



ANALYSIS OF THE PROCESS OF MAKING AND SELLING TRADITIONAL PALM SUGAR IN DARUNGAN VILLAGE

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Abstract :

This study aims to describe the process of making and marketing palm sugar in Dusun Darungan, Tlogosari Village, Tiris District, Probolinggo Regency. The research method used in this study is qualitative with a descriptive approach. The findings reveal that the process of making palm sugar in Dusun Darungan still uses traditional tools, which involve several stages: tapping the sugar palm, slicing, processing, molding, and packaging. The sap is collected twice a day, in the morning and afternoon, using traditional tools made of bamboo (bumbung). The sap is then boiled until it thickens and turns reddish-brown before being molded and packaged. The packaged sugar is then sold through a direct marketing system to collectors at a lower price than the market price. This study provides insights into the importance of local wisdom in maintaining the quality of palm sugar and the dynamics of marketing that involve mutual help principles between the community and collectors. The findings are expected to contribute to the development of more efficient and sustainable palm sugar production and marketing.

Keywords: Palm sugar, Production process, Local wisdom

INTRODUCTION

According to Yulia in Nadya (2024:1789), the sugar palm tree (*Arenga pinnata*) is one of the agricultural raw materials that plays an important role in the economic sector for the various products it produces. All parts of the sugar palm tree can be utilized, starting from the physical parts of the tree and from its production results. The sugar palm tree is a versatile plant that has long been known for its various benefits. Almost every part of this plant and its by-products have economic value. Its sap can be processed into palm sugar, while its trunk is used to make palm flour. Unripe fruit is processed into sugar palm, its leaves are made into roofing materials, its ribs can be made into brooms, and its fibers are used for various crafts. The benefits of the sugar palm tree are directly felt by the community both in and around the forest area through traditional applications.

Sugar palm is a type of palm plant in Indonesia. The sugar palm plant produces a bundle of liquid from cutting bunches which is commonly called palm sap (dhenguh). Palm sugar is made from palm sap that is heated until it thickens. According to Sjamsiwarni (2021:28) The content of fresh palm sap (dhenguh) contains 13.9-14.9% total sugar, 0.4% ash content, 0.2% protein content, 0.02% fat content. The pH value of the palm sap that has just dripped from the bunch is around 7. In addition, palm sap also contains organic acids such as layers, ascorbic acid, lactic acid, acetic acid, citric acid, pyroglutamic acid, and fumigation acid, which play a role in forming brown sugar flavor. According to Rosy Hutami (2023:121) The sweet taste of palm sap is influenced by several components such as sucrose, glucose, fructose and carbohydrates. The process of tapping the sap is

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carried out twice a day, namely in the morning and evening with a different amount of sap income each day. The palm sap obtained from tapping in the morning is more than the results of tapping in the afternoon. Palm trees usually only grow in highland areas, rural areas. One of the villages that produces palm sugar is Tlogosari Village, Darungan Hamlet. Darungan Hamlet is one of the hamlets located in Tlogosari Village, Tiris District, Probolinggo Regency, some of whose people produce palm sugar with a traditional manufacturing process. Making palm sugar done traditionally requires more energy and takes longer than the factory. According to a short story from our ancestors about Darungan Hamlet. This hamlet is named because the majority of its residents produce palm sugar in the traditional way and have a small hut in each field called "derung". So this hamlet is called Darungan Hamlet. Based on this study, the author is interested in analyzing the manufacturing and marketing process of palm sugar in Darungan Hamlet.

The formulation of the problem in this study is: how is the process of making palm sugar in Darungan hamlet? And how is the marketing of palm sugar in Darungan hamlet? In accordance with the formulation of the problem above, the purpose of this study is to describe the process of making palm sugar and to describe the marketing of palm sugar in Darungan hamlet. The benefits of this study are expected to provide a detailed explanation of the process of making palm sugar and its marketing. It can also be used as a reference by further researchers. The limitations of this study focus on the process of making palm sugar and its marketing.

RESEARCH METHODS

This research uses a qualitative method that uses a descriptive approach. According to Moleong in Goziah (2021:76), the qualitative method is a procedure that produces descriptive data in the form of written or spoken words about individual characteristics, conditions, symptoms of certain groups being observed. In this research, the author wants to describe the process of making palm sugar and its marketing. This research was conducted in Darungan hamlet, Tlogosari village, Tiris district. The time for carrying out this research was 2 days. The subjects in this research were palm sugar craftsmen and wholesalers. The data collection technique uses observation and in-depth interviews. Interviews are a data collection technique by asking in-depth questions to informants to produce valid data. Interviews were conducted with palm sugar craftsmen to obtain valid information about the process of making palm sugar and its marketing as well as the obstacles faced during the manufacturing process. Observation is going directly to the place you want to analyze so that the researcher knows the actual situation. Observations were carried out to see directly the process of making palm sugar in Darungan Hamlet.

