CROSS-BORDER TRADE IN THE INDONESIA-MALAYSIA BORDER AREA AT THE PLBN ARUK OF SAMBAS REGENCY

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ABSTRACT

Import-export opportunities for various superior products of Sambas Regency through the Aruk Cross Border Post (PLBN) have great potential, especially with the support of Government Agencies and SOEs operating in the area. This research aims to further analyze the Indonesia-Malaysia cross-border trade in the PLBN Aruk area of Sambas Regency using a field research method with a qualitative descriptive approach. The novelty in this research is the analysis of cross-border trade associated with the potential for sharia-based economic development, especially the export opportunities of Sambas Regency halal products to Malaysia. Researchers describe the phenomenon of cross-border trade at PLBN Aruk and identify the impact of the existence of this PLBN on improving the economy of Sambas Regency as a border region. Cross-border trade activities at PLBN Aruk take place in a neutral zone because Malaysia still considers ICQS lizard activities as traditional trade, while Indonesia has established PLBN Aruk as an official export-import gate. Currently, the main obstacle faced is the export regulations from the Indonesian government that do not fully support import activities in the region. This condition causes trade activities to be limited to the export of raw commodities, especially agricultural and fishery products. The incomplete construction of the International Goods Terminal and the absence of an official port code for PLBN Aruk are also technical obstacles that hinder the optimization of PLBN's function as an international trade center. Regulations that have not optimally supported also have an impact on sharia-based trade, especially in the development of halal superior products that have high potential in border areas. As a result, the opportunity to empower the people's economy through sharia-based cross-border trade cannot be maximized. Therefore, this study recommends that the central government immediately establish PLBN Aruk officially as an integrated export-import door, clarify regulations related to cross-border trade, and support the development of sharia trade through halal products as a strategy to empower the people's economy in the border area.

Keywords: Trade; Cross Border; PLBN Aruk

A. INTRODUCTION

Sambas Regency capitalizes as a Regency that is directly adjacent to neighboring countries has a great opportunity to conduct cross-border trade. This is due to the issuance of Presidential Regulation No. 31 of 2015 concerning the Spatial Plan for State Border Areas in Kalimantan, where two sub-districts in Sambas Regency, namely Sajingan Besar and Paloh Sub-districts are designated as National Strategic Activity Centers (PKSN) located in Aruk and Paloh. This makes Sambas Regency a potential area as a strategic and fast-growing area.

The impact of the establishment of Sajingan Besar District as a PKSN is the construction of the Aruk Integrated Cross Border Post (PLBN). PLBN Integrated Aruk inaugurated on March 17, 2017 is part of Nawacita, which is 9 programs of change for Indonesia, part of the vision of President Joko Widodo and Vice President Jusuf Kala. Based on the direction of President Joko Widodo at the inauguration of PLBN Aruk, it is said that "PLBN does not only function for

administrative management, but is utilized as a new point of economic growth in Indonesia. We want these posts to be used to access Indonesian products to neighboring countries".

PLBN Aruk is then one of the vital points for trade activities between the two countries. This area is the gateway for both countries to conduct trade transactions covering various types of goods, ranging from agricultural products such as rubber and palm oil, to daily consumer goods. These trade activities not only strengthen bilateral relations between Indonesia and Malaysia, but also provide a significant economic impact for the local population, whose livelihoods are largely dependent on cross-border trade. In addition, Sambas Regency has the potential to develop superior commodities, both from the agriculture, fisheries, industry and crafts, and tourism sectors. The agricultural sector includes rice, vegetables, and fruits. The fisheries sector is in the form of marine products and processing of fishery products. The industry and craft sector in the form of Sambas woven fabric (lunggi), Sambas sampin fabric, and Sambas borneo bamboo basket. The increase in the number of these potential areas into strategic areas indicates that cross-border trade is worth taking into account.

Based on data from CIQ Wilker Aruk in 2025, the crossing service activities of PLBN Aruk in 2024, the total arrival through PLBN Aruk is 133,069 people, consisting of 106,162 Indonesian citizens, 24,034 foreign citizens and 2,870 PLB people. While the total departure through PLBN Aruk is 141,526 people, consisting of 113,474 Indonesian citizens, 24,553 foreign citizens and 3,499 PLB people. In addition, in 2024 the value of agricultural exports through PLBN Aruk amounted to RP. 4,674,909,973.00 with superior agricultural commodities exported are Petai, Chili, Langsat, Round Coconut, Banana, Watermelon, Pineapple, Dragon Fruit, Orange, Melon and Jengkol. And the value of fisheries exports through PLBN Aruk amounted to RP. 15,951,076,000.00 with the leading fishery commodities exported are Squid, Tenggiri Fish, Shrimp, Wangkang, Jellyfish, Snapper and Ranjungan.

Source: CIQ Data Wilker Aruk, Year 2025

Figure 1. Activity of Crossing Services at PLBN Aruk in 2024

With massive traffic of people and goods, and export-import opportunities for various superior products of Sambas Regency through PLBN Aruk, as well as the existence of Government Agencies and SOEs at PLBN Aruk that support including BNPP, Customs, Immigration, Health Quarantine, Quarantine Agency, PSDKP Ministry of Maritime Affairs and

Fisheries, POLR, Transportation, Jasa Rharja and BP2MI. So it is interesting to further analyze cross-border trade in the Indonesia Malaysia region in the PLBN Aruk area of Sambas Regency.

B. METHOD

This research is included in the type of *field research* (*field research*) which uses qualitative descriptive methods. This method is used to describe a situation so that the problems that occur in the field can be known and the proof is easy to find the truth and can solve actual problems. Researchers are trying to study more deeply by describing the phenomenon of cross-border trade that occurs at PLBN Aruk. So that the impact of the existence of PLBN Aruk on the increasing economy of Sambas Regency as a State Border Regency will be seen. In conducting this research, researchers went down to the field to make observations about a phenomenon in a natural situation. While this research approach uses qualitative. Qualitative research is research that intends to understand the phenomenon of what is experienced by the research subject. Holistically, and by means of descriptions in the form of words and language, in a special natural context and by utilizing various natural methods. This research is located in the PLBN Aruk area.

The approach used in this research is several approaches as an integral part of a study so that the research is more focused on the object of research and study in accordance with the disciplines discussed, so the approach used is a phenomenological approach, which specializes in the phenomenon and reality that appears to examine the explanation in it. This approach will explore data to find the meaning of the basic and essential things of the phenomenon, reality, or experience experienced by the object of research. This approach is needed to facilitate the course of research in the interaction between the author and the phenomena that occur and study cross-border trade that occurs in the PLBN Aruk area. According to Lofland in the book Lexy J. Moleong, the main data sources in qualitative research are words and actions, the rest are additional data such as documents and others. What is meant by words and actions here is that the words and actions of the people observed or interviewed are the main (primary) data sources. As for other data sources, they can be in the form of written data sources (secondary) and documentation such as photographs. Data sources taken from primary data or the first data source in the field. This data source is the first source where data is generated. The main data sources in qualitative research are words, and actions, the rest are additional data such as documents and others. This data was obtained from interviews with: 1) Head of the Aruk PLBN Area Development Subdivision; 2) Head of the Trade Division of the Kumindag Office of Sambas Regency; 3) Head of Sebunga Village, Sajingan Besar Sub-district; and 4) other parties directly related to cross-border trade at PLBN Aruk. Data not obtained directly by researchers but obtained from people or other parties. Secondary data or written sources obtained in the form of data related to the number of umkm and documents from other parties that have relevance to the object of this research.
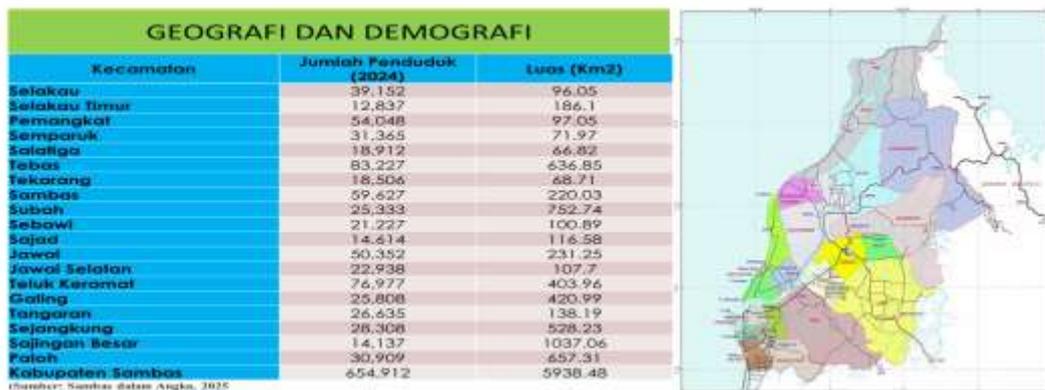
Data collection techniques used by researchers in this study, namely researchers directly by seeing and observing the actual objective conditions of cross-border trade that occur in the PLBN Aruk area. Data collection techniques in this study are in the form of observation, interview and documentation techniques. The instruments used by researchers include observation guides, and documentation data. While the analysis and interpretation techniques used in this research use the theory of Haberman and Miles. This technique is known as interactive data processing techniques. The workings of this data analysis method start from presenting data, organizing data, collecting data, verifying data, and drawing conclusions. The

