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Dynamics of onion selling prices in lesong village power Islamic supply perspective (Study on Onion Farmers in Lesong Daya Pamekasan Village)

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Abstract

The dynamics of onion selling prices in lesong daya village are quite diverse and varied and erratic from day to day month to month and so on. As a result of the changes that do not make the offer of shallots also not menetu and varied. The purpose of this study was to outline the impact of prices on onion supply with a study in lesong daya batu marmar village pamekasan district. The method used in this study is to use a descriptive qualitative approach, namely by conducting interview stages, documentation and field observations, to find out the number of offers, behavior and market performance. The results showed that there was a dynamic price change starting from July 2022, namely 42,500, August 55,000, September 32,500, and October 30,000 based on the price change having a direct impact on the supply that occurred. In addition to erratic price changes in market prices, the onion supply factor is also mediated by several factors, including (1) predictions of the production time or planting period of onions of farmers outside the Madura island area (2) the community will tend to be motivated to other onion farmers who have managed to get maximum profits (3) the onion planting period starts from the initial planting to the harvest period usually at least within a period of two months. So farmers assume that in small quantities or many seeds that they plant will take the same harvest time as well. (4) the amount of production to be offered will increase if the available seeds are priced cheaper at normal prices (5) weather changes are also a factor for the level of supply.

Keywords; price dynamics, onions, islamic offers

Introduction

The development of the Islamic economy today cannot be separated from the history of Islamic thought about economics in the past. It is a necessity if Muslim thinkers seek to make solutions to all the problems of life in their time in their own perspective. The involvement of Muslim thinkers in the complex life of society and the absence of separation of scientific disciplines make Muslim thinkers see the phenomenon of society in context. which is more integrative. This is because their scientific perspective shapes their way of thinking to solve problems, but more importantly community problems are the basis for them to form various settlement models in the fields of economics, politics, social, culture, health, and others.[160]

The role of supply and demand in determining value was not well known in the West until the 19th century and the beginning of the 20th century. However, it was not until the second century of the 19th century that the role of supply and demand in determining prices in the market began to be fully recognized. Conventional microeconomics studies how the behavior of such individuals in meeting their needs and desires is based on the behavior of individuals that manifestly occurs in each economic unit, where the behavior of those buyers and sellers will naturally push the creation of prices in the market mechanism towards equilibrium. If the market price is above the equilibrium price, there will be an excess of supply which will then push the market price down, but if the market price is below the equilibrium price, there is an excess of demand which causes the price to increase. As for price theory, it is the main tool of microeconomic theory. Price theory is used to analyze the composition and allocation of products and sources or inputs. Goods have a price due to two reasons, namely first, goods needed by humans, and second, the availability of goods is limited or scarce. So, the price of goods is determined by demand and supply . Fundamentally Islam formulated an economic system that is different from the current systems.[161]

Muamalah in a broad sense is the rules (laws) of God to govern man in relation to worldly affairs in social relations. Meanwhile, muamalah in the narrow sense is all contracts that allow people to exchange their benefits for the ways and rules that God has determined and that man is obliged to obey Him. Especially in the economic sector, the purpose of Islamic sharia is to create justice and prosperity in doing business and doing business. Justice here is understood by a Muslim that when he is in prayer or bermuamalah must obey islamic sharia (the law of Allah) and follow the instructions of the Messenger of Allah SAW., not according to his passions or in a vanity way in order to pursue the greatest profit. The issue of price or rather the price of equilibrium determines the balance of the economy, so even this has been discussed in islamic economics. In the islamic economic concept, the price is determined by the balance of demand and supply. This balance occurs when the seller and the buyer give up each other. This willingness is determined by the seller and buyer in maintaining their interest in the item. So, the price is determined by the seller's ability to provide the buyer with the goods offered, and the buyer's ability to get that price from the seller. In islamic history the issue of pricing was liberated based on the consent of the public. Rasulullah SAW highly appreciated the price that occurred, because of the free market mechanism and told the Muslim community to comply with this regulation. He refused to make a pricing policy when the price level at that time suddenly rose. As long as the increase occurs due to pure and reasonable demand and supply, which is not forced or certain pressures (monopolistic and monopsonistic pressures) .(nurwahid fauziah, 2019)

