

ABSTRAK

Tempat Pelelangan Ikan (TPI) merupakan suatu tempat kegiatan jual beli ikan yang di dalamnya terdapat proses tawar-menawar harga sehingga diperoleh harga yang telah disepakati. Tujuan didirikannya TPI yaitu untuk membantu memasarkan hasil tangkapan serta melindungi nelayan dari permainan harga oleh tengkulak. Tujuan penelitian ini yaitu : (1) mengetahui peran TPI terhadap pelaksanaan penjualan hasil tangkapan ikan bagi nelayan. (2) mengetahui mekanisme penjualan ikan di TPI. (3) mengetahui mekanisme penjualan ikan pada *pengambe'*. (4) mengetahui perbedaan pendapatan nelayan non ABK dan nelayan ber ABK dalam 100kg. Penelitian ini dilakukan di Desa Puger Kulon Kecamatan Puger Kabupaten Jember. Penentuan lokasi dilakukan secara *pursposive method*. Metode yang digunakan dalam penelitian ini yaitu metode deskriptif dan kuantitatif. Pengambilan sampel dilakukan secara *quota sampling* sebanyak 25 responden nelayan non ABK dan 25 responden nelayan ber ABK. Analisis data menggunakan : (1) analisis pendapatan, (2) analisis uji-t. Hasil penelitian menunjukkan bahwa : (1) TPI tidak berperan karena nelayan non ABK sebanyak 56% beranggapan tidak berperan. Sedangkan nelayan ber ABK sebanyak 84% beranggapan tidak (2) mekanisme penjualan TPI, sortasi di kapal-pengangkutan-endaratan di TPI-penimbangan-proses lelang-pembayaran pemenang lelang-pemotongan retribusi-pendapatan. (3) mekanisme penjualan *pengambe'*, sortasi di kapal-endaratan di pinggir dermaga-perkiraan berat ikan-penetapan harga-pembayaran hutang-komisi *pengambe'*-pendapatan nelayan. (4) terdapat perbedaan pendapatan yang signifikan antara nelayan non ABK dan nelayan ber ABK, pendapatan nelayan non ABK Rp. 818.569/100kg, sedangkan nelayan ber ABK Rp. 291.158,87/100kg.

Kata Kunci : mekanisme, pendapatan, peran TPI.

ABSTRACT

Fish Auction Place (TPI) is a place for buying and selling fish activity in which there is a process of bidding the price to get an agreed price. The purpose of establishing TPI is to help market their catch and protect fishermen from price processing by middlemen. The aims of this research are: (1) To find out the role of TPI in selling fishermen's catches. (2) knowing the mechanism of selling fish in TPI. (3) knowing the mechanism of selling fish to pengambe'. (4) knowing the difference in income of non-ABK fishermen and fishermen with 100 kg ABK. This research was conducted in Puger Kulon Village, Puger District, Jember Regency. Location determination is done by purposive method. The method used in this research is descriptive and quantitative methods. Sampling was carried out by purposive sampling as many as 25 non-ABK fishermen respondents and 25 fishermen with ABK respondents. Data analysis used: (1) income analysis, (2) t-test analysis. The results showed that: (1) TPI did not play a role because 56% of non-ABK fishermen thought they had no role and 44% thought they played a role. Meanwhile, 84% of fishermen with crew members thought they did not play a role and 16% thought they played a role. (2) The TPI mechanism, sorting on the ship-transport-landing at TPI-weighing-the auction process-payment for the auction participants-fisherman's income. (3) the mechanism of management, sorting on boats-landing at the edge of the wharf, setting the price-income of fishermen. (4) There is a significant difference between non-ABK fishermen and fishermen with ABK, the income of non-ABK fishermen is Rp. 818.569,78/100 kg, while fishermen with crew members Rp. 291.158,87/100kg.

Keyword : income, mechanism, role of TPI.