LAMPIRAN
Lampiran 1. Produksi dan populasi aneka pisang di Kabupaten Cianjur Tahun 2001-2010

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Rata-rata 7.921.863 274.466

Sumber: Dinas Pertanian Tanaman Pangan dan Hortikultura kabupaten Cianjur, 2011

Lampiran 2. Tingkat Kehilangan Hasil Prapanen

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Rata-rata 16.7
Lampiran 3. Denah Lokasi Sentra Produksi Pisang Desa Talaga, Kecamatan Cugenang
Lampiran 4. Penanganan pascapanen di setiap saluran pemasaran

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Keterangan: ✓ Melakukan kegiatan 
- Tidak melakukan
Sumber: Data Primer (2012)
Lampiran 5. Susut Pascapanen Jalur Pemasaran I

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Susut Penyimpanan pengumpul lokal

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### Pedagang Pengecer lokal Cianjur

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Lampiran 6. Susut Pascapanen Jalur Pemasaran II

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<th>Uraian</th>
<th>Susut Pascapanen</th>
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<tbody>
<tr>
<td></td>
<td>Susut kuantitas (%)</td>
</tr>
<tr>
<td>Petani</td>
<td>-</td>
</tr>
<tr>
<td>Pengumpul desa</td>
<td>8.41</td>
</tr>
<tr>
<td>Pedagang Ps. Induk Kramat Jati</td>
<td>-</td>
</tr>
<tr>
<td>Pedagang Pengecer</td>
<td>8.33</td>
</tr>
<tr>
<td>Total</td>
<td>16.74</td>
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</tbody>
</table>

Pengumpul Desa

Susut Penyimpanan

<table>
<thead>
<tr>
<th>Sampel</th>
<th>Berat Awal</th>
<th>Berat Akhir</th>
<th>% Penyusutan</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>14.90</td>
<td>14.10</td>
<td>5.37</td>
</tr>
<tr>
<td>2</td>
<td>17.60</td>
<td>17.00</td>
<td>3.41</td>
</tr>
<tr>
<td>3</td>
<td>18.50</td>
<td>17.60</td>
<td>4.86</td>
</tr>
<tr>
<td>4</td>
<td>21.40</td>
<td>20.60</td>
<td>3.74</td>
</tr>
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<td>5</td>
<td>20.20</td>
<td>19.10</td>
<td>5.45</td>
</tr>
<tr>
<td>6</td>
<td>19.80</td>
<td>19.00</td>
<td>4.04</td>
</tr>
<tr>
<td>7</td>
<td>20.40</td>
<td>19.40</td>
<td>4.90</td>
</tr>
<tr>
<td>Rata-rata</td>
<td></td>
<td></td>
<td>4.54</td>
</tr>
<tr>
<td>Nama</td>
<td>Kapasitas</td>
<td>Kapasitas sekali pengiriman</td>
<td>susut kuantitas (%)</td>
</tr>
<tr>
<td>-------</td>
<td>-----------</td>
<td>-----------------------------</td>
<td>---------------------</td>
</tr>
<tr>
<td>Usep</td>
<td>8 ton</td>
<td>1000 kg</td>
<td>3.17</td>
</tr>
<tr>
<td>Herman</td>
<td>7-8 ton</td>
<td>1000 kg</td>
<td>4.64</td>
</tr>
<tr>
<td></td>
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<td>Rata-rata</td>
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<td></td>
</tr>
</tbody>
</table>

**Pedagang Besar Kramat Jati**

<table>
<thead>
<tr>
<th>Nama</th>
<th>Nama toko</th>
<th>Alamat</th>
<th>Kapasitas Penjualan Rata-rata/Bulan</th>
<th>susut kuantitas (%)</th>
<th>susut kualitas (%)</th>
<th>Harga Beli (Rp/kg)</th>
<th>Harga Jual (Rp/kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dimyati</td>
<td>Mr. Dimyati</td>
<td>Ps. Induk Kramat Jati</td>
<td>20 ton</td>
<td>-</td>
<td>8.12</td>
<td>-</td>
<td>2000-8000</td>
</tr>
<tr>
<td>Rata-rata</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>8.77</td>
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</table>

**Susut Pengecer Kramat Jati**

<table>
<thead>
<tr>
<th>Nama</th>
<th>Alamat</th>
<th>Kapasitas Penjualan Rata-rata/Bulan</th>
<th>Jumlah penjualan (buah)</th>
<th>Susut kuantitas (%)</th>
<th>susut kualitas (%)</th>
<th>Harga Beli (Rp/kg)</th>
<th>Harga Jual (Rp/kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kori</td>
<td>bogor</td>
<td>1 ton</td>
<td>300</td>
<td>6.67</td>
<td>-</td>
<td>4000-6000</td>
<td>5000-8000</td>
</tr>
<tr>
<td>Maman</td>
<td>bogor</td>
<td>1.5 ton</td>
<td>600</td>
<td>10.00</td>
<td>-</td>
<td>4000-6000</td>
<td>5000-8000</td>
</tr>
<tr>
<td>Rata-rata</td>
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<td></td>
<td></td>
<td>8.33</td>
<td>-</td>
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Lampiran 7. Susut Pascapanen Jalur Pemasaran III

