

Competitiveness Indonesian Fisheries Export Commodity in the Era of Free Trade Agreement

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Abstract— This study aims to analyze the competitiveness of export fishery commodities Indonesia in the Free Trade Agreement era and comparing the competitiveness of export fishery commodities Indonesia in the Free trade agreement era and the previous era. The research period since 2001 until 2020. This study uses secondary data for export fishery commodity HS 03, which consists of data on 11 export destination countries that have entered into FTA agreements with Indonesia. As for data sources are obtained from the UNDP Trade Map, the Central Statistics Agency (BPS), and the Ministry of Marine Affairs and Fisheries (KKP). The findings of this study indicate the competitiveness of export fishery commodities Indonesia shows a strong RCA value even though it has a decline in value after FTA and exports its dynamic product shows an increase from a retreat position to a lost opportunity position after FTA. With the position of lost opportunity, the strategic effort that can be done is to increase productivity and quality improvement.

Keywords — fisheries, competitiveness, export, FTA.

I. INTRODUCTION

Macro concept in international trade states that competitiveness is a measure of of a country's gain or loss in selling their products in the international market Organization for Economic Co-operation and Development; 2015 in Wahono, 2015). More by Wardani (2017) in the overall competitiveness of the product is the ability of a commodity to enter foreign markets and the ability to survive in the market, in the sense that If a product has competitiveness, then This product is in great demand consumer.

Indonesia's marine waters fish resources located in the Fishery Management Area WPP) based on the Decree of the Minister of Marine Affairs and Fisheries of the Republic of Indonesia Number 50/KEPMEN-KP/2017 Regarding Potential Estimation, Number of Captures Allowed, And Level of Utilization of Fish Resources in Republic of Indonesia's fisheries management area Indonesia is divided into 11 WPPs. Potency= The fish resources in the WPP are: 11,341,465 tons consisting of squid, Demersal Fish, Coral Fish, Pelagic Fish Big, Small Pelagic Fish, Crab, Lobster, Crab, and Penaeid

Shrimp. To utilization of fish resource potential in In this WPP area, the average is still around 10% or about 1,116,630tons so there are still potential of 10,224,835 tons which has not been utilized. The magnitude of this potential of course provide opportunities for fishery commodities Indonesian exports.

One of Indonesia's commodity sectors is fisheries which by the Ministry of Maritime Affairs and Fisheries in statistics.kkp.go.id stated that in the period 2011-2020 Indonesian fishery production is good capture and cultivation continue to show trends increased which in 2011 production fisheries around 13,643,233.11 tons to 23,162. 583.81 tons in 2020. From that year Indonesian fishery production volume experienced a significant increase around 9,519,350.7 tons in 2020. For Indonesia's fishery exports in 2012 only around 1,240,088.5tons or only about 8.2% production in that year. Next year 2020 production value also affects the volume of fishery exports which only reached volume value 596,165, 1 ton.

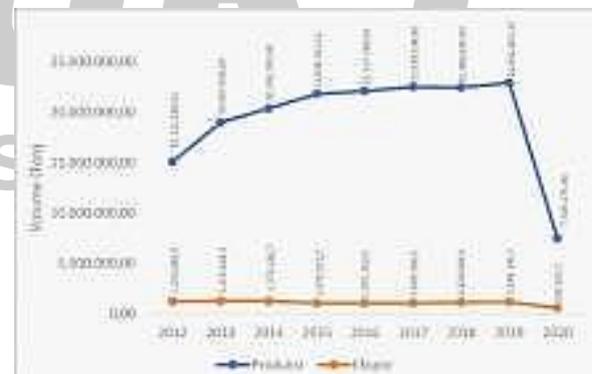


Figure 1: Indonesian Fishery Export Volume 2012-2020 (source: statistic.kkp.go.id and Processed Results 2021)

Figure 1 shows that still the small volume of Indonesian fishery exports which indicates that there is a problem with Indonesian fishery commodity that should be with large production then export fisheries is also high, but the opposite occurred in Indonesian fishery commodities.

