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# Level of gender equality in salted fish agro-industrial production at Tulang Bawang

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**Abstract.** This study aims to find out how the level of gender equality in the production of salted fish agro-industry in Tulang Bawang Regency. The data analysis method used in this study is descriptive with quantitative approach. This research was conducted in East Menggala Subdistrict and Menggala Subdistrict of Tulang Bawang Regency. The number of respondents in this study was 39 samples. The data used is primary and secondary data. The results of this study showed that the activities carried out by the saltfish processing community in Tulang Bawang Regency both in reproductive, productive and social activities show that women dominate in playing a leading role in their daily lives. The existence of gender in terms of access and control of farmers to resources and benefits shows the dominant role of women to be the first reference in the life of salted fish processing society. Thus, women with this role in salted fish processing can already be productive in helping support the family economy, the average receipt per producer in one month amounted to Rp10,891,025.64 and the average total cost per producer in one month amounted to Rp8,757,081.00 so that the average profit per producer in one month was Rp2,143,944.64. The profit obtained by each producer varies due to the difference in total revenue received and the total cost incurred by each producer, and the main obstacles experienced by fishermen is the weather that is difficult to predict so as to decrease the productivity of salted fish processing.

## 1. Introduction

Indonesia is the world's largest archipelago and maritime nation. Indonesia's ocean area reaches 3.5 million km<sup>2</sup> and land area of 1.9 million km<sup>2</sup> and has a coastline of 104,000 km with a total island of 17,504 islands [1]. Indonesia, which consists mostly of this sea, makes Indonesia has a very large and diverse fishery potential.



Lampung Province is one of the potential areas producing fisheries and has supported national fishery production as much as 40 percent, ranging from aquaculture, catches, to ponds. Lampung Province, especially Tulang Bawang Regency is a potential district that has the third largest fishery potential. The area of catching/maintaining fisheries in Tulang Bawang Regency amounted to 525,981.86 ha with a total production of 48,436.20 tons. The area of fishery is dominated by fishery production in the seawater area of 498,240.00 ha with the amount of production reaching 19,079.20 tons and freshwater fishery production of 27,741.86 ha with the amount of production reaching 29,357.00 tons per year 2017 [2].

The effectiveness of fishery sector development in Tulang Bawang Regency is not only limited to industrial development, but can give birth to agro-industrial development model with regional approach, which is based on potential natural resources. The approach of natural resources potential referred to so far is in Tulang Bawang Regency in large quantities, namely tilapia, patin, bandeng, and others. Most fishery production is obtained through traditional means to meet consumption demand [1]. This is important in order to ensure continuity and stability of agro-industry, given the nature of easily damaged fish and the availability of abundant fish in the harvest season, it is necessary to develop agro-industrial efforts based on potential natural resources. But from various commodities fish can not be known the most potential commodity to be developed [3]. The processing training and mentoring are given to produce good fish processing product quality, requiring fresh fish raw material and good processing capabilities [4].

The problem can then be solved by post-capture processing for the purpose of producing food and industrial raw materials, including preservation, canning, drying, smoking, shipping, and other processing activities so that fishery products can last longer as foodstuffs and can then be distributed from production centers to consumption centers [5]. The traditional fish processing business in Lampung Province has not been performed optimally and sustainably [6]. Basically these efforts initially only make use of natural processes that are done traditionally. Along with the development of science and technology, mechanical equipments are also developed that can accelerate and improve the quality of its products. Qualified technical and managerial competencies could improve the quality of products, resulting in sustainable traditional fisheries processing businesses [7]. Fishery products that have been processed and preserved include a variety of salted fish, smoked fish, pindang fish and others [5].

The traditional fishery processing business in Lampung Province is a small-scale business which have problems; ranging from the use of raw materials, technology, facilities and infrastructure, and food additives to the handling and processing of raw materials [8], related to processed products that are not safe for consumption. Related to this it is necessary to increase the competence of traditional fish worker to produce quality processed products. It is conceivable if traditional worker are not able to produce quality products then the processed products do not sell and the effort made will be a loss and close [9].

