Analysis of Exports of Marine Fishery Commodities in Southeast Sulawesi

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Abstract

This study aims to determine the influence of exchange rates, economic growth of importing countries, number of importing countries, and policy of export on the commodities of marine fishery in Southeast Sulawesi, and to determine the simultaneous impact of exchange rates, economic growth of importing countries, number of importing countries, and policy of export on the commodities of marine fishery in Southeast Sulawesi. The benefits of this study is that it offers some suggestions to the government of Southeast Sulawesi in its attempts to improve the living standard and wealth of fishermen, to set a policy on increasing export of marine fishery commodities from Southeast Sulawesi, and to contribute to any parties concerned with the problems under investigation. The results of the study showed that: (1) all independent variables, which include exchange rates, GDP of the importing countries, the number of importing countries, and policy, simultaneously have significant effects on the variable of the value of export of marine fishery in Southeast Sulawesi; (2) partially, the variable of policy has a significant effect on the export value of marine fishery commodities. This indicates that the government's policy, which intend to overcome problems related to international trade to protect national interests, has directly affected the export ; (3) partially, the variable of exchange rates, the economic growth of the importing countries, and the number of importing countries have no significant effect on the value of export. This indicates that changes in exchange rates, the economic growth of the importing countries, and the number of importing countries do not have any impact on the fluctuation of export value.

Keywords: export value, exchange rates, GDP of the Importing Countries, the number of importing countries, and policy.

1. Introduction

Indonesia is a country that adheres to economies' open. As a country that adheres to an economics' open system with natural resources is very abundant, especially in the aquatic resources, Indonesia can play an important role in the international trade arena. In the context fact, the foreign trade sector can become "engines of growth" of the national economy in the future (Hasanuddin: 1987). Indonesia economics' structure supported by export sectors where the majority of revenues (65%) came from exports. Therefore, the increasing of exports sector have to do by continue in the strengthening of economic independence in order to construction finance's. Various attempts have been made by the government in all areas and economy sectors, all of intended to support the improving of exports. One of them is the *set a policy on increasing export of marine fishery* commodities from Southeast Sulawesi, and to contribute to any parties concerned with the problems under investigation.

The results of the study showed that: (1) all independent variables, which include exchange rates, GDP of the importing countries, the number of importing countries, and policy, simultaneously have significant effects on the variable of the value of export of marine fishery in Southeast Sulawesi; (2) partially, the variable of policy has a significant effect on the export value of marine fishery commodities. This indicates that the government's policy, which intend to overcome problems related to international trade to protect national interests, has directly affected the export ; (3) partially, the variable of exchange rates, the economic growth of the importing countries, and the number of importing countries have no significant effect on the value of export. This indicates that changes in exchange rates, the economic growth of the importing countries, and the number of importing countries do not have any impact on the fluctuation government's policy to improve revenue nation from non-oil exports and taxation given the uncertainty of oil prices in the international market. The achievement of the results is quite make cheer up, especially the increased of non-oil exports value, recently non –oil is the largest source of revenue. In other side the increasing of kinds export commodities and the larger of export marketing it is possible in the increasing of Indonesia export's value. However, this situation still continues to receive heavy challenges in the future, because there are a lot of competitor countries for Indonesia's commodities export.

In a theoretically manner of export development is does not far from the dynamics of both the decline in macro variable. Remember the export activities is done through inter-state trade or international trade .Thus, the fluctuations of the external factors or macro variables such as exchange rates , economic growth of importing countries , commodity prices , and government policies can easily affect exports. Exchange rate depreciation in the country will make the price of domestic products become cheaper, so that the competitiveness of domestic products also increased (Peter. H. Lindert 1994). This also felt by the performance of exports in the country characterized by the increased exports. Likewise, on the contrary of the high exchange rate give impact on the lessening of exports value. The factors of economic growth importing countries also affect exports.

When the economic growth of country importers (State A) decreases, then the purchasing power of the State A will decrease and have consequences on the result of country's imports reduction. At the same time, the exporting country (country B) which is a major exporter to the State A gets affected by the exports' decrease. (Andry, 2010). Then, with there is a government's policy whether it involves subsidies and trade barriers will certainly have an impact on export performance. The policy is intended to overcome the issue of international trade relations and to protect national interests that will be able affect in exports. In applying of policies such as export taxes, quotas and other export will decrease the value of exports.

According to Krugman and Obstfeld (2012) said that the influence of export factors can be seen from the demand side and the supply side. On the demand side, exports are affected by export prices, the real exchange rate, the world's income, and devaluation policy. While the supply side, exports are affected by export prices, domestic prices, the real exchange rate, production capacity that can be produced through investment, imports of raw materials, and the deregulation policy.

2. Research Problems

Based on the background above, the research problem is formulatedas follows: How does the exchange rate, economic growth in importing countries, number of importing countries and trade policies towards sea fishery commodity exports in Southeast Sulawesi.