During the period 2007-2009 there were 46 fishery commodity group in 6-digit HS which has strong competitiveness in the market international with index value >1. From 46 these commodity groups, some Some

of them even have high competitiveness very strong and tends to increase. On the side others, some fishery commodities have strong competitiveness, but experiencing a decline and some have fluctuated (Natalia and Nurozy, 2012).

With the Free Trade Agreement policy (FTA) where theoretically with reduced until the loss of import duty barriers trade in the form of tariffs and non-tariff flows the product becomes smooth and is expected to be exported fisheries to the country will increase. As an illustration for reference to conditions before and after the free agreement trade agreement between Indonesia and Korea South, that there is a change in the value of exports after the entry into force of the trade agreement where the export result before the variable export value with the AKFTA scheme and value exports without Indonesia's AKFTA scheme to Korea South is 4,105,539 USD in 2007 to 4,288,068 USD in 2008 (Setiawan, 2012).

Based on the previous description that shows that the volume development Indonesian fishery commodity exports, both in the FTA era and the previous era, are still relatively slow. Though it has been understood that Indonesia has the potential of natural resources in the marine and fisheries sector which is very abundant, so it should be applied FTA policy can be used as a momentum to become a great opportunity very big to encourage improvement significantly the volume and value of exports Indonesian fishery commodities. In that connection, the author is interested in-depth study of competitiveness Indonesian export fishery commodities in the FTA era as well as in previous eras.

II. LITERATURE REVIEW

Lilimantik (2015) stated that trade between countries occurs because the possibility of making a profit, by buying cheaper goods and resell it at a relative price tall. Foreign trade often arises because of the difference in the price of goods in various countries. Price is determined by production costs, which consist of wages, costs capital, land rent, raw material costs and efficiency in the production process. This factor of production causes the price difference, besides the price difference also determined by income and tastes.

Jhingan (2016) says there are several direct and indirect benefits of free trade which includes generate foreign exchange, earn things you can't get on your own get goods at low prices expand the market and increase profits, create jobs, improve reliable human resources and technology transfer. Based on the entry and exit of goods and services between countries in general, trade

Internationally is divided into two things, namely exports and imports.

Exports by Alhaqqi (2019) is the process of transporting goods or commodities from one country to another according to the customs law. By type goods that have been submitted notice export goods and have obtained a number registration. While exporters are people individual or legal entity that do export. The export itself has the aim of expanding the market for products/commodities, increase the country's foreign exchange, expand employment opportunities, transfer technology, SME development, efforts increase highly competitive commodities, and means of improving welfare through international trade. While import is the opposite of exports.

Aji et al, (2017) put forward the theory of excellence comparative David Ricardo, the two countries will trade when trading it can benefit both party. Advantages for both parties can be seen from the domestic exchange power of the country that. If a country can produce a commodity at a price the same compared to buying from other countries, trade between the two countries will not happen. It's different if the country] can buy a commodity from other countries are cheaper than producing own the commodity, then trade between the two countries will occur. With notes, the country that sells the commodity gets profit from the sale.

Andini et al (2016) further stated that comparative advantage rests on the assumption is that the value of an item determined by the number of workers used to make the goods where there is a balance in the value of the goods exchange for labor used. Furthermore, the balance of the exchange of goods with goods. And not counting the costs from transportation and others in marketing. While production is run at a cost fixed and the scale of production has no effect. Opposite of Adam Smith, Ricardo other opinion international trade not only applies to two countries even could be more with an efficient note on the cost opportunity.

Wardani and Mulatsih (2017) that Theory David's Comparative Advantage Ricardo uses the following assumptions: (1) the application of labor theory of value, namely that The value of an item is determined by the amount of energy work used; (2) no take into account transportation costs; (3) production is run at a fixed cost, while the scale of production is constant returns to scale; and (4) factors of production are not is mobile between countries. This comparative theory was later refined by Hecksher-Ohlin modern theory or H-O theory. in

Lilimantik (2015) states that the difference in the opportunity cost of a country with other countries because of differences in the number of factors of production it has. For example, the country has more workers and country B has more capital, according to this theory there will be an exchange.

