

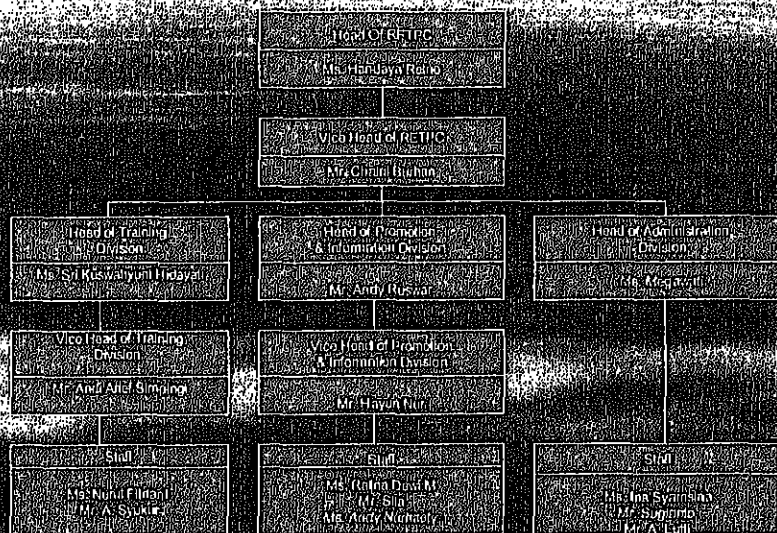
**COUNTERPART LIST OF  
RETPC SOUTH SULAWESI F.Y 2005**

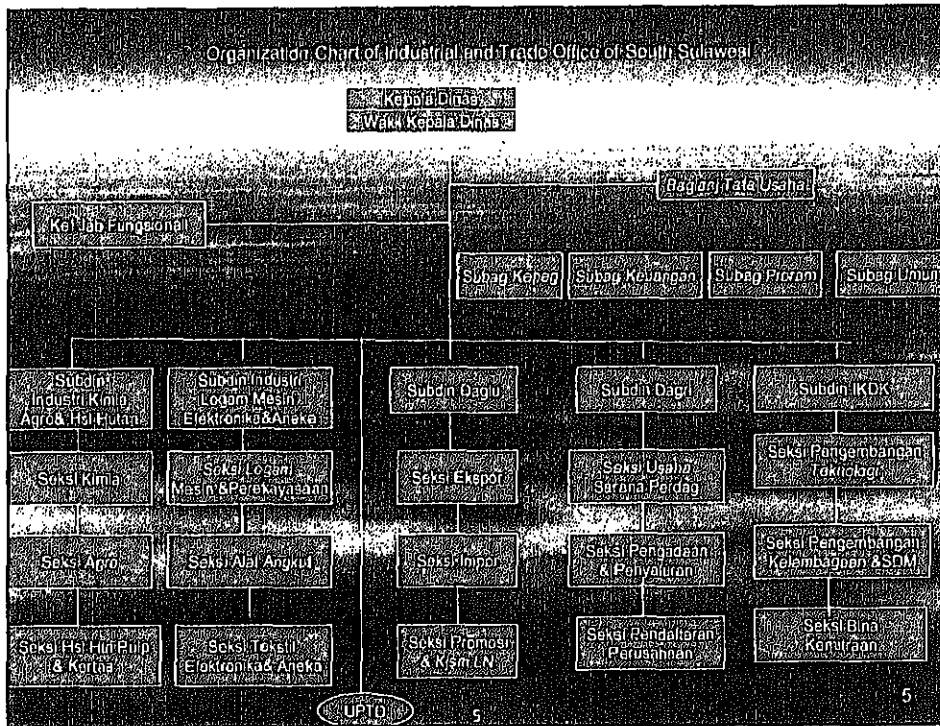
NO.	NAME	POSITION
1.	Hendrya Peto	Head of RETPC
2.	Chairil Anwar	Vice Head of RETPC
3.	Andy Ruswar	Head of Promotion & Information
4.	Hayun Nur	Vice Head of Promotion & Information
5.	Ratna Dewi M	Staff
6.	Sila	Staff
7.	Nurhaety	Staff
8.	Sri Kuswahyuni	Head of Training Division
9.	Andi Arief Simpang	Vice Head of Training Division
10.	Nurul Fitriani	Staff
11.	A. Syukur	Staff
12.	Megawati	Head of Administration Division
13.	Ina Syamella	Staff
14.	Sugianto	Staff
15.	A. Lutfi	Staff

**SECURITY and CLEANING SERVICE  
RETRC of SOUTH SULAWESI F.Y. 2005**

NO.	NAME	POSITION
1	Herman	Security
2	Supardi	Security
3	Piter	Security
4	Suharno	Cleaning Service
5	Supriyono	Cleaning Service

**ORGANIZATION STRUCTURE OF RETRC SOUTH SULAWESI F.Y. 2005**





**OPERATIONAL BUDGET OF RETPC SOUTH SULAWESI  
FISCAL YEAR 2006**

NO	PROGRAM	ACTIVITIES	AMOUNT
1	Budget From NAFED	Salary	117,000,000
		Good and services	70,000,000
		Trip on Duty	66,060,000
		Maintenance	600,000
	Routine	Telephone, Electricity, ISDN, ISP	112,000,000
		Sub Total	306,460,000
2	Budget From NAFED	Salary	106,000,000
		Materials	12,000,000
		Other Operational	143,000,000
		Trip on Duty	18,630,000
		Rental House	21,000,000
		Sub Total	360,630,000
	Budget From Sal. (Pensions) (14/10/05)		64,000,000
		Sub Total	54,000,000
	<b>TOTAL</b>		<b>778,990,000</b>

