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SUBSIDED FERTILIZER DISTRIBUTION IN SIDRAP DISTRICT

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ABSTRACT

Subsidized fertilizers have an important and strategic role in increasing agricultural productivity, but there are problems in their distribution that make farmers feel the scarcity of fertilizers. This study aims to evaluate the effectiveness of the distribution of subsidized fertilizers and determine the efficiency of the distribution of subsidized fertilizers in Sidrap District. Data collection was carried out by interviewing 12 farmers from 6 retailers and 3 distributors using accidental sampling technique. To identify the formulation of the problem, a quantitative descriptive analysis method was used with the percentage of farmers using subsidized fertilizer in accordance with the principles of the right type, amount, price, place, time, quality and to measure the efficiency of distribution can be tested using the marketing margin value. The results of the study showed that the distribution of fertilizers in Sidrap Regency as a whole was effective and efficient. Problems in the distribution of fertilizers in Sidrap Regency include the slowness of farmers in placing orders for fertilizers so that retailers need some time to restock fertilizer according to the needs of farmers, retailers sell fertilizers to other than farmer groups while farmers buy fertilizers not through farmer groups, farmers object to fees to groups farmers so that farmers buy fertilizer directly from retailers. Authors suggested to improve the fertilizer requirements database, socialize the official flow of subsidized fertilizer distribution for retailers and farmers, structure the location or scale of the retailer's business, and set a lower and upper limit for fertilizer distribution transportation costs.

Keywords: *effective, efficient, Sidrap Regency, subsidized fertilizer*

BACKGROUND

Subsidized fertilizers have become quite a polemic lately due to complaints from farmers about the scarcity and high cost of subsidized fertilizers that reach farmers even though subsidized fertilizers aim to help farmers who are mostly poor with very limited capital ownership and access to sources of capital which causes them to experience difficulties in efforts to increase production and farm income (Hadi et al., 2009; Hatta et al., 2022). In optimally increasing the effectiveness and benefits of fertilizers, fertilizers must reach farmers with the following principles: the right amount, dosage, type, price, quality, and timely manner. In order to realize this, the role of the government and institutions is needed to try to improve the distribution of subsidized fertilizers for development agriculture (Arsyad et al., 2021; Wahyudi et al., 2021).

Procurement and distribution of subsidized fertilizers for the agricultural sector to farmers must pass through four distribution lines. Line I is the location of the fertilizer warehouse in the

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producer's factory area. Line II is the location of the producer's warehouse in the provincial capital area. Line III is the location of the producer's and/or distributor's warehouse in the district or city determined by the producer. Distributors have an obligation to ensure the smooth distribution of subsidized fertilizers. And line IV is the location of the warehouse or retailer's kiosk in the sub-district or village area determined by the distributor. Retailers have responsibility for the distribution of subsidized fertilizers to farmer groups in areas that have become their responsibility (Nugroho et al., 2018).

The allocation of subsidized fertilizer in South Sulawesi refers to the needs of each district in South Sulawesi. Sidrap Regency is one of the regencies in South Sulawesi with a high production of agricultural products. The majority of the population in Sidrap Regency make a living as farmers, especially rice farmers whose fertilizer needs are quite large. Sidrap Regency has several distributors of subsidized fertilizers, with these distributors it will facilitate the distribution of subsidized fertilizers until they reach the hands of farmers.

The distribution of fertilizers in Sidrap Regency has been implemented starting from the needs planning stage until the distribution system to fertilizer users is in accordance with Permentan No. 41 of 2021 concerning Determination of Allocations and highest retail price of Subsidized Fertilizers in the Agricultural Sector. However, planning for the allocation of fertilizer needs is not entirely correct considering the many problems, such as the distribution of subsidized fertilizers that is not on target because in the rules farmers who can get subsidized fertilizer have a maximum land area of 2ha while there are farmers whose land area is more than that and do not have limited access and have enough capital, distribution is not yet effective and efficient because the distribution does not go through distribution channels set by the government and because there are additional costs imposed on farmers, fertilizer availability at farmers is still scarce due to inaccurate planning, fertilizer redemption is very complicated, fertilizer prices are above the highest retail price causes the distribution of subsidized fertilizers to be not on target, experiencing delays, resulting in fertilizer scarcity, for this reason this research was carried out because there were problems with the distribution of fertilizers in Sidrap Regency. This research was conducted because there has been no study on the distribution of subsidized fertilizers in Sidrap District. From several research references, no one has conducted research on this matter so research is related to the effectiveness and efficiency of the distribution of subsidized fertilizers whose aim is to evaluate the implementation of the distribution of subsidized fertilizers and determine the effectiveness and efficiency of the distribution of subsidized fertilizers.

