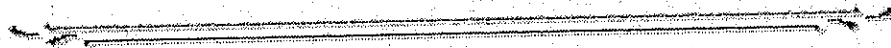


付属資料-4 RETPC 活動実績

(東ジャワ州、北スマトラ州、南スラウェシ州、南カリマンタン州)



**ACTIVITY RECORD
2002 - 2005 and Plan 2006
RETFC OF EAST JAVA**

RETFC ACTIVITY RECORD

1. Administration Activity Record

NO	ACTIVITY	2002	2003	2004	NOV 2005	PLAN 2006
1	Operational Budget APBD	1.004.623.100	1.437.570.000	650.000.000	510.316.875 (419.116.075) 100.000.000 (PAB)	835.000.000
	Outline	71.700.000	46.726.900	45.655.200	34.552.300	41.000.000
	APBN (Foreign Trade Sub Dinas)			59.999.000	73.000.000	75.000.000
	APBN (NATFD)	511.947.612	294.167.500	275.330.000	96.949.500	100.000.000
2	BICA		45.735.500	77.425.000	104.060.000 (Procure 1000)	125.000.000
3	Training Revenue	11.000.000	89.650.000	50.500.000	52.900.000	60.000.000
	Counterpart	71	23	29	23	24
	RETFC / NATFD	3	3	2		
	Dinas	9	9	13	9	9
	Non Dinas	9	11	14	10	15
	Rental of Facility			20.670.000	17.400.000	25.000.000

Administrative Activity Record (Continued)

NO	ACTIVITY	2002	2003	2004	2005 NOV	PLAN 2006
B	In House Training, OJT, and transfer knowledge					
	Training Topics	10	12	12	7	10
	Participants	35	32	53	25	30
D	RETTC Socialization					
	Advertising		4	3	6	6
	Road Show/Seminar	7	6	3	1	4

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2. Training Record

NO	ACTIVITY	2002	2003	2004	2005 DEC	PLAN 2006
1	TRAINING EXPORT IMPLEMENTATION:	12	19	15	21	22
a.	Trade Training (Class)	8	12	7	13	14
b.	IT Training	3	4	4	1	4
c.	Distance Learning (TV, C)	1	3	4	7	4
2	Number of Participants	294	523	387	523	696
3	Number of Instructors	29	32	21	36	40
	Local (Surabaya)	10	16	6	26	30
	Jakarta	15	14	6	7	7
	Foreign Country	4	2	9	3	3
4	Training Text Book	12	10	15	21	22
5	Training Need Survey by Questionnaire	150	300	250	412	500
8	Cooperation Training (With Region/City)	1	3	5	6	6

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Information & Export Promotion Activity Record						
NO	ACTIVITY	2002	2003	2004	2005 NOV	PLAN 2005
I	EXPORT INFORMATION					
1	LIBRARY :					
	Print out Information Material (Books, Magazines, etc)	394	770	1208	226	500
	Visitors	133	748	620	572	780
2	PRINT OUT INFORMATION :					
	RETPC brochure and Leaflet (Printed and distributed)	1150	3694	1689	1541	2000
	Library Leaflet and Mini Display	1150	3235	705	1379	2000
	Catalogue Product Display	300	300	905	1242	1500
	RETPC Info			2000	1500	2000
3	INTERNET INFORMATION :					
	Inquiry / Buyer Need /		19	129	220	225
	Other, new trade		6	6	10	15
II	EXPORT PROMOTION					
1	MINI DISPLAY :					
	Mini Display Participants	32	37	80	48	50
	Visitors	72	701	620	566	750
2	FACILITATION FAIR PARTICIPANTS :					
	National Exhibition		1	3	4	4
	Foreign Exhibition				2	1
3	BUSINESS CONSULTATION :					
	Marketing	6	48	47	19	20
	Exhibition	1	6	5	15	15
	Product	2	7	15	7	10
4	BUSINESS CONTACT /BUYER RECEPTION DESK/BRD	1	5	9	4	5
5	WORKSHOP (Seminar, Information Dissemination)		6	14	15	20

2005 ACTIVITY

1. 2005 Training Division Activity

NO	NAME OF TRAINING	PARTICIPANTS	SCHEDULE
I	IT TRAINING		
1.	Trade Promotion by Internet I	18	Feb, 21 - 23
2.	Trade Promotion by Internet II	18	March, 15 - 17
3.	Design Technique by AutoCAD	19	Oct, 18 - 20
4.	Trade Contact by Internet	19	Dec, 6 - 8
II	TV CONFERENCE /DISTANCE LEARNING		
1.	Total Quality Management (TQM)	24	Feb, 1 - 3
2.	Business Matching	22	Sept, 6 - 7
3.	IT Strategy for SME	22	Sept, 13 - 15
4.	Technique Negotiation & Trade Contact	25	Dec, 13 - 15