6

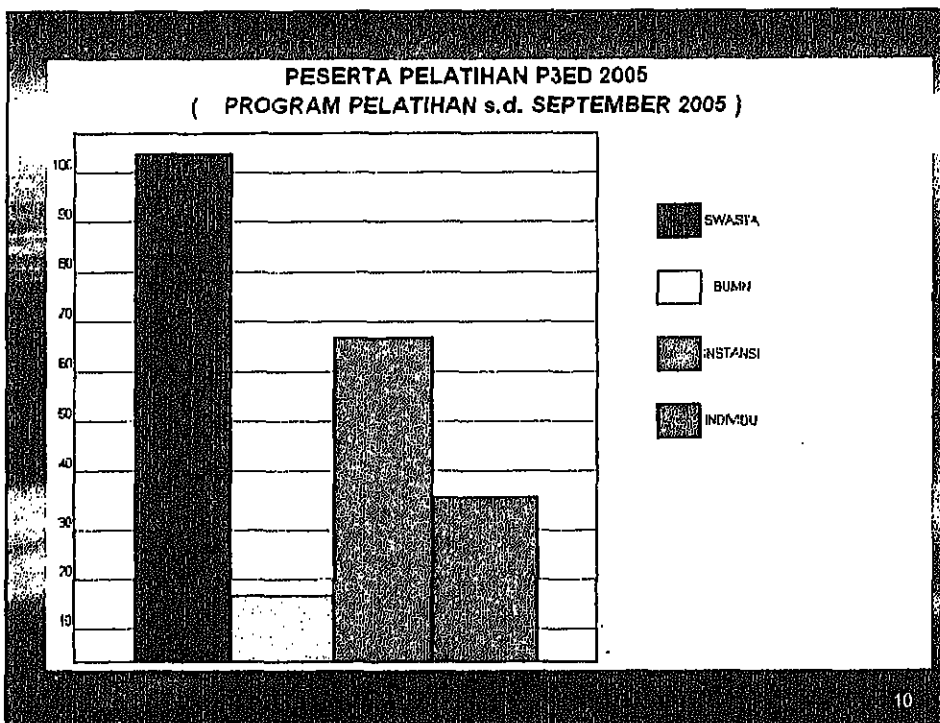
No.	Name of training	Participant	Period	Place	Remarks
1.	Digital Presentation for Jurnal Eksport	1. Pango 2. Nurhasan 3. Puspawati 4. Ariy Kuswari 5. A. Arief Simping 6. Hayun Nur 7. A. Nurhaety 8. Ina Syamsina 9. Rafna Dewi 10. Sila 11. Sugianto 12. Nurul Fitriani	20th-25 Feb 2005	RETPC	Transfer of Knowledge
2.	Management Export (Import plus Simulation)	1. A. Arief Simping 2. A. Nurhaety	March 22-23, 2005	ETC	ETC Training
3.	Introduction to Instructional Design	1. A. Arief Simping 2. Hayun Nur 3. Nurul Fitriani	March 9, 2005	ETC	ETC Training
4.	IT Training Export Marketing	1. Nurul Fitriani Hayun Nur	Nov. 12- Dec. 10, 2005	JETRO PREX	Tokyo-Japan Osaka-Japan
5.	Capacity Building for Export HRD	1. Arief Simping	Dec. 12, 2005	ETC	Jakarta

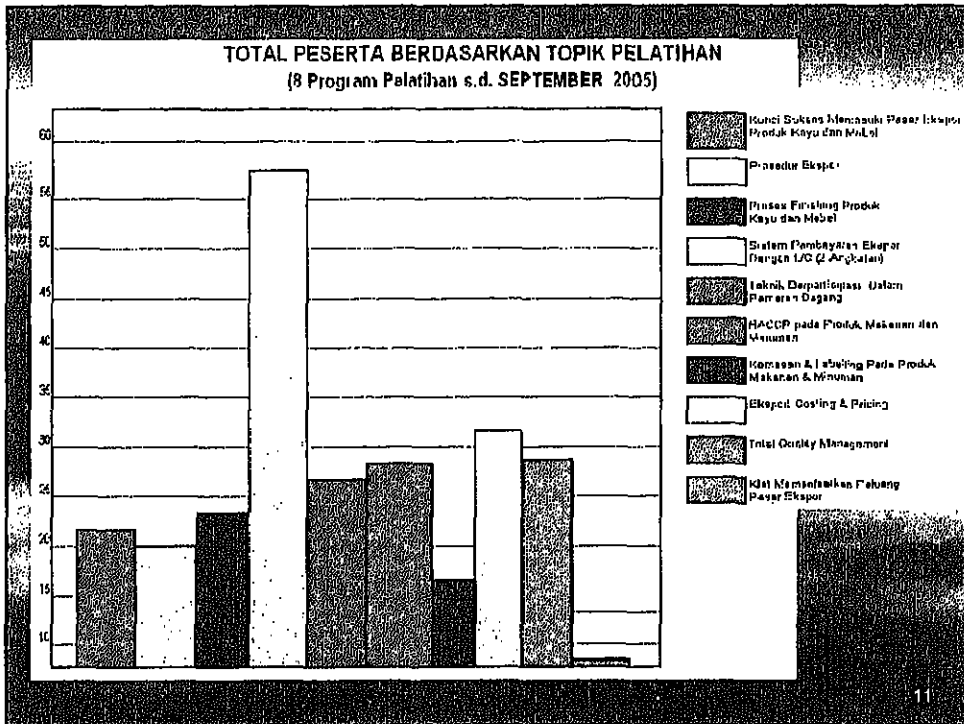
No.	Activity	Name of training	Total
1.	Implementing Export Training :		
	a. Trade Training (Classy)	1. Utilize Opportunity of Export Market 2. Utilize Opportunity of Export Market 3. Utilize Opportunity of Export Market 4. Key Success to Enter Competitive Market on Wooden Product and Furniture 5. Export Payment System 6. Participation on Trade Exhibition Technique 7. Packaging & Labeling for F & B Industry 8. Export Costing & Pricing 9. Utilize Opportunity of Export Market (-)	2 Batch 1 Batch 1 Batch 1 Batch 1 Batch 1 Batch
	b. IT Training	1. HACCP 2. TQM	1 Batch 1 Batch
	c. Distance Learning		254 Persons
2.	Number of Participants		
	Number of Instructor		
	Local		17 Persons
	Japan		13 Persons
	Japan		3 Persons
	Training Text Book		10 Sets
	Training Promotion		700 Pieces
	Training Syllabus		1.000 Pieces
	Letters		500 Pieces
	Annual Program		1.000 Pieces
3.	Training Need Survey by Questionnaire		10 Times
4.	Training Evaluation		10 Times

