

Implementation of retail gasoline sales in terms of Islamic business ethics (Study in Gading Cempaka District, Bengkulu City)

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ABSTRACT

Study it was found that (1) the implementation of retail gasoline There are two issues studied in this thesis, namely: (1) How is the implementation of retail gasoline sales in Gading Cempaka District, Bengkulu City (2) How is retail gasoline sales in Gading Cempaka District, Bengkulu City in terms of Islamic business ethics. The purpose of this study was to find out how retail gasoline sales are implemented in terms of Islamic business ethics in Gading Cempaka District, Bengkulu City. To reveal this problem in depth and thoroughly, the researcher uses a qualitative descriptive method which is useful for providing information, facts about the implementation of retail gasoline sales in Gading Cempaka District, Bengkulu City. Then the data is described, analyzed and discussed to answer these problems. From the results of this sales in Gading Cempaka District, Bengkulu City still violates Presidential Decree 15 of 2012. (2) Retail gasoline sales in Gading Cempaka District, Bengkulu City are not in accordance with Islamic business ethics because retail gasoline sellers do not understand and apply Islamic Business Ethics.

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1. INTRODUCTION

Ethics in general terms is a measure of good behavior. There are even those who argue that Islam is moral because it regulates all our behavior, from sleeping to waking up even to the economy, business and politics. Ethics or morals in business are the fruit of faith, Islam and piety based on belief in the truth of Allah SWT. Islam revealed by Allah is essentially to improve good morals or ethics.

The term ethics has many different meanings. Some say that ethics is a kind of study, both the activity of the study and the results of the study itself. Another opinion states that ethics is the study of morality. Meanwhile, morality is a guideline owned by individuals or groups regarding what is right and wrong, or good and evil in an action. 2. Although ethics is related to morality, it is not exactly the same as morality. Ethics is the study of moral standards whose main purpose is to determine standards that are right or supported by sound reasoning, and thus try to reach conclusions about moral right and wrong, and moral good and evil.

Business ethics is applied ethics. Business ethics is the application of our understanding of what is good and right for the various institutions, technologies, transactions, activities and businesses we

call business. Business ethics is the study of formal standards and how those standards are applied to the systems and organizations used by modern society to produce and distribute goods and services to be applied to the people in the organization.

Ethics in general is the ethical foundation of behavior which is used as a general guideline that is applied to elements in society. This ethic is a reference that is used by all activities carried out by individuals or groups, for example deceiving, taking the rights of others or stealing is an act that is not commendable (unethical). In the implementation of business ethics, there are several principles that are adhered to by business people based on natural norms and tendencies regarding human nature, which has a creative character and wishes to develop as a social being. So these principles can be broken down as follows: the principles of autonomy, honesty, good intentions and no malice, fairness, self-respect, attitude and commitment to ethics.

Some people or society argue that people who are involved in business should focus on seeking as much financial profit as possible in their business and not waste their energy or company resources to do good work in accordance with applicable norms.

In carrying out all activities, especially in the form of business activities, of course there are ethics that regulate so that these activities can lead to harmony and harmony among people. Likewise in the business world, ethics cannot be separated, namely business ethics. Business ethics are the rules governing business activities. In Islam there is also ethics in business activities.

Basically ethics (basic values) in business serve to help business people (in this case traders) to solve problems (moral) in their business practices. Therefore, in order to develop an Islamic economic system, especially in an effort to revitalize Islamic trade as an answer to the failure of the economic system, both capitalism and socialism, exploring basic Islamic values regarding trade rules (business) from the Qur'an and as Sunnah, is a sure thing to do.

