

## CHAPTER V CONCLUSION

### A. Conclusion

According to the result of the marketing of shelled corn, it can be concluded:

1. Marketing channels were divided into two; marketing channel I started from collector to wholesaler and wholesaler to the poultry meanwhile marketing channel II started from farmer to wholesaler and wholesaler to the poultry.
2. Margin share obtained of marketing channel I is about 69.56% with a marketing cost of IDR 158.54/kg meanwhile margin share of marketing channel II is 83.47%, with a marketing cost of IDR 119.37/kg; and marketing efficiency of marketing channel I is 3.96%, meanwhile marketing efficiency of marketing channel II is 2.50%, so it is concluded that channel II is more efficient than channel I because the percentage of channel II is smaller than channel I.

### B. Suggestion

There is some suggestion that can be determined despite this research result:

1. It is expected that corn farmers in the research area use production inputs optimally in order to increase production from corn farming.
2. If the farmer does not have a farmer group, it is expected that especially the government or rather extension workers to provide direction and can assist farmers in getting their farmer group, this will greatly impact on improving the welfare of farmers in terms of marketing shelled corn.