

Bagaimana caranya para petani di
Malaysia memiliki pabrik pupuk ?

Sebuah pengamatan berdasarkan
pengalaman PT Rekayasa Industri
membangun pabrik pupuk NPK di
Kedah, Malaysia

Pada tahun 2002 s/d 2004, kami membangun pabrik pupuk NPK di Kedah, Malaysia milik petani Malaysia



Petani Malaysia tersebut bergabung dalam organisasi NAFAS. Apakah itu NAFAS ?



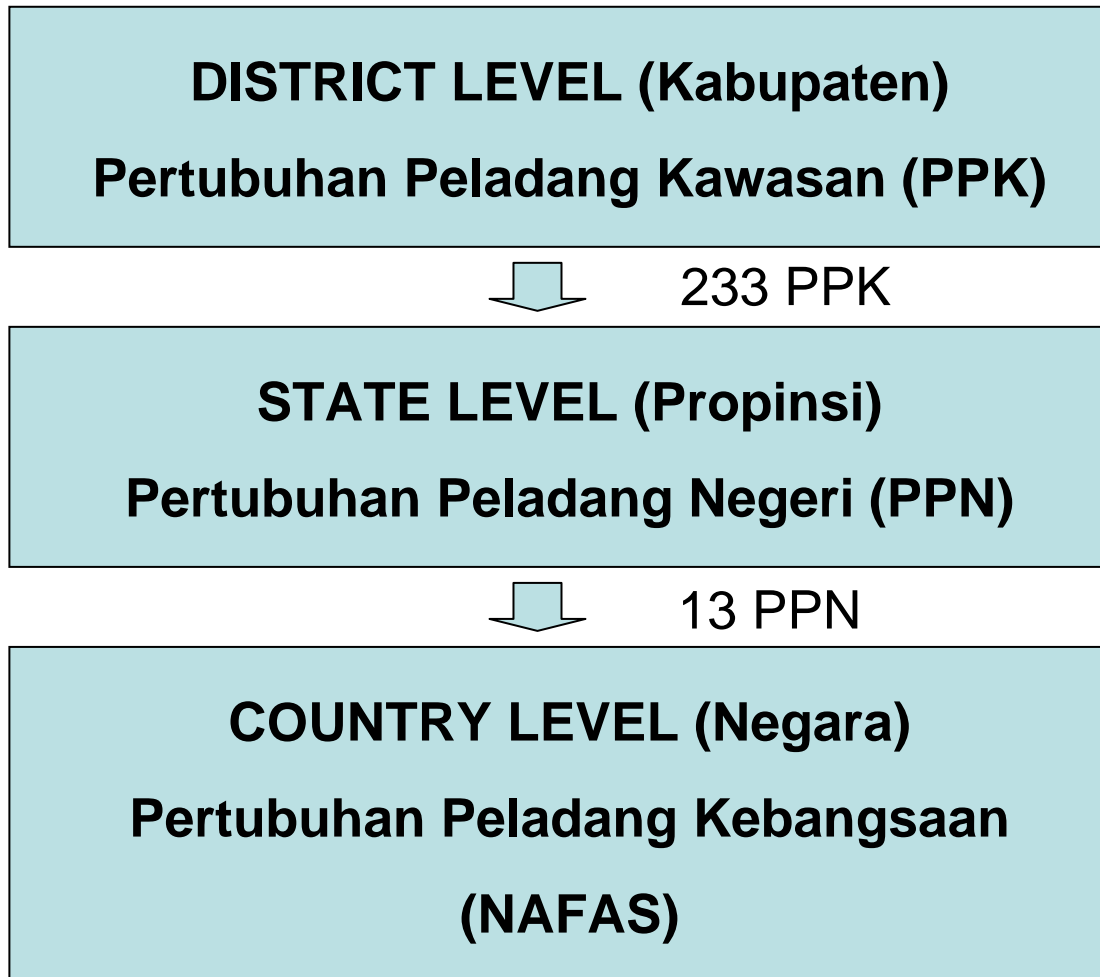
NAFAS

**PERTUBUHAN PELADANG KEBANGSAAN
(NATIONAL FARMERS ORGANIZATION)**



NAFAS Adalah perusahaan yang dimiliki petani Malaysia

650.000 Petani



BAGAIMANA SEJARAH NAFAS ?

- The National Farmers Association (known as NAFAS) was established on 31 March 1972
- NAFAS is an overseeing body for Farmers Associations registered under the Farmers Association Act 1976.
- The Farmers Associations and core collaborating farming companies have merged to form the regional level Farmers Organisation in accordance to the Farmers Organisation Act 1973 (Act 109).
- Then in 1984, National Farmers Association was re-registered as the 'National Farmers Organisation'.

Apa misi NAFAS & tujuannya ?

NAFAS MISSION

An institution to spearhead the activities of the farmers' organisation as a fully capable business entity.