3. Teoritical Review

3.1. Theory of International Trade

According to the classical theory, international trade and specialization can increase the prominence both comparative and absolute advantage, with the advantages possessed by each country led to the production capacity of a country can also be increased, with the increasing production, means the prosperity of the country also increased, so the advantages of a the state is not obtained from the sacrifice of other countries, but because all of countries get benefit simultaneously(Salvatore, 1990).

Hecher - Okhlin (Chaccoliades, 1978) each country will export their commodities are made with intensive production factors are relatively owned and cheap is price and on the contrary importing of commodities created by intensive production factors are relatively few possess and expensive , means that this theory is based on factors nature awarded. To increase the export of certain commodities must take into account the demand and supply factors simultaneously. Cobb Douglash's theory of model production, production factors consist of capital and labor, which factors of production can develop in a balanced or unbalanced. If the constant prices and production factors of capital increases, the output intensive use of capital will increase and output intensive use of labor decreases. In the contrary, if the production factors of labor increase, then the outputby used labor increase intenively and the capital of output decrease. In the theory of international production in the utilization of factors of production or technological advances will make the production possibilities curve shifts upward. If the taste is constant then the terms of trade will change and trading volume will increase and profit distribution has also changed. But change depends on the ability of countries involved in the trade. There are five main objectives of the international trade in economic development: (1) international trade can be the motor of economic growth; (2) international trade can create a distribution of income and wealth more evenly ; (3) international trade can push to achieve development ; (4) determining the direction of the trade by their own efforts and abilities; (5) international trade development strategies and follow a free market or a full protective (Todaro , 1996) .The fifth goal it is cannot be achieved at once by developing countries due to the potential of natural resources and human resources or each country are not the same, the technology is not the same too. Nevertheless, international trades are needed in economic development and developing countries to date primarily in Indonesia.

Based on the classic arguments that countries that do in the international trade can increase the economic growth and development because: (1) international trade can increase the capacity of consumption, raise world output make it easy to get scarce resources and the world market for the production, without the world market poor countries are not likely to develop; (2) international trade provide justice both internationally and interregional, by equating the output and input prices, so the use of resources can be more efficient and better able to wage levels in developing countries and income real increase, while wages in developed countries could fall; (3) international trade can balance (stimulator) economic development for all sectors in developing countries; (4) the price and cost of production factors will determine how far a country should trade to improve its national welfare. Therefore, it is necessary to develop new commodities, held diversify of potential commodity for export sector, so if there is problems in the one of commodity can replaced by other commodity and the export revenue can be stable, and then economic development will not be hampered due to adjustments quickly to the turmoil in world markets, import capacity as a component of development will not influence. Yoto Poulos and Jeffrey. B (1976) suggests that growth and change in the composition of exports related to the stability of exports, on the one hand exports are concentrated in one or a few products that usually are less stable growth, while exports were varied with many types product experienced steady growth.

3.2. The benefit of Trading with Specializing

Five key issues concerning international trade in development, namely; (1) Is international trade can be a driving force of economic growth.(2) Can international trade create a distribution of income and wealth more evenly, both between countries and between regions? (3) In the conditions of how trade can help developing countries achieve their development goals.(4) With the efforts of developing countries themselves can determine their trade.(5) How does the international trade development strategyfollow the free market full protection? The Answer of these five questions is not same for every country. Because of the differences of potential resources, there are countries that only have natural resources and there are just having human resources and skilled and there are no two are, and there is even poorer than both those resources.

Foreign trade is doing because one of the two sides will exchange view of the possibility to gains from the trade exchange, in other words the motives that drive someone/ countries to trade is a benefit that will be received is greater without coercion and threats of its trading partners. Theoretically it can be analyzed on the benefits of international trade, in addition to analysis of these benefits can be divided into direct benefits and indirect benefits of international trade as proposed (Basri Hasanuddin , 1977) as follows::

a. Trade provides material means which are indispensable for economic development
b. Trade is the means and vehicle for the dissemination of technological knowledge, the transmission of ideas, importation of know now, skills managerial talents and entrepreneurships.
c. Trade is also the vehicle for the international movement of capital, especially from the developed to under developed countries, and
d. Free international trade is the best way to guarantee the maintenance of healthy degree of free competition.

It can also be seen as a benefit from the exchange (Gains from exchange) and the specialization benefits' (gains from specialization) so the benefits of international trade can be obtained from only the exchange and specialization that indicated to welfare increases in other words, international trade can increase welfare and economic growth of a nation of its ability to produce commodities. By specializing in international trade will be bring benefits for a country with assumption that there will be division principles of labor internationally, particularly when confronted with issues between the developed countries and developing countries now that assumption in the specialization of trading that can create engine growth. Therefore, this trade appears because there is no a nation / country in this world capable in provide all the necessaries of life , because of it to appeared specialization and further exchange , with the results of this exchange will eventually obtained benefits and satisfaction levels are higher as proposed Todaro , 1996 " theoretically, free trade has two advantages , the first is the trade it's possible to all countries save themselves from the lack or limitation of their sources of supply and consumer commodities in combinations that lies outside the brick - limit their production capabilities ; The second is the free trade will maximize output/global contribution by allowing each state to create / perform specialized in the field of what is considered good".