Women's participation in economic support activities is nothing new. Women work outside the home to earn income due to several things, one of which is the need to increase the family income. The widening of employment opportunities for women is also a factor for women to work. Labor participation reflects the relationship between wage levels and the number of hours worked offered, the outpouring of working hours can be affected by wage levels. Increased wages can provide increased income thus increasing the consumption of goods. So the increase in wages will make someone willing to go the extra mile to increase their consumption [10].

The potential role of women in the household to get additional income in the household economy, one of which is agro-industry. Because activities in agro-industry can be done easily anywhere, anytime, the size of the scale of the business anything, and all of it can be arranged freely according to the will of someone who does his business.

Based on the background description of the problem, it is necessary to conduct research on the role of women in the saltfish agro-industry in Tulang Bawang Regency which aims to analyze gender based on the profile of activities carried out by the saltfish processing community, identify gender based on the profile of access and control of farmers to resources and benefits, analyze the agro-industrial efforts of salted fish and know the obstacles experienced in the saltfish agro-industry.

## 2. Research Methods

This research will be conducted in Tulang Bawang Regency. The location of the research is determined intentionally (Purposive), this is done with consideration of salted fish agro-industry in East Menggala Subdistrict and Menggala Subdistrict is a salted fish agro-industry center in Tulang Bawang Regency. The research was conducted in November 2020. The population in this study is relatively small therefore all members of the population were sampled by 39 people divided from 21 people in East Menggala Subdistrict and 18 people in Menggala Subdistrict, so the method used in sampling is saturated sampling method or census.

The types of data used in research are primary data and secondary data. Primary data is obtained through direct interviews with respondents using questionnaires (list of questions) that have been prepared. Secondary data was obtained from agencies related to research such as the Central Static Agency, the Ministry of Marine Affairs and Fisheries, and the Fisheries Office of Tulang Bawang Regency.

The method used in this research is quantitative research with descriptive approach. Descriptive approach is used to describe the picture of social phenomena of the community in processing fish in Tulang Bawang Regency. This is related to the definition of a descriptive method approach that clearly shows an object's situation without affecting the object that is the focus of its research.

## 3. Result and Discussion

### 3.1. Activity profile

Profile of activities commonly carried out by men and women in the household is one of the factors that can be analyzed the existence of gender equality or not in its implementation. It is quite clear how men and women divide their roles in the household. This effort continues to be made to find out the extent to which people's understanding of gender equality, which is expected to be realized [4].

Household activities in salted fish processing societies, just like households in general include reproductive, productive and social activities. Household activities are carried out by men (husbands) and women (wives) with different portions of roles the difference is seen from the production activities carried out in accordance with managed efforts, namely salted fish [11]. Here is a more detailed explanation of each activity in the household saltfish processor about gender equality in it.

The role of women in the production of salted fish consists of several activities, in the processing of salted fish male labor and women's labor both have a role in it but in the proceedings of its activities women's labor plays more role by doing more work compared to the work of the male workforce.

*3.1.1. Reproductive division of work.* Reproductive work in a saltfish processing household includes domestic activities that are usually done in the home to meet all the needs of family members in the form of domestic services and facilities. The reproductive activities of salted fish processor can be seen in Table 1.

**Table 1.** Division of reproductive activities of salted fish processing in Tulang Bawang Regency.

Reproductive Activities	Men	Together Dominant Men	Together	Together Dominant Women	Women
	%	%	%	%	%
Cleaning the house	0	0	0	12.82	87.18
Parenting	0	0	35.90	41.03	23.07
Cook	0	0	0	0	100
Wash clothes	0	0	0	0	100
Washing dishes - Home furnishings	0	0	0	0	100
Accompanying children to learn	0	0	53.85	46.15	0
Child pick up and drop off	23.07	71.78	5.13	0	0

