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# The implementation of coal production and sales is an activity carried out by PT Armada Bhumi Cakrawala

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## Abstract

The implementation of coal production and sales is an activity carried out by PT Armada Bhumi Cakrawala, an activity that is carried out every day, and many of the activities carried out by this company are obstacles that make production or sales fluctuate. Price stability and production or sales are important issues. which is very crucial.. especially during this pandemic, there are many delays in production, sales or payments. To increase the company's activities so as not to experience such things, the company made improvements in management, including Standard Operating Procedures. Job Analysis, Job Descriptions were reviewed. With the intention that employees work in accordance with the provisions set by the management. Even though in reality the implementation of management policies does not always run well and sometimes it is not always guided by the policies that have been set because it depends on the situation and conditions in the field. Researchers took the locus in Tanah Bumbu, Tanah Laut..Peleihary, South Kalimantan Province. The purpose of this study is to analyze the management policy of PT Armadha Bhumi Cakrawala whether it is in accordance with management policy, how the implementation is carried out by the employees of this company in the field. This research uses descriptive qualitative method. Data collection is done by interviewing from various sources that have been determined and approved by the management. In qualitative research, data is obtained from various sources, by using various data collection techniques (triangulation) and carried out continuously until the data is saturated. The results of this study are the determining factors for the implementation of management policies of PT Armada Bhumi Cakrawala, which is based in Jakarta and whether the company is in the field, whether the target has been fixed as mandated by the party. Management.

**Keywords:** Production implementation, sales

## Preliminary

### *Background*

The need for coal continues to increase along with the increase in the human population and standard of living. The growth rate of energy consumption per capita tends to increase from year to year in line with developments in the economic sector. This requires a high-tech engine drive for production and industrial infrastructure to meet the needs of society.

By 1994, BCS had secured a concession of approximately 11,980 hectares-covering more than half of Sebuku Island. Coal mining started in 1998 with a total production of about 8,296 tons during the period 1998-2002. Most of the mining products are exported.The concessions owned by BCS include residents' rubber plantations, agricultural land, gardens and residences.

Included in the concession is a protected area of 6,500 hectares in the Sebuku Strait. A Ministry of Forestry regulation issued in 1998 has converted this protected area into a forest production area with the aim of giving companies permission to continue their activities. The following year in this area the mangroves were cleared for mining activities under a land lease agreement with the Ministry of Forestry. The mangrove forest was actually a breeding ground for shrimp and fish which are now extinct, which is a huge blow to local livelihoods. Straits Resources is currently in the process of purchasing gold mining company Indo Muro Kencana in Central Kalimantan, which also belongs to their Australian partner, Aurora Gold.DTE 52).(Source: Kerebok Dec/03 Vol5/40; JATAM: PT. BCS Infosheet & Destruction of Sebuku Island atwww.jatam.org; Radar Banjarmasin 17/Feb/04, 2/Mar/04; Straits Resources ASX Announcement 19&24/Feb/04 atwww.straits.com.au)

Coal is a dark brown combustible rock that is produced when land and water plants accumulate and are buried during geographic ages transmitted by heat and pressure. It takes a long time to form a thick and wide layer of coal deposits.

Coal consists mainly of carbon, with traces of hydrogen, oxygen, nitrogen, sulfur, and inorganic matters. Most of the inorganic matter is carried by underground water after sedimentation of the plants themselves. Coal molecules have a high molecular type that forms a monomer aromatic ring in general. It can be said to be anthracite or graphite according to the degree of carbonization linked to the carbon chain, etc. because the monomer encapsulates the low molecule

There are three factors that influence the coal formation process, namely: age, temperature and pressure.

The quality of coal deposits is also determined by temperature, pressure and the length of time for formation, which is referred to as 'organic maturity. Coal formation began in the Carboniferous Period, known as the first coal age, which lasted between 360 million and 290 million years ago. In the initial process, plant deposits turn into peat (C60H6O34) which then turns into lignite or also known as brown coal. Light coal is coal with a low organic maturity type.

