# BUKTI SUBMIT ARTIKEL, BUKTI ACCEPTED (LETTER OF ACCEPTENCE) DAN BUKTI REVIEW ANTARA CORRESPONDING AUTHOR DENGAN EDITOR/REVIEWERS

Submit	:	21 Juni 2018
accepted (Letter of Acceptence)	:	5 January 2019
Publish Online	:	Agustus 2019

A. Bukti Submit Artikel

Fwd: [IJSCM] Journal Registration Kotak Masuk

Emmy Lilimantik 8 Jan 2019
kepada saya

---------- Forwarded message ---------
From: **Prof. Dr. Md. Mamun Habib**
<mamunhabib@gmail.com>
Date: Thu, Jun 21, 2018 at 10:13 PM
Subject: [IJSCM] Journal Registration
To: Emmy Lilimantik
<emmy.lilimantik@unlam.ac.id>

Emmy Lilimantik

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Username: emmylilimantik
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Thank you,
Prof. Dr. Md. Mamun Habib

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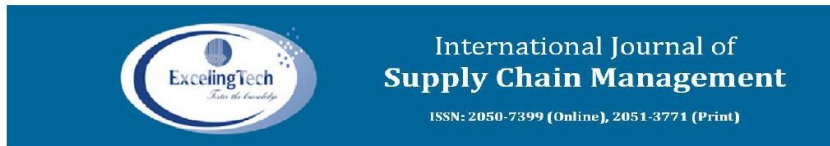
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Subject: Acceptance Letter

Dear **Emmy Lilimantik** and **Wildan Rafi:**

Congratulations!

Your Manuscript entitled *"Supply Chain Management in the Catfish Seed Market"* has been *accepted with minor revisions* for Volume 8, Number 4 of *International Journal of Supply Chain Management (IJSCM)* [ISSN 2050-7399 (Online), 2051-3771 (Print)] that would be published on August 2019. As per reviewers' comments which are defined at the email, you have to submit final manuscript (edited version) within **12th January**, *2019.*

Your Journal paper would be indexed in **Scopus (Elsevier),** DOAJ, EBSCO, Google Scholar, Scirus, GetCited, Scribd, Citeseerx, Newjour and so on.

We look forward to receiving your subsequent research papers.

Best Regards,

M. Habib

Assoc. Prof. Dr. Md. Mamun Habib
Editor-in-Chief
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C. Bukti review antara corresponding author dengan editor/reviewers

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[IJSCM] Editor Decision, Acceptance Lett

Dr. Md. Mamun Habib <mamunhabib@gmail.com>
to me, wrafi52

Dear Emmy Lilimantik:

We have reached a decision regarding your submission to Internation
Journal of Supply Chain Management, "Supply Chain Management in
Seed Market".

Our decision: Accepted with minor revisions.

Congratulations!

Reviewers Comments:

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define clearly the findings and novelties of this paper at "Abstract"
and "Conclusion".

4. Explain the recommendations based on your findings.

SUPPLY CHAIN MANAGEMENT IN ~~ANALYSIS OF THE CATFISH~~ CATFISH'S SEED MARKET ~~IN THE MUSTAFA. K'S COMPANY USING SUPPLY CHAIN MANAGEMENT CONCEPT~~
~~(a study case)~~

Emmy Lilimantik [1]
Wildan Rafi [2]

~~D.~~ [1] Lecturer of Agrobisnis Fishery Study Program, Lambung Mangkurat University.
~~E.~~ [2] Student of Agrobisnis Fishery Study Program, Lambung Mangkurat University.

SUPPLY CHAIN MANAGEMENT IN THE CATFISH SEED MARKET

ABSTRACT

This study aims to examinesobserve the concept of the Supply Chain Management in the Mustafa. K Ceompany in Sarang Halang Village, Pelaihari Subdistrict, in the Tanah Laut secondary Data that used in this study are primary and secondari datadata and, while the method Sampling method to examineobserve the supply chain model.
seeds from a different sourceZahra fish seed company because they have technical skill in terms three3 sizes of which are 1 inch, 1.5 inch, and 2 inches with the aim to minimize mortality rate it soldselling it to the fish farmers. and (c) The distribution systemof fish seeds to fish farmers the delivery distance, and the time of delivery., The company's(2) Supply Chain Model on (Company Agent of Zahra Catfish seeds), Distributors (Individual Company Mustafa. K), and Cuestoumers (the fish farmers).
Keywords-: Catfish, Mustafa K. Company, SCM coverage area, and Supply Chain Model.