data analysis process is carried out continuously along with data collection and then continued until it is completed. In conducting data analysis, researchers refer to the stages described by Miles and Huberman which consist of three stages, namely data reduction, data presentation and conclusion drawing. The last step is testing the validity of the data, in this research the triangulation technique is used, with the steps taken being: 1) Data obtained through interviews are made transcripts of interviews; 2) Interview transcripts obtained from various sources are then described written form; and 3) The data that has been described is tested for validity by comparing data from various sources.

C. RESULTS AND DISCUSSION
Overview of PLBN Aruk

Sambas Regency based on BPS data of Sambas Regency in 2025 is located in the north of West Kalimantan Province, between 0°33' LU - 2°08' LU and 108°39' East - 110°04' East with an area of: 5,938.48 km². and bordered by Malaysia (north), Natuna Sea (west), Bengkayang & Singkawang (east & south). The geographical position of Sambas Regency is strategic because it is located in the Border Area of the Republic of Indonesia. Sambas Regency has Paloh and Sajingan Besar sub-districts which are Strategic Areas from the point of view of national defense and security interests and are designated as PKSN, as well as the Equator Integrated Economic Development Area which is a strategic area from the point of view of economic interests.

Source: Sambas Regency in Figures, 2025

Figure 2. Geography and Demography of Sambas Regency

As a PKSN, Sambas Regency currently has PLBN Aruk Area, geographically PLBN Aruk is located in Sebunga Village, Sajingan Besar District, Sambas Regency, West Kalimantan. The area of PLBN Aruk is 9.1 HA. The distance of BLBN Aruk to the nearest locations are: Sambas (Capital of Sambas Regency) as far as 17 km; Pontianak (Capital of West Kalimantan Province) as far as 296 Km and Kuching (Serawak State) as far as144 km. The design of PLBN Aruk applies a combination of local cultures, namely Betang (traditional long house of the Dayak tribe), traditional Dayak shields, and resembles the cheap roof of the Malay tribe. PLBN Terpadu Aruk consists of the Core Zone and Supporting Zone. The Core Zone consists of: PLBN Main Building; Public and private vehicle arrival inspection building; Public and private departure inspection building; Goods transportation vehicle arrival inspection; Goods transportation departure inspection; Vehicle disinfection building; Weighbridge building; Confiscation Building; Utility building; State border area monuments, namely Gapura and Garuda Statue; Integrated monitoring post building; Check point post building; Public area; Preservation path; Parking area

and Evacuation area. While the Supporting Zone consists of the Indonesian guesthouse building, Employee Mess and Multipurpose Building; Border market (rest area); Houses of worship buildings consisting of mosques and churches; Utility buildings; Monument to the state border area, namely the Sukarno Statue; Big Market (Plaza); Parking Area; Guard Post and Feeder Terminal.
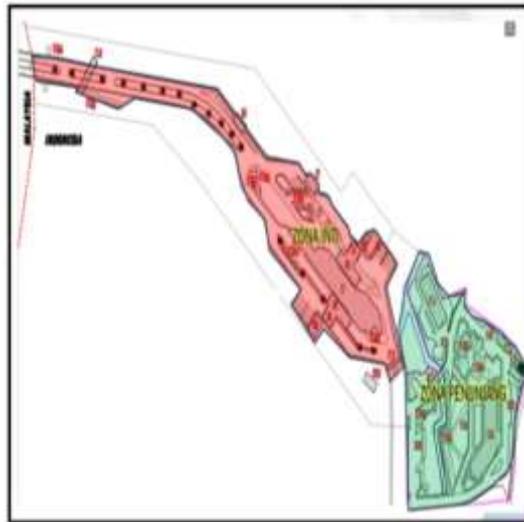

Figure 3. Master Plan of Aruk National Border Crossing

In order to support transactions in the *Cross Border Area* based on the Minister of Finance Regulation No. 80/pmk,o4/2019, the Customs value limit of imported goods used as the basis for granting import duties is set, specifically for the Malaysian territory, the Customs value limit is RM 600.00 or six hundred Malaysian ringgit per Border Crosser within one month. Details in the following table:

Table 1. Customs Value Limits of Imported Goods Used as the Basis for Granting Duty Exemption k