After being exposed to continuous temperature and pressure for millions of years, lignite will undergo changes that gradually increase its organic maturity and turn lignite into sub-bituminous coal (sub-bituminous). Chemical and physical changes are ongoing

until the coal becomes harder and darker in color to form bituminous (bituminous) or anthracite (anthracite). Under the right conditions, increasing organic maturity continues to form anthracite.

In the coalification process, organic maturity actually describes the change in the concentration of each of the main constituents of coal.

In addition, the higher the coal rank, the carbon content will increase, while hydrogen and oxygen will decrease. Because coal grade can generally be associated with coal quality, low coal coals, also called low grade coals, such as lignite and sub-bituminous are usually softer with brittle and dark colored material such as soil, have higher moisture levels. high and low carbon content, so the energy content is also low. The higher the quality of the coal, generally it will be harder and more compact, and the color will be black and shiny. In addition, the humidity will decrease while the carbon content will increase, so the energy content is also getting bigger.

Coal Quality… Coal is a heterogeneous mineral material both chemically and physically, which is composed of the main elements carbon, hydrogen, oxygen, a little sulfur and nitrogen content. Coal level in general can be related to the quality or quality of coal. The quality of coal is seen from the higher the level of coal, the carbon content will increase while the hydrogen, oxygen, and sulfur levels will decrease. Carbon in coal makes up more than 50% by weight and 70% by volume (including moisture). Moisture in question is water trapped between coal particles. Low-coal coals, also known as low-rank coals, such as lignite and sub-bituminous are usually softer with a brittle material and a dull, earthy color. has high moisture and low carbon content, so it has a low energy content. The higher the rank of the coal, the harder and more compact it will generally be, and the darker it will be. In addition, the humidity of the coal will decrease while the carbon content will increase, so it has a greater energy content.

***Purpose***

Based on the formulation of the existing problems, the objectives of this study are to:

1. Analyze unstable coal production and sales at PT Armada Bhumi Cakrawala
2. Analyze causative and supporting factors in the production and sales of PT Armada Bhumi Cakrawala coal

***Theory***

***Policies in implementation in the field***

How to solve every problem in the field. Good in fulfilling its production and marketing. So that everything can run correctly…right on target…on time and on schedule.

## Execution accuracy

In carrying out the production or sale of coal, there are several related agencies that work together producers…port administrators…coal transportation…vessels…consumers

## Bureaucracy

In the implementation of activities, the bureaucratic element is very important because it involves how everything runs smoothly and well while still prioritizing SOPs and Job Evaluations as well as monitoring

## Accuracy

What is needed here is an on time schedule..so that the goods ordered are in accordance with the specifications..the amount of goods that have been mutually agreed upon in accordance with the contract

## Labor

Manpower is a population who has entered working age, either already working or actively looking for work, who is still willing and able to do work.

Manpower is everyone who is able to do work to produce goods and or products and services both to meet the needs of themselves and the community.

## Production

Production is the amount of production or the work unit of time (per shift / per day / per month).

## Sale

***Philip Kotler***

Selling is a social process carried out by groups or individuals to obtain needs or desires by providing offers or creating products and then exchanging these products with other parties;

***Amin Wijaya***

Sales are transactions of goods and/or services sent to customers in exchange for an obligation to make payments.

## Research Method

***Qualitative research***

This qualitative research was conducted by looking at the actual situation at the time this research was conducted

***Research Locus***

PT Armada Bhumi Cakrawala in Jakarta…Land of Spices..Tanah Laut..Province South Borneo..

***Research Subject***

The respondents were taken randomly and did not know each other, so this research will be research from various competent parties in their respective fields.

***Kinds of Data***

The data obtained and collected is in the form of qualitative data. The data is in the form of reports. writings and the results of research conducted by the researchers themselves.

