

# OPTIMIZATION OF TURNOVER THROUGH IMPROVING THE QUALITY AND PRODUCTIVITY OF PROCESSED GAR-DERIVATIVE PRODUCTS IN KWALA BEGUMIT VILLAGE, STABAT DISTRICT

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## Abstract

*Agarwood is a tree from the genus Aquaria which generally grows in Southeast Asia and South Asia. The Cagar Jaga Nusantara Cooperative is a cooperative that works to promote and preserve agarwood plants as a commodity that produces a positive impact on humans. Apart from empowering this cooperative, this cooperative also directly participates in the processing of agarwood plants, processing various types of derivative products made from agarwood, such as agarwood soap, coffee, agarwood tea, agarwood buhur (incense), agarwood sapwood and distilled water. Activities that have been carried out include training, education and teaching to the team to improve the quality and productivity of 'Herbal Agarwood Tea'. The potential for developing other processed agarwood products, such as soap and distilled water, will be studied further. This has the opportunity to increase the amount of money generated. Businesses will become more creative with this training, and it can open up jobs for the local community. Therefore, it is hoped that business people will become pioneers of Agarwood Products in North Sumatra.*

**Keywords:** Agarwood; Quality; Productivity

## INTRODUCTION

Agarwood plants (*Aquilaria malaccensis*) which grow abundantly in tropical countries including Indonesia are known as Agarwood, Eaglewood, Aloewood, Lignaloos (Huda et al. 2009; Pranakhon et al. 2011 in Angga, Y et al. 2021). In Indonesia, this plant is often found in Sumatra, Bangka and Kalimantan. Agarwood is a local and global commodity product. Southeast Asia, with Indonesia as one of the largest agarwood producers, has actually been providing agarwood products which are traded locally and internationally for a long time.

The uses of agarwood tree trunks can be classified into four parts;

1. Agarwood sapwood is wood that comes from trees or parts of trees that produce agarwood, containing mastic with a strong aroma, characterized by its black or blackish color alternating with brown.
2. Kemedangan is wood that comes from trees or parts of trees that produce agarwood, contains mastic with a weak aroma, is characterized by its grayish white to brownish color, coarse fibers and soft wood.
3. Agarwood resin is a type of solid and soft resin, which comes from trees or parts of trees that produce agarwood, with a strong aroma, and is characterized by its brownish black color.
4. Agarwood ash is wood powder produced from the process of grinding or crushing agarwood left over from cleaning or scraping.

With the development of industrial science and technology, aloes are now not only useful as ingredients for the perfume industry, but can also be used clinically as medicine. Agarwood can be used as medicine, aroma therapy, stress reliever and cosmetics (facial care and skin softening). Therefore, this program will optimize turnover by increasing the quality and productivity of processed gaharu derivative products. The use and processing of gaharu is growing quite rapidly as time goes by so that the use of gaharu is not only for the wood but all parts of the leaves, roots and wood have high utilization value to be processed into a product that is efficient and has a high buying and selling value. on the market. With this, the cooperative located on Jalan Pinang 2, Kwala Begumit Village, Stabat District, Langkat Regency, North Sumatra Province is carrying out innovations, one of which is the use of agarwood leaves to produce agarwood tea. The development of the gaharu industry is needed to foster the creativity of business actors and has the potential to

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open up new job opportunities for the surrounding community. With the existing potential, the products produced by the Cagar Jaga Nusantara Cooperative in the form of sapwood, tea, distilled water, coffee and agarwood soap need to be supported to increase production and marketing more seriously.

**2. METHODS**

The entire service team carried out outreach to the community located in Kwala Begumit Village, Stabat District, which received a warm welcome during the outreach activities and the community actively asked questions during the discussion.

This Community Service takes place in three stages of activities, namely:

1. Socialization regarding improving the quality and productivity of management of Agarwood derivative products in Kwala Begumit Village
2. Socialization about the use of processed agarwood derivative products

**3. RESULTS AND DISCUSSION**

The socialization regarding Optimizing Turnover Through Improving the Quality and Productivity of Processed Agarwood Derivative Products in Kwala Begumit Village, Stabat District was carried out by Dr. Yasmin Chairunisa Muchtar, SP., MBA conveyed how to improve the quality and productivity of processed gaharu derivative products to increase the turnover of local communities.



**Figure 1 Handover of Goods to Increase Productivity of Agarwood Products**

Socialization regarding turnover optimization was carried out by Adika Fajar Putra SEI., MM. In this case, it was conveyed to partners that there was a need to use social media to increase sales of gaharu derivative products.



**Figure 2. Socialization of Processed Agarwood**

Socialization regarding the use of gaharu derivative products was carried out by Dr. Yasmin Chairunisa Muchtar, SP., MBA. In this case, it was conveyed to partners that in the future, the potential for developing other processed agarwood products, such as soap, distilled water, coffee and gumpal, has the opportunity to increase income. And it is hoped that it will open up employment opportunities for the local community



**Figure 3. Socialization of the Use of Agarwood Derivative Products**

#### 4. CONCLUSION

The socialization carried out went well in accordance with the plans that had been carried out previously.

#### 5. ACKNOWLEDGMENTS

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