Based on expressions mentioned above, in among the nations in the world should be help each other to fulfill all the necessary requirements. But other economists argue as his point of views. Bowdoin, (in Abadi 2012) that "The differences in consumption patterns between countries are not the most important cause of the emergence of international trade. According to them, a more fundamental cause lies not on the consumption side, but on the production side. International trade has emerged because a country can produce certain products more efficiently than another country."

3.3. The Emergence of Economic Activity Inter- Regional or Inter- Nation

The emerged of economic relationships or commercial relations between regions, nations, a little more range on the following factors:

Scarcity

Human needs can be said is not limited in number and type. Human behavior it is not stay in one thing, although it seems static. Besides, in the community there are weaknesses that are relative (relative scarcity) that cause the economy as a science. This is a principle of economics, so that the base of economic action is selecting between various possible elections to fulfill human needs. Those alternatives are possibilities. In other words the base on economic action is to connect the scarcity relative to demand (demand). This principle also applies to both of kinds trade mentioned above. If an area or country, rarity level lower than other countries, so in the cases of it this area will flow products to other areas where has higher rarity. As long as there is still a scarcity differences in region to another region, as long as there will be economic relations.

Differences of Production Factor

The differences factors of production from region to other region will cause those areas become surplus areas and areas minus. The differences of this continuation of production factors that would cause the differences in levels of productivity per area that may be achieved.

The Comparative Differences of the Product Prices

As long as there are differences in comparative rather than the product prices, during there will be economic currents that flow other regions. Comparative price difference (difference in price being compared) is the ratio of the product price A and product price B in the country, compared to the product price A and product price B in the other countries. When these countries the State I and State II, the comparative cost differences are:

$$\frac{I\ A}{I\ B} \qquad \frac{II\ A}{II\ B}$$

3.4. Theoretical Views toward Incidence of International Commerce

Mercantilism

Mercantilism is the clusters isms about the prosperity of the country, the aims to strengthen the country's position and prosperity of the country over the individual prosperity. In the field of foreign trade, the focus of mercantilism economic is intended to expand export over import (active trade balance). Political goal will understandable considering the historical growth of mercantilism itself. Mercantilism grew in line with the growth of new states in Europe.

As a developed country, it is necessary to have the authority and a strong economy. According to mercantilism view the most important basis of the emergence of trade between regions and between countries are differences scarcity or demand (first base mentioned above). The important thing for mercantilism is not making things, but to move the products from surplus regions (supply) to the area's need (minus regions, demand).

The essence and mercantilism is the level of prosperity country is evenly will be achieved when there is equality scarcity in all regions.

Classicalism

According Adam Smith the important base of trade emerges is the second base is the different production factor. In his popular book The Wealth of Nations he usually compared other countries are England, Spain, French, Portugal, and Poland. Why there is trade's relationship between Poland and Spain, iron trade between England and French, caused by the differences of production factors between countries each other (factors endowment). This differentiation production factors will be make differentiation in the absolute cost. According to Ricardo, the important factors that make emerge the economy relationship interregional is the third base, is differentiation of price or comparative cost and not different factor of absolute cost and different factor of production like Adam Smith said.

Neo Classicalism

According to Neo Classicalism cause or the basis of the relationship between the regions is a difference of factors of production (second base) and another factor, namely the factor of market breadth. One of the specific natures of the Neo Classicalism is usually dominant on the market's role (market extension).The widespread of market that suitable with products, the demand for these products will expand, this will lead to a boost towards economics of large scale in the production process, and there is a minimum fare. In the comparative situation (perfect competition), every manufacturer can produce products and expand production without affecting the price, and without any fears of over-production. Why there is an area has levels product is relatively lower than others area, caused by the market's scope difference. Areas that have relatively large condition, will give the opportunity for the expansion of production on a large scale as well (economics of large scale).Cost per unit of product will decrease and the price will be lower. Circumstances that should be happening in areas where opportunities are not open wide production, costs of production will be relatively higher, and the area has been an area that has relative high in the products' price.

Post Keynesianism

The follower of Post Keynesian believes that the emergence of commerce between the regions is effective demand factors. At a high level of effective demand, there will be dangers of over- saving or dangers of over-production. According to the Post Keynesian, most important basis for the emergence of economic relations between the regions is scarcity (basic unity). But in the context and on the context of scarcity is effective. Effective Scarcity can be closed with effective demand is a powerful demand to buy, that demand to be realized with the purchase.