***Data source***

The main data is obtained from the results of the report on the activities of PT Armada Bhumi Cakrawala and also from the library or from other sources in the form of books or other media that are related to the object under study.

***Data collection technique***

The research was conducted by interviewing the relevant respondents…reports and direct views in the field.

***Domain Analysis Techniques***

Domain analysis is essentially a researcher's effort to obtain a general description of the data to answer the research focus. The trick is to read the data script in general and thoroughly to obtain the information contained in the data.

Domain analysis technique is used to analyze the description of the research object in general or at the surface level, but is relatively intact about the research object.

***Data Quality***

According to Turban et al, data is a basic description of things, events, activities, and transactions that are captured, recorded, stored, and classified but are not organized to convey a special meaning.

According to McLeod and Schell, data consists of facts and figures that in general cannot be used by the user (needs to be processed).

From the two definitions above, it can be concluded that the data are facts that are still raw and have no meaning for the user because they have not been processed.

## Discussion

Indonesia currently has coal reserves of around 120 billion tons ("Time to Master Energy Sources", Kompas Daily, 19 February 2010). The advantages in the form of high calorific value have caused coal from Indonesia to be excellent both at home and abroad. The ease of mining, where most of Indonesia's coal can be obtained at relatively shallow depths, causes coal supply to continue to increase from year to year. According to statistics from the Ministry of Energy and Mineral Resources, the primary energy supply of coal in 2008 has exceeded 300 million BOE (Ministry of Energy and Mineral Resources, Handbook of Energy & Economics Statistics of Indonesia, 2009). The amount of primary energy supply of coal can be seen in Figure 1. Of this number, the power generation sector is still the largest consumer of coal. It was recorded that in 2005, PLN consumed around 31 million tons of coal, or about 77.5 percent of the national coal consumption. Until now, PLTU, which is a steam-powered power plant resulting from coal combustion, both owned by PLN and managed by the private sector, consists of 9 PLTUs. The total capacity of the 9 PLTUs is 7,550 MW and consumes around 25.1 million tons of coal per year. (National Coal Study Team, Mineral and Coal Policy Study Group, Research and Development Center for Mineral and Coal Technology, Indonesian Coal, 2006) The total capacity of the 9 PLTUs is 7,550 MW and consumes around 25.1 million tons of coal per year. (National Coal Study Team, Mineral and Coal Policy Study Group, Research and Development Center for Mineral and Coal Technology, Indonesian Coal, 2006) The total capacity of the 9 PLTUs is 7,550 MW and consumes around 25.1 million tons of coal per year. (National Coal Study Team, Mineral and Coal Policy Study Group, Research and Development Center for Mineral and Coal Technology, Indonesian Coal, 2006)

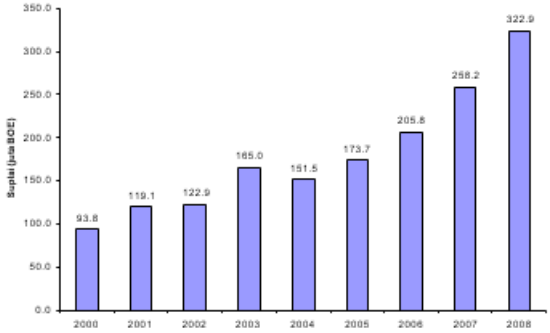
Based on data in the period 1998-2005, the use of coal in PLTU increased by an average of 13%. every year. This increase in consumption was driven by the addition of new steam power plants as a result of the increasing demand for electricity by an average of 7.67% per year. (Ibid).

Kalimantan, coal basins are mainly found in the areas of South Kalimantan and East Kalimantan. In Java, a small amount of coal potential is located on the North Coast of West Java. In Sulawesi, the largest coal reserves are located in South Sulawesi. South Sumatra has the largest coal reserves in Indonesia. Recorded in 2005, this province has a coal content of 22.24 billion tons. The provinces of East and South Kalimantan also have abundant coal deposits with total deposits of 19.56 and 8.76 billion tons, respectively. (21 “New Black Gold Coal”, KOMPAS, 23 June 2009.)