**TOTAL PARTICIPANT**  
(FY 2005)

No	Topic	Date	Swasta	BUMW	Instansi	Individu
1	Key Issues and Emerging Opportunities in the Competitive Market on Wooden Product and Furniture	March 10, 2005	12	3	0	21
2	Export Procedure	May 10-12, 2005	18	4	6	24
3	Finishing Process to Improve Quality of Wooden Product & Furniture	31 May - 2 June, 2005	9	3	3	19
4	Export Payment System	July 12-14, 2005	4	4	16	24
5	Participation on Trade Exhibition Technique	July 12-14, 2005	12	0	11	23
6	HACCP for F & B Industry (DL Jkt-Mks)	July 19-21, 2005	10	2	5	17
7	Packaging & Labeling for F & B Industry	Augst. 9-11, 2005	16	2	19	37
8	Export Payment System	Augst. 28-Sept 2005	10	2	1	13
9	Export Costing & Pricing	Sept. 20-22, 2005	17	3	1	21
10	HQM (DL, Tky, Jkt-Mks)	10/17-20/11/2005	10	2	1	13
11	Utilize Opportunity in Export Market (S)	Dec. 22-24, 2005	10	2	1	13
<b>TOTAL</b>			<b>130</b>	<b>10</b>	<b>70</b>	<b>251</b>

9





### TRAINING REVENUE F.Y. 2005

No	Topik	Tempat	Awal	Akhir	Biaya	Peserta	Total
1	Key to Success to enter competitive market	Makassar	March 8	March 10	Rp. 200.000	21	Rp. 4.200.000
2	Export Procedures	Makassar	May 10	May 12	Rp. 200.000	63	Rp. 12.600.000
3	Finishing Processes to improve quality of Wooden Product and Furniture	Makassar	May 31	Jun 02	Rp. 200.000	23	Rp. 4.600.000
4	Export Payment System	Makassar	Jun 14	Jun 16	Rp. 200.000	26	Rp. 5.200.000
5	Teknik Disparticipasi Dalam Pasar Dagang	Makassar	Jul 01	Jul 01	Rp. 200.000	28	Rp. 5.600.000
6	HACCP For Food and Beverage Industri	Makassar	Jul 06	Jul 21	Rp. 200.000	16	Rp. 3.200.000
7	Packaging & Labeling for food & Beverage Ind.	Makassar	Agst 09	Agst 11	Rp. 200.000	31	Rp. 6.200.000
8	Export Payment System	Makassar	Agst 20	Agst 01	Rp. 200.000	28	Rp. 5.600.000
9	Export Costing & Pricing	Makassar	Sept 20	Sept 22	Rp. 200.000	31	Rp. 6.200.000
10	Intis Quality Management	Makassar	Nov 20	Des 01	Rp. 200.000	1	Rp. 2.000.000
11	KMI Memanfaatkan Peluang Pasar Ekspor	Makassar	Des 22	Des 24	Rp. 200.000	1	Rp. 2.000.000
<b>Total</b>						<b>254</b>	<b>Rp. 48.400.000</b>

**LIST OF INSTRUCTOR FROM JAKARTA, MAKASSAR AND FOREIGN COUNTRY FY 2005**

No	Name	Subject	Institution
	<b>JAKARTA</b>		
1	Edy Satrio Nugroho	<ul style="list-style-type: none"> <li>Key Factor of Manufacturing Management</li> <li>Product Development</li> <li>Export Experience</li> </ul>	Woodstock Gillman
2	Izmirra Rachman	<ul style="list-style-type: none"> <li>Types of Wood for Handicraft and Furniture</li> <li>Wooden Kiln drying as a requirement for Furniture &amp; Handicraft Painted Process</li> <li>Wooden Shrinkage due to Painted Process</li> <li>Introductory of Wooden Painting Tools</li> </ul>	PT. Chandra Asri
3	JL Nawan	<ul style="list-style-type: none"> <li>Selection of Trade Exhibition</li> <li>Readiness to be Participant of Exhibition</li> <li>Information Technology and Trade Exhibition</li> </ul>	Fair Ground Designer
4	Adi Wardhana	<ul style="list-style-type: none"> <li>Understanding Lay-out of Fair Ground, Pavilion, Booth</li> <li>Exercise: Fair Ground Design</li> </ul>	Fair Ground Designer
5	GM Tambunan	<ul style="list-style-type: none"> <li>Fair Management Domestic &amp; Foreign Exhibition</li> <li>Exercise: Working Plan and Budgeting of Exhibition</li> </ul>	IETC
6	Winda Priyana	<ul style="list-style-type: none"> <li>HACCP of Food Industry</li> <li>Application of HACCP</li> </ul>	Consultant of Food Industry