3.5. The Balance of Exports and Imports

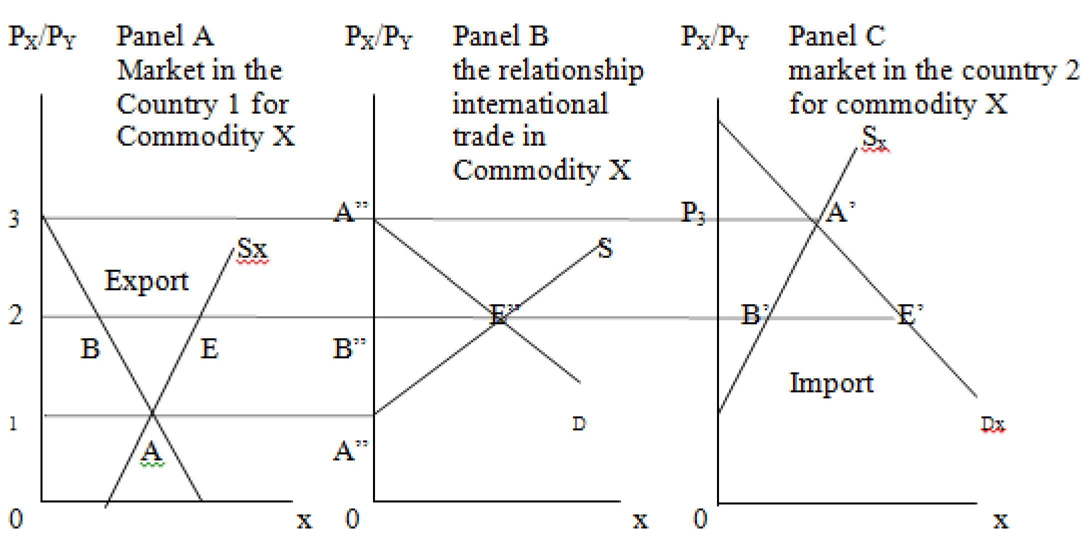
Apart from the wide range of differences in the explanations, the whole models of international trade basically have similarities as follows:

1. The productive capacity of an open economy will be known by the curve limits of its production possibility, and in fact, the differences within the limits of production possibilities that opened up opportunities for the trade relationship between whole economy or countries.
2. The limits of the production possibilities determine the relative supply schedule of each country.
3. The balance of the world will be determined by the relative world demand and supply schedule relative world which located between the schedules of relative national deals (per country).

Basically, the standard trade model must be founded four core relationships:

1. The relationship between the limits of the possible production with relative supply curve.
2. The relationship between the relative prices with demand.
3. Determination of the relative balances of the world with the world and offers the world relative demand.
4. Impacts or effects of terms of trade (terms of trade), the export price of a country divided by the price of imports to the well-being of a country.

For more details, the process of balance in international prices partially described in the chart below:



On the other hand, because Px/Py is lower than P3 Because Px/Py is greater than P1, then the State 1 suffers supply access of commodity X (panel A) so that the export or supply curve S shown by panel B increase, the State 2 to excess demand for commodity X (see panel C) and this resulted in import demand for commodities State 2 X or D, increased (see panel B).

Panel B also shows that only at the price level P2, the quantity of imports of commodity X demanded by the State 2 will be exactly equal to the quantity of exports offered by the State 1. Thus, P2 is Px / Py or relative price equilibrium after the course of trade between the two the country. But if Px / Py is greater than P2 then there will be excess supply of commodity exports X and this will reduce the relative price or Px / Py, so that eventually the price will move close to or the same as P2. Conversely, if Px / Py is smaller than P2, it will create excess demand for commodity imports X which will further increase the Px / P¬y, then gradually will be equal to P2.

Considering the importance of exports to the economy of many countries, rely on its national income from exports. According to Djamin (1993) states that national income comes mostly from export is referred to as a country that has structured the economy's export economy (export economic structure). There are at least three reasons a country maintain economic structure of export, they are:

1. The comparative advantage (comparative advantage) is that a country will export the results of production that have a greater advantage and import goods that benefit smaller production (comparative disadvantage).
2. The export sector is the driving force of economic activity means that the export is the generation sector of the economy or the leading sector. It will support the import sector and will result in economic activities in other sectors to be increased.
3. Export is a source of foreign exchange. If exports rise, the domestic revenues from tax it indirectly (tax exports-imports) increased. Term of trade means (Base Exchange) increased. Term of trade is a number obtained by comparing the prices of exports to imports. When the terms of trade, the major export price is increased compared with import prices. Therefore means that there is benefit in revenues for the country.

Some economists also believe that exports are critical to promote economic growth in developing countries (Abadi, 2012). Exports play an important role in the history of the development of the developing countries in Asia, Latin Africa, and the Middle East. In some small countries in the region, about 25% - 40% of national income comes from exports. Particularly in countries oil producers in the Persian Gulf, more than 70% of national income (GNP) to finance the construction, derived from exports (Todaro, 1989). A country that has a structure export economy will be greatly affected by the reciprocation of exports. This is because most of the revenue to finance the construction comes from export earnings. If exports increased, both national income, and income and consumer purchasing power is also rising.

Indonesia as a country that has the export structure of the economy, where the majority of revenues (65%) come from exports, is also affected by the reciprocation of export activities. As an illustration, the Indonesian economy during the 1970s were so brilliantly as a result of the advance of oil and gas exports because of oil prices in international market, the Indonesian economy grows for the average 7-8% per year. But from 1982 until a few years later when the value of Indonesian exports falls to 30% as a result of falling oil prices on the international market, the Indonesian economy is only able to grow around 2.24% (Djamin, 1993).

