

ABSTRACT

This research focused on Analyzing of Malaysia Export Demanding of Centre Sulawesi Cacao Beans on 2001-2008, four used ECM (Error Correction Models).

Indonesia is one of the biggest countries in producing cacao beans just right after Ghana and Pantai Gading. Based on the data, the world's demanding of beans deficit. In Indonesia, Central Sulawesi is the second biggest cacao beans producer after South Sulawesi, which the biggest proposition is for export. But the export done is still in raw supplies with low quality, so it affects with the low price.

The main problem of this research is the fluctuation of Malaysia Export Demanding of Central Sulawesi Cacao Beans. Deal with Malaysia low inflation and depreciation of rupiah kurs toward US dollar, the Export of Central Sulawesi cacao beans should be increased. This research explains about price factor among exporter in Central Sulawesi (PCR), Volatility Price of International cacao beans (VPITR), Malaysia Inflation (IFLM), Rupiah Kurs towards US Dollar (ER) and Malaysia growth Level (EGRWT).

Findings of the research are: price variable among exporter in Central Sulawesi (PCR) has significant and positive effect both in long and short term. Result of this research does not match with estimation effect of PCR proposed before, in the case of Malaysia export demanding of Central Sulawesi cacao beans the law demanding is used. It is affected by some factors; the taste of cacao beans, various used of cacao beans, many cacao plants in Ghana and Pantai Gading are broken by plant diseases, dryness and change function of cacao beans can cause speculation among buyers in Malaysia to apply stock system. IFLM variable gives negative effect while EGRWT gives positive effect, suitable with the hypothesis propped both for long and short term. But IFLM and EGRWT are not significant. Malaysia is not only as a consumer of cacao beans but also as a commodity broker in world trading. If we looking the used of cacao beans output both as a raw supplies and created supplies, all products used cacao beans as the staple supplies, they are made for both trading inside the country and export trading. Long and short term ER variable give positive effect, but does not significant toward Malaysia export demanding of Central Sulawesi cacao beans caused by contract system which is used in trading, while there are double roles between exporter and importer. Long and short term VPITR variable gives negative effect but is significant toward Malaysia export demanding of Central Sulawesi cacao beans. And it is suitable with the hypothesis proposed which is Volatility International price can be a risk that should be concerned.

Form the finding, the writer expects that this research will give more information for our government to examine which is the best commodity from each province. Tax rules applied in cacao beans industry can cause the lack of domestic cacao beans industry growth. While the applied of exertion license in Central Sulawesi only for a year caused many investors did not want to give their financial capital there. They only interested in giving their financial capital to others provinces.

The other main problem should be finished is the lack of electricity in Central Sulawesi.

Key words: export, cacao beans, volatility international price, ECM, Engle granger.

ABSTRAKSI

Fokus dari penelitian ini adalah menganalisis permintaan ekspor biji kakao Sulawesi Tengah oleh Malaysia periode 2000.1-2008.4 dengan menggunakan ECM (*Error Correction Models*).

Indonesia merupakan urutan ketiga sebagai penghasil biji kakao setelah Ghana dan Pantai Gading. Berdasarkan data yang ada permintaan dunia akan biji kakao berkembang dengan pesatnya bahkan ada kecenderungan terjadi defisit biji kakao dunia, sebagai dampak pemanfaatan dari biji kakao yang makin beragam. Di Indonesia, Sulawesi Tengah adalah penghasil biji kakao terbesar kedua setelah Sulawesi Selatan dengan proporsi terbesar diperuntukan untuk ekspor namun, ekspor yang dilakukan masih berupa bahan mentah dengan kualitas ‘rendah’ yang berdampak pada pengenaan harga yang relatif rendah.

Pokok permasalahan dari penelitian ini adalah permintaan ekspor biji kakao Sulawesi Tengah oleh Malaysia, mengalami fluktuasi. Dengan tingkat inflasi Malaysia relatif rendah, nilai tukar Rupiah yang cenderung mengalami depresiasi terhadap Dollar Amerika Serikat, ekspor biji kakao Sulawesi Tengah seharusnya naik. Penelitian ini secara khusus mengkaji faktor harga di tingkat eksportir di Sulawesi Tengah (PCR), volatilitas harga biji kakao internasional (VPITR), inflasi Malaysia (IFLM), nilai tukar Rupiah terhadap US\$ (ER) dan tingkat pertumbuhan Malaysia (EGRWT), terhadap ekspor biji kakao Sulawesi Tengah dengan tujuan Malaysia.

Adapun penemuan dari penelitian ini baik untuk jangka panjang dan jangka pendek, sebagai berikut: variabel harga di tingkat eksportir di Sulawesi Tengah (PCR) mempunyai pengaruh positif dan signifikan, baik dalam jangka panjang maupun jangka pendek. Dalam penelitian ini hasil estimasi pengaruh (PCR) tidak sesuai dengan hipotesis yang diajukan, dimana pada kasus permintaan ekspor biji kakao Sulawesi Tengah oleh Malaysia berlaku hukum permintaan untuk kasus pengecualian, yang sangat dipengaruhi oleh kekhasan cita rasa biji kakao, pemanfaatan biji kakao yang makin beragam namun tidak dihasilkan oleh semua negara/daerah, banyaknya tanaman kakao di Ghana dan Pantai Gading yang terserang hama dan bencana kekeringan dan alih fungsi lahan di beberapa kantong-kantong produksi dunia, berdampak pada kecenderungan defisit produksi biji kakao dunia. Sejalan dengan itu, untuk memperoleh manfaat dari perdagangan biji kakao (*gain from trade*), kenaikan harga biji kakao akan menimbulkan spekulasi jika harga biji kakao akan terus mengalami kenaikan dan keadaan ini akan mempengaruhi keputusan dari para *buyers* di Malaysia untuk melakukan sistim stok. Variabel IFLM