13

No	Name	Subject	Institution
7	Hil Dillj Ruanab	<ul style="list-style-type: none"> <li>Design of Food Industry Packaging</li> <li>Trade Design Consideration</li> </ul>	Paragon Inlites
8	Chandra Lukita	<ul style="list-style-type: none"> <li>Computation: Packaging</li> <li>Overview Costing &amp; Pricing on Export Activity</li> <li>Understanding of Financial Report</li> <li>Calculation of Unit Cost</li> </ul>	Consultant
9	Merry Maryati	<ul style="list-style-type: none"> <li>Sales Contract</li> <li>Export Costing Calculation</li> <li>Import Costing Calculation</li> </ul>	IETC
10	Raharab Sapta	<ul style="list-style-type: none"> <li>Simulation: Sales Price</li> <li>Pricing Strategy</li> </ul>	PT Lestari Dini Tunggal
11	Indra Sucahyo	<ul style="list-style-type: none"> <li>Fundamental &amp; Principles of TQM</li> <li>Procedure for Introduction &amp; Promotion</li> </ul>	Yayasan Pendidikan Mahahislat Gohel
	<b>MAKASSAR</b>		
12	Anggoro	<ul style="list-style-type: none"> <li>Transportation &amp; Cargo Handling</li> <li>Incoicms 2000</li> </ul>	PT Samudra Indonesia
13	Agus Syarif	<ul style="list-style-type: none"> <li>Export Payment System</li> <li>L/C Negotiation</li> </ul>	Bank BRI
14	Indriyanto	<ul style="list-style-type: none"> <li>Customs</li> </ul>	Customs Office

14

No.	Name	Subject	Institution
4	Caeni Berlian	Organization: ITC, Food Directory	PT. Farma Far
5	Andriyati Tampung	Organization: BPL, ITC	ditto
6	Rudi Faridany	Implementation: Packaging by Plastic	ditto
7	M. Abilkarim	Types of Wood Product: KCR, PU, Acrylic Cracking Finishing for Wooden Product and Handicraft Simulation: Finishing of Wooden Product and Handicraft	PT. Poloko
8	Nurfaida Abdullah	Implementation of HACCP: Frozen Food, Processed Food Beverage	Univ. of Hasanuddin
9	Amiran Laga	Good Manufacture Practice Working Group: Implementation of HACCP	Univ. Of Hasanuddin
10	Meta Mutiara	Presentation: Implementation of HACCP	Medicine and Food Control Office
11	Nunuk	Regulation on Food Industry Food Additive	ditto
12	Nolly N	Types and Character of Packaging Against: Tiff, Glass, Plastic, Paper	Institute of Research and Standardization (PIRIK)
13	Joni Talhi Lembang	Quality Standard of Food & Beverage	
14	Alvin Asmita Aradin	Role of Top & Middle Management Daily Management Standardization Practice of Total Quality Management Working Group Presolation: Working Group	

No.	Name	Subject	Institution
<b>Foreign</b>			
1	<b>K. UCHIMOTO</b>	General: ITC, Winisa to Solar Control Glass Market Export Pricing Consultation: Wooden Product and Handicraft	Japanese Short-term Expert
2	<b>K. SHIMADA</b>	The World's Environment and Current Trends The Japanese Market Design: Nature and Modern Consultation	Japanese Short-term Expert
3	<b>S. ISHIKAWA</b>	Development: Quality of Agribusiness Product Prospect of Agribusiness Product in Global Market	Consultant Management Quotlochs
4	<b>SUGIDORA</b>	Policy Management Functional Management & Daily Management Quality Assurance	
5	<b>SAINOHIRA</b>	Knizen Activities Shokanshen Management	Consultant



List of Textbook for Training FY. 2005

No.	Topic of Training	Title of Textbook	Number
1	Defining the Market for Furniture Products and Furniture	- How to find a Buyer - Customer - About Documentation - Import Regulation - Export Pricing - Distribution Channels - Market Challenge on Wooden Product and Furniture	1 set
2	Export Procedure	- Overview - Export Regulation - Customs Regulation - Transportation and Cargo Handling - Export Payment System - Simulation: Fulfill Export Document	1 set
3	Finishing Process to Improve Quality of Wooden Product and Furniture	- Overview - Introductory Types of Wooden Paint: NC, PU, Acrylic, Epoxy - Preparation for Sanding process - Practice: NC, PU, Acrylic Cracking Finishing Process	1 set

No.	Topic of Training	Title of Textbook	Number
4	Export Payment System	- Export Payment System - Letter of Credit (L/C) - UCP 600 - Case Study - Risk on L/C Transaction - Forex Covering Technique - Case Study: L/C Negotiation	1 Set
5	Participation on Trade Exhibition Technique		1 Set
6	HACCP for F & B Industry		1 Set
7	Packaging & Labeling for F & B Industry		1 Set
8	Export Payment System		1 Set
9	Export Costing & Pricing		1 Set
10	TQM		1 Set
11	Utilize Opportunity of Export Market (-)		1 Set

LIST OF REPEATER PARTICIPANT F.Y 2004 - 2005

No.	Name	Name of Participant	Training
1	M. Nur Hafid A.	PT. Food Coast	1. Export Procedure 2. Export Procedure 3. Productivity Through S.B
2	Andy K. Chang	CV. Bredus 71 Group	1. Virtual Exhibition 2. Export payment System
3	Eko Marlani, Sug.	UD Tunjgal Pulm. Mandiri	1. Export Procedure 2. Trade Promotion Through Internet 3. Export payment System
4	Liliand SS	CV. San Mat Lestari	4. Export Costing & Pricing 1. Export Procedure
5	Chairul A. Halm	idito	2. Trade Promotion Through Internet 1. QC for Food & Beverage
6	M. Daurab	UD Luvu Atia	2. Export payment System 1. QC for Food & Beverage
7	Maulida (Ghani)	CV. Marino Agro	2. Export payment System 1. QC for Food & Beverage 3. Virtual Exhibition
8	Mastiken, SH	Riken s. Jepava	3. Packaging & Labelling for Food & Beverage 4. Export Payment System 5. Yield Quality Management
9			1. Export Procedure 2. Key Success Market Entry Strategi 3. Finishing metal product 4. Export Costing & Pricing

