

WORKING RELATIONS BETWEEN COLLECTOR TRADERS AND FISHERMEN GROUPS IN BULUKUMBA REGENCY

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Abstract

Until the fisheries field is the Bulukumba nation's ancestral root, the habits of the people of the Bulukumba Regency about local culture are still retained. A written contract did not govern the working relationship between hunting fishers and Ponggawa in the Bira coastal region. This situation produced the superiority of Sawi in the economic system by Ponggawa, including the arrangement of the sharing of production and wages. This study aims to decide the working relationship between Ponggawa and the fishers/Sawi in their work as fishermen and the factors influencing fishers' household welfare. This study was performed in Bira, his seat in South Sulawesi's Bulukumba Regency. The informants in this sample are fishermen who are part of the Bira party of fishermen, merchants, collectors, and many officials of the Bira administration. The approach used in this analysis is qualitative-descriptive, which relies on the consistent declarations of the informants. Literature analysis, evaluation or evaluation, and in-depth interviews are among the data collection methods selected. Domain analysis, taxonomic analysis, compositional analysis, and cultural themes analysis are the data processing methods used in this study. The findings revealed that: 1) the working partnership between fishers and collectors is seen from the perspective of continuity that is considered to run well; 2) the interest and protection aspects of the partner are considered to run well; and 3) aspects of the long-term partnerships that fishers and collectors create are often marked by reciprocal respect for each other and by shared respect for each other.

Keywords: Working Relationship, Collector Merchants, Fishermen, Bulukumba Regency.

Introduction

Modernization is frequently perceived as a method of regeneration, productivity, and quality enhancement. Modernization is not necessarily in tune with society's readiness for reform. In some instances, modernization also causes a cultural latency, which, as a result of cultural components traveling at an unbalanced pace, causes people to encounter cultural differences. People who already have poor connectivity are affected by distance. Small fishers with insufficient resources, connectivity, and no development facilities are disadvantaged and have few opportunities and

choices (Latief et al., 2021; Rachman et al., 2020).

In the Bira coastal region, small-scale fishers are in a precarious position in terms of development and market chain review. Much of the coastal Bira lives by deciding to go to the Rumpon fisherman's boss, Ponggawa, or become manual laborers at Bajo's port. In terms of wages, becoming a manual laborer is comparatively inferior to fishing. Therefore, the first alternative (joining the Ponggawa boat) is still preferred mainly by small fishermen to make a living. Rumpon is a modernization of fishing systems and equipment that has brought about drastic improvements, especially in

growing yields for fishers (Hasbi, Sukimi, et al., 2019a; Sahabuddin et al., 2019a; Umar et al., 2019). However, due to the high cost, only Ponggawa can increase the development of Rumpon.

Rumpon only sometimes works. On occasion, the chains attached to rocks were drawn into the sea's waters as ballast. Still, since the seawater was lower than the chain's length, the underwater Rumpon would unexpectedly be swept away by the ocean currents (Hasbi et al., 2020; Hasbi, Sukimi, et al., 2019b; Sahabuddin et al., 2019b). When the Rumpon is packed with imported quality fish, a Rumpon owner can get a door prize with a turnover from tens to hundreds of millions of rupiah. Indeed, the various advantages received by Rumpon owners are possible since, sometimes, each ship owner has at least hundreds of Rumpon. At multiple stages, they partnered with other investors to install Rumpon. In the meantime, the little fishermen, the Sawi, are not even permitted to know the price of each fish they capture.

This is another reason why, at auction, fish can not be sold. Therefore, the fish sold to Pagandeng (fish vendors that use bicycles or motorcycles across the city) who enter the markets are the crews who are compelled to sell them to get home some cash at home for their everyday needs (Hasbi, Pulubuhu, et al., 2019; Toleng et al., 2013). The word 'Tikkeng Tolo' is used by people on the eastern coast of Bulukumba to refer to the monopoly conducted by the Ponggawa. Ponggawa dominates the Coastal Economic Structure. Leppe 'Turo' (of the fishing season, generally counted as 14 days while the moon is complete) is the payroll scheme for fishing laborers.

Moving on from the above description, this study wants to see how small-scale fishers can be empowered without relying on Ponggawa. At the same time, it is understood that a Ponggawa individual can employ five to seven fishermen to run their company. As a result,

sure small anglers, including the industry and profits, can disentangle themselves. Their inability to access such items disrespects their position in pursuing Ponggawa. Job relationship analysis study has yet to be seen and used frequently in science journals, so this paper needs to see and learn how to successfully map the relationship between Sawi and Ponggawa and offer solutions to the problems studied.