Onions have a large market prospect Onions are one of the most strategic commodities in lesong daya village, almost all households consume shallots every day, apart from the taste reasons some people consume shallots because of the benefits contained in shallots. The

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[160] Muhammad Achid Nurseha

[161] M. Umer Chapra, *Islam and the Economic Challenge.* Terj. Ikhwan Abidin B, *Islam dan Tantangan Ekonomi* cet 1, Jakarta: Gema Insani Press, 2000. Hlm 7

demand and supply of shallots will continue to increase in line with the increasing needs of the community due to the increase in population, the growing industry of processed products made from shallots (fried onions, cooking seasonings) and market development. The increasing need for shallots is a potential market opportunity and can be a motivation for farmers to increase shallot production. Shallots are one of the leading vegetable commodities that have long been intensively cultivated by farmers. This vegetable commodity belongs to the group of non-substituted spices that serve as a seasoning for food flavorings. This commodity is also a source of income and employment opportunities that contribute quite high to the development of the regional economy. The increase and fall in onion prices has actually become commonplace, one of the causes of price increases due to the increasing cost of production, for example the price of fertilizers used for successful harvesting. Weather conditions also have an impact on onion prices which can also affect the quality level of onions due to pest attacks. However, a price increase in a relatively short period of time will be a big question mark. Not only natural factors, post-harvest factors also have the potential to affect the price of shallots. In this case, it goes back to the ability of people to buy shallots at a relatively increasing price every year, based on how much income the community receives.

Based on the background, there is a gap between the demand and supply of shallots carried out by households and industries that use shallots and the supply of shallots produced by producers. Therefore, it is necessary to conduct a research on the impact of prices on the supply and price of shallots in lesong daya village, batu marmar district, pamekasan regency..

Material and Methods

This research uses qualitative research methods. That is, it is carried out in natural conditions and the researcher acts as a key instrument. The data collection techniques of this study are observation, and interviews. The data collection method is carried out using the triangulation method, namely as a data collection technique that combines various data collection techniques and existing data sources.

The selected research area is in lesong daya village, batu marmar district, pamekasan regency. Taking into account that about half or even more of the population rests on the income of onion production.

Result and Discussion

Shallot offerings in the village of lesong daya

When there is a price change The amount of shallots offered by farmers also affects the level of supply, but there are also some or part of these individual farmers who are not affected by the level of changes in market prices, so the number of goods offered remains the same even if there is a price change. One of the reasons for not being affected by the ups and downs of price changes is erratic, this is based on and or motivated by being a profession as an onion farmer becomes a permanent job that if left behind has no other purpose or view to earn income. Supply in economics is the abundance of goods or services that are available and can be offered by the producer to the consumer at any price level over a certain period of time. (Iwan Permana, 2020) So, an offer can be defined the multiplicity of goods offered by a seller on a particular market, at a certain period, and at a certain price level. In taking advantage of the nature that God has provided for man, the prohibition that must be fulfilled is "do not make mischief on the face of the earth.[162] The definition of such damage is very broad, but in relation to production, the prohibition gives value direction and moral guidance.

The company will only produce if the prevailing price of the goods is higher than its average variable costs. There is essentially an infinite number of price lines above the point of intersection between the marginal cost curve and the average variable cost curve. This is where we can find several quantities that can be offered on each pricing tier.(adiwarman karim, 2011)

In general, there is not much difference between conventional and Islamic theories of demand insofar as it is associated with variables or factors that contribute to the position of supply. Even the shape of the curve in general is essentially the same. One important aspect that makes a difference in this perspective is most likely derived from the foundations of philosophy and morality that are based on the premise of Islamic values.

The first is that Islam views man in general, whether as a consumer or a producer, as an object related to values. The most central values driven by Islam in economic life are simplicity, not dazzle with the glitter of worldly (zuhud) and economic (iqtishad) pleasures. These are the values that should be the trend of the Islamic man lifestyle.