Shop for kitchen supplies	0	0	5.13	20.51	74.56
<b>Total</b>	<b>23.07</b>	<b>71.78</b>	<b>100.01</b>	<b>120.51</b>	<b>484.81</b>
<b>Average</b>	<b>2.88</b>	<b>8.96</b>	<b>12.5</b>	<b>15.06</b>	<b>60.6</b>

Table 1 above shows that the average reproductive activity is dominated by women with a percentage contribution of 60.60 percent, including cleaning the house, entering the child, cooking, washing clothes, washing dishes and household furniture, accompanying the child to study and shopping for kitchen needs. The role of men as a whole only contributes 2.88 percent of the child shuttle. Other activities were also carried out jointly by both men and women by 12.5 percent. Based on the above information shows that gender equality in productive activities of salted fish processing households is still widely borne and worked by women.

When likened to a team of army squads, women and men in households tend to describe the functions of women as nurses and men as gun holders. Therefore, women are commonly identified with domestic service work. In fact women and men have the same opportunities and life opportunities, so it would be fairer if all roles and functions can be divided in a good way the existence of consent between male or female students, no one is discriminated against from one side [6].

*3.1.2. Productive division of work.* The productive role in the household is usually identical to the work that provides financial benefits in order to need the needs of the Family [12]. Similar to salted fish processing households, there are activities that are part of the process to produce a product to meet the needs of family life by processing salted fish. The management of salted fish processing requires relatively little manpower, including the involvement of men and women in the family to manage this business so that it is able to produce. The production activities of salted fish processor in Tulang Bawang Regency can be seen in Table 2.

**Table 2.** Division of productive activities of salted fish processing in Tulang Bawang Regency.

Productive Activities	Man	Together Dominant Men	Together	Together Dominant Women	Woman
	%	%	%	%	%
Procurement of raw materials	20.51	35.90	30.77	0	12.82
Weeding	0	0	10.25	35.90	53.85
Sanctification	0	0	7.69	41.28	51.28
Salting	0	0	5.13	33.33	61.54
Drying	0	10.26	56.41	17.95	15.38
Packing	0	0	5.13	33.33	61.54
Storage	0	0	5.13	43.59	51.28
Sales	0	0	0	12.82	87.18
<b>Total</b>	<b>20.51</b>	<b>46.16</b>	<b>120.41</b>	<b>218.2</b>	<b>394.72</b>
<b>Average</b>	<b>2.57</b>	<b>5.77</b>	<b>15.05</b>	<b>27.27</b>	<b>49.34</b>

Table 2 above shows that the most average production activities carried out by women with a percentage contribution of 49.34 percent, there are production activities carried out by women entirely such as the sale of salted fish. Meanwhile, joint activities amounted to 15.05 percent. The smallest percentage is in salted fish processing activities conducted by men by 2.57 percent.

*3.1.3. Social division.* The social role in the household is usually related to how members of the household have contributions and roles in public, having extensive interactions in community social activities [13]. Salted fish processing households also have relatively the same social activities as other households, only there are some social activities that are still related to the processing of salted fish that it does. This social activity is very important in the role of the household, because basically human

beings as social beings desperately need other human beings to meet the needs of their lives. The social activities of salted fish processing in Tulang Bawang Regency can be seen in Table 3.

**Table 3.** Distribution of social activities of salted fish processing in Tulang Bawang Regency.

Social Activities	Men	Together	Together	Together Dominant	Women
	%	Dominant Men %	%	Women %	%
Arisan	0	0	0	0	100
Celebration	0	0	100	0	0
Studies	0	0	35.90	10.26	33.33
Gather the village	89.74	10.26	0	0	0
<b>Total</b>	<b>89.74</b>	<b>10.26</b>	<b>135.90</b>	<b>10.26</b>	<b>133.33</b>
<b>Average</b>	<b>23.64</b>	<b>2.7</b>	<b>35.81</b>	<b>2.7</b>	<b>35.13</b>

Table 3 above suggests that the largest share of social work on average with a percentage of 35.81 percent of involvement is carried out by both men and women together. While the activities carried out by women are entirely 35.13 percent and those carried out by men by 23.64 percent. This suggests that male and female engagement does not experience much difference but based on the data is dominated by women.