INTRODUCTION

The rigors of today'sIntense business competition pushes the businessesman to make many of thesuch changes that being made is the development ofby developing a market efficiency 2016). Market efficiency is expected tois beneficial for both improve the states of the producers Improving supply chain management is the most important aspect of creatingTo create an system, the main thing that need to be improved is managing the supply chain. (Wilhelm, Blome, network of several companies that work together to deliver a product to the final consumer the Xu, Ruan, and Lu., 2017).

The SCM concept owes its emergence to the SCM concept emerged because of the awareness of the importance of the role fromimportance all participantof in producingcreating cheap, good quality products that are cheap, have a good quality, and fastquickly (Pujawan, planning, coordination, the control of raw materials, parts, and final products from suppliers to costumers. (Singh; Mishra., 2014).

SCM is a part of operational management (Li, 2014)., SCM will improves operational perfoemanceperformance in delivery time and reduces transaction costs, which means it will also Westbrook, 2001). Song, Li, Wu, Liang, and Dolgui (2017) discuss theexplained that there is a SCM implementation on product quality and innovation. SCM covers various activities ranging from raw material procurement, production, marketing, and transportation. (Pujawan, 2010; Zabidi, 2001).

Implementing The implementation of SCM concept in the fishery sector is expected towill improve the quality and quantity of fishery products. The quality of fish seeds has an important role in the fishery Fishery sector, especially in the filed of cultivation is influenced by the quality of fish seeds produced,as because itthe quality of fish seeds will affects the growth of fish (Alam, 2010). Good qualityIf the fish seeds quality is good, then theensure rapid fish growth and vice versa will be fast, otherwise if the quality of the fish seed is not good, then the growth will be slow, which has a direct effect. onSo it is very influential to the production (Karim, Keus, Ullah, Kassam, Phillips, and Beveridge., 2016).

People in South Kalimantan developed fFreshwater aquaculture is a cultivation activity that people in South Kalimantan developed, considering the potential of public waters are wide enough. One of the areas in South Kalimantan that cultivates fish is the Tanah Lauh Regency,

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Commented [A5]: Dear author, please note the revision to the title of your paper. The journal guidelines recommend a short concise title that conveys the essence of the study.

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with various fish species consist such asof Catfish, Patin, Nila, and Mas. Table 1 shows aquaculture production from 2014 until 2016 as per the Based on Performance Report of Fisheries Office of Tanah Laut Regency, 2016, freshwater aquaculture production from 2014

Table 1. Fish Cultivation data in Tanah Laut Regency 2014 - 2016

No.	Types of Fish	Amount of production per year (ton)			Total production (ton)
		2014	2015	2016	
1.	Catfish	430	1.370	1.250	3.050
2.	Nila	355	1.360	925	2.640
3.	Mas	345	1.360	940	2.645
4.	Patin	372	1.363	850	2.585

Table 1 shows that catfish are the most cultivated fish species in Tanah Laut Regency. The community likes this fish because the price is relatively cheap and the taste is good. Catfish Cultivation depends on the availability of seeds, mostly from hatchery cultivation techniques, as natural seeds are very difficult to obtain (Negara, 2015). The market for catfish seeds in Tanah Laut Regency depends on catfish consumption. High demand indicates a good seed market. The seed requirements also adjusts to the market needs of consumption, forming the seed market (Yulinda, 2012). Mr. Mustafa. K owns a company that provides catfish seeds, including information to fish farmers about fish seeds.

LITERATURE REVIEW

A central tenet of marketing is the importance of knowing customer needs, because without buyers, products become useless. A market-oriented producer plans to meet a particular need or market opportunity (Seitz, 2015). The next important activity is marketing, which delivers goods from producers to consumers through several marketing chains (Lilimantik, 2010). The marketing chain is a the flow of goods, activities, and information from producers to consumers (Madugu and Edward, 2011).

The supply chain is one part of the SCM system (Kozlenkova, Hult, Lund, Mena, and Kekec, 2015), which managing and delivering products efficiently usually set in an overall activity through upstream to downstream activities (Sauer, 2017). SCM is a complete chain management cycle from raw materials to suppliers, to operations to distribution to consumers (Dias, 2017). Oliver & Weber first proposed SCM in 1982 (Lambert, Cooper, and Pagh, 1998). James and Fitzsimmons (2004) argue that SCM is an approach system for delivering products to final consumers, using

information technology ~~that aims~~ to coordinate all supply chain elements ~~from suppliers to~~ (2010), SCM is managing the entire flow of information, materials, and services from raw materials through factories and warehouses to final consumers. Stevenson (2011) defines SCM as a strategic coordination of the supply chain ~~in order~~ to intergrate supply and demand SCM ~~'s concept is to~~ manages the flow of information, products, and services throughout the Taylor, Castillo, and Vidyarthi~~Russel at all~~, 2014). Further, Table 1 shows the coverage of SCM