<table>
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<th>Uraian</th>
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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Susut kuantitas</td>
</tr>
<tr>
<td>Petani</td>
<td>-</td>
</tr>
<tr>
<td>Pengumpul Desa</td>
<td>4.54</td>
</tr>
<tr>
<td>Pengumpul Besar</td>
<td>2.93</td>
</tr>
<tr>
<td>Supermarmarket</td>
<td>49.25</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>56.72</strong></td>
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Susut Penyimpanan Pengumpul Desa

<table>
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<tr>
<th>Sampel</th>
<th>Berat Awal</th>
<th>Berat Akhir</th>
<th>% Penyusutan</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>14.90</td>
<td>14.10</td>
<td>5.37</td>
</tr>
<tr>
<td>2</td>
<td>17.60</td>
<td>17.00</td>
<td>3.41</td>
</tr>
<tr>
<td>3</td>
<td>18.50</td>
<td>17.60</td>
<td>4.86</td>
</tr>
<tr>
<td>4</td>
<td>21.40</td>
<td>20.60</td>
<td>3.74</td>
</tr>
<tr>
<td>5</td>
<td>20.20</td>
<td>19.10</td>
<td>5.45</td>
</tr>
<tr>
<td>6</td>
<td>19.80</td>
<td>19.00</td>
<td>4.04</td>
</tr>
<tr>
<td>7</td>
<td>20.40</td>
<td>19.40</td>
<td>4.90</td>
</tr>
<tr>
<td><strong>Rata-rata</strong></td>
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<td><strong>4.54</strong></td>
</tr>
</tbody>
</table>
### Pedagang Besar

<table>
<thead>
<tr>
<th>Nama</th>
<th>Nama perusahaan</th>
<th>Kapasitas Penjualan Rata-Rata/Bulan</th>
<th>Kapasitas sekali pengiriman</th>
<th>Susut Kuantitas (%)</th>
<th>Susut Kualitas (%)</th>
<th>Beli (Rp/kg)</th>
<th>Jual (Rp/kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Umar Said</td>
<td>PT. Berkah Jaya</td>
<td>8 ton</td>
<td>300 kg</td>
<td>2.93</td>
<td>29.32</td>
<td>2500-2800</td>
<td>7000-8000</td>
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### Retail Supermarket

<table>
<thead>
<tr>
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<th>Nama perusahaan</th>
<th>Kapasitas Penjualan Rata-rata</th>
<th>pisang masuk</th>
<th>Tingkat Kerusakan (%)</th>
<th>Susut Kuantitas (%)</th>
<th>Susut kualitas (%)</th>
<th>Beli (Rp/kg)</th>
<th>Jual (Rp/kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hendi</td>
<td>Hypermart bellanova</td>
<td>60 kg/bulan</td>
<td>59 Kg</td>
<td>10-20</td>
<td>49.25</td>
<td>16.20</td>
<td>8900 (Rp/kg)</td>
<td>13900 (Rp/kg)</td>
</tr>
<tr>
<td>Staff divisi.</td>
<td>Hero Supermarket/Giant Kalibata</td>
<td>100 Sisir/hari</td>
<td>100 Sisir</td>
<td>10-15</td>
<td>15</td>
<td>25</td>
<td>12000 /Sisir</td>
<td>15990 /Sisir</td>
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Rata-rata 32.13 20.60
Lampiran 8. Rincian Harga Jual, Biaya, Keuntungan dan Marjin Tataniaga Pada Saluran Tataniaga Pisang Ambon

<table>
<thead>
<tr>
<th>Lembaga Pemasaran</th>
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<th></th>
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<tbody>
<tr>
<td></td>
<td>I (Rp)</td>
<td>II (Rp)</td>
<td>III A Hypermart (Rp)</td>
<td>III B Giant (Rp)</td>
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<tr>
<td><strong>Petani</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
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<td>2500</td>
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<tr>
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<tr>
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<tr>
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</tr>
<tr>
<td>Li/Ci</td>
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<td>8615</td>
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<tr>
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<td>350</td>
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<tr>
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<td>3335</td>
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<tr>
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<td>5000</td>
<td>3685</td>
</tr>
<tr>
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<td></td>
<td></td>
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<td>9.53</td>
</tr>
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<td>4000</td>
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<td>300</td>
<td></td>
<td></td>
</tr>
<tr>
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<td>6000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Keuntungan</td>
<td>1950</td>
<td>1700</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% Keuntungan</td>
<td>85.71</td>
<td>66.10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Margin</td>
<td>2200</td>
<td>2000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Li/Ci</td>
<td>7.80</td>
<td>5.67</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Konsumen Akhir