### 3.2. Profile of access and control of resources and benefits

The concept of gender equality is considered very important in life. The roles and positions of men and women are equal partners who must have equal opportunities and opportunities to develop and have the same level of participation in different sectors of life. This is inseparable in the participation of men and women in the ability and control of their resources and benefits [14].

The access profile referred to here is something that shows a process of salted fish processing activities reviewed from the use or steps in its implementation. While the control profile is something that shows how decisions are taken from the course of activities. Access and control is indispensable for the implementation of an activity in order to run as expected. In this study, access and control will be reviewed based on the state of resources and how they benefit, this is to find out more about how gender is in society. Therefore, it is necessary to show some indicators of gender analysis as follows:

*3.2.1. Equality level in access to resources.* Equality is a common condition for men and women in obtaining their opportunities and rights as human beings, in order to be able to play a role and participate in political, legal, economic, socio-cultural, educational and defense and national security activities, as well as similarities in development. Based on the definition of gender equality, there are several kinds of indicators to see how the implementation of equality in society, has been successful or not.

The level of equality in access to resources means aimed at an indicator that sees equality between human rights and obligations in resource processing activities, where usually equality in the family or society can be understood through a variety of activities. In this case the access of resources in the agricultural sphere includes farming activities from upstream to downstream. So it is necessary for cooperation between men and women in its implementation. The level of equality in access to resources can be seen in Table 4.

**Table 4.** Equality level in access to resources.

Resource Access	Men	Together	Together	Together Dominant	Women
	%	Dominant Men %	%	Women %	%
Procurement of raw materials	20.51	35.9	30.77	0	12.8
Assisting production preparation	0	0	61.54	20.51	17.95

Water procurement	0	2.56	30.77	48.97	17.95
Fish drying	0	10.26	56.41	17.95	15.38
Fish packaging	0	0	5.13	33.33	61.54
Sales of processed products	0	0	0	12.82	87.18
<b>Total</b>	<b>20.51</b>	<b>48.72</b>	<b>184.62</b>	<b>133.45</b>	<b>212.7</b>
<b>Average</b>	<b>3.42</b>	<b>8.12</b>	<b>30.77</b>	<b>22.24</b>	<b>35.45</b>

Table 4 above shows that the implementation of salted fish processing activities that refer to the use of access shows the amount of female involvement is very high at 35.45 percent. While the involvement of men or roles of the two performed jointly showed a small number where the male role was 3.42 percent and the role together by 30.77 percent. Thus, it shows that gender equality between women and men in access to salted fish processing resources in Tulang Bawang Regency has not been equal, because the role of women still dominates the activities of both raw material procurement activities, helping production preparation, water procurement for production, fish drying, fish packaging, and the sale of processed products.

*3.2.2. Equality level in access to benefits.* The level of equality in access to benefits means intended to see the equality side of the indicators of utilization of resource processing results, especially in the processing of salted fish in East Menggala Subdistrict. The benefits obtained as a result of the achievement of farming activities must be felt by everyone in the family, not just certain people. So it is necessary to know whether equality in terms of benefits has been felt or not. The level of equality in access to benefits in salted fish processing in Tulang Bawang Regency can be seen in Table 5.

**Table 5.** Equality level in access to benefits.

Access Benefits	Men	Together	Together	Together Dominant	Women
	%	Dominant Men %	%	Women %	%
Proceeds from the sale of salted fish	0	0	79.49	0	20.51
Feel the money made	0	0	100	0	0
Household needs	0	0	20.51	33.33	46.15
Meet your eating needs	0	0	2.56	35.9	61.54
<b>Total</b>	<b>0</b>	<b>0</b>	<b>202.56</b>	<b>69.24</b>	<b>128.2</b>
<b>Average</b>	<b>0</b>	<b>0</b>	<b>50.64</b>	<b>17.31</b>	<b>32.05</b>

Table 5 shows that access to the benefits of salted fish processing activities is felt together with a percentage of 50.64 percent. But access to benefits was felt more by women at 32.05 percent. Indicators that become measurements are reviewed from the benefits of the sale of salted fish in the process of fulfilling household needs, to the benefits felt as other needs in the processing of salted fish. So it can be concluded that the level of equality in access to benefits is most widely owned and felt by women, so this has not reached an equal point.

