

## **The Effect Of Middleman Behavior to Economic Space on TPI Tawang, Gempolsek Village Rowosari District Kendal Regency**

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**Abstract** - Fish Auction Place is an economic space that has great influence for fishermen in marketing their catch so that fishermen can sell their catch as short as possible with good price and can create healthy market through pure auction. Based on Local Regulation of Kendal Regency Number 10 of 2010 concerning management and retribution of fish auction place in Kendal Regency, mention that to guarantee the balance of management of fish auction place in order to improve prosperity and standard of living of fisherman /coastal communities in Kendal District. However, in TPI Tawang area there is a problem that is middleman activity. The activity is very influential on the economic space TPI Tawang.

Based on the above problems, the researcher wants to know the influence of behavior middleman to economic space TPI Tawang Gempolsek Village. To achieve these objectives, several analyzes were conducted, among others, activities of middleman, economic space in TPI Tawang area and analysis of influence of middleman activity on economic space of TPI Tawang community of Gempolsek Village. In this research using qualitative descriptive approach rationalistic with middleman activity variable and economic space in TPI Tawang area. Stages done in doing this writing is through several stages, among others, preparation, primary or secondary data collection, processing and presentation of data, data analysis, and stage preparation of reports.

The conclusion of this research is middleman activity which is in TPI area of Tawang precisely at TPI Tawang dock influence activity in economy room that exist in area of TPI Tawang. The influence of middleman activity in Tawang TPI area can be seen from the activity system which can cause the decrease of activity and the decrease of economic space activity in Tawang TPI area.

**Keywords:** *Fish Auction Place, Middleman, Activity, Economy, Coastal, Space*

### **1. Introduction**

Fish Auction Place (TPI) is a place for fishermen to market their catch. The fish auction site also has the main objective of attracting a number of fish consumers so that the fishermen can sell their catch easily and get a good price and can create a healthy market through a pure auction. In addition, TPI has a main function as an infrastructure supporting fishermen activities to conduct fishing activities in the sea, handling and processing of fish catch and marketing for fish catches as well as a place to conduct fishing boat supervision.

Gempolsek Village as one of the coastal areas of Kendal Regency has considerable maritime potential. One of them is the presence of TPI (fish auction) Tawang. In addition there are trading activities and processing of marine products, but still not grow optimally to support the community's economy. As a result, there are economic problems that are low and uncertain.

The Importance of Research the Influence of Behavior Middleman against Economic Space of TPI Tawang Gempolsek Village because of the existence of middleman around TPI Tawang in Gempolsek Village has the potential to trigger problems both

from economic, social and economic space. In fact, however, fishermen are heavily dependent on uncertain sea catches, as well as capital through a debt bondage system that harms them. As a result raises the main problem of the decrease and increase activity in the economic space in the area of TPI Tawang. It has a direct impact on the economic space of the local community.

## **2. Theoretical Basis**

The limitations of the materials that are the focus of this research are the system of activity and the system of setting (space) by using behavior mapping theory. While the theory used as Limitation of discussion among others as follows:

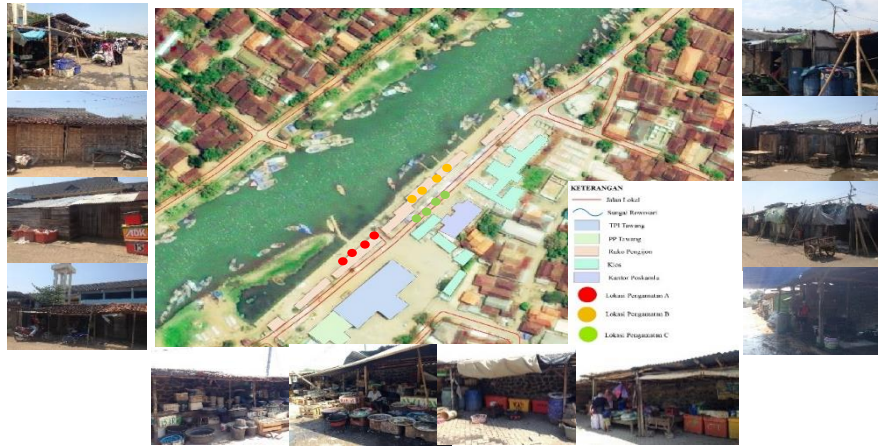
1. Analyzing the activity of middleman in TPI Tawang Desa Gempolsek, this analysis is done to know the activity of middleman from start kind of activity, activity form, place/ location of activity, perpetrator activity and activity time. This analysis was obtained by observation and interview.
2. Analyzing the economic space in TPH Tawnag Desa Gempolsek, this analysis is done to know the economic spaces in TPI Tawang. This analysis is done by observation and interview, then the result of observation is poured into the plan of economic space.
3. Finding activity middleman TPI Tawang to economic space Gempolsek Village, this analysis is done after knowing middleman activity in TPI Tawang. the effect of decreasing and increasing activity on economic space is also discussed in this analysis. This analysis is done by observation and interview.

