

CHAPTER I

INTRODUCTION

1.1 Background

International trade is an important aspect of a world economy. With international trade, countries will be mutually intertwined in an economic relationship that influences each other and the traffic of goods and services will create trade between nations. According to Irianif Sani, Muhammad Sahid, Sofiah nanda Lubis (2022), foreign trade transactions, which are better known as export-import, are essentially simple transactions and are nothing more than buying and selling goods between entrepreneurs who are located in developing countries. different countries.

In Indonesia, exports are something that is often done, especially from agricultural products, this also does not rule out the possibility for regions such as Bengkalis to be able to export to other countries because they have quite abundant natural resources in the agricultural sector such as round coconut, areca nut, rubber, coconut. palm oil, sago and coffee.

According to the Bengkalis Regency Sectoral Statistical Data Compilation Book (2019), that the production of plantations in the Bengkalis sub-district in 2018 reached 5,458.00 tons, for 2019 it reached 5,646.00 tons while for Bantan sub-district in 2018 it reached 8,251.00 tons and for 2019 reached 14,374.00 tons.

With this, Bengkalis Island has a considerable opportunity to export agricultural products to the international market. In international trade transactions, export procedures are very important and need to be considered, the flows and processes are also different from domestic trade, when viewed from the system there is almost no difference, but in reality it is very varied and diverse. The number of export commodities cannot be separated from export supporting facilities, with good and quality facilities will produce maximum results.

In order to maximize these facilities, it is necessary to have consistency in their implementation. To support this, good cooperation between exporters and the government is needed. Because the government itself has an important role in export activities either directly or indirectly. Exporters, both individuals and business entities, are required to follow the requirements/conditions set by the government, therefore in carrying out exports of course there are many stages that must be prepared both from exporters, importers, interested agencies, documents required and the method of payment made.

One of the export actors in Bengkalis Regency, namely CV. Candra Graha-C. He is an exporter as well as a document processing agent for the Bengkalis people in carrying out export activities to other countries such as Malaysia. With a high number of Bengkalis agricultural commodities, CV. Candra Graha-C takes advantage of this opportunity by exporting to other countries, of course this requires proper processing and flow of export activities because proper management of export activities will have an impact on the value of the exports obtained.

Of course it is very important for business people to know about the export procedures that have been established by the Ministry of Finance of the Republic of Indonesia which oversees the Directorate General of Customs and Excise, which is a government agency that has a major role in dealing with determined regulations and export procedures in Indonesia.

Based on the background above, research will be carried out with the title **"Analysis of export Flow Process Activities of Cv. Candra Graha-C."**

1.2 Formulation of the Problem

Based on the background described above, the research problem can be formulated as follows: How are the export flow activities of CV. Candra Graha-C?

1.3 Purpose of the Study

From the formulation of the problems that have been raised, the research objectives can be determined as follows:

1. To find out the preparation of export goods.
2. To find out how buyers.
3. To find out what documents are used.
4. To find out the shipping process.
5. To find out the payment method.
6. To find out the process of handing over the goods.

1.4 Significance of the Study

This research is expected to be useful for interested or related parties. The benefits of this research are:

1. For Agencies

The results of this study can be used as information and input for agencies to find out how the export flow of CV. Candra Graha-C.

2. For Writers

Apart from being a requirement for completing education, it can also increase knowledge in the field of exports and train to apply theory obtained from lectures.

3. For Academics

As a reference to add knowledge and input material for further research.

1.5 Scope and Limitation of the Problem

Based on the background of the problems that have been described, the authors can identify the scope of this study, namely the analysis of the export flow of agricultural products of CV. Candra Graha-C. In this study, it only discussed how the process of exporting agricultural products from CV. Candra Graha-C starting from before shipping until it's finished shipping.

1.6 Writing System

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

CHAPTER I: INTRODUCTION

Chapter 1 explains the background of the problem, the formulation of the problem, the research objectives, the benefits of the research, the scope of the research and the limitations of the problem and the systematics of writing reports.

CHAPTER II: LITERATURE REVIEW

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

CHAPTER III: RESEARCH METHODOLOGY

Chapter 3 will explain the implementation plan, starting from the location, time and object of research, types and sources of data, data analysis methods, types of research, research schedules and budgets.

CHAPTER IV: RESULTS AND DISCUSSION

Chapter 4 will explain the results and discussion of the research.

CHAPTER V: CONCLUSIONS AND SUGGESTIONS

Chapter 5 will explain the conclusions and suggestions from the research conducted.

REFERENCES

APPENDICES

WRITER BIOGRAPHY