11	Akmal H. Hutan	CV. Tahiro L. Laksana	1. QC for Food & Beverage 1. Export Procedure 2. Trade Promotion Through Internet
12	Imroatil D. Raiso	Individual	1. Export Procedure 2. Trade Promotion Through Internet
13	Munzir Anbar	PT. Galaxy	1. Export payment System 2. Productivity Through S.B
14	Shirly Lisapelly	Ben. Nibon	1. Trade Promotion Through Internet 2. Productivity Through S.B
15	M. Yusuf S. Sani	PT. Ayon	1. Export Procedure 2. Virtual Exhibition
16	Wakim Zubir	Atty. Patrak	1. Export Procedure 2. Export payment System
17	Yudi Sani	CV. Prizem Fish	1. Export Procedure 2. Virtual Exhibition
18	I. Yuliasri	CV. Al. Linc	1. Export Procedure 2. Virtual Exhibition

No	Nama	Alamat	Produk	Strategi
21	Orhadi Eka M.	Individual		1. Trade Promotion Through Internet 2. Virtual Exhibition 3. Export Procedure
22	M Yusuf	CV Lentera Ramajasa		1. Export Procedure 2. Virtual Exhibition 3. Trade Promotion Through Internet
23	Ir. Rahmat	PT. Borneo Mitra Cebes		1. Export Procedure 2. Virtual Exhibition 3. Trade Promotion Through Internet
24	Ir. Irwan	PT. Borneo Mitra Cebes		1. Export Procedure 2. Virtual Exhibition 3. Trade Promotion Through Internet
25	Zulfahri	CV. Mitra Jaya		1. Export Procedure 2. Virtual Exhibition 3. Trade Promotion Through Internet
26	Wahidul Yari	CV Citra		1. Export Procedure 2. Trade Promotion Through Internet 3. Export payment System

No	Nama	Alamat	Produk	Strategi
27	Fitriana	PT. Borneo Mitra Cebes		1. Trade Promotion Through Internet 2. Export payment System
28	Andi Nurman	PT. Sintang Agro Sintang		1. Trade Promotion Through Internet 2. Export payment System
29	Rani Sif	UD Arabka		1. Productivity Through 5 S 2. Export Payment
30	Syahrudin Tika	PT. IKI		1. Key Success Market Entry Strategy 2. Productivity Through 5 S 3. Export payment System
31	Nurman	CV. Insan Jaya		1. Total Quality Management 2. Freshing market products 3. Export Payment
32	Yudi	Individual		1. Freshing market product 2. Export payment System
33	Ir. Palma Wajari	CV Pang Buana		1. Key Success Market Entry Strategy 2. Freshing market product

No	Nama	Nama Organisasi	Training
36	Idarwati Irmal	IRT Asri Tegal	1. Export Procedure 2. Export Payment
37	Udayani	Individual	1. Export Procedure 2. Export Payment System
38	Aidi Djali	UD Mana Lubah Moda	1. Export Procedure 2. Export Payment System
39	Budinani S.	CV. Sinar Molek	1. Key Success Market Entry Strategy 2. Financing trade credit
40	S. Agdar	Individual	1. Export Procedure 2. Trade Promotion Through
41	Satrio	PT. Tercita Indah	1. Export Procedure 2. Virtual Exhibition

23

No	Nama	Nama Organisasi	Training
42	Maria Diah	PT. BUDIPATI	1. Export Procedure 2. Packaging & Labeling
43	Ami	Disperindag Semarang	1. Export Procedure 2. Packaging & Labeling
44	Agnes Tanjari	UD. Indu Anugerah Ahadi	1. Export Procedure 2. Export Payment System 3. Participation on Trade Exhibition
45	Safun Muis Dapa	Individual	1. Export Payment System 2. Packaging & Labeling 3. HACCP
46	Chand Yasin	Usaha Padijasa Galesong	1. Export Payment System 2. Packaging & Labeling 3. Export Costing & Pricing
47	Surya Mudralu	UD. Padijasa Galesong	1. Export Payment System 2. Packaging & Labeling 3. Export Costing & Pricing
48	Fekki Huzal	Usaha Padijasa Galesong	1. Export Payment System 2. Export Costing Pricing

24

No.	Nama	Nama of Partisipant	Tugas
51	Zamruni	PT. Rajad Naga Internasional	1. Export Payment System 2. Export Costing & Pricing
52	Satunio Azmad	PT. Rajad Naga Internasional	1. Export Payment System 2. Export Costing & Pricing
53	Teo	Tooi Galery	1. Export Payment System 2. Export Costing & Pricing
54	Mark	Tooi Galery	1. Export Payment System 2. Export Costing & Pricing
55	Lina Marhen	Tooi Galery	1. Export Payment System 2. Export Costing & Pricing
56	Mozza Kanan	Indivisual	1. Export Payment System 2. Export Costing & Pricing
57	EPR Erandi	Indivisual	1. Export Payment System 2. Export Costing & Pricing
58	Deby Handayani	UD. Mafira Indah	1. Export Payment System 2. Export Costing & Pricing 3. Marketing mobil product