Literature Review

Fishers

Fishers are a group of people whose lives rely directly on marine goods, either by capturing or farming them (Hasbi et al., 2019, 2022; Yusuf et al., 2020). In general, they live on the beach, a suburban area close to where their practices take place. Law No. 45 of 2009 on the amendment of Law No. 31 of 2004 on fisheries Point 10 of Article 1 describes fishers as individuals whose livelihoods are fishing. Meanwhile, small-scale fishermen (Article 1 Number 11 of Law No.45 of 2009) say that small-scale fishers are the people whose livelihoods are used by the largest fishing vessel weighing 5 GT (gross tonnes) to fulfill their everyday needs.

Fishers are described by the Directorate General of Fisheries (2000) as actively engaged in fishing operations (other aquatic species, aquatic plants). People who only work, such as making nets, are not classified as fishermen, even though they do not catch explicitly, including equipment in the boat/boat. The Indonesian Encyclopedia describes fishers as livelihoods, including individuals actively engaged in fishing operations, either directly (spreaders and net users) or indirectly (such as sailboat helmsmen, captains of motorized fishing vessels, ship engineers, and cooks of fishing boats).

In this definition, households whose main occupation is not fishing but which use fish as material for the development method are not

listed as households of fishers (Masrullah et al., 2021). Likewise, fish dealers are not known as fishermen, even if they live on the beach. Fishers are different from farmers of ponds. The basic distinction is that fisheries use the coastal region as employment, while fisheries control swamps, ponds, rice fields, fish, and other fishery goods. (2005, Mulyadi: 171). Fishers are not one person but are made up of many classes.

Sawi

Sawi was losing everything, including his own, while at sea. However, if they have an accident at work, there is simply no dialog with Ponggawa. Before the ship docked at the port, there was a danger of never even getting off. Not all FADs will automatically be harvested. Some FADs have to assess the ability of the fish to be caught for productivity consideration. For that purpose, a member of the mustard must dive several meters under the water, ensuring that the ropes are securely connected, and the most important thing is the school of fish to be harvested (Masturi et al., 2021).

Sadly, Sawi dives without supplies. Since it is part of the work, they dive. It is risky to risk diving. The confession of some of the Sawi participants claimed that all of their mates had hearing issues due to repeated dives. Some of their unfortunate comrades could not battle the intense waves that unexpectedly struck their bodies below sea level when swimming (Tamsan & Yusriadi, 2022; Yusriadi & Cahaya, 2022). Victims who died when they were swept away were also not addressed to uphold Ponggawa's good reputation. Even their funeral is carried out at night to escape the public's attention and the administration.

The diver's tragic tale is also part of the breakdown of the Bira coastal community's economic structure. They all died in vain, buried in the night to escape the public's attention. Scuba divers are locals who do not have the money for fishing gear (boats), so they

focus entirely on irresponsible action, diving without sufficient safety gear.

More often than not, it is heard that people who drown due to diving disappear (Cahaya et al., 2022; Mustafa et al., 2020). Their family also earns Ponggawa payments on land, although it is difficult to immediately erase the pain of losing a family backbone. Without assured job protection and Tikkeng Tolo, the payroll problem emerges because a written work contract does not control the work process and the relationship pattern between Ponggawa and Sawi.

There was no written contract of employment between Ponggawa and Sawi, so the role of Sawi was very prone to coercion and was always at a disadvantage in terms of time and pay. The presentation of a job contract involves approaches from diverse backgrounds, given that for decades the Tikkeng Tolo tradition has become a pattern of life for the group. The study formula is intended to find signs and variables that affirm the history of Tikkeng Tolo and the unjust economic system of the coastal society of Bira.

Research Method

This analysis uses an approach that is qualitative-descriptive. This approach aims to consider the symptoms resulting from the exchange between fishers (Sawi) and collectors (Ponggawa) communities. This trade usually looks at the relationship between the patron and the customer, in which a mutually beneficial exchange occurs. Simultaneously, the qualitative approach works with current substance actions and circumstances to gather informants' comments. This study was performed in Bira, his seat in South Sulawesi's Bulukumba Regency. This location's selection is driven because there are still problems between Sawi and Ponggawa in this location. The separate access to each of them adds to the need for this location to examine the working relationship between collectors' traders

(Ponggawa) and current fishing groups (Sawi). The informants in this research are fishermen who are part of the Bira Fishermen's Community. This fishermen community is also the main informant in this research, so there are traders and collectors, traders who, because of the context to which they have access, collect as informants. The last informant part of this study was, as were other government officials in Bira.

