

ABSTRACT

The study was conducted with the consideration that the UD. Shadiq TBS collector business is the trading business with the least purchases of palm oil TBS in January- July, 2024. This study aims to determine what factors influence the level of UD. Shadiq TBS purchases in Banda Baro District, North Aceh Regency. This study uses a qualitative descriptive analysis method. Identification of factors is carried out by interviewing the UD. Shadiq TBS collector business regarding the factors that influence the level of UD. Shadiq TBS purchases in Banda Baro District, North Aceh Regency. Factors of capital, labor, transportation, farmer decisions and competitors affect the level of UD. Shadiq TBS purchases in Banda Baro District, North Aceh Regency. UD. Shadiq delays payment, and finds it difficult to maintain partners or add partners due to lack of capital. UD. Shadiq must be ready, fast and responsive in finding replacement workers. if the workforce decreases, purchases will decrease and make UD. Shadiq's TBS purchases less than optimal. There are no 4x4 trucks that can be rented by UD. Shadiq, so farmers switch to other collectors who can pick up FFB from farmers' fields. Farmers who switch to other collectors and do not sell their FFB to UD. Shadiq. UD. Shadiq does not have enough capital to pay for the FFB purchased, so UD. Shadiq delays payment. Competitors are taking UD. Shadiq's customers, competitors are making the amount of FFB purchased by UD. Shadiq decrease every year.

Keywords: Palm Oil, Purchase, Collector, FFB