Primary from coal after the oil price increase in 2005. The government stated the need to develop final energy from various primary energy sources to reduce the impact of rising fuel prices. Coal is considered to be a potential candidate as a component of this diversification,

considering that Indonesia's coal reserves are still very abundant. Diversification efforts that have been tried by the government include the declaration of the use of low-calorie coal or often referred to as briquettes for household purposes. Unfortunately, this effort was stopped before it could be implemented.

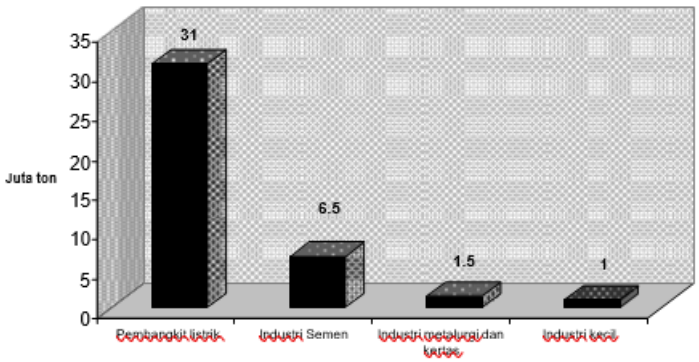
**Gambar 1 Suplai Energi Primer Batubara (dalam juta BOE)**




*Sumber: Kementerian ESDM, op.cit*

The National Energy Management blueprint stipulates that the contribution of coal in the national energy mix will reach 405 million tons or more than 33% in 2025.(Ibid). Because Indonesia's coal resources are very large, it is hoped that coal will become the mainstay of energy to replace petroleum as a source of state revenue. Another reason that supports the substitution of petroleum by coal is that it can be used directly in solid form or converted into gas (gasification process), or liquid (liquefaction), so that coal-using industries can be more flexible in choosing efficient process technologies. The issue of air pollution by smoke from burning coal can also be overcome by the discovery of clean coal technology.

**Gambar 2 Konsumsi Batubara Setiap Sektor Industri (dalam juta ton)**




*Sumber: Bambang Setiawan, Kebijakan Umum Pemanfaatan Batubara dan Rancangan Undang-Undang Mineral dan Batubara, Direktorat Jenderal Mineral, Batubara, dan Panas Bumi, Kementerian ESDM, 2006.*

Expectations of revenue sources from coal are also supported by the fact that productionoil Indonesia is declining, and even Indonesia has become a net importer of oil since 2004. Currently the mining sector accounts for 5 percent of state revenues. In 2008, of the total state revenue which reached Rp 965 trillion, the mining sector only contributed Rp 42 trillion. This is very different from the contribution of the oil and gas sector which contributed to the 2008 State Budget of Rp. 304 trillion. (Ibid).

Indonesia's coal reserves show an increasing trend. The upward trend in world demand due to the continued increase in oil prices plays an important role in encouragingbusinesscoal

exploration and exploitation. More and more coal reserves are identified from year to year. The increase in reserves is directly proportional to the increase in production. In 2007, Indonesia's coal production was 217 million tons. In 2008, this figure rose significantly to reach 229 million tons. Referring to the realization of production in 2008, the government has set a coal production target in 2009 of 230 million tons. (Ibid)

The potential for state revenue from coal exports, it is not surprising that the trend of coal exports continues to increase from year to year. However, the coal export policy must be reduced, considering that meeting domestic needs will play an important role in ensuring Indonesia's energy security in the future. Coal exports in the short term are still needed. However, in the medium to long term, the government must be able to guarantee the optimal value between the potential of state revenue and the certainty of domestic coal supply. The Ministry of Energy and Mineral Resources has provided an overview of the composition of exports and domestic consumption of coal to ensure the achievement of the 2025 energy mix target.According to the version of the Ministry of Energy and Mineral Resources, coal export restrictions will be implemented in stages, so that by 2025, the number of coal exports will continue to increase. The Ministry of Energy and Mineral Resources also realized coal exports in 2020, which were recorded at 405 million tons. This shows the achievement of 102.5% of the total export which was set at the beginning of 395 million tons.