The second is the Islamic norms that always accompany human life, namely halal and haram. Products and transactions of exchange of goods and services are subject to this norm. The things that are forbidden of people are essentially goods or transactions that are harmful to themselves and threaten their benefit.

Islamic production is prohibited from causing damage to the use of nature and the environment, meaning it must not cause forests to become bare resulting in floods and landslides, causing pollution above the threshold of being safe for health. Islamic production is also illegitimate to produce products that when consumed will cause damage, be it damage to health, morals and personality.

The ethical and moral rules that limit production activities certainly affect the function of supplying goods and services. Just as demand is derived from the consumption function, supply theory is essentially a derivation of the behavior of the individuals of the company in its cost analysis.

a. Factors affecting shallot supply in lesong daya village pamekasan district

The number of goods offered is how many factors can influence farmers on the number of offers of goods in the form of shallots which are influenced by several factors, including (1) predictions of the production time or planting period of onions farmers outside the Madura island area (2) the community will tend to be motivated to other onion farmers who have managed to get maximum profit (3) onion planting period starting from the initial planting to The harvest period is usually at least within a period of two months. So farmers assume that in small quantities or many seeds that they plant will take the same harvest time as well. (4) the amount of production to be offered will increase if the available seeds are cheaper than the normal price (5) Weather changes are also a factor for supply levels. In the islamic economic supply terori, it is explained that there are several factors that can affect the level of supply

[162] Al-quran surat lbrahim ayat 32-34.

itself, including:[163] The price of the goods themselves, Prices of other goods, Production costs, The purposes of the company's operations, Level of technology used.

The law of bidding basically says that the higher the price of an item, the more the quantity of the item will be offered by the sellers. Conversely, the lower the price of an item, the less the quantity of the item is offered.[164] The impact of relatively increased prices also affects onion farmers in lesong daya villages to offer their goods even higher. Because the maximum profit orientation is the main goal in obtaining income. In other words, the definition of supply can also be explained by the process or symptoms of substitution in general the sources and production techniques used by a manufacturer can be used to produce various kinds and quantities of products. The relationship between the quantity of goods offered and the price of goods is a unidirectional relationship. If the price of goods is high, more people will see the potential to make a profit by selling the goods they produce or own, so the number of offers for these goods is high. Conversely, if the price falls, the number of bids will decrease. Fewer people can benefit from low prices, while those who do not profit from low prices will delay sales, as a result of which the number of offers in the market is reduced.

In classical Islamic economic thought, supply has been recognized as an important force within the market. Ibn Taimiyah, for example, termed this offer as the availability of goods in the market. In his view, the offer can come from imported and locally produced these activities are carried out by both the manufacturer and the seller. The bargaining value in Islam is based on:

1. Mashlahah

The effect of mashlahah on the offer will basically depend on the level of faith of the manufacturer. If the amount of mashlahah contained in the goods produced increases, Muslim producers will increase the amount of production.

The onion farming business actors in Lesong Daya village are all Muslims who maintain sharia values in carrying out their farming business. In maintaining the values and norms of religion both in accordance with religious guidance so that the resulting business orientation gets the value of expediency and barokah from allah swt.

2. Advantage

Profit is part of the mashlahah because it can accumulate capital that can eventually be used for various other activities. In other words, the profit will be additional capital to obtain even greater mashlahah to achieve falah. The factors that affect profits are among others.

Working as an onion producer by farming is none other than the main goal is to find maximum profit to be able to meet the needs of his life. Whether it is for the purpose of obtaining additional capital to develop its business or for other needs.

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[163] Sadono Sukirno. *Mikro Ekonomi Teori Pengantar edisi ketiga*. PT Raja Grafondo Persada. 2006. Hal 85

[164] Sadono Sukirno. *Mikro Ekonomi Teori Pengantar edisi ketiga*. PT Raja Grafondo Persada. 2001. Hal 86

3. Price of goods

If the price falls, then producers will tend to reduce their supply because the level of profit obtained will also fall.

As a farmer, of course, it is not always the agricultural products that are obtained according to the desired price. Erratic price turnover or price ups and downs can be a consideration to offer onion production to consumers. The price impact is not always for onion farmers in lesong daya village to reduce the amount of production, because this has become the main income and some even make it the only income in onion farming.