RESEARCH METHODS

The research was conducted from January to March 2022. The data used in this study are primary data and secondary data. Primary data were obtained from direct interviews with relevant respondents and informants. Secondary data were obtained from the trade office, the agriculture office and from the Badan Pusat Statistik (BPS). In this study used a quantitative approach with a descriptive type of research. Descriptive research is research that is used to describe, explain and answer problems with current phenomena and events. Data was collected by interviewing 12 farmers from 6 different retailers spread across several sub-districts. Other respondents are 3 fertilizer distributors, 6 fertilizer kiosks and a supervisor.

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The analytical method used is a method to answer problems regarding the effectiveness and efficiency of subsidized fertilizer distribution in Sidenreng Rappang district. In this analysis, the data obtained in the field is converted into data that is easy to understand in the form of a more concise narrative. To identify the problem formulation, a quantitative descriptive analysis method is used with the percentage of farmers using subsidized fertilizers in accordance with the principles of the right type, quantity, price, place, time, quality calculated using the formula (Arisandi et al., 2016):

$$Kx = \frac{Nj}{N} \times 100\%$$

Information:
Kx : The exact type, quantity, price, place, time, quality (%)
Nj : Number of respondents who use subsidized fertilizer with the right type, quantity, price, place, time, quality (Person)
N : Total number of respondents (people)

The criteria for assessing the effectiveness of subsidized fertilizers in Sidrap Regency based on the six appropriate indicators are as follows (Arisandi et al., 2016):
1. $K \leq 40\%$: very ineffective
2. $40\% \leq k \leq 60\%$: not effective
3. $60\% \leq k \leq 80\%$: quite effective
4. $80\% \leq k \leq 90\%$: effective
5. $90\% \leq k \leq 100\%$: very effective

To measure distribution efficiency, it can be tested using a known margin value by using the following formula calculation (Jumiati et al., 2013).

$$M = Pk - Pp$$

Information:
M : Distribution Margin (Rp)
Pk : Price in farmer group (Rp)
Pp : Price at Distributor (Rp)

RESULT AND DISCUSSION

The allocation of subsidized fertilizers in South Sulawesi refers to the needs of each district in South Sulawesi. Sidrap Regency is one of the regencies in South Sulawesi which has quite high production of agricultural products. The majority of the population in Sidrap Regency make a living as farmers, especially rice farmers whose fertilizer needs are quite large. Sidrap Regency has several distributors of subsidized fertilizers, with this distributor it will make it easier for subsidized fertilizers to reach the hands of farmers. The distribution of fertilizers in Sidrap Regency has been implemented starting from the needs planning stage until the distribution system to fertilizer users is in accordance

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with Permentan No. 41 of 2021 (Perdagangan, 2013) concerning Determination of Allocations and HET of Subsidized Fertilizers in the Agricultural Sector.

Level of Effectiveness of Subsidized Fertilizer Distribution

Effectiveness is a measure of success in the distribution of subsidized fertilizers based on six precise measures, namely the right type, right price, right quality, right time, right place and right amount. To identify the formulation of the problem, a quantitative descriptive analysis method was used with the percentage of farmers using subsidized fertilizer according to the principles of the right type, amount, price, place, time, quality. The criteria for assessing the effectiveness of subsidized fertilizers in Sidrap Regency are based on six precise indicators.

Table 1. The Suitability of the Allocation of Subsidized Fertilizers Proposed in the RDKK

No	Description	Score (%)
1	Right place	100
2	Exact amount	50
3	Right price	100
4	Right type	100
5	On time	75
6	Right quality	100

Source: Primary Data Analysis, 2022

Right Place

In order for farmers to get subsidized fertilizers, farmers must be registered in the RDKK (Definitive Plan for Group Needs) because if farmers are not registered in the RDKK then farmers will not get the subsidized fertilizer. Subsidized fertilizer is given to farmers in every district or sub-district with authorized retailers where farmers can buy the fertilizer they need not far from the farmers' land because farmers will take it directly to the head of the farmer group. It is the head of the farmer group who takes the subsidized fertilizer to the retailer in accordance with the RDKK for the members of their respective groups. From the survey results, 4 respondents from the distribution channel of distributor A, 4 respondents from the distribution channel of distributor B and 4 respondents from the distribution channel of distributor C answered that it was in accordance with the location of the subsidized fertilizer allocation proposed in the RDKK and no one answered that it did not match the place proposed in the RDKK. RDKK. Distributors were randomly selected from several distributors in Sidrap Regency and then 3 distributors were selected for further analysis of their distribution channels up to the farmers.

