

インドネシア貿易研修センター
コンタクトミッション報告書

昭和61年 7月

国際協力事業団

国際協力事業団	
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商業省A L I 次官表敬訪問



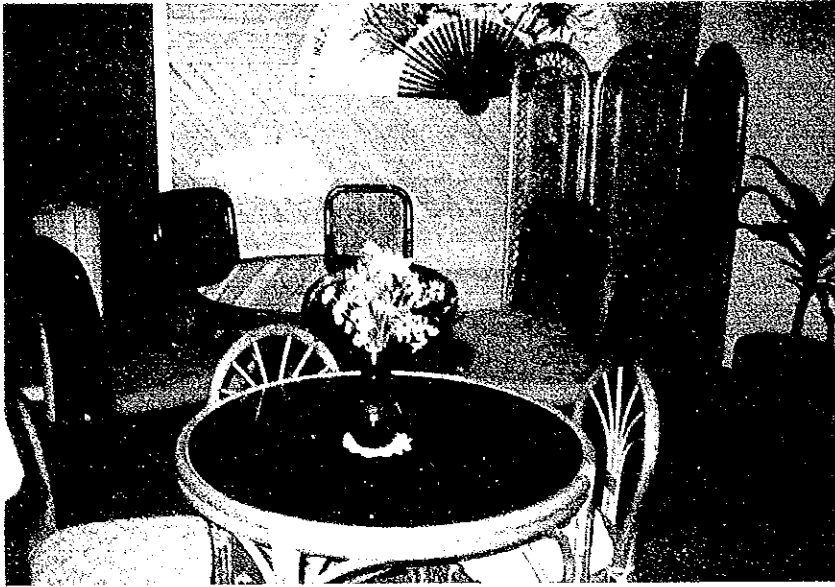
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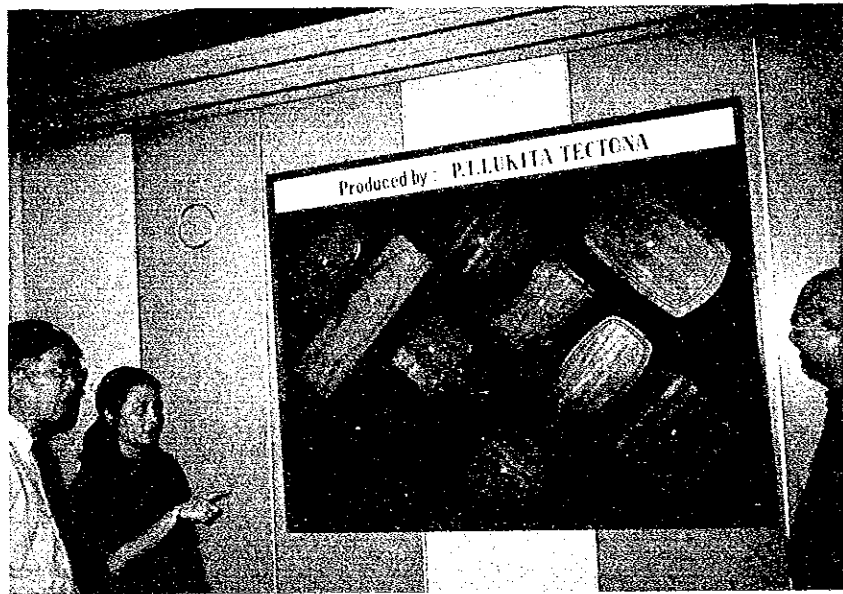


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LILY
広報局
外国協力課長



ラタン製品



木製品



センターサイト予定地

1. コンタクトミッションの派遣

1-1 要請背景、経緯及び調査団派遣の目的

(1) 要請の背景・経緯

「イ」国は、輸出総額の約75%、国家歳入の約50%を石油及び同製品に依存している産油国であるが、近年の石油価格の下落により財政的な逼迫をきたしており、それに伴い対外債務も増加しつつある。このため「イ」国は、非石油製品の生産拡大、輸出促進を行うことにより工業化促進、雇用機会の拡大、貿易収支の改善を図ろうとしており、これら関連案件を優先プロジェクトとして国家開発計画等で取り上げている。上記事情に鑑み「イ」国政府は、非石油製品を中心とする輸出促進を実施するため、「貿易研修センター」構想を打ち出し、我が国に対し、上記プロジェクト方式の技術協力を要請するとともに、1985年7月の日・イ技術協力年次協議の場を通じて貿易研修センター建設を中心とする無償資金協力の要請を表明した。

(2) 調査団派遣の目的

「イ」国からの要請内容は、非石油製品の輸出拡大を目的とした貿易研修センターを設立することにより、①貿易実務研修、②輸出品の図案・意匠開発、③輸出振興のための国内産品、国内業者への海外市場に関する情報提供、④品質管理、⑤語学（英語、日本語）研修、⑥展示会の開催等を実施するために必要な協力要請であったが、その具体的な方法及び内容、実施場所、実施機関等詳細が、要請書にては判断が出来ないため、本調査団を派遣し調査を行い、双方のプロジェクト方式の技術協力に係る考え方を整理し、協力の可能性の検討を行うことが主目的であった。

1-2 調査団の構成

分 担	氏 名	所 属
団長 総 括	北 村 俊 夫	国際協力事業団 鉱工業開発協力部長
団員 技術協力計画	小 出 一 晴	日本貿易振興会 輸入対策部協力事業課長
団員 ”	徳 増 有 治	通産省 通商政策局経済協力課長補佐
団員 ”	金 沢 弘 行	農水省 経済局国際協力課係長
団員 業務調整	大 木 勝 雄	国際協力事業団 鉱工業開発技術課長代理

1-3 調査日程

月	日	曜日	午前・午後	業務内容	宿泊地
6	23	月		JL-721 成田発	ジャカルタ
	24	火	午前	JICA事務所 表敬・打合せ	ジャカルタ
				日本大使館 表敬・打合せ	
			午後	インドネシア商業省 T.UMAR AGI 次官表敬	ジャカルタ
				インドネシア側チームとの協議	
	25	水	午前	センターサイト予定地非公式訪問 (SLIPI地区)	ジャカルタ
				午後	
	26	木	午前・午後	同上	ジャカルタ
	27	金	午前	日本大使館大使表敬	ジャカルタ
				午後	
			サリーナジャヤ百貨店	ジャカルタ	
			STEPHALUX社 (ラタン家具)		
			P.T. LUKITA TECTONA社 (木工・家具類)	ジャカルタ	
28	土	午前	インドネシア側チームとの協議	"	
29	日		資料整理	"	
30	月	午前	インドネシア側チームとの協議	"	
			午後		商業省QCセンター非公式訪問
7	1	火	午前・午後	インドネシア側チームとの協議	"
	2	水	午前	同上	機内
				午後	
		夜	帰国		

1-4 主な面談者

(1) インドネシア側協議チームメンバー

1. Mr. Hamonangan Siregar, MA :-Chairman
Head, Bureau of Planning
2. Mr. Arifin L. Gaol :-Vice Chairman
Secretary of National Agency for Export
Development
3. Mr. G. Hamonangan Pane :-Technical Cooperation
Head, Bureau of Public Relations

- | | |
|------------------------------|---|
| 4. Ms. Lily Rosyana | :—Technical Cooperation
Head of Foreign Cooperation Division,
Bureau of Public Relation |
| 5. Mr. M. I. Krismurti | :—Member
Head of the Educational and Training
Centre |
| 6. Mr. Ketut Suwetere | :—Member
Head of Bureau of General Affairs |
| 7. Mr. Zainal Abidin Nurmala | :—Member
Head of General Affairs,
Directorate General for Foreign Trade |
| 8. Mr. Syukri Alimuddin | :—Member
Head of Management System,
Bureau of Organization |
| 9. Mr. Arifuddin Andi Dewang | :—Member
Bureau of Public Relations |
| 10. Mr. Jambo Lii | :—Member
National Agency for Export Development |
| 11. Mr. Busra Muhdi | :—Member
National Agency for Export Development |
| (2) その他主要面談者 | |
| 1. T. UMAR ALI | インドネシア商業省次官 |
| 2. MEUTIA LUMONGGA | LUKITA TECTONA 社代表者 (木工・家具) |
| 3. HAMK AMWAR | STEPHALUX 社代表者 (ラタン家具) |
| 4. その他関係者 | |
| (3) 日本関係者 | |
| 1. 日本国大使館 | 武藤大使
島田一等書記官
福島 " |
| 2. J I C A | 遠藤所長
青木所員
石塚 " |
| 3. その他 | JETRO 日本企業等関係者 |

2. 要 請 の 内 容

当初先方から提出された我が方の Questionnaire に基づき、調査、協議に入ろうとしたが、我が国の技術協力に関し、理解不足があったため、我が方より改めてプロ技協の仕組等を英文パンフレット及び、現場にて作成したメモにより説明し、理解させた後再度文書にて、Questionnaire を提出した。これにより要請内容は次のとおり判明した。（詳細別添 2）

(1) 貿 易 研 修

① ベーシック・トレーニング・コース

- 内 容 輸出業務に係る正界的な習慣
輸出の始め方
輸出商品の開発
輸出価格の決定
輸出書類の作成
- 対 象 中堅幹部、輸出専門担当者、人数 35 人
- 回 数 等 年 8 回、各 3 週間
- 方 式 セミナー、ディスカッション、企業訪問
- 必 要 機 材 オーディオビジュアル、スライド、フィルム等
- 用意する C/P 2 名
- C/P の 資 格 輸出市場、マネジメントの EXPERTS

② アドバンスド・トレーニング・コース

- 内 容 貿易交渉技術、輸出マネジメント、輸出市場参入
- 対 象 シニア輸出マネージャー、マネジメントエキスパート
(輸出企業、政府機関)
- 回 数 等 年 8 回、1 回 3 週間、1 回 35 人
- カウンターパート人数 2 名
- 方 法 レクチャー、ディスカッション、企業訪問
- 機 材 ビジュアル・スライド、オーバーヘッドプロジェクター等

③ 製品別輸出オポチュニティ・トレーニング・コース

- 内 容 繊維製品、木製品、家具、工業品、食品の輸出機会の創設
- 対 象 製品及び市場のスペシャリスト
- 回 数 等 年 4 回、1 回 2 週間、1 回 35 人
- カウンターパート人数 2 名
- 方 法 レクチャー、ディスカッション、企業訪問

◦ 機 材 フィルム、ビジュアル等

④ 輸出指導担当官トレーニングコース

- 内 容 市場調査、輸出マーケティング、貿易振興手法、トレード・リ
プレゼンテーション、貿易情報サービス、貿易相談サービス、貿
易交渉技術
- 対 象 輸出市場マネージャー（民間企業等）
- 回 数 等 年8回、1回2週間、1回35人
- カウンターパート 1名（政府機関のシニアスタッフ）
- 方 法 レクチャー、ディスカッション、フィルム
- 機 材 視聴覚機材、フィルム

⑤ 輸出トレーニングコース開発

- 内 容 輸出マーケティングのカリキュラム作成、トレーニング教材開
発、トレーニング手法の開発
- 対 象 シニア・ガバメント・オフィサー
- 回 数 等 年2回、1回2週間、1回35人
- カウンターパート 1名（政府のシニアスタッフ）
- 方 法 レクチャー、ディスカッション、フィルム
- 機 材 視聴覚機材、フィルム

⑥ 語学研修（日本語）コース

- 内 容 文法、読解、書取り、会話
- 対 象 輸出マネージャー、輸出専門者、ジュニアスタッフ
- 回 数 等 年2回、1回9ヶ月、1回35人
- カウンターパート 1人
- 方 法 レクチャー、L・L
- 機 材 L・L機器

⑦ コンピューター・プログラミング研修コース

- 内 容 オペレーティング、プログラミング
- 対 象 ミドルマネージャー、ジュニアスタッフ
- 回 数 等 年3回、1回12ヶ月（？）、1回10人
- 方 法 レクチャー、実技
- カウンターパート 1人
- 機 材 コンピューター一式

(2) 製品品質改善研修

① 繊維製品

- 内 容 生産技術（カッティング，ソーイング，フィニッシングシステム）
デザイン（市場別，デザインの確立）
マーケティング（消費動向調査，セールス促進等）
- 対 象 オフィシャル及びプライベートセクションのスタッフ等
- 回 数 等 1年各4回，1回3ヶ月，1回各35人
- 方 法 レクチャー，OJT
- カウンターパート 4名（生産技術1名，デザイン2名，マーケティング1名）
- 機 材 ビデオセット，スライド，オーバーヘッドスクリーン，検査機器類

② 木製品（建材用モールディング，ビーティング）及び家具

- 内 容 ①繊維に同じ
- 対 象 ”
- 回 数 等 年2回，1回1～3ヶ月，1回各35人
- 方 法 レクチャー，OJT
- カウンターパート 4名（①に同じ）
- 機 材 事務機，フィルム，検査機器，デザインコンピューター等

③ ラタン製品

内容等②にすべて同じ。

④ 加工食品

- 内 等 生産技術（材料選定，保存技術，品質管理）
デザイン（パッキング，パッケージング，ラベルデザイン）
マーケティング（価格政策，市場戦略，活動促進）
- 対 象 企業及び政府機関のマネージャー，スタッフ
- 回 数 等 年間各4回，3ヶ月，1回各35名
- カウンターパート 6名（各コース2名ずつ）
- 方 法 アドバイス，ガイダンス，OJT，研修
- 機 材 視聴覚機材，検査機器類等

(3) 展 示

87年度約24回の展示を行うため（詳細別添2）のプロ技協への要請

- (4) 以上を実施するため，専門家の派遣，研修員の受入，機材供与の要請はあるが，派遣分野，時期，研修等の詳細については，更に今後検討されることとなっている。

3. 調査の概要

3-1 国家開発計画における輸出振興策

第4次開発5ヶ年計画は、84年1月に国会に提出され、3月に大統領令84年第21号として正式に決定し、同年4月1日より実施されている。その中で輸出振興については、第14章で具体的にふれられている。すなわち、期間中、非石油物資の輸出強化に努力する。非石油物資の輸出成長率を15.8%とする。その内訳は工業品23.1%、鉱物12.3%、農業産物9.9%である。具体的な項目としては以下のとおり。

- ① コーヒー、ゴム、パーム油、コブラ、茶、ココア、合板、木材、えび、かつお、繊維品、工業製品、革製品、非石油鉱物その他の輸出を促進する。
- ② 各種の許可制を廃止又は簡素化する。商品の集荷、購入、流通方式の合理化、輸出費の合理化、船積方式の改善、輸出証明書発行制度の簡素化等を行う。
- ③ 市場の多様化を図るため、積極的な輸出ミッションの派遣を行う。
- ④ 生産の多様化を行い、非石油部門の商品輸出の拡大をする。
- ⑤ 輸出商品の質的向上のため、70種類の輸出品の品質標準を定める。その方法として、ゴムに競売制を実施し、品質検査に生産者及び輸出業者を参加させる。また、地方の品質試験所（第3次計画において、ジャカルタ、メダン、パダン、パカンバル、ジャンビ、パレンバン、パンカル、ピナン、タンジュンカラ、バンジャルバル、サマリダ、レンガラジャ、スラカルタ、スラバヤ、ジュンベルに品質試験所を設置した）を活用し、また国際諸機関と協力する。
- ⑥ 国際的に通商を振興させるため、多国籍企業と協力し、国際機関を通じ、関税上の諸障害を除去し、アセアン諸国との地域協力によって輸出商品数を増加する。また、双務協力によって、中東、アフリカ、ラテン・アメリカ、東欧諸国などへの輸出を増大する。
- ⑦ 外国見本市へ参加し、輸出ミッションを派遣し、新たに貿易振興事務所を設置し、その活動を積極的にする。
- ⑧ 輸出開発のための情報を集め、これを普及して輸出業者、企業者に提供する。
- ⑨ 輸出業の開発のため研修、相談等の指導を行う。

3-2 インドネシア共和国概況

1. インドネシア国の一般概況

1. 概 観

面積 191.9万 km^2 （日本の約5.2倍）

〔約13,700の島の内、3,500の島に人が住んでいる。ジャワ島（面積

7%、人口62%を占める)]

首都	ジャカルタ
人口	15,989万人('84年央: IMF/IFS)
民族構成	ジャワ族28%、スンダ族13%、ミナンカバウ族4%、華僑3%、他多数の種族
言語	国語は、インドネシア語
宗教	イスラム教(約90%)、キリスト教(約5%)、ヒンズー教(約2%)、仏教(約1%)

2. 政治

政体	共和政
独立	1945年8月17日、オランダから独立
元首	スハルト大統領(1968年3月以来)
政治情勢	近年、世界的不況の影響を受け当国の経済は困難な状況にあるものの、スハルト体制を脅かす程ではなく、安定している。しかし、84年後半より政府のパンチャシラ(国是5原則-①神への信仰、②人道主義、③民族主義、④民主主義、⑤社会正義)政策に反対するイスラム過激派による爆破事件が散発したが、現在は落ち着いている。

3. 経済

(1) 経済概況

- ① 巨大な人口を抱えた農業国ではあるが、国家経済は石油、天然ガスに大きく依存。(85年度歳入の48.4%)
- ② 「イ」経済は、80年代初めにかけて石油生産の拡大、石油価格の高騰に助けられ7%台の成長を達成。
- ③ しかし、81年以降、世界的な長期不況を受けた石油収入の減少により深刻な打撃を受け、経済成長率も低下。非石油産品の輸出拡大をねらって82年から見返り輸入(C/P)制度を導入。
- ④ また、最近においては、投資奨励策の縮小、インドネシア化政策の推進等から内外投資の大幅な落込み(84年の新規海外投資、前年比65.7%減)が大きな問題となっており、政府は投資環境の整備に乗り出しつつあるものの、85年4月からの付加価値税の導入もあり、今後の投資の動向はなお楽観を許さない状況。
- ⑤ 一方、対外債務も増大傾向にあり、政府は輸出信用の借り入れ制限を実施しつつあるが、84年末の対外債務残高は246億ドルとなり、債務返済比率も84年度195%が、85年度には23%まで上昇。

⑥ 今後においては、国家経済の過度の石油、ガス依存体質からの脱却、新規労働力の雇用機会の確保が最大の課題であり、工業の育成、非石油製品の輸出拡大が急務とされている。

