ABSTRACT

Keywords: Salam Trading (Order), Goods, TEES Convection Inc., Islamic Economic.

Basically, humans live inseparably from the activities in relation to Allah and other people in fulfilling their spiritual and physical needs. Therefore, an interaction among people exists in order to fulfill the individual and/or collective needs in trading transaction. The development of era triggers the trading development such as salam trading (order) to fulfill individual and collective needs. Based on the Islamic economic observation, the trading is clearly related to the theory of salam trading (order) mechanism. However, in the real field, many customers complain to the people who work in TEES Inc. convection because of the inexpediency of ordered goods as written in the agreement. At this point, the practice of ordering goods in TEES Inc. convection Kedungkandang, Malang, according to Islamic economic observation needs to be researched and re-observed.

Based on the description above, the researcher formulates the problems as follow: (1) how is the mechanism of purchase order transaction in TEES Inc. convection Kedungkandang, Malang. (2) how is the Islamic economic observation on the mechanism of purchase order transaction in TEES Inc. convection Kedungkandang, Malang.

The research type is empirical research which is done to get real phenomenon of salam trading (order) which happens in society especially within the mechanism of purchase order transaction in TEES Inc. convection Kedungkandang, Malang.

The result of this research shows that (1) the mechanism of purchase order transaction in TEES Inc. convection Kedungkandang, Malang, uses the agreement of salam trading with three kinds of transaction. Those are transaction of agreement in advance, transaction by internet, and transaction by cellular phone. The payment mechanisms are done either directly or transferring through bank. The production of purchase order is given to customer by giving it directly in TEES Inc. convection, delivering it to customers who stay in reachable areas, and using delivery service. (2) the mechanism of purchase order transaction in TEES Inc. convection Kedungkandang, Malang, is in accordance with Islamic economic observation related to salam trading (order), the pillars, and requirements in salam trading (order). On the other hand, complains are caused by the object of agreement which is unclear in details. It is not in accordance with the Islamic economic observation.