Furthermore The Ministry of Industry (2019) stated that Model H-O despite the level of technology owned the same, international trade will remain occurs when there is a difference in factor ownership production (factor endowment) between each country. One country with ownership capital excess will specialize and exporting capital-intensive commodities goods), and otherwise country with ownership excess labor will producing and exporting solid commodities labor (labor-intensive goods). Ricardo's comparative theory later on which became the basis for Balassa (1965) developed the theory of Revealed Comparative advantage (RCA) which looks at competitiveness static but sufficient to know power commodity competitiveness internationally. And develop. Then bilaterally Timbergen (1962) made a theoretical contribution to gravity model by adopting theory Newtons which can be applied to bilateral trade influenced by the income of the two countries and the distance that is not pre-calculated in excellence Ricardo's comparative.

Hasibuan, et al (2012) and Berata (2014) suggested that the RCA method is one of the methods for measuring comparative advantage a commodity. RCA calculation based on the concept that international trade region shows comparative advantage owned by a region by the method RCA can know the export performance of a product of a country by calculating the share a product to a country's total exports compared to the share of the product in world trade. RCA index value a country for a greater commodity of 1 indicates that competitiveness commodities from that country experienced increase compared to year on the other hand, if the RCA index value shows a value below one then the commodity the country's competitiveness decreases. Furthermore, Berata (2014) stated that RCA can be used as a basis for drafting strategy to increase commodities in the free market.

Other export commodity analysis methods growing is export product dynamic (EPD) introduced by Estherhuizen (2006) in order to determine the market position and competition in a matrix with 4 quadrants. In Bappenas (2009) Dynamic Product Exports can measure the dynamics of a product in the market. The EPD method consists of a matrix that put the analyzed

product into four categories and introduced first by Estherhuizen in 2006, with using later calculations converted from the quadrant contained in Figure 2 where the competitive position will be in one of the quadrants. Position in quadrant it represents the strength of the business (X axis) and market attractiveness (Y axis) of a product.

The results of research by the Ministry of Trade (2014) for Indonesia, increased restriction policy it has the potential to threaten the achievement of its trading performance goals. show that during 2009-2013 there were 53 trade remedy measures imposed on Indonesia, which comes from 32 countries. iron and steel is the most abundant product subject to trade remedy actions during the period the. Nonetheless, the role of exports the restrictive product is relatively small (0.9%) to non-oil exports so that it does not affect significantly in achieving the target non-oil exports. In addition, the export shares restrictive products to countries that charge restrictive policies are getting smaller.

Aprita and Adhitya (2020) stated International trade barriers are: currency difference, import policy of a protection countries, import quotas, war and recession, there are tariffs charged on/above crossing customs territory, producer export is still convoluted so takes a long time. MoreThere are several policies to get the benefits of international trade The aim is to protect the domestic market including: protection, import bans, tariffs import, quotas, subsidies, while for the market abroad implement the dumping policy where the selling price abroad is cheaper than domestic prices. And policy free trade is here to eliminate these obstacles which in practice do not as smooth as imagined.

The Ministry of Trade (2012) revealed that Free Trade Agreement is an agreement free trade carried out between a country with other countries. Formed as a result international trade liberalization can be avoided and formed bilaterally as well as regional Until 2010 has been formed up to 7 cooperation agreements. Theoretically, international trade liberalization will increase the flow of trade between countries will also provide benefits to countries which involved in agreement liberalization trading this. Trading facts international and proven investment encourage industrialization which can has become an economic growth since 1960s in several Asian countries.

Luhur (2018) in his research shows that for analysis of potential ASEAN-Canada FTA has positive potential for trade Indonesian fishery products, especially for live

fish products, frozen fish, filets and meat fish and crustaceans. Rates are also negative and significantly affect export performance the four Indonesian fishery products.

