

CHAPTER VI

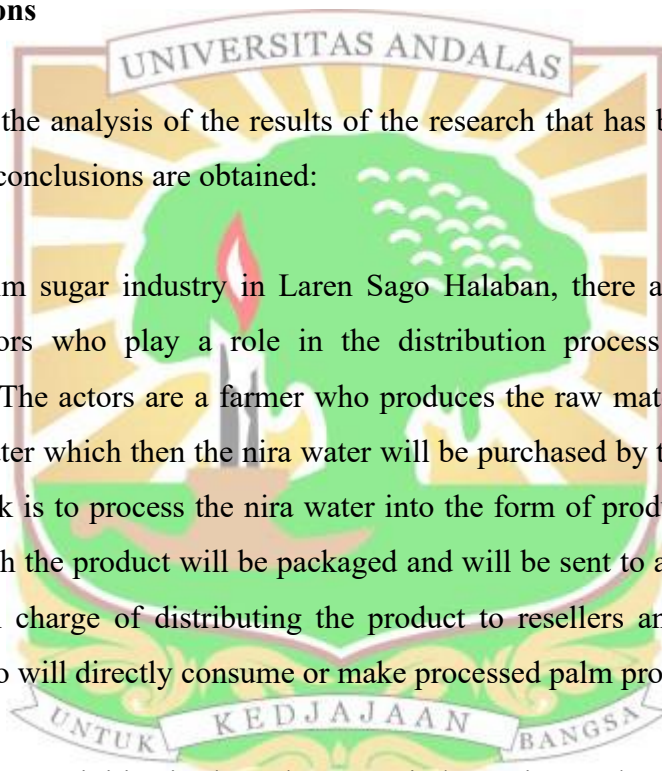
CONCLUSION

This chapter contains the conclusions obtained from the results of reviewing the data received and then processed and analyzed based on several categories. In addition, this chapter contains suggestions that will be aimed at further research.

6.1 Conclusions

Based on the analysis of the results of the research that has been carried out, the following conclusions are obtained:

1. In the palm sugar industry in Laren Sago Halaban, there are several value chain actors who play a role in the distribution process of palm sugar products. The actors are a farmer who produces the raw material in the form of nira water which then the nira water will be purchased by the manufacturer whose task is to process the nira water into the form of products to be made, after which the product will be packaged and will be sent to a distributor who will be in charge of distributing the product to resellers and consumers as actors who will directly consume or make processed palm products.
2. The primary activities in the palm sugar industry in Lareh Sago Halaban are farmers harvest their own nira in an effort to obtain a good quality of nira water. The purchase of raw materials in the form of nira water and indirect material ordering, then it will be carried out for checking the nira and manufacturing operations, after which the product will be packaged and ready to be sent to distributors and carry out the marketing and selling process such as product negotiations between buyers and sellers, and conducting product training between group leaders and members. Support activities in the palm sugar industry in Lareh Sago Halaban consist of determining SOP as work



regulations, support from the government, members training about products, and ordering materials.

3. The value added obtained by each product includes palm syrup of Rp4,632 / L input nira water, fresh palm water of Rp2,813 / L input nira water, brown sugar product is Rp3,121 / L input nira water, cubes of palm sugar is Rp1,453 / L input nira water, and block of palm sugar is Rp644 / L input nira water. In the palm industry in Lareh Sago Halaban, there is a difference in value added for each palm product and the one with the highest added value is the palm syrup product, this is due to the relatively high output value and classified as efficient in manufacturing product.

6.2 Suggestions

After doing the research, there are several suggestions that will help for further research. These are some suggestions which include:

1. Further research would be better to be able to contact some customers or distributors of the palm sugar industry in Lareh Sago Halaban District, which will be useful as supporting data to compare the selling prices of palm farmers.
2. Future research should find out more details about the support from the Fifty Cities government for the palm sugar industry.