Various attempts have been conducted by the government in all areas and sectors of the economy, which is intended to support increased exports. One of them is the policy of the government to further increase state revenue from non-oil exports and taxation given the uncertainty of oil prices in the international market. Results achieved quite encouraging, especially with the increased value of non-oil exports so lately non-oil exports constitute the largest source of revenue. Aside from the increase in commodities exports and the growing extent of the export market also allows an increase in the export value of Indonesia. However, this condition still gets a tough challenge in the future, because of the increasing number of competing countries for Indonesia's commodity exports.

3.6. Relationship Exchange and Export

Exports are a commodity that cannot be separated from the problem of exchange rate, or commonly called the exchange rate. Economists distinguish between the exchange rate into two: the nominal exchange rate and the real exchange rate. According Mankiw(2010), the nominal exchange rate is the relative price of currencies of two countries, while the real exchange rate is the relative price of goods between the two countries. The real exchange rate is sometimes also called terms of trade. If the real exchange rate is high, the price of foreign goods relatively cheaper than domestic goods. Conversely, if the real exchange rate is low, then the price of foreign goods relatively more expensive than domestic goods.

Changes in the exchange rate against foreign currencies may affect the price on world trade that may ultimately determine the number of supply and demand for exports. In case of depreciation of the rupiah against foreign currencies, the domestic goods would be considered relatively cheaper, so the competitiveness of domestic products will increase and it will be able to increase export demand for domestic products. The real exchange rate is closely related to the balance of trade or net exports (exports minus imports). When real exchange rate country I is low (the exchange rate depreciation), domestic goods the country I would be relatively cheaper than goods abroad. It will increase net exports of domestic goods for domestic society will reduce the consumption of products of other countries and people abroad will increase demand for domestic products of country I. The opposite happens if a country has high exchange rate (exchange rate appreciation), domestic goods will be relatively more expensive than foreign goods. Domestic society will reduce the demand for domestic goods and increase demand for foreign products, so that net exports will be reduced. In an open economy, net exports must equal the net capital outflow, which equals saving minus investment.

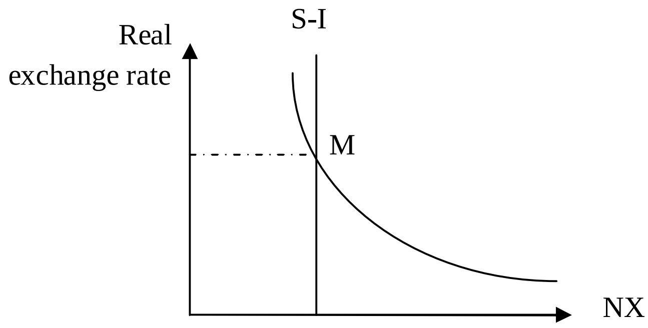


Figure 1: Determination of Real Exchange Rate

The real exchange rate is determined by the intersection of the vertical line is a net capital outflow line by line net exports. At this intersection point (M), the amount of dollars offered for net capital outflow is equal to the amount of dollars demanded for the net export of goods and services (Makiw, 2010).

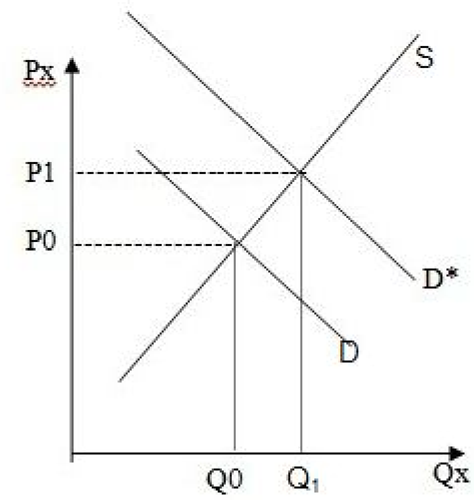


Figure 2: Impact of Exchange Rate Depreciation against Price and Quantity Demand Export Countries II

In economic which there are only two states, appreciation of the exchange rate the state II on the exchange rate trade will encourage an increase in demand export of goods in the country II .An increase in demand export the state II happened as the price of export goods the state II at present is relatively higher than in goods price that same produced by the state I .An inhabitant of the country II can be moved consume the things of the state I the price is more low , and would improve the demand for exports the state II .

When the exchange of rate state II appreciated the prices in the country ii relatively higher than the prices in the I.This matter will spur state II to meet the needs of its domestic by doing imports to the state I have a price are relatively low .Thus , the demand for exports state ii against the country I would increase .The demand for exports bigger in the country II described by shifting curve demand from D being *D.

