

# [Secret nim’s desa kolej poly-tech mara bangi section 14](https://assignbuster.com/secret-nims-desa-kolej-poly-tech-mara-bangi-section-14/)

Secret Nim’s Desa Kolej Poly-Tech Mara Bangi Section 14, Teras Jernang 43650 Bandar Baru Bangi Selangor Puan Lily Suriana Binti Hassan Lecturer Entrepreneurship Kolej Poly-Tech Mara Bangi 43650 Bandar Baru Bangi Selangor1 March 2009 Madam, Submission of Business Plan According to the above mater, we are the students from the course of Diploma in Business Management ( AB101) in Kolej Poly-Tech Mara Bangi was submitting our Business Plan. This report is a compulsory assignment for subject entrepreneurship (PPN 254). . For your information, we choose this type of business because it has a potential and bright prospect in nowadays and in future. We also have analyzed what student, lecturer, and staff want to eat. Thank you Signatures | | | | | | | | |………………………. ………………………… |………………………… | | MOHD SYAFIQ BIN MOHD RAZIB | ERLINDA BINTI MISLIZAR | SITI MARIAM BINTI ALIAS | | GENERAL MANAGER | MARKETING MANAGER | ACCOUNTANT MANAGER | | 890429-08-5543 | 891205-14-5062 | 870321-02-5276 | | | | | | | | |……………………….. |…………………………. |………………………… | | HALIMATON SAADIAH BINTI ABD.

MANAF | NUR ATIQAAH BINTI ADNAN | SAIDATUL ATHRAH BINTI BADRUL HAMIDI | | FINANCIAL MANAGER | ASSISTANT MARKETING MANAGER | SALE MANAGER | | 870126-56-5154 | 890712-14-6196 | 890930-08-5408 | | | | | | | | | |…………………………. |………………………. | | WAN NUR ATIQAH BINTI WAN AHMAD SHAHAROM | MOHD SYAZWAN BIN RAMLI | | | OPERATION MANAGER | LOGISTIC MANAGER | | | 890819-02-5386 | 880605-26-5211 | | | | | | | | | | |……………………….. |………………………….. | | SITI ZUBAIDAH BINTI YUSAK | AHMAD KAMIL BIN MOHAMMAD KAMAL | | | ASSISTANT OPERATION MANAGER | ASSISTANT LOGISTIC MANAGER | | | 881203-43-5198 | | | ACKNOWLEDEMENT First of all thanks to Allah S. W. T for give us time to prepare this Business Plan for Entrepreneurship (PPN 254) at the right times. Not to be forgetting our beloved lecturer Madam Lily Suriana Binti Hassan, thanks for your guide and help us to complete this Business Plan. We feel very happy to doing this project. At the same times we also get many experiences, skill and knowledge during prepare business plan for next project (PPN 255).

We also want to thanks to ourfamily, friend and supplier for helping and give full commitment to our group until this Business Plan are fully completed. EXECUTIVE SUMMARY In this business, we have decided to preparedfoodand drink in our menu. We prepared this menu exclusive for lecturer, staff and also student college. In our menu we have decide to sell fried mushroom, “ Rojak Buah”, and also Nata De Coco Soda Juice. The reason that we choose this menu is because, most of the student seldom to choose this menu as their business plan project. The specialty of fried mushroom is crunchy and has also had three types of flavors that original, curry, and black pepper.

It is suitable for everybody. The second menu is “ Rojak Buah”. This menu is a vegetables salad food that has a mixture of fruits and raw vegetables like pineapples, turnip, cucumber and mango. The special of this menu is we mix all the local fruits with the gravy. The main factor that make our “ Rojak Buah” more delicious is the thicken gravy, spicy and suitable to all people and it also has a lot of vitamins from the fruits and nuts. Lastly is the Nata De Coco Soda Juice. We choose this types of drink is because the taste is unique and delicious. It has mixed with the bicarbonate soda and Nata De Coco. It also has two types of flavor that is Sunkist and syrup.

It’s also full of vitamin C and effective for our body. INTRODUCTION Firstly, we are planned to establish Secret Nim’s company which is provide food and drink. Our company will run a business which related with a sell food and drink to our customer at Lobby College. We also provide many kind of food and drink. Our main target is lecturer, staff college, and student. We start our preparation at 12 o’ clock and start our business at 1 o’ clock until 4 o’ clock. And our vision is to be friendly and create a close relationship with customer and make the customer will satisfy with our services. We plan to start our business in July 2009. We select this business because it has a bright future.

