable that commuter traders income to supplement the family income through the informal sector to another.

2. Factor of the number of family gives positive effect on the commuter trader income, it is expected that increasing number of family be more active to work so that the family needs meet.

3. Factors of length of work gives a negative influence on commuter traders' income in Tanah Mas village. It is advisable for traders who long to improve the creativity, innovation, variation in trade so commuter old merchant revenue will increase and unbeaten by traders commuter new revenue.
4. Factors of the mode of transportation gives a positive impact on the commuter trader income so expect the improved transportation facilities for the unavoidable phenomenon such as congestion and so on.
5. Factors of types of merchandise have a positive influence on the commuter traders' income non customized goods so expect traders to switch to trade in customized goods due to higher income.
6. There should be social mobility in life of commuter traders to be more motivated to increase income.

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