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Review of the Socio-Economical Effects of Second Hand Clothing Smuggle to Iran

(With the Comparative Approach between Zabol and Orumieh City in the East and West of the Country)

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ABSTRACT

Textile industry of Iran with its thousands years activity record and having the highest percent of employment among other industrial fields had always an important role in the country's economy. The current research attempts to identify the factors that caused the import of second hand clothing and secondly to review the different effects of importing these kinds of clothing in Iran cities. Two cities including Orumieh and Zabol (West and east of the country) are selected, where these clothing are first entering these cities and then are distributed to other cities of Iran. Statistical population in this research is second-hand clothing providers with their customers in both Orumieh and Zabol. The volume of the research sample is provided separately in both Orumieh and Zabol cities as 50 clothe stores owners, 50 customers and in sum, 200 questionnaires were provided, of which 100 questionnaires were distributed in Tanakora of Orumieh and 100 questionnaires in Zabol Tanakora. The results of the research showed that most of the people at first knew the high quality and then cheapness of these clothing the reason to use these clothing. Finally, some solutions are proposed to improve the situation.

KEYWORDS: Outcomes; foreign second hand clothing; comparative comparison; Orumieh; Zabol.

INTRODUCTION

Seldom there is a country in the current civilization that keeps its traditional and probably problematic clothing. As today clothing are especially for today people, the people for whom time is an important element in their social life and this is the point clothe designers consider. After the Second World War and development of international collaborations, fashion was globally recognized. Ten years is passed from the revolutionary change of women dress fashion by Christian Dior –the creator of new designs in Europe. She put women in the shade of beauty and femininity and she was the prominent designed and creative leader of France fashion till 1957, when she died (Vil Kaks, 2004, 5, 6).

The role of fashion and advertisements- especially in advanced capitalism countries- is used to increase false consumption and making a brand more famous in the market. Some of the capitalism counties that cannot produce clothing with the costs equal to the production costs in developing countries by the above items try to keep their market despite high prices. Indeed, by affecting preference of consumers to the preference of a special kind of clothing, textile industry are obliged to keep up their productions with the new condition and in this way the consumption and production of the required fibers of these industries are being influenced by these changes (United Nation).

Second hand clothe is the result of the emphasis of the current world on beauty and economy. Beauty and quality can be borrowed and business cycle can be developed to no-where and even recycle it. Indeed the second hand clothing recognized as "Tanakora" in our country has a global cycle. The stores we see with the name of "Tanakora" in Imam Hussein sq. and Seid Esmaeil in Tehran to Dowlat and Tajrish streets are known as SHC standing for Second – Hand Clothing are in most of the countries from export to import and a long list of sale and buy web sites (www.aftab.com).

All clothing global business is exceeding 2 billion per year, while global trade of Second –Hand Clothing SHC exceeds more than one billion \$. Supporters of SHC industry know this business as an important factor in creating job in target countries including transportation, washing, repair, reconstruction, package and etc. Total value of SHC business is including only 5.0 % of clothing business but for poor countries it is consisting of more than 30% of import value and more than 50% of its volume. In this business especially in the countries with low purchase ability, the benefit of the consumer is definite. SHC had weakening role in local industries but it is not the only reason. Undesirable import of Asian countries reduces local industries efficiency. The lack of skill and access to suitable materials, old warehouses, the lack of having access to good business and management skills are other

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weaknesses of textile industries in these countries and normally SHC consists of 10 -20 % of the price of new clothing.

The most important exporters of SHC are in America, Germany, Canada, Belgium and Netherland and export these clothing by 3 ways as charity NGOs, communicative groups and trade banks. Importing countries acts both via local businessmen and local trading stores (www.bornanews.com).

Developing countries are the main importers of this kind of clothing.