Based on initial observations made in Gading Cempaka District, Bengkulu City, retail gasoline traders still have many traders who commit fraud in business and ignore Islamic ethics in doing business, including: reducing gasoline stocks to be sold to consumers, taking excessive profits, and so on. -other. From the results of an initial interview conducted by the author to a retail gasoline consumer named Rahmat Hidayat who said that when he bought retail gasoline on the side of the road, he felt that he ran out of gas quickly compared to buying gasoline at gas stations and the price offered was quite high even though the ratio was Rp. 1,000 or Rp. 2,000 set by the petrol retailer but he had some objections. So therefore, In this case, there is one consumer who said that he felt disadvantaged by petrol retail traders who cheated in selling gasoline by taking excess profits and reducing the stock of gasoline sold by consumers. Although not all petrol retail traders commit fraud, there are still petrol retail traders who commit acts that are contrary to Islamic business ethics.

2. METHOD

2.1 Types of research

The type of research in data collection is field research, which in this case conducts direct interviews with parties (retail gasoline traders), buys and then measures, compares gasoline sold by retail traders and adjusts whether retail gasoline traders carry out Islamic business ethics related in the Gading Cempaka sub-district, Bengkulu city, then supported by library research by examining books that have a close relationship with the formulation of the problem.

2.2 Data source

As a source of primary data, namely data obtained from research data both from observation and from interviews and observations in accordance with Islamic business ethics from retail gasoline traders and consumers. Meanwhile, secondary data was obtained from several gasoline retailers and consumers or from books that have a close relationship with the problem formulation or books on Islamic business ethics.

2.3 Data collection technique

In obtaining research data, the research used several data collection techniques including: observation (collecting data by observing, buying, measuring and comparing retail gasoline sold at roadside stalls to what extent is the implementation of Islamic business ethics in retail gasoline sales in Gading Cempaka District, Kota Bengkulu) and Interviews (This technique is used to collect data used to obtain oral statements through purposive sampling techniques interviewing informed sources (gasoline retailers and consumers) who can provide information to the researcher. A list of questions

has been prepared beforehand so that do not deviate from the problems being studied or discussed, and the respondents' answers were recorded and recorded).

2.4 Analysis Techniques

The analytical techniques used to draw conclusions are: For the framework of thinking used, namely deductively, it means that the thinking process departs from general knowledge and facts and then leads to specific knowledge.

3. RESULTS AND DISCUSSION

3.1 Analysis of the Implementation of Retail Gasoline Sales in Gading Cempaka District, Bengkulu City

Based on the results of direct research conducted by the author going into the field to research related to the title and the existing problem formulation, by interviewing sellers or buyers and going directly to the field to buy retail gasoline on several roads whether it is in accordance with Islamic business ethics .

The author chose several areas or areas in Gading Cempaka Sub-District which according to the author could have been fraudulent in the implementation of retail gasoline sales. The areas or areas chosen by the author are Jalan Indah Timur, Jalan Hybrid, Jalan Kapuas Raya, Jalan Mahakam, Jalan Pangerang Natadirja, Jalan Jenggalu. The areas chosen by the author are because the roads are quite large and in some of these roads there are quite a lot of retail gasoline sellers on the side of the road. This research was conducted for 2 weeks.

The process of buying and selling retail gasoline is carried out between sellers who sell retail gasoline (traders) and buyers who buy retail gasoline (consumers). The implementation of the sale and purchase is carried out between the seller and the buyer which indirectly has an agreement between the two parties, namely the seller and the buyer when the sale and purchase transaction occurs. In carrying out retail gasoline sales, several tools or equipment are needed before selling gasoline, namely bottles, decanters, tubes with hoses (pertamini), funnels and some wood or zinc to put the gasoline you want to sell.

The sale and purchase of retail gasoline is carried out on roadsides that are quite large or many motorists cross the road. In retail gasoline sales are usually put in a bottle, derigen or a tube with the help of a hose or funnel to make it easier to fill gasoline into motorbikes or cars in liters which will be sold to buyers by the seller. In retail gasoline sales, a retail gasoline seller previously purchased gasoline from a Public Fuel Filling Station (SPBU), even though the SPBU itself does not serve petrol purchases in derigen form. However, petrol retail sellers use motorbikes or cars to buy gasoline at gas stations. Like the results of an interview with Mr. Hata "if I buy gasoline using a 125cc thunder motorbike because the tank is big" or Mr. Iwan "if you buy gasoline using a car it can be a lot to fill up with gas so luckily it's pretty good" there are also those who use a 20 liter derigen like you Dadang "usually buy gasoline using a derigen even though it's not allowed, but at the Betungan gas station it is allowed"⁴⁵. After buying gasoline at a gas station retailer, the gasoline that has been purchased is transferred to a bottle or derigen using a hose.