Even though, we have a competition, we still can achieve our target because use different concept to attract customer to visit our booth and also give a good quality food and drink to the customer. THE PURPOSE The business plan is prepared by Secret Nim’s company. We make this business because to solve the assignment for entrepreneurship (PPN 254 and 255) for this semester and next semester. We make this purpose business plan early because we want our preparation for this subject is more systematic and make our spirit to target ‘ A’ for subject entrepreneurship (PPN 254 and 255). Another purpose that we get is to have a good proper planning to open the booth within the lobby college, hostel and have a good manage base on business planning. It also can increase our skill and knowledge about entrepreneurship (PPN 255).

Other than that, we also can get a guideline for our business next semester and make anyone interest, and understand this vision, mission and our goal. Logo SECRET[pic] NIM’S Theme : White and Red White : Clearness is Num one Red : Work in a group together is our spirit and always ready to take any risk at any time The black frying-pan and the word of ‘ Secret’ The word of ‘ Secret’ is the images of the mysterious of our black frying-pan. “ Nim’s” is word that come from theMexicanethnic. Nim’s means a mushroom. It also our main menu in our business. COMPANY BACKGROUND a) Name of company: ? SECRET NIM’s b) Business Address: ? Kolej Poly-Tech Mara Bangi Seksyen 14, Teras Jernang 43000 Bandar Baru Bangi Selangor Darul Ehsan ) Correspondence Address: ? www. SECRET NIM’s. blogspot. com d) Organization: Actually SECRET NIM’s partnership business has some committee, which is: • Administrative manager • Marketing manager • Operation Supervisor • Financial manager • Financial Supervisor • Logistic Manager • Sales Manager e) Main Activity: | Working hours | Settings in operations | 1 hour | 12. 00pm – 1. 00 pm | | | Delivery and service | 3 hours | 1. 00pm – 4. 00pm | | Working days | 5 days | Monday | 1. 00pm -4. 0pm | | | | Tuesday | | | | | Wednesday | | | | | Thursday | | | | | Friday | | | Holiday | 2 days | Saturday |- | | | | Sunday | | PARTNERSHIP AGREEMENT LETTER The Business Registration Act 1956 does not specify that the formation of a partnership business must be followed by the written agreement between or among partners. However, it is necessary for the business to have some kind of Contract or Partnership Agreement to avoid any misunderstanding that may occur among the partners. Secret Nim’s Partnership Agreement: 1. Name of the company: • Secret Nim’s 2.

Date of agreement: • 1 March 2009 3. Type of business: • Partnership 4. Duration of partnership: • The duration of the partnership to prevent the dissolution of the business. The agreement should also state that in the event one partner passes away or withdraws from the partnership, the business will not be dissolved. 5. Responsibilityof partnership: • Individual involved in managing the partnership business • Each partner did not make a secret profit. 6. Capital: • The accounts of the business and share capital that show the contribution of each partner and the right and obligations of each partner towards the capital. 7. Properties: The properties acquired have been are considered as assets of the business. 8. Profits and losses: • All the profits depend on share contribution among partner. • Losses will be share equally. 9. Salary: • Salary all the partners are paid base on hourly rate only workers receive monthly salary. ADMINISTRATIVE PLAN INTRODUCTION OF THE ORGANIZATION Our company is SECRET NIM’s, SECRET NIM’s has a higher target to set up an organizational goal to achieve our objective. The goal is to maximize the value of our restaurants before converting it to cash and minimize the amount of time consumed. The company chooses organization structure by functions because it is suitable with our business.

This activities in a business are divided into administrative, marketing, financial, selling and operating. Vision to SECRET NIM’s company is give good services to our customer, provide the higher quality in product, provide delicious menu, change menu in short time , sales with acceptable price and SECRET NIM’s sales based on what customer needs and wants to give profit in the sales. With vision SECRET NIM’s we make sure customer satisfy with our service and will come again to buy SECRET NIM’s product. Mission to SECRET NIM’s is to get more regular customer , and make sure all customer satisfy the good service based on their needs and wants.