*3.2.3. Equality level in control of resources.* The level of equality in the control of resources is a matter of how supervision of the role of men or women in making decisions on the implementation of activities, especially salted fish processing. Equality can be seen from the fairness between the participation of men and women in a balanced manner in determining a decision together. The decision made must be a thing that has been agreed together as a good step in achieving the results of salted fish processing, salted fish processing as a production activity is what will determine the level of economic contribution to the household. The level of gender equality in the control of resources in salted fish processing in Tulang Bawang District can be seen in Table 6.

**Table 6.** Equality level in control of resources.

Control Resources	Men	Together Dominant Men	Together	Together Dominant Women	Women
	%	%	%	%	%
Selling processed products	0	0	0	12.82	87.18
Deciding on production time	0	0	23.08	33.33	43.59
Deciding where to sell	0	2.56	48.72	18.46	30.26
Deciding on a sale time	0	0	10.26	31.03	58.97
Decided to buy a production tool	0	0	0	36.15	64.1
<b>Total</b>	<b>0</b>	<b>2.56</b>	<b>82.05</b>	<b>131.59</b>	<b>284.1</b>
<b>Average</b>	<b>0</b>	<b>0.51</b>	<b>16.41</b>	<b>26.31</b>	<b>56.77</b>

Table 6 shows that the level of equality in control of resources in decision making, women being the largest party to policy in a household or a society, it is shown that the percentage of female control is 56.77 percent, while men 0 percent. But in the decision-making process was also done jointly by men and women by 16.41 percent. Women's control in decision making for resource utilization activities is reviewed from how much is the decision to sell processed products, production time, where to sell processed products, sales time, to buy production tools. So this shows that the level of gender equality has not occurred in the processing of salted fish in Tulang Bawang Regency.

3.2.4. *Equality level in control of benefits.* The level of equality in control of benefits means how the control of men or women in determining decisions from the benefits of salted fish processing activities. One's control over these benefits shows how one's role and dominance or even demonstrates the creation of a group of people's life harmony. The level of equality in control of benefits in salted fish processing in East Menggala Subdistrict can be seen in Table 7.

**Table 7.** Equality level in control of benefits.

Benefit Control	Men	Together Dominant Men	Together	Together Dominant Women	Women
	%	%	%	%	%
Adjusting benefit allocations	5.13	35.90	48.72	0	10.26
Basic needs fulfillment	0	0	17.95	33.33	48.71
Fulfillment of education	7.70	28.21	56.41	5.13	2.56
Managing expenses	0	0	2.56	46.15	51.28
<b>Total</b>	<b>12.83</b>	<b>64.11</b>	<b>125.64</b>	<b>84.61</b>	<b>112.81</b>
<b>Average</b>	<b>3.21</b>	<b>16.03</b>	<b>31.41</b>	<b>21.15</b>	<b>28.2</b>

Table 7 shows that the level of equality in control of benefits shows that controls on the utilization of the results of fish processing activities are dominated by joint decisions with a percentage of 31.41 percent. This benefit control can be seen from how the control in managing the allocation of benefits, fulfillment of basic needs, fulfillment of education, to the management of expenditures. So it can be concluded that the level of equality in control of benefits is almost capable of being said to be equal but still dominated by women. The decision-making process in control of benefits is carried out jointly by men and women.



## 4. Analysis of salted fish processing business

### 4.1. Cost analysis

4.1.1. *Fixed costs.* Production costs consist of fixed costs and variable costs. Fixed costs are costs that do not depend on changes in production amount, such as equipment depreciation costs. Fixed costs in the saltfish processing business in Tulang Bawang Regency include labor costs and equipment shrinkage costs. The average fixed cost incurred by salted fish producers can be seen in Table 8.