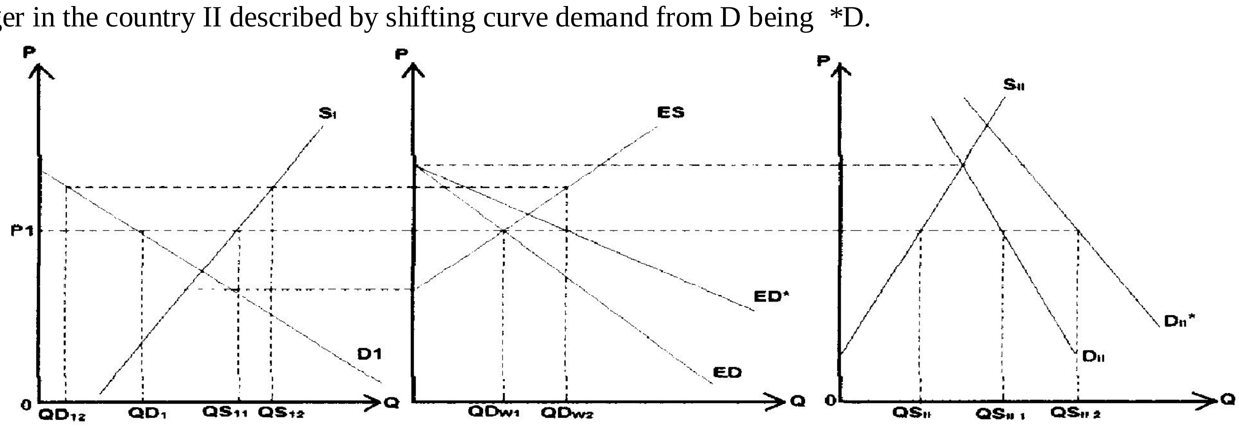


Figure 3: Impact of Exchange Rate Depreciation Country II against International trade balance

Suppose PI is the export price applied state I against the country II .A curve the demand for exports state I were d and offer the curve export I am s1 .When the exchange rate state II experienced increased of relative to the exchange rate state I, a curve export demand in the country ii diverted , out of sight be DII*. Thus at a price equal number of export demand of the countries II will more than the demand for exports before as a result appreciation exchange rates experienced. It means , every one point exchange rate of the state money I obtained from the state ii in demand its export will last higher than before suffering appreciation its curs .At a price of more such high , the state II will increase the demand its export of the state I .Therefore , the state ii would be diverted a curve demand.

3.7. Relations Economic Growth and Exports

Theoretically economic growth and PDP are the reflection of income a country .So as to see the economic growth and GDP on exports and viewed is a change of revenues over export performance a country. Consumption to a things or services is strongly influenced by constraint budget or income increases, assuming prices do not change, the impact on a quantity of wares is a bias consumed depends on the nature of goods consumed the .If it including a category of normal, then the in a quantity of wares consumed will in line with change their income (Nicholson , 2002) .It means , if there is the increase in income , so consumption.

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If it is including a normal category, then the in a quantity of wares consumed will in line with change their income (Nicholson, 2002).It means that if there is the increase in income, so consummeassumed that the goods exported to the country are normal things. Suppose a country only consume twice the merchandise a and b constituting the freight normal. When their income rose, consumption the country on goods a and b is increased. It is like described by picture 4.

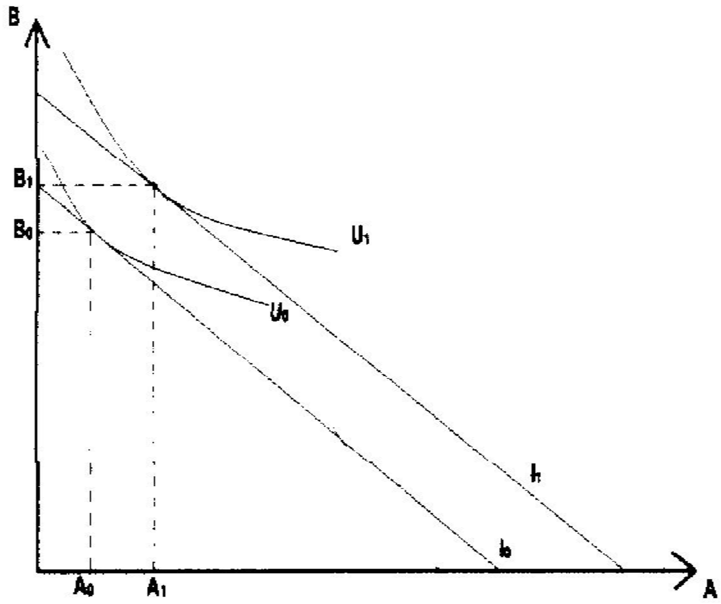

Figure 4: the impact of rising revenue in Quantity Purchase of Goods a and B in the State II

The proceeds will shift budget line out (10 to I1) choice optimal (utility) to the maximum A and B indicated by increasing the opposite point between the budget and curve utility .The budget will be shifted parallel Because the slope is unchanged (Nicholson , 2002) .Picture 4 is supposed is a curve budget lines and curves indifferent , and the things are the commodity imported goods importers countries .The increase state income per capita importers , consumption of its thing and b is increased .A curve demand its thing will move up .If this condition not accompanied by a supply goods in the domestic market , then will cause the country increase the demand export from other countries.