## **3. Methodology**

The research method used in "The Influence Behavior Middleman Against Economic Space TPI Tawang Gempolsek Village" is a deductive method with descriptive approach qualitative.

## **4. Data and Analysis**

Middleman activity is an illegal activity, because it is not in accordance with the local regulation no.10 of 2010. This activity is done on the river Kutho precisely in the dock TPI Tawang. Fishermen middleman builds small shop to conduct transactions with fishermen owner (fisherman labor) to conduct a system of buying and selling of fish catches at a price determined by middleman. The following analysis of the influence of behavior middleman TPI Tawang Against Economic Space Village Gempolsek:



Source: Observation, 2017

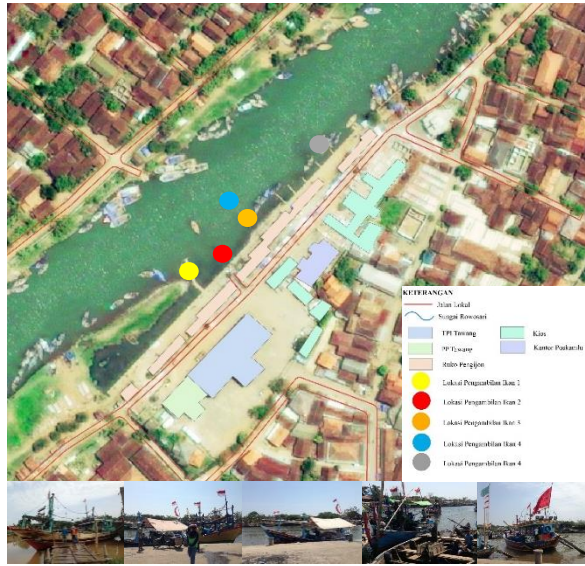
**Figure 1:** Map of Middleman Observation Locations



Source: Observation and Analysis, 2017

**Figure 2:** Location Mapping of Capital Giving Activity

Based on interviews from twelve resource persons there are four middleman that provide capital in the form of money, while the other middleman provide capital in the form of ships. This capital-giving activity is done by middleman as a giver of capital and fisherman labor as a borrower of capital to go to sea.



Source: Analysis, 2017

**Figure 3:** Location Mapping of Fish Catching Activity

Based on observation fishing activity is done at noon-afternoon. This activity is more dominant done at 14.00-15.00. After the workers took fish from each fishing boat, the fish that had been put in a large container were brought to the middleman kiosk to be sorted by type of fish.



Source: Analysis, 2017

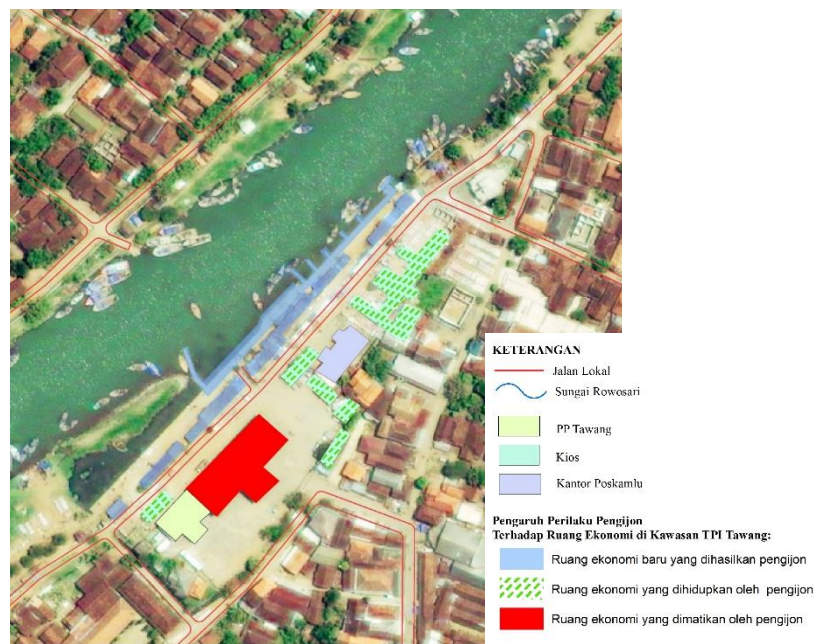
**Figure 4:** Mapping of Fish Marketing Activity Location

Based on the results of interviews with middleman fish catch is usually marketed to the Village Tambaksari, Bulak, Kendal even to Tegal and Jakarta. Fish that have been sorted by type will be marketed middleman employees inside and outside the TPI.



Source: Analysis, 2017

**Figure 5:** Economic Space Map at TPI Tawang



Source: Analysis, 2017

**Figure 6:** Map of Effect Behavior Middleman against Economic Space

## 5. Conclusion

Based on the analysis of activity and economic space can be known influence Middleman behavior can generate new economic space in TPI Tawang area. In addition, pengijon activity can also turn on and off the economic space in the area of TPI Tawang. Here's the explanation:

#### **A. Economic space generated by middleman**

- Fish landing activity conducted by pengijon at TPI Tawang docks cause fish landing space to be an economic space. This is due to the activity of economic transactions between the workers and middleman.
- TPI Tawang pier should be used for fishing landing activities, but with the existence of a middleman that requires space to sell with consumers causing middleman to build kiosks to sell. It can be seen that TPI Tawang pier becomes economic space because there are pengijon that do economic activities such as selling fish with consumers, buy the catch of fisherman workers.
- The existence of pengijon activity at TPI Tawang dock caused the community to open a food stall in the dock. There are two food stalls in the dock. The food stall is also an illegal building.

#### **B. Economic space turned on by middleman**

- Activity middleman in providing capital to fishermen affect for kiosks / food stalls in TPI Tawang. the number of fishermen who are unable to cause fishermen can not buy daily necessities, but with the provision of capital to the fisherman who is not able to indirectly affect kiosks / stalls in the TPI. This is because fishermen have the cost to buy the daily needs of the capital provided by middleman.
- Activity pengijon at the docks to grow a new economic space that is a food stall in the TPI dock Tawang. This food stall can meet the needs of pengijon and fishermen who are doing daily activities.
- Activity pengijon at the docks to grow a new economic space that is a food stall in the TPI dock Tawang. This food stall can meet the needs of middleman and fishermen who are doing daily activities. However, the stalls built by these residents are illegal buildings because they are located on river banks.

#### **C. The Economic Room is shut down by middleman**

- The activity of providing capital to the fisherman causes the fisherman to be bound by the agreement imposed by the middleman. This resulted in the fisherman unable to sell the fish catch to TPI but had to sell to pengijon with a lower price compared to following the auction in TPI. This can affect the existence of TPI space because fewer fishermen.
- The activity of this fisherman's fishing catch is done at TPI Tawang dock. with the behavior middleman directly on the dock for fishermen workers do not sell the catch to the TPI cause fishermen can not sell the catch to the TPI. This causes a decrease in activity within TPI Tawang.
- Fish marketing activities conducted by middleman also cause decreased activity in TPI and caused TPI to decrease the number of consumers who buy fish in TPI Tawang.
- The activity of the middleman has the same operating hours as the auction activity at TPI Tawang. In that case it can be seen that the activities of middleman that together with TPI can affect the number of fishermen who enter the TPI to follow the auction.
- Fish catching activities carried out by the shippers result in increased activity on the pier. TPI Tawang dock is a space for landing fishing boats, but with the activity pengijon cause the dock to be crowded because many consumers who buy fish in middleman. In addition the dock is changed function into economic space, it is because there are activities of buying and selling fish.

- middleman market fish to several places namely fish salting house in TPI Tawang, Tawang market, and out of town. This fish marketing activity caused the economic growth in some places. However, the activities carried out by the pengijon also have an impact on TPI Tawang namely the decreasing of consumers who buy fish in TPI.

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