But Second –Hand Clothing are not clean. Indeed, the emphasis on their unhealthy condition was the strongest enemy of their presence in these years. Salespersons believe that since new there was no complain regarding the unhealthy condition of these clothing and they are satisfied with their work. But louse and scabies diseases and generally skin diseases are the most important risk of using these clothing. A doctor "Specialized in infectious diseases and industry health expert" refers to this fact: In the past years in a meeting with the presence of professors of microbiology, virusology and parasitology found that these clothing should not be used due to transferring infectious diseases but due to the fact that people were inclined to buy these clothing due to personal or financial issues. It was assigned that second hand underwear clothing, shoes should be forbidden, and for other clothing some rules such as sending them to laundry and washing were made. A doctor adds:" second hand underwear clothing and shoes shouldn't be used and they should be ironed. We cannot ban them because sanctions are mostly due to political, social and cultural issues not merely for sanitary issues (www.ebtekarnews.com).

MATERIALS AND METHODS

As the research is consisting of regular, controlled review and study and the test of assumptive theories about probable relations between entities with critical view (Bazzi, 2007, 32), research method here is document-library method but mainly it is Field-survey method based on using questionnaire instrument.

The research statistical population was second hand clothing providers with their customers located in Orumieh and Zabol and the number of these clothing stores owners in Orumieh were 400 stores while in Zabol 60 stores were active in this regard. To understand validity of questionnaire and its ability to reach the required goals, Cronbach alpha method is used. In this method if the obtained coefficients are more than 0.6 or 0.7, validity of the questions in achieving the required goals is proved. In this research after the questionnaire pilot in assessing validity, showed the obtained coefficient 0.7 that is the reason for high validity of questionnaire. The volume of the research sample is provided separately in both Orumieh and Zabol cities as 50 clothe stores owners, 50 customers and in sum, 200 questionnaires were provided, of which 100 questionnaires were distributed in Tanakora of Orumieh (Each 50 questionnaires) and 100 questionnaires in Zabol Tanakora.

It is worth to mention that of 100 questionnaires, 50 questionnaires are for active stores owners in Tanakora and 50 questionnaires are for used clothing customers and after the analysis the results were showed as in different charts and tables. In data analysis of this research normally SPSS software is used and GIS was used to provide different maps of the studied zone.

REVIEW OF LITERATURE

Business of second-hand clothing is a good opportunity for consumers in developing countries that can get clothing even cheaper than local productions and new imported clothing.

*Who are SHC consumers?

- About one-third of African people in Sub-Saharan Africa are the customers of these clothing (Hansen, 1995, 134). It is worth to mention that most of Sub-Saharan Africa are small countries in comparison with developed countries in the world and most of these countries were independent since 1960 to 1975 (Slotterback, 2007,10).

- 95 % of Ghana people including villages and cities use this kind of clothing (Swiss Academy for development, 1997, 6).

- 60 % of Tunes people in each year including all social groups (SAD, 1997, 12).

- In Zimbabwe all low, moderate and high-income groups of the customers of these kinds of clothing (Field, 2000, 231).

- In Rwanda all social groups but especially poor villagers (Haggblade, 1990, 516). It is not bad to say that consumers buy new clothing from SHC.

*Whey people buy second-hand clothing?

- The most important reason in Zimbabwe is its economical aspect that is of great importance in economical stagnation (Field, 2000, 233). This is true in Kenya where for example, a second-hand T-Shirt price can be less than one-eighth of its new clothing (Field, 2004, 5).

- In Tunes social and religious traditions believe that new clothing is used in special occasions. These clothing are rather expensive and there is high demand for cheap second-hand clothing in comparison with new clothing (SAD, 1997, 13).

- Imported second hand clothing from Europe has high quality in comparison with the imported items from Asia (SAD, 1997, 6).

- In Zimbabwe and Kenya the buyers of second-hand cheap clothing can used these clothing for informal occasions and they use new and expensive clothing for special occasions (Field, 2000, 234).

DISCUSSION

The global trading of Second- hand clothing or SHC is more than 1 billion dollar per year. This trading provides cheap clothes for poor people in developing countries (Barden and Barber, 2005, 1).