Ridhwan et al (2015) stated that export performance Indonesia looks lagging in comparison with Malaysia and Thailand included in classification of low-middle-income countries which tends to be resource based and low added value. Vietnam looks experienced an increase in export performance sharply in the last two decades. Weakness Indonesian exports indicate that Indonesian industry tends to be increasingly inward oriented, supported by analytical findings value added relationship. Indonesia has problems in the four dimensions of competitiveness with issues, especially in the workforce (skill set), logistics, policies, and domestic institutions that not conducive and lack of market support access in terms of free trade agreement (FTA) and non-tariff measures (NTMs).

Kaimakoudi et al (2014) in their research on the competitiveness of fishery exports in Europe East by using the estimated index Revealed Competitive Advantage (RCA) find time series data that can help policy makers to reallocating natural resources, strengthening national production activities for this species and has the potential to develop plans national strategic product export marketing fisheries involved.

Mayadewi and Purwanti (2020) conclude that overall, both export commodities as well as imported commodities experience differences significant before and after implementation of ACFTA. However, if seen on each commodity, found that the export of rubber commodities did not experience significant difference before and after implementation of ACFTA. Ginting (2017) in his research concludes to encourage Indonesia's economic growth is needed improvement of Indonesia's export performance. Due to the added value of export commodities Fisheries have so far been dominated by fresh and frozen with low added value.

Fahmi et al (2015) found that commodity exports Indonesian fishery in the form of shrimp with using RCA is competitive but refused import by the destination country America because it contains chloramphenicol, RCA Index calculation shows crab which is not frozen and processed/preserved crabs have an RCA index greater than one, showing the crab its high competitiveness strong in the US market. On the other hand, the RCA index for frozen crab lower than one, shows his weakness, so it must to the attention of all stakeholders and actors export business.

Sugianto (2017) describes the occurrence of fluctuations in Indonesia's shrimp exports to Japan influenced by internal and external factors. internal factors are the quality and quantity of shrimp Indonesia. Meanwhile, the external factor is Japanese import product standardization, weak the yen exchange rate, the increase in the Japanese consumption tax, world shrimp prices, natural disasters in Japan and impact of EMS disease (early mortality syndromes). It is these factors that become causes in Indonesia's shrimp exports which shrimp is still dominated by frozen shrimp (58.78%) to United States and Japan (Suryawati et al, 2019).

Natalia and Nurozy (2012) stated that the competitiveness of fishery commodities shows index value is more than 1 which indicates the value of strong in the international market, while Apsari (2011) on Indonesia's fresh tuna exports in the international market the production turns out to be influenced by government policies Indonesia and the policies implemented by the country importer.

Regarding the impact of trade agreements, several Researchers found varied conclusions in his studies such as Gocklas (2017) and Sulasmiyati (2017) there is a significant influence from the application of IJEP to exports Indonesia to Japan and have a significant effect from the application of IJEP to imports Indonesian from Japan. More Effendi (2014) in his research showed that empirically, Gross Domestic Product (GDP), distance, population, exchange rate, tariff, and membership in ASEAN significantly affects Indonesia's trade with partner countries. Furthermore, the estimation results of the stochastic frontier show that the constraint behind borders are decreasing every year. However, Indonesia's exports are still under trade with all ASEAN countries indicating low utilization of AFTA.

While Ibrahim et al (2010) and Setiawan (2012) get the results of cooperation trade within the framework of ACFTA (ASEAN-China free trade agreement) provides opportunities for increasing Indonesian exports. However, Indonesia's exports face new challenges with the entry of goods import China in area ASEAN. Challenge enhancement Indonesian exports in the ACFTA era increases with decreasing power Indonesia's export competitiveness. The same thing also shown by Saptanto (2011) Competitiveness export of Indonesian fishery products in the scope of ASEAN and ASEAN-China show Indonesia is still weak in terms of product exports which has added value. It is also strengthened with the conclusion that Indonesia does not yet have clear strategy as countries neighbors (Saparini, 2014).

Oktaviani et al (2010) concluded that the impact of the free trade agreement has not yet been seen significantly increase the national GDP as well as Regional GRDP of each province in Indonesia. Trade liberalization schemes has the potential to reduce the real income of the house stairs, especially in the countryside. Enhancement competitiveness, both regional competitiveness and sector is absolutely necessary and not enough rely on comparative advantage. And Wahono (2015) found tuna exports to Europe with different import tariff service by the EU for Indonesian canned tuna komoditas no impact on power loss competitive.