4. Production costs

If costs fall, then the seller's profits will increase which will further encourage him to increase the amount of market supply. Production Input Prices The increase in the price of production inputs negatively affects supply, which will encourage producers to reduce the amount of their offerings, and vice versa. Production Technology Technological increases can lower production costs so as to increase producer profits eventually this increase in profits encourages producers to increase their bidder.

In Islamic economics, it is known that there are four things that are prohibited in carrying out economic activities, namely: mafsadat, gharar, maisir and usury transactions. Mafsadat, gharar and maisir as actions that cause negative externalities as an inherent consequence of a production activity that pays attention only to profit.

When the law of supply is established by assuming the factors that influence the determination of the price of the supply is considered fixed, while if the supply determines the price then it is called the theory of supply. Thus, a new consensus on social and environmental responsibility is needed which needs to be taken into account in the bidding related to aspects of mafsadat, gharar and maisir.[165]

Islamic ethics in onion production actors in lesong daya village

In developing their business to obtain maximum results with the minimum possible capital, onion farmers are not necessarily only to obtain worldly satisfaction, but also to pay great attention to the problems of afterlife affairs. For for them in carrying out activities related to world affairs it is necessary and obligatory to keep all that which is ruled and forbidden by allah and his messenger. Among the things that are maintained and implemented by onion farmers include, onion farmers will stop farming when the time for prayer comes, maintain honesty both in the transparency of onions regarding the quality to be sold to buyers, do not reduce scales, do not vilify the ugly onions of other farmers' merchandise, and always to be honest in every transaction activity. Furthermore, the Islamic values contained in production activities are: caliphate, justice and takaful. In detail these values according to Munrokhim there are twelve details namely; (1) long-term insight, i.e. oriented towards the afterlife; (2) keeping promises and contracts, whether internal or external; (3) fulfilling the measure,

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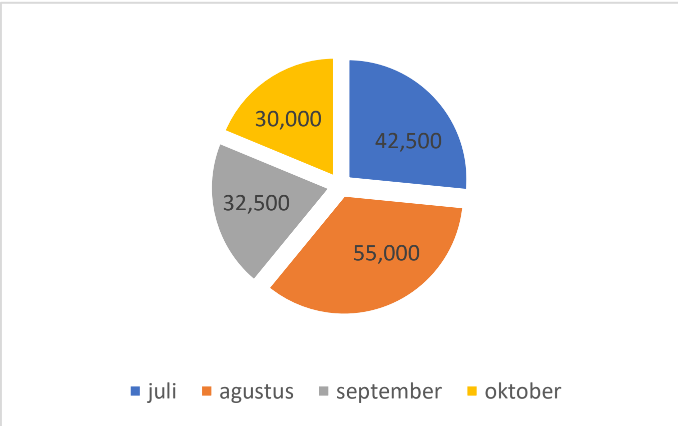
[165]http://juraganmakalah.blogspot.com/2013/04/teori-penawaran-islami.html, diakses 12 April 2020, pkl 19.30 wib.

statute, prudence and truth; (4) cling to discipline and dynamic; (5) glorify achievement and productivity; (6) encourage interfaith among economic actors; (7) respect individual property rights; (8) follow the terms and conditions of contracts and transactions; (9) fair in transactions; (10) have social insights; (11) timely and proper payment of wages, and; (12) avoiding the types and processes of production forbidden in Islam.[166]

b. Dynamics of shallot prices in lesong daya village pamekasan district

Erratic market price movements from day to day, month to month and so on can affect changes in the amount of onion supply in lesong daya village. Changes in market prices are motivated by several factors that can change the system of erratic price changes, ranging from competition between production, erratic weather changes, declining crop quality caused by sharing various pest or disease attacks. From sharing these factors also affect the price of the goods themselves So this can interfere with the level and supply of shallots which can also affect the number of onion offers in lesong daya village pamekasan district. Based on this description, changes in shallot prices in lesong daya village can be described from the results of the study showing that there are dynamics of price changes starting from July-0ktober 2022 which can be described as follows:[167]



