

## ABSTRAK

Pasar Pabean merupakan pasar ikan laut terbesar dan tertua di Kota Surabaya. Penelitian ini mengenai aktivitas kerja pedagang, aktivitas distribusi ikan laut dan variasi relasi sosial pedagang ikan laut. Metode penelitian yang digunakan adalah etnografi. Pengumpulan data kualitatif menggunakan observasi dan wawancara mendalam dengan pedoman wawancara pada 9 informan (6 juragan, 2 pemasok, dan 1 Kepala Unit Pengelola Pasar Pabean). Analisis data menggunakan analisis etnografi dengan Teori Ekonomi Personalisme Davis (1973). Hasil dari penelitian ini adalah pertama, aktivitas kerja pedagang ikan laut dimulai saat menerima kiriman pasokan ikan, lalu menjual ikan ke sesama pedagang maupun pembeli, menyimpan ikan laut, hingga melakukan pembayaran ikan laut. kedua, aktivitas distribusi ikan laut di Pasar Pabean secara umum yaitu jalur distribusi ikan laut dimulai dari nelayan melalui pengepul memasok ke pedagang besar. Selanjutnya didistribusikan ke pedagang eceran Pasar Pabean dan pedagang eceran dari pasar-pasar kecil di Surabaya hingga ke tangan pembeli. Saat banjir ikan didominasi ikan laut segar, dan musim ikan sepi didominasi ikan laut beku. Ketiga, terdapat 4 (empat) variasi relasi sosial pedagang ikan laut Pasar Pabean, yaitu: (1) relasi sosial antara juragan dan pemasok membentuk ikatan kerabat yang dilandasi oleh nilai saling memahami, saling membantu dan saling percaya; (2) relasi sosial antar juragan membentuk ikatan pertemanan yang dilandasi oleh nilai saling membantu dan saling percaya; (3) relasi sosial antara juragan dan bakul membentuk ikatan kerabat yang dilandasi oleh nilai saling memahami, saling membantu, dan saling percaya; (4) relasi sosial antara pedagang dan pembeli membentuk ikatan langganan yang dilandasi nilai saling percaya.

Kata Kunci: pedagang ikan laut, Pasar Pabean, aktivitas kerja, aktivitas distribusi, relasi sosial, ikatan, nilai dan norma.

**ABSTRACT**

Pasar Pabean is the largest and oldest marine fish market in the city of Surabaya. This study concerns the work activities of traders, the activity of the distribution of marine fish and the variation of social relations of marine fish traders. The research method used is ethnography. Qualitative data collection uses observation and in-depth interviews with interview guidance on 9 informants (6 skipper, 2 suppliers, and 1 Head of Pasar Pabean Management Unit). Data analysis using ethnographic analysis with Personal Economics Theory Davis (1973). The result of this research is firstly, the activity of marine fish traders begins when receiving shipment of fish supply, then sells fish to fellow traders and buyers, save sea fish, to make payment of sea fish. Second, the activity of the distribution of marine fish in the Pasar Pabean in general is the distribution of marine fish starting from fishermen through collectors supplying to wholesalers. Furthermore, it is distributed to retail merchants of the Customs Market and retail traders from small markets in Surabaya to buyers. When fish floods are dominated by fresh sea fish, and lonely season of fish are dominated by clotted sea fish. Third, there are 4 (four) variations of social relationship of marine fish traders of Pasar Pabean, namely: (1) social relation between skipper and supplier form a bond of relatives based on the value of mutual understanding, mutual help and mutual trust; (2) social relation among skipper formed bond of friendship based on value of mutual help and mutual trust; (3) the social relations between the skipper and the small traders form the bonds of the relatives based on the value of mutual understanding, mutual help, and mutual trust; (4) social relations between traders and buyers form a bond subscription based on the value of mutual trust.

Keywords: marine fish traders, Pasar Pabean, work activities, distribution activities, social relations, ties, values and norms.