**Source:** *Ministry of Energy and Mineral Resources, op.cit.*

In this effort to increase domestic consumption, it must be accompanied by efforts to increase domestic consumptionbringbuild infrastructure that can accommodate the use of coal as fuel. Power generation is estimated to still be the dominant consumer of coal in 2025, with

a consumption level of more than 100 million tons. Small industry coal consumption is also expected to experience a significant increase, reaching 10 million tons. The business of using liquid coal is also expected to reach more than 20 million tons. (Setiawan) Projected production, exports,Bisnis.com, JAKARTA - Head of the Indonesian Mining & Energy Forum (IMEF) Singgih Widagdo reminded that the increase in coal production next year does not interfere with the commitment of mining companies to fulfill the domestic market obligation (DMO). (This article has appeared onBisnis.comwith the title "Coal Production Projection to Increase 2022, Entrepreneurs Don't Forget DMO Obligations", Click here for full details:https://economy.bisnis.com/read/20211222/44/1480360/proksi-hasil-batu-bara-2022-naik-pengusaha-jangan-lupa-kecepatan-dmo.

The Ministry of Energy and Mineral Resources (ESDM) projects an increase in coal production to range from 637-664 million tons in 2022. From this amount, it is estimated that the need for domestic industry is 190 million tons.

(This article has appeared onBisnis.comwith the title "Coal Production Projection to Increase 2022, Entrepreneurs Don't Forget DMO Obligations".

The definition of policy put forward by Anderson in Nugroho, defines policy as "Andersen in Nugroho defines policy as "A relatively stable, purposive course of action followed by an actor or set of actors in dealing with a problem or matter of concern."

"Policy is a course of action that has a defined purpose
by an actor or a number of actors in overcoming a problem or problem.

While Koontz, Donnell and Weihrich say that policy is a guide in thinking to make decisions, these decisions are taken within limits. Decisions require action but are intended to require managers to make commitments.

In the formation of the task force which was divided into several field implementation teams, the implementation in the field was determined and decided by the management of PT Armada Bhumi Cakrawala and according to the researchers everything went according to the SOP that had been issued by the management of PT Armada Bhumi Cakrawala although there were slight deviations in the field but all of them still within the limits set by management.

## Other Factors

***Communication Factor:***

In communication, there are often significant obstacles because the coal production field is located in the forest, so that there are often misunderstandings in communication which results in the product and delivery of coal being somewhat disrupted.

***Clarity***

There is often unclear information and communication, because the direction of policy in the field often changes because it depends on nature, the weather is sometimes unfriendly

***Consumer***

There are often complaints from consumers, because coal deliveries are often late. This can happen if the river water shrinks then the vessel cannot transport coal, specifications may decrease due to weather factors, and mining is not good

***Facility***

The facilities provided by the management of PT Armada Bhumi Cakrawala are very adequate Each employee has used the SOP..Job Desk..Job Specifications so that there are no errors in the execution of the work, although sometimes there are errors, but everything can be minimized properly.Target

The coal production and sales targets are going well, as can be seen in the table below:

***Human Resources***

Human Resources or employees at PT Armada Bhumi Cakrawala all receive facilities according to the level of position and work assigned to each employee.

Human Resources at PT Armada Bhu Cakrawala can be seen in the table below

***Natural resources***

PT Armada Bhumi Cakrawala is a private organization that manages coal mines in the South Kalimantan area..Jambi..

***Attitude***

The attitude of the workers and leaders of PT Armada Bhumi Cakrawala supports each other and synergizes well

In order for all activities to run smoothly, management and employees often work in the field so that all understand and know how PT Armada Bhumi Cakrawala works, not only sitting behind a desk but also working together in the field.

