

Chapter 6

Conclusion & Suggestion

6.1. Conclusions

After the author completed a business plan and considering the results, the author concludes that the rubber plantation project which is located in Bangka is feasible to implement. It's based on several facts that author found, such as:

- a. With the lack of rubber plantation land areas in Bangka, which is manage professionally, and a high demand for natural rubber from the rubber processing industry in Bangka, it is expected the competition does not too strict, especially in the areas of Bangka.
- b. National rubber industry experienced a significant growth seen from the increased export of Indonesia rubber, both production capacity and selling price of the rubber commodity.
- c. The development of the world natural rubber market in the last four years is relative conducive for the producers, it could be seen from the level of price that relatively high.
- d. With so many parts of the rubber plants that can be used, such as gum rubber, rubber wood and rubber seeds, it makes the rubber plant a high profitable commodity.
- e. There is a strong support from the government to encourage local communities to plant rubber.

But of course, the author also should really consider any challenges and obstacles that will occur in the future, so it can avoid any event that could harm the company. Heaviest challenge for author is how to manage the farmers, so they can be do in accordance with the instruction given by the company. Because the process of planting rubber requires a long period of time, so if the harvest failure, the company will suffer loss of money and time.

The prospect of a rubber plantation business itself is actually still good, although there must be a tidal experienced for rubber businessman,

because the demand is always there. The author has a long-term plan to develop PT.Binex not only as a rubber plantation companies, but also can develop into a company that able to process natural rubber latex and another parts of rubber plants into a finished goods. PT.Binex also hopes the corn plant, which is an additional commodity crops for the company, can provide a significant contribution, so that companies can maximize profits. Therefore, the author will learn more about products based on rubber and corn, so can be developed and processed into more valuable products that can be directly sell to end consumer.

From financial side, the author believes the company (PT.Binex) is able to give financial profit for a long term period for the shareholder. This project also feasibility to implement from financial side like positive NPV (Rp. 664 million) and IRR higher than deposit rate. With many part of rubber plant that could be selling, like the latex, rubber wood, even rubber seeds, so there is a big opportunity for company to expand the business.

6.2. Suggestions

The author hopes in another chance, the author can create a more complete and comprehensive business plans, so that business plan is really good to become a guideline for the company. Even thought the lack of time given to do this research, the author still tried to get the best possible overall picture of rubber plantation business, so it is expected a year later this business plan could be really implemented.

The author expecting to survey more often directly to areas of rubber plantations, so the author can absorb more direct knowledge of the rubber, from plantation owners and farmers, so the author can learn more tips how to run rubber plantation well. The author only can do 1 trip to the Bangka during this research, because of the many activities that must be done by the author recently.