25

No.	Nama	Nama of Partisipant	Tugas
59	Muzana Abul Bakar	UD. Ayoa Marini	1. Export Payment System
60	Oni Debora Feia	UNILAS	1. Export Payment System 2. Export Procedure 3. Total Quality Management
61	Ajayah Wahiduddin	PT. Saman Telesa	1. Export Payment System 2. Packaging & Labeling 3. Total Quality Management
62	Hary Santoso	PT. Sruah Juhua Tooi Galery	1. Export Procedure 2. Export Payment System 3. Participation of trade exhibition
63	Maria Ina Iba	CV. Cahaya Cerahang	1. Export Costing & Pricing 2. HACCP 3. Total Quality Management

26

RETPC ACTIVITY RECORD OF INFORMATION AND PROMOTION DIVISION FY 2004-2005

Activity	2004 (Jan-Dec)	2005 (Jan-Sep)
3-1-2 Publication (Based on Printing, not based on distributing) Number of RETPC Leaflet / Brochure Number of Leaflet and Mini Display Number of Catalog	1 000 1 000 500	1 000 1 000
3-1-3 Homepage Number of Access Number of Inquiry Number of Complaint		
3-2 TRADE PROMOTION		
3-2-1 Mini Display Number of Total Participants Number of Total Visitors Number Virtual Exhibition In Naved Vo	70 250 8	75 750 8
3-2-2 Business Consultation Exhibition Exhibition Exhibition	32 7 7	70 25 30
3-2-3 Inquiry Number of Inquiry	28	50
3-2-4 Buyers Reception Desk/ Business Contact/ Number of Business Contact	1	2
3-2-5 Workshop ( Seminar, Distribute Information, Consultation) Number of Workshop	1	1

Socialization of RETPC South Sulawesi  
FY 2005

No.	Activity	Total
1	Road Show	10 Times
2	Advertisement	2 Times
3	Press Release News	10 Times May 18, 2005 Bisnis MGT May 22, 2005 Enjari June 01, 2005 Bisnis MGT Nov 10, 2005 Pedoman Rakyat Nov 16, 2005 Fajar Nov 16, 2005 Tribun Timur Nov 21, 2005 Pedoman Rakyat Nov 21, 2005 Tribun Timur Nov 21, 2005 Berita Kota Nov 21, 2005 Fajar
4	Bulletin TV	27 Times
5	Workshop Virtual Exhibition (NAFED Vo)	4 Times 4 Companies

**Socialization**  
**PETPC South Sulawesi**  
**Fiscal Year 2005**

No	Place	Date
1	Barru	February 17, 2005
2	Gowa	February 22, 2005
3	Takalar	February 23, 2005
4	Pangkep	March 2, 2005
5	Maros	March 3, 2005
6	Sengkang	September 27, 2005
7	Bone	September 28, 2005
8	Sidrap	December 6, 2005
9	Soppeng	December 7, 2005
10	Sinjai	December 8, 2005

20

**CURRENT ISSUES OF RETPC SOUTH SULAWESI**

1. PERSONNEL
  2. BUILDING MAINTENANCE
  3. SAFETY FOR BUILDING ( IRON BARS )
  4. HUMAN RESOURCES DEVELOPMENT
  5. MINI DISPLAY
  6. JOB DESCRIPTION ANALYSIS
  7. ORGANIZATION DESIGN
  8. BOOK FOR LIBRARY
  9. EQUIPMENT
  10. FORMALIZATION OF ALUMNY
- B. COUNTERMEASURE**
1. PROPOSE DINAS PERINDAG TO REPLACE 3 (THREE) PERSONELS FROM JAKARTA AFTER THEIR ASSIGNMENT IN MAKASSAR TERMINATED
  2. PROPOSE BUDGET EVERY FISCAL YEAR
  3. PROPOSE APBD F.Y.2006
  4. TRAINING : T.O.T. ENGLISH COMMUNICATION SKILL, EASY LIBRARY PROGRAM
  5. WEB SITE MULTIMEDIA
  6. PROPOSE APBD TAHUN 2007 BUYING SAMPLES
  7. NEED ADJUSTMENT
  8. TO BE DISCUSSED WITH LOCAL PARLIAMENT
  9. PROPOSE APBD NAFED JICA
  9. RULES OF ADMINISTRATION
  10. BASED ON THE ALUMNY READINESS

30

# **Kegiatan P3ED**

**Tahun 2005**

1

# **KEGIATAN TRAINING**

2



## Program Kegiatan Training Tm 2005

Training Division			
No	Name of Training	Participants	Schedule
1	Kewirausahaan	31	January
2	Key Success Factor to Enter Competitive Market	47	Maret
3	Bagaimana Memulai Ekspor	30	Mel
4	Promosi Dagang Melalui Internet	21	Juni
5	Kemasan dan Label Produk Makanan	20	Juli
6	Prosedur Ekspor	29	Agustus
7	Promosi Dagang untuk Industri Makanan Olahan	27	Agustus
8	Aplikasi Negosiasi Ekspor	20	Agustus
9	5 S (Distance Learning JKT-Banjarmasin)	30	Agustus
10	Kiat Memasuki Pasar Ekspor dan Analisa Pasar Ekspor	20	September
11	Sistem Pembayaran Ekspor Dengan Menggunakan LC	25	November
12	Strategi Penetrasi Pasar Ekspor (Distance Learning Jakarta-Banjarmasin)	19	Desember
	TOTAL	319	

3

## Kegiatan Sosialisasi

2005

4

## Kegiatan Sosialisasi

Sosialisasi P3ED		
Lokasi	Peserta	Jadwal
Kab. Amuntal	45	February
Kab. Banjar	45	Maret
Kab. Tapin	30	Oktober
Kab. Tanah Laut	30	Nopember
Kab. Banjar	30	Nopember
Kab. Barito Kuala	30	Desember
Total	210	