Table 1 shows that 100% of respondents stated that the purpose of the subsidized fertilizer allocation was in accordance with the retailers in the place/region proposed in the RDKK in the research area. Meanwhile, there were no respondents (0%) who stated that the purpose of the allocation of subsidized fertilizers with the proposed places was not in accordance with the given RDKK. Thus it can be said that the distribution of fertilizer subsidies at the research location is categorized as very effective based on the right location indicator with an effectiveness percentage value of 100% because the farmers feel that the allocation of subsidized fertilizer is in accordance with the location proposed by the farmers in the RDKK.

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Exact Amount

In the government's efforts to create food security, farmers who are prioritized in the RDKK application process are farmers who cultivate lowland rice, and lowland rice farmers who have joined the farmer group can apply for the RDKK according to the needs of farmers in developing their farming business. In the research area, namely in Sidrap Regency, the RDKK submission system applied to lowland rice farmers already has provisions from the local Agriculture Service. The system applied to farmers who have applied for RDKK is based on the land area of farmers who are engaged in farming in the fields, therefore farmers who apply for subsidized fertilizers must be in accordance with the land area.

From the survey results, 3 respondents from the distribution channel of distributor A and 3 respondents from the distribution channel of distributor B answered that it was in accordance with the amount of subsidized fertilizer allocation proposed in the RDKK and one from the distribution channel of distributors A and B answered that it was not in accordance with the amount of subsidized fertilizer allocation proposed in RDKK. This is due to differences in the number of requests for fertilizer submitted by farmers in the RDKK, some submit according to the needs of their land area and some submit requests for more than the amount needed for fertilizer in one land. Meanwhile, in the distribution channel of distributor C, as many as 4 respondents answered that it was not in accordance with the amount of subsidized fertilizer allocation proposed in the RDKK. Table 1 shows that 50% of respondents stated that the amount of subsidized fertilizer allocated was in accordance with the proposed RDKK. While others (50%) stated that the amount of fertilizer proposed in the RDKK was not in accordance with the amount of subsidized fertilizer that had been allocated. This shows that the amount of subsidized fertilizer that is allocated to the RDKK or farmers' needs has not been fully realized by farmers. In the research area, the amount of subsidized fertilizer provided by the government is even very limited and not all of them are in accordance with the RDKK application. There are also farmers who receive subsidized fertilizers who feel that they are not sufficient for their needs, so farmers choose to outsmart this in a number of ways, such as using sufficient fertilizer according to the amount of fertilizer received, even though it is not enough, or buying non-subsidized fertilizer and then mixing it with the subsidized fertilizer that has been obtained. so that the quantity of fertilizer needed on their land is sufficient, or use liquid organic fertilizer that they make themselves as a substitute for the lack of fertilizer they get and for farmers who have not received subsidized fertilizer choose to keep waiting until the fertilizer is available again at retail warehouses for up to 7 to 10 days then because they do not have enough capital to buy non-subsidized fertilizers. Thus a percentage score of 50% is obtained which in the assessment criteria is included in the ineffective category.

Right Price

Another goal of the government setting subsidized fertilizers for farmers is to prevent price competition so that farmers can buy fertilizers at affordable prices. Therefore, the government sets the highest retail price for subsidized fertilizers distributed by producers. Price accuracy in the implementation of the subsidized fertilizer program can ease the burden on farmers in supplying and using fertilizer for their farming activities where the price for non-subsidized fertilizer is Rp 13,000/kg then after being subsidized it becomes Rp 2,250/kg specifically for urea fertilizer.

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Table 1 shows that all respondents (100%) stated that the price of subsidized fertilizer was in accordance with highest retail price and no respondent answered that the price of subsidized fertilizer was not in accordance with highest retail price, in this case all respondents from distribution channels of distributors A, B and C answered that they were in accordance with the price. highest retail value set by the government. Based on farmer interviews, it was revealed that the price of subsidized fertilizer was in accordance with the highest retail price, only that there was an additional cost of approximately Rp 3,000/bag – Rp 5,000/bag as an additional cost of transporting subsidized fertilizer, either by retailers to farmers directly or to the head of the farmer group and the head of the farmer group to the farmer, then the members of the farmer group will take the subsidized fertilizer to the head of their respective farmer group. But there are also farmers who take their subsidized fertilizer directly to retailers because that way farmers no longer need to incur additional transportation costs. Thus it can be said that the distribution of fertilizer subsidies in research locations is categorized as very effective based on the right price indicator with a percentage value of 100% effectiveness.