Training Division Activity (continued)

NO	NAME OF TRAINING	PARTICIPANTS	SCHEDULE
III	FACE TO FACE IN CLASS		
1.	How to Export 1	19	April, 12 - 14
2.	Export Procedure 1	36	May, 10 - 12
3.	Export Procedure 2	30	May, 17 - 19
4.	Export Import Procedure	36	June, 20 - 23
5.	Export Costing and Pricing	21	June, 28 - 30
6.	Effective English Presentation for Exporter	26	July, 12 - 14
7.	Trade Exhibition Management	30	Aug, 2 - 4
8.	International Market Entry Strategy	20	Aug, 22 - 24
9.	Japanese Language for Business	29	Oct, 18 - 20
10.	Export Market Entry Strategy	19	Nov, 22 - 24
11.	How to Export 2	21	Nov, 22 - 24
12.	Export Procedure 3	20	Dec, 6 - 8
13.	Export Procedure (Ponorogo)	40	Dec, 13 - 14
	TOTAL	523	

2. 2005 Information & Export Promotion Division Activity

NO	ACTIVITY	VOLUME / PARTICIPANTS	REMARKS
1.	Export Product Potency by RETPC Display	48 Companies	Jan - Nov
2.	Seminar/Dissemination Opportunity market export Information		
	Seminar Export Development at Jember Region	100 persons	April 20
	Seminar Export Development at Tuban Region	100 persons	May 30
	Seminar Export Development at Sumenep Region	100 persons	Sept
	Workshop market export development through house ware fair	30 persons	May 19
	Workshop for Trade Promotion of Food Processing Industry	60 persons	July 13
	Seminar for Export Development by Dinas Dajonegoro	50 persons	June 28
	Seminar for Export Development by Dinas Bondowoso	50 persons	Aug 5
	Seminar for Export Development by Dinas Mojokerto	200 persons	Dec 5
	Seminar for Export Development by Dinas Blitar	75 persons	Dec 15
	Seminar for Export Development by Dinas Banyuwangi	50 persons	Dec 20
3.	Seminar Developing Food Processing Product	30 persons	Aug 31
4.	Technique Consultation Developing Export Product (Foreign Expert)		
	JICA Expert for Food Processing product & Seminar	30 persons	July 13-22
	PUM Expert for Embroidery product & Seminar	30 persons	July 21-23
	JICA Expert for Handicraft product & Seminar	30 persons	Nov 20-22
	SNPO Swiss Expert for Leather product	3 companies	Dec 3
5.	Participation Alumni/Display at Asean Japan Center Food Exhibition	3 companies	Sept - Oct
6.	JHF Socialization	50 persons	Apr 5
7.	Participation at Houseware Fair 2005	10 companies	June 1-5
8.	Seminar China Market and Canvassing ISEI Beijing (Ralced)	50 persons	June 24
9.	Seminar for Leather product (Ralced)	30 persons	July 5
10.	Seminar for Market Opportunity at America Europe (Ralced)	30 persons	July 10

2. Information & Export Promotion Division Activity (Continue)

NO	ACTIVITY	VOLUME / PARTICIPANTS	REMARKS
11	Canvassing PPE 2005	100 persons	Agust 26
12	Participate at Nusa Dua Bali Festival (Dekranasda)	6 companies	Sept 9-17
13	Participate at PPE 2005 (Dinas)	10 companies	Oct 5-9
14	Socialization Import Shop Berlin and Selling Craft Milan	20 persons	Oct 14
15	Participate at Import Shop Berlin (Dinas)	6 companies	Nov 9-13
16	Seminar IT/Internet for Market Development	60 persons	Nov 28
17	Launching INACRAFT 2006 (ASEPHI)	80 persons	Dec 5
18	Participation at Selling Craft Milan (Dinas)	6 companies	Dec 3-13
19	Evaluation for alumni / display	30 persons	Dec 9
20	Making RETPC info	4 x 500 exp	March, June, Sept, Dec
21	Making Product Catalogue Display / Leaflet	2 x 500 exp	March, Sept
22	RETPC advertising by News Paper / Magazine	6 times	Jan - Dec

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Problem

1. Operational and Maintenance Of and IVC
2. Practical Training
3. Information Material
4. Participation at Trade Fair
5. Buyer Visitor
6. Coordination and cooperation related Institution