5

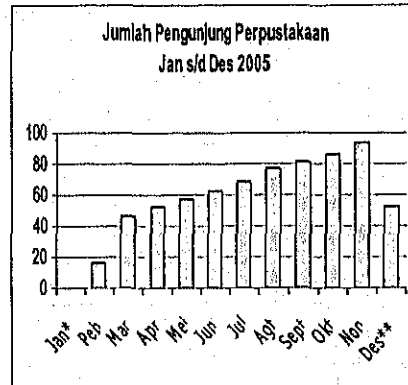
## KEGIATAN DIVISI PROMOSI DAN INFORMASI Thn 2005

6

## PERKEMBANGAN JUMLAH PENGUNJUNG KE PERPUSTAKAAN P3ED KALSEL

Tabel Pengunjung Perpustakaan

No.	Bulan	Jumlah
1	Jan'	0
2	Peb	16
3	Mar	46
4	Apr	52
5	Mei	57
6	Jun	65
7	Juli	69
8	Agt	77
9	Sept	81
10	Okt	88
11	Nop	94
12	Des**	53

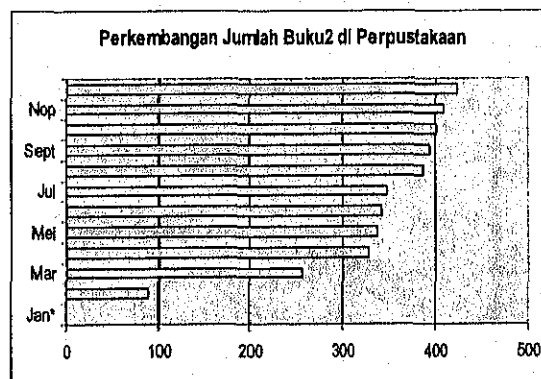


7

## Perkembangan Jumlah Buku2 di Perpustakaan P3ED Kalsel

Tabel Jumlah Buku2

No.	Bulan	Jumlah
1	Jan'	0
2	Peb	89
3	Mar	255
4	Apr	328
5	Mei	337
6	Jun	342
7	Jul	348
8	Agt	387
9	Sept	394
10	Okt	402
11	Nop	410
12	Des**	423

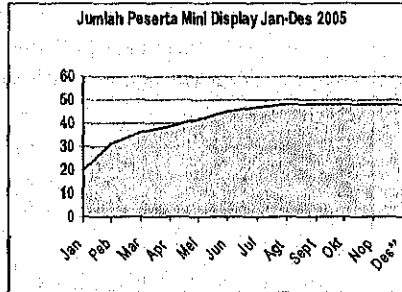


8

## Peserta Mini Display Jan-Des 2005

Tabel peserta Mini Display

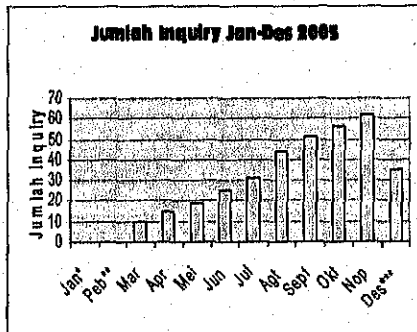
No.	Bulan	Jumlah
1	Jan	20
2	Peb	31
3	Mar	36
4	Apr	39
6	Mei	42
6	Jun	45
7	Jul	47
8	Agt	48
9	Sept	48
10	Okt	48
11	Nop	48
12	Des**	48



9

## Perkembangan Inquiry periode Jan-Des 2005

Tabel Perkembangan Inquiry di P3ED Kalsel

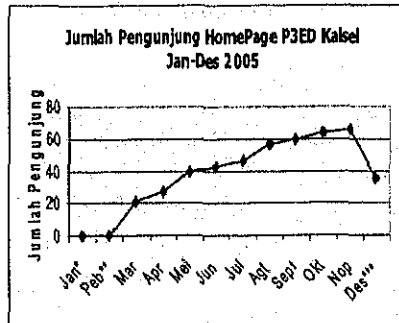


No.	Bulan	Jumlah
1	Jan*	0
2	Peb**	0
3	Mar	10
4	Apr	15
5	Mei	19
6	Jun	25
7	Jul	31
8	Agt	44
9	Sept	51
10	Okt	56
11	Nop	62
12	Des***	35

10

## Perkembangan Pengunjung Homepage P3ED Kalsel

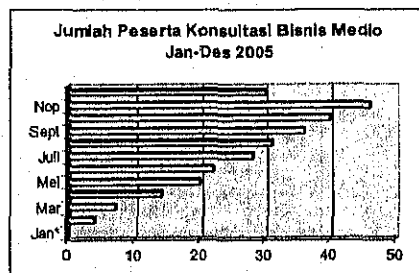
Tabel Perkembangan HomePage



No.	Bulan	Jumlah
1	Jan*	0
2	Peb**	0
3	Mar	21
4	Apr	27
5	Mei	39
6	Jun	43
7	Jul	47
8	Agt	57
9	Sept	60
10	Okt	64
11	Nop	66
12	Des***	35

## Perkembangan Konsultasi Bisnis Jan- Des 2005

Tabel Konsultasi Bisnis



No.	Bulan	Jumlah
1	Jan*	0
2	Peb	4
3	Mar	7
4	Apr	14
5	Mei	20
6	Juni	22
7	Juli	28
8	Agt	31
9	Sept	36
10	Okt	40
11	Nop	46
12	Des**	30