Table 1. Coverage of Supply Chain Management (SCM)

Portion	Coverage of activities
Product Development	Conducting market research, designing new products, involving suppliers in the design of new products.
Procurement	Selecting suppliers, evaluating supplier performance, purchasing raw materials and components, monitoring supply risk, fostering and maintaining relationships with suppliers.
Planning & Control	Demand planning, demand forecasting, capacity planning, production planning, and inventory.
Operation / Production	Production execution, quality control.
Delivery / Distribution	Distribution network planning, shipping scheduling, maintaining relationships with shipping service companies, monitoring service levels at each distribution center.

Source: Pujawan (2010)

SCM aims to synchronize demand and supply as effectively and efficiently as possible (Stevenson, 2012). Companies must achieve strategic SCM goals to survive in the competition, which requires SCM to provide cheap, good quality products, vary, and on time (Pujawan, 2010).

RESEARCH METHOD

1. Research Sites

The study uses the purposive sampling method to determine research locations in the Mustafa K. Company in Sarang Halang Village, Pelaihari Sub District, Tanah Laut district, South Kalimantan Province.

1.1. Method and Research Data

This study uses the case study method. Case study method performs an intensive evaluation of a particular individual or company with a narrow area or subject (Neuman, 2014). Research subjects can be individuals, groups, institutions, or communities (Bungin, 2001).

This research uses primary and secondary data. The source of primary data is the survey and interviews with respondents (Nazir, 2011). The study uses the interview guide technique (Bungin, 2001). Interview guides usually contain detailed questions to obtain data or information by context and interview situations (Neuman, 2014).

Bungin (2006) explains that it is possible to obtain secondary data from the literature study and obtain supporting data from previous study results.

1.2. Data Analysis

A.1.2.1.   SCM Coverage Area

The study uses a qualitative method used to examineview the SCM coverage area is a the actual situation based onusing the data in the filed (Wilson, Natale., 2001). This method is research results of research and provides discussionas a material for discussion of research results (Miculeac, 2013). SCM coverage areas in this study include :

a.a) Activities to obtainget raw material / seeds
b.b) Production activities
c.c) Delivery activities.

B.1.3. Supply Chain Model

This study uses thee Snowball Sampling technique for its supply chain model in the method for indentifidentifiesying, selects,ing and taking obtains samples in a network to show respondents or between cases (Neuman, 2014). As samples, rRespondents as samples population, and sometimes not always easily to obtained directly in the field (Jan, Brace Govan., (2013), the snowball sampling technique is a method of sampling through the process of rollsing from one respondent to another, usually and usually this method is used to explain the social patterns or communication (sosiometric) of a particular community.

RESULTS AND DISCUSSION

a.2.   Respondent Characteristics

Mr. Mustafa. K's company was established insince 1997 at Sarang Halang Village, Sub-District, Tanah Laut District, South Kalimantan Province. Moving in the fishery sector, fish farmers with coversage the areas include Tanah Laut regency untillup to the Tanah Bumbu catfish seeds from the Zahra Company Agent Fish HarcheryHatchery in the Cindai Alus Village, Martapura Sub-District, Banjar District, South Kalimantan Province.

Mustafa K's individual company is a has been declared legal in the government institution because it already has an SIUP (Surat Izin Usaha Perikanan) or Fishery Business License, which is athe written permission from government agencies of meetingwith the government requirements that already set by the government. The SIUP is compulsory forshall be owned by every person who conducts aall in the fishery business activity.

The SIUP lists the obligations of each fishery company have SIUP listed inon (Article 1 Number 16 of Law Number 31 Year 2004 about Fisheries) and (Article 1 Number 16 of Law Number 31 year 2009 on Amendment to Law Number 31 Year 2004 concerning Fisheries).

b.2.1. SCM Coverage Area

A.2.1.1.   Activites to getObtaining catfish seeds.

Initially, Individual company owned by Mr. Mustafa. K's was established since 1997 at Blitar areas, using the Cargo Syamsudin Nor airport flight, with a minimmminim delivery 30.000 tail per triptime. With more thanCounted in 2000 catdish catfish farmers are increasing so cooperate with Zahra Company Agent, of Fish Seed which is managed by Mr. Reja inwih the

The Mustafa. K individual companyCompany interested to cooperates with the Zahra companyCompany to take the advantage of managerial expertise with variousand considerations such as managers of these companies have technical skills in terms of bending, packing seeds, and standard the equipment that they have already meet the technical standards. This ensures so that thea low death rate will be pressed and viewed from theand good quality of fish seeds in Zahra company that can categorized as good seeds.

