Developing the “Classic” Image Branding of Madura Batik Center as an Effort to Face AEC (ASEAN Economic Community) 2016

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DEVELOPING THE “CLASSIC” IMAGE BRANDING OF MADURA BATIK CENTER AS AN EFFORT TO FACE AEC (ASEAN ECONOMIC COMMUNITY) 2016

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Abstract. One of the crucial forms of the expansion of Chinese companies into new markets over the last decade has been the increasing pace and scale of conducted mergers and acquisitions, as well as inter-regional agreements, such as joint ventures. The value of agreements such as mergers and acquisitions, established by Chinese companies worldwide in the year of 2015 reached a record level of $477.2 billion, far exceeding the results of the previous year, what demonstrates the growing openness of the Chinese investors to cooperation with foreign partners. The fields in which Chinese companies have invested the most in recent years are: energy, real estate, finances, automotive, metals, agriculture and technology. The article presents the effects of the merger concluded in 2010 by a Chinese passenger car manufacturer Geely Automobile with the Swedish company Volvo. The presented example of the expansion of Chinese capital in the automotive sector has been one of the most important investments ever made by the Chinese company on the foreign market. The basis of the analysis made by the author were the results obtained from annual financial reports, published by the mentioned companies. They allowed the assessment of changes in the position of the examined Chinese corporation by using such financial and marketing measures as: market share, market value of the company, value of company’s revenues, the popularity of the brand and its image. Comparative analysis of the development of these indicators before and after the merger shows that the actions of Geely Automobile, effectively led to the strengthening of the company’s potential, as well as to the increase of its competitiveness on both the domestic and international markets, while its strategic aspirations allow to expect further dynamic growth and development of the company on the international arena.

INTRODUCTION

By 2016 the ASEAN community will have a new trade regulation called AEC (ASEAN Economic Community) in Southeast Asia. It consists of policies towards mutually supportive trade and cooperation between ASEAN countries (Malau, 2014). AEC’s policy in 2016 between the ASEAN countries makes most local products to make improvements in their brand sector, and it means that every commodity should have a relevant product classification and strong branding, in order to compete at the level of ASEAN (Musman & Ambar, 2011). Batik Madura is one of Indonesia’s local products with strong cultural and historical aspect. The shape of Madura’s batik ornament represents plants, architectures and the social conditions of Madura island coastal society (Febrianti & Dorra, 2015). The distinct characteristic of Batik Madura is their brighter and colorful products. To compete at the level of ASEAN, Batik Madura’s product will need a brand identity system, which comprehensively thinks of the Batik as a product brand, organization, people and symbols.

To design the Batik Madura product branding, a case study of this research will take one specific region of Klampar Batik centers located in Pamekasan, Proppo, Madura Island, as the initial reference to create the branding design for other Batik Madura centers. Klampar village is one of the leading centers in the Batik Madura Island (Akhyat, 2010). Furthermore Klampar village has five centers of Batik as their mainstay, and has 1200 units of Batik crafter with 24 billion rupiah as their annual production value (Akhyat, 2010). With such production value, Batik Klampar is capable to have wider market in sales. But like the other local Batik centers in Indonesia, Klampar Batik centers still don’t have product’s identity that can compete on the level of AEC 2016. The result from this research model is expected in turn to be used as a reference in designing the branding for Batik centers throughout Indonesia (Selvina, 2016).