| Harga Beli | 5000 | 6000 | 13900 | 12300 |
| Total Biaya | 725 | 1428 | 3441 | 3441 |
| Total Keuntungan | 2275 | 2572 | 8459 | 6859 |
| Total Margin | 3000 | 4000 | 11900 | 10300 |
| Rasio Li/Ci | 3.14 | 1.80 | 2.46 | 1.99 |
Lampiran 9. Kuesioner Penelitian

**Kuisisoner Petani**

1. **Identitas Responden / Usaha**

   Nama :  
   Jabatan responden :  
   Alamat :  
   No. Telpom :  
   Kelamin/Umur :  
   Pendidikan :  

   Sejak kapan usaha saudara ini dimulai :  
   Apakah saudara memiliki jenis pekerjaan atau usaha lain :  
   Apakah disini ada perkumpulan usaha sejenis :  

2. **Aspek Teknis**

   2.1 Luas lahan usaha yang saudara miliki .................................................................
   2.2 Apakah status lahan yang saudara miliki [ ] sewa [ ] milik sendiri [ ] garapan
   2.3 Pola panen yang saudara terapkan : harian/mingguan/lainnya ................................
   2.4 Kegiatan panen dilakukan pada..........................
   2.5 Jumlah panen saudara ...............Kg per [ ] hari [ ] minggu [ ] lainnya
   2.6 Adakah hasil panen yang mengalami kerusakan?  
   Jika Ya, berapa jumlahnya................................................. penyebab kerusakan ................
   2.7 Adakah kehilangan hasil secara kualitatif (penurunan nilai harga akibat susut kualitas)?  
   Jika Ya, berapa.......................................................... penyebab kehilangan
   2.8 Adakah perlakuan Penanganan pasca panen? [ ] Ya [ ] Tidak  
   Jika Ya, sebutkan..............................................................

<table>
<thead>
<tr>
<th>Uraian</th>
<th>Jumlah (kg)</th>
<th>Alat/Manual</th>
<th>Losses (kg)</th>
<th>Penyebab Losses</th>
<th>Biaya (Rp/Kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Panen</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trasportasi dari Ladang</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kegiatan Lainnya :*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b.</td>
<td></td>
<td></td>
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* Uraikan bila ada
## Pemasaran

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<thead>
<tr>
<th>Uraian</th>
<th>Pengumpul</th>
<th>Pedagang Besar</th>
<th>Pengecer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jumlah (kg)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Harga Jual (Rp/kg)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Biaya Transport (Rp/kg)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Biaya Restribusi (Rp/rit)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Biaya Handling (Rp/kg)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Penyusutan/Loss

| 1. Susut Kuantitatif (%)       |           |                |          |
| 2. Susut kualitatif (%)*       |           |                |          |

### Catatan Untuk susut kualitatif

* dapat dinyatakan sebagai penurunan nilai jual (harga) akibat susut kualitas

3. Apakah saudara menerapkan standarisasi mutu terhadap komoditi yang saudara jual?
   [ ] Ya [ ] Tidak
   Jika Ya, jelaskan

4. Sebelum penjualan, apakah saudara melakukan penyorotan kembali?
   [ ] Ya [ ] Tidak
   Jika Ya berdasarkan apa

5. Bagaimana saudara memperoleh informasi tentang harga jual pisang?
6. Bagaimana saudara menentukan harga jual?

7. Apakah saudara melakukan penyimpanan hasil produksi Pisang?
   Jumlah komoditi yang disimpan.............kg/.............
   Lama Penyimpanan :   
   Cara Penyimpanan :   

---

**Catatan:** Untuk susut kualitatif, dapat dinyatakan sebagai penurunan nilai jual (harga) akibat susut kualitas yang terjadi pada komoditi.
Kuisiner Untuk Pengumpul

1. Identitas Responden / Usaha
Nama :
Jabatan responden :
Alamat :
Wilayah Kerja (desa/kecamatan) :
No. Telpon :
Kelamin/Umur :
Pendidikan :
Sejak kapan usaha saudara ini dimulai :
Apakah saudara memiliki jenis pekerjaan atau usaha lain :
Apakah disini ada perkumpulan usaha sejenis :
Wilayah kerja

2. Asal Pasokan

<table>
<thead>
<tr>
<th>Uraian</th>
<th>Petani</th>
<th>Lainnya :*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jumlah (kg)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Harga beli (Rp/kg)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Biaya Transport (Rp/kg)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Biaya Handling (Rp/kg)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Biaya Penyimpanan (Rp/Ton)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Penyusutan/Loss**