In transferring gasoline to bottles or derigens, retail gasoline sellers usually do not use a one-liter measurement, but use a hose with an approximate measurement. As was the result of the interview with the gasoline seller: "if you measure it first in per liter of gasoline, it will be a hassle to just eat it right away" said Mr. Mintono, or from the explanation of Mr. Tarsono who said that "to move gasoline from the car's tank into the derigen using a hose, usually all the way to the bottom of the lid. derigen means already 6 . There were also those who used rice cans which was done by Mrs. Siti "if you use cans it is no longer difficult to measure the gasoline". From the observations of the author who saw the retail gasoline seller directly move the gasoline into the derigen using a hose by estimating the dosage of gasoline, almost the average retail gasoline seller does not measure or measure gasoline first in per liter. In the event that the retail gasoline seller sells gasoline in liters, not in the form of bottles or derigen.

The price of gasoline sold from Public Fuel Filling Stations (SPBU) is IDR 7,300 per liter. In determining the price of gasoline among retail gasoline sellers, the price ranges from IDR 8,000 to IDR 9,000 per liter. Based on the results of an interview with Kustin's mother who said "the gasoline we sell costs 8,000, if it's too expensive you're afraid it won't sell because it's close to a gas station" or from an interview with Mr. Joko who said "for the price of 8,500 gasoline, the wages are calculated

according to the queue and the road fee." and an explanation from Mr. Dadang "usually the price for gasoline is 9,000, because buying gasoline is quite far away". In determining the price of retail gasoline, retail gasoline sellers depend on the price at gas stations determined by the government, which can go up and down at any time, which can sometimes confuse retail gasoline sellers in determining the price of gasoline to be sold. After everything has been prepared by the retail gasoline seller from the place to put the gasoline, the gasoline to be sold then arranges the gasoline in the derigen and puts the shelf that has been made after that waiting for the gasoline buyer.

In carrying out retail gasoline buying and selling transactions, buyers usually use speech or can also use gestures. For example, by using a gesture, namely by showing one finger according to the amount to be purchased. For example, when buying retail gasoline, a buyer needs one liter of gasoline, so the buyer shows one finger to the seller, if the buyer buys two liters, he uses two fingers and so on. In buying using speech, for example, the buyer: "Sir, buy one gasoline", then the seller takes the gasoline according to the unit mentioned by the buyer, namely a one-liter bottle and immediately fills it in the buyer's motorcycle tank. After that, the buyer says to the seller how much is the pack price? The seller answered Rp. 8,000,

In retail gasoline buying and selling transactions, payments are made in cash, namely payments directly by the buyer to the seller without any price bargaining process beforehand. After the contract of sale and purchase of retail gasoline occurs between the two parties, namely the seller and the buyer, and the object of the contract, namely gasoline, has been handed over to the buyer, then the buyer gives money to the seller according to the price stated by the seller. When a sale and purchase transaction occurs between the seller and the buyer where the buyer needs gasoline to drive and the seller receives payment money from the buyer, then the seller takes the retail gasoline and fills it into the buyer's motorcycle tank. So that it doesn't spill, the seller usually uses a funnel to make it easier to fill gasoline into the motorbike's tank.