RESULTS AND DISCUSSION

Based on the results of the author's observations and interviews, the following explains the process of making and marketing palm sugar:

Palm Sugar Making Process in Darungan Hamlet

The making of palm sugar in Darungan Hamlet still uses traditional tools. Traditional knowledge is also often referred to as local wisdom. Traditional

knowledge arises from the results of the interaction between community experience and the knowledge they have as an effort to sustain their lives. Ni Putu Swanderwi (2020). This traditional tool is used because of the lack of development in technology, also because of the tradition that makes it difficult for craftsmen there to change it. The process of making palm sugar uses traditional tools that certainly require more energy and more time used. The results obtained are not inferior to modern tools. The manufacture of palm sugar has several stages, namely: slicing, processing, printing and packaging. After drying is complete, the palm sugar is sorted first, then the palm sugar that is suitable for sale is then picked up by collectors to be sold in traditional markets and nearby shops. The following describes the process of making palm sugar:

Palm Sugar Slicing in Darungan Hamlet

The first process in making palm sugar is slicing. Sometimes before slicing, the sap stalks (dhenguh) are beaten for 1 month in a row. In order to produce more sap water (dhenguh). This slicing is done twice a day, namely in the morning at 04:00 and in the afternoon at 16:00. The sap water (dhenguh) taken in the morning is more than in the afternoon because the weather at night is cold. After the sap water stalks (dhenguh) are cut, the sap water is then placed in a container with a tube and tied (a traditional tool made of bamboo used to hold sap water), and tied to secure it, then left for one day until full. After the tube is full, it is replaced with a new tube. The size of the tube is around 5-6 liters.

The age of the sap stalk (dhenguh) that is ready to be harvested must wait four to five months until the dhenguh stalk is ready to be harvested, the signs of the dhenguh stalk are ready to be harvested, the sap flower (dhenguh) is brownish black. The sap is taken twice a day in the morning and evening, each time the sap is taken (dhenguh) one tube is obtained, one tube contains five liters.

One of the obstacles found when slicing palm sugar is the weather. During the rainy season, the sap stalk (dhenguh) is exposed to rainwater too often, this affects the quality of the sap produced, in addition, during the rainy season the sugar palm tree becomes slippery so that it hinders the collection, another obstacle in collecting sap (dhenguh) is interference from wild animals.

Palm Sugar Processing in Darungan Hamlet

After the sap is taken, the next stage is the processing stage. In the processing of palm sugar, traditional tools are still used, there are several tools used, namely a stove, a large frying pan of firewood and a spatula, the processing of palm sugar takes about 3-4 hours. The processing of palm sugar is done by stirring it periodically, so that it cooks evenly until the sap (dhenguh) thickens. Signs that the sap is cooked are the color of the sap changing to slightly brownish, the sap thickening and there are explosions in the sap when it is cooked. After the sap (dhenguh) thickens, it is removed from the stove and left for a few minutes while stirring until it hardens and cools, then enters the molding stage.

Good quality palm sap will be reddish brown when processed, while poor quality palm sap will be black. Poor quality palm sap is usually left until there is new palm sap. Then it is cooked again to improve the quality of the palm sap.

Palm Sugar Printing and Packaging Process in Darungan Hamlet

After the palm sap (dhenguh) thickens, the last stage is the molding stage. The molding tool used in the processing of palm sugar uses small bamboo that is cut. Before being put into the mold, the palm sugar is left to stand and stirred, and the mold is watered first so that the palm sugar does not stick when dry. The molding time for palm sugar is approximately 30 minutes until the palm sap is completely dry. The obstacle in the molding process is that it cannot be left for too long because it will make the processed product harden and that is the cause of production failure.

Packaging of palm sugar is done when the palm sugar is completely dry after being molded. The packaging tool used is still traditional, namely using leaves. Packaging using leaves has been used for generations because it maintains the aroma of palm sugar. Craftsmen can produce 20 packs for each palm sugar processing. Every 10 packs the people there call 1 bodong (1 bodong is 10 packs of palm sugar). One pack of palm sugar contains 12 palm sugar seeds.

Selling Palm Sugar in Darungan Hamlet

Sales of palm sugar in Darungan Hamlet, the sales system is that it is visited directly by collectors (wholesalers). Although the income obtained is lower compared to selling directly to the market. This system is carried out because Darungan Hamlet has the principle of helping each other. When using this system, no one is harmed from either party, because both get benefits, it is also a tradition in Darungan Hamlet.

Each sap extraction can produce 20 packs of palm sugar, each pack of palm sugar costs 13,000. It can be concluded that the profit of palm sugar craftsmen is 300,000 per extraction. The price of palm sugar sold to wholesalers is 13,000 per pack. Wholesalers sell palm sugar to the market for 15,000. So, the profit of the palm sugar wholesaler is 3000 per pack. So if the wholesaler buys 1 ton, just multiply the income of 3000 rupiah. If 1 kilo is 3000 rupiah multiplied by 3000 kilos, the income is 9000000 rupiah per ton.

CONCLUSION

The explanation above, the author can conclude that there are several stages in the process of making palm sugar, namely, beating the stalks of the sap before slicing, this aims to make more sap come out, the next stage is slicing, slicing palm sugar using traditional tools, namely using cleaned bamboo containing 5 liters. The next stage is processing. Processing is carried out for 30 minutes with periodic stirring so that the palm sugar does not burn. The next stage is printing. Before printing, the printing tool is given water first so that the palm sugar does not stick to the container. The last stage is packaging. The tool used in packaging is dry leaves.

Palm sap is taken twice a day, in the morning and evening. Using a tool made of bamboo (bumbung). After taking the palm sap, the palm sap is cooked for 3-4 hours until the palm sap thickens and changes color to reddish brown. The next stage is printing. Palm sugar printing time is about 30 minutes. The last stage is packaging. Darungan Hamlet packs palm sugar using leaves. The marketing system used is picked up directly by the contractor. The palm sugar sales system used in Darungan Hamlet is picked up directly by the contractor. This system is used because it is a

tradition in Darungan Hamlet, and is difficult for the community to change. Also has the principle of helping each other.

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