# Kegiatan Administrasi

Tln 2005

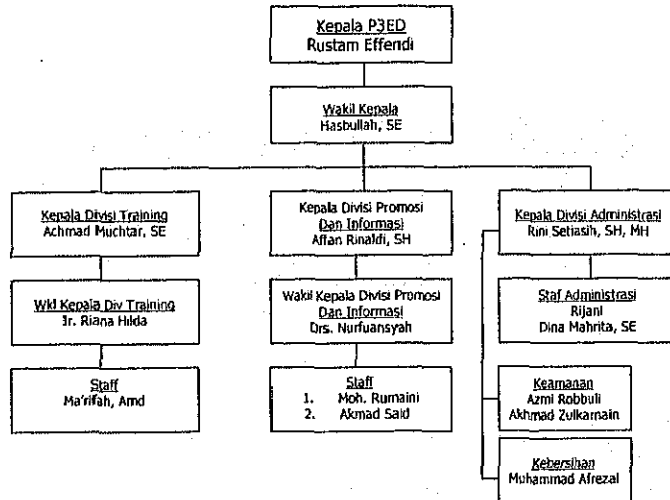
13

## Pelatihan Peningkatan Ketrampilan

No	Jadwal	Peserta	Topik	Blaya
1	7 - 9 February	Hasbullah	Koordinasi Pelatihan Promosi dan Informasi P3ED di HSU, Tabalong, Tapin	JICA
2	9 - 10 Maret	Hasbullah	Introduction to Instruction Design Seminar	JICA
3	21-24 Maret	Hasbullah, Achmad Muchat, Nurfuansyah, Zainuddin	JICA EVALUATION MEETING	JICA
4	13-24 Juni	Hasbullah	Mengikuti In Country Training di PPEI Jakarta	JICA
5	13-16 Juli	Hasbullah, Riana, Rjani, Mumi	Pendamping pengusaha (Calon eksportir) dalam rangka pengembangan wawasan ke Surabaya/Bali	APBD
6	29-30 Juli	Affan Renaldi, Muh Romaini	Mengikuti Mini Display Workshop Exhibition di BPEN, Jakarta	JICA
7	21 Ags-30 Sept	Hasbullah	Mengikuti Out Country Training di Jepang	JICA
8	26-27 Sept	Muh. Romaini, Achmad Said	Mengikuti Library Management dgn Expert JICA-Mrs. Sekine	JICA
9	27 Sep-3 Okt	Nurfuansyah	Yogya Expo 2005	
10	3-4 Okt	Rustam Effendi, Hasbullah, Rini Setiasih, Achmad Muchtar, Riana Hikda, Nurfuansyah, Dina Mahrita, Ma'rriifa	Sosialisasi P3ED ke Tapin	JICA
11	4-7 Okt	Rustam Effendi, Rjani	Mengikuti Forum Ekspor PPE 2005	
12	5-9 Oktober	Hasbullah, Nurfuansyah, Rjani	Mengikuti PPE 2005	APBN
13	18-19 Oktober	Rustam Effendi, Hasbullah, Rini Setiasih, Achmad Muchtar, Riana Hikda, Nurfuansyah, Dina Mahrita, Ma'rriifa,	Sosialisasi P3ED ke Tapin	JICA

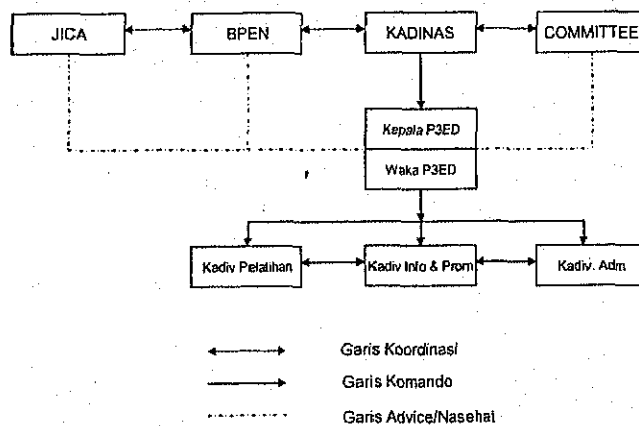
14

## STRUKTUR ORGANISASI P3ED, KALSEL



15

## Bagan Organisasi P3ED Kalimantan Selatan



16

## Anggaran Biaya P3ED

Operational Budget			
Tahun	APBD	APBN	JCA
2004	431.240	.	16.840
2005	350.000	409.530	22.930

17

## Permasalahan<sup>2</sup>

### Permasalahan-Permasalahan

1. Definisi UKM yang belum jelas
2. Sosialisasi P3ED belum terlaksana sepenuhnya di 13 Kabupaten Prop. Kalsel
3. Industri di Kalsel belum berkembang dengan baik
4. Anggaran Kegiatan Promosi ekspor/pameran dagang diatur oleh Badan Promosi Daerah
5. SDM P3ED khususnya para stafnya belum memadai
6. Sulit bekerjasama dengan pelaksana<sup>2</sup> Dinas, karena menganggap P3ED adalah kompetitornya

18



# RENCANA KEGIATAN

TAHUN 2006

19

## Rencana Kegiatan Tahun 2006

Rencana Tahun 2006								
No	Unit Kegiatan	Usulan Kegiatan		Sumber Anggaran				
		Jumlah	Disetujui	APBD	APBN	JICA	BPEI	LAIN2
1	Anggaran Biaya			300 Jt	450Jt			
2	Divisi Pelatihan	12 Topik	6 Topik	✓				
3	Sosialisasi	5 Lokasi				✓		
4	Promosi							
	a. Mini Display	100 perusahaan			✓			
	b. Pengunjung Library	25 org per hari			✓			
	c. Jumlah buku2	1000 buku			✓			
	d. Inquiry	30 perusahaan			✓			
	e. Home Page	100 hints/hari			✓			
	f. Konsultasi Bisnis	5 perusahaan/tr			✓			
5	Administrasi							
	a. Sepeda Motor	1(satu) bh						✓
	b. Camera	1 Unit				✓		
	c. Handicam	1 Unit				✓		
	d. Lap Top	1 Unit				✓		
	e. Flash Disk	1 Unit				✓		

20