NAFAS OBJECTIVES

NAFAS is the core in a solid movement involving farmers and other institution for mutual benefits. Plus, NAFAS plays the role of a “mover” towards the prosperity of farmers and agricultural progress. The objectives are as follows:

1. To raise economic and social standards of members
2. To increase knowledge and expertise of members
3. To boost production and revenue of members
4. To improve the members' lifestyles
5. To create a progressive farming community which is dedicated, peaceful and united

**PERUSAHAAN-PERUSAHAAN
YANG DIMILIKI OLEH NAFAS**

NAFAS TFI Sdn Bhd

seedlings support company

Products sold :

1. Pure Oil Palm seeds
2. Tenera (DXP) Oil Palm seedlings - 1 to 12 months
3. Creeping legumes
4. Multiple types of sowing polybags
5. Poisons and agricultural fertilizers,
6. Compost fertilizers,
7. Humiiorie Fertilizer,
8. Kadostim Kokei Nugget Fertilizer, etc.
9. Various types of local and imported fresh fruts and vegetables



NAFAS JENTERA Sdn Bhd

Agricultural machinery trading and services company



NAFAS BAJAKIMIA Sdn Bhd fertilizer & chemical company

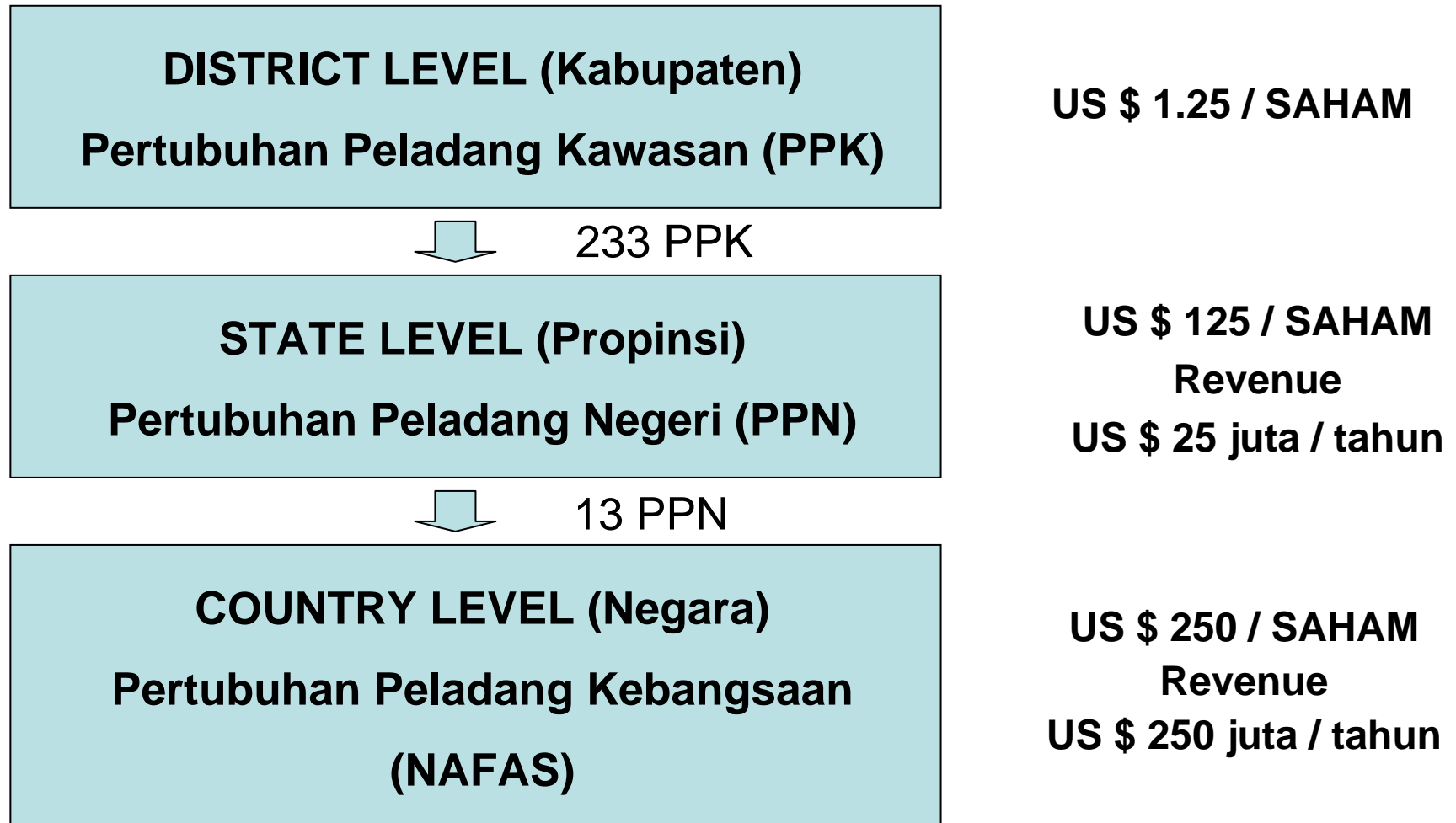
Products sold :

- MOP, CIRP, UREA, Ammonium Sulphate, Kieserite, Ammonium Phosphate & Ammonium Nitrate-based fertilizers
- Composite fertilizers - According to customer needs
- Compound fertilizers
- Organic fertilizers
- Agricultural chemicals - Herbicides, termite poisons, insecticides
- Agricultural/ estate equipment



CARA NAFAS “ME-RAISE EQUITY” UNTUK MEMBANGUN PABRIK PUPUK

650.000 Petani



NAFAS akhirnya memiliki pabrik pupuk NPK senilai US \$ 50 juta

PERUSAHAAN	PAID UP (RM)	%
NAFAS	56,000,000 (\$ 14 jt)	80
Petronas Fertilizer (Kedah) Sdn. Bhd.	14,000,000 (\$ 3.5 jt)	20
	<hr/> <u>70,000,000 (\$ 17.5 jt)</u>	<hr/> <u>100</u>



cara NAFAS menghimpun dana untuk proyek pupuk NPK

EQUITY

- Dana dari member
- Jaminan tanah dari member
- Jaminan produk dari member

LOAN

- Pinjaman dari Bank
- Grant dari pemerintah Malaysia

Bisakah petani Indonesia membangun industri secara mandiri ?