(2) 経 済 概 観

	単 位	出 典	1980年	1981年	1982年	1983年	1984年
G N P	億ドル	IME/IFS	693	825	872	750	
1人当りGNP	ドル	世銀統計	430	530	580	560	
G D P 成長率	%	イ国銀行	9.6	7.6	2.3	3.1	4.3
貿 易 収 支	百万ドル	IME/IFS	13,116	11,892	5,434	4,793	8,021
経 常 収 支	百万ドル	IME/IFS	2,864	△ 566	△ 5,324	△ 6,338	△ 2,114
総 合 収 支	百万ドル	IME/IFS	2,428	△ 374	△ 1,853	178	914
外貨準備高(年末)	百万ドル	IME/IFS	6,500	6,076	4,196	4,814	5,720
公的対外債務	億ドル	世銀統計	149.7	159.5	186.2	217.7	246.0
(上記の) D S R	%	世銀統計	7.9	8.3	10.6	12.8	19.5
消費者物価上昇率	%	IME/IFS	18.5	12.2	9.5	11.8	10.4

※印は、'85年3月末当国政府発表

(3) インドネシアの対外貿易

(単位：百万ドル)

暦 年	輸 出	輸 入	収 支
1978	11,643	6,690	4,953
1979	15,590	7,202	8,388
1980	23,950	10,834	13,116
1981	25,164	13,272	11,892
1982	22,293	16,859	5,434
1983	21,145	16,352	4,793
1984	21,903	13,882	8,021

(資料：IME/IFS)

主 要 品 目 別 (1984) P			
輸 出 (億ドル)		輸 入 (億ドル)	
総 額	218.9	総 額	138.8
石油・同製品	124.8	機械輸送機器	50.4
天然ガス	35.4	(輸送機械)	15.7
ゴム	9.6	化学品	21.4
合板等	6.7	石油・同製品	26.3
コーヒー	5.7	鉄鋼	8.8
原木・製材	4.6		
錫	2.7		

国 別 (1984)			
輸 出 先		輸 入 元	
(金額比：%)		(金額比：%)	
米国	47.3	日本	23.8
日本	20.6	米国	18.4
シンガポール	9.7	シンガポール	12.9
トリニダトトバゴ	3.8	サウジアラビア	9.7
韓国	2.7	西独	5.9
オーストラリア	1.3	フランス	3.1

(資料：IMF/DOF)

(資料：イ国中央統計局)

II. 日本との経済関係

1. 概 況

我が国にとって、原油及び天然ガスの安定的な供給国として重要な国であるとともに、経済・技術協力、投資面においても我が国との関係は、緊密の度合いが高い。

2. 貿易の推移

(単位：百万ドル：%)

暦 年	日本の輸出(A)	対前年比	日本の輸入(B)	対前年比	(A) + (B)	(A) - (B)	(A) : (B)
1979	2,124	101.4	8,794	167.6	10,918	△ 6,670	0.24 : 1
1980	3,458	162.8	13,167	149.7	16,625	△ 9,709	0.26 : 1
1981	4,123	119.3	13,305	101.0	17,428	△ 9,182	0.31 : 1
1982	4,261	103.2	12,005	90.2	16,266	△ 7,744	0.35 : 1
1983	3,552	83.4	10,432	86.9	13,984	△ 6,880	0.34 : 1
1984	3,073	86.5	11,175	107.1	14,249	△ 8,102	0.27 : 1
1985	2,172	70.7	10,119	90.5	12,291	△ 7,947	0.21 : 1

(注：日本の貿易総額に占めるインドネシアのシェアは、4.0% (85年)) (資料：通関統計)

主 要 輸 出 入 品 目 (85年)

(単位：百万ドル、%)

対「イ」輸出	金 額	構成比	対前年比	対「イ」輸入	金 額	構成比	対前年比
機 械 機 器	1,018	51.0	65.2	原 油・粗 油	3,889	38.4	74.5
(うち自動車)	153	7.0	37.3	L N G	3,995	39.5	113.3
金 属 品	456	21.0	73.6	重 油	598	5.9	80.1
(うち鉄鋼)	342	15.7	79.0	非鉄金属鉱	267	2.6	104.6
化 学 品	298	13.7	82.2	え び	197	1.9	94.8

(資料：通関統計)

3. 投 資

(1) 「イ」国からみた'84年末外国投資残高(インドネシア投資調整庁)

日本(33.0%), 香港(12.0%), 米国(8.3%), ベルギー(5.9%), カナダ(5.7%)

(2) 年度別推移(許可・届出ベース) (3) 業種別:'84年度(許可・届出ベース)

年 度	件 数	金額(百万\$)
1980	96	529
1981	88	※ 2,434
1982	84	410
1983	89	374
1984	82	374
累計('51~)	1,319	8,015

	件 数	金額(百万\$)
製 造 業	780	2,270
資 源 開 発	254	5,191
商 業	51	46
金 融・保 険	25	70
そ の 他	209	177
累計('51~)	1,319	8,015

(注) その他: 建設・不動産・支社を含む。

インドネシアは、日本にとり第2位の投資国(対外民間直接投資総額の11.2%)

※① アサハン・アルミプロジェクト 181百万ドル

② プルタミナLNGプロジェクト 1,838百万ドル

(資料: 大蔵省発表)

4. 経済・技術協力

(資金協力(交換公文ベース))

有 債:	円 借 款	金 額	備 考
	81年度円借款	580.0億円	
	82年度円借款	631.7億円	
	83年度円借款	675.0億円	
	84年度円借款	716.0億円	
	85年度円借款	754.0億円	'85年6月, IGGI 会合の場でブレッジ
	累計(85年7月末現在)	13,235.4億円	(うち, 商品借款: 1,521.0億円)

無 債: '84年度は、ポゴール農科大学拡充計画等5案件に対して総額693億円の供与で交換公文を締結。'84年末累計: 1,456.7億円

技術協力

(単位：人)

年 度	研 修 生 受 入 れ			専 門 家 派 遣		
	政府ベース	民間ベース	合 計	政府ベース	民間ベース	合 計
80年度	363	391	754	666	28	694
81年度	361	295	656	836	43	879
82年度	404	383	787	874	30	904
83年度	380	353	733	796	19	815
84年度	594	401	995	1,034	16	1,050
累5 計	5,986	4,280	10,266	7,858	183	8,041

(注) 政府ベース：JICA, APO, UNIDO

民間ベース：AOTS, OISCA, ILO, その他

(資料：経協白書)

5. 商品別輸出

インドネシアの商品別輸出の詳細は次のとおり。

Value : in billion US\$

DESCRIPTION COMMODITIES	1 9 8 3	1 9 8 4	1 9 8 5
<u>Total Export.</u>	<u>21.146,-</u>	<u>21.888,-</u>	<u>18.586,-</u>
<u>Oil and products</u>	<u>13.558,-</u>	<u>12.477,-</u>	<u>9.083,-</u>
- Crude oil	12.600,-	11.021,-	8.251,-
- Oil products	958,-	1.445,-	831,-
L N G	2.583,-	3.541,-	3.634,-
Non oil/gas	<u>5.005,-</u>	<u>5.870,-</u>	<u>5.869,-</u>
<u>Agricultural products</u>	(1.451,-)	(1.619,-)	(1.468,-)
Rubber	44,-	45,-	35,-
Coffee	427,-	565,-	556,-
Log	297,-	172,-	9,-
Shrimp frozen	194,-	195,-	202,-
Tea	120,-	226,-	149,-
Black pepper	32,-	41,-	37,-
White pepper	20,-	23,-	41,-
Cassia vera	23,-	20,-	19,-
Mutneg/mace	10,-	15,-	18,-
Rattan	78,-	86,-	81,-
Tobacco	38,-	33,-	43,-
Cocoa bean	26,-	50,-	59,-
Maniac	28,-	32,-	46,-
Tuna frozen	15,-	11,-	13,-
Other fish	11,-	10,-	9,-
Tengkawang	8,-	0	0,50
Gum	6,-	7,-	9,-
Duck feather	25,-	1,-	0,50
Other agriculture products	45,-	78,-	136,-
<u>Manufacturing products</u>	(3.141,-)	(3.896,-)	(4.164,-)
Plywood	509,-	668,-	824,-
Sawn timber	257,-	282,-	307,-
Other wood products	34,-	44,-	52,-
T i n (unwrought)	309,-	269,-	240,-
Aluminium (unwrought)	129,-	205,-	246,-
Nickel	135,-	126,-	117,-
Garments	157,-	296,-	339,-

1	2	3	4
Woven cloth	92,-	153,-	174,-
Other textile	21,-	35,-	45,-
Rubber products	803,-	907,-	683,-
Copra cake	32,-	14,-	31,-
Essential oil	36,-	53,-	50,-
Palm oil	111,-	63,-	166,-
Cement	7,-	12,-	21,-
Slearin	23,-	50,-	47,-
Plaited ware	8,-	9,-	13,-
Furniture (rattan, wooden, bamboo)	3,-	2,-	6,-
Chemical substance	19,-	47,-	57,-
Dicco, Transistor	115,-	133,-	71,-
Electrical apparatus	31,-	36,-	73,-
Rice bran	46,-	41,-	26,-
Leather & leather products	27,-	42,-	44,-
Fertilizer (urea)	44,-	29,-	80,-
Processed cocoa	17,-	3,-	5,-
Iron/steel	7,-	3,-	5,-
Frog leg	9,-	4,-	7,-
Paper & paper products	6,-	21,-	25,-
Glass & its products	9,-	10,-	8,-
Pharmaceutical products	6,-	7,-	6,-
Other manufactured products	116,-	300,-	374,-
Mining products	175,-	189,-	202,-
Coppar ore	112,-	111,-	115,-
Nickel ore	13,-	14,-	16,-
Bouxit	12,-	14,-	9,-
Tin ore/tin	6,-	6,-	6,-
Coal	12,-	26,-	35,-
Granite	11,-	9,-	8,-
Sand	4,-	5,-	6,-
Other mining products	4,-	3,-	7,-
Other commodities	238,-	162,-	33,-
Reexport	231,-	156,-	29,-

Source: Bureau Statistic of Indonesia.

3-3 輸 出 制 度

1) 輸出業務の登録制度

当国特有の制度として、輸出業務を行うに当っては、所定官庁よりの登録許可を得なければならない。取得の為の資格と手続きを概略すると、

① 一般ライセンス -APE/APES-

販売・購買等の他の商活動同様、原則としてインドネシア法人（民族企業）に限られるが、外資系企業であっても(a)資本比率の75%以上がインドネシア側で所有されているか(b)資本比率の51%以上及び取締役の過半数がインドネシア側で占められている場合は有資格とされる。商業省への申請に対して認可の場合、輸出業者確認証と輸出業者身分証明書(KARTU PENGENAL EKSPORTIR)が交付されるが、この輸出業者身分証明書に記載されているのが輸出業者としての登録認可の番号であり、輸出業者確認番号(ANGKA PENGENAL EKSPORTIR)(略称APE)或は暫定輸出業者確認番号(ANGKA PENGENAL EKSPORTIR SEMENTARA)(略称APES)と称される。実際の輸出業務を行う際に提出するPEB(後述)には、この輸出業者確認番号が必ず記載されなければならない。有効期限は5年間であり更に5年間の延長申請が可能である。

② 限定ライセンス -APET-

外資導入法及び国内投資法に基づく会社でも、自社製品の輸出に限り限定輸出業者確認番号(ANGKA PENGENAL EKSPORTIR TERBATAS)(略称APET)の取得が可能である。BKPM(投資調整委員会)に対し申請し、認可の場合は限定輸出業者身分証明書(KARTU PENGENAL EKSPORTIR TERBATAS)と限定輸出業者確認証が同時に交付される。有効期間は5年間であるが、延長申請(5年間)は商業省に対して行われる。

尚、APET取得者は商業省に対し、毎年11月末迄に翌年度分の輸出版売計画を提出し、半年毎にその進捗状況を報告する事になっている。

③ APE APETの取得手続関係について85年1月24日付商業省通達No.04/DAGLU/KP/1/1985において、一部簡素化されたと同時に従来発行州内でのみ有効であったものを報告さえ出せばインドネシア全土で有効となった。

2) 輸出の決済方法

1982年1月の改正によりそれまで原則として前受金及びL/C AT SIGHT、特例としてUSANCE L/Cが認められて来た輸出決済方法が、

- ① 前受金
- ② L/C (USANCE含む)
- ③ オープンアカウントを通ず決済

④ 委託契約による決済

⑤ その他、輸出、輸入業者間で合意された国際貿易決済に使用される決済方法と、全面的に緩和されると同時に、輸出代金の中銀への集中義務も廃止された。

但し、USANEE L/Cについては、日本も含む62ヶ国（シンガポール、マレーシア、香港、台湾は非該当国）が揚げ地である場合についてのみ認められ、62ヶ国以外の国に輸出する場合は、依然として前受金、L/C AT SIGHTが原則となり、真に必要なある場合に限り商業省の許可を得て、その他の決済方法が可能になる。

また現在改正検討中といわれ乍ら実現していないものの中に、B/L面の荷受人を手形買取銀行への指図式、即ち“ORDER OF NEGOTIATING BANK”とすることの義務付けがある。指図式船荷証券の荷受人は“ORDER BLANK”或は“ORDER OF OPENING BANK”とするのが通例であるが、輸出業者及び買取銀行保護の立場からこの様な規制を課し、これが続いている。

3) 輸出認証 -PEB-

輸出業者は船積みに先立ち、PEB (PEMBERITAHUAN EKSPOR BARANG=NOTIFICATION OF EXPORT GOODS) のフォーム（従来はFORM-E3）を記入、作成し外国為替銀行に提出、その認証を得た上で通関を行う。

① PEBのFORMについては後述の85年4月の輸出入に関する手続変更の一環として一部簡素化が計られ、従来L/C付とL/Cなしの場合の2種類のFORMが一つに統一された。しかし記載内容事務手続についてはほとんど変更はなく以下の通りである。FORMには当該輸出の内容、輸出業者確認番号、FOB価格及び輸出コード（品目及び仕向地）を明記し、当該信用状（L/C付の場合）、前受金入金証（前受けの場合）及びPROFORMA INVOICEと共に外国為替銀行宛提出する。

提出を受けた外国為替銀行は、内容を点検の上必要記載事項を記入し、署名の上輸出業者に返却する。

② PEBの写しは外国為替銀行経由、中央統計局、中央銀行統計局、地方通商局、税務所に送付される。

③ 輸出手形の買取銀行はPEB認証銀行と同一でなければならず、認証の段階で買取銀行を選定する必要がある。

④ 未使用のPEBは認証銀行宛返却され、認証銀行より関係当事者に通知される。

⑤ 下記の場合は輸出業者確認番号及びPEBの作成が不要である。

(a) 個人的使用の目的の為に携行荷物として持ち出す場合。

(b) 1ヶ月Rp.10,000を限度とする贈答品の発送。

(c) Rp.5,000を超えない商品見本の発送（Rp.5,000からRp.10,000迄は商業省への許

可申請が必要)。

(d) 外国人居住者の帰国時の民芸品(44品目がリストアップされている)の発送。

4) 輸 出 規 制

① 輸 出 禁 止 国

南アフリカ、イスラエル、アンゴラ

田 中国については85年7月のシンガポールにおける両国覚え書きで直接貿易が再開される旨の合意があり輸出禁止国より除かれた。又中国に関しては輸入については覚え書き前においても禁止されていない。尚、ユーゴ、ルーマニアを除く東欧社会主義国との輸出取引には商業省への特別申請が必要である。

② 輸 出 禁 止 品 目

金鉱石及び金、銀鉱石及び銀、規格外の木材、キナの皮、真鍮屑、銅屑、銀屑、文化的骨董の8品目。

③ 数 量 規 制

国内需要充足の優先と国内価格安定の為、下記17品目については商業省により輸出数量割当制(年間ベース)が取られているので輸出承認が必要である。1-肥料 2-鋼棒 3-自動車タイヤ 4-塩 5-小麦粉 6-紙 7-アスファルト 8-砂糖 9-トウモロコシ 10-大豆 11-米 12-コブラ 13-ヤシ油 14-パーム油 15-ステアリン 16-一部の既製品衣料 17-木材(丸太)

④ 標 準 価 格 (HARGA PATOKAN)

輸出価格の安定の為、下記品目を指定して標準価格を設定し、売値につき事前審査を行っている。

(対象品目)

ゴム/クラムゴム・乳液/コーヒー/こしょう/パームオイル/パームの実/コブラ/コブラエキス/トウモロコシ/乾燥カツサバ殿粉/蔗糖/牛/水牛/生エビ/丸太/タバコ/木材/藤/獣皮/桂皮

これ等の輸出品目には商業大臣が3ヶ月毎にUS\$建てでFOB価格で標準価格を定め、中央銀行を通じて各外国為替銀行に通達される。外国為替銀行は該当商品の輸出単価(FOB価格)が標準価格を下回る場合には、標準価格を基準として輸出税や輸出源泉徴収税の支払を受ける。

⑤ シンガポールでの積換禁止の廃止

従来一定の港からの船積以外は、シンガポールでの積換えが禁止されていたが、85年5月29日付商業省通達No.774/KPIV/85/29 05.85において積換禁止の制限は廃止されシンガポールでの積換えは全面的に自由となった。

5) 輸 出 通 関

85年4月4日付大統領令4号「経済活動促進の為の物流円滑化に関する大統領令」により輸出入通関、国内輸送業務、港湾諸費用等につき大幅な変更が発表され、さらに85年4月11日付大蔵省商業省中銀の三者JOINT DECREEにおいてその内容が明らかとなった。

輸出関係については上述の三者JOINT DECREEが公布された後施行細則にあたるBANK INDONESIA CIRCULARにより個別具体的な指示がなされた。18/2/ULNは輸出全般について18/3/ULNではPEB(EXPORT DECLARATION)18/5/ULNでEXPORT TAXの徴収と支払いについて各々具体的な説明がなされている。

今後、後述のSE(輸出インセンティブ)等についても中銀よりCIRCULARが出るものと思われる。

輸出における改正点の骨子は以下の通り。

- ① 輸出統制、禁止品目、脱税容疑の場合を除き当国税関における検査を廃止する。
- ② 輸出インセンティブの支払いは仕向地における政府指定のSURVEYOR(注)の検査報告書(LKP)に基づいて外国為替銀行経由支払われる。
- ③ EXPORT TAX(又はその他のTAX)が課税される場合はEXPORT DECLARATION(PEB)の提出時に外国為替銀行に支払う。

注) SURVEYORには“SOCIETE GENERAL DE SURVEILLANCE GENEVA”が指定された。

但し現物検査を除く。輸出申告の書類手続については従来同様に(イ)銀行認証済のPEB 6通

(ロ) COMMERCIAL INVOICE と PACKING LIST各2通

(ハ) その他の必要書類を船積港の税関に提出する

税関は問題がなければPEB上に船積証明を与え税関控を除いた5通を輸出業者を經由して認証銀行に返却する

6) 輸出荷為替の取組と輸出税

荷為手形の取組みに当っては、為替取組依頼書・為替手形・信用状付の原合は信用状原本・船積書類と共に税関による船積確認済PEB5部を取り揃えて、PEBの認証を受けた為替銀行に提出する。

