ABSTRACT

ALEXIE HERRY ANDIE BRONTO ADI. Development of Gambier Agroindustry in Lima Puluah Kota Regency, West Sumatra. Under direction of E. GUMBIRA SA’ID, SUKARDI and KHASWAR SYAMSU.

Gambier is one of some important estate commodities in Indonesia, and Indonesia has been the highest world’s gambier producer since long time ago. Gambier is produced mainly in West Sumatera Province, especially in Lima Puluah Kota Regency and Pesisir Selatan Regency. The main producers of gambier in Lima Puluah Kota Regency are Kapur IX, Pangkalan Kotobaru and Bukit Barisan Sub-districts. Eventhough Indonesia is the most important gambier producer in the world, gambier farmers in the production centers in Indonesia have not obtained maximum benefits from gambier business yet, and gambier agroindustry had not been experiencing significant development for almost two centuries.

The aims of this study were to map the gambier agroindustry condition, to identify the needs and potencies for gambier agroindustry development in the future, to obtain the formualation of the development proposed and to estimate the benefits of the improvement proposed. The tools used for this study were the THIO Analysis, the SWOT Analysis, Porter’s Diamond Model, Interpretive Structural Modeling, Analytical Hierarchy Process, transportation cost model and added value concept. The results of study showed that the main problem faced by gambier agroindustry are very limiting market and high dependency to India due to low product quality and weak institution in gambier business. To solve those problems, the first strategic step is establishing catechin and tannin industry supported by institutional strengthening through industrial cluster development. Catechin and tannin industry proposed can be developed by the establishment of fixed plants and the use of mobile gambier processing units. Both fixed plant and mobile unit for catechin and tannin processing were feasible with 135.99 and 527.14 oz of gold NPV, 1.16 and 1.39 B/C ratios, 6.58 and 2.73 year payback periods respectively. At the 1 to 10 % export conversion of raw gambier to catechin and tannin, the added value from catechin and tannin industry development can contribute to the community as 0.9 - 9 IDR billion per annum for the workforces and 9 - 90 IDR billion for the farmers proportional with their share of 1% to 10% in the industry.

Keywords: Gambier, Catechin, Tannin, Interpretive Structural Modeling, Analytical Hierarchy Process, Mobile Processing Unit, Added Value