4. Research Methods

4.1. **Types and Sources of Data**

The data are used in the research are secondary data , namely the data from the various agencies pertaining to this report .That data is: the data fish exports , the exchange rate , the economic growth and state importers lain-lain pertaining to research as: PDRB Southeast Sulawesi. The data is secondary data on get from: office industry and trade Southeast Sulawesi, statistics Southeast Sulawesi , and marine fisheries service southeast Sulawesi , the fishing ports ocean Kendari , and the related agencies or companies in the sectors exporting of commodities marine fisheries.

4.2. **The procedure of collecting data**

The procedure data collection during this report is written with two ways namely:

1. Literature research (library research) is collecting data from relevant literatures to this report.
2. Field research (field research) is the data collection from offices set as a source of data.

4.3. **Analysis method**

Toanalyze data, we use the econometric model, namely the multiple linear regression model proposed by Gujarati (2003), as follows:

$$Y = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + \beta_4 D + \varepsilon$$

Where:

Y = the export value of marine fisheries
X_1 = exchange Rate
X_2 = economic growth importer country
X_3= number of importing countries
D = dummy variable of Policy which is 0 before the policy, and 1 after the implementation of the policy
β_i $(i = 0, 1, 2, 3, 4)$= regression coefficient; and
ε = error term.

5. Result and Discussion

5.1. **The progress of Importing Countries**

In figure 7, it can be seen that the country s economic growth importer who consist of some countries importers fish products that is Japan, Dutch, Australia, united states and some other Asian countries move inclined to follow the development of export. The movement of the country’s economic growth importer has fluctuations,it increase sharply in the period of the crisis 1997 / 1998 and 2008 / 2009. In this period, the number of export commodities asked to decline quite drastis.

This caused by the economic crisis that certainly affect economic conditions import countries, also differences in the import country and the number of state or import country the purpose of export from year to year.

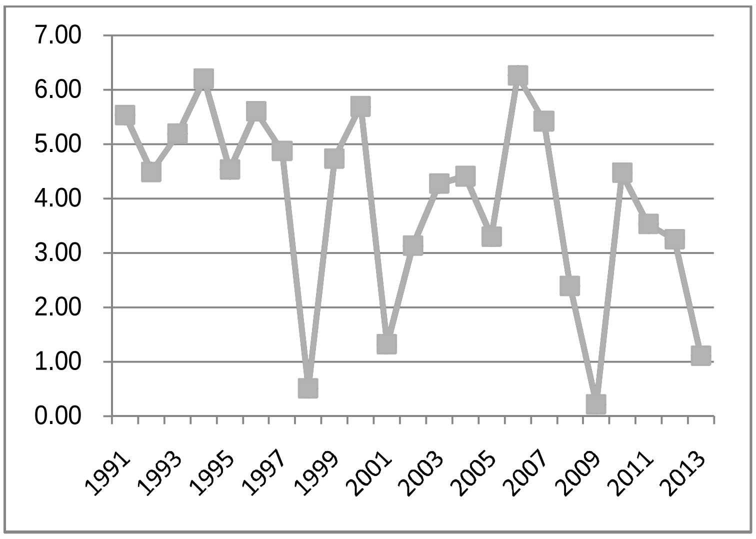

Figure 7: Economic growth importer country

One of the important things in economy and also one of the purposes of economic growth was increased exports. In the context of regional economy this is also not far different to each region of course want the economy in the region increasingly developing .increasing of a speedy export activities will bring about the impact of multiplier effect toward the progress of economy. So that no wonder in every region that has the potential natural resources abundant implemented more intensively performs activities delivery commodities the results of the region abroad. The development of goods fisheries sector not separated from the role the number of countries importers (export) .so besides the variable effects of economy , Capacity or the number of import country which engage in the import fisheries products from a southeast Sulawesi also in determining the exports itself .But the number of development state import in southeast from year 1991- 2013yang do import can be seen in figure 8 the following:

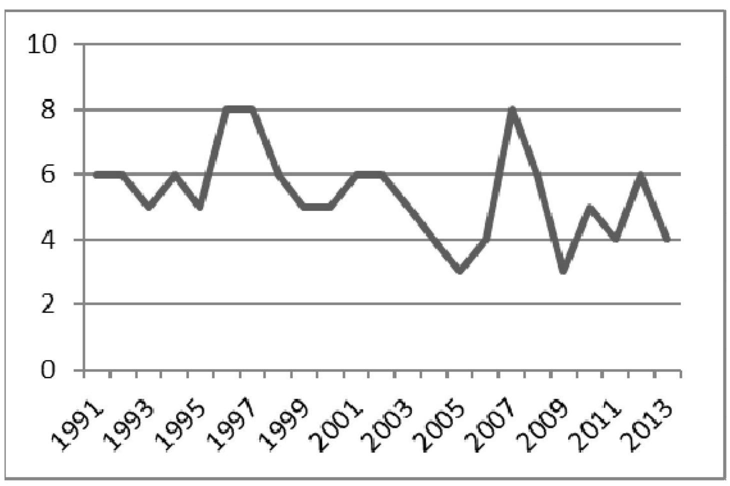

Figure 8: The number of importing countries

The development of the number of importers are similar to the development of exports .The development of the number of importers recorded to carry out of imports fisheries Sulawesi resembling a landmark tend to the development of exports, this suggests that export in southeast not only influenced by economic variables but affected by the number of importers.