1. Susut Kuantitatif (%)   
2. Susut kualitatif (%)   

Penyebab susut/loss

**Catatan Untuk susut kualitatif**

* dapat dinyatakan sebagai penurunan nilai jual (harga) akibat susut kualitas

3. Pascapanen yang dilakukan oleh Pedagang

<table>
<thead>
<tr>
<th>Uraian</th>
<th>Volume (ton)</th>
<th>Biaya (Rp/kg)</th>
<th>Susut %</th>
<th>Penyebab susut</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</table>
### Pemasaran

<table>
<thead>
<tr>
<th>Uraian</th>
<th>Pengumpul Desa*</th>
<th>Pedagang Grosir</th>
<th>Retail</th>
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</thead>
<tbody>
<tr>
<td>Jumlah (kg)</td>
<td></td>
<td></td>
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<tr>
<td>Harga Jual (Rp/kg)</td>
<td></td>
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<tr>
<td>Biaya Transport (Rp/kg)</td>
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<tr>
<td>Biaya Restribusi (Rp/rit)</td>
<td></td>
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<tr>
<td>Biaya Handling (Rp/kg)</td>
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<tr>
<td><strong>Penyusutan/Loss</strong></td>
<td></td>
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</tr>
<tr>
<td>1. Susut Kuantitatif (%)</td>
<td></td>
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<tr>
<td>2. Susut kualitatif (%)</td>
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<tr>
<td>Penyebab susut/loss</td>
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</tbody>
</table>

**Catatan Untuk susut kualitatif**

* dapat dinyatakan sebagai penurunan nilai jual (harga) akibat susut kualitas

4. Apakah saudara menerapkan standarisasi mutu terhadap komoditi yang saudara beli dan jual?
   [ ] Ya [ ] Tidak
   Jika Ya, jelaskan

5. Sebelum penjualan, apakah saudara melakukan penyortiran kembali?
   [ ] Ya [ ] Tidak
   Jika Ya berdasarkan apa

6. Bagaiman saudara memperoleh informasi tentang harga jual pisang?

7. Bagaimana saudara menentukan harga jual?

8. Apakah saudara melakukan penyimpanan hasil produksi Pisang?
   Jumlah komoditi yang disimpan……….kg/…………
   Lama Penyimpanan : 
   Cara Penyimpanan :
Kuisioner Untuk Pedagang dan Retail

1. Deskripsi Pasar Retail
Nama : 
Alamat :

2. Identitas Responden / Usaha
Nama : 
Jabatan responden : 
Alamat :
Wilayah Kerja (desa/kecamatan) :
No. Telpon :
Kelamin/Umur :
Pendidikan :
Sejak kapan usaha saudara ini dimulai :
Apakah saudara memiliki jenis pekerjaan atau usaha lain :
Apakah disini ada perkumpulan usaha sejenis :

3. Aspek Pemasaran
Kapasitas usaha (kg rata-rata/bulan):
Bagaimanakah cara pembelian pisang yang saudara lakukan? [ ] borongan [ ] bertahap
Sistem Pemesanan [ ] dipesan [ ] ditawari [ ] rutin

<table>
<thead>
<tr>
<th>Asal Pasokan:</th>
<th>Petani/Kelompok Tani</th>
<th>Pengumpul Desa</th>
<th>Pedagang Grosir</th>
<th>Lainnya</th>
</tr>
</thead>
<tbody>
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<td>Uraian</td>
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<tr>
<td>Lama penyimpanan (bulan)</td>
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<tr>
<td>Biaya Penyimpanan (Rp/Ton)</td>
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</table>

Catatan Untuk susut kualitatif

* dapat dinyatakan sebagai penurunan nilai jual (harga) akibat susut kualitas
**Pemasaran**

Apakah ada pelanggan rutin/mitra?

<table>
<thead>
<tr>
<th>Keterangan</th>
<th>Pasar Antar Daerah</th>
<th>Pasar Retail</th>
<th>Lainnya</th>
</tr>
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<tbody>
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**Penyusutan/Loss**

1. Susut Kuantitatif (%)
2. Susut kualitatif (%)*

**Penyebab susut/loss**

* dapat dinyatakan sebagai penurunan nilai jual (harga) akibat susut kualitas

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7. Bagaimana saudara menentukan harga jual?

8. Apakah saudara melakukan penyimpanan hasil produksi Pisang?
   Jumlah komoditi yang disimpan.............kg/..........kilo
   Lama Penyimpanan:
   Cara Penyimpanan:  

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**Catatan Untuk susut kualitatif**

* dapat dinyatakan sebagai penurunan nilai jual (harga) akibat susut kualitas