*Where SHC had the highest effects:

While SHC as a small part of global trading of clothing is developing, for most of the countries, it plays an important role in comparison with other parts. As it is shown in the following table Sub-Saharan Africa is especially dependent upon SHC import. Here more than one-fourth of exchange of clothing import is for SHC (Barden and Barber, 2005, 5).

e position of Sile in the import of countries		
	SHC value in comparison with the total value of import (2003)	Region
	4.7%	Eastern Europe except Russia
	0.7%	Eastern Asia and Pacific Ocean
	3.8%	Latin America and Caribbean
	2.2%	Middle East and North of Africa
	15%	South of Asia
	26.8%	South of Africa Sahara

Source: 2005 data from UN comtrade

Trading process or submittal and distribution of second hand clothing started from wealthy European and American countries and led into small local markets in developing countries and this process is shown in the following figure.

Import of second hand clothing to Iran is forbidden

According to the law, Import of second hand clothing to Iran is forbidden. Similarly, there is not any working permit with the title of sell and buy permit of second hand clothing. But these stores work without any permit and they are not arrested. But people inclination toward these clothes beside weak legal treating with smuggle had caused that second –hand clothing import is increased as permanent stores without the fear of legal treat are set up to sell them in the capital and other provinces and even some provinces such as Azerbaijan and namely, Orumieh, their market is changed into tourism attraction.

The amount of second-hand clothing import to Iran

There is not precise statistics of second –hand clothing to our country. The latest statistics about the smuggle of this kind of clothing in headquarter of the fight against goods and exchange smuggle is for 2008 that shows the value of discovered clothing in borders of Iran as 4 thousands dollars. Although at first glance, this figure is not very great, the fact is that in this valuation, the value of each clothe discovered by the government was estimated only as 0.2 to 0.4 dollars while, the seller of such clothing don't sell them at a low price. Besides the volume of smuggle discovered items are about 3 % in our country of the total smuggled goods and this shows that probably, the ratio of the discoveries of second-hand clothes and the total smuggled clothing should be about this amount(headquarter of the fight against goods and exchange smuggle, 2011).

Bazzi, 2012

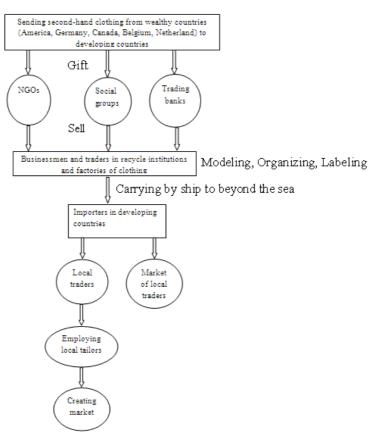


Figure 1: The process of sending second hand clothing from wealthy countries to developing countries (Source: Raworth, 2004)



Figure 2: Second hand clothing market in the west of Iran

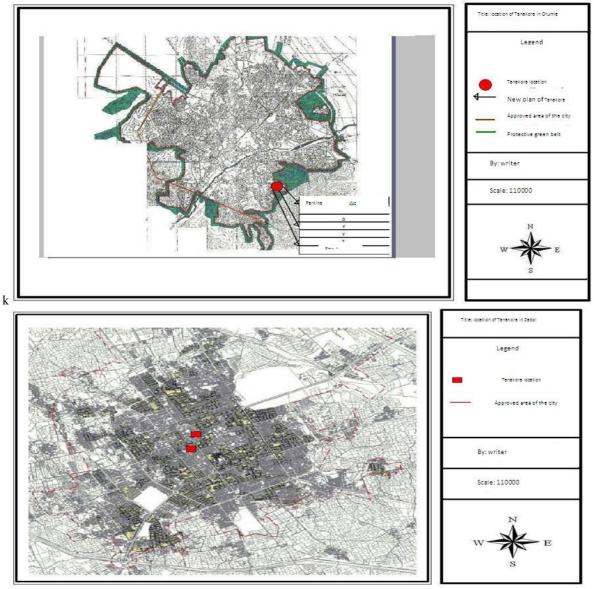
*Iran

A brief look at the condition of SHC markets in Orumieh and Zabol cities

Orumieh city is one of the 14 cities in west Azerbaijan located in the middle part of the province. Orumieh is bounded from the north to Salmas city, to Naghade and Mahabad cities from south, to Orumieh Lake from east and to Turkey and Iraq from the west.

This city with the area of more than 5251 km2 has dedicated about 14 % of the area of the province. Orumieh is the center of Orumieh town and it is also the capital of west Azerbaijan located in the distance of 18km from Orumieh lake in coordinate of E 45°, 4' longitude of half of Greenwich and N 37°, 33' latitude for equator line in a plateau with the length of 70 km and width of 30 km (Map No.1). This city according to census of 2006 had 577307 people and it was the 10th crowded city in Iran (Geographical Organization of Army, 2000, 13).

Zabol is one of Sistan & Baluchistan cities in the distance of N 25°, 3' to 31°, 27' latitude and E 58°, 50' to 63°, 21' longitude (Budget organization of Sistan & Baluchistan, 2000, 5) located in southeast of Iran in the proximity of Pakistan and Afghanistan (Map No.2).



Map No. 1, 2: shows the location of Tanakora in Orumieh and Zabol city (Writer, 2000) Initial origin of second hand clothing and its imports ways to Iran

This city is located in Sistan plain in the north of the province, it had the population of about 130197 people in 2006, and it is in the second rank of population in this province (Iran statistics center). Birand Rice, German researcher in his book titled" Zabol" stated that this city was built in 1869 (Rist, 1981, 4). Various droughts and the border location of Zabol and entrance of Afghan immigrants developed illegal jobs in this region (Ghazi, et al, 2006, 13920). The most active economical section in Zabol is service and business section. Business section is including

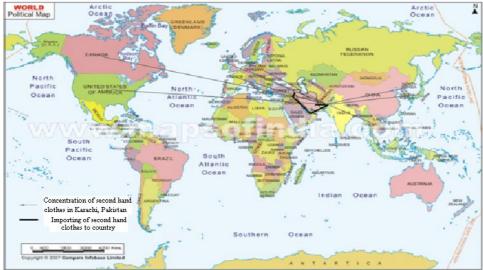
Bazzi, 2012

legal and illegal activities of goods exchange and most of the legal trading is done by Milak border market and illegal trading is done via other border regions (Bazzi, 2004, 116).

According to the information obtained from different centers and valid sites, the activity record of Tanakora in Orumieh dates back to after imposed war of Iran and Iraq (As most of the store owners active in Tanakora stated their activity record as 16-20 years) when different organizations of Europe human rights tried to send second-hand clothing to help the people and they wanted to achieve human rights chart and improving the situation of the people after war. From the aspect of locating near Orumieh, Tanakora was in the suburb near the city center at its beginning and after a while it was transferred to the southern part of Orumieh due to some issues. Tanakora stores at that time were mostly built without any standard and after some years of activity in the new location, all the clothes were destroyed due to fire in these stores. After this event, Tanakora was rebuilt as 5 stores in a row with 70 to 80 shops and there was parking and toilet at the end of the stores and despite the previous location, this one was build more standard.

But this is different in Zabol Tanakora (in local accent it is called: Butik Late or Tanakora) and the market activity record of second hand clothing of Zabol dates back to one decade and as Orumieh, second hand clothing and shoes are sold in this location. From the point of location, despite the stores of Tanakora in Orumieh that were located in the around the city, these stores are sold in the center of Zabol. The numbers of active stores in Zabol Tanakora are about 70 shops and these shops are built without observing any standards and despite Orumieh city, none of the building codes were not observed.

According to the field studies of writers and raising question from clothe stores owners providing second hand clothing, the main origin of second hand clothing is mostly European countries (Namely, Germany, Netherland, Belgium, France), America and Canada and these clothes enter Karachi of Pakistan as the first destination and then some of these clothes are smuggled to Sistan and Baluchestan, namely Zabol via eastern borders of Iran. Some of these clothes are also imported to Dubai and from there, they are imported to Iraq and finally from western borders, they are smuggled to west Azerbaijan and Orumieh (Map No.3). It is worth to mention that in the recent years, eastern Asia and south eastern Asia are providers of second hand clothes and these countries like European and American countries import these clothes to Karachi of Pakistan to distribute them in the regional countries (Map No.3).



Map No. 3: Initial origin of second hand clothing and its import to Iran Source: (www.mapsofindiya.com), made by: writer, 2000

Research findings

As it was explained in materials and methods section, some questionnaires were made to study the different effects of entrance of second-hand clothes to Iran and some of these questionnaires are related to active clothe store holders in Tanakora and some of them are related to the buyers of these clothes. In the next stage these questionnaires are distributed in two locations of second hand clothing providers in two different cities, Orumieh and Zabol. After the data analysis, the results were reviewed. These results are presented in findings of this research as descriptive and analytical findings of field studies.

Research descriptive findings

Residency

According to the distributed questionnaires among active stores in Tanakora of Orumieh, 100 % of these people were living in Orumieh city and considering the far distance of Tanakora with the city, they are commuting regularly to this place and Orumieh. However, of statistical population of 50 people in Zabol, 20 % of them were living in the surrounding villages and 80 % of them were in Zabol city. **Education**

Education condition of the store owners was the other selected criterions of this research. According to the statements of people in Orumieh, 24 % of them had elementary education or lower, 28 % were with the degree of 3rd of high school and 32 % of them had Diploma and 16 % of them had higher education degree. According to these statistics we can conclude that education level was high among these store owners and it shows that Orumieh people have high education level but there are little job opportunities for them and because of this most of educated people in this city have illegal jobs such as Tanakora. As according to the statements of store owners a great number of them knew unemployment as the main factor to sell Second hand clothing. Education index in Tanakora of Zabol was different and according to the statistics, 60% of them had elementary education and lower, 24 % with 3rd of high school degree and 16 % had diploma.

Monthly income

One of the most important selected parameters in the distributed questionnaires is monthly income index of storeowners and this index can show the amount of second hand clothes used by people.

According to the statements of store owners in Orumieh, 4 % of people earned between 50 to 150 dollars per month, 44% earned between 150 to 300 dollars per month and 40% of people stated their monthly income between 300 to 600 dollars and the percent of the store owners with more than 600 dollars was 12%.

According to this statistics, income condition in Orumieh Tanakora was good and high income is the most important reason to continue to sell these clothes. According to the obtained information of Zabol store owners, 100 % of them stated their income between 50 to 150 dollars per month (Chart 1).

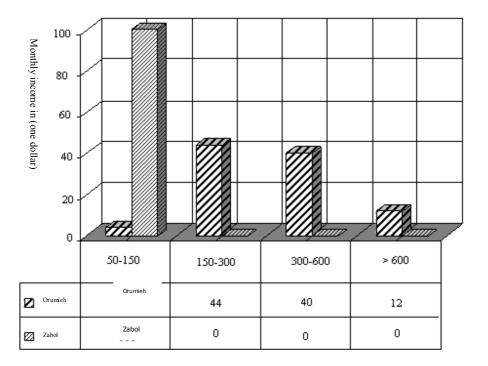


Chart 1: Income condition of storeowners at Tanakora of Orumieh and Zabol Source: Field studies of writer (2000)

The reason of working in Tanakora

Most of the active store owners at Tanakora of Orumieh knew the main reason of their activity the high demand of second hand clothing and in the next stage high income of Tanakora . Indeed a few of people knew

unemployment the main reason of their activity in Tanakora and the percentages of these indices are respectively 50 % (High demand), 40 % (High income) and 10 % are (unemployment). In Zabol store owner's stated different reasons for their activity, 40 % unemployment, 40 % high demand and 20 % customer interest aspects of second hand clothes the main reasons of their activity in Tanakora.

The main origin of Tanakora customers

The main origin of the customers of second hand clothing was raised to define the amount of Tanakora effects, to measure the effects of Tanakora on cities and villages. About 80 % of the customers of second-hand clothing are the people living in Orumieh city and 4 % of the customers were from the surrounding villages and 4 % of them were from the other towns of the province and the remaining 12% of people were from the other provinces of Iran (Tehran, Isfahan, Tabriz and Ardebil) to buy from Tanakora and these people were mostly tourists or they had some relatives in Orumieh and in both cases they go to Tanakora.

The main origin of Zabol Tanakora customers are respectively 20% from the surrounding villages, 40 % From Zabol, 20 % from other cities of this province and 20 % from other provinces of Iran.

The reason of the continuance of imports of Second hand clothing

For writer of this research this question was always in their mind that why second hand clothing are still entering this country and what factors are crucial in continuance of this process, so it is one of the main questions of the questionnaire that 60 % of Orumieh store owners knew the high quality of these clothes as the reason of their import to the country, 30% of the people knew the cheapness of these goods the main reason and the remaining 10 % founded the interest of customers as the main reason of using these second hand clothes. The most important factor in continuance of second hand clothing to Iran to store owners of Orumieh is the high quality of these clothes. Regarding the reasons of continuance of the entry of these second hand clothes to Zabol, 64 % knew the high quality, 24 % cheapness of these goods, 12 %knew the customers interest as the main factors (Chart 2).

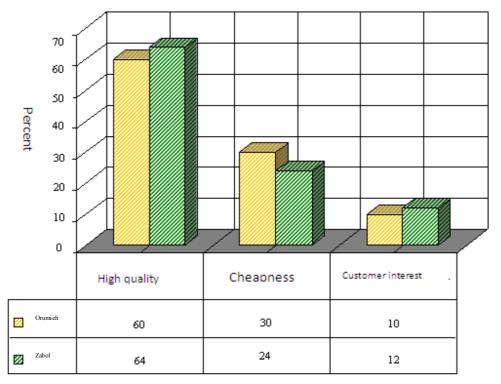


Chart 2: The reason of continuance of import of second hand clothing from the view of providers in two Tanakora of Orumieh and Zabol (Source: Field studies of writer 2000).

Activity record in Tanakora

The last thing raised in the questionnaires is the activity record of store owners and 44% of store owners were with the record of more than 10 years, 40% of them had the record of between 5 to 10 years and 16% had the activity record of between 2 to 5 years in Tanakora. According to this statistics the average activity record in Tanakora of Orumieh is about 20 years while in Zabol 56% of providers stated their activity record between 2 to 5

years, 32 % between 5 to 10 years, 8% more than 10 years and only 4% of these people had the activity record of less than 2 years. In other words, the activity record in Tanakora of Zabol is dating back to more than one decade. **Analytical findings of the research**

According to the carried out analyses, there correlation between the activity of storeowners and their age at 5 % level and with negative coefficient of 0.566. But there is correlation at 1% level between the activity of store owners and the amount of clothes used by customers with the coefficient of 0.471. it means that the higher the amount of second hand clothing used by customers, the more the permanency of the activity of store owners. The amount of clothes used by customers is very effective in continuance of the activity of these store owners. Also, this amount is very effective in the income of store owners and these two indices are correlated at level 5% with the coefficient of 0.535. It means that the higher the amount of second hand clothes used by people, the higher the income of store owners. According to the results, there is significant meaning between the activity record of store owners and their education level and this relation is correlated at 5 % with the negative coefficient of 0.532. The higher the education level of store owners, the less their activity record in Tanakora.

Regarding the customers of second hand clothing, after the study of the amount of correlation among statistical population, the results showed that there is correlation between income of buyers and their purchase record at 5% level with the negative coefficient of 0.473. It means that the higher the income of buyers, the less the activity record of store owners. It is worth to mention that there is not considerable correlation between other research variables in this regard.

Other obtained correlations between research variables are as the followings:

There is correlation between two factors of using clothes and their job at 5% level with the correlation coefficient of 0.450 and there is correlation between two factors of purchase amount of these places and residency at 5% level with the coefficient of 0.425 and correlation between purchase record and the use of these clothes at 5% and coefficient of 0.401 is significant. Again, there was significant relation between two factors of familiarity with second hand clothing sale centers and residency of purchasers at 5% level and with the coefficient of 0.414. Above all, there is significant relation between job and income of the people and their purchase at 1% with the correlation coefficient of 0.520 and finally there is significant relation between purchases record with fear of diseases at 5 % level with the correlation coefficient of 0.433. By a little thinking about the above statistics we can conclude that most of the users and buyers of second hand clothing in Zabol, their residency is in Zabol and surrounding villages. It means that there is direct relation between residency of people with their purchase amount and most of our sample population was people who purchased from this location. It means that there is correlation between purchase amount and purchase record. It is true that buyers and the people who use these clothes are from all kinds of people in the society, but we can find that the main buyers of this clothing are low-income people in the society. This is easily found from the income and job of the sample population. According to the statements of all the people in sample population, there was no disease record of purchasing these clothes until now and this case had caused a strong relation between people purchase and purchase record.

Analysis of the effects of smuggling used clothes Economical effects

The most important economical effects of importing this clothing in two cities of Orumieh and Zabol is creating job for some of the active population of these two cities that attracted some of the active people of the city and it became a good income source for them. As in Orumieh more than 50 % of store owners had the monthly income of more than 300 dollars. In addition, these clothes had helped much to the low-income families of these cities and buy most of their clothes from this place. The effect on the condition of the market of these two cities namely Orumieh are the other aspects of this issue and firstly they had considerable negative effect on the demands of people to buy new clothing designed inside the country, thus the consumption of local productions are reduced, secondly due to high demands of Tanakora, it has attracted the new clothing providers to this place. In spite of the positive effects of this clothes of the negative effects of this kinds of clothes on all the local market. Ignoring local produced clothes without considering its quality, even in case of having equal price with used clothing, make considerable sell of used clothes. At first, increasing the quality of local productions and then correct advertisement and adequate information to consumers can save the local production sector.

Social, cultural and sanitary effects

Regarding the social effects of this kind of clothing, the most important point is that most of urban people use this kind of clothing and according to the obtained statistics, the share of employees including the governmental and private sector are higher and only the people with high urban income didn't like to use these clothes. According

Bazzi, 2012

to information obtained from the sample population, most people believed that this clothing had not negative cultural effect and only cheapness and high quality of these clothes are important. Anyway, as it was said before, some people in the society use these clothes just for fashion and we can't say that these clothes haven't any negative cultural effects.

Regarding the sanitary effects of this clothing on its users in Orumieh, a dermatologist stated that based on the visiting patients with skin diseases, they had already used this clothing and these diseases are normally parasitic, fungal diseases etc. it is worth to mention that in the past there were a lot of skin diseased arising from the use of these clothes , but recently due to informing people about the effects of these clothes and using various detergents, the skin diseases of using these clothes are less, however, we see different skin diseases among the buyers of these clothes (Health department of Orumieh, 2008).

By reviewing the sanitary effects of this clothing in Zabol and by visiting a dermatologist, they believed that they didn't have patient who was particularly ill due to using these clothes. He added that normally some of these people are suffering from Eczema due to using strong detergents used to wash these clothes (Health department of Zabol, 2008).

Conclusion

The main results are as the followings:

• Regarding the income condition of Tanakora users, there results were different for Orumieh and Zabol, as in Orumieh more than 40 % of customers of these clothes were above middle class families while most of Zabol Tanakora customers were in low-income families.

• According to the findings in this research, it seems that high quality and cheapness of used clothes in comparison to some of the local clothes are effected in the use of these clothes by people and according to the information of the sample population, Tanakora sellers and users at first know the high quality and then cheapness as the main reasons of importing these clothes and purchasing them.

• It can be said that the only users of these clothes are not low-income people, the above middle class people are consisting of half of the users of Tanakora.

• Only upper class people in the society do not like these kinds of clothes.

• From the point of income, Tanakora has different effects on two cities of Orumieh and Zabol and in Orumieh it is a good income source for some of the people, while in Zabol most of the incomes are low.

• Proving second hand clothing on one hand has negative effects on the condition of local clothing market and on the other hand, (Namely in Orumieh) it had attracted the local clothing providers.

• High quality and cheapness of the used clothing in importance order from the view of the providers of these clothing were the most important factors of continuance of importing these clothing to Iran.

• Income of Tanakora customers was effective in changing their view about buying from Tanakora in two studied cities as Zabol Tanakora customers due to low income, stated the cheapness of the clothing as the main reason to buy them while it is opposite in Orumieh and at first the quality and then cheapness was important.

• Different geographical location and climatic conditions of two Orumieh and Zabol cities had different results in the effects range of Tanakora in these cities as the good geographical and climatic condition of Orumieh in comparison with Zabol made that these effects go beyond the others cities in the country. How ever, in Zabol most of the customers were living in Zabol due to bad climatic and geographical conditions.

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