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5. Countermeasure

1. Continue maintenance for IT equipment/ITAC
2. Training/Transfer knowledge IT system and other IT topic for RETPC
3. Add books for Library, cooperate Dinas, IAFED, JICA, and related institution
4. Attend to local and international trade exhibition for alumni/display participants, cooperate Dinas, IAFED, Kadin
5. Cooperation with IAFED, ITPC/KBRG and Foreign Department for doing activity in RETPC of East Java especially in Business Contact with Buyers
6. Propose to build dormitory for training participants, location at RETPC
7. Cooperate and close communication to institution who make decision for budget, such as Economic Bureau East Java Government, East Java Planning Board

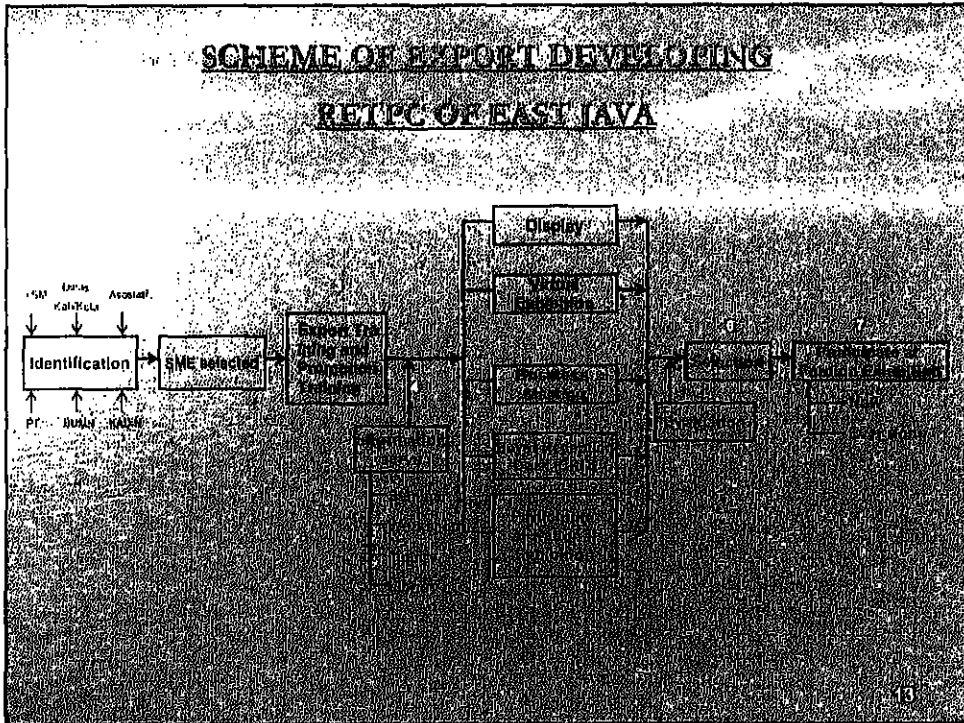
AWARD / CERTIFICATE FOR RETPC AND ALUMNI 2005

FOR RETPC:

ISO 9001 – 2000, B4T Quality System Certification Bandung
Training Center for Export Trade and Promotion, Nov 28, 2005

FOR ALUMNI:

1. PT. Kelola Misa Laju: Primarily Award
for Good Performance in Oct 2005
2. PT. ITC Asia Pacific: Primarily Award
for MS Export Increase in 2005
3. Tjati Handicraft: Certificate
of Good Quality / QS (Quality) in 2005
4. Sempati Sam Bahari: Certificate
of Good Quality / QS (Quality) in 22/10/2005
5. Puri Saka Mancana: Certificate
of Good Quality / QS (Quality) in 22/10/2005
6. East Java Pavilion: Certificate
of Good Quality / QS (Quality) in 22/10/2005
7. East Java Pavilion: Certificate
of Good Quality / QS (Quality) in 22/10/2005



- SCHEME OF EXPORT DEVELOPING
RETPC OF EAST JAVA**
1. Identification of SME, cooperate and collect SME data from Dinas at District, Kadla, Association, University, and related institution.
 2. Base the data, select and choice SME for develop.
 3. Export Training and Promotion Training serve.
 4. Export Information serve after Training by Seminar, Workshop, Inquiry, and library.
 5. Promotion serve, by :
 - Mini Display
 - Virtual Exhibition (cooperate NAFED)
 - Business Meeting
 - Buyer Reception Desk (BRD)
 - National Exhibition participation
 6. Evaluation after Promotion serve to select and choice SME for participate at Foreign Exhibition.
 7. Facilitation to participate at Foreign Exhibition for New participant and Ever done participant with different facilitation.
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2006 PLAN