3.2 Analysis of Retail Gasoline Sales in Gading Cempaka District, Bengkulu City in terms of Islamic Business Ethics

Based on the results of observations and interviews with sellers and buyers conducted by the author who has gone directly to the field to obtain real data in accordance with the title and formulation of the problems that exist in the implementation of retail gasoline sales in Gading Cempaka District, Bengkulu City, there are several aspects to be studied by the author when viewed from Islamic business ethics. In the world of trade and business, everyone wants to get as much profit as possible. But there are times, people who trade and try do not know the boundaries of lawful and unlawful. As for Islamic business ethics in its application, it requires noble character, characterized by a business that meets the following requirements: 1) Free from *ghurur* (fraud), 2) free from *maisyir* (gambling), 3) free from usury (rent), 4) free from *riswah* (bribe),

Based on the characteristics taught by Rasulullah SAW about business or trading in accordance with Islamic business ethics, it can be explained that the results of the research that are the problem are whether the implementation of retail gasoline sales in Gading Cempaka District is in accordance with Islamic business ethics. There are several aspects which according to the author are not in accordance with Islamic business ethics in the implementation of retail gasoline sales that occur in the field based on the results of interviews with retail gasoline buyers and direct observation of what occurs in the implementation of retail gasoline sales by the author.

3.3 Discussion

From interviews with buyers, they complained about the measure of gasoline sold by retail gasoline sellers, as Winda said, "the laziest actually fill up retail gasoline because it runs out quickly, but the queues at gas stations are long, so you have to", or Tambang, who said "if you fill up retail gasoline, just go around for a while Just run out of gas" or from Fero's explanation that said "it's different if you fill up retail gas with gas stations even though you fill up 1 liter of gas but it runs out quickly and Tegu says "if you go far away at least fill up retail gas 2 or 3 times". Even though the reality on the ground is that if you buy retail gasoline sold by retail gasoline traders, the amount received per liter is in the form of a bottle or derigen. Besides that,

Reducing the measure made by the seller, whether intentionally or not, is usually obvious, but the seller gives various reasons that this is not a fraudulent act by reducing the measure. The seller explained that they did sell retail gasoline not on the basis of liter size, but they sold retail gasoline on the basis of bottle size. Therefore, when the seller measures gasoline into bottles, the amount of

gasoline contained in the bottle is at will of the seller and does not have to meet the one liter measure if the retail gasoline seller sells it in liters.

If in terms of the service provided by the retail gasoline seller, there are also complaints from the retail gasoline buyer who is indifferent and impolite towards retail gasoline buyers, as said by Gonjor "if you buy retail gasoline, the seller just stay silent, at least smile a little" or said Tomi "buy retail gasoline, if the seller has given money, he will just go inside without saying thank you. In terms of Islamic business ethics being friendly or polite to consumers can make buyers feel valued or respected by sellers and make consumers feel at home, but there are also those who are polite and friendly like Mrs. Kustin who sells on Jalan Hybrid and Mr. Joko who sells on Jalan Beautiful East. From the results of the research, retail petrol sellers do not apply Islamic business ethics because of a lack of understanding of the application of Islamic or shari'ah business in accordance with Islamic business ethics.

4 CONCLUSION

Based on the results of the analysis and observations or research that has been carried out by the author and the descriptions of several chapters regarding the implementation of retail gasoline sales in terms of Islamic business ethics (studies in Gading Cempaka District, Bengkulu City) which are precisely located on the side of the road around the Gading Cempaka District area, it can be concluded From the two formulations of the problem, namely: 1. Traders are usually not aware that an act like the one described above is a subtle form of theft in terms of dosage because it is detrimental to parties' retail gasoline purchases. Indirectly traders do indeed benefit a lot from the results of reducing the measure, and it is not in accordance with Islamic business ethics, but by Allah SWT in the afterlife it will be replaced with a painful punishment. 2. Thus, of the 30 retail gasoline sellers, only a few retail gasoline sellers apply Islamic business ethics in Gading Cempaka District, Bengkulu City. In the field, namely not acting honestly, not according to size, dosage, weights and the amount calculated according to the actual size, lack of being friendly towards retail gasoline buyers.

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