**Table 8.** Average Fixed Cost on Salted Fish Processing Business in Tulang Bawang Regency.

No.	Type of Fixed Cost	Average (Rp/Month)	Percentage (%)
	Labor	238,750.00	68.77
1	a. Weeding	71,250.00	20.53
	b. Purification	83,750.00	24.12
	c. Salting	83,750.00	24.12
2	Equipment Depreciation	108,400.00	31.23
3	Investment Capital Interest	0,00	0.00
<b>Total</b>		<b>347,150.00</b>	<b>100.00</b>

Table 8 shows that the largest average fixed cost in a month in salted fish processing business is labor costs, Rp238,750.00 (68.77 percent) divided into labor in weeding activities amounting to Rp71,250.00 (20.53 percent), purification of Rp83,750.00 (24.12 percent), and refining of Rp83,750.00 (24.12 percent). Labor costs consist of labor costs outside the family. Usually the cost of labor in the family does not count. The wages of workers outside the family are given in the form of daily wages. The wage rate of female and male workers is the same ranging from Rp75,000.00 – Rp100,000.00. The highest average labor cost incurred in salted fish processing business in Tulang Bawang Regency in one month is the cost of labor in purification and salting activities.

The fixed cost of equipment depreciation, the average amount per month is Rp108,400.00 (31.23 percent). The cost of equipment shrinkage in fact does not need to be calculated because it is a cost that is not actually incurred by the manufacturer. However, because it uses the concept of profit depreciation costs equipment should still be calculated. Salted fish producers need equipment to carry out the production process. The equipment used is simple equipment, which has a fairly long economic life between 1-5 years. Equipment used includes knives, buckets, baskets, barrels, and widigs.

4.1.2. *Variable costs.* Variable costs are costs incurred by salted fish producers whose magnitude changes according to the amount of salted fish production produced. The variable cost of salted fish consists of the cost of the main raw materials, the cost of supporting raw materials, and the cost of others. The following data on variable costs in salted fish processing business in Tulang Bawang Regency can be seen in Table 9.

**Table 9.** Average variable cost on salted fish processing business in Tulang Bawang Regency.

No.	Type of Variable Cost	Average (Rp/Month)	Percentage (%)
1	Main Raw Materials	7,432,179.00	88.37
2	Supporting Raw Materials	865,983.00	10.30
3	Others	111,769.00	1.33
<b>Total</b>		<b>8,409,931.00</b>	<b>100.00</b>

Table 9 shows that the average variable cost spent per month is Rp840.931,00. The largest variable cost incurred in the saltfish processing business in Tulang Bawang Regency is the cost of the main raw material of fish, the amount per month averages Rp7,432,179.00 (88.37 percent). The type of fish used

for raw materials for the manufacture of salted fish consists of a variety of various with varying prices. The high low cost of the main raw material of fish is strongly influenced by fluctuations in the price of fresh fish.

The supporting raw material used in the salt fish processing business is salt, with a ratio of 1:3 to the weight of fish. The average cost of supporting raw materials (salt) per month is Rp865,983.00 (10.30 percent). Salt as a supporting material is used to marinate fish. Salt used in the salt fish processing business in Tulang Bawang Regency is salt purchased at a price of Rp8000.00/Kg. Miscellaneous costs are the lowest variable costs incurred by producers. The average miscellaneous cost per month is Rp111,769.00 (1.33 per cent). This type of miscellaneous cost includes packaging used by manufacturers consisting of a wide variety of plastics, cardboard, and newspapers. This type of packaging was chosen because it is practical and able to maintain the quality of salted fish to keep it dry and not easily damaged.

*4.1.3. Total cost.* The total cost is the cost incurred by the producers of salted fish as a whole. The average total cost per month on salted fish processing business in Tulang Bawang Regency can be seen in Table 10.