1. 2006 Tentative Training Schedule

NO	NAME OF TRAINING	PARTICIPANTS	SCHEDULE
I	IT TRAINING		
	1. Trade Promotion by Internet	19	March, 7 - 9
	2. Trade Promotion by Internet	19	June, 27 - 29
	3. Trade Contact by Internet	19	Feb, 21 - 23
II	TV CONFERENCE/DISTANCE LEARNING		
	1. Total Quality Management (TQM)	25	Dec, 5 - 7
	2. Business Matching	25	July, 11 - 13
	3. IT Strategy	25	August, 22 - 24
	4. Technique Negotiation & Trade Contact	25	Oct, 12 - 14

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Tentative Training Schedule 2006

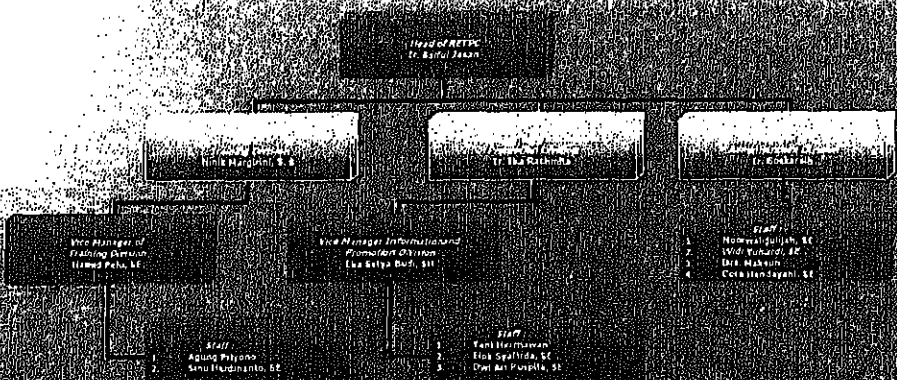
NO	NAME OF TRAINING	PARTICIPANTS	SCHEDULE
III	FACE TO FACE IN CLASS		
	1. How to Export 1	30	March, 21 - 23
	2. Export Procedure 1	30	Feb, 7 - 9
	3. Export Procedure 2	30	April, 4 - 6
	4. Export Import Procedure	30	June, 13 - 15
	5. Export Costing and Pricing 1	30	April, 18 - 20
	6. Effective English Presentation for Exporter	30	May, 8 - 9
	7. Trade Management Exhibition	30	May 30 - June 1
	8. International Market Entry Strategy	30	Sept, 10 - 21
	9. Export Market Strategy 1	30	August, 8 - 10
	10. How to Export 2	30	Nov, 7 - 9
	11. Export Costing Pricing 2	30	Sept, 5 - 7
	12. Intensive Japanese Language for Business	30	July, 25 - 27
	13. Export Market Strategy 2	30	Dec, 6 - 8
14. Export Procedure 3	30	Dec, 20 - 22	
TOTAL		696	

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Tentative schedule Information Promotion 2006

NO	ACTIVITY	VOLUME / PARTICIPANTS	REMARKS
1	Export Product Potency by RETPC Display	50 Companies	Jan - Dec
2	Seminar/Dissemination Opportunity market export Information - Seminar Export Development at 4 Region of East Java Workshop for Market survey (- 4 times, Cooperative Nafed)	400 persons 200 persons	Apr, Jul, Sept, Nov May, Jun, Ags, Oct
3	Socialization of RETPC at 4 region of East Java	400 persons	Apr, Jul, Sept, Nov
4	Technique Consultation Developing Export Product (Foreign Expert)	150 persons	March - Oct
5	JICA Expert & Seminar		
	PUM Expert & Seminar		
	SIPPO Swiss Expert & Seminar		
	Participation Alumni/Display at Exhibition		
	Furnicraft	10 companies	March
	Inacraft	10 companies	April
	PPE	50 companies	Oct
	Other National Exhibition	10 companies	March - Nov
	Foreign Exhibition	10 companies	Jan - Dec
6	Evaluation for alumni / display	50 persons	Dec
7	Making RETPC Info	4x500 exp	March, Jun, Sept, Dec
8	Making Product Catalogue Display / Leaflet	2x500 exp	March - Oct
9	RETPC advertising by News Paper / Magazine	6 times	Jan - Dec
10	Export Information Serve	Alumni	Jan - Dec
11	Promotion Serve by Virtual Exhibition (Nafed)	Alumni	Jan - Dec
12	Inquiry Serve	Alumni	Jan - Dec
13	Collect Data SME potential export from related Institution		Jan - Dec

STRUCTURE ORGANIZATION OF REGIONAL EXPORT TRAINING AND PROMOTION CENTER (RETPC) IN SURABAYA (EAST JAVA)



**STRUCTURE ORGANIZATION OF
BALAI LATIHAN INDUSTRI DAN PERDAGANGAN (BLIP)
IN SURABAYA (EAST JAVA)**



Thank you
TERIMA KASIH