SECRET NIM’s also provide the product with high quality with acceptable price to get more regular customer and also can get high profit in sales. SECRET NIM’s company hopeful customer give support to achieve our target and objective which to maximize the profit. Support from customer also can get back profit around three years times. [pic] | MANPOWER PLANNING | | | | Position and the number of staff | | | | | | | | | | | | | | Position | Number of staff | | | | Administrative Manager | 1 | | | | Operation Manager | 1 | | | | Financial Manager | 1 | | | | Operation Supervisor | 1 | | | | Financial Supervisor | 1 | | | | Sales Manager | 1 | | | | Marketing Manager | 2 | | | | Logistic Manager | 2 | | | | Total | 10 | | | | | | | POSITION | MAIN TASK | | GENERAL MANAGER | Responsible to manage the company activities | | | Manage and organize the organization | | MARKETING MANAGER | Make the sales forecast and negotiate the target market in the | | | company | | | Find and determine the customer needs and wants | | | Create an advertisements and promotion | | ASSISTANT MARKETING MANAGER | Helps marketing do the forecast and negotiate in the target | | | market | | | Check and make sure all the work already done and complete | | OPERATION MANAGER Planning and controlling the company operation | | | Make sure the equipment are always safe | | | Ensure all the facilities in top condition | | ASSISTANT OPERATION MANAGER | Helps operation manager planning and controlling the company | | | Check all the task about operation settle and complete | | FINANCIAL MANAGER | Manage and organize company accounts | | | Ensure the company achieves the maximum target profits | | | Keep the data amount of sales every month | | ACOUNTANT MANAGER | Responsible to do accounts about salary or wages for staff | SCHEDULE OF TASKS RESPONSIBILITIES SALES MANAGER | Responsible to do target sale every day | | | | | | Responsible to make sure the sales of the company are in a | | | good condition | | LOGISTIC MANAGER | Responsible to make sure the transportation are ready | | | Responsible to make sure the all material are save | | ASSISTANT LOGISTIC MANAGER | Help logistic manager to find all the material | | | Make sure all necessity all ready done | | | | | | | | | SCHEDULE OF REMUNERATION | | | | | | | | | | | | | | | Remuneration for Administrative Staff | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | Position | No. Monthly | EPF | Socso | Amount | | |  |  | Salary | Contribution |(2%)(RM) |(RM) | | |  |  |(RM) |(13%)(RM) |  |  | | | Administrative Manager | 1 | 5000 | 650 | 100 | 5750 | | | Marketing Manager | 2 | 3000 | 390 | 60 | 3450 | | | Operation Manager | 1 | 2500 | 325 | 50 | 2875 | | | Financial Manager | 1 | 3500 | 455 | 70 | 4025 | | | Operation Supervisor | 1 | 2000 | 260 | 40 | 2300 | | | Financial Supervisor | 1 | 2500 | 325 | 50 | 2875 | | | Sales Manager | 1 | 2000 | 260 | 40 | 2300 | | | Logistic Manager | 2 | 2000 | 260 | 40 | 2300 | | | Total | 10 | 22500 | 2925 | 450 | 25875 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | ADMINISTRATIVE BUDGET | | | | | | | | | Item | Weekly Expenses | Monthly | | |  |(RM) |(RM) | | |  |  |  | | | Petrol | 25 |(25x4)= 100 | | | Total |  | 100 | | | | | | | | | | | | SALES FORECAST | | | | | | | | WEEK | SALES FORECAST (RM) | | |  |(Rojak, Mushroom, Water) | | | 1 | 375+500+500= 1375 | | | 2 | 375+500+500= 1375 | | | 3 | 375+500+500= 1375 | | | 4 | 375+500+500= 1375 | | | Total | RM5500 | MARKETING BUDGET FOR 1 MONTH | | | | | | | | | | | Item | Fixed Assets | Monthly | Other | | |  | Expenses | Expenses | Expenses | | | Promotion: |- |  |- | | | Pamphlet |  | 10 |  | | | Poster |  | 30 |  | | | Notice |  | 10 |  | | | Total |  | 50 |  | MATERIAL REQUIREMENT FOR 1MONTH | | | | | | | | | | | | | Fried Mushroom | | | | | | | | | | | | | Item | Quantity | Price | Total | Supplier | | |  | Required | per unit | Purchase |  | | |  |  |(RM) |(RM) |  | | | Flour | 20 kg | 15 | 300 | NSK SDN. BHD. | | Eggs | 120 pics | 0. 33 | 39. 6 | NSK SDN. BHD. | | | Oil | 5 kg | 9 | 45 | BINTANG | | | Mushroom | 20 kg | 12 | 240 | NSK SDN. BHD. | | | Sauces | 6 kg | 8 | 48 | NSK SDN. BHD. | | | Salts | 0. 5kg | 0. 3 | 0. 3 |  | | | Total |  | 44. 63 | 672. |  | | | | | | | | | | Rojak | | | | | | | | | | | | | | Item | Quantity | Price | Total | Supplier | | |  | Required | per unit | