# EFFECT OF CAPITAL, LOCATION, AND HOURS OF WORK ON THE INCOME OF SURADE TRADITIONAL MARKET TRADERS, SUKABUMI REGENCY.

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**Abstract:** This study aims to determine: 1. To explain how the influence of capital on the income of traders in the Surade market, Sukabumi Regency. 2. To explain the effect of location on the income of traders in the Surade market, Sukabumi Regency. 3. To explain the effect of working hours on the income of traders in the Surade market, Sukabumi Regency. 4. To explain the effect of capital, location, and working hours on the income of traders in the Surade market, Sukabumi Regency. Variables consist of capital, location and working hours as independent variables and trade income as dependent variable. This study uses quantitative methods. can be a research method based on the philosophy of positivism, used to examine the population as well as certain samples, sampling techniques are generally carried out randomly, data collection uses research instruments, quantitative/statistical data analysis aims to test the established hypothesis. The type of data used in this study is secondary data, namely data generated from the interview process and direct observation to the informants. Secondary data was obtained through the process of observation and interviews as well as data evidence in the form of documentation and data from the archives of the company where the research was carried out with consideration of previous research. the results of this study produce data that capital, trade location, working hours have a strong influence on trade income.
***Keywords:*** Capital, Location, Hours of Work, Trade Income.

## INTRODUCTION

The development of globalization, the pace of socio-economic conditions of society, and changes in the value system have brought changes to the pattern of life and the needs of today's society. To meet the needs and desires of today's society, various shopping facilities have emerged, one of which is the market. According to Sugiarto (2006) the market is the amount of supply and demand for several types of goods and services. The market for the community is not just a meeting place for sellers and buyers, the market is also a place for social interaction and representation of traditional values. The market has the potential to create jobs because it can absorb a lot of labor. In addition, the lower middle class with low education can take advantage of the market as a place to work because those who work can earn a decent income from the market. Opening a business in the market does not require a certain level of education, so it is not difficult for them to work. So, the market can also contribute to the economic development of a country because many people earn income by opening their business in the market. Only then can people's incomes be increased and prosperity for society in general.

In the midst of the dynamics of the global economy, the prices of raw materials and other necessities are increasing day by day. This affects uncertain business income, raw

material prices that are not relatively stable. Income has a significant influence on business continuity. The higher the income generated, the better the company's ability to fund all costs and activities carried out. The amount of income obtained from the various factors used to produce goods is the same as the price of the goods. Income is an important element for a business or company because income will determine the progress of a business being carried out. The need is indeed the reason for achieving a minimum income, while the adequacy of a good standard of living is the thing that most underlies the distribution of wealth levies, after which it is only associated with work and private ownership.

The increasing number of Covid-19 cases in Sukabumi Regency has an impact on the community's economic sector, including the traditional market trade sector. One of the traditional markets affected by Covid-19 is Surade Market, Sukabumi Regency. Since the Covid-19 pandemic, trading activities at the Surade traditional market have changed. In particular, since the issuance of the policy for the implementation of the Community Policy Restriction (PPKM), many traders have suffered losses, the income of traders has decreased, and the market has become quieter, the purchasing power of the public has decreased, disrupting the distribution of goods, and funds have affected the incomes of traders who have been closed since the Covid-19 pandemic.

The following table shows the total daily income of traders at Surade Traditional Market before and during the Covid-19 period:

**Table 1.Total Income of Traders at Surade Traditional Market in 2022**

| No | Trader Type | Income Before Covid-19 / Day | Income during Covid-19 / Day |
|----|-------------|------------------------------|------------------------------|
| 1 | Vegetable seller | Rp. 300.000 | Rp. 90.000 |
| 2 | Chicken Trader | Rp. 900.000 | Rp. 550.000 |
| 3 | Grocery Traders | Rp. 3.000.000 | Rp. 1.500.000 |
| 4 | Fruit Trader | Rp. 1.500.000 | Rp. 700.000 |
| 5 | Fish seller | Rp. 2.000.000 | Rp. 1.000.000 |
| 6 | Food Merchant | Rp. 1.000.000 | Rp. 500.000 |

Explained that the daily income of Surade Traditional market traders before and during the Covid-19 pandemic. During the Covid-19 pandemic, the income of vegetable traders before the Covid-19 pandemic was Rp. 300,000, - and income during the Covid-19 pandemic, namely Rp. 90,000. in addition to vegetable traders, chicken traders experienced a decrease in income during the Covid-19 pandemic, income before the pandemic was 900,000, - and income during the pandemic was Rp. 550,000. The decrease in income was felt by traders in other Surade traditional markets such as basic food traders, fish traders, fruit traders, and food traders. The decrease in market visitors resulted in the income of traders in the market decreasing by up to 50% during the Covid-19 pandemic.

To overcome the decline in income, because traders need to pay attention to the factors that affect income so that their income is stable and their welfare increases. One of the factors that influence income is capital.

Starting a business, one of the most important things needed is capital. Capital according to Sharif (2014) is wealth that is obtained by humans through their work and is used to produce more wealth. Capital is the third factor of production, capital is wealth that is used to produce wealth again. The relatively large business capital allows distribution businesses with many types of products. In this way, the income generated can be greater.

Capital can be obtained from the entrepreneur himself. However, due to the limited amount of capital, a certain increase in capital is highly dependent on the owner and usually the amount of capital is relatively limited. In addition to their own capital, entrepreneurs can also use working capital by distributing personal company assets to others. To do this, combine personal capital with someone else's capital.

Various studies on the development of the informal sector and micro-enterprises always prioritize the role of capital as the main challenge faced by business actors. This may and will affect a trader's income level. According to research by Tumpubolon (2007), Kusumawardani (2014), and Artaman (2015), capital has a significant positive effect on income, and working capital in trade is higher for traders. The lack of working capital of some traders severely limits their ability to maintain proper commodity inventories.

In addition to capital, the choice of business location is also a factor that needs to be considered in trading. According to Kasmir (2009) location is a place to serve consumers, it can also be interpreted as a place to display merchandise Location is a place of business that greatly influences a consumer's desire to come and shop, therefore a strategic location is needed to determine success. an effort.

Strategic location in business theory is defined as a location with many potential buyers in the sense that it is easy to reach, easy for consumers to see, and many target consumers pass through. Because traders who occupy strategic areas tend to have different incomes. Choosing the right place makes it easier for market traders to sell or offer a variety of products to potential buyers, which has a significant impact on the revenue that can be generated. Therefore, by choosing the right place, traders can earn the most.

After the business is started, what must be done so that a business can run smoothly and develop is to determine the working hours. According to Praditasari (2018) Working hours are the time spent running a business, starting from preparation to the end of the business. Working hours are the time specified for doing work. Indicators of working hours are working hours in the morning, working hours in the afternoon, and working hours at night. With good management, someone can save time and work.

Traders allocate different hours to trade, but traders usually work 4-10 hours a day, depending on when they start their activity. If you want to achieve high income, you need to work long hours. The longer the stall is up and running, the more likely it is to be profitable. With the help of these 3 things, namely capital, location and working hours, it is hoped that it will help stabilize and increase the income of traders in the Surade traditional market.

Husaini, Ayu Fadhlani (2017) The Influence of Working Capital, Length of Business, Hours of Work and Business Location on Monza's Revenue in Simalingkar Market Medan "Based on statistical tests, the F test shows working capital, business duration, working hours and business location and affects traders' income monza at the Simalingkar market, Medan. Then a partial test (testing) whether working capital and

business location affect the income of monza traders in the Simalingkar market. Meanwhile, changes in working hours and working hours do not affect the income of monza traders in the Simalingkar market."

Asmawati (2019) The Effect of Capital, Location, and Business Hours on Income Levels of Traditional Market Traders (Study on Lightning Markets) concluded that the variables of capital, location and opening hours simultaneously have a significant effect on traders' income with a value of f account greater than f table (33,651 > 2.73). Some of the variables of capital, business location have an effect on the income of traders, while the variable of opening hours has no effect on the income of traders

Budi Prihatminingtyas (2019) Effect of Capital, Length of Business, Hours of Work and Business Location on Merchants' Income in Landungsari Market , (3) working hours have a negative effect on the income of market traders at Landungsari (4) business location has a positive effect on the income of traders at the Landungsari market, Malang City."

Sharif (2014: 201) Capital is a wealth that is obtained by humans through their own energy and then uses it to generate further wealth. Kasmir (2016) is "Capital used to carry out company operations. Working capital can also be interpreted as an investment invested in current assets or short-term assets such as cash, securities, receivables, inventories and other current assets.

Furthermore (Sasih, 2017). Capital can be interpreted as the amount of money used in carrying out business activities. Many people think that money is not everything in a business. However, it should be understood that money in a business is very necessary, it's just that optimal capital management needs to be considered so that the business that is run can run smoothly.

We have to think about operational financing that cannot be deferred. For example, payment of building rent, electricity and water bills, financing of employee salaries and other operations. At this time, business capital loans can be a cash flow refresher solution.

Location is one of the drivers of cost and revenue, location often has the power to make a company's business strategy. Location is a place of business that greatly affects a consumer's desire to come and shop. Location according to Kasmir (2009:129) A place to serve consumers can also be interpreted as a place to display merchandise. The length of time a trader pursues his business will increase his knowledge and will affect his income level.

Bagus (2013) and Artaman (2015) state that business location has a positive and significant effect on income, this means that a strategic location can attract consumers so that businesses trade smoothly and increase income. However, Damariyah's research (2012) states that the location of the business has no positive and insignificant effect on income, this means that the location of the trading business does not affect the level of income earned by traders.

Strategic location is one of the important factors and greatly determines the success of a business. A strategic location in entrepreneurial theory is interpreted as a location where there are many potential buyers, in the sense that this location is easy to reach, easy for consumers to see, and a location where many target consumers pass. So that the exact location of the business will support the success of the trading business which will affect the income of traders.

Praditasari (2018:28) working hours is the length of time used to run a business, which starts from preparation until the business closes.

There is no theoretical factor in the length of business that discusses that the length of business is a function of income. However, in the activities of the informal sector, the more experienced a trader is, the possibility that these traders have their own regular customers and can understand the needs of their consumers. With a long time of trying, traders also gain more experience so that they are able to predict when there will be an increase in demand for goods.

So the more experienced a trader is, the more he can increase business income. The results of research conducted by Firdausa and Ariantie (2013), Artaman (2015) and Kusumawardani (2014) state that the length of business has a positive and significant effect on income, this means that the longer a person is in the field of business, the greater the opportunity to earn a large income. However, Damariyah's research (2012) states that the length of business does not have a positive and insignificant effect on income, this means that the length of trading business does not affect the level of income earned by traders.

Traders allocate different durations of time in trading, but in general, traders work between 4 and 10 hours per day depending on what time they start their activities. The length of working hours per day affects business income where the higher the working hours spent opening a business, the higher the probability of income received by informal sector traders. The results of research conducted by Tampubolon (2007), Ajeng and Bagus (2013) and Kusumawardani (2014) state that working hours have a positive and significant effect on income, this means that the higher the working hours devoted to trading activities, the higher the opportunity to earn income. big. However, Damariyah (2012) and Artaman (2015) research states that working hours have no positive and insignificant effect on income, this means that trading hours do not affect the level of income earned by traders.

## METHODS

Sugiyono (2017:2) states "research methods are basically a scientific way to obtain data with certain goals and uses". This study uses quantitative methods. Sugiyono (2017:8) states that the method can be interpreted as a research method based on the philosophy of positivism, used to examine the population as well as certain samples, sampling techniques are generally carried out randomly, data collection uses research instruments, data analysis is quantitative/statistical in nature. to test the established hypothesis.

## RESULTS AND DISCUSSION

**Classical Assumption Test Results**

The classical assumption test used in this study consisted of three tests, including the normality test, multicollinearity test, and heteroscedasticity test. The classical assumption test in this study was carried out using the SPSS 24 for Windows software.

**Normality Test**

Normality test is used to find out or see whether the data of the independent variable (X) and the dependent variable (Y) are normally distributed or not. A good regression model is if the independent or bound variables are normally distributed. If the

variable is not normally distributed, then the data from this study is insufficient to describe the characteristics of the population.

To find out if a data is normally distributed or not, it is tested using the Kolmogorov-Smirnov test statistical analysis with the following criteria:

(1). If sig ≥ 0.05 means that the data is normally distributed

(2). If sig ≤ 0.05 means that the data is not normally distributed

In addition to the Kolmogorov-Smirnov test, to find out whether a data is normal or not, you can also do a histogram test, and a normal probability plot test with the help of SPSS 24 software for windows. Where in the histogram test, the graph on the histogram must be in the form of a bell. and in the normal probability plot test the data must spread around the diagonal line and follow the direction of the diagonal line so that it is normally distributed.

Here are the results of the normality test with the help of SPSS 24 software for windows.

**Table 11. Normality test results**
**One-sample Kolmogorov-smirnov test**

| One-Sample Kolmogorov-Smirnov Test | | | |
|---|---|---|---|
| | | | Unstandardized Residual |
| N | | | 70 |
| Normal Parameters[a,b] | | Mean | .0000000 |
| | | Std. Deviation | 1.74690459 |
| Most Extreme Differences | | Absolute | .310 |
| | | Positive | .263 |
| | | Negative | -.010 |
| Test Statistic | | | .310 |
| Asymp. Sig. (2-tailed) | | | .080[c] |
| a. Test distribution is Normal. | | | |
| b. Calculated from data. | | | |
| c. Lilliefors Significance Correction. | | | |

*Source: Edited By The Author, 2022*

It can be seen from the results of the one sample Kolmogorov-Smirnov test above, that the data for all variables are both independent variables (x), namely, capital, location and working hours, and (Y) trade income is normally distributed, because the significance value is more than 0 0.05 where the sign value is 0.80.
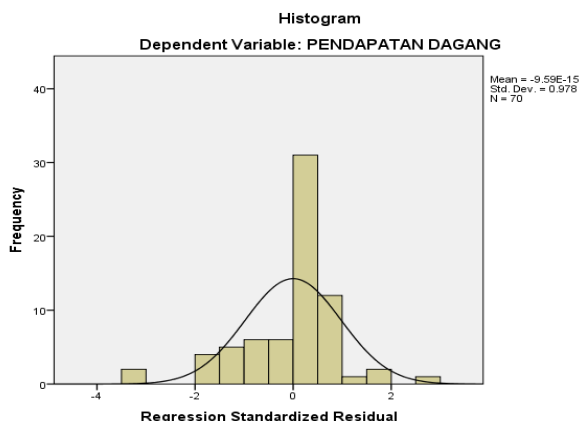
**Figure 1. Histogram**
*Source: Edited By The Author, 2022*

It can be seen from the normality test in the histogram image above, that the graph in the histogram already follows a bell-shaped curve, not leaning more to the left or leaning to the right, so it can be said that the regression model has been normally distributed and can be said to be good.

**Multicolonearity Test Results.**

After testing the classical assumption of normality, the next step is to test the second classical assumption, namely the multicollinearity test. Where the multicollinearity test aims to find out or see whether or not there is a correlation between the independent variables in this study. namely capital (X1), Working Hours (X2), Location (X3) in the regression model. In conducting the multicollinearity test using the variance inflation factor (VIF), with the following criteria:

(1) If the tolerance is below 0.10 and VIF > 10, then there are symptoms of multicolonierity

**Table 12. Multiple Linear Regression Test Results**

| Coefficients[a] | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. | Collinearity Statistics | |
| | | B | Std. Error | Beta | | | Tolerance | VIF |
| 1 | (Constant) | .234 | .209 | | 1.119 | .267 | | |
| | CAPITAL | .636 | .031 | .713 | 20.336 | .000 | .041 | 24.627 |
| | LOCATION | 014 | .018 | .012 | 1.754 | .453 | .184 | 5.427 |
| | WORKING HOURS | .401 | .040 | .303 | 10.108 | .000 | .055 | 18.023 |
| a. Dependent Variable: TRADE REVENUE | | | | | | | | |

*Source: Edited By The Author, 2022*

It can be seen from the results of the multicollinearity test above that there is no correlation between Capital (X1), Working Hours (X2), Location (X3) in the regression model, because the results of the calculation of tolerance are above 0.10, which is 0.44 and the results of the VIF calculation < 10 that is equal to 24,627. so that in this study it can be concluded that there are no symptoms of multicollinearity between independent variables in the regression model.

**Heteroscedasticity Test Results**

After testing the classical assumption of normality and testing the classical assumption of multicollinearity, then the third classical assumption test is the heteroscedasticity test. Where the heteroscedasticity test is carried out to find out or see whether in the regression model there is no variance inequality from one observation residual to another observation. A good regression model is called homoscedasticity or

there is no heteroscedasticity, because the variance of the residuals from one observation to another is fixed. To test heteroscedasticity, the scatter plot method is used by plotting the ZPRED and SRESID values on SPSS 24 software for windows. If there is a pattern such as dots that form a certain pattern on the graph such as wavy, widening, then narrowing, heteroscedasticity has occurred. Meanwhile, if there is no clear pattern, and the points spread above and below zero on the Y axis, there is no heteroscedasticity or it is called homoscedasticity.
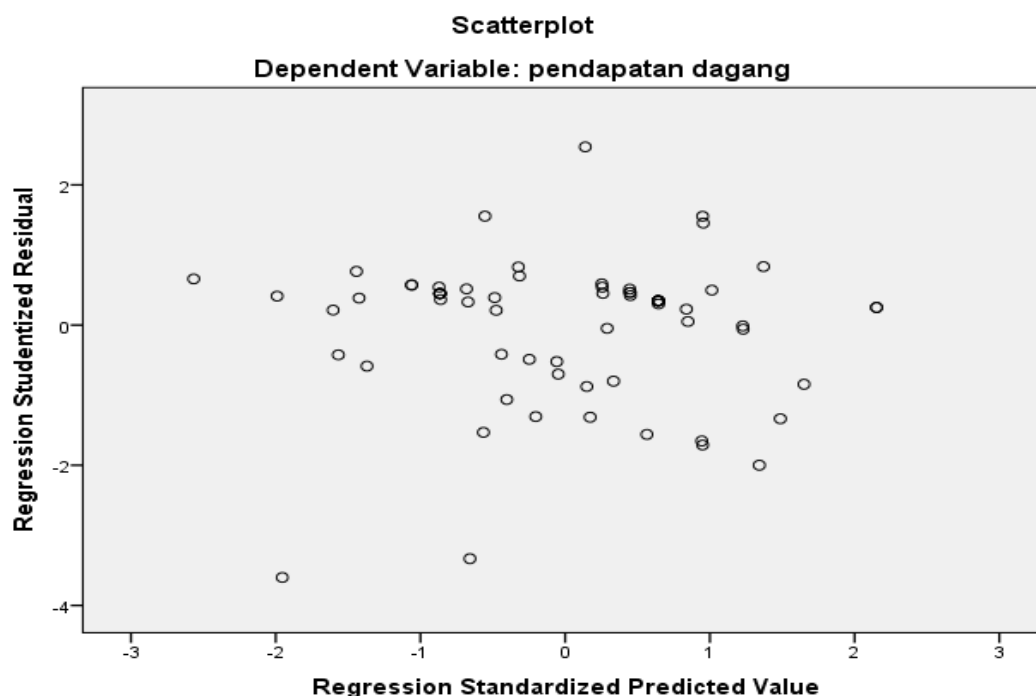


**Figure 2. Heteroscedasticity Test Results**

It can be seen from the scatterplot graph above, that in this study there was no heteroscedasticity or it is called homoscedasticity in the regression model, because there

is no clear pattern and the points on the scatter-plot graph spread above and below zero. on the Y axis.

### Multiple Linear Regression Analysis Results

Multiple linear regression analysis was used to test the effect of several independent variables in this study, namely capital (x1), location (x2) and working hours (x3) on the dependent variable, namely the effectiveness of trade income (Y). In testing multiple linear regression in this study, with the help of SPSS 24 software for windows. The test results of multiple linear regression in this study are as follows:

**Table 13. Regresion Linier Berganda Result Test**

| Coefficientsᵃ | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. | Collinearity Statistics | |
| | | B | Std. Error | Beta | | | Tolerance | VIF |
| 1 | (Constant) | .234 | .209 | | 1.119 | .267 | | |
| | MODAL | .636 | .031 | .713 | 20.336 | .000 | .041 | 24.627 |
| | LOKASI | .014 | .018 | .012 | 1.754 | .453 | .184 | 5.427 |
| | JAM KERJA | .401 | .040 | .303 | 10.108 | .000 | .055 | 18.023 |
| a. Dependent Variable: Trade Income | | | | | | | | |

*Source: Edited By The Author, 2022*

Based on the multiple linear regression equation, it can be seen from the test results above, that the multiple linear regression equation in this study is:
Y = 234 +636 +014+401+
Information:
Y = Trading income
X1 = Capital
X2 = Location
X3 = Working Hours

- The multiple linear regression equation in this study can be explained as follows:
- The value of the constant is 234, which means that if the independent variables are capital (X1), Location (X2) and Hours of Work (X3) the value is 0 (Zero), then the trade income is 234.
- The value of the b1 coefficient is 636, which means that if the capital, location and hours of work are increased by 1 point, then trading income will increase by 636.
- The value of the b2 coefficient is 014, which means that if the capital, location and hours of work are increased by 1 point, then trading income will increase by 014
- The value of the b3 coefficient is 401, which means that if the capital, location and hours of work are increased by 1 point, trading income will increase by 401

**Hypothesis Test Results**
**Results Of T Test**
The results of the t-test in this study were carried out to determine a dependent variable, such as the t-test in this study, which was carried out to determine the effect of capital (X1) on trading income (Y), to determine the effect of location (X2) on trade income (Y) , to find out how the effect of working hours (X3) on trade income (Y). if the significance value <0.05 then there is a significant effect between the independent variables on the dependent variable partially. And if the significance value > 0.05 then there is no significant effect between the independent variables on the dependent variable partially. The results of the t-test in this study are as follows:

**Table 14. Result Test T**

| Coefficients[a] | | | | | | |
|---|---|---|---|---|---|---|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | .234 | .209 | | 1.119 | .267 |
| | MODAL | .636 | .031 | .713 | 20.336 | .000 |
| | LOKASI | .014 | .018 | .012 | 1.754 | .003 |
| | JAM KERJA | .401 | .040 | .303 | 10.108 | .000 |
| a. Dependent Variable: TRADE INCOME | | | | | | |

*Source: Edited By The Author, 2022*

It can be seen from the t test above, that the calculated t value for capital (X1) is 20.336, with a t table of 1.666 which is obtained from calculations using the TINV function in Microsoft excel 2019 namely t table = TINV(0.1,70), because 20.336 is greater than 1.666 then H01 is rejected and Ha1 is accepted. Judging from the significance value of 0.000 < 0,05 it can be concluded that capital (X1) has a positive effect on trading income (Y).

While the calculated t value for Location (X2) is 1.754, with a t table value of 1.666 which is obtained from calculations using the TINV function in the Microsoft Excel 2019 which is t table = TINV (0.1,70), because 1.754 is greater than 1.666 then Ho2 is rejected and Ha2 is accepted. Judging from the significance value of 0.003 at a significance level of 0,005 the significance value is 0,003 < 0,05 So it can be concluded that the location (X2) has a positive and significant effect on trade income (Y).

And for the calculated t value for working hours (X3), which is l0.108, with a t-table value of 1.666 which is obtained from calculations using the TINV function in the Microsoft Excel 2019 which is t table = TINV (0.1,70), because l0.108 greater t han 1.666, then Ho3 is rejected and Ha3 is accepted. Judging from the significance value of 0,000 at a significance level of 0,005 the significance value is 0.000 < 0,05. So it can be concluded that working hours (X3) have a positive and significant effect on trade income

(Y).

**Table 15. RESULT TEST F**

**ANOVAᵃ**

| Model | | Sum of Squares | df | Mean Square | F | Sig. |
|---|---|---|---|---|---|---|
| 1 | Regression | 1954.989 | 3 | 651.663 | 6664.361 | .000ᵇ |
| | Residual | 6.454 | 66 | .098 | | |
| | Total | 1961.443 | 69 | | | |

a. Dependent Variable: TRADE INCOME,
b. Predictors: (Constant), CAPITAL, LOCATION, WORKING HOURS

*Source: Edited By The Author, 2022*

It can be seen from the results of the f test calculation above that the calculated F value for Capital (X1), location (X2) and working hours (X3) is 6664.361 with F table 1.666 obtained from calculations using FINV on Microsoft Excel 2019 namely F table = FINV (0.1,70), because 6664.361 is greater than 1.666 then Ho3 is rejected and Ha3 is accepted. Judging from the significance value of 0,000 at a significance level of 0,05. Then 0,000 < 0,05 So it can be concluded that Capital (X1) Location (X2) and Hours of Work (X3) together have a positive and significant effect on trading income (Y).

**Table 16. Model Summary**

**Model Summaryᵇ**

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|---|---|---|---|---|
| 1 | .998ᵃ | .997 | .997 | .313 |

a. Predictors: (Constant),CAPITAL, LOCATION, WORKING HOURS
b. Dependent Variable: TRADE INCOME

It can be seen from the results of the coefficient of determination above that the value of $R^2$ in this study is 99,7%, this means that capital (X1), Location (X2) and Working Hours (X3) have an influence on trade income (Y) which is equal to 99,7% and the remaining 1,3% is influenced by variables that are not examined by the author. Because the value of $R^2$ is above 0,50 and tends to produce a perfect value, it can be concluded that the ability of the independent variables (independent variables) in explaining the variation of the dependent variable (the dependent variable) is very strong.

In this study discusses the effect of capital (X2), location (X2) and working hours (X3) on trading income (Y) based on the results of testing data using SPSS 24 software for windows, therefore researchers will discuss in depth the results of testing in this study as follows:

**Effect Of Capital On**

Based on the research results from the t-test hypothesis test using SPSS 24 software for windows, it is known that the t-count value that the t-count value for capital (X1) is 20,336, with a t-table of 1.666, which is obtained from calculations using the TINV function in Microsoft excel 2019 is t table = TINV(0.1,70), because 20.336 is greater than 1.666 then H01 is rejected and Ha1 is accepted. Judging from the significance value of

0,000 < 0,05 it can be concluded that capital (X1) has a positive effect on trading income (Y).

So it can be concluded that capital has a positive and significant effect on trade income. When capital is enlarged or multiplied, it will have a good influence on trading income. This is in accordance with the research conducted by Seprianus Jowa (2021) The Effect of Capital, Length of Business, Hours of Work, Location and Quality of Business Products on Income of Dinoyo Market Traders in Malang (1) that capital harms the income of Dinoy market traders in Malang City, ( 2) the age of the company affects the income level of the dinoy market in Malang, (3) that working hours affect the income of the dinoyo market traders in the city of Malang and (4) the income level of the dinoy market traders in the city of Malang is influenced by the quality of the product. The variables of capital, length of operation, working hours, location, and product quality have a significant influence on the income variable.

**The Effect of Location on Trade Income.**

Based on the research results from the t-test hypothesis test using SPSS 24 software for windows, it is known that the t-count value that the t-count value for LOCATION (X2) the t-count value for Location (X2) is 1.754, with a t-table value of 1.666 which obtained from calculations using the TINV function on the Microsoft Excel 2019 i.e. t table = TINV (0.1,70), because 1.754 is greater than 1.666 then Ho2 is rejected and Ha2 is accepted. Judging from the significance value of 0,003 at a significance level of 0,005 the significance value is 0,003 < 0,05. So it can be concluded that the location (X2) has a positive and significant effect on trade income (Y). Husaini, Ayu Fadhlani (2017) The Effect of Working Capital, Length of Business, Hours of Work and Business Location on Monza's Revenue at Simalingkar Market Medan monza at the Simalingkar market, Medan. Then a partial test (testing) whether working capital and business location affect the income of monza traders in the Simalingkar market. Meanwhile, changes in working hours and working hours do not affect the income of monza traders in the Simalingkar market.

**Effect of Working Hours on Trade Income**

Based on the research results from the t-test hypothesis test using SPSS 24 software for windows, it is known that the t-count value that the t-count value for working hours (X3) the t-count value for working hours (X3) is l0.108, with a t-value a table of 1.666 obtained from calculations using the TINV function in the Microsoft Excel 2019 i.e. t table = TINV (0.1,70), because 10.108 is greater than 1,666, Ho3 is rejected and Ha3 is accepted. Judging from the significance value of 0,000 at a significance level of 0.005, the significance value is 0,000 < 0,05. So it can be concluded that working hours (X3) have a positive and significant effect on trade income (Y). Seprianus Jowa (2021) Effect of Capital, Length of Business, Hours of Work, Location and Quality of Business Products on Income of Dinoyo Market Traders, Malang City "(1) that capital harms the income of dinoy market traders in Malang City, (2) company age affects the level of income dinoy market in Malang, (3) that working hours affect the income of dinoyo market traders in Malang and (4) the income level of dinoy market traders in Malang is influenced by product quality. The variables of capital, length of operation, working hours, location, and product quality have a significant influence on the income variable.

**Effect of Capital, Location and Hours of Work on Trade Income**

From the results of the f test calculation above, the calculated F value for Capital (X1), location (X2) and working hours (X3) is 6664.361 with F table 1.666 which is obtained from calculations using FINV on Microsoft Excel 2019 namely F table = FINV ( 0.1,70), because 6664.361 is greater than 1.666 Ho3 is rejected and Ha3 is accepted. Judging from the significance value of 0.000 at a significance level of 0,05 Then 0,000 < 0,05 So it can be concluded that Capital (X1) Location (X2) and Hours of Work (X3) together have a positive and significant effect on trading income (Y). ). Seprianus Jowa (2021) Effect of Capital, Length of Business, Hours of Work, Location and Quality of Business Products on Income of Dinoyo Market Traders, Malang City "(1) that capital harms the income of dinoy market traders in Malang City, (2) company age affects the level of income dinoy market in Malang, (3) that working hours affect the income of dinoyo market traders in Malang and (4) the income level of dinoy market traders in Malang is influenced by product quality. The variables of capital, length of operation, working hours, location, and product quality have a significant influence on the income variable.

From the results of the determination coefficient test above that the value of R2 in this study is 99,7%, this means that capital (X1), Location (X2) and Working Hours (X3) have an influence on trade income (Y) which is 99,7% and the remaining 1,3% is influenced by variables that are not examined by the author. Because the R2 value is above 0,50 and tends to produce a perfect value, it can be concluded that the ability of the independent variables (independent variables) in explaining the variation of the dependent variable (the dependent variable) is very strong.

**CONCLUSION**

Based on the results of the research contained in the discussion, it can be concluded that the final conclusion from the research on the effect of capital, location, working hours on trading income at the Surade traditional market, Sukabumi Regency is as follows: It can be seen from the t-test test above, that the calculated t-value for capital ( X1) is 20.336, with a t table of 1.666, which is obtained from calculations using the TINV function in Microsoft excel 2019 namely t table = TINV(0.1,70), because 20.336 is greater than 1,666 then H01 is rejected and Ha1 is accepted. Judging from the significance value of 0,000 < 0,05 it can be concluded that capital (X1) has a positive effect on trading income (Y).

While the calculated t value for Location (X2) is 1.754 with a t table value of 1.666 which is obtained from calculations using the TINV function in the Microsoft Excel 2019 which is t table = TINV (0.1,70), because 1.754 is greater than 1.666 then Ho2 is rejected and Ha2 is accepted. Judging from the significance value of 0,003 at a significance level of 0.005, the significance value is 0,003 < 0,05 So it can be concluded that the location (X2) has a positive and significant effect on trade income (Y).

And for the calculated t value for working hours (X3), which is l0.108 with a t-table value of 1.666 which is obtained from calculations using the TINV function in the Microsoft Excel 2019 which is t table = TINV (0.1,70), because l0.108 greater than 1.666, then Ho3 is rejected and Ha3 is accepted. Judging from the significance value of 0,000 at a significance level of 0,005 the significance value is 0,000 < 0,05 So it can be

concluded that working hours (X3) have a positive and significant effect on trade income (Y).

From the results of the f test calculation above, the calculated F value for Capital (X1), location (X2) and working hours (X3) is 6664.361 with F table 1.666 which is obtained from calculations using FINV on Microsoft Excel 2019 namely F table = FINV ( 0.1,70), because 6664.361 is greater than 1.666 Ho3 is rejected and Ha3 is accepted. Judging from the significance value of 0.000 at a significance level of 0,05 Then 0,000 < 0,05 So it can be concluded that Capital (X1) Location (X2) and Hours of Work (X3) together have a positive and significant effect on trading income (Y). ). Seprianus Jowa (2021) Effect of Capital, Length of Business, Hours of Work, Location and Quality of Business Products on Income of Dinoyo Market Traders in Malang City "(1) that capital harms the income of dinoy market traders in Malang City, (2) company age affects the level of income dinoy market in Malang, (3) that working hours affect the income of dinoyo market traders in Malang and (4) the income level of dinoy market traders in Malang is influenced by product quality. The variables of capital, length of operation, working hours, location, and product quality have a significant influence on the income variable.

From the results of the coefficient of determination above that the value of R2 in this study is 99,7%, this means that capital (X1), Location (X2) and Working Hours (X3) have an influence on trade income (Y) which is 99,7% and the remaining 1,3% is influenced by variables that are not examined by the author. Because the value of R2 is above 0,50 and tends to produce a perfect value, it can be concluded that the ability of the independent variables (independent variables) in explaining the variation of the dependent variable (the dependent variable) is very strong.

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