LITERATURE REVIEW

Batik has many factors to be explored, one of them is the design (Margried, 2015). Because Batik has a strong character of the product and the surrounding culture. According to Haake, when carefully noted, the ornament illustration on Madura’s Klampar Batik has a shape that can be explored and developed (Haake, 1989). Exploration on the ornament design will create stronger image building of the Klampar Batik center.
of Klampar Batik center is the initial stage in order to achieve brand awareness and knowledge to consumers (Ladjar, 2013). Image building on Batik products can be developed from the ornament, architecture, and craftsmen in Klampar Batik centers to form the classic branding (Haake, 1989). Element in the design is letter mark (typography) (Strizver, 2006) and picture mark as a visual (Wheeler, 2009). Both are the elements of the logo to reinforce the classic branding identity which has existed within the Batik center (Tjiptono, 2014). The factors that must be considered when designing a branding later by “Wheeler” are, vision, meaning, authenticity, differentiation, durability, coherence, flexibility, commitment and value (Wheeler, 2009). Nine of the above factors will be referred to unravel the potential that exists in the Klampar Batik center, to be developed into the classic branding (Kertajaya, 2009). According to Kertajaya, image is essential for a product positioning. It means the potency of the classic image possessed by Batik Klampar that can be developed into the tourism potential in the Klampar Village area (Rukayah, Wibowo & Wahyuningrum, 2015) and to improve the society’s economy (Rusnani & Andini, 2014).

### RESULTS

The main concept design of the classic branding identity of Klampar Batik center is represented by the keyword “Classic and Innovative”, as “classic” can be inferred from the Klampar Batik center, and “Innovative” to represent the capability to compete in the era of AEC 2016. In designing the branding identity of Klampar Batik center both keywords will be combined. From the keywords of the Klampar Batik center the design and implementation will be conducted as follows:

#### Unique Selling Point

1) Klampar Batik Ornament is a product that is still being retained from the beginning until today. Classic Batik Ornament of Klampar village are the Sekar Jagat ornament (world flowers), Sesse (fish scales), kembhang testes (droplet of flower), mo’-ramo (wood fibers), tanahan or rema’an (soil), and beras utah (spilled rice)

### TABLE 1

<table>
<thead>
<tr>
<th>Stage of Design Branding</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A</strong> Data Collecting</td>
<td>At this stage the study will collect data from Klampar Batik center by means of Kriyantono, (2012): 1. In-depth interview of Mr. Badrus (Headman of Klampar Village), Mr. Harun (Entrepreneur of Klampar Batik center) and Mr. Ahmadi (Chairman of the Association of Craftsmen Batik Pamekasan). 2. Observations of 22 batik entrepreneurs of the Klampar Village, Madura, to collect physical data of Klampar Batik products and environmental data around the areas of Klampar village’s Batik center (ornament, architectural, and human interest). 3. AIO Questionnaire (Activity, Interest, Opinion) to find out habits of Batik Klampar audience, so that the implementation can be made with appropriate media. Demographics: Age 20-40 years (Unisex). Occupation: Government Employees, Students, Employees, Entrepreneurs. Geography: living in big cities in Indonesia such as Jakarta, Semarang, Yogyakarta, Bandung and Surabaya. Psychographics: Consumer shopper. Behavior: Likes to collect local products. 4. Literature data sourced from books and scientific journals to support the background of this research.</td>
</tr>
<tr>
<td><strong>B</strong> Formulating the Design Concept</td>
<td>At this stage the data collection acquired through interviews, observation and questionnaires will be analyzed to be made into ideas and design concept.</td>
</tr>
<tr>
<td><strong>C</strong> Establishing the Design Criteria</td>
<td>At this stage, the study of icon and visual of Klampar Batik center is conducted to establish the design stages.</td>
</tr>
<tr>
<td><strong>D</strong> Designing Alternatives</td>
<td>At this stage the best design alternative will be chosen as the model of Klampar Batik center’s branding.</td>
</tr>
<tr>
<td><strong>E</strong> Designing Implementation</td>
<td>In the final stages the model design will be implemented to the appropriate media, and further discussions with the relevant stakeholders of the research at the Klampar Batik center have already been done.</td>
</tr>
</tbody>
</table>