Right Type

In the RDKK concept, it is the farmers who propose/order various types of fertilizers in developing their farming business. The types of fertilizers needed by farmers and fertilizers subsidized by the government are: Urea, Za, NPK and Organic. From the results of the study, 4 respondents from distribution channel distributor A, 4 respondents from distribution channel distributor B and 4 respondents from distribution channel distributor C answered that it was in accordance with the type of subsidized fertilizer proposed in the RDKK.

Table 1 shows that all respondents stated that the type of subsidized fertilizer allocated by the government was in accordance with the proposed RDKK. Meanwhile, none of the respondents stated that the type of subsidized fertilizer allocated to farmers was not in accordance with what they proposed in the RDKK. This shows that the types of subsidized fertilizers allocated by the government can meet the needs of subsidized fertilizers based on the RDKK types of fertilizers that have been proposed by farmers such as Ure, Za, NPK and organic fertilizers. Thus it can be said that the distribution of fertilizer subsidies in research locations is categorized as very effective based on the right type of indicator with a percentage value of 100% effectiveness.

On Time

From the results of the study, 4 respondents from the distribution channel of distributor A answered that subsidized fertilizers were available when needed by farmers and no respondents answered not on time. In the distributor B distribution channel, there were 3 respondents who answered that it was on time, while one respondent answered that fertilizer had experienced a delay. Whereas in the distribution channel of distributor C there were 2 respondents who answered that fertilizer was available when needed and 2 respondents answered that fertilizer was delayed. This was caused by farmers who were late to pick up fertilizer at the head of the farmer group where the stock stored in the retailer's warehouse had run out and farmers were late to order fertilizer. subsidy. Farmers order subsidized fertilizers when they want to use their fertilizers on the same day, even though it takes several days for subsidized fertilizers to be available at retail warehouses. Table 1 shows that 75% of respondents stated that subsidized fertilizers were available when needed and another 25% stated that not all of the subsidized fertilizers needed were available during the planting

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season due to the above problems. So that in the research area in Sidrap Regency in terms of distribution time between channels there are no obstacles and problems because the subsidized fertilizers provided by the government are on time and there is no delay in the distribution of subsidized fertilizers. Once an order is made, the retailer's warehouse will not be able to accommodate that much fertilizer.

According to the Directorate General of Food Crops, two months before the planting season arrives, the RDKK must be completed and has been submitted to retailers. This is intended so that retailers can submit requests for subsidized fertilizers that have been submitted by the RDKK to distributors and producers for this type of urea fertilizer so that subsidized fertilizers distributed by these producers can be immediately distributed to farmers a month before the planting season arrives. Thus, it can be said that the distribution of fertilizer subsidies in the research location is categorized as quite effective based on the right time indicator with a percentage value of 75% effectiveness.

Right Quality

From the results of the study, 4 respondents from the distribution channel at distributor A, 4 respondents from the distribution channel at distributor B and 4 respondents from the distribution channel at distributor C answered that the quality of the subsidized fertilizer allocated was good because the quality of the fertilizer received had no problems such as damaged packaging. and fertilizer, slightly pale color, pungent aroma.

In the research area, namely Sidrap Regency, according to farmers from interviews, the quality of fertilizer subsidized by the government is good because the plants given subsidized fertilizer are currently growing relatively stable, the same as in previous seasons. Farmers still use the fertilizer because the retail outlets are close to their land and the subsidized fertilizer price is Rp 2,250/kg is still much cheaper than non-subsidized fertilizer, which is Rp 13,000/kg, thus it can be said that the distribution of fertilizer subsidies at the research location is categorized as very effective based on the right location indicator with an effectiveness percentage value of 100%.