**Table 10.** Average total cost of salted fish processing business in Tulang Bawang Regency

No	Type of Total Cost	Average (Rp/Month)	Percentage (%)
1	Fixed Cost	347,150.00	3.96
2	Variable Cost	8,409,931.00	96.04
<b>Total</b>		<b>8,409,931.00</b>	<b>100.00</b>

Table 10 shows that the average monthly total cost incurred by salted fish producers is Rp8,757,081.00. The largest cost incurred by salted fish producers was variable costs of Rp8,409,931.00 (96.04 percent), while the average fixed cost per month incurred by salted fish producers was Rp347,150.00 (3.96 percent). The variable cost incurred by respondents is due to the increase in the price of fresh fish raw materials as the main raw material due to the availability of fresh fish that began to decrease from the results of acquisition.

#### *4.2. Acceptance analysis*

The acceptance received by salted fish producers is a multiplication between the amount of salted fish production produced and the price of salted fish. The acceptance received by salted fish producers in Tulang Bawang Regency comes from the acceptance of various salted fish products produced, among others, namely cork fish, layis, tilapia, baung, tembakang, seluwang, lomow, sepat, and eel. The following data on the acceptance of salted fish processing business in Tulang Bawang Regency can be seen in Table 11.

**Table 11.** Acceptance according to the type of salted fish in the salted fish processing business in Tulang Bawang Regency.

Description	Total Production(Kg)	Unity Price (Rp/Kg)	Total Revenue (Rp)
Cork Fish	1,373.00	100,000.00	137,300,000.00
Fish Layis	280.00	70,000.00	19,600,000.00
Tilapia	1,098.00	60,000.00	65,880,000.00
Baung Fish	593.00	50,000.00	29,650,000.00
Gunfire	653.00	50,000.00	32,650,000.00
Seluwang	815.00	70,000.00	57,050,000.00
Lomow Fish	508.00	40,000.00	20,320,000.00
Sepat Fish	850.00	50,000.00	42,500,000.00
Eel	165.00	120,000.00	19,800,000.00

<b>Total</b>	<b>6,335.00</b>	<b>610,000.00</b>	<b>424,750,000.00</b>
<b>Average</b>	<b>703.88</b>	<b>67,777.77</b>	<b>10,891,025.64</b>

Table 11 shows that the total receipts in the saltfish processing business amounted to Rp424,750,000.00 with a total production of 6,335 kilogram and a total price of Rp610,000.00. Meanwhile, the average amount of receipts amounted to Rp10,891,025.64 with an average amount of production per type of fish in one month of 703.55 kilogram and an average price per type of fish of Rp67,777.77. The highest total receipt was at the cork salted fish receipt of Rp137,300,000.00 and the lowest total acceptance of layis salted fish at Rp19,600,000.00. This is influenced by the total production value produced by all respondents and the selling price of salted fish per unit. Each type of salted fish has a varying amount of production, unity price and amount of receipt. This is because each producer produces different types of salted fish with the price of each type of salted fish that also varies.

#### 4.3. Profit analysis

The profit obtained by salted fish processing business in Tulang Bawang Regency is the difference between total receipt and the difference in total cost. In knowing the amount of profit can be seen in Table 12.

**Table 12.** Average profit on salted fish processing business in Tulang Bawang Regency.

No	Description	Average per-manufacturer (Rp/Month)
1	Acceptance	10,891,025.64
2	Total Cost	8,757,081.00
<b>Total</b>		<b>2,143,944.64</b>

Table 12 shows the average revenue per producer in a month of Rp10,891,025.64 and the average total cost per producer in a month of Rp8,757,081.00 resulting in an average profit per producer in one month of Rp2,143,944.64. The profit obtained by each manufacturer varies due to the difference in total revenue received and the total cost incurred by each manufacturer. This calculation uses the concept of profit, then the actual cost is not really incurred by the manufacturer, namely the cost of equipment depreciation.

## 5. Obstacles Faced in the Implementation of Salted Fish Agro-Industrial Production

Every business must have obstacles that can interfere with the smoothness in the production process so that every obstacle must be faced so that the business can continue to run and develop in the future. Similarly, salted fish processing business in Tulang Bawang Regency, also has constraints that can hinder the smoothness in the production process.

The obstacle faced in the saltfish processing business in Tulang Bawang Regency is the weather (sunlight). Salted fish processing business in Tulang Bawang Regency is still traditionally done by relying on sunlight in the drying process. If the weather is cloudy or rainy season, salted fish processing business faces obstacles in the drying or drying process. In the rainy season or cloudy weather the drying or drying process of salted fish will take a relatively longer time and the resulting product can also be at risk of damage. The step that has been done by manufacturers to overcome these obstacles is to stack the widig and cover it with a tarpaulin. Although, in reality the drying process of salted fish can be done mechanically by using a modern dryer that is a dryer oven. However, for the reason that the production of dried salted fish using the oven is not perfect, such as uneven dry so that fish producers in Tulang Bawang District do not use dryer ovens and still make use of sunlight in the drying process of salted fish. Another reason why manufacturers do not use dryer ovens is also because the costs incurred will increase because the price of dryer ovens are quite high.

Another obstacle faced by salted fish producers in Tulang Bawang Regency is the availability of fish raw materials that depend on the season. Fresh fish is the main raw material in the salted fish processing business in Tulang Bawang Regency, but its availability is highly dependent on the season. Such a situation will have an impact on the business of processing salted fish, which results in the continuity of

salted fish production can not last well throughout the year. Some manufacturers even choose not to produce due to the low availability of raw materials. However, there are also those who overcome the scarcity of raw materials by still producing using existing raw materials or adequate raw materials by using other types of fish raw materials or from outside the city when there is an urgent order.

Besides the above constraints there are other obstacles faced by respondents salted fish processing business in Tulang Bawang District, namely the absence of organizations that accommodate respondents salt fish processing business. This causes the attention of the local government to the saltfish processing business has not been poured evenly to all respondents, for example on local government assistance given in the form of facilities and infrastructure has not been evenly distributed and the procurement of counseling / coaching that does not exist for the development of salted fish processing in Tulang Bawang Regency. In addition, with the establishment of an organiasi so that no communication between respondents salted fish processing business, as a result of which the respondents can not exchange information about the business information of salted fish processing.

Another obstacle experienced by respondents processing salted fish in terms of marketing is the difficulty of access to consumers and business rivals are quite numerous. Respondents who still sell salted fish with consumers who have to come directly to buy salted fish, so there needs to be a development of skills for respondents especially in the management of information systems. Some respondents already use information systems with social media in promoting their salted fish products.

## 6. Conclusions

Based on the results of the field can be known that activities carried out by salted fish processing communities in Tulang Bawang Regency both in reproductive, productive and social activities show that women dominate in holding the lead role in their daily lives, while men also still have a role in all three activities. This indicates that there are still gender differences in society, where between men and women have not achieved the word equality.

The existence of gender in terms of access and control of farmers to resources and benefits shows the dominant role of women to be the first reference in the life of the saltfish processing community, although there is also in access and control to benefits is still said to be balanced, but in other aspects women who hold full access and control in salted fish processing activities. Thus, women with this role in the processing of salted fish can already be productive in helping support the family economy.

Average revenue per producer in one month was Rp10,891,025.64 and the average total cost per producer in one month was Rp8,757,081.00 so that the average profit per producer in one month was Rp2,143,944.64. The profit obtained by each manufacturer varies due to the difference in total revenue received and the total cost incurred by each manufacturer. This calculation uses the concept of profit, then the actual cost is not really incurred by the manufacturer, namely the cost of equipment depreciation.

There are several obstacles faced by salted fish processors in Tulang Bawang Regency. These constraints are the process of processing salted fish is still done traditionally that relies on sunlight, the availability of raw materials that depend on the season that results in raw materials are difficult to obtain, and the absence of institutions/ organizations that accommodate salted fish processors in supporting their business.

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