5.2. Discussion

From scratch linear regression multiple based on the data obtained by above, so obtained equation as follows:

$$Y = 416.434 + 0{,}793\, X_1 + 206{,}391 X_2 + 723.833 X_3 - 9.05271 D$$

As it can be seen on the equation obtained regression, as follows:

- Constants of 416.434 ; meaning that if the Exchange Rate (X_1) , the Economic Growth Importers (X_2), Number of Importing Countries (X_3) and Policy (D) value is 0 , then the Export Value (Y) value was 416.434 US $
- Coefficient of regression Exchange Rate (X1) of 0.793; pales Exchange rose 1 %, the Value of Exports (Y) will increase by 0.793 US $ assuming another independent variable is fixed. The coefficient is positive; it means there is a positive relationship between the Exchange Rate by Export Value, the rise Exchange Rate, the export value is increased.

Based on the research done that the variable exchanges rates influential positive and significant to the export value fisheries. It is the exchange rates can affect prices at the world trade which in turn is able to supply and demand exports. In line with this research Broda (2004) that the exchange or foreign exchange rate influential positive and significant to the export value non oil in Indonesia. The world economic conditions that more competitive, so every country and industry trying to efficiency. It is that the efficiency will increase productivity and in turn, a country or industry can compete in the world trade. On the other side world trade (export import prices) will affect both the price of domestic and the international prices changes a goods international market would affect the exchange rate ( ) rate. The exchange rate domestic/depreciation decline will encourage exports and otherwise exchange rate increase its domestic then export will decline.

Economic growth regression coefficient importing countries(X_2) amounted to 206. 391; meaning that if the importing country's economic growth rose 1 %, the value of exports (Y) will increase by 206.391 US $ assuming another independent variable is fixed. The coefficient is positive, it means there is a positive relationship between economic growths in importing countries with export value, the rise of economic growth in importing countries, the increasing export value. The research results show that the variable economic growth import countries have a positive influence .This outcome gives empirical evidence that the higher economic growth import country, hence the higher/increased exports of fisheries, or in other words the economic growth encourage demand increased fishery products which in turn exports rose .in one party of economic growth means a country living standards higher maximum velocity or prosperity.

A countries experienced prosperity will do international trade by doing specialization in merchandise that has the comparative excellences .This means countries an importer with economic conditions good or level increased will encourage demand for goods more efficient or importing goods that are relatively low than the things in the country the price of domestic . Total variable regression coefficient Importing Countries (X_3) amounted to 723.833 ; meaning that if the amount of importing countries rose 1 %, the Value of Exports (Y) will increase by 723.833 US $ assuming another independent variable is fixed. The coefficient is positive, it means there is a positive relationship between the amount of the importing country Export Value, increasing amount of importing countries, the increasing export value.

Based on the research results show that the number of countries importers have had a positive impact to the export value .This provides implication that more and more countries which imported fisheries, the more increase export, which in turn income in sector of outside increased domestic, or in speech variations importers other countries multiply, and the torrent freight out increased .With increased the flow of things out, income or foreign exchange increased. Besides that many countries which imported goods by followed of number of consumers increase , so affect of a production in increased domestic .The increase in the end encourage export .Economists thought that growing number of buyers good the domestic market and the world market (international) to promote or affecting consumption and production , and distribution of income .

Thus the more the number of countries involved in international trade (export import), then transaction will the occurrence of goods and services, the movement of the resources and the expansion of the use was technology, so can accelerate economic growth of a country .According to Krugman (2012), suggested that foreign sector in this export of goods and services can increase foreign exchange receipts. Policy variable regression coefficient (D) of - 9052.710; meaning that if the policy increased 1 %, then the Export Value (Y) will be decreased by 9052.710 US $ assuming another independent variable is fixed. Valued coefficients occur negative relationship between policy and value of exports, tightened policy, the more drops Export Value. The result showed that the impact of a policy of opposition to exports has negative effects. This means policy in the fisheries sector is forbidden to export fisheries, when back of domestic consumption not enough. Yet the fact that the policy in ineffective, because export results fisheries generally of the year increased year. So export growth negative associated with policy, because the policy deal with the change in 2004.Thus exports fisheries not affected by policy export ban. In a demand side of the world, results fisheries in Indonesia increasing, but policy or regulations have tightened which in turn will reduce our trade balance negative.

6. Conclusion

The whole independent variable (exchange rates, economic growth a country, the number of importers and policies) in have significant influence on variables exports marine fisheries in southeast Sulawesi. This suggests that change exchange rates, economic growth a country and the number of importers not enough bring the impact on expo, 83-88 rts fluctuations. But government policies. Intended to deal with the international trade and protective of national interests would directly affect exports .In practice such a policy export tax , the quota the exports and others will reduce exports .This suggests that change exchange rates , economic growth a country and the number of importers not enough bring the impact on exports fluctuations.

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