Based on the diagram above, it can be explained that the dynamics of shallot prices starting from July to October 2022 have undergone erratic changes. This is certainly due to changes in market prices caused by several factors as described above. Changes in market prices can also affect the goods offered by shallot production in lesong daya village of pamekasan district. When the market price plummets, the number of onion offers offered begins to decrease, but there are also individuals who choose to continue selling all their products even though the price of onions itself is in a plummeting state. This is due to

[166] eja armaz hardi, *etika produksi islami: maslahah dan maksimalisasi keuntungan*, el-jizya. Jurnal ekonomi islam *islamic economics journal* vol. 8 no. 1 januari-juni 2020. hal 115

[167] System informasi ketersediaan dan perkembangan harga bahan pokok di jawa timur, https://siskaperbapo.jatimprov.go.id/harga/tabe

economic pressures or urgent economic needs. Conversely if the market price of shallots rises then the farmer will offer and increase the amount of onion offers themselves to the market.

In Supply Curve Theory says that The supply curve can be defined as:"A curve that shows the relationship between the price of a particular item and the quantity of that item offered."[168] If the supply increases due to factors outside the price, then the supply shifts to the top left. If it decreases, the supply curve shifts to the upper left. The formation of market prices is determined by market mechanisms.

Factors that can shift the supply curve Supply changes can be differentiated into Movement along the supply curve resulting from changes in the price of the commodity. Shifts in the supply curve result from changes in other factors beyond the price of the commodity itself. If the supply increases due to factors outside the price then the supply shifts to the top left. If reduced the supply curve shifts to the upper left The formation of market prices is determined by the market mechanism

Effect of Non-Price Factors On Red Bidding

It has been stated that the offer of an item is determined by the price of the goods themselves and also by some other factors. To complete the analysis of factors affecting the supply, it is necessary to examine the role of other factors in influencing the quantity of goods offered.

1. Prices of other goods

The price of other goods will be inconsistent with the quantity of onions offered by onion producers or farmers to the market. For example, the increase, basic needs, the increase in fuel and so on.the increase in other goods is also a consideration to increase the number of shallot offerings, because it is about the limited capital owned that must be allocated to other needs. In discussing the theory of demand that goods exist that compete with each other in meeting the needs of society. Such items can have an important influence on the supply of goods.

2. Costs for Obtaining Production Factors

The higher costs required to carry out during the onion production process will affect the amount of onion supply itself. There is an increase in the price of medicines, an increase in the price of agricultural equipment and so on.

Payment to factors of production is a very important expense in the production process of various enterprises. These expenses have a very large role in determining production costs. Without an increase in productivity and efficiency, an increase in the price of production factors will increase the cost of production. In some companies an increase in expenditure on obtaining production factors will cause production costs to exceed the results of their sales and they incur losses. This may result in the closure of the business and the number of offers of goods to be reduced.[169]

3. The cost of onion production

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[168] Ibid. Hal 86

[169] *Ibid*. Hal 88

In the onion production business, farmers are not small to spend costs to support the results of the agriculture they produce. Among them are starting from the cost of cultivating land to prepare agricultural land, agricultural tools, and medicines to fertilize the crops. Production costs are also a consideration to increase production. This is partly because of the insufficient capital he has.

The increase in input prices also affects the cost of production. If the cost of production increases, then producers will reduce their production output, meaning that the supply of goods decreases.

4. Company objectives

In economic theory it is always provided that the company is trying to maximize profits. With this distribution, each company does not strive to use its production capacity to the maximum, but will use it at a capacity level that maximizes its profits. But in practice many companies have other purposes. These different goals have different effects on determining the level of production. Thus the offer of an item will be different in nature if there is a change in the goals that the company wants to achieve[170]

5. Technological level

Not too many technologies are used in the process of onion production from the beginning of planting until the harvest period. However, the presence of technology can also help to make it easier to carry out onion agricultural production. Among them are equipment that from manual shifted to technology in the form of pumping machines, pest or disease eradication equipment.

The level of technology plays an important role in determining the number of goods that can be offered. Technological advances have been able to reduce production costs, increase productivity, improve the quality of goods and create new goods. In relation to the supply of an item, technological advances have two effects, namely (1) production can be supplemented more quickly, and (2) production costs are getting cheaper. Thus the profit becomes higher[171]

6. Conjectures about the future

The future is also inseparable from the predictions of onion farmers in lesong daya village to predict that the onions they offer can get maximum profit. They predict that the yield of their crops will get maximum profit when entering January so that onion farmers in lesong daya village start planting in October and will carry out the harvest period around the month of December. This is based on the narrative of one of the onion farmers that it is unbecoming and reasonable because the onion farmers on the island of Java in October to December are experiencing rainfall, so they will choose to start planting in January. From that consideration, lesong village onion farmers carry out a harvest period when onion farmers on the island of Java will only carry out their planting period.

Aspects of conjecture or expectations for the future include allegations regarding changes in the price of the item. For example, if the seller suspects that the price of his goods will increase in the future, he will reduce his offer at this time. As a result the offer is reduced. This

[170] *Ibid*. Hal 88

[171] Ibid. hal 88

was forbidden by the prophet, because as we will later see, this behavior resulted in prices in the market soaring.

7. Natural conditions

Changes in weather conditions are also an important concern for onion growers between increasing and reducing the amount of onion supply they will produce. Natural conditions such as floods, earthquakes, and so on. Can result in reduced supply of certain goods, especially agricultural products[172]

8. Number of merchants or sellers

In the activity of earning income to improve their economy which relies on agriculture, farmers are more dominant in carrying out agriculture in onion production than others, such as corn, beans and other vegetation. So that in lesong daya village is more dominated by shallot farmers. This automatically the number of pedagan or sellers of red bawanag will also increase. If the number of sellers of a particular product is increasing, the offer of the item will increase.

9. Government policy

The role of the government is also very important for the welfare of shallot farmers in particular, because if the government continues to utilize domestically produced goods instead of having to import goods from abroad. So that the prices of production goods, especially shallots, do not experience a decline that can improve the welfare of shallot farmers in Lesong Daya village. The government's policy to reduce imported commodities causes the supply and needs of these needs to be met by themselves so that they can increase supply.[173]

Conclusion

The dynamics of changes in the selling price of shallots in lesong daya village of pamekasan regency show that there are price changes starting from July-October 2022, namely July 42,500, August 55,000, September 32,500, and October 30,000 based on the price change has a direct impact on the bidding that occurs. The higher the price in the market, the higher the number of shallots offered by farmers, and vice versa, the lower the market price of onions, the lower the shallots offered by onion farmers in Lesong Daya Village, Pamekasan. On the basis of the price change, there are many factors that affect the price dynamics for shallot marketing in lesong daya village, batu marmar district, pamekasan regency, in fact:a. Predictions on the production time or planting period of farmers' onions outside the Madura Island area. Based on his statement from one of the farmers interviewed, farmers on the island of Java usually start from January to March, so farmers in Pulang Madura will produce more onions starting with the planting period starting from October to December. People will tend to be motivated by other onion farmers who have managed to get maximum profits because their agricultural products are pegged at high prices.

[172] http://mikroislamkelompok3.blogspot.com/2013/07/teori-penawaran-islam.html, diakses 12 April 2020, pkl 19.45 wib.

[173]http://riyandari.blogspot.com/2010/05/pengertian-hukum-kurva-dan-teori_24.html, diakses 12 April 2020, pkl 19.50 wib.

The planting period of onions starts from the initial planting to the harvest period usually at least within a period of two months. So farmers assume that in small quantities or many seeds that they plant will take the same harvest time as well. So they choose to produce and offer in large quantities. The amount of production for onion offerings will be increased if the seeds that will be planted are cheaper at the normal price e. Weather factors are also an impact on the offers they offer. The weather between the rainy season and the dry season is also a consideration, farmers are more likely to increase shallot agricultural production during the rainy season, citing adequate water availability. The reduction in the amount of onion production in the dry season is due to insufficient water needed and is also more susceptible to disease or pests.

Acknowledgment and Limitation

These should be included at the end of the text and not in footnotes. Personal acknowledgements should precede those of institutions or agencies

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