Mira and Saptanto (2017) stated Lower import tariffs result in performance Indonesia's macro economy is improving, such as increase in government revenue (GDP) and exports, except for balance sheet indicators payment (TOT). Application of 0% tariff for ASEAN countries (tariff reduction 5%) lead to an increase in income government by 0.009%, increase in exports 0.040%, and a decrease in the balance of payments 0.070%. The decrease in import tariffs has an impact positive on marine macroeconomics and fisheries (GDP and Exports), due to a decline import tariffs cause agricultural commodities, including one of the fishery commodities, have competitiveness. reduction in import tariffs, forcing the fishing industry to be more efficient production costs in order to be competitive with fishery commodities imported from other countries. Lower import tariffs initially do reduce state revenues. but in the long term it will increase GDP due to increased exports and competitive industrial growth.

On the other hand, an increase in import tariffs of 5% (to 10%) even lower income government by 0.20%, lowering exports by 0.076%, lowering imports by 0.180%. An increase in import tariffs counterproductive, because it causes reduction of consumer surplus, increase producer surplus, and inefficiency occurs production and economic efficiency. In efficiency production and commodity economy efficiency fisheries, because the fishing industry developing is not competitive. On the beginning of increasing import tariffs, indeed government revenue will increase, will but after reaching equilibrium, acceptance government will decline and the opposite with the increase in import tariffs imposed

III. METHODOLOGY

This research uses an approach quantitative and presented descriptively. The variable to be measured is the export volume, the value of exports, analyzed for fishery competitiveness Indonesian exports using RCA (Revealed Comparative advantage) and EPD (Export

product dynamics). Using data secondary fishery export HS 03 (4 digits) Indonesia for 20 years (2001-2020) which found in the UNDP trade map as well as offer a strategy to increase competitiveness.

Data to be collected and sourced from library research and field research. Methods of data collection carried out through field studies (field research) to get primary and study data library (library research) for get secondary data. Data source export time series 20 years of trade Indonesian fisheries obtained through Trademaps.

Methods of Analysis in this study using RCA is an index which shows the level / degree of ability export commodities to compete with products similar from other countries in the market global. The assessment of the competitiveness is general compared to the benchmark value of 1, where a product is judged to have competitiveness and comparative advantage when it has value RCA 1. Vice versa, product is considered not to have competitiveness and comparative advantage if you have RCA 1.

The RCA index can be formulated as following (Gobel, 2019):

$$RCA_j = ((X_{ij}) / (X_{wj})) / (X_i / X_w)$$

Where:

RCA_j = Commodity Competitiveness Index j

X_{ij} = Export of Commodity I from country j

X_{wj} = Total Export of Commodity of country j

X_i = Export value of commodity i from the world

X_w = Total world export value

Indonesia's export market share growth (%): X

X axis

$$= \frac{\sum_{t=1}^t \left(\frac{x_{ivj}}{w_{ivj}} \right) \times 100\% - \sum_{t=1}^t \left(\frac{x_{ivj}}{w_{ivj}} \right)_{t-1} \times 100\%}{T}$$

Market share growth N: Y

Y axis

$$= \frac{\sum_{t=1}^t \left(\frac{x_{ivt}}{w_t} \right) \times 100\% - \sum_{t=1}^t \left(\frac{x_{ivt}}{w_t} \right)_{t-1} \times 100\%}{T}$$

Information:

X_{ijv} = Export value of commodity j from Indonesia to country i

X_{ivt} = Total value of Indonesia's exports to world

W_{ivj} = Value of world exports of commodity j to country Indonesia

W_t = Total world export value

t = Year t

t -1: Previous year

Q: Number of years of analysis

IV. RESULTS AND DISCUSSION

In the era of the Free Trade Agreement, export fisheries Indonesia especially commodity HS 03 of 2006 to 2020 Keep going experience enhancement score export. In 2006 value of Indonesian export fishery around USD 40,477,000 increased to USD1,411,509,000 to 11 free trade destination countries agreement. As for the volume of fishery Indonesia's exports in the same year too shows an increasing trend where 2001 the volume of export fishery was 701,049 tons to 837,951 tons in 2020. To assess the competitiveness of export fisheries Indonesia in the era of free trade agreements based on the value of the export fishery Indonesia. The competitiveness of export fisheries is seen of the Revealed Comparative Advantage (RCA) value where if the RCA value > 1 then fishery exports Indonesia has competitiveness and so does otherwise. The results show that the value of revealed comparative advantage of fisheries Indonesian exports in the era of free trade agreements > 1. Indonesia both before and in the free trade era agreement shows the value of RCA > 1. However, the average RCA value before the free trade era agreement is better than in the free era trade agreements.



Figure 2: Graph of Export Fishery RCA Value Before and During the Era of the free trade agreement. (Source: Trade Map 2001-2020 and Results 2021 analysis)

Figure 2 shows that the RCA. Value before the free trade agreement era from 2001 Until 2005, it continued to decline, namely from 2.1 to 1.3 with a mean value of 1,83. Thing This can also be caused because the more reduced production of one commodity Fishery exports, namely shrimp, are increasingly decreased due to white spot disease diseases, besides that there are also rejected products in the market because of the content of chemical levels which exceeds the threshold that has been determined despite having good competitiveness (Fahmi, 2015). Meanwhile, during the free trade era agreement between 2006 to 2020 has a fluctuating tendency and there are the year in which Indonesia's export fisheries weak competitiveness with an RCA value < 1 i.e in 2010 and 2011. Average RCA. Scores in the era of the free trade agreement, namely 1.14. Certain

alone this shows that competitiveness before the era of free trade agreement it was better compared to the free trade agreement. Fluctuations in fishery exports can be caused by: 85% of Indonesian fishermen are fishermen traditional fishing gear under 5 GT operating around the offshore zone not the high seas so you can predict the results catch it in the form of demersal fish not fish pelagic whose market share is better outside country. Not to mention post-catch processing and still using simple technology indicates that the added value is still low also in accordance with Saptanto's research (2011) and Saparini (2014) and lost far with competitor countries investing in technology and the development of fishermen's human resources are discussed also by Ridhwan et al (2015). Sugianto (2017) describes the fluctuation of shrimp exports Indonesia to Japan influenced by internal and external factors. internal factors quality and quantity of Indonesian shrimp. Meanwhile, the external factor is Japanese import product standardization, weak the yen exchange rate, the increase in the Japanese consumption tax, world shrimp prices, natural disasters in Japan and impact of EMS disease (early mortality syndromes). It is these factors that become causes in Indonesia's shrimp exports which shrimp is still dominated by frozen shrimp (58.78%) to United States and Japan (Suryawati et al, 2019).

For the export of dynamic fishery products Indonesia shows otherwise where before the era of free trade agreement position Indonesian fisheries are in the quadrant retreat while in the era of free trade agreement become a lost opportunity. Where should be by eliminating barriers in the form of entry fees the value of commodity exports increases, however has not been utilized optimally so that not in accordance with the results of this study with applicable theory.

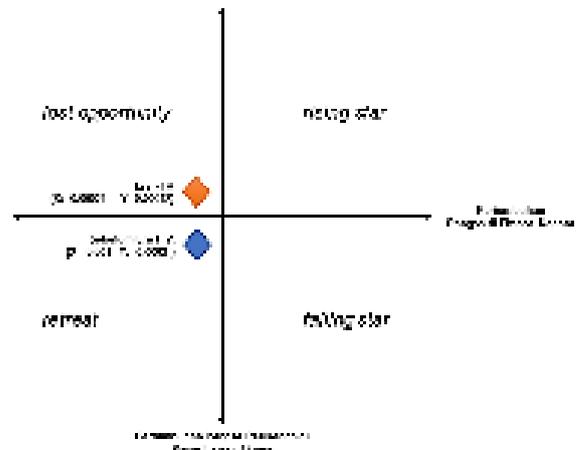


Figure 3: Dynamic Product Export Chart Indonesian Export Fisheries Before and During The era of free trade agreements. (Source: Trade Map 2006-2020 and 2021 Analysis Results)