## Closing

***Suggestion***

***Policy***

Policies in implementation in the field or plan site to be more focused and prioritized in the morning for local residents, so that there is an even distribution of life and good income for local residents

***Production***

Production can be further increased, there needs to be adequate storage space in the field, so that coal is easily carried and transported more easily also when there is a large enough demand, there are already reserves

***Specifications to be further improved***

***Sale***

Unstable sales, in order to be more supervised by employees who carry out activities in the field or site, so that orders requested by consumers are always maintained, both in volume and specifications

***Consumer***

Consumer requests to be able to be more on time delivery..right target..exact composition requested, so that payments can run smoothly

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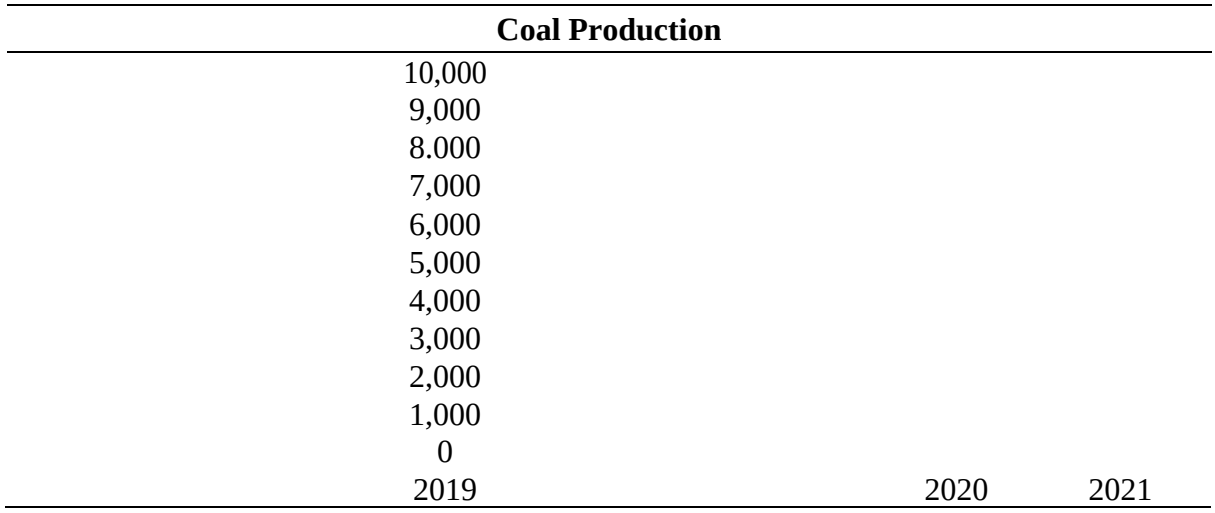


