

ABSTRAK

Tujuan dari penelitian ini yaitu untuk Mengetahui dan Menganalisis Pelaksanaan Perjanjian Jual Beli (TBS) kelapa sawit antara PT Velindo Aneka Tani dengan PT Mutiara Sawit Semesta dan menganalisis akibat hukum dalam pelaksanaan perjanjian jual beli tandan buah segar antara PT Velindo Aneka Tani dengan PT Mutiara Sawit Semesta. Metode penelitian yang digunakan adalah deskriptif empiris dengan teknik pengumpulan data melalui wawancara dan observasi lapangan. Hasil penelitian menunjukkan bahwa pelaksanaan perjanjian jual beli TBS kelapa sawit antara kedua perusahaan tersebut berjalan dengan baik, meskipun terdapat beberapa tantangan seperti fluktuasi harga dan kualitas TBS. Namun demikian, adanya kesepahaman yang baik antara kedua belah pihak dan keterlibatan yang aktif dalam mengatasi permasalahan memungkinkan pelaksanaan perjanjian berjalan lancar dan memberikan manfaat bagi kedua belah pihak.

Kata Kunci: *Perjanjian, Jual Beli, Tandan Buah Segar*

ABSTRACT

The purpose of this study is to determine and analyze the implementation of the palm oil sales and purchase agreement (FFB) between PT Velindo Aneka Tani and PT Mutiara Sawit Semesta and analyze the legal consequences in the implementation of the fresh fruit bunches sales and purchase agreement between PT Velindo Aneka Tani and PT Mutiara Sawit Semesta. The research method used is descriptive empirical with data collection techniques through interviews and field observations. The results of the study indicate that the implementation of the palm oil FFB sales and purchase agreement between the two companies went well, although there were several challenges such as price fluctuations and FFB quality. However, the good understanding between the two parties and active involvement in overcoming problems allowed the implementation of the agreement to run smoothly and provide benefits to both parties. the agreement to run smoothly and provide benefits for both parties.

Keywords: Agreement, Buying and Selling, Fresh Fruit Bunches