Figure 3 shows that before the free. Era dynamic product export trade agreement Indonesian export fisheries which are located in retreat position with a value of X: -0.001 and Y: 0.0002 indicates that the fishery Indonesia is not a product that desired by the world market while in the era of free trade agreement is in a lost position opportunity with a value of X: -0.00023 and Y: 0.0004 which indicates growth share for the Indonesian fishery sector in the country's exports temporarily decreased growth in the share of the fishery sector in world exports increased. So when market demand increases precisely the value of the sector Indonesian fisheries are declining. This is a sector problem fishery in the FTA era which requires efforts strategic as solution.

Effort which could done i.e. keep improving productivity and quality of fishery commodities. Increasing fishery productivity can have carried out with a policy priority scale development in production centers fisheries in Indonesia. Based on Statistics Indonesia 2021 it is known that There are 3 regions with production volume capture fisheries is high and quite stable in the period 2010-2020, namely the Province of Java East, Maluku and North Sumatra with average production above 300,000 tons per year These three areas can become centers sector development capture fisheries that can grow productivity of the capture fisheries sector. Besides it is necessary to maximize the potential of resources fish in the fisheries management area (WPP) with high potential. Indonesian WPP Region which belongs to the high category is found in WPP 572, WPP715, WPP 712, WPP 573, and WPP 718

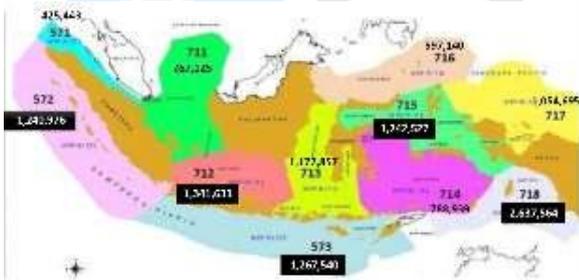


Figure 4: Map of Fishery Potential Areas Capture Indonesia (in tons). (Source: kkp.go.id)

Furthermore, related to fish quality Indonesian exports to be competitive in the global market must overcome various fishery quality issues with the standardization of the export destination country. One of the efforts or strategic steps that what can be done is to do socialization fishery quality at the level of capture fishermen with this socialization will make understanding of fishing fishermen about fisheries quality standards wanted by the world market in each

export destination country. Socialization can through workshops, training, making socialization media, Collaboration with related agencies and can also be through assisting fishery extension workers who almost all regions in Indonesia have available human resources

V. CONCLUSION

Based on the results of research and discussion in the previous chapter, it can be drawn some conclusions as follows:

1. Competitiveness of export fishery commodities Indonesia in the Free Trade Agreement era competitiveness which is indicated by the value of $RCA > 1$, which is an average of 1.134. Meanwhile, the RCA value before the FTA era was 1.83. despite being in a strong position but has decreased in value.
2. Furthermore, the results of the analysis of the export value of the product dynamic in the FTA era is in a lost position better opportunity than before indicating its position at, namely the Retreat position. so necessary improved catch productivity and quality improvement.

VI. SUGGESTION

Based on the results of the study and discussion that shows that the competitiveness of commodities

1. Indonesian export fisheries in the Free Trade era Agreement is better than in erapreviously, it is recommended that the government together with all related components (Stakeholders) made various efforts to drive volume and value increase export of fishery commodities in the years through various efforts, including:
2. Central and local governments provide policies, budget regulations, and programs integrative and pro-export work
3. Central government and local government perform and encourage improvement HR that supports improvement fisherman's professionalism
4. Central government and local government provide and facilitate access to capital and credit, promotion of export products as well as market access for fishery business actors with all relevant actors
5. Fishery export entrepreneurs are encouraged to always access and develop technology, capital, commodity innovation, and cooperation network.

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