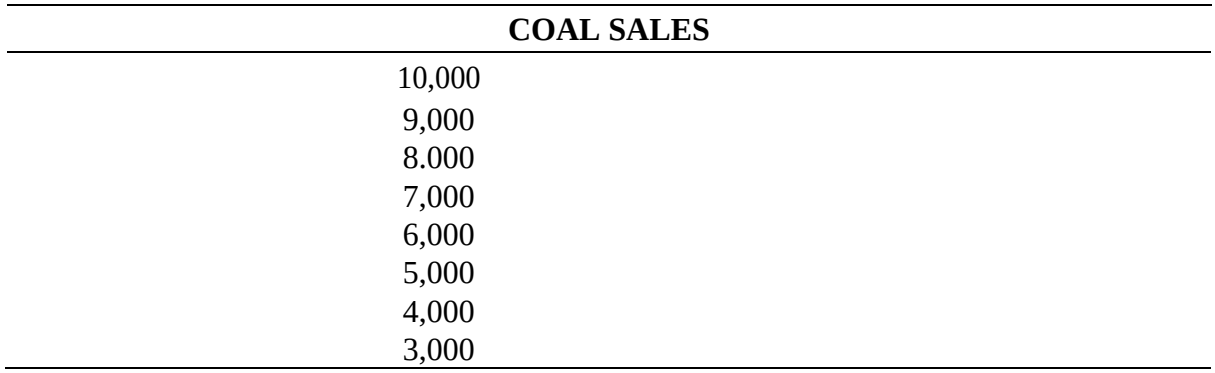

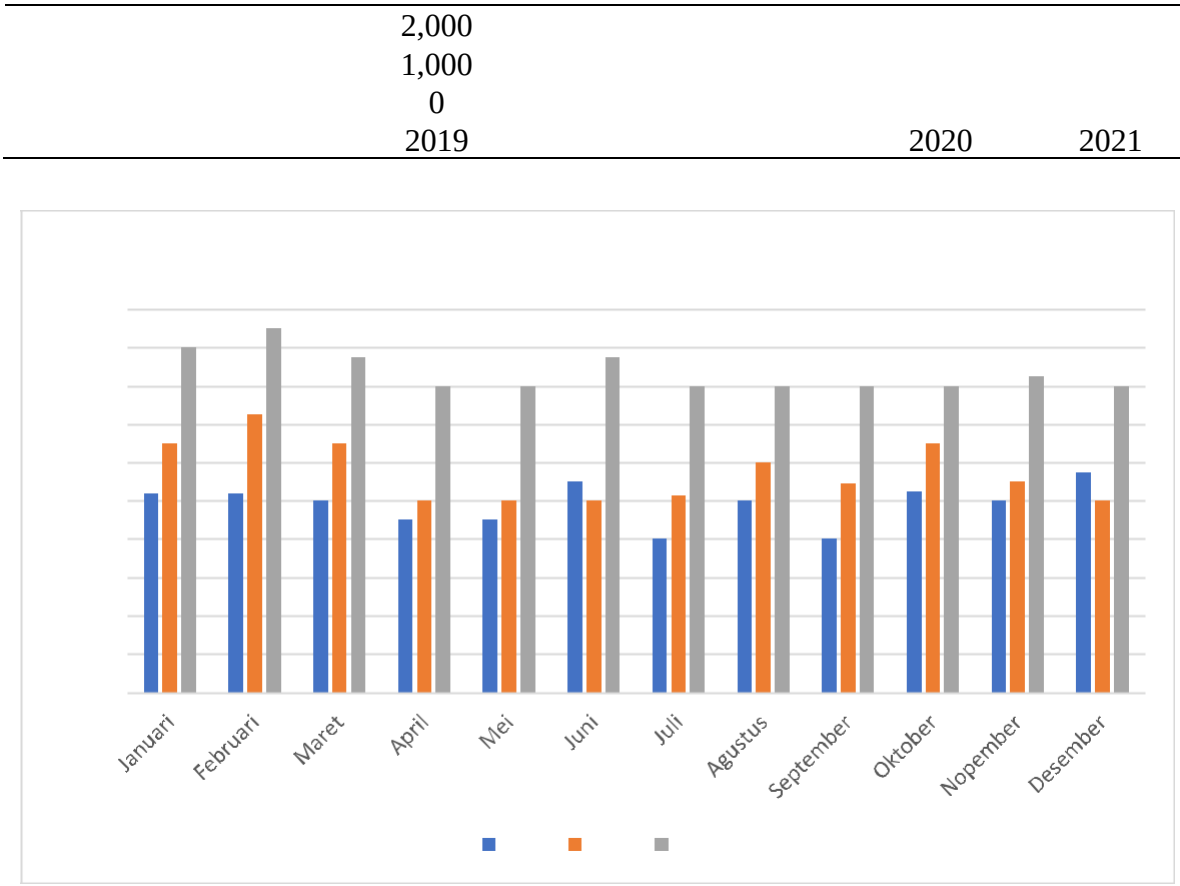
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