

CHAPTER I

INTRODUCTION

1.1 Background

Riau is the largest coconut producer in Indonesia in 2020. The Central Statistics Agency (BPS) noted that coconut production in the province reached 387.9 thousand tons last year. The next position was occupied by North Sulawesi with coconut production of 262.9 thousand tons, East Java 250.7 thousand tons, North Maluku 207.8 thousand tons, Central Sulawesi 191.8 thousand tons. According to the Ministry of Agriculture, the estimated area of coconut plantations in Riau is 418,270 hectares by 2020. The largest coconut producing area in Riau is in Indragiri Hilir Regency, which borders Jambi province. This district is the only one in Indonesia that implements hybrid coconut farming with the People's Nucleus Plantation Pattern (PIR) as an effort to increase production, income and people's welfare. According to Coulter (2005), competitive Strategy is about how the organization will Compete in a particular business or industry.

Coconut is a commodity that has a significant contribution to Indonesia's foreign exchange in terms of exports. In 2020, the coconut commodity is ranked fourth as a foreign exchange earner for Indonesia after cocoa, palm oil and rubber. Even though other derivative products from coconut have enormous potential to be developed (Detik Finance, 2020).

The background on paperwork and calculation of coconut exports to Malaysia may involve several aspects related to international trade requirements, rules, and procedures. Here are some points that can be background in this regard :

1. International Trade Requirements: Coconut exports to Malaysia must comply with applicable international trade requirements. This includes the rules and requirements set by the World Trade Organization (WTO) and the rules applicable between the two countries, namely Indonesia and Malaysia.
2. Legal and Regulatory Requirements: The export of coconuts is also subject to legal and regulatory requirements set by the authorities in the sending country

and the receiving country. For example, the Ministry of Trade and Industry in Indonesia and the Ministry of Domestic Trade and Consumer Affairs in Malaysia may have certain requirements regarding coconut exports.

3. Certification and Documents: To import coconuts from Indonesia, the Malaysian side may require certain documents and certifications. This may include Certificate of Origin, Phytosanitary Certificate, Health Certificate, and so on. This document proves that the exported coconuts meet the quality and safety standards set by the receiving country.
4. Export Calculation and Cost: In calculating the cost of exporting coconuts to Malaysia, several factors need to be considered. This includes transportation costs, packaging fees, cargo handling fees at ports, administrative fees (such as paperwork fees), insurance fees, and taxes or duties imposed by the government.
5. Quality Standards: To enter the Malaysian market, coconut products must meet the quality standards set by the Malaysian government or applicable industry standards. This relates to coconut quality, packaging, labeling, and other requirements that may apply in the receiving country.

Based on the background described above, this research will be further investigated with the title "Requirements Document and Export Calculation Coconut to Malaysia." are for the following reasons Malaysia's market potential has a high demand for coconut products, and coconut exports to the country can be a promising business opportunity, A competitive advantage that has unique access or resources to produce high-quality coconuts or meet the needs of a particular market in Malaysia, as an economic opportunity because Coconut is one of the important commodities in international trade, and coconut exports can make a significant economic contribution, If it is identified that the coconut market in Malaysia has a sustainable and stable demand, then choosing the title could be a sensible move.

1.2 Formulation of the Study

Based on the above background, this study will identify the following problems :

1. How is the coconut export calculation flow process on CV Candra Graha-C?
2. How is the coconut export calculation on CV Candra Graha-C?

1.3 Purpose of the Study

The research objectives on the documents and calculations of coconut exports to Malaysia may include the following :

1. To find out what the coconut export calculation flow process is like at CV Candra Graha-C.
2. To find out how coconut export calculation at CV Candra Graha-C.

1.4 Significance of the Study

This research can be expected to be useful for those who read it and those who directly. The benefits of this research are as follows :

1. Benefits for Writers
 - a. As one of the requirements for completing the International Business Administration study program and obtaining an intermediate degree.
 - b. Add insight and gain experience, knowledge and interact with the world of work to make you more competent and professional in the real world of work.

2. Benefits for Agencies

In order to meet skilled workers who are in accordance with their expertise and later become ASI workers who are ready to use according to the field of knowledge they are occupied with.

3. Reader Benefits

Add insight and knowledge about Documents and calculations for the export of coconut and its Derivative Products.

1.5 Scope and Limitation of the Problem

Based on the background of the problem that has been described, this research can identify the scope of export documents and export calculations. In analyzing how the flow of export activities occurs. This research is only limited to analyzing the export flow process.

1.6 Writing System

In order for the writing of this thesis report to be systematic and neatly structured, a systematic writing is needed. The following is a systematic thesis report writing:

CHAPTER 1 : INTRODUCTION

Chapter 1 explains the background of the problem, the formulation of the problem, the research objectives, the scope of the research and the limitations of the problem as well as systematic report writing.

CHAPTER 2 : LITERATURE REVIEW

Chapter 2 describes the literature review and the previous theoretical basis that will be used in completing the research.

CHAPTER 3 : RESEARCH METHODOLOGY

Chapter 3 will explain the implementation plan, starting from the location, and object of research, types and sources of data, data collection technique, data processing technique, types of the study, research schedule and budget.

CHAPTER 4 : RESULTS AND DISCUSSIONS

Chapter 4 will explain the results and discussion of study.

CHAPTER 5 : CONCLUSIONS AND SUGGESTIONS

Chapter 5 will explain the conclusions and suggestions from the study carried out.