#### FIGURE 1

(From Left to Right) Sekar Jagat Ornament (World Flowers), Sesse (Fish Scales), Kembhang Testes (Droplet of Flower), Mo’-Ramo (Wood Fibers), Tanahan or Rema’an (Soil), and Beras Utah (Spilled Rice)
2) Architecture in the Klampar village still retains the style of Madura kingdom era. Such architecture was named as “Tanean Lanjhang”, which represents the structure of the social community in Madura. Tanean lanjhang have conical roofs called “Pacenanan” that comes from the word pa-china-an that means the style was derived from Chinese culture. Not only applied on houses, the Tanean Lanjhang typical architecture is also being applied by the Klampar village on the buildings they use to make Batik ornaments. Additionally, the “Pacenanan” roof style was also developed for the gate and the building’s Architecture of Klampar village’s traditional market.

3) The majority of people in Klampar village, are doing Batik product processing for living. The product processing activities are divided into drawing the batik with wax, drying the batik cloth results and distributing the products to traditional markets or Batik Boutique. There are two kinds of methods that can be applied in batik drawing process, the first is to draw the motifs by hands with a tool called canting (mencanting), and the product output is referred to as Batik tulis. The second method is Batik cap, in which Batik motifs are repeatedly copied all over the cloth with a pre-made, stamp-like tool dipped into liquid wax.

Mapping Visual
At this stage the observation results will be analyzed, and after that creating an icon which will visually represent the Klampar village that may represent the “image processing” in the Klampar Village Batik center. The icon will be developed as the letter mark and picture marks designed to form the logo and typography.
Letter Mark and Picture Mark Design
The design of the typography/letter mark was developed from “Canting” tool used to draw batik motifs. While the picture shape on the logo’s picture mark and letter mark, comes from the batik ornament and architecture of the Klampar Batik center.

The Branding Media Strategy
The Branding media strategy of Klampar Batik center will be made based on the conclusion of the audience’s lifestyle questionnaire. The media strategy will also consider the design output’s material which can be produced accurately and affordably by Klampar Batik centers.

TABLE 2
Branding Media Strategy

<table>
<thead>
<tr>
<th>No.</th>
<th>Media</th>
<th>Explanation</th>
<th>Material</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Packaging Design</td>
<td>Batik packaging is designed as bag, so that the customers who shop at the Klampar Batik center can easily use it to carry their stuff.</td>
<td>Samson Paper 210 gram, &amp; Matte Paper 210 gram</td>
</tr>
<tr>
<td>2</td>
<td>Stationary</td>
<td>Will be provided for the needs of legal and formal correspondence with the distributors and other instances related to the Klampar village Batik center</td>
<td>Option text Paper, 80 gram</td>
</tr>
<tr>
<td>3</td>
<td>Name Card</td>
<td>Name card will be a useful medium to connect the buyer/customer to the batik crafters of Klampar village.</td>
<td>Samson Paper 210 gram</td>
</tr>
<tr>
<td>4</td>
<td>Brochure</td>
<td>Brochure will be used to provide the product information of Klampar village, especially on events such as UKM or regional specialty product exhibition.</td>
<td>Rives tradition Paper 250 gram.</td>
</tr>
<tr>
<td>5</td>
<td>Website</td>
<td>The website will have wider range and further reach for audience and potential buyer outside the country. It will also provide the information about Klampar village and its product.</td>
<td>-</td>
</tr>
</tbody>
</table>
DISCUSSION AND CONCLUSION
Some points to be considered in designing a local batik products branding identity to be able to compete in 2016’s AEC era are:

- Artifacts that can be acquired from the batik product’s ornament, tools used to create batik, the visual, and the architectural style within the batik center’s area proximity.
- Mentifact, which means the human who has the role around the Batik and culture sector (Koentjoroningrat, 1998). Which refers to the batik crafters doing their activity around the Batik center, from the batik motif’s drawing process to the final drying process. Human activity around the batik center is an essential aspect in designing a branding identity, because the data required can be obtained and discussed in real-time.
- Sosiofact, socio-cultural and local tradition of the batik center preserved by the people from one generation to the next generation.

REFERENCES


– This article does not have any appendix. –