After several years of working ~~together~~ with Zahra Company, ~~there was a~~ problem<u>s</u> ~~in the ownership~~ ~~changing hands~~ to Mr. Yayan. ~~Based on economic and technical~~ the Zahra Company for several reasons, <u>as follows</u>~~which are~~:

~~1.~~<u>a.</u> Mr. Yayan ~~also~~ has <u>the same</u> technical skills ~~in terms~~ of bending and packing seeds, in equipment ~~that has also met the~~<u>of</u> technical ~~strandards~~<u>standard</u> ~~so that death rate will be~~

~~2.~~<u>b.</u> ~~As~~<u>Because</u> they already know the ~~price and the~~ purchase value, ~~so~~ it is easy to set the purchase price ~~to both, so both have the benefit~~<u>, which benefits both companies</u>. ~~So untill~~

2.2.   ~~2. The maintenance activities~~<u>Maintenance</u> **of catfish seeds in Mustafa K** <u>**C**</u>**~~c~~ompany**

Catfish breeding criteria in this company consists of <u>three</u>~~3~~ sizes<u>,</u> which are 1 inch, 1.5 inch, and 2 inch ~~with the aim~~ to minimize mortality rates and ~~pay attention to~~<u>focus on</u>~~the~~ quality of catfish seeds as per ~~Based on the Mustafa. K~~<u>the</u> company<u>'s</u> annual records~~, catfish seeds~~

Table 2. ~~M~~Data on the ~~m~~aintenance of catfish seeds in Mustafa K. Company. ~~from~~ 2000—2016

No.	Year	Total Production (Per/fish size 1 inci)	Total production (Per/fish size 1.5 inci)	Total Production (Per/fish size 2 inci)
1.	2000	50.000	65.000	35.000
2.	2001	40.000	50.000	30.000
3.	2002	80.000	75.000	23.000
4.	2003	80.000	125.000	135.000
5.	2004	35.000	175.000	10.000
6.	2005	200.000	180.000	50.000
7.	2006	221.000	170.000	12.000
8.	2007	30.000	250.000	17.000
9.	2008	20.000	150.000	30.000
10.	2009	47.000	185.000	209.000
11.	2010	236.000	160.000	53.000
12.	2011	54.000	120.000	185.000
13.	2012	172.000	140.000	45.000
14.	2013	213.000	180.000	21.000
15.	2014	40.000	245.000	30.000
16.	2015	372.000	250.000	23.000
17.	2016	36.000	200.000	174.000

Source~~:~~ Mustafa~~.~~ K C~~c~~ompany annual record~~.~~

2.3. ~~3.~~ **Delivery** ~~activities~~ **of catfish seeds** ~~from Mustafa K. Companny~~ **to** ~~the~~ **fish farmers**

The distribution of fish seeds ~~to fish farmers~~ covers ~~the~~ Tanah Laut district to Tanah Bumbu district. ~~The method used in terms of distribution is P~~prior to transportation, ~~first~~ catfish seeds undergo~~is~~ acclimatization through~~, which seeds will~~ fasting~~.ed~~ a day before distribution, to adapt them ~~with the aim for the process of~~ to water and the ~~adaptation of~~ temperature ~~and water adaptation at the time of~~during dissemination ~~process~~.

~~Transportation used in the delivery of fish seeds using F~~four-wheeled vehicles deliver the seeds; therefore, special ~~so it must really have an attention or special~~ care is necessary ~~to various aspects in order~~ to minimize losses, including ~~a number of losses, that included~~ :

a. Minimum order quantity of seed~~s.~~
   Minimum order at the Mustafa K individual company is 1.000 catfish seeds~~.~~

b. Distance ~~d~~Delivery

The cost of transport depends upon the ~~further the distance , the~~ delivery distance~~will have more~~

~~a.~~• The delivery area is limited to Tanah Laut regency ~~only.~~, then ~~T~~the company ~~will directly the~~ fish farmer~~s~~ without any transportation cost but adds it for ~~while for the delivery~~ areas Bumbu regency, ~~the company will add the transpotation cost depent on how far the~~

~~b.~~• Fish ~~darmers~~farmers can ~~purchase~~take seeds directly ~~from~~in Mustafa K ~~C~~company.

c. ~~The D~~delivery time~~.~~

To minimize ~~a loss in Mustafa K company~~losses, the company does not deliver the seeds directly ~~seeds~~, but initiates a waiting period ~~, then seed is not directly delivered, but usually it will have~~