為替銀行は船積書類等を確認した上で、手形買取を実行するが輸出業者は一部の商品に関しては輸出税、あるいは輸出附加税の納税義務が生じる。

7) 輸出税(PE)・輸出附加税(PET)

1976年4月1日迄は175品目に対し、一律10%の輸出税が課されていたが、輸出振

興策の一環として減免策が講じられ、75品目を残して撤廃された。75品目に関しては国内消費者の保護と国家収入の増大を目的に、今尚徴収されており、税率は、20%、10%、5%の分類があり、チェックプライズがある時は、これを基準に計算され、買取時に為替銀行に対して支払われる。

又コーヒー、木材、ステアリン、パーム油等には輸出附加税が課せられるが、税率適用期間は一定でなく適宜通達される。

為替銀行による為替手形の買取実行後、以前はFOB価格相当分の外貨額は規制により中央銀行の外貨基金(DANA DEVISA)に集中入金される事となっていたが、現在その処分は輸出業者の自由裁量に変わっている。

尚為替銀行の買取手数料(Negotiation Charge)は手形金額の1/4%が基準で、1件当りの手数料がUS\$2,500を超えてはならない事になっている。

8) 輸出インセンティブ(SE)

1978年11月15日のルピア切り下げと同時に、切り下げ効果をより有効にならしめる為の一連の措置が取られたが、その一環として懸案の輸出振興の為の『輸出インセンティブ』が発表された。後述の通りこのインセンティブ制度は86年3月廃止が予定されており、大統領令4号によっても一部手直しがなされたが、内容は2つに大別され一般にインセンティブというと後者をさす。

(a) 輸出用工業製品の原材料の輸入税免税…原材料の輸入の前に輸入税(PPN PPHを含む)の免除申請を行う。計画期間内に輸出が実施されなかった場合は、免除された輸入税は利子を付けて当局へ支払わねばならない。

(b) 輸出証明書交付による支払済諸税の還付…特定製品の輸出に対し、インセンティブ額が記載された輸出証明書が税関長より発行され、表b)のインセンティブレートに基づきインセンティブが支払われる。インセンティブ金額の算出方法は、

a) 特定の輸出製品につき、商業大臣により輸出チェックプライズが設定される。

b) 各々の製品につき、大蔵大臣により輸出インセンティブレートが設定される。

<上記(a)(b)はいずれも6ヶ月毎に改訂される。>

c) 輸出数量×a)×b)=インセンティブ金額

輸出証明書は有価証券としての効用を有し、税金の支払に充当出来るのはもとより、LKPに基づき為替銀行で支払われる。

尚、対象品目は工業製品を主体に、1979年1月12日の第一次発表以来10数回の追加発表が行われ、魚缶詰、野菜缶詰、コブラ、グルタミン酸ソーダ、シャツ、Tシャツ、マッチ、ゴムタイヤ等々繊維品364品目、非繊維142品目がその対象とされている。

但し前述の「大統領令4号」に基づく輸出規制の変更に伴い輸出インセンティブの受領

には仕向地における SURVEYOR の検査報告書 (LKP) 取得が条件となった。又 L/C 上も SE 品目の場合は BUYER が検査を応諾する旨の文言を記載する必要がある (検査費用はインドネシア政府持ち) インセンティブ取得の為に L/C 取引のみに制限された。

又現規程では BUYER 側に検査を受けさせる強制力に欠け最終的には SHIPPER-BUYER 間の交渉にかかっておりインセンティブ取得の時期がかなり遅延するか又は場合によっては BUYER 側が検査を拒否する事態が懸念されている。

現行インセンティブ制度は 85 年 3 月既に廃止されており、本制度廃止後は本来の輸出用工業製品の輸入税免除の形に戻すと言われていたがその詳細は現在のところ不明。

9) 原産地証明

原産地証明書は従来商工会議所でも発給されていたが、第三国製品を当国産とした偽装原産地証明書で輸出したケースが発覚し、1979 年より商業省が直接管轄する事となった。

発給を依頼するには銀行認証の完了後、各船積ロット毎に、L/C・認証済 PEB・B/L 各々のコピーを添付の上、商業省に対し内容明細を明記した所定の申請書を提出する。妥当と認められた時は、先進諸国内には FORM-B、一定物資の ASEAN、諸国向けには FORM-C で発給される。

10) 輸出金融

当国の輸出金融は次の 2 つに大別される。①船積前金融と②船積後金融である。前者はその対象は国内投資会社 (PMDN) で、取扱銀行は国立商業銀行 (STATE BANK) 並びに民間商業銀行 (PNB) のみに認められていたが、85 年 9 月より Export Credit 制度の発足により外資投資会社 (PMA) にも本金融の途が開かれ、地場銀行に加え外銀も取扱い可能となった。現行金利は 9% P.A.。本金融は、日本の買手にあたるもので、貸付書類買取時に同代金にて決済するヒモ付金融で、輸出金額の 85% 付保 (輸出者の信用保険) が条件となっている後者は取扱い企業、銀行に制限は無く、ユーザンス L/C 若しくは D/A に基づくドキュメントを 6% P.A. で再割に応じる制度である。

先般来インドネシアの輸出奨励策がガットに抵触するとのクレームを受け (輸出振興のための輸出インセンティブが国産原材料を使用した輸出工業製品にも適用されているとの米国からのクレームがあった。) これらクレームを回避するために次の措置がとられることとなった。

- ① 輸出証明書 (ES) は 1986 年 4 月 1 日から廃止し輸入税払戻し制度に変更する。
- ② 輸出金融 (①船積前金融を指す) は次のスケジュールで段階的に廃止する。

1987 年 4 月 1 日から 50% 廃止

1988年4月1日から75%廃止

1989年4月1日から90%廃止

1990年4月1日から全廃

3-4. 輸出における商業省の役割

輸出に係る許認可は、輸出認証（外為銀行）、輸出金融（公社銀行）等を除き、全て商業省が実施している。商業省の組織は別添3のとおりであり、官房、検査局、外国貿易局、商業局、貿易振興庁、商業調査開発庁、商品取引委員会、試験・品質管理センター、教育訓練センター及び地方部局よりなりたっている。これら関係部局のうち、今回の協力分野に係る部局は次のとおりである。

(1) 研 修

商業省職員への一般研修、業務研修は教育・訓練センターにて実施している。また、省全体の研修については、大臣直属の統轄官が総合調整し最終裁定を行っている。これを受けて個別研修は、各々関連する所掌の部局が行っており、例えば、試験・品質管理センターでは政令又は告示で定められた品目（後述）の検査に関する職員研修等を実施し、外国貿易局では、貿易手続改制、政策事項に関する職員研修、周知・広報目的の一般研修を行い、貿易振興庁では貿易振興に関する内外の関係者の研修を実施している。このための講師は、内部の管理職あるいは外部から大学教授、企業者等の有識者を招いている。今回の貿易研修センター（仮称）の設立にあたり、商業省は既設の教育・訓練センターの敷地内に建設することを検討している。また、貿易研修センターでの研修業務をより効果的に運営出来る様、省全体の研修組織体系の再編成を行うことを計画している。ただし過渡的に当面は大臣官房統轄官の調整のもとに、既定の研修体系で維持されていくとの説明であった。

(2) 試 験・検 査

商業省試験・品質管理センター（TQCセンター）は、1975年設立され、試験・検査、輸出品質認証を行っている。目的は、国内向けに対しては、品質の一層の向上を目的とし、対外的には輸出クレームの解消、相手国の信用の確保、健全な価格での輸出（ディスカウントの防止）等を目的としている。現在の品質基準認定品目は、181品目、そのうち輸出品質認定義務品目として次の46品目が告示等で決められており、この認定書（証）により、輸出取引上の安全を担保している。

キャサバ、ゴム、ペッパー、コーヒー、ナット・メーズ、カンアベラ、バニラ豆、カシュナット、コブラケーキ、シトロネラオイル、バタビア油、サンダル木油、ナットメグ油、クレーブリーフ油、ケアブット油、カナンガ油、パテホンリ油、パーム油、
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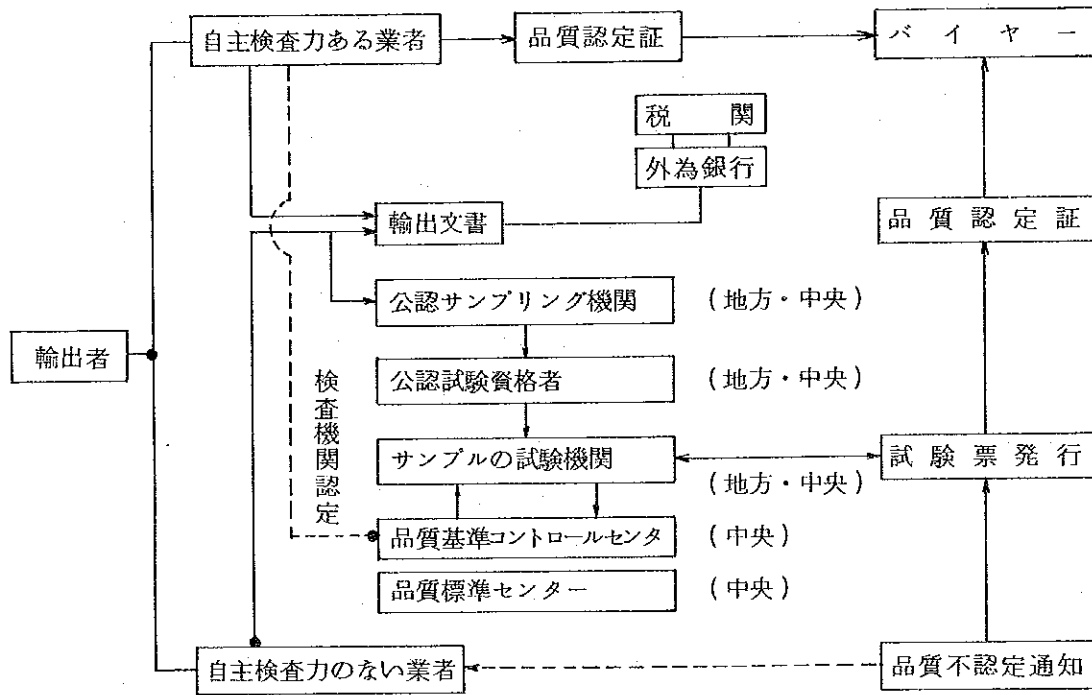
ポブラ油, パームケーキ, パーム処理前油, R O B パーム油, R D B パームオレイン, R D B パームステアリン, R D B パームケルネル油, クルードパーム脂肪酸, クルードパームオレイン酸, クルードパームステアリン酸, 予備処理パームステアリン酸, パーム酸油, クルードパームケルネル油, セラニオール, オレオレジンペッパー, シトネラル, 蛙足冷凍品, 冷凍エビ, 冷凍鱈, ココア豆, 合板[※], 紅茶, 業務用ゴム, 電球
 (※ 合板のみ輸入国規格, バイヤー基準に準拠して認証)

今後追加予定品目

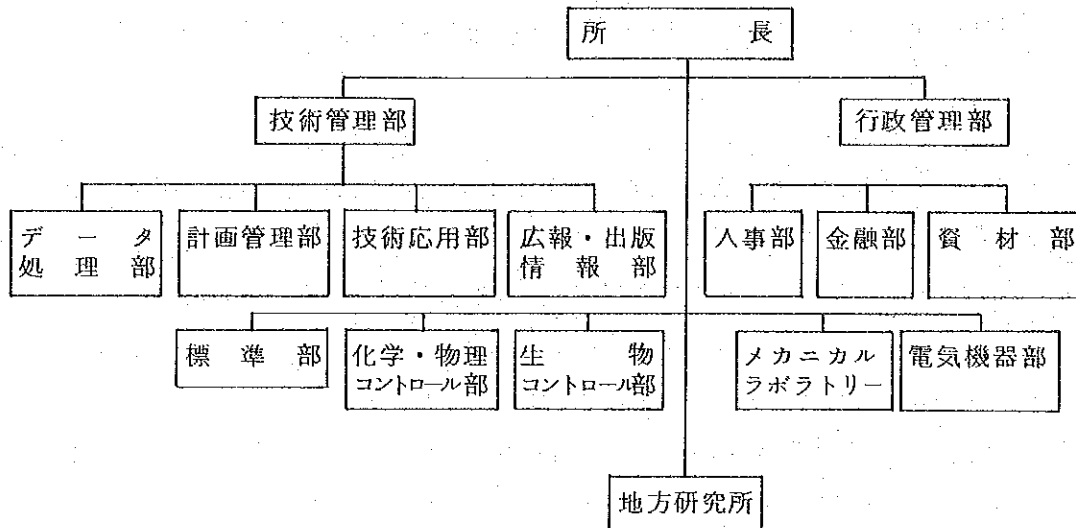
繊維, セメント, (モールドング木工具) パッケージング, ハンドクラフト, ラタン

これら品目の認定基準はTQCセンター(品質基準センター等)で作成し, 適時, 地方支部, あるいは認定工場にて対応可能となるべく, 措置をとっている。認証の手続については次のとおりとなっている。

輸出品認証手続体系



また, TQCセンターの組織は次のとおりであり, 現在242名の役職員からなりたっている。



(3) 製品品質・改善及び展示

貿易に係る政策策定、指導、許認可等を行う。外国貿易局に対し、貿易振興庁（NAFED）は貿易の拡大、振興事業等に関連する業務を担当している。具体的には、貿易業者への情報提供、貿易振興研修、市場の分析、研究、ミッションの派遣、展示等が主要業務となっており、その中で実施している製品品質改善事業は、輸出を行い得る製造企業等が抱える問題点を解決するため、外部（外国も含む）から専門家を招き、NAFEDの用意するカウンターパートへ技術移転を行うため、研修並びにOJTにより事業を実施するもので、1982年からITC（円際貿易委員会）の協力のもと事業を開始した分野である。

ITCの協力は、1982～1985年まで、110万US\$の予算で、木材（ドア材）、繊維、ガーメント、食品加工、バスケット、木製品等10品目に各々1人計10名の専門家を派遣により実施された。このため巡回指導工場及び品目の選定は、アンケート調査（生産品名、輸出の考え方、会社概要、輸出余力、英語理解、輸出経験等）を行い決定した。また、カウンターパートの教育は、研修、OJTのほか、指導の途中にITC本部に当該専門家と同時に行き、目標市場の研究等も併せて実施したとのことであった。

展示については、過去の実績及び今後の予定（外国及び国内）等を調査し、関係資料を収集した。

(4) その他

商業省各部局の概要等は別添4のとおり。

3-5. 貿易研修センターについて

(1) 候補地

市内のNAFED本部より西方約3.6kmに位置し、国際空港に直結する高速道路沿いの商業

地区（SLIPI地区）にあり、地理的には中心街からも遠くなく、交通の便も良好と思われる。（別添地図参照）

(2) 現 状

サイトの土地はやや狭く感じられるも敷地面積で約17,000㎡あり、現在は職員研修所のほか職員住宅、テニスコート等が一部建っている。計画によると、既設の職員研修所と職員住宅は当面そのまま残し、その他の空地に今回の研修センターを建設するとのことであった。

センターの建設は敷地で約3,500㎡の面積を予定しており、建物は当面半地下（駐車場75台分とメンテナンス室）約3,500㎡、1階（展示場と管理、広報部門）約3,500㎡及び2階部門（研修部門）約1,500㎡を考えており、延建物面積約8,500㎡を予定している。また将来的には上部への建増し、及び現在のテニスコート、職員住宅等を取り除いての高層の数百人規模の宿舍、NAFED事務所、屋外展示場、屋外駐車場等を建設する計画とのことであった。（別添参照）

(3) 組 織

現在は別添7のとおり、NAFEDの中の一組織で考えているが、近い将来、商業省全体の組織の見直しを行い、研修センターの位置づけも含め検討するとのことであった。

4. ミニッツに対する考え方

以上の要請内容、調査内容、及び我が方の説明等をふまえ、別添1のミニッツが締結された。その考え方は次のとおりである。

4-1 プロジェクトの名称について

「イ」側の要請は「輸出サービスセンター」とすることであったが、当方より日本の協力は研修のみであり、輸出サービスの業務など行政の実際を支援するものでなく、したがってタイ、フィリピンでも「貿易研修センター」とした旨説明したが、商業省上層部も固執しているとのことで、とりあえず「輸出サービス・研修センター」として正式決定は後に決定することとした。

4-2 プロジェクトの目的について

目的は、世界貿易、展示等の人材を養成するセンターの設立としたが、これは直接日本市場のみへの輸出増大のためでなく、世界的な展開のために役立つ人材養成が主目的とすることを明記した。

4-3 プロジェクトの管理・運営について

このプロジェクトは、商業省全体の財産として管理、運営され、特定の省・庁・部・局だけでなされない様にするるとともに、カウンターパートとなりうる人材のリクルートも全国的に行うことを担保するために明記した。

4-4 「イ」側の要請への対応について

要請は全て実施することは我方にも制約があるため、限界がある旨説明し、「イ」側も理解したため明記した。

4-5 無償資金協力について

「イ」は、建物建設、機材について強い要請を出したが、今回はプロ技協の調査団であり、要請を本部等へ伝達することとした。

4-6 候補地の非公式訪問について

プロ技協も必要なため、サイト訪問を行い、今後サイトの変更が一方的に行われぬ様に本項目を明記した。

4-7 事前調査団の早期派遣について

「イ」側から9月頃の派遣を要請されたが、今後年次協議も開かれ、無償への要請が正式になされた後、派遣することとなろうことから、可能な限り早く派遣すると明記した。

4-8 技術協力の仕組について

プロ技協の仕組、「イ」側のプロ技協に関する義務等、詳しく説明し、理解が得られたため、本項に明記した。

5. 今後の検討事項等

5-1 協力対象分野

現在、「イ」側から要請のでている。(1)貿易研修、(2)製品品質改善研修、(3)展示のうち、「貿易研修」については「イ」側も省内の研修体制を整備し、全省的に取り組むこととしているため、体制については特に問題はないと判断される。研修内容については、「イ」側がフィリピン貿易研修センターを参考にしながら検討しているため、その内容が「イ」側の真のニーズから出ているものか否か更に協議をする必要がある。また、研修方法については、継続した学校スタイルのカリキュラムに基づく研修ではなく、セミナー形式の積み重ねスタイルをとっているため、最も効果のあがるカリキュラムを長期調査時までには策定する必要がある。このためには、実際に指導する専門家を早目にリクルートし、次期の事前調査にも出来れば加えることが望ましいと考える。

「展示」については、インドネシア製品の国内展示会等、海外展示会等、外国製品の国内展示会等、すでにNAFEDを中心に検討しており、参加計画もあることから、これらの主要展示会、見本市の開催にあわせ、専門家の投入を行えば十分対応可能と思われる。

「製品品質改善研修」については、「イ」側の要望はすでにITCとの間にNAFEDが実施している、品質改善に係る座学研修及び企業への直接指導であり、品目として繊維、木材製品、加工食品、ラタン製品をあげているが、企業への直接指導は、企業数も多く、指導効果の評価の面からも、またプロ技協の仕組の面からも協力は極めて困難である。

このため、品質改善についてはカウンターパートへの研修所内での一般研修を目的とした座学にとどめ、更に「イ」側が要望している、TQCセンターの試験・検査に係る技術移転も研修所にて、実施可能な体制が商業省として整った場合には、対象分野に加えることを検討して行く必要があると考える。なお、TQCセンターの研修分野を本センターにとりこめるかどうか「イ」側に検討を依頼中である。

5-2 貿易研修センターの位置づけ

現時点では、本プロジェクトの推進者が商業省NAFED長官ということもあり、NAFEDの一組織として「イ」側は考えており、カウンターパートのリクルートをはじめ、全省的な判断から商業省が本センターの組織、運営にあたるということであったが、貿易研修及び、品質改善については、NAFED以外の部局も関与しているため、今後どこに位置づけるかを、「イ」側と十分協議する必要がある。残念ながら、本ミッション訪問時、NAFED長官は外国出張中で会えなかったため、NAFEDの真の考え方は不明であるが、最も理想的に考えると、商業省の一機関として本センターを位置づけ、全部局の協力のもと運営が望ましいと考える。このため、今後、本項については、「イ」側と協議をする必要がある。

MINUTES OF MEETING FOR THE TECHNICAL COOPERATION ON
THE PROJECT OF THE INDONESIA EXPORT SERVICE AND TRAINING CENTER

The Japanese Contact Team (hereinafter referred to as "the Japanese Team") organized by the Japan International Cooperation Agency (hereinafter referred to as "JICA") and headed by MR. TOSHIO KITAMURA Director of MINING AND INDUSTRIAL DEVELOPMENT COOPERATION DEPARTMENT of JICA visited the Republic of Indonesia from June 23 to July 2, 1986, and had a series of discussion with the Indonesian Team of the MINISTRY OF TRADE (hereinafter referred to as "the Indonesian Team") Chairman MR. HAMONANGAN SIREGAR, Head of Bureau of Planning and Vice Chairman, MR. ARIFIN LUMBAN GAOL, Secretary of NAFED, for the purpose of making preparatory study on the request of Technical Cooperation on the Project of the Indonesia Export Service and Training Center (hereinafter referred to as "the Project").