Based on the respondents' answers, it can be seen that the effectiveness of the distribution of subsidized fertilizers in Sidrap Regency following this decision rules:

1. 75-100 = very effective
2. 50-74 = effective
3. 25-49 = less effective
4. 0-24 = not effective

From the results of data analysis to find out the accuracy of the location, the accuracy of the amount, the accuracy of the price, the accuracy of the type, the accuracy of time and the accuracy of the quality if sorted from 6 existing aspects, the first result is the aspect of accuracy of location with a percentage of 100% achievement because the farmers feel that the allocation of subsidized fertilizer is in accordance with the location proposed by the farmers in the RDKK, both aspects of the accuracy of the amount with a percentage of achievement of 50%. This shows that the amount of subsidized fertilizer allocated to the RDKK or the needs of farmers has not been realized by farmers.

In the research area, the amount of subsidized fertilizer provided by the government was even very limited and not all were in accordance with the RDKK proposal. There are also farmers who receive subsidized fertilizers who feel that they are not sufficient for their needs, so farmers choose to outsmart this in a number of ways, such as using sufficient fertilizer according to the amount of

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fertilizer received, even though it is not enough, or buying non-subsidized fertilizer and then mixing it with the subsidized fertilizer that has been obtained. so that the quantity of fertilizer needed on their land is sufficient, or use liquid organic fertilizer that they make themselves as a substitute for the lack of fertilizer they get and for farmers who have not received subsidized fertilizer choose to keep waiting until the fertilizer is available again at retail warehouses for up to 7 to 10 days then because they do not have enough capital to buy non-subsidized fertilizers, three aspects of price accuracy with a percentage of achievement of 100%, fourth aspect of accuracy of type with a percentage of achievement of 100% where based on interviews with farmers revealed that the price of subsidized fertilizer is in accordance with the highest retail price, it's just that there is an additional cost of approximately Rp 3,000/bag – Rp 5,000/bag as an additional cost of transportation of subsidized fertilizers carried out by retailers to farmers directly or to the heads of farmer groups and the heads of farmer groups to farmers, then the members of the farmer groups will take the subsidized fertilizers to the heads of their respective farmer groups. But there are also farmers who take their subsidized fertilizer directly to retailers because that way farmers no longer need to incur additional transportation costs. Fifth, based on the timeliness aspect with an achievement percentage of 75%, this is caused by farmers who are late picking up fertilizer at the head of the farmer group where stocks stored in retail warehouses have run out and farmers are late to order subsidized fertilizers.

Farmers order subsidized fertilizers when they want to use their fertilizers on the same day, even though it takes several days for subsidized fertilizers to be available at retail warehouses. So that in the research area in Sidrap Regency in terms of distribution time between channels there are no obstacles and problems because the subsidized fertilizers provided by the government are on time and there is no delay in the distribution of subsidized fertilizers. once an order is made, the warehouse owned by the retailer will not be able to accommodate that much fertilizer and the sixth is based on the aspect of quality accuracy with an achievement percentage of 100% where the quality of the fertilizer that reaches the farmer has no damage at all the plants given subsidized fertilizer are currently growing relatively stable the same as previous seasons. Overall, the effectiveness of the distribution of subsidized fertilizers for rice farmers was seen from the accuracy of the location, the accuracy of the amount, the accuracy of the price, the accuracy of the type, the accuracy of the time and the accuracy of the quality, the average of which was 87.5% which was included in the very effective category. Overall, the distribution of subsidized fertilizers felt by farmers was running very effectively, amounting to 87.5%, even though farmers sometimes complained or submitted their complaints to local government agencies or retailers regarding subsidized fertilizers which were often felt to be lacking and distributed too late, even though farmers continue to use subsidized fertilizers until now. With this it is known that this program has been implemented effectively and has been able to illustrate that the distribution of subsidized fertilizers in Sidrap Regency is in accordance with the guidelines for implementing fertilizer subsidies.

Subsidy Fertilizer Distribution Efficiency

Based on the results of the identification of subsidized fertilizer marketing channels in Sidrap Regency, two types of marketing channels are formed, namely as follows:

1. Producer – Distributor – Retailer – Farmer (Farmers Group Member)
2. Producers – Distributors – Retailers - Farmers Groups - Farmers (Farmers Group Members)

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Table 2. Average Marketing Margin of Subsidized Urea Fertilizer at Each Distribution Agency in Sidrap District 2022

Distribution agency	Distribution Channel	
	1	2
Distributor		
Purchase price	1.960,00	1.960,00
Selling price	2.140,00	2.140,00
Margin Distributor	180,00	180,00
Retailer		
Purchase price	2.140,00	2.140,00
Selling price	2.500,00	2.500,00
Margin Retailer	360,00	360,00
Farmer Group		
Purchase price		2.500,00
Selling price		2.560,00
Margin Farmer Group		60,00
Farmer		
Purchase price	2.500,00	2.560,00
Selling price	-	-
Margin Farmer	-	-
Margin Total	**540,00**	**600,00**