Bordering Neighboring Countries	Customs Value Limit	Unit		Time Period
Papua New Guinea	USD 300.00 (three hundred American dollars)	Per Crosser	Border	1 (one) month
Malaysia		Per Crosser	Border	1 (one) month
Philippines		Per Crosser	Border	1 (one) month
Democratic Republic of Timor Leste		Per Crosser	Border	1 (one) month

Source: Profile of PLBN Aruk-Entikong-Badau, 2022

DISCUSSION

PLBN Aruk is the largest PLBN among the seven PLBNs built by the Ministry of Public Works and Public Housing. the presence of Government Agencies and SOEs at PLBN Aruk is an essential function of PLBN as a place of supervision and service of goods crossing for foreign trade or border trade. The existence of PLBN Aruk is expected to become the center of economic

growth in the border region. The management of PLBN Aruk itself refers to regulation No. 7/2017 on the management of PLBN in the regulation PLBN is a place of inspection and cross-border services. PLBN Aruk is led by an administrator who is tasked with coordinating and administering activities in cross-border services. Related to cross-border activities, in its service activities PLBN Aruk is supported by related ministries or institutions such as Customs, Immigration, Quarantine and security (CIQS).

The cross-border trade activities at Plbn Aruk are handled by three sub-fields, namely the sub-field of regional development, the sub-field of facilitation and the sub-field of security hygiene. The sub-field of regional development is related to efforts to encourage economic improvement in border areas. The facilitation sub-field is related to cross-border activities related to colleagues in services, especially export activities such as quarantine and Customs. The security and hygiene sub-field relates to the activities and vehicles used by cross-border traders.

At PLBN Aruk, cross-border trade activities are carried out in the Neutral zone. This is because the Malaysian side still considers that ICQS biawak is a traditional trade while the Indonesian government has recognized PLBN Aruk as an export and import crossing point. Activities carried out in the Neutral zone or zero point such as loading and unloading goods or commodities that will be sent to Malaysia. The loading and unloading is carried out by laborers or labor unions by moving goods from cars transported by traders from Indonesia to buyers' cars from Malaysia. Trade conditions at PLBN Aruk in 2024 are running normally, where it is still dominated by raw material commodities from the agriculture and fisheries sectors.

Currently, the import-export obstacle faced at PLBN Aruk is the regulation of the Indonesian government, regarding general exports. So that PLBN Aruk only serves export activities while import activities still cannot be carried out. Furthermore, related to the determination of the status of Biawak, Malaysia still considers it as traditional trade or only serves cross-border people. So that export activities carried out by PLBN Aruk loading and unloading activities are carried out at zero point or Neutral zone. This is because PLBN Aruk has not yet been designated by the Government as an official export-import goods crossing post. So that trade activities between Indonesia and Malaysia are based on the provisions of the border area trade system or the cross-border trade agreement or *Agreement between the Government of the Republic of Indonesia and the Government of Malaysia on Border Trade* which has been revised and signed by the governments of the two countries on June 8, 2023. Trade transactions are still limited to raw agricultural and fishery commodities. The construction of the International Goods Terminal facility has not been completed, and the establishment of the PLBN Aruk port code has not functioned properly.

Currently, the efforts made by the PLBN to encourage increased cross-border trade activities include encouraging an increase in the status of ICQS Biawak no longer as a crossing of people or traditional trade, through official forums such as Malindo social. As well as encouraging the Ministry of Trade to issue and establish PLBN Aruk as a general trading door. In addition, import and export commodities that until now have been sent in raw form or fresh products such as agricultural and horticultural fishery commodities. In the future, MSME products, both food and handicrafts, can be encouraged to export to Malaysia. This of course involves and supports the local government of both Sambas District and West Kalimantan province. Meanwhile, from the point of view of the Sambas District Government, among others, it has coordinated and written an official letter to encourage the Central Government to

immediately establish PLBN Aruk as an official export-import goods crossing post. As well as encouraging an integrated agenda of business meeting activities with outsiders on a regular basis through the Sosek Malindo Meeting Forum to encourage the marketing of products that have the potential to be traded globally.

D. Conclusion

PLBN Aruk plays a major role in cross-border trade activities in the Indonesia Malaysia region in the PLBN Aruk area of Sambas Regency. However, the existence of PLBN Aruk has not been able to maximize cross-border trade activities, this is because PLBN Aruk has not yet been established by the Government as an official export-import goods crossing post. This causes the export potential in Sambas Regency to not be maximized, because currently export activities are only traditional. Therefore, it is important to strive for PLBN Aruk to be officially designated as an import-export door by the central government, so that PLBN Aruk functions optimally.

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