As a result of the discussion, the Japanese Team and Indonesian Team came to the mutual understanding as follows ;

1. Title of the Project.

The Japanese Team proposed that the Title of the Project should be "Export Training Center". The Indonesian Team promised to consider the proposal.

2. Objective of the Project.

The objective of the Project is to establish Indonesia Export Service and Training Center which aims at developing manpower in the fields of international trade and exhibition, etc.

3. Management of the Project.

The project would be handled and managed by the Ministry of Trade of the Republic of Indonesia and the counterpart personnel would be recruited according the qualification mainly among the related department/agency of the Ministry of Trade.

4. The Indonesian Team explained their ideas and the Japanese Team understood them concerning the proposed requirements of the Project (see in Annex 1).

The Japanese Team mentioned that the proposed requirement would be informed to the Japanese Government and also it was mentioned that the proposed requirement might not be wholly met according to limit of the budget and difficulty of recruiting Japanese experts and the Indonesian Team understood.

5. The Indonesian Team requested strongly that Japanese grant aid programme should be also considered and the Japanese Team mentioned that the request would be convey to the Japanese Government.

6. Both Team visited informally the Project Site for the facility of the Export Service and Training Center located at the site of the Campus of the Educational and Training Center of the Ministry of Trade, at Jalan Slipi in the center of the city.

7. The Indonesian Team requested the Preliminary Survey Team from Japan to be dispatched to Indonesia as soon as possible.

8. The Japanese Team explained in detail the scheme and system of the Japanese technical cooperation.

The Indonesian Team acknowledged understanding of the scheme and system.

Jakarta, July, 2, 1986

Toshio Kitamura

Arifin Lamban Gaol



Head
Japanese Team
Japan International Cooperation
Agency

Vice Chairman
Indonesian Team
The Ministry of Trade

TRADE TRAINING

(1) OBJECT		To obtain personnel well versed in the international trade business and practice through training programme	
(2) COURSE TITLE OR FIELD		2. Advanced training course for exporters	3. Specialized market product (Specific export)
(3) CONTENTS		<ul style="list-style-type: none"> - Monitoring on planning & activities - Trade negotiating techniques - Export management course - Export market penetration strategy - Distribution strategy (Export representation) 	<ul style="list-style-type: none"> - Export opportunities for textile product, woods based products - Export opportunities for furniture - Export opportunities for industrial products - Export opportunities for food - Packing & packaging for export
(4) Required or expected qualifications of participants		Senior export marketing manager and management expert	Products and market specialist
(5) Organizations to which participants belong		<ul style="list-style-type: none"> - Exporting companies - Government agency 	<ul style="list-style-type: none"> - Exporting companies - Government agency
(6) No. of necessary instructors (counterparts)		2 instructors	3 instructors
(7) Recruitment of instructors (counterparts)		Export marketing and management experts	Export marketing experts
(8) Frequency/year		8 /year	4 /year
(9) Duration/course		3 weeks	2 weeks
(10) No. of participants /course		35 persons	35 persons
(11) Teaching method		Lectures, discussions, visits	Lectures, discussions and company visits
(12) Teaching equipments (if any)		Visual aids, slides and film Business Games	Visual aids and film presentation

*) Continued page 2

TRADE TRAINING

(1) OBJECT	To obtain personnel well versed in the international trade business and practice through training programme		
(2) COURSE TITLE OR FIELD	4. Training course for export promotion official and staff	5. Export training course development	6. Basic, intermediate & advance language training course Japanese language
(3) CONTENTS	<ul style="list-style-type: none"> - Monitoring and planning activities - Export market research - Export marketing techniques - Trade promotion tools & techniques - Trade representation abroad - Trade information services - Trade advisory services 	<ul style="list-style-type: none"> - Curriculum development in export marketing - Development and adaptation of training materials - Teaching methodology 	<ul style="list-style-type: none"> - Vocabulary - Grammatical - Reading - Writing - Conversation
(4) Required or expected qualifications of participants	- Export Marketing Manager	- Senior Government Officials	- Export Manager - Export Executive - Junior Staff
(5) Organizations to which participants belong	- Government agency	- Government agency	- Government agency - Exporting companies
(6) No. of necessary instructors (counterparts)	- 1 Instructor	- 1 Instructor	- 1 Instructor
(7) Recruitment of instructors (counterparts)	- Senior Staff from Government Officials	- Senior Staff from Government Officials	- Senior Staff from Government Officials
(8) Frequency/year	8	2	6
(9) Duration/course	2 weeks	2 weeks	3 months per grade
(10) No. of participants/course	35	35	35
(11) Teaching method	Lectures, discussions and films	Lectures, discussions, slides and film presentations	Lectures, language laboratory
(12) Teaching equipments (if any)	Visual aids, slides & film presentation	Visual aids, slides & films presentation	Visual aids, language laboratory

TRADE TRAINING

(1) OBJECT	To obtain personnel well versed in the international trade business and practice through training programme	
(2) COURSE TITLE OR FIELD	1. Basic training course for new and potential exporters. (Continued)	
(3) CONTENTS	<ul style="list-style-type: none"> - Export packaging design and requirements - Export quality improvement and quality control - Export market information course (research and planning) 	
(4) Required or expected qualifications of participants		
(5) Organizations to which participants belong		
(6) No. of necessary instructors (counterparts)		
(7) Recruitment of instructors (counterparts)		
(8) Frequency/year		
(9) Duration/course		
(10) No. participants/course		
(11) Teaching method		
(12) Teaching equipments (if any)		

TRADE TRAINING

(1) OBJECT	To obtain personnel well versed in the international trade business and practice through training programme	
(2) COURSE TITLE OR FIELD	7. Course computer programming.	
(3) CONTENTS	- Operating - Programming	
(4) Required or expected qualifications of participants	- Middle Manager - Junior Staff	
(5) Organizations to which participants belong	Government agency	
(6) No. of necessary instructors (counterparts)	1 Instructor	
(7) Recruitment of instructors (counterparts)	Junior Staff from Government Officials	
(8) Frequency/year	3	
(9) Duration/course	3 months per grade	
(10) No. of participants/course	10	
(11) Teaching method	Lectures and exercise	
(12) Teaching equipments (if any)	Computer	

TRADE TRAINING

(1) OBJECT		To obtain personnels which versed in the marketing, technical production, and design product specialist		
(2) COURSE TITLE OR FIELD		Textile products		
(3) CONTENTS		I. Technical productions:	II. Design:	III. Marketing:
(4) Required or expected qualifications of participants		<ul style="list-style-type: none"> - Cutting system - Sewing system - Financial system - Packing & packaging for export 	<ul style="list-style-type: none"> - Preparation of design brief - New design of garments from the target markets 	<ul style="list-style-type: none"> - Consumer research - Sales - Advertising - Sales promotion
(5) Organizations to which participants belong		Entrepreneurs, Production Manager and Officials of Export Organization	Entrepreneurs, Production Manager and Officials of Export Organization	Entrepreneurs, Production Manager and Officials of Export Organization
(6) No. of necessary instructors (counterparts)		- Official/private	- Official/private	- Official/private
(7) Recruitment of instructors (counterparts)		2 persons	2 persons	2 persons
(8) Frequency/year		Technical production adviser	Export design adviser	Export marketing adviser
(9) Duration/course		2 times a years	2 times a years	2 times a years
(10) No. of participants/course		2 months	2 months	2 months
(11) Teaching method		35 persons/course	35 persons/course	35 persons/course
(12) Teaching equipments (if any)		Lecture, discussion, on job training	Lecture, discussion, on job training	Lecture, discussion, on job training
		A complete set of: - Video - Slide - Screen	A complete set of: - Video - Slide - Screen	A complete set of: - Video - Slide - Screen

PRODUCT ADAPTATION

(1) OBJECT	To obtain personnels well versed in marketing and technical production on builders woodworks (door, windows frame, joinery)		
(2) COURSE TITLE OR FIELD	Design on builders woodworks	Technical production on builders woodworks	Marketing management on builders woodworks
(3) CONTENTS	<ul style="list-style-type: none"> - Design indoor and outdoor builders woodworks - Types/profile of builders woodworks standard/measurement/specification of builders woodworks in the export market 	<ul style="list-style-type: none"> - Technical processing of wood - Species/specification of wood for builders woodworks - Kiln drying, improvement system - Finishing and quality control - Packing and packaging for export 	<ul style="list-style-type: none"> - Costing and pricing - World wide/certain countries market potential - Marketing strategy - Promotion etc.
(4) Required or expected qualifications of participants	Entrepreneurs, Production Manager, Official of Export Organization	Entrepreneurs, Production Manager, Official of Export Organization	Entrepreneurs, Production Manager, Official of Export Organization
(5) Organizations to which participants belong	Official/private	Official/private	Official/private
(6) No. of necessary instructors (counterparts)	1 person	1 person	1 person
(7) Recruitment of instructors (counterparts)	Builders woodworks design expert	Production technical expert on builders woodworks	Marketing management expert on builders woodworks
(8) Frequency/year	1 time per year	1 time per year	1 time per year
(9) Duration/course	1 month	1 month	2 months
(10) No. of participants/course	35 persons	35 persons	35 persons
(11) Teaching method	Lectures, discussions, on the job training	Lecture, discussions, on the job training	Lecture, discussions, on the job training
(12) Teaching equipments (if any)	Visual aids, apparatus, equipments prototype, drawing board	Kiln drying, wood moisture meter, hygrometer, machine for maintenance tools, dial thickness gauge, visual aids	Paper, literature, publications, price informations, visual aids

PRODUCT ADAPTATION

(1) OBJECT	To obtain personnel well versed in marketing and technical production on moulding		
(2) COURSE TITLE OR FIELD	Design on moulding		
(3) CONTENTS	<ul style="list-style-type: none"> - Design for building, decorative and furniture - Types/profile of moulding In the export market.	<ul style="list-style-type: none"> - Technical processing of wood - Species/specification of wood for moulding - Kiln drying, improvement system - Quality control - Packing & packaging for export 	<ul style="list-style-type: none"> - Costing and pricing - World wide/certain countries market potential - Marketing strategy - Promotion etc.
(4) Required or expected qualifications of participants	<ul style="list-style-type: none"> - Entrepreneurs, Expert Design - Official of Export Organization 		
(5) Organizations to which participants belong	Official/private		
(6) No. of necessary instructors (counterparts)	one person		
(7) Recruitment of instructors (counterparts)	Design expert on moulding		
(8) Frequency/year	1 /year		
(9) Duration/course	1 month		
(10) No. of participants/course	35 persons		
(11) Teaching method	Lectures, discussion, OJT		
(12) Teaching equipments (if any)	Visual aids, drawing board, prototype, catalogue	Visual aids, dry kiln, wood moisture hygrometer, maintenance tools machineries, dial technic gauge, apparatus, equipments	Visual aids, literature, publications

PRODUCT ADAPTATION

(1) OBJECT	To obtain personnels well versed in marketing and technical production on wooden furniture		
(2) COURSE TITLE OR FIELD	Design on wood furniture	Technical production on wooden furniture	Marketing management on wooden furniture
(3) CONTENTS	<ul style="list-style-type: none"> - Design indoor and outdoor wooden furniture - Types/profile, specification and measurement of furniture 	<ul style="list-style-type: none"> - Technical processing - Finishing and quality - Species/specification of wood furniture - Packing & packaging export 	<ul style="list-style-type: none"> - Costing and pricing - World wide/certain countries market potential - Marketing strategy - Promotion etc. - Colour requirement
(4) Required or expected qualifications of participants	Entrepreneurs, Production Manager, Official of Export Organization	Entrepreneurs, Production Manager, Official of Export Organization	Entrepreneurs, Production Manager, Official of Export Organization
(5) Organizations to which participants belong	Official/private	Official/private	Official/private
(6) No. of necessary instructors (counterparts)	1 person	1 person	1 person
(7) Recruitment of instructors (counterparts)	Wooden furniture design expert	Production technical expert on wooden furniture	Marketing management expert on wooden furniture
(8) Frequency/year	1 /year	1 /year	1 /year
(9) Duration/course	1 month	1 month	1 month
(10) No. of participants/course	35 persons	25 persons	35 persons
(11) Teaching method	Lecture, discussions, on the job training	Lecture, discussions, on the job training	Lecture, discussion, on-the job training
(12) Teaching equipments (if any)	<ul style="list-style-type: none"> - Design computer - Visual aids 	<ul style="list-style-type: none"> - Visual aids - Apparatus - Equipments - Design computer 	<ul style="list-style-type: none"> - Visual aids

PRODUCT ADAPTATION

(1) OBJECT		To obtain personnels will versed in the marketing and technical production: Product specialist on processed food		
(2) COURSE TITLE OR FIELD	Technical production	Design	Marketing	
(3) CONTENTS	<ul style="list-style-type: none"> - Technical processing of material - Technical preservation - Quality control system 	<ul style="list-style-type: none"> - Packing & packaging material for food product/food preserved - Design for labeling 	<ul style="list-style-type: none"> - Costing and pricing policy - Marketing strategies - Promotion activities 	
(4) Required or expected qualifications or participants	Entrepreneur, Productions Manager and Official of Export Organization			
(5) Organizations to which participants belong	Official/private	Official/private	Official/private	
(6) No. of necessary instructors (counterparts)	2 persons	1 person	1 person	
(7) Recruitment of instructors (counterparts)	Marketing manager export/productions technical expert	Export design adviser	Marketing management expert	
(8) Frequency/year	2 time/a year	1 time/a year	1 time/a year	
(9) Duration/course	2 months	1 month	1 month	
(10) No. of participants/course	35 persons	20 persons	35 persons	
(11) Teaching method	Lectures, discussions, on the job training (OJT)	Lectures, discussion, OJT	Lectures, discussion, OJT	
(12) Teaching equipments (if any)	<p>a. Complete set of:</p> <ul style="list-style-type: none"> - Video - Sound slide projector - Screen - Overhead projector - White board - Sound system 	<p>a. Complete set of:</p> <ul style="list-style-type: none"> - Video - Sound slide projector - Screen - Overhead projector - White board - Sound system 	<p>a. Complete set of:</p> <ul style="list-style-type: none"> - Video - Sound slide projector - Screen - Overhead projector - White board - Sound system 	

PRODUCT ADAPTATION

(1) OBJECT	To obtain personnels well versed in the marketing and technical production Rattan basketware		
(2) COURSE TITLE OR FIELD	Marketing management on rattan basketware	Rattan basketware design in the export market	Technical production on rattan basketware
(3) CONTENTS	<ul style="list-style-type: none"> - Worldwide business in the basketware - Marketing prospects of rattan basketware - Marketing analyses - How to start export - Marketing strategy, etc. 	<ul style="list-style-type: none"> - Rattan basketware design in the; Japanese market, European market, American market 	<ul style="list-style-type: none"> - Production technic - Colouring technic - Packaging and packing technic - Finishing touch technic - Quality control - Packing & packaging for export
(4) Required or expected qualifications or participants	Entrepreneurs, Production Managers on Rattan Basketware, Official of Export Organization		
(5) Organizations to which participants belong	Official/private		
(6) No. of necessary instructors (counterparts)	1 person		
(7) Recruitment of instructors (counterparts)	Marketing manager and purchasing technical experts on rattan basketware	Designer expert on rattan basketware for Japanese, European and American market	Production technical expert on rattan basketware
(8) Frequency/year	1 time in a year		
(9) Duration/course	1 month		
(10) No. of participants/course	20 persons		
(11) Technical method	Lectures, discussions, OJT		
(12) Teaching equipments (if any)	Visual aids (video, slide, film etc.)		
		Lectures, discussions, OJT	Lectures, discussions, OJT
		Visual aids, samples	Visual aids, samples