Source: Primary Data Analysis, 2022

According to the Regulation of the Minister of Trade of the Republic of Indonesia No.15/M-Dag/Per/4/2013 that official retailers as line IV must distribute subsidized fertilizers to farmer groups in accordance with the highest retail price. Referring to the regulation, channel 2 should be the most dominant channel in the distribution of subsidized fertilizers in Sidrap Regency. However, the facts on the ground show that most of the distribution of subsidized fertilizers in Sidrap Regency uses the channel 1 pattern compared to channel 2. This phenomenon is due to several reasons, including the close distance between the official retailer kiosks and the farmers' houses or farmers' rice fields, the decision of the farmer groups to allowing members to buy directly from authorized retailers, unavailability of subsidized fertilizers at official retailer kiosks and farmers' fertilization times that are not synchronized so that the needs of farmer group members do not coincide. In channel 2, farmer groups take the fee as group cash so that the price of subsidized fertilizer is more expensive than the first channel. Farmer groups usually redeem fertilizers in advance for the benefit of members and naturally the group then takes a fee to increase the group's financial capacity. This result is also in accordance with the research of (Nugroho et al., 2018) regarding the distribution of subsidized fertilizers where farmers object to the existence of fees from farmer groups so that farmers prefer to take fertilizer directly at retail kiosks. Marketing margin analysis is one of the analytical tools to see the efficiency level of subsidized fertilizer distribution. Based on the results of the analysis, it can be seen that the distributor buys subsidized urea fertilizer from the producer for Rp 1,960/kg, hereinafter referred to as the ransom price at the distributor level. The selling price at the distributor level is the distributor's selling price to the official retailer or the official retailer's purchase price from the distributor, which is Rp 2,140/kg. The redemption price at the distributor level and the selling price

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at the distributor level have been determined by PT. Pupuk Kaltim as the producer of subsidized urea fertilizer for the Sidrap Regency area.

Therefore, the redemption price and the selling price at the distributor level on channels 1 and 2 are similar. The price of buying subsidized urea fertilizer at the official retailer level is the same as the selling price at the distributor level, so that the price of buying subsidized urea fertilizer by retailers on channels 1 and 2 is similar. Farmers' redemption prices for subsidized urea fertilizer in channel 1 are lower than channel 2. The difference in subsidized urea fertilizer prices received by farmers occurs because farmers buy directly from official retailers or do not pass through farmer groups as they should. Channel 1's marketing margin is smaller than channel 2 because channel 1 has fewer distribution agencies than channel 2. Channel 1's marketing functions, costs and profits are smaller than channel 2 because there are fewer distributors. On channel 2, farmers buy subsidized urea fertilizer from farmer groups with profits from selling the fertilizer used for the welfare of group members. The greater the marketing margin, the lower the level of efficiency. This shows that channel 2 is the channel with the lowest marketing efficiency because it has the largest marketing margin, while channel 1 is the channel with the highest marketing efficiency. Channel 1 has quite good implications because the market margin is quite small where the costs incurred by farmers are not much when compared to channel 2. The order of marketing channels according to the highest marketing efficiency is channel 1 and 2, respectively.

CONCLUSION AND SUGGESTION

Fertilizer distribution in Sidrap Regency as a whole has been effective, but sometimes it still happens that the amount and time are not right. Problems in the distribution of fertilizers in Sidrap Regency include the slowness of farmers in placing orders for fertilizers so that retailers need some time to restock fertilizer according to farmers' needs. The distribution of subsidized fertilizers in Sidrap Regency has also been efficient but the flow is not in accordance with the official provisions set by the government where retailers sell fertilizer to other than farmer groups while farmers buy fertilizer not through farmer groups, farmers object to fees to farmer groups so farmers buy fertilizer directly from retailers , the price of fertilizer from retailers to farmer groups is in accordance with the HET but there is a transportation fee. Based on the conclusions above, the authors can provide several suggestions, namely improving the Fertilizer Demand Database (RDKK), socialization of the official flow of subsidized fertilizer distribution for retailers and farmers, structuring the location or business scale of retailers so that farmers buy fertilizers at the right location, and determining the lower and upper limits of transportation costs. fertilizer distribution.

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