~~c.~~**2.4. Supply Chain Model**

Picture 1 shows the supply chain model based on data from research sites.~~Based on data~~
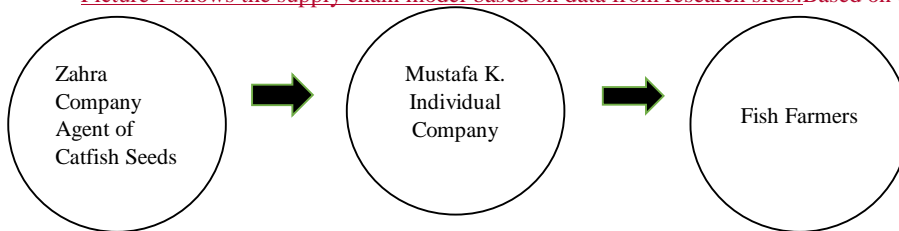
~~Figure~~Picture 1. Supply chain patterns at Mustafa K. Individual Company

Picture 1 ~~shows~~explains that the marketing chain ~~at Mustafa K individual company only~~ purchase of~~sale~~ seeds ~~of seeds~~ from Zahra Company ~~Agent of Catfish seeds to the Mustafa K~~

1. The~~ir long association ensures no disadvantages to either company~~y already cooperating and
2. Zahra Company ~~Agent of Catfish seeds~~ has good seed~~s and expert~~ quality labor resources~~and people who work there have good skills to their area of expertise~~.
3. The Zahra Company has an efficient s~~S~~ervice system resulting in quick ~~at the company of Zahra Company Agent of Catfish seeds is good because of the schedule accuracy between the~~ supply and packing of catfish seeds ~~are fairly fast~~.

~~In the impementation of the i~~nstitutions ~~involved~~ in the marketing chain of c~~h~~atfish seeds in

1. Suppliers (~~ ~~Zahra Company Agent of Catfish Seeds)
    The network ~~begins~~began when the Zahra Company ~~Agent of Catfish seeds~~ ~~to inform~~ that the catfish seeds are ready ~~to be takin~~ in accordance with the minimum order
2. Distributor (Mustafa K Individual Company)
    Travel~~This individual company will directly t~~ approximately 90 minutes to obtain~~ake the~~ Furthermore, ~~Mustafa K Individual Company will~~ inform~~confirm to~~ the fish farmer that the
3. ~~Costumers~~ Customers (Fish Farmers)
    Fish Farmers obtain~~get~~ confirmation from Mustafa K. Individual Company about their F~~f~~ish farmers will immediately ~~tell the location to~~inform the Mustafa K. Individual to the ~~Mustafa K. Individual c~~Company for the successful execution of transaction~~so that the~~

CONCLUSION AND RECOMMENDATIONS

3. Conclusion

~~ONCLUSION~~

~~1.~~a. Activities to obtain~~get~~ catfish seeds

Mustafa K ~~company~~Company obtains~~get the~~ seeds from the Zahra Company ~~Agent of~~ Banjarbaru, as the latter ~~, because of Zahra company~~ possesses~~has~~ the technical skills ~~in terms~~ of equipment~~s that met the standards,~~ which reduces the ~~so that the~~ death rate and improves ~~will be~~

~~2.~~b. The ~~M~~maintenance ~~activities~~ of catfish seeds in Mustafa K company before ~~being sold to~~

Catfish breeding criteria ~~in this company~~ consists of three~~3~~ sizes, which are 1 inch, 1.5 minimize mortality rates and ~~pay attention to~~focus on~~the~~ quality.

~~3.~~c. Delivery ~~activities~~ of catfish seeds from Mustafa K. Company~~n~~ to ~~the~~ fish farmers

The distribution ~~of fish seeds to fish farmers~~ covers Tanah Laut District to Tanah Bumbu method consists of~~while the method used in the process of shipping fish seeds is a method of~~ minimum number of seed reservations, delivery distance, and ~~when~~ delivery time.

~~3.~~ The s~~S~~upply c~~C~~hain at the Mustafa K Individual Company ~~only~~ consists of only one from the purchase~~sale~~ of seeds from the Zahra Company ~~Agent of Catfish seeds to the Mustafa K~~ involved include:~~.~~ Suppliers (~~-~~Zahra Company ~~Agent of Catfish Seeds~~), Distributors (Mustafa K Customers (fish farmers).

4. ~~RECOMMENDATIONS~~Recommendations

Although the company is meeting the needs of~~Needs of~~ fish ~~catfish seeds in~~ farmers developing ~~their own~~ fish seeds and optimizing services, ~~so the service for~~to fish farmers ~~can be optimized~~.

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