PRODUCT ADAPTATION

(1) OBJECT		To obtain personnels well versed in the marketing and technical production on rattan furniture	
(2) COURSE TITLE OR FIELD	Technical production on rattan furniture	Rattan furniture design in the export market	Marketing management on rattan furniture
(3) CONTENTS	<ul style="list-style-type: none"> - Production technic - Bending technic - Colouring technic - Pecking & packaging technic - Finishing touch scheme 	<ul style="list-style-type: none"> - Rattan furniture design in Japanese market - American market - European market - Outdoor-Indoor design 	<ul style="list-style-type: none"> - World wide customs in rattan furniture export business - Marketing strategy - Costing & pricing - How to start in export
(4) Required or expected qualifications of participants	Entrepreneurs, Production Manager and Officials of Export Organization	Entrepreneurs, Production Manager and Officials of Export Organization	Entrepreneurs, Production Manager and Official of Export Organization
(5) Organizations to which participants belong	Official/private	Official/private	Official/private
(6) No. of necessary instructors (counterparts)	1 (one)	1 (one)	1 (one)
(7) Recruitment of instructors (counterparts)	Production Technical Adviser	Export Design Adviser	Marketing Management Expert
(8) Frequency/year	2 times a year	2 times a year	1 time a year
(9) Duration/course	1 month	1 month	1 month
(10) No. of participants/course	25 course	15 course	25 course
(11) Technical method	OJT, lectures, discussion	OJT, lectures, discussion	OJT, lectures, discussion
(12) Technical equipments (if any)	<ul style="list-style-type: none"> - Visual aids (video, film, slide, overhead) presentation, literatures - Sample, apparatus, equipments 	<ul style="list-style-type: none"> - Visual aids (video, film, slide, overhead) presentation, literatures - Sample 	<ul style="list-style-type: none"> - Visual aids (video, film, slide, overhead) presentation, literatures

PRODUCT ADAPTATION

(1) OBJECT	To obtain personnel well versed in the marketing and technical production of rattan carpet		
(2) COURSE TITLE OR FIELD	Marketing management on rattan carpet	Rattan carpet design in the export market	Technical production on rattan carpet
(3) CONTENTS	<ul style="list-style-type: none"> - Worldwide business in rattan carpet - Marketing prospects - Marketing research - Marketing analysis - Costing & pricing - Marketing strategy for Japanese market & Korean market 	<ul style="list-style-type: none"> - Rattan carpet design in Japanese and Korea 	<ul style="list-style-type: none"> - Production technic - Binding technic - Laminating technic - Finishing - Quality control technic - Packing & packaging for export
(4) Required or expected qualifications of participants	Entrepreneurs, Production Manager and Officials of Export Organization		
(5) Organizations to which participants belong	Official/private		
(6) No. of necessary instructors (counterparts)	1 person		
(7) Recruitment of instructors (counterparts)	Marketing expert		
(8) Frequency/year	1 time a year		
(9) Duration/course	1 month		
(10) No. of participants/course	20 persons		
(11) Technical method	Lecture, discussion, OJT		
(12) Teaching equipments (if any)	(Video, film, sound slide projector, screen etc.) sound system, catalog etc.	Visual aid, apparatus, equipment	Visual aids, samples, apparatus, equipment

PRODUCT ADAPTAION

(1) OBJECT	To obtain personnels well versed in data collection on product adaptaion system
(2) COURSE TITLE OR FIELD	Collection, information of product adaptaion system
(3) CONTENTS	<ul style="list-style-type: none"> - A market demand - Existence of capability and supply system - An awareness of the manners and customs of consumers in export market - A quality product size, performance, materials, design, finish etc.
(4) Required or expected qualifications of participants	Entrepreneurs, Production Manager and Officials of Export Organization
(5) Organizations to which participants belong	Official/private
(6) No. of necessary instructors (counterparts)	1 person
(7) Recruitment of instructors (counterparts)	Computer expert Statistical advisers
(8) Frequency/year	1 time a year
(9) Duration/course	3 weeks
(10) No. of participants/course	35 persons/course
(11) Technical method	Lecture, discussion, on job training
(12) Teaching equipments (if any)	Computers

IESC ACTIVITIES PLAN III
EXHIBITION 1987/1988

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Adelaide Espo, Australia
b. Object	b. Market penetration
c. Exhibition items (field)	c. General export products
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. May 1987 (5 days)
h. Expected visitors	h. 1,500
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	b. All are support institutions of IESC (Indonesian Export Service Centre)
b. Relations between ISC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non
	a. South West Home Finishing Market, Dallas - USA
	b. Market penetration
	c. Furniture product
	d. 15 exhibitors of 9 sqm each
	e. -
	f. once a year
	g. June 1987 (4 days)
	h. 1,200
	i. 300
	j. Modular metal tubings
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associations
	b. All are support institutions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division
	b. 10
	c. NAFED
	d. US\$55,000
	e. -
	a. Non
	b. Non
	c. Non
	d. Non
	e. Non
	f. Non
	a. Poznan Int'l Fair, Poland
	b. Market penetration
	c. General export product
	d. 15 exhibitors of 9 sqm each
	e. -
	f. once a year
	g. June 1987 (10 days)
	h. 3,000
	i. 300
	j. Modular metal tubings
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associations
	b. All are support institutions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division
	b. 10
	c. NAFED
	d. US\$55,000
	e. -
	a. Non
	b. Non
	c. Non
	d. Non
	e. Non
	f. Non
	a. Modam Fair, Netherlands
	b. Market penetration
	c. Garment
	d. 15 exhibitors of 9 sqm each
	e. -
	f. once a year
	g. August 1987 (5 days)
	h. 1,500
	i. 300
	j. Modular metal tubings
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associations
	b. All are support institutions of IESC (Indonesian Service Centre)
	a. Inf. & Fair Division
	b. 10
	c. NAFED
	d. US\$55,000
	e. -
	a. Non
	b. Non
	c. Non
	d. Non
	e. Non
	f. Non

IIESC ACTIVITIES PLAN III
EXHIBITION 1987/1988

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Plovdiv Int'l Spring Fair, Bulgaria
b. Object	b. Market penetration
c. Exhibition items (field)	c. General export product
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. May 1987 (5 days)
h. Expected visitors	h. 1,500
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	b. All are support institutions of IESC (Indonesian Export Service Centre)
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial resources	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non
	a. Novi Agriculture Fair, Yugoslavia
	b. Market penetration
	c. Agricultural products
	d. 15 exhibitors of 9 sqm each
	e. -
	f. once a year
	g. May 1987 (5 days)
	h. 1,500
	i. 300
	j. Modular metal tubings
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associations
	b. All are support institutions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division
	b. 10
	c. NAFED
	d. US\$55,000
	e. -
	a. Non
	b. Non
	c. Non
	d. Non
	e. Non
	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1987/1988

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Salon Du Pret a Porter Feminin Paris, Perancis
b. Object	b. Market penetration
c. Exhibition items (field)	c. Garment & fashion
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. August/Sept. 1987 (16 days)
h. Expected visitors	h. 4,300
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	a. 1. ITPC
b. Relations between ESC and them	b. All are support institutions of IESC (Indonesian Export Service Centre)
5. ADMINISTRATION	a. Inf. & Fair Division b. 10 c. NAFED d. US\$55,000 e. -
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	a. Non a. Non c. Non d. Non e. Non f. Non
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	a. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1987/1988

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Int'l Fair Bori, Italia
b. Object	b. Market penetrations
c. Exhibition items (field)	c. General export products
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. September 1987 (11 days)
h. Expected visitors	h. 3,300
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	b. All are support institutions of IESC (Indonesian Export Service Centre)
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1987/1988

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event	a. Budapest Int'l Fair, Rumania
b. Object	b. ASEAN Exhibitions, Japan
c. Exhibition items (field)	b. Market penetrations
d. Quantity of exhibition	c. General export product
e. Display method	d. 20 exhibitors of 9 sqm each
f. Frequency/year	e. -
g. Duration/event	f. once a year
h. Expected visitors	g. November 1987 (7 days)
i. Expected no. of visitors/day	h. 2,100
j. Display equipment (if any)	i. 300
	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	b. All are support institutions of IESC (Indonesian Export Service Centre)
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1987/1988

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Dubai Spring Fair, UAE
b. Object	b. Market penetrations
c. Exhibition items (field)	c. General export product
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. February 1988 (13 days)
h. Expected visitors	h. 3,900
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	b. All are support institutions of IESC (Indonesian Export Service Centre)
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Roka Fair, Utrecht-Netherlands
b. Object	b. Market penetration
c. Exhibition items (field)	c. General export products
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. August 1988 (5 days)
h. Expected visitors	h. 1,500
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	a. 1. ITPC
b. Relations between ESC and them	b. All are support institutions of IESC (Indonesian Export Service Centre)
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	a. Non b. Non c. Non d. Non e. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Overseas Import Fair Part-ners for Progress, Berlin
b. Object	b. Market penetration
c. Exhibition items (field)	c. General export products
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. September 1988 (5 days)
h. Expected visitors	h. 1,500
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associa-tions
a. Name of the organizations	b. All are support institu-tions of IESC (Indonesian Export Service Centre)
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non
	a. Interdecor Utrecht, Netherlands b. Market penetration c. Home furnishings d. 15 exhibitors of 9 sqm each e. - f. once a year g. September 1988 (5 days) h. 1,500 i. 300 j. Modular metal tubings
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associa-tions
	b. All are support institu-tions of IESC (Indonesian Export Service Centre)
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associa-tions
	b. All are support institu-tions of IESC (Indonesian Export Service Centre)
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associa-tions
	b. All are support institu-tions of IESC (Indonesian Export Service Centre)
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associa-tions
	b. All are support institu-tions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division b. 10 c. NAFED d. US\$55,000 e. -
	a. Non b. Non c. Non d. Non e. Non f. Non
	a. The New York Prot, U.S.A. b. Market penetration c. Ladies garment d. 15 exhibitors of 9 sqm each e. - f. once a year g. September 1988 (3 days) h. 900 i. 300 j. Modular metal tubings
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associa-tions
	b. All are support institu-tions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division b. 10 c. NAFED d. US\$55,000 e. -
	a. Non b. Non c. Non d. Non e. Non f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	
b. Object	
c. Exhibition items (field)	
d. Quantity of exhibition	
e. Display method	
f. Frequency/year	
g. Duration/event	
h. Expected visitors	
j. Display equipment (if any)	
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	
a. Name of the organizations	
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	
b. No. of necessary staff and its classification	
c. Recruitment of staff	
d. Estimated operation cost	
e. Financial recourses	
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	
b. Detail of their activities	
c. Their problems (if any)	
d. Necessity of creation of ESC	
e. Demarcation between ESC and other organizations	
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	
	<p>a. Igedo Fair, REFJ</p> <p>b. Market penetration</p> <p>c. Garment</p> <p>d. 15 exhibitors of 9 sqm each</p> <p>e. -</p> <p>f. once a year</p> <p>g. September 1988 (4 days)</p> <p>h. 1,200</p> <p>j. Modular metal tubings</p> <p>a. Market survey</p> <p>b. Company visit</p> <p>a. 1. ITPC</p> <p>2. Commodities Associations</p> <p>b. All are support institutions of IESC (Indonesian Export Service Centre)</p> <p>a. Inf. & Fair Division</p> <p>b. 10</p> <p>c. NAFED</p> <p>d. US\$55,000</p> <p>e. -</p> <p>a. Non</p> <p>b. Non</p> <p>c. Non</p> <p>d. Non</p> <p>e. Non</p> <p>f. Non</p>
	<p>a. Leipzig Autumn Fair, REFJ</p> <p>b. Market penetration</p> <p>c. General export products</p> <p>d. 15 exhibitors of 9 sqm each</p> <p>e. -</p> <p>f. once a year</p> <p>g. September 1988 (7 days)</p> <p>h. 2,100</p> <p>j. Modular metal tubings</p> <p>a. Market survey</p> <p>b. Company visit</p> <p>a. 1. ITPC</p> <p>2. Commodities Associations</p> <p>b. All are support institutions of IESC (Indonesian Export Service Centre)</p> <p>a. Inf. & Fair Division</p> <p>b. 10</p> <p>c. NAFED</p> <p>d. US\$55,000</p> <p>e. -</p> <p>a. Non</p> <p>b. Non</p> <p>c. Non</p> <p>d. Non</p> <p>e. Non</p> <p>f. Non</p>
	<p>a. Zagreb Int'l Fair, Yugoslavia</p> <p>b. Market penetration</p> <p>c. General export products</p> <p>d. 15 exhibitors of 9 sqm each</p> <p>e. -</p> <p>f. once a year</p> <p>g. September 1988 (5 days)</p> <p>h. 1,500</p> <p>j. Modular metal tubings</p> <p>a. Market survey</p> <p>b. Company visit</p> <p>a. 1. ITPC</p> <p>2. Commodities Associations</p> <p>b. All are support institutions of IESC (Indonesian Export Service Centre)</p> <p>a. Inf. & Fair Division</p> <p>b. 10</p> <p>c. NAFED</p> <p>d. US\$55,000</p> <p>e. -</p> <p>a. Non</p> <p>b. Non</p> <p>c. Non</p> <p>d. Non</p> <p>e. Non</p> <p>f. Non</p>
	<p>a. Semaine du Cuir, Perancis</p> <p>b. Market penetration</p> <p>c. Leather</p> <p>d. 15 exhibitors of 9 sqm each</p> <p>e. -</p> <p>f. once a year</p> <p>g. September 1988 (4 days)</p> <p>h. 1,500</p> <p>j. Modular metal tubings</p> <p>a. Market survey</p> <p>b. Company visit</p> <p>a. 1. ITPC</p> <p>2. Commodities Associations</p> <p>b. All are support institutions of IESC (Indonesian Export Service Centre)</p> <p>a. Inf. & Fair Division</p> <p>b. 10</p> <p>c. NAFED</p> <p>d. US\$55,000</p> <p>e. -</p> <p>a. Non</p> <p>b. Non</p> <p>c. Non</p> <p>d. Non</p> <p>e. Non</p> <p>f. Non</p>

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Int'l Trade Fair, Milan
b. Object	b. Market penetration
c. Exhibition items (field)	c. General export products
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. April 1988 (10 days)
h. Expected visitors	h. 3,000
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	a. All are support institutions of IESC (Indonesian Export Service Centre)
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non
	a. Barcelona Int'l Fair, Spain
	b. Market penetration
	c. General export products
	d. 15 exhibitors of 9 sqm each
	e. -
	f. once a year
	g. June 1988 (10 days)
	h. 3,000
	i. 300
	j. Modular metal tubings
	a. Market survey b. Company
	a. 1. ITPC 2. Commodities Associations
	b. All are support institutions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division
	b. 10
	c. NAFED
	d. US\$55,000
	e. -
	a. Non
	b. Non
	c. Non
	d. Non
	e. Non
	f. Non
	a. Southwest Home Furnishing Market, Dallas - USA
	b. Market penetration
	c. Home furnishing products
	d. 15 exhibitors of 9 sqm each
	e. -
	f. once a year
	g. May 1988 (4 days)
	h. 1,200
	i. 300
	j. Modular metal tubings
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associations
	b. All are support institutions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division
	b. 10
	c. NAFED
	d. US\$55,000
	e. -
	a. Non
	b. Non
	c. Non
	d. Non
	e. Non
	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. ASEAN Exhibition, Tokyo
b. Object	b. Market penetration
c. Exhibition items (field)	c. General export products
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. November 1988 (5 days)
h. Expected visitors	h. 1,500
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	b. All are support institutions of IESC (Indonesian Export Service Centre)
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial resources	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non
	a. Knuga Fair, Koln
	b. Market penetration
	c. General export products
	d. 15 exhibitors of 9 sqm each
	e. -
	f. once a year
	g. November 1988 (5 days)
	h. 1,500
	i. 300
	j. Modular metal tubings
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associations
	b. All are support institutions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division
	b. 10
	c. NAFED
	d. US\$55,000
	e. -
	a. Non
	b. Non
	c. Non
	d. Non
	e. Non
	f. Non
	a. Int'l Furniture Fair, Koln
	b. Market penetration
	c. Furniture
	d. 15 exhibitors of 9 sqm each
	e. -
	f. once a year
	g. January 1989 (6 days)
	h. 1,800
	i. 300
	j. Modular metal tubings
	a. Market survey b. Company visit
	a. 1. ITPC 2. Commodities Associations
	b. All are support institutions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division
	b. 10
	c. NAFED
	d. US\$55,000
	e. -
	a. Non
	b. Non
	c. Non
	d. Non
	e. Non
	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Birmingham Spring Fair, UK
b. Object	b. Market penetration
c. Exhibition item (field)	c. Souvenir
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. February 1989 (5 days)
h. Expected visitors	h. 1,500
i. Expected no. of visitors/day	j. Modular metal tubings
j. Display equipment (if any)	e. -
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	b. All are support institutions of IESC (Indonesian Export Service Centre)
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non
	a. Building Material Exhibition Utrecht, Netherlands
	b. Market penetration
	c. Building material
	d. 15 exhibitors of 9 sqm each
	e. -
	f. once a year
	g. February 1989 (6 days)
	h. 1,800
	j. Modular metal tubings
	e. -
	a. Market survey
	b. Company visit
	a. 1. ITPC
	2. Commodities Associations
	b. All are support institutions of IESC (Indonesian Export Service Centre)
	a. Inf. & Fair Division
	b. 10
	c. NAFED
	d. US\$55,000
	e. -
	a. Non
	b. Non
	c. Non
	d. Non
	e. Non
	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Int'l Autumn Fair, Bangladesh
b. Object	b. Market penetration
c. Exhibition items (field)	c. General export products
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. October 1988 (5 days)
h. Expected visitors	h. 1,500
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	a. 1. ITPC
b. Relations between ESC and them	b. All are support institutions of IESC (Indonesian Export Service Centre)
5. ADMINISTRATION	a. Inf. & Fair Division b. 10
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	a. Non
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
INDONESIAN PARTICIPATION IN INTERNATIONAL TRADE FAIR	
1. OBJECT	
2. EXHIBITION PROGRAM	
a. Event title	a. Plovdiv Int'l Fair, Poland
b. Object	b. Market penetrations
c. Exhibition items (field)	c. General export product
d. Quantity of exhibition	d. 15 exhibitors of 9 sqm each
e. Display method	e. -
f. Frequency/year	f. once a year
g. Duration/event	g. May 1988 (10 days)
h. Expected visitors	h. 3000
i. Expected no. of visitors/day	i. 300
j. Display equipment (if any)	j. Modular metal tubings
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	a. Market survey b. Company visit
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	a. 1. ITPC 2. Commodities Associations
a. Name of the organizations	b. All are support institutions of IESC (Indonesian Export Service Centre)
b. Relations between ESC and them	
5. ADMINISTRATION	
a. Division in charge in ESC	a. Inf. & Fair Division
b. No. of necessary staff and its classification	b. 10
c. Recruitment of staff	c. NAFED
d. Estimated operation cost	d. US\$55,000
e. Financial recourses	e. -
6. PRESENT SITUATION IN INDONESIA	
a. Other organization executing the similar activities	a. Non
b. Detail of their activities	b. Non
c. Their problems (if any)	c. Non
d. Necessity of creation of ESC	d. Non
e. Demarcation between ESC and other organizations	e. Non
f. Estimated no. of beneficiary governmental organization of companies (and some examples)	f. Non

IESC ACTIVITIES PLAN III
EXHIBITION 1987/1988

EXHIBITION	
1. OBJECT	NATIONAL AWARENESS PROGRAM FOR EXPORT DEVELOPMENT
2. EXHIBITION PROGRAM	EXPORT PRODUCTS SAMPLES DISPLAY
<p>a. Event title</p> <p>b. Object</p> <p>c. Exhibition items (field)</p> <p>d. Quantity of exhibition</p> <p>e. Display method</p> <p>f. Frequency/year</p> <p>g. Duration/event</p> <p>h. Expected visitors</p> <p>i. Expected no. of visitors/day</p> <p>j. Display equipment (if any)</p>	<p>a. Products export week</p> <p>b. To impact of Indonesian manufactures and exports for their products & export development</p> <p>c. Textile & garments, electronic, food & food products, agriculture products, craft product, wood product, furniture, and machinery equipments</p> <p>d. 50 exhibitor of each product group</p> <p>e. Modular setting, booth system</p> <p>f. Once a year</p> <p>g. 5 days each products group event</p> <p>h. 2,000 each product group event</p> <p>i. 400 each product group event</p> <p>j. Modular of wood & modular alluminium</p>
<p>3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)</p>	<p>- Dissemination of trade information</p> <p>- Seminar</p>
<p>4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES</p> <p>a. Name of the organizations</p> <p>b. Relations between ESC and them</p>	<p>a. Regional of Dept. of Trade Offices</p> <p>b. All are support institutions of IESC in the export development programs</p>
<p>5. ADMINISTRATION</p> <p>a. Division in charge in ESC</p> <p>b. No. of necessary staff and its classification</p> <p>c. Recruitment of staff</p> <p>d. Estimated operation cost</p> <p>e. Financial resources</p>	<p>a. Information & Fair Division</p> <p>b. 10</p> <p>c. NAFED</p> <p>d. US\$75,000 each group event</p> <p>e. - Budget of NAFED conducting export promotion programs - Exhibitor contribution</p>
<p>6. PRESENT SITUATION IN INDONESIA</p> <p>a. Other organization executing the similar activities</p> <p>b. Detail of their activities</p> <p>c. Their problems (if any)</p> <p>d. Necessity of creation of ESC</p> <p>e. Demarcation between ESC and other organizations</p> <p>f. Estimated no. of beneficiary governmental organization of companies (and some examples)</p>	<p>a. Permanent display</p> <p>b. To show case Indonesian export products</p> <p>c. Quality export product</p> <p>d. 15 product group</p> <p>e. Open display</p> <p>f. Once a year</p> <p>g. a year</p> <p>h. 5,000</p> <p>i. 15</p> <p>j. Modular wood panels</p> <p>- Dissemination of information</p> <p>- Seminar</p> <p>a. Commodities Association</p> <p>b. All are support institutions of IESC in the export development programs</p> <p>a. Non</p> <p>b. Non</p> <p>c. Non</p> <p>d. Non</p> <p>f. Non</p> <p>a. Commodities Association</p> <p>b. A mini exhibition for domestic market</p> <p>c. Limited budget for exhibition</p> <p>d. To serve as a regular venue for intensive product development programs of the government</p> <p>e. IESC - operation and exhibition arrangement</p> <p>C.A. - product display</p> <p>f. Non</p>

IESC ACTIVITIES PLAN III

EXHIBITION 1987/1988

EXHIBITION	
REGIONAL AWARENESS PROGRAM FOR EXPORT DEVELOPMENT	
<p>1. OBJECT</p>	<p>a. Product export week at Bandung, Semarang, Surabaya, Denpasar, Medan, Palembang, Banjarmasin, Manado b. To impact to the regional of Indonesian manufacturer and exporters for their products & export development. c. General export products d. 150 exhibition each activities e. Modular setting display, booth system f. Once a year each activities g. 5 days each activities h. 2,000 each activities i. 400 each activities j. Modular of wood & modular aluminium</p>
<p>2. EXHIBITION PROGRAM</p> <p>a. Event title b. Object c. Exhibition items (field) d. Quantity of exhibition e. Display method f. Frequency/year g. Duration/event h. Expected visitors i. Expected no. of visitors/day j. Display equipment (if any)</p>	<p>- Deseminations of trade information - Seminar</p>
<p>3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)</p>	<p>a. Regional office of Department of Trade b. ALL are support institutions of IESC in the export development programs.</p>
<p>4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES</p> <p>a. Name of the organizations b. Relations between EST and them</p>	<p>a. Information & Fair Division b. 10 c. Regional office of Department of Trade d. US\$15,000 each activities e. Budget of NAFED conducting export programs; Budget of regional offices of dept. of trade</p>
<p>5. ADMINISTRATION</p> <p>a. Division in charge in ESC b. No. of necessary staff and its classification c. Recruitment of staff d. Estimated operation cost e. Financial resources</p>	<p>a. Regional Province Offices b. Conducting Regional Development Exhibition c. Non d. Non e. IESC - policy and exhibition arrangement RPO - product display activities f. Non</p>
<p>6. PRESENT SITUATION IN INDONESIA</p> <p>a. Other organization executing the similar activities b. Detail of their activities c. Their problems (if any) d. Necessity of creation of ESC e. Demarcation between ESC and other organizations f. Estimated no. of beneficiary governmental organization of companies (and some examples)</p>	<p>a. Regional Province Offices b. Conducting Regional Development Exhibition c. Non d. Non e. IESC - policy and exhibition arrangement RPO - product display activities f. Non</p>

IESC ACTIVITIES PLAN III
EXHIBITION 1987/1988

EXHIBITION	
1. OBJECT	EXHIBITION OF NATIONAL PRODUCT FOR EXPORT
<p>2. EXHIBITION PROGRAM</p> <p>a. Event title b. Object c. Exhibition items (field) d. Quantity of exhibition e. Display method f. Frequency/year g. Duration/event h. Expected visitors i. Expected no. of visitors/day j. Display equipment (if any)</p>	<p>PARTICIPATION AT JAKARTA FAIR</p> <p>a. Jakarta Fair b. Dessimination of Trade Information to Export Company & Public c. Source of trade information & publication d. Non e. Open display f. Once a year g. June - July 1987 (1 month) h. 15,000 i. 500 j. Modular of wood & others</p> <p>- Seminars</p>
<p>3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)</p>	<p>- Dessiminations of trade information - Business discussion</p>
<p>4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES</p> <p>a. Name of the organizations b. Relations between ESC and them</p>	<p>a. Yayasan Pekan Raya Jakarta b. All are support institutions of IESC in the export development programs.</p>
<p>5. ADMINISTRATION</p> <p>a. Division in charge in ESC b. No. of necessary staff and its classification c. Recruitment of staff d. Estimated operation cost e. Financial recourses</p>	<p>a. Information & Fair Division b. 5 c. NAFED d. US\$500,000 e. Budget of NAFED conducting export promotion programs</p>
<p>6. PRESENT SITUATION IN INDONESIA</p> <p>a. Other organization executing the similar activities b. Detail of their activities c. Their problems (if any) d. Necessity of creation of ESC e. Demarcation between ESC and other organizations f. Estimated no. of beneficiary governmental organization of companies (and some examples)</p>	<p>a. Export Products Exhibition b. To show case Indonesian Export Products for Int'l Market. c. General products quality for export d. 200 exhibition of 9 sqm each e. Modular setting display, booth system f. Once a year g. October/November 1987 (10 days) h. - Buyers 200, - Domestic 3,000 i. - Buyers 20, - Domestic 300 j. Modular of wood & modular aluminium</p> <p>- Dessiminations of trade information - Business discussion</p> <p>a. Indonesian Embassy, - ITPC Offices, b. All are support institutions of IESC in the export development programs.</p> <p>a. Information & Fair Division b. 15 c. NAFED d. US\$500,000 e. Budget of NAFED conducting export promotion programs, - exhibitor contribution</p> <p>a. Non b. Non c. Non d. Non e. Non f. Non</p>

IESC ACTIVITIES PLAN III
EXHIBITION 1987/1988

EXHIBITION	
1. OBJECT	HOLDING ASEAN TRADE FAIR
2. EXHIBITION PROGRAM	<p>a. 4th ASEAN Trade Fair</p> <p>b. To organize Trade Exhibition within a frame work of ASEAN countries</p> <p>c. Products priority of each ASEAN countries</p> <p>d. 200 sqm each ASEAN member</p> <p>e. Modular system</p> <p>f. Every two year with rotation system for ASEAN members</p> <p>g. November (7 days)</p> <p>h. - Foreign 700, - Domestic 7,000</p> <p>i. - Foreign 100, - Domestic 1,000</p> <p>j. Modular aluminium tubings and wood panels</p>
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	- Dessination information - Seminar
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	<p>a. Trade Organization of each</p> <p>b. All are cooperate institutions of IESC in the preparation of the fair.</p>
5. ADMINISTRATION	<p>a. Information & Fair Division</p> <p>b. 25</p> <p>c. NAFED</p> <p>d. US\$500,000</p> <p>e. Contribution ASEAN members, - EEC financial assistant</p>
6. PRESENT SITUATION IN INDONESIA	<p>a. Non</p> <p>b. Non</p> <p>c. Non</p> <p>d. Non</p> <p>e. Non</p> <p>f. Non</p>

LESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

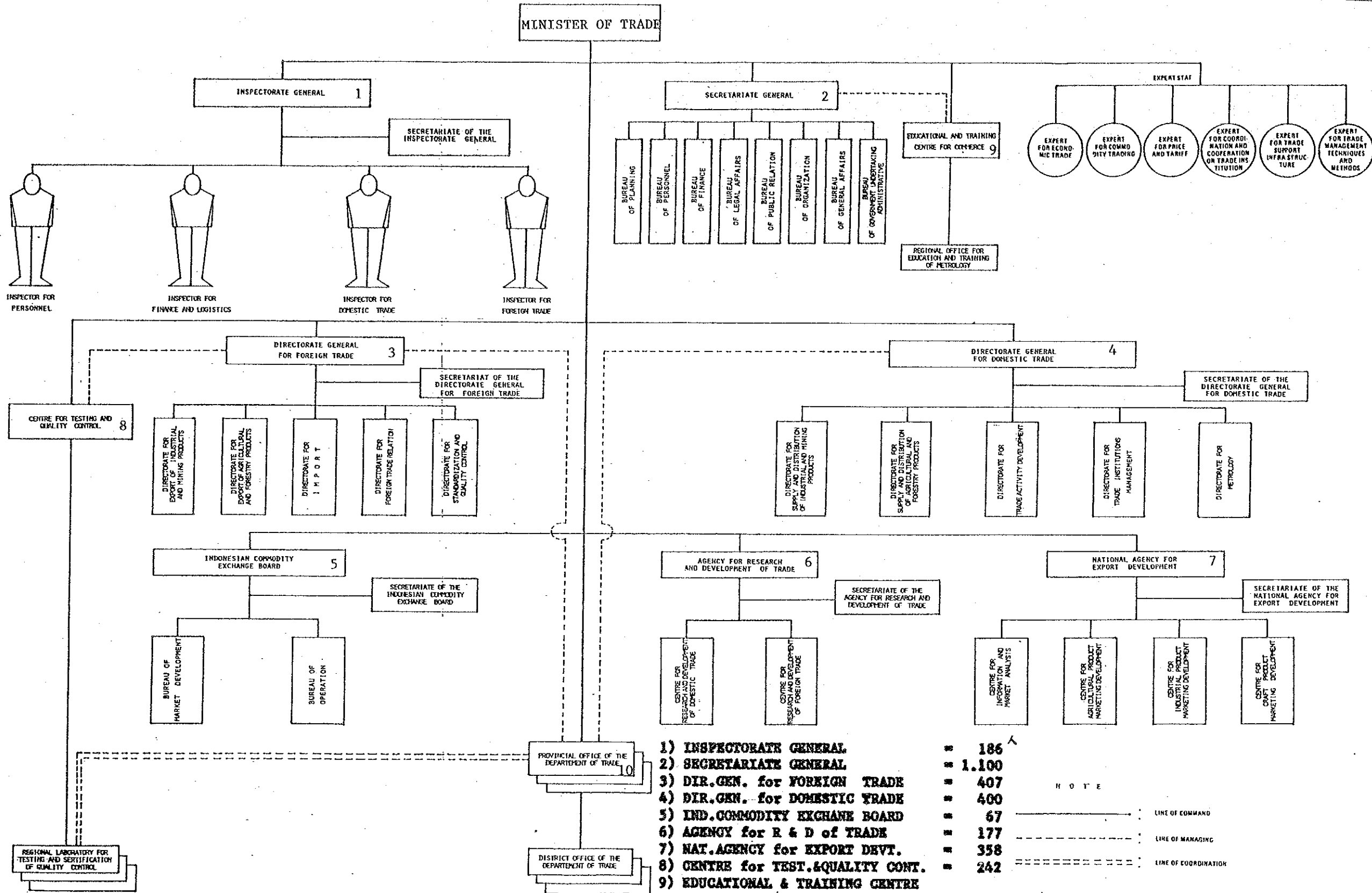
EXHIBITION	
1. OBJECT	EXHIBITION OF NATIONAL PRODUCT FOR EXPORT
<p>2. EXHIBITION PROGRAM</p> <p>a. Event title b. Object c. Exhibition items (field) d. Quantity of exhibition e. Display method f. Frequency/year g. Duration/event h. Expected visitors i. Expected no. of visitors/day j. Display equipment (if any)</p>	<p>PARTICIPATION AT JAKARTA FAIR</p> <p>a. Jakarta Fair b. Dissemination of Trade Information to Export Community & Public c. Source of trade information & publication d. Non e. Open display f. Once a year g. June - July 1988 (1 month) h. 15,000 i. 500 j. Modular of wood & others</p>
<p>3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)</p>	<p>- Disseminations of trade information - Business discussion</p>
<p>4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES</p> <p>a. Name of the organizations b. Relations between ESC and them</p>	<p>a. Indonesian Embassy, - ITPC Offices, - Trade Attache Offices b. All are support institutions of IESC in the export development programs.</p>
<p>5. ADMINISTRATION</p> <p>a. Division in charge in ESC b. No. of necessary staff and its classification c. Recruitment of staff d. Estimated operation cost e. Financial recourses</p>	<p>a. Information & Fair Division b. 15 c. NAFED d. US\$500,000 e. Budget of NAFED conducting export promotion programs</p>
<p>6. PRESENT SITUATION IN INDONESIA</p> <p>a. Other organization executing the similar activities b. Detail of their activities c. Their problems (if any) d. Necessary of creation of ESC e. Demarcation between ESC and other organizations f. Estimated no. of beneficiary governmental organization of companies (and some examples)</p>	<p>a. Non b. Non c. Non d. Non e. Non f. Non</p>

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
REGIONAL AWARENESS PROGRAM FOR EXPORT DEVELOPMENT	
1. OBJECT	
2. EXHIBITION PROGRAM	<p>a. Product Export Week at Bandung, Semarang, Surabaya, Denpasar, Medan, Palembang, Banjarmasin, Padang, Ujunggardang.</p> <p>b. To impact to the regional of Indonesian manufacturer and exporters for their products & export development.</p> <p>c. General export products</p> <p>d. 150 exhibition each activities</p> <p>e. Modular setting display, booth system</p> <p>f. Once a year each activities</p> <p>g. 5 days each activities</p> <p>h. 2,000 each activities</p> <p>i. 400 each activities</p> <p>j. Modular of wood & modular aluminium</p>
3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)	<p>- Dessiminations of trade information</p> <p>- Seminars</p>
4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES	<p>a. Regional office of Department of Trade</p> <p>b. All are support institutions of IESC in the export development programs.</p>
5. ADMINISTRATION	<p>a. Information & Fair Division</p> <p>b. 10</p> <p>c. Regional office of Department of Trade</p> <p>d. US\$15,000 each activities</p> <p>e. Budget of NAFED conducting export promotions programs; Budget of regional offices of dept. of trade</p>
6. PRESENT SITUATION IN INDONESIA	<p>a. Regional Province Offices</p> <p>b. Conducting Regional Development Exhibition</p> <p>c. Non</p> <p>d. Non</p> <p>e. IESC - policy and exhibition arrangement</p> <p>f. RPO - product display activities</p> <p>f. Non</p>

IESC ACTIVITIES PLAN III
EXHIBITION 1988/1989

EXHIBITION	
1. OBJECT	EXPORT PRODUCTS SAMPLES DISPLAY
<p>2. EXHIBITION PROGRAM</p> <p>a. Event title</p> <p>b. Object</p> <p>c. Exhibition items (field)</p> <p>e. Display method</p> <p>f. Frequency/year</p> <p>g. Duration/event</p> <p>h. Expected visitors</p> <p>i. Expected no. of visitors/day</p> <p>j. Display equipment (if any)</p>	<p>NATIONAL AWARENESS PROGRAM FOR EXPORT DEVELOPMENT</p> <p>a. Products export week</p> <p>b. To impact of Indonesian manufactures and exporters for their products & export development.</p> <p>c. Textile & garments, electronic, food & food products, agriculture products, craft product, wood product, furniture, and machinery equipments</p> <p>e. Modular setting, booth system</p> <p>f. Once a year</p> <p>g. 5 days each products group event</p> <p>h. 2,000 each product group event</p> <p>i. 400 each product group event</p> <p>j. Modular of wood & modular aluminium</p> <p>- Dessiminations of trade information</p> <p>- Seminar</p>
<p>3. OTHER ACTIVITIES THAN EXHIBITION (IF ANY)</p>	<p>- Dessimination of information</p> <p>- Seminar</p>
<p>4. OTHER ORGANIZATIONS RELATED TO THE ABOVE (2 and 3) ACTIVITIES</p> <p>a. Name of the organizations</p> <p>b. Relations between ESC and them</p>	<p>a. Commodities Association</p> <p>b. All are support institutions of IESC in the export development programs.</p>
<p>5. ADMINISTRATION</p> <p>a. Division in charge in ESC</p> <p>b. No. of necessary staff and its classification</p> <p>c. Recruitment of staff</p> <p>d. Estimated operation cost</p> <p>e. Financial resources</p>	<p>a. Information & Fair Division</p> <p>b. 20</p> <p>c. NAFED</p> <p>d. US\$75,000 each group event</p> <p>e. - Budget of NAFED conducting export promotion programs</p> <p>- Exhibitor contribution</p>
<p>6. PRESENT SITUATION IN INDONESIA</p> <p>a. Other organization executing the similar activities</p> <p>b. Detail of their activities</p> <p>c. Their problems (if any)</p> <p>d. Necessity of creation of ESC</p> <p>e. Demarcation between ESC and other organizations</p> <p>f. Estimated no. of beneficiary governmental organization of companies (and some examples)</p>	<p>a. Non</p> <p>b. Non</p> <p>c. Non</p> <p>d. Non</p> <p>e. Non</p> <p>f. Non</p>



1) INSPECTORATE GENERAL	= 186
2) SECRETARIATE GENERAL	= 1.100
3) DIR.GEN. for FOREIGN TRADE	= 407
4) DIR.GEN. for DOMESTIC TRADE	= 400
5) IND.COMMODITY EXCHANGE BOARD	= 67
6) AGENCY for R & D of TRADE	= 177
7) NAT.AGENCY for EXPORT DEVT.	= 358
8) CENTRE for TEST.&QUALITY CONT.	= 242
9) EDUCATIONAL & TRAINING CENTRE for COMMERCE	= 50
10) PROVINCIAL OFFICE of the DEPARTMENT of TRADE	= 3.774
TOTAL	= 6.761

NOTE

— LINE OF COMMAND

- - - LINE OF MANAGING

· · · LINE OF COORDINATION

SECRETARIATE GENERAL
BUREAU OF ORGANIZATION

POSITION, TASK, FUNCTION AND ORGANISATION
STRUCTURE OF THE DEPARTMENT OF TRADE

1. POSITION OF THE DEPARTMENT OF TRADE

The Department of Trade on the Government of the Republic of Indonesia take in a position as a part of the state administration headed by a Minister of Trade that responsible directly to the President.