Several things are protected by the data collection methods selected. The first are literature references, insights or findings, and in-depth interviews. Not far from Spradley (1980), the data analysis methodology used in this research uses domain analysis to see and analyze the general image of the social condition. The second is a taxonomic review of the sample to include deeper domains of previously collected general data. The three compositional studies show the resemblance of some attributes, habits, and behaviors. The fourth research is to find cultural themes in this review to find a common thread and incorporate the new domains.

Result and Discussion

In this analysis, the presentation of data is data derived from interviews, particularly in the form of questions and answers between researchers and informants. Direct notes and other records that support this investigator were taken at the test site. The research findings that are closely related to the subject of the problem under study, namely the working relationship between traders and groups of fishers in the Bulukumba Regency, will be listed below. In this report, interviews were performed at two venues, the Lonrae fish auction, and the Bira fish auction. In this study, the guide for the classification and description of the working relationship between Collector Traders and Fishermen Groups in Bulukumba Regency is based on Robbin's indicator, which describes that there are three factors in the working relationship, namely (1) consistency, (2)

partner care and safety, and (3) long-term relationship. The presentation of the interview data collected from the informant, based on the problem-focused working arrangement between traders and fishing communities, describes the data collected as follows:

Consistency

To accomplish something that is a target, persistence is an approach that is firm in one position and unshakable in overcoming multiple obstacles (Nurman et al., 2022; Shin et al., 2022). It is not easy to generate a consistent attitude in carrying out professional practices. It needs positive attributes that endorse the need for continuity in attitude, punctuality, and pricing in the working relationship between collector dealers and fishers.

It takes a firm, safe, and firm mindset to maintain continuity. A consistent mindset is required in a cooperative relationship between fishers and collectors and is not easy to shake. Concerning the consistency of attitudes, the findings of interviews with AM collectors at TPI Bira stated:

"As a collector, I still behave consistently; personally, I recognize that it is often difficult for fishermen to locate collector traders who want to colonize their fishing goods, because personally if I already have one fisherman to whom I subscribe, I would not move to another one."

Besides, the findings of the TPI Lanroe interview with AH collectors clarified that:

"The collector traders have a consistent mindset here since we only supply fish from servants who are already customers and our respective customers are open to each collecting trader here."

They never break the relationship of unilateral cooperation, and vice versa, fishermen, too, do not break the relationship of unilateral cooperation, even though some sell higher fish

prices. From the above two claims, it can be shown that both the TPI Bira and Lanroe collector traders were very consistent where traders purchase fish only from fishers who are already customers. And despite the lower offers, it is not easy to turn companies.

To explore this more closely, the researcher conducted interviews with many fishermen in the Bulukumba area, one of which was an interview with EB, a fisherman in Lanroe Village who stated:

"Here, collectors have several fishermen who are not just one customer. Fishers, but if they have new customers, they will not automatically cut off cooperation with the old customers. We will delete cooperation with the old customers."

Besides, the brother of IR, a fisherman from the Bira Village, added that

"as long as I was a servant here, there would never have been a one-sided end to collaboration between collectors and fishermen, if they had stopped working together, talks would have taken place beforehand, even in general, collecting traders would locate fishermen who are other collectors before they stop where they are'.

Based on all of the above, it can be inferred that both traders and collectors are consistent. If there is a collaboration between the two sides, they will remain loyal to have talked if there are changes, and the collaboration will be broken off.

Another factor of continuity that is important in the working relationship between merchants and groups of fishers is time continuity. In this connection, an interview was conducted with the IR brother, a fisherman from the Bira Village. "On rent."

Besides, an interview with GB fishermen from Bira Village

"We already know when the auction days are being conducted so that before the schedule arrives, we have returned from the sea with the results of the fishing rod so that it can be easily picked up by the collector and taken to the site. Auction to ensure that the standard is still good'.

The same thing was also said by MI fishermen from Bira Village that:

'we have been fishermen here on average for a long time, so we have to carefully determine how long we spend fishing to return on time before the day. The auction begins even if there is a pause, normally due to weather or wave conditions, collectors are rarely late in catching fish from us'

The three claims referred to above can be inferred if the fishermen have measured the time needed to return to shore. There is also no pause in the process of exporting fish at the market. First, we will discuss how to assess the pacing of the collector. For this cause, an interview with AR collectors at TPI Lanroe clarified that

"the fishermen are already experts here, so long as the natural conditions are not a concern, they will certainly return easily from fishing, which is a good thing so that the fish stocks we carry to obstruction are also adequate."

Besides, MH, a collector at TPI Lanroe, said,

"If the fishermen who work with me have never faced delays because most of them are clever in measuring the time they return from fishing so that the fish they catch are not too long in the water. Boats, but when we sold it to the auction, the fish was still in good shape'.

A slightly different comment on timeliness was made by the ST collector at TPI Bira that 'if the issue of delaying the time for fishermen to return from fishing is more due to natural circumstances, but there are still some fishermen who are still taking a long time to go

to sea because of various reasons, if it is so certain that the return will take longer, even if it is easy, yes. Through all the reasons above, it can be inferred that both fishermen and collectors are attempting to preserve the continuity of time. Time stability is one of the most important aspects since the fish's quality will drop over time. If this is the case, it would be impossible for the collectors to sell the fish at the auction, which would, of course, be harmful to all parties.

Apart from consistency in attitude and timing, another factor that needs to be noted is consistency in pricing. In fish trading, merchants who set the price are typically collectors. That is why an interview was conducted with an AM collector at TPI Bira.

'I myself, when selling at the auction, changed the price to the purchasing price offered by the fishermen, using that price'.

The management of the operation. The AH collectors explained the above two comments at TPI Lanroe

"We also can not decide prices carelessly, not that the buying price from the fisherman is low, we will sell costly at the auction because for price calculation there is control from the department so that we can not sell at a price that is too low for the others if it is too high. The price is complicated because we are confident that the fish can sell for a long time."

Besides, an interview was conducted with GB fishermen from Bira Village that:

"if I determine the price myself, I believe in collecting traders because they know all about the market price, but I have asked other fishermen friends what price their collectors are asking for and the price is the same, there are some that are different, but the gap is not that high."

Based on the findings of studies on the working relationship between fishers and collectors,

seen by the consistency angle that is known to be well-functioning, this is shown by the consistency of fishers in the availability of prices that fish collectors can afford and also by the consistency that they can afford to subscribe to each other.

Treatment and well-being of spouses y

Having a strong working relationship is both positive and very useful in establishing a secure working atmosphere. Getting strong co-workers around indicates that we are successful enough to have a working friendship with them. Showing you care in small stuff will be the first step towards a stronger working relationship. Care displayed will also serve to ensure the partners' well-being so that the working partnership will continue indefinitely.

The working relationship between collectors and fishers will take the form of an exchange of knowledge and shared concern between collectors and fishers. An interview with IR fishers from Bira Village was conducted for this cause.

"The collector traders who work with me are pretty good. Before I go to sea, they usually come home and offer details about what kind of fish they're searching for now so that I can focus more on locating these fish so that I can both make greater profits."

The MI fishermen made a related declaration of the Bira Village that.

"The traders' attention to us, the fisherman, normally when a lot of fish is being sold, the collectors will come home and bring us the fuel for the ships, normally they will also give us details about how to measure the conditions at sea so that we have the arrangements."

Besides, the comment made by AM collectors at TPI Bira

"The fishermen and we have been working together for a long time, of course, we can defend each other, and if we do not get a

warning between the fishermen and us, particularly when it comes to price fixing, because if the price is too poor, we can even be reprimanded for harming the market price."

HS has made a further comment that.

"The most important thing we have done so far is to defend one another's protection from income rivalry, because of the huge number of fishermen and collectors, because this is sometimes the case with a huge number of groups of offenders who are not liable with supplying information or problems to one of us, sometimes creating friction."

Work protection is also critical for fishers and collectors, especially the danger from groups of people who do not want to see progress in others or the degree of competition in sales. Therefore, to escape all these unpleasant things, it is safest if fishers and collectors are given information about a fisherman or collector's badness and about the selling price of the fish to be sold. It is better to cross-check or validate in advance. To citizens who have been followed to comply with the information, they have got. From all of the above, it can be seen that there is a concern between collectors and fishers. This is really well so that the cooperation can run seamlessly and eventually.

From the research results, which indicates the working relationship between fishers and collectors, the aspects of the care and welfare of the partners are considered to have gone well. This is shown by the loving attitude of each fisher and also of the collector. This concern aims to improve ties with each other and provide information on the market price of fish, information on raw materials for fishers (fishing gear, trawl, and so on). Each community must be committed to fostering healthy and successful working relationships for a long time to come.

Long Term Relationship

Long-term partnerships will arise if, throughout the block, the arrangement is still in effect, and there is also fairness between the two parties. For this reason, an interview with EB fishermen from Lanroe Village clarified that

"so far all of them are in compliance with the deal, including the market price, we already know, since previously there was a deal that this fish would be sold at what price."

The findings of the MT interview clarified that

"so far we've always had a decent friendship with the fishermen and we've never misled the fishermen or compared one fisherman to another."

Besides, an interview with GB fisherman from Bira Village

"I have come to Laelang to see the sales process there, and it is real that the price of my fish is sold at the price that has been reported, the collectors here are on average truthful."

An interview with AM collectors at TPI Bira was conducted to explain the above opinion.

"For the exact price, we are truthful. All are in line with the previous conversation. The fishermen here are also truthful. They always tell you which fish conditions are good and fewer. good, and also always catch fish according to demand."

Ensuring the fishers' success and the collectors in Bulukumba, it is essential to have a long-term cooperative relationship, regardless of some cooperation. The results of an interview with MT which claimed that

"There are also collectors who are not successful and, if there is one, of course, they will not be able to last a long time with the fishermen here. Because we fishermen are willing to work together to sell fish without

losing the market price and losing other people's relationships."

The interview continued with US fish collectors that

"we fish collectors are still seeking to maintain a long working relationship with fishermen and not hurt each other, and we are also advising each other of the collectors of fish not to do something that violates or disrupt the structure of trade of fish in the Bulukumba Area."

Through all of the above, it can be seen that the fishermen and the collecting merchants maintain mutual trust such that the partnership established can last a long time. The working relationships based by the fishermen and the collectors are often marked by mutual respect and mutual support for benefits.

In the working relationship between merchants, gatherers, and fishers, there is fairness in the working relationship. It can be seen by the collector merchants who breed the fish according to the negotiated price. Secondly, the fishermen are always truthful about the condition of the fish they capture. Besides, the fishers always aim to fulfill the amount of fish requested by collector traders and even the fu.

Consumer demand is very much linked to the actions of fishers using fishing ports. With the distribution of benefits of fishers' actions, the actions of cooperating in associations and cooperatives (Tamsah et al., 2021; Yusriadi, Awaluddin, et al., 2022; Zacharias, Rahawarin, et al., 2021; Zacharias, Yusriadi, et al., 2021). Marketing between skippers, capital owners, and a range of intermediate dealers. This mechanism is a continuity of socio-economic expectations. The social partnership between fishing groups and fish traders is an image of the social structure in which an exchange entity (services or money services) serves as a link. Such circumstances offer a monopoly on the part of the skipper, who works as the purchaser who controls the marketing and as the owner who hires the fishermen in the development

operations. Hence, the partnership between the skipper and his subordinates (fishermen) is still through the skipper's intermediary. The ease of the facility is also closely connected to the conduct of benefit sharing. This is because the family bond between the fishermen and the skipper's family is not that close. The current arrangement is restricted to a familiar arrangement that requires a loan. There is no duty or duty to dedicate himself to the skipper's family, even though the relationship between his husband and the skipper has been going on for a long time (Ginting et al., 2023; Ilyas et al., 2022; Yusriadi et al., 2019; Yusriadi, Makkulawu Panyiwi Kessi, et al., 2022).

Cooperation is essential since cooperation is a means of mutual aid to support one another as long as cooperation is not in the means of sin and enmity. Islam has trained and ordered all its adherents to cooperate and support in some way in social life that has meaningful qualities for better group life in the future. Therefore, to support the advancement of the Bulukumba Regency position and the development of increased profits for fishers and collectors, it is better to cooperate by upholding the values of transparency, solidarity, and even integrity in achieving common goals.

Conclusion

The working relationship between collectors and groups of fishers in Bulukumba Regency in this study is based on Robbin's predictor, which explains that there are three variables in the working relationship: (1) continuity, (2) partner care and welfare, and (3) long-term relationships. Presentation of interview data from informants, working relationships between traders and groups of fishers depending on the issue's focus. The results of the debate on this study are as follows:

1. Based on the findings of studies on the working relationship between fishers and collectors, seen by the consistency angle that is perceived to be well-functioning, this is shown

by the consistency of fishers in the availability of prices that fish collectors can manage and also by the consistency that they can subscribe to each other. The value of this continuity is to improve income from fishery goods and also to preserve good cooperation between fishers and collectors.

2. From the research findings showing facets of the treatment and welfare of the partners that are perceived to be working well, this is shown by each fisher's loving behavior and even of the collectors. This concern aims to improve ties with each other and provide information on the market price of fish, information on raw materials for fishers (fishing gear, trawl, and so on). Each community must be committed to fostering healthy and successful working relationships for a long time to come.

3. From the findings of studies showing facets of long-term partnerships, it can be shown that fishers and collecting merchants retain reciprocal confidence so that the cooperation that has been formed can last a long time. The working ties formed by fishermen and collectors are also characterized by mutual respect and mutual support for profit.

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