

# Pattern of client patron relationship between collectors and fisherman in Jantur Baru Village, Muara Muntai District, Kutai Kartanegara Regency

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## ABSTRACT

The purpose of this study was to determine the pattern of patron-client relationships with fishermen and collectors in Jantur Baru Village and to find out the problems encountered in patron-client relationships with fishermen and collectors in Jantur Baru Village. The pattern of the patron-client relationship in Jantur Baru Village is a general pattern of reciprocity in which the employment relationship agreement made by the patron and the client does not set a time limit for the return of capital provided by the patron, in this case the patron to the client, in this case fishermen. The problems encountered in the patron-client relationship in Jantur Baru Village are found in two perspectives. The problem from the point of view of collectors (patrons) is that there are fishermen who secretly sell their catch to other collectors and the problem from the point of view of fishermen (clients) is that the purchase price set by the collectors is deemed inappropriate by fishermen.

## INTRODUCTION

Kutai Kartanegara Regency is part of East Kalimantan Province, with an area of 27,263.10 km<sup>2</sup> and a water area of approximately 4,097 km<sup>2</sup>, geographically located between 115° 26' 28'' E – 117° 36' 43'' E and 1° 28' 21'' N – 1° 08' 06'' S. Kutai Kartanegara Regency is divided into 18 districts and 237 villages/sub-districts (Kutai Kartanegara Regency Marine and Fisheries Service, 2010). Muara Muntai District is one of the districts where part of the area lies along the riverbank, making many of its residents fishermen or fish farmers. The number of fishing households totals 3,167, consisting of public water fishery households and cage fishery households (UPT Fisheries and Marine Office of Muara Muntai District, 2019). Jantur Baru Village is one of the villages in Muara Muntai District where the residents work as fishermen and engage in fishing activities, fish processing (especially salted fish), and cage fish farming. Fishing activities are carried out in the Lake Jempang area. Generally, fishermen heavily rely on income from their catches, which they sell to meet their daily needs.

One of the adaptation strategies to overcome the economic difficulties faced by fishermen is establishing social relationships. These relationships often form patron-client ties. According to Scott, as quoted by Kusnadi (2000), a patron-client relationship is a specific type of relationship between two individuals, largely involving instrumental friendship. In this relationship, a person with a higher social status (patron) uses their influence and resources to provide protection or benefits, or both, to a person with lower social status (client). In return, the client provides support and assistance, including personal services, to the patron. Based on the above explanation, the researcher is interested in conducting a study in Jantur

Baru Village, focusing on the patron-client relationship pattern between middlemen traders and fishermen in Jantur Baru Village, Muara Muntai District, Kutai Kartanegara Regency.

## METHODOLOGY

### Research Time and Location

This research was conducted in Jantur Baru Village, Muara Muntai District, Kutai Kartanegara Regency. The study was carried out from June 2022 to May 2023.

### Sampling Method

The collection of middlemen traders (pedagang pengepul) was determined using a census method. According to Sugiyono (2017), saturation sampling is the technique of determining a sample when all members of the population are used as samples. Another term for saturation sampling is census, where all members of the population are sampled. Meanwhile, the fishermen samples were determined using the snowball sampling method. According to Lenaini (2021), snowball sampling is a sampling method obtained by rolling from one respondent to another respondent. Generally, this method is used to explain the social patterns of a particular community. As for the criteria that must be met for fishermen samples, they include active fishermen who sell their catch to middlemen traders, fishermen who engage in patron-client relationships with middlemen traders, and fishermen who are bound by business capital with middlemen traders who are being used as samples.

### Data Analysis

This research employs the qualitative analysis model by Miles and Huberman. Miles and Huberman (1992) outline three stages of qualitative data analysis:

1. Data Reduction: According to Sugiyono (2016, cited in Pratiwi, 2017), data reduction involves summarizing, selecting the main points, focusing on important aspects, and identifying themes and patterns.
2. Data Display: Sugiyono (2016, cited in Pratiwi, 2017) describes data display as presenting data in the form of brief descriptions, charts, relationships between categories, flowcharts, and similar methods.
3. Drawing Conclusions (Verification): According to Sugiyono (2016, cited in Pratiwi, 2017), drawing conclusions is the final step in a research period, providing answers to the formulated research questions.

## RESULTS AND DISCUSSION

Jantur Baru Village is located within the administrative jurisdiction of Kutai Kartanegara Regency, under Muara Muntai District. The village is bordered to the north by Bakung Village, to the south by Jantur Selatan Village, to the east by Jantur Village, and to the west by Tanjung Haur Village. The determination of boundaries in Jantur Baru Village is governed by Village Regulation No. 1 of 2012 and Regional Regulation No. 72 of 2005.

The topography of Jantur Baru Village consists predominantly of wetlands, with approximately 3,200 hectares of marshy areas. The village lies within a tropical climate zone, experiencing only two seasons throughout the year: the dry season and the rainy season, which significantly influence the local conditions in Jantur Baru Village.

## Overview of Patron-Client Relationship

Reciprocity involves mutual exchange between individuals or groups within a community (Sairin, 2002). It entails mutually beneficial relationships where there's giving and receiving, even in unequal conditions (Alwan, 2020). In Jantur Baru Village, reciprocity or exchange systems are evident in the patron-client social relationships.

The primary motive behind this reciprocity in patron-client relationships is to fulfill social and economic needs. This social function primarily involves the exchange of money, goods, and services to help fishermen in Jantur Baru Village adapt to economic fluctuations and pressures. Economic Aspects of the Patron-Client Relationship:

1. The patron, typically the middlemen traders, provides financial assistance to fishermen (clients) for their fishing activities.
2. The clients (fishermen) are obligated to sell their catch exclusively to the patron (middlemen traders).
3. The patron determines the selling price of the fish caught.

## Characteristics of Respondents

Based on interviews, patrons range from 23 to 51 years old, while clients are between 32 to 65 years old. All respondents are Muslims. Education levels range from elementary school to high school. All respondents are male, with fishing as their primary occupation. Patrons typically support an average of 3 dependents, while clients support around 2 dependents.

## Formation of Patron-Client Relationships in Jantur Baru Village

The formation of patron-client relationships in Jantur Baru Village is driven by the community's awareness in managing natural resources, especially in the fishing sector, which serves as a livelihood for fishermen. This relationship particularly benefits fishermen who lack complete fishing equipment or feel their capital is insufficient for fishing operations.

In Jantur Baru Village, there are 3 patrons, each with 2 to 3 client members. For further details, please refer to Table 1.

Table 1. List of patron's name and client's name

No.	Patron's Name	Client's Name	Duration of Relationship (Year)	Ownership Status
1	Samran	Rahmat	5	Personal
		Dansah	2	Personal
		Darmawan	3	Personal
2	Fahri	Asnawi	4	Personal
		Hadar	5	Personal
		Gupran	2	Personal
3	Masruni	Ahmadi	1	Personal
		Mukri	4 Tahun	Pribadi

The duration of patron-client relationships formed between middlemen traders (pedagang pengepul) and fishermen in Jantur Baru Village varies widely, ranging from 1 to 5 years. The ownership status of fishing gear and boats in these patron-client relationships is personal. Additionally, there are no familial relationships found between the middlemen traders and fishermen in these relationships, indicating that the bonds formed are not strongly binding. This contrasts with similar patron-client relationships often found in coastal fishing communities.

**Aspects of Buying and Selling, and Economics**

The details regarding the pricing of fishermen's catch in these patron-client relationships in Jantur Baru Village can be seen in Table 2.

Table 2. Data on Prices of Captured Fish Provided by Patrons

No.	Patron's Name	Fish Type	Highest Price (IDR/Kg)	Lowest Price (IDR/Kg)
1	Samran	Kendia	6,000	2,000
		Repang	12,000	8,000
		Sepat Siam	16,000	14,000
		Biawan	15,000	10,000
2	Fahri	Kendia	6,500	3,000
		Repang	12,000	9,000
		Sepat Siam	16,500	13,000
		Biawan	14,000	11,000
3	Masruni	Kendia	6,000	3,000
		Repang	11,500	7,000
		Sepat Siam	15,000	13,000
		Biawan	15,500	10,000

As for the types of loans provided by patrons, in this case, middlemen traders, to fishermen in Jantur Baru Village, they are in the form of money for purchasing fishing equipment, machinery, and boats. Fishermen are not burdened with a specific repayment deadline, meaning they can repay the borrowed money to the middlemen traders at any time. There is also no system of deductions or specific percentages taken by the middlemen traders from the fishermen's catch. The loan amounts provided by patrons to their clients, in this case, fishermen in Jantur Baru Village, can be seen in Table 3.

The relationship between patrons and clients (fishermen) in Jantur Baru Village is characterized by a pattern of mutual reciprocity. Based on interviews with middlemen traders (patrons) and fishermen (clients), it's evident that there is no fixed repayment deadline for the capital provided by the patrons (middlemen traders) to the clients (fishermen).

Economically, the patron-client relationship in Jantur Baru Village agrees on three main points:

1. The patron (middlemen trader) provides financial assistance to the fishermen (clients) for their business capital.
2. The fishermen (clients) are obligated to sell their catch to the patron (middlemen trader).
3. The patron (middlemen trader) sets the selling price for the fishermen's catch.

Table 3. Data on Loan Amounts Provided by Patrons

No.	Patron's Name	Client's Name	Loan (IDR)
1	Samran	Rahmat	5,000,000,-
		Dansah	3,000,000,-
		Darmawan	5,000,000,-
2	Fahri	Asnawi	5,000,000,-
		Hadar	4,000,000,-
		Gupran	5,000,000,-
3	Masruni	Ahmadi	4,000,000,-
		Mukri	3,000,000,-

The working relationship between patrons (middlemen traders) and fishermen in Jantur Baru Village involves agreements or contracts regarding rights and obligations for both parties. Based on the research conducted, the rights and obligations of patrons and clients in Jantur Baru Village are as follows:

#### 1. Patron's Obligations

The patron's obligation is to provide influence and ownership of resources to help protect and benefit the sustainability of the client's business. Specifically, the patron (middlemen trader) in Jantur Baru Village provides business capital to the fishermen who agree to cooperate in the working relationship.

#### 2. Client's Obligations

The client's obligation is based on agreements and is realized by providing reciprocal support and assistance to the patron. For the fishermen in Jantur Baru Village, this involves selling their catch to the patron with whom they have agreed to cooperate in the working relationship.

#### 3. Patron's Rights

The patron's rights include receiving income from the fishermen's catch sold to them. In Jantur Baru Village, the middlemen traders have the right to earn income from the fishermen's catches they purchase.

#### 4. Client's Rights

The client's rights include receiving business capital assistance from the patron for the sustainability of their fishing operations. These elements outline the dynamics of the patron-client relationship in Jantur Baru Village, emphasizing mutual benefit and cooperation under informal yet structured agreements.

### Issues in the Patron-Client Relationship in Jantur Baru Village

From the perspective of fish collectors (patrons), the issue in the patron-client relationship is that fishermen secretly sell their catch to other fish collectors. Interview results with respondents indicate that the cause of this issue is fishermen seeking higher profits by selling their catch to other collectors who offer a higher price.

From the perspective of fishermen, the issue in the patron-client relationship is the purchase price of fish set by the patron, in this case, the fish collector, which fishermen feel is not fair. Interview results with respondents explain that the purchase price of fish is determined subjectively by the fish collector in this patron-client relationship.

## CONCLUSION

1. The pattern of patron-client relationships in Jantur Baru Village follows a general reciprocity pattern, where the terms of employment between patrons and clients do not specify a deadline for repayment of the capital provided by the patron, in this case, the fish collectors to the clients, namely the fishermen.
2. The issues faced in the patron-client relationships in Jantur Baru Village are viewed from two perspectives. From the perspective of the fish collectors (patrons), the issue is that some fishermen secretly sell their catch to other collectors. From the perspective of the fishermen (clients), the issue is that the purchase price set by the fish collectors is considered inadequate.

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