2. MAIN TASK OF THE DEPARTMENT OF TRADE

The main task of the Department of Trade is to fulfil a part of the general governmental task and development in the field of trade.

3. MAIN FUNCTION OF THE DEPARTMENT OF TRADE

- a. The Department of Trade fulfil the function of the formulation of the execution policy and the technical policy, giving the guidance and development as well as giving the licence, according to the general policy determined by the President and based on the existing regulation;
- b. The Department of Trade fulfil the function of the management of the state property in which the Department of Trade has the responsibility;
- c. The Department of Trade fulfil the function of the execution according to the main task of the Department of Trade based on the existing regulation;
- d. The Department of trade fulfil the function of the supervision on the execution of the main task of the Department of Trade according to the general policy determined by the President and based on the existing regulation.

4. ORGANIZATIONAL STRUCTURE OF THE DEPARTMENT OF TRADE

- 1. The Head : Minister of Trade
- 2. Element of the assistance of the Head : Secretariate General.
- 3. Element of the executor : - Directorate General for Domestic Trade
- Directorate General for Foreign Trade
- 4. Element of the Controle : Inspectorate General
- 5. Element of the organization executor of the special task :
 - National Agency for Export Development
 - Agency for Research and Development of Trade
 - Indonesian Commodity Exchange Board
- 6. Vertical Resort : Regional Office of the Department of Trade in Province have under office in regency.

I. SECRETARIATE GENERAL

1. Task : -- to execute the development of administration activities, organization and methods for all the organization of the Department.
- to give the technical and administrative services to the Minister, the Inspectorate Generale, the Directorate General of Domestic Trade, the Directorate General of Foreign Trade, the National Agency For Export Development, the Agency for Research and Development of Trade, the Indonesian Commodity Exchange Board, and the others organization units of the Department on the execution of the main task of the Department.

2. Function :

- a. Coordinating in the meaning of arrangement and development cooperation, integrating and synchronizing of all the administration of the Department, including the activities of the technical and administrative services for all the organization units of the Department ;
- b. Planning in the meaning of preparing the plan, processing analyzing and coordinating the formulation of the policy according to the main task of the Department ;
- c. Development of the administration in the meaning of developing the administration arrangement, managing and developing the personal conduct, managing the financial and provision/equipment of the Department ;
- d. Coordination of the regulation formulation in the meaning of coordinating on the formulation of the regulation concerned with the main task of the Department ;
- e. Public relation in the meaning of performing the relation with the formal and social institution ;
- f. Development of the organization and methods in the meaning of developing and taking care of all the institution and management of the Department ;
- g. Security and correctness in the meaning of developing and taking care of the security and correctness of the Department.

II. INSPECTORATE GENERAL

1. T a s k : to perform the supervision/control on the task execution of all resources of the Department, in order to improve according to the plan and the existing regulation, either the routine task or the development task.
2. F u n c t i o n :
 - a. Inspecting every considerable resources/unit of the Department in which including the field of general administration, financial administration, physical result of the execution of the development project and others;
 - b. Examining as well as evaluating on the periodical or any moment resulting report from every resources/unit of the Department in accordance with the guidance of the Minister;
 - c. Investigating the correctness of the report or the accusation of the obstacle, the deviation or taking advantage*) or financial field, in which be done by the resource/unit of the Department.

*) of the administrative

A. SECRETARIATE OF THE INSPECTORATE GENERAL.

1. T a s k : to provide the technical and administrative services to all elements within the Inspectorate General.
2. F u n c t i o n :
 - a. to perform and to coordinate the complication of materials for the technical policy as well as the control planning and programming ;
 - b. to analyze, to process and to set of the report of the control results as well as to compile the resume/recommendation of the follow up's control result in the build of the administrative and technical trade ;
 - c. to perform the personel, the financial, the equipment, the house keeping management and development, and the administrative arrangement ;
 - d. to perform the formulation of the Inspectorate General's periodical report.

B. PERSONAL INSPECTOR.

1. T a s k : to perform the control on the policy execution, the planning and programming, the regulation as well as the management of the personal within the Department.
2. F u n c t i o n :
 - a. to prepare the planning and programming of the control activities ;
 - b. to arrange the time schedule of the control execution according to the planning and programming ,
 - c. to prepare the materials as well as to formulate the norm/guidance the control, the examining of the evaluation and the investigation in the field of the personal development according to the Minister's policy and based on the regulation determined by the functional responsibility personal unit ;
 - d. controlling to all elements/unit of the organization within the Department concerning with the performance of the personal management and development ;
 - e. examining as well as evaluating on the result of the performing of the personal management and development as well as the personal data/information ;
 - f. investigating the truth of the report or the accusation of the obstacle, the deviation, taking advantage of the personal management and development performance ;
 - g. to formulate and send the report of the personal control result to the Inspectorate Generale.

C. FINANCIAL AND PROVISION INSPECTOR.

1. T a s k : performing the control on the policy execution, the planning and programming, the regulation as well as the management of the financial, the equipment and the development project within the Department.
2. F u n c t i o n :
 - a. to prepare the planning and programming of the control activities ;
 - b. to arrange the time schedule of the control execution according to the planning and programming ;

- c. to prepare the materials as well as to formulate the norm/guidance of the control, the examining the evaluation and the investigation in the field of the financial, the equipment and development project management according to the Minister's policy and based on the regulation determined by the functional responsibility unit in the field of the finance and the equipment ;
- d. controlling to all elements/unit of the organization within the Department concerning with the performance of the financial, the equipment and the development project management ;
- e. examining as well as evaluating on the effectiveness and efficiency of the budget allocation and the performing result of the financial, the equipment and the development project management ;
- f. investigating the truth of the report or the accusation of the obstacle, the deviation, taking advantage of the financial, the equipment and the development project management ;
- g. to formulate and send the report of the financial, the equipment and the development project control result to the Inspectorate Generale.

D. DOMESTIC TRADE INSPECTOR.

- 1. T a s k : performing the control on the policy execution, the planning and programming, the regulation as well as the management of the of the domestic trade within the Department.
- 2. F u n c t i o n :
 - a. to prepare the planning and programming of the control activities ;
 - b. to arrange the time schedule of the control execution according to the planning and programming ;
 - c. to prepare the materials as well as to formulate the norm/guidance of the control, the examining, the evaluation and investigation in the field of the domestic trade development according to the Minister's policy ;

- d. controlling to all elements/unit of the organization within the Department in the performance of the domestic trade management and development ;
- e. examining as well as evaluating on the performing result of the management and development as well as the data/information of the domestic trade ;
- f. investigating the truth of the report or the accusation of the obstacle, the deviation, taking advantage of the domestic trade management and development ;
- g. to formulate and send the report of the control result in the field of domestic trade to the Inspector General.

E. FOREIGN TRADE INSPECTOR.

- 1. T a s k : performing the control on the policy execution, the planning and programming, the regulation as well as the management of the of the foreign trade within the Department.
- 2. F u n c t i o n :
 - a. to prepare the planning and programming of the control activities ;
 - b. to arrange the time schedule of the control execution according to the planning and programming ;
 - c. to prepare the materials as well as to formulate the norm/guidance of the control, the examining, the evaluation and investigation in the field of the foreign trade development according to the Minister's policy ;
 - d. controlling to all elements/unit of the organization within the Department in the performance of the foreign trade management and development ;
 - e. examining as well as evaluating on the performing result of the management and development as well as the data/information of the foreign trade ;
 - f. investigating the truth of the report or the accusation of the obstacle, the deviation, taking advantage of the foreign trade management and development ;
 - g. to formulate and send the report of the control result in the field of foreign trade to the Inspector General.

F FOREIGN TRADE INSPECTOR.

1. T a s k : performing the control on the policy execution, the planning and programming, the regulation as well as the management of the of the foreign trade within the Department.
2. F u n c t i o n : a. to prepare the planning and programming of the control activities ;
b. to arrange the time schedule of the control execution according to the planning and programming ;
c. to prepare the materials as well as to formulate the norm/guidance of the control, the examining, the evaluation and investigation in the field of the foreign trade development according to the Minister's policy ;
d. controlling to all elements/unit of the organization within the Department in the performance of the foreign trade management and development ;
e. examining as well as evaluating on the performing result of the management and development as well as the data/information of the foreign trade ;
f. investigating the truth of the report or the accusation of the obstacle, the deviation, taking advantage of the foreign trade management and development ;
g. to formulate and send the report of the control result in the field of foreign trade to the Inspector General.

III. DIRECTORATE GENERAL FOR DOMESTIC TRADE.

1. T a s k : - to execute a part of the main task of the Department of Trade in the field of domestic trade based on the policy determined/decided by the Minister of Trade.
2. F u n c t i o n : a Formulating the technical policy, giving the guidance, information and development as well as licence in the field of domestic trade according to the policy of the Minister and based on the existing regulation ;
b The execution of the technical policy in the field of domestic trade according to the main task of the Directorate General for Domestic Trade and based on existing regulation ;
c The security of the technical policy in the execution of the main task of the Directorate General for Domestic Trade

A. SECRETARIATE OF THE DIRECTORATE GENERAL FOR DOMESTIC TRADE.

1. T a s k : to give the technical and administrative services to all elements within the Directorate General for Domestic Trade.
2. F u n c t i o n : a. to execute and to coordinate the formulation of the technical policy, the planning and programming of domestic trade ;
- b. to execute the financial management and formulating the budget ;
- c. to prepare and to formulate the statistic and report of the domestic trade activities ;
- d. to prepare the draft and evaluating the regulation of domestic trade ;
- e. to execute the personal, the organization, the method, the equipment, the house keeping management and development and the administrative arrangement.

B. DIRECTORATE FOR SUPPLY AND DISTRIBUTION OF INDUSTRIAL AND MINING PRODUCTS.

1. T a s k : to execute a part of the main task of the Directorate General for Domestic Trade in the field of supply and distribution of the industrial and mining products based on the technical policy determined/decided by the Director General for Domestic Trade.
2. F u n c t i o n : a. to prepare the formulation and to execute the technical policy in the field of supply and distribution of the industrial and mining products ;
- b. formulating the plan of supply and distribution of the industrial and mining products ;
- c. giving the guidance and the direction of the execution of supply and distribution of the industrial and mining products ;
- d. inspecting the execution of the technical policy, the planning and programming of supply and distribution of the industrial and mining products ;
- e. monitoring the development of the production, demand, supply and price of the industrial and mining products;
- f. to execute the administrative arrangement of the Direc-

C. DIRECTORATE FOR SUPPLY AND DISTRIBUTION OF AGRICULTURAL AND FORESTRY PRODUCTS.

1. T a s k : to execute a part of the main task of the Directorate General for Domestic Trade in the field of supply and distribution of the agricultural and forestry products based on the technical policy determined/decided by the Director General for Domestic Trade.

2. F u n c t i o n : a. to prepare the formulation and to execute the technical policy in the field of supply and distribution of the agricultural and forestry products ;
b. formulating the plan of supply and distribution of the agricultural and forestry products ;
c. giving the guidance and the direction of the execution of supply and distribution of the agricultural and forestry products ;
d. inspecting the execution of the technical policy, the planning and programming of supply and distribution of the agricultural and forestry products ;
e. monitoring the development of production, demand, supply and price of the agricultural and forestry products ;
f. to execute the administrative arrangement of the Directorate.

D. DIRECTORATE FOR TRADE ACTIVITY DEVELOPMENT.

1. T a s k : to execute a part of the main task of the Directorate General for Domestic Trade in the field of trade activity development based on the technical policy determined/decided by the Director General for Domestic Trade.

2. F u n c t i o n : a. to prepare the formulation and to execute the technical policy in the field of trade activity development ;
b. formulating the plan of trade activity development ;
c. giving the guidance and the direction on the trade activity development ;
d. inspecting the execution on the field of trade activity development ;
e. to execute the administrative arrangement of the Direc-

E. DIRECTORATE FOR TRADE INSTITUTIONS MANAGEMENT.

1. T a s k : to execute a part of the main task of the Directorate General for Domestic Trade in the field of the trade institutions management based on the technical policy determined/decided by the Director General for Domestic Trade.

2. F u n c t i o n :
 - a. to prepare the formulation and to execute the technical policy in the field of the trade institutions management;
 - b. formulatin the plan of trade institutions management ;
 - c. giving the guidance and the direction on the trade institutions management ;
 - d. inspecting the execution of the technical policy, the planning and programming on the field of the trade institutions management ;
 - e. to execute the administrative arrangement of the Directorate.

F. DIRECTORATE FOR METROLOGY.

1. T a s k : to execute a part of the main task of the Directorate General for Domestic Trade in the field of metrological activity based on the technical policy determined/decided by the Director General for Domestic Trade.

2. F u n c t i o n :
 - a. to prepare the formulation and to execute the technical policy in the metrological activity ;
 - b. formulating the plan of the metrological activity ;
 - c. giving the guidance and the direction on metrological activity ;
 - d. inspecting the execution of the technical policy, the planning and programming on the metrological activity
 - e. to execute the administrative arrangement of the Directorate.

SECRETARIAT GENERAL IS COMPOSED OF :

- A. BUREAU OF PLANNING
- B. BUREAU OF PERSONNEL
- C. BUREAU OF FINANCE
- D. BUREAU OF LEGAL AFFAIRS
- E. BUREAU OF PUBLIC RELATIONS
- F. BUREAU OF ORGANIZATION
- G. BUREAU OF GENERAL AFFAIRS

A. BUREAU OF PLANNING

1. T a s k : - the Bureau of Planning has the task of preparing the plan, processing, analysing and coordinating the formulation of the policy resource which has relation to the routine and development activity according to the main task of the Department.
2. Function : In the execution of the task, the Bureau of Planning has the following functions :
 - a. Formulating the plan and programme of the routine and development activity;
 - b. Coordinating the planning and taking harmonize between the sectoral and regional plans of the Department;
 - c. Evaluating the implementation of the plan and programme of the routine and development activities;
 - d. Reporting and performing the data implementation result of the plan and programme of the routine and development activity.

B. BUREAU OF PERSONNEL

1. T a s k : - to execute the holding and developing personnel of the Department based on the prevailing legislative regulations.

2. Function : a. Formulating the formation and legalization regulations in the personnel field;
- b. Holding and developing of the personnel mutation;
- c. Developing of the personnel;
- d. To execute the personnel administrative of the Department.

C. BUREAU OF FINANCE

1. T a s k : - to execute of implementing the financial of the Department based on the prevailing legislative regulations.
2. Function : a. Preparing and drawing up the budget of the Department;
- b. Observing and securing the budget implementation as well as the financial accountability of the Department;
- c. Performing the book keeping and verification of the budget realisation of the Department.

D. BUREAU OF LEGAL AFFAIRS

TASK : To execute and coordinating the formulation of the legislative regulation concerned to the main task of the Dept, as well as to consider and advise of the law.

FUNCTION :

- a. Executing and coordinating the draft formulation of the legislative regulations in the trade field;
- b. Correcting and evaluating the law aspect of implementation of the legislative regulations as well as advising the completion;
- c. Advising the law in the trade field as well as the help and to solve the law problem.
- d. Documenting and informing the law in the trade field;
- e. Printing and issuing in the Dept.

E. BUREAU OF PUBLIC RELATIONS

TASK : To execute, to coordinate and to develop relation
with legal institution and public.

FUNCTION :

- a. Coordinating the news issued and evaluating the public opinion;
- b. Cooperating to supreme state organ/upper state organs and
business communities press, information media and professional
organizations.
- c. Publicating and documenting and exhibition in the trade field;
- d. Developing the foreign cooperation.

F. BUREAU OF ORGANIZATION

TASK : To improve and to develop the institution,
methods, job analysis and standardization of
work facility of the dept.

FUNCTION :

- a. Inventarising, analysing, evaluating and formulating goal/target

FUNCTION :

- a. Inventarising, analysing, evaluating and formulating goal/target,
task, function and organizational structure as well as developing
the institutional dept;
- b. Inventarising, analysing, evaluating and formulating the methods
system and office administration as well as developing the department
methods;
- c. Inventarising, job-analysing, evaluating the work result and formulating
the standardization of work facility of the department.

G. BUREAU OF GENERAL AFFAIR

TASK : To develop the administrative and household affairs
and equipment of the department.

FUNCTION :

- a. Executing the administrative affairs of the department and the leader
of department;
- b. Executing the household affairs;
- c. Executing the equipment holding.

IV. DIRECTORATE GENERAL FOR FOREIGN TRADE.

1. Task : - to execute a part of the main task of the Department of Trade based on the policy determined/decided by the Minister of Trade.
2. Function : a Formulating the technical policy, giving the guidance, information and development as well as licence in the field of foreign trade according to the policy of the Minister and based on the existing regulation ;
b The execution of the technical policy in the field of foreign trade according to the main task of Directorate General for Foreign Trade and based on the existing regulation ;
c The execution of the technical policy in the execution of the main task of the Directorate General for Foreign Trade according to the Minister Policy and based on the existing regulation.

A. SECRETARIATE OF THE DIRECTORATE GENERAL FOR FOREIGN TRADE

1. T a s k : - to give the technical and administrative services to all elements within the Directorate General for Foreign Trade.
2. F u n c t i o n : a. To execute and to coordinate the formulation of the technical policy materials, the planning and programming of the foreign trade;
b. To execute the financial management and formulating the budget;
c. Preparing and formulating the statistic and the report of the foreign trade activities;
d. Preparing the draft and evaluating the regulation of the foreign trade;
e. To execute the personal, the organizational, the method, the equipment and the housekeeping management and development, and the administrative arrangement;
f. Preparing the formulating materials of the policy and to formulate the planning, as well as to execute the evaluation and the information of the trade purchasing.

B. DIRECTORATE FOR EXPORT OF INDUSTRIAL AND MINING PRODUCTS

1. T a s k : - to execute a part of the main task of the Directorate General for Foreign Trade in the field of export of the industrial and mining products based on the technical policy determined by the Directorate General for Foreign Trade.

2. F u n c t i o n : a. To prepare the formulation and to execute the technical policy in the fields of export of the industrial and mining products;
b. Formulating the export planning of the industrial and mining products;
c. Giving the guidance and the direction of the export execution of the industrial and mining products;
d. Inspecting the execution of the technical policy, the export planning and programming of the industrial and mining products;
e. To analyse the development and to prepare the perfecting of the support institution for the export trading of the industrial and mining products.
f. Preparing the check price policy for export and export certificate of the industrial and mining products;
g. Preparing the administrative arrangement of the directorate.

C. DIRECTORATE FOR EXPORT OF AGRICULTURAL AND FORESTRY PRODUCTS

1. T a s k : - to execute a part of the main task of the Directorate General for Foreign Trade in the field of export of the Agricultural and Forestry product based on the technical policy determined by the Director General Foreign Trade.

2. F u n c t i o n : a. To prepare the formulation and to execute the technical policy in the field of export of the Agricultural and Forestry products;
b. Formulating the export planning of the Agricultural and Forestry products;
c. Giving the guidance and the director of the export execution of the Agricultural and Forestry products;

- d. Inspecting the execution of the technical policy, the export planning and programming of the Agricultural and Forestry products;
- e. To analyse the development and to prepare the perfecting of the supporting institution for the export trading of the Agricultural and Forestry products;
- f. Preparing the check price policy for export of the Agricultural and Forestry products
- g. Preparing the administrative arrangement of the directorate.

D. DIRECTORATE FOR IMPORT

- 1. T a s k : - to execute a part of the main task of the Directorate General for Foreign Trade in the field of import based on the technical policy determined by the Director General for Foreign Trade.
- 2. F u n c t i o n :
 - a. To prepare the formulation and to execute the technical policy in the field of import;
 - b. Formulating the import planning;
 - c. Giving the guidance and the direction of the import execution;
 - d. Inspecting on the execution of the technical policy, the import planning and programming;
 - e. Preparing the check price policy of the import goods as well as to preform the perfecting of the classification of goods;
 - f. To analyse the development and to prepare the perfecting recommendation of the supporting institution and supporting facilities in the field of import;
 - g. To execute the development and supervision of the import activities;
 - h. Monitoring the development of the products, consumption, trade, domestic and foreign market of the import goods;
 - i. To execute the administrative arrangement of the directorate.

E. DIRECTORATE FOR FOREIGN TRADE RELATION

1. T a s k : - to execute a part of the main task of the Directorate General for Foreign Trade in the fields of the foreign trade relation based on the technical policy determined by the Director General for Foreign Trade.
2. F u n c t i o n :
- a. To prepare the formulation and to execute the technical policy in the field of foreign trade relation;
 - b. Formulating the foreign trade relation planning;
 - c. To prepare the formulation of the bilateral, multilateral trade agreement and the agreements in the field of commodity, as well as evaluating and monitoring the development of the execution of the trade and commodity agreement;
 - d. To prepare, to attend and to execute the bilateral, regional and multilateral negotiation in field of the trade and commodity as well as to accept and to send the delegation on trade;
 - e. Monitoring the development and formulating the Indonesian balance of trade;
 - f. To pioneer and to execute the guidance the trade and economic relation with a foreign countries;
 - g. To execute the technical guidance to Overseas Representative Department of Trade/Trade Attache as well as guiding the relation with another Overseas Representating of Indonesia;
 - h. To execute the administrative arrangement of the Directorate.

F. DIRECTORATE FOR STANDARDIZATION AND QUALITY CONTROL

1. T a s k : - to execute a part of the main task of the Directorate General for Foreign Trade in the field of the Standardization and Quality Control of commodity/service on selling based on the technical policy determined by the Director General for Foreign Trade.
2. F u n c t i o n :
- a. To prepare the formulation and to execute the technical policy in field of the standardization and quality control of commodity/service;

- b. Formulating the plan of standardization and quality control of commodity/service;
- c. To prepare the decision and to develop the standard quality of commodity/service considering the ability of producer and interest of consumer;
- d. To execute the quality control of commodity/service according to the standard;
- e. Inspecting to the execution of technical policy, planning and programming of standardization and quality control of commodity/service;
- f. To execute the guidance quality of commodity/service to a producer;
- g. To promote the standar of quality has determined to domestic and foreign consumer;
- h. To execute the administrative arrangement of the Directorate.

V. NATIONAL AGENCY FOR EXPORT DEVELOPMENT (N A F E D).

1. T a s k : to coordinate, develop and execute the activities in the field of the National Export Development based on the policy determined/décided by the Minister and the existing regulation.

2. F u n c t i o n : a. to formulate the policy of Minister and determine the execution policy of the national export development activities ;
b. to coordinate and to develop the national export development activities ;
c. to execute the coordination of the information and market analysis activities.

A. SECRETARIATE OF THE NATIONAL AGENCY FOR EXPORT DEVELOPMENT

1. T a s k : of providing technical and administrative services to all elements within the NAFED.

2. F u n c t i o n : a. performing and coordinating the compilation of materials for the policy, planning, programming, reporting and evaluation of the national export development;
b. performing the financial management and the drawing up of the budget;
c. performing the management and guidance of personnel affairs, equipment, household and administrative affairs;
d. performing the training of NAFED's personnel and exporters;
e. performing the relationship of cooperation and providing technical guidance to the ITTC, and other organization.

B. INFORMATION CENTRE AND MARKET ANALYSIS.

1. T a s k : guiding and performing the activities on market information and market analysis.
2. F u n c t i o n :
- a. performing guidance on activities of collecting, processing and presenting data/information, means of supporting export as well as price of each commodity and of destination country ;
 - b. analysing the demand potency of overseas markets ;
 - c. developing importer's profile and overseas trade commodities ;
 - d. following the development and realization of export by country destination ;
 - e. collecting and disseminate information on trade fairs and trade missions ;
 - f. developing the method of operational activities on market information and market analysis.

C. DEVELOPMENT CENTRE FOR THE MARKETING OF AGRICULTURAL PRODUCTS.

1. T a s k : guiding the activities in the implementation of developing the marketing of agricultural products.
2. F u n c t i o n :
- a. analysing the potency of domestic agricultural products ;
 - b. developing company profile and domestic commodity profile ;
 - c. guiding the activities of adaptation and development of agricultural products ;
 - d. providing technical guidance for the marketing of agricultural products ;
 - e. identifying obstacles/stimulus in the export of agricultural products ;
 - f. drawing up priorities for development and diversification in the marketing of agricultural products ;
 - g. guiding the operational management in the development of marketing of agricultural products.

D. DEVELOPMENT CENTRE FOR THE MARKETING OF INDUSTRIAL PRODUCTS.

1. T a s k : guiding the activities in developing the marketing of industrial products.
2. F u n c t i o n :
 - a. analyzing data of the potency of domestic industrial production ;
 - b. developing company profile and domestic commodity profile;
 - c. drawing up priorities of development and marketing diversification of industrial products ;
 - d. guiding the activities of adaptation and production development of industrial products ;
 - e. providing technical guidance on the marketing of industrial products ;
 - f. identifying obstacles/stimulus in the export of industrial products ;
 - g. guiding the activities of the operational management in developing the marketing of industrial products.

E. DEVELOPMENT CENTRE FOR THE MARKETING OF CRAFTPRODUCTS.

1. T a s k : performing the activities in developing the marketing of craftsproducts.
2. F u n c t i o n :
 - a. analyzing data of production potency of domestic craftsproducts ;
 - b. developing company profile and domestic commodity profile;
 - c. drawing up priorities of development and marketing diversification of craftsproducts ;
 - d. developing the activities of adaptation and production development of craftsproducts ;
 - e. providing technical guidance in the marketing of craftsproducts ;
 - f. identifying obstacles/stimulus in the export craftsproducts;
 - g. guiding the operational management of activities in developing the marketing of craftsproducts.

VI. AGENCY FOR RESEARCH AND DEVELOPMENT OF TRADE.

1. T a s k : to coordinate, to develop and to execute the activities of the research and development of trade based on the policy determined/decided by the Minister and the existing regulation.
2. F u n c t i o n : a. to formulate the policy of the Minister and to determine the policy of the research and development of trade activities ;
- b. to coordinate and to develop the research and development of trade activities ;
- c. to execute the research and development of trade activities ;
- d. to execute the coordination and studying of the trade information ;
- e. to execute the evaluation of the government policy in the field of trade.

A. SECRETARIATE OF THE AGENCY FOR RESEARCH AND DEVELOPMENT OF TRADE.

1. T a s k : providing technical and administrative services to all elements with in the Agency for Research and Development of Trade.
2. F u n c t i o n : a. Performing and coordinating the compilation of material for the policy, planning, programming of the Agency for Research and Development of Trade ;
- b. Performing the compilation of statistic and analysis of the trade information ;
- c. Performing the reporting evaluation and to manage the library of the Department, as well as performing the publication and documentation arrangement of the research and development result ;
- d. Performing the financial management and drawing up the budget ;
- e. Performing the personal management and development, the management method, the equipment, the house keeping and administrative arrangement.

B. CENTRE FOR RESEARCH AND DEVELOPMENT OF DOMESTIC TRADE.

1. T a s k : to execute and to develop the activities of the domestic trade research and development based on the technical policy determined by the Head of the Agency for Research and Development Board and the existing regulation.
2. F u n c t i o n :
 - a. to execute the formulation of planning and operational programming of the domestic trade research and development ;
 - b. to execute the activities of the domestic research and development ;
 - c. to execute the conception of the domestic trade policy ;
 - d. to execute the evaluation and analysis of the domestic trade research and development results.

C. CENTRE FOR RESEARCH AND DEVELOPMENT OF FOREIGN TRADE.

1. T a s k : to execute and develop the activities of the foreign trade research and development based on the technical policy determined by the Head of the Agency for Research and Development and the existing regulation.
2. F u n c t i o n :
 - a. to execute the formulation of the planning and operational programming of the foreign trade research and development ;
 - b. to execute the activities of the foreign trade research and development ;
 - c. to prepare the draft of the foreign trade policy ;
 - d. to execute the evaluation and analysis of the foreign trade research and development results.

VII. INDONESIAN COMMODITY EXCHANGE BOARD

1. T a s k : to coordinate and to execute the trade of commodity through exchange, in accordance with the policy of the Development Board and the existing regulation.

2. Function :
- a. Formulation of the technical policy, giving the guidance, information and development as well as licence in the field of commodity exchange according to the policy of Development Board and based on existing regulation ;
 - b. The execution of the technical policy in the field of commodity exchange according to the main task of Indonesian Commodity Exchange Board and based on the existing regulation ;
 - c. the security of the technical policy in the execution of the main task of the Indonesian Commodity Exchange Board according to the policy determined/decided by the Development Board and based on the existing regulation.

A. SECRETARIATE OF THE INDOONESIAN COMMODITY EXCHANGE BOARD

1. T a s k : providing technical and administrative services to all element within the Indonesian Commodity Exchange Board.
2. Function :
- a. to coordinate and formulatynng the planning and programming of Indonesian Commodity Exchange Board;
 - b. evaluating to the execution of activities and to prepare the report of Indonesian Exchange Commodity Board;
 - c. to develop and to execute the administrative arrangement, the personal, the equipment and hause keeping;
 - d. to execute the financial management and budgeting of the Indonesian Commodity Exchange Board;
 - e. to perform a relation and cooperation with a commodity institution or organization in Indonesian and foreign country.

B. BUREAU OF MARKET DEVELOPMENT

1. T a s k : to develop and to execute the promotion and marketing analysis as well as legal services and developing the membership of Indonesian Commodity Exchange Board.
2. F u n c t i o n :
 - a. to develop a promotion and publication ;
 - b. analyzing and evaluating of the market development as well as formulating ;
 - c. formulating the interlaced regulation on the main task of the Indonesian Commodity Exchange Board as well as conflict solution in the transaction on the board ;
 - d. to evaluate a bonafidity and to develop the registration activity of the member of the board ,
 - e. to develop of skill and inspecting the member of the board.

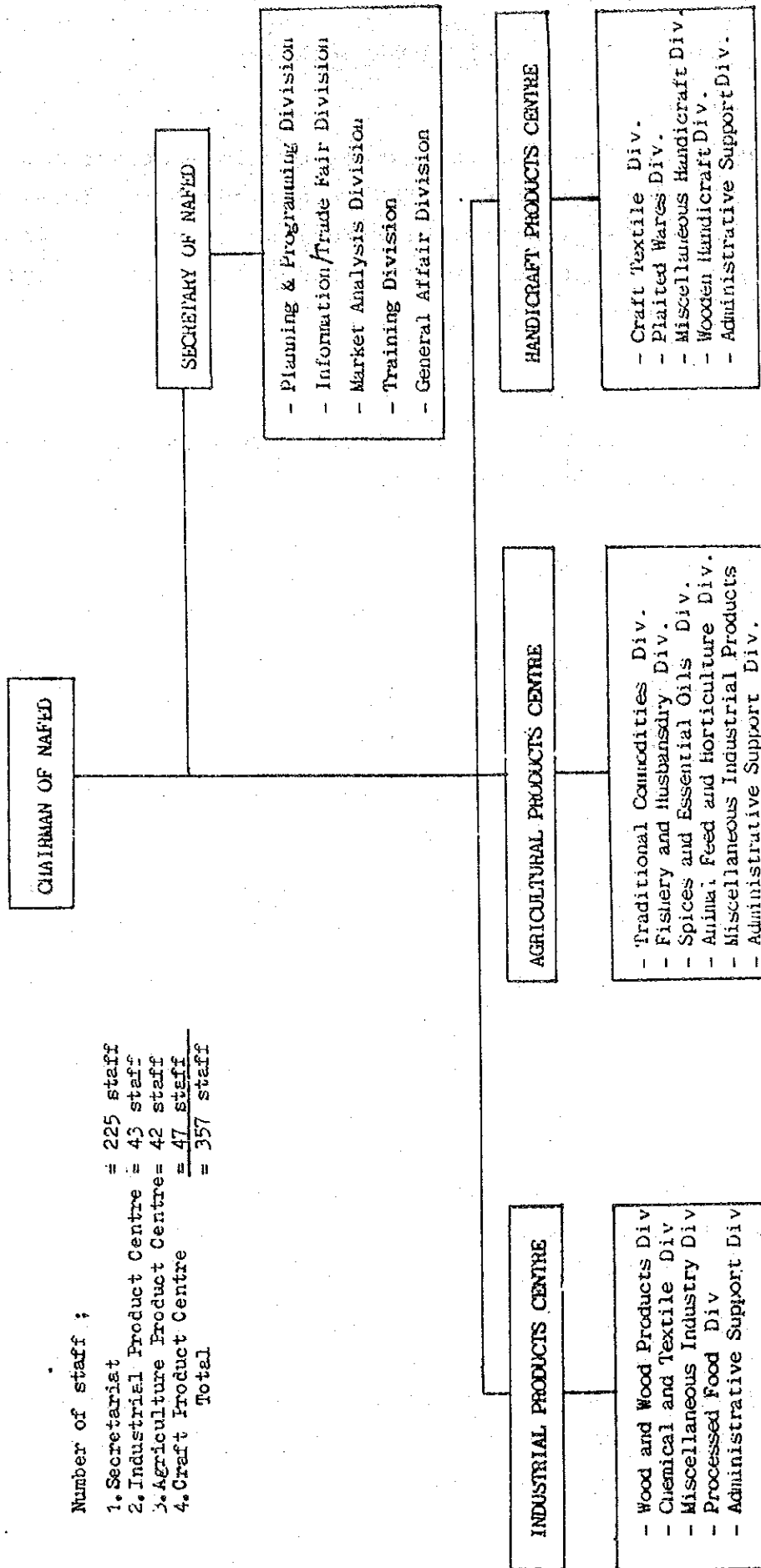
C. BUREAU OF OPERATION

1. T a s k : to manage and to check the activities of commercial commodity in the board as well as to coordinate and to develop the commercial management of commodity along the board.
2. F u n c t i o n :
 - a. to execute and to inspect the commercial commodity activity on the board ;
 - b. to develop the service of facility on the board ;
 - c. to develop the quotation/publication activity of commodity daily price on the board ;
 - d. to develop an activity of financial calculation from the member of the board as a result a transaction of commercial commodity on the board/registered on the board ;
 - e. to develop the finishing execution of delivery commodities according to the contract ;
 - f. to coordinate and to develop the commercial management of commodity along the board ;
 - g. to develop the cooperation among the Legal Institution of Clearance and Surety in the finishing of transaction along the board.

2. Function

- a. Formulation of the technical policy, giving the guidance, information and development as well as licence in the field of commodity exchange according to the policy of Development Board and based on existing regulation ;
- b. The execution of the technical policy in the field of commodity exchange according to the main task of Indonesian Commodity Exchange Board and based on the existing regulation ;
- c. The security of the technical policy in the execution of the main task of the Indonesian Commodity Exchange Board according to the policy determined/decided by the Development Board and based on the existing regulation.

STRUCTURE ORGANIZATION
NATIONAL AGENCY FOR EXPORT DEVELOPMENT (NAFED)
MINISTRY OF TRADE REPUBLIC OF INDONESIA



Number of staff ;

1. Secretariat	= 225 staff
2. Industrial Product Centre	= 43 staff
3. Agriculture Product Centre	= 42 staff
4. Craft Product Centre	= 47 staff
Total	= 357 staff

FUNCTIONS OF NAFED

The National Agency for Export Development, commonly known by the abbreviation of NAFED is an Indonesian Government Agency within Ministry of Trade, designed to assist the promotion and development of Indonesia's particularly of non-oil products.

Function of NAFED :

1. Acts a linkage for inquiries from overseas business contacts, directing them to the appropriate local counterparts, business or institutional.
2. Assists foreign importers, buying agents and delegations with the planning and organizing trade visits to Indonesia.
3. Provides prospective foreign buyers with information about current regulations and procedure on products, exportation, shipment and general trade information.
4. Organizes the participation of Indonesian exporters in international trade fairs.
5. Prepares and organizes visiting programmes of selling mission which promote and sell Indonesian products abroad.
6. Publishes magazines and brochures about Indonesia's export activities.
7. Provides local Indonesian exporters and manufactures :
 - Information on foreign market
 - Staff training for company personel in export marketing
 - Advice on product adaptation and samples
 - General rechnical and marketing advice
 - Foreign business contacts

NAFED is headed by a Chairman, and organizationally divided product and functionwise. Each of the three Product Centres has a Director, the Secretariate is led by the Secretary of NAFED. The Directors and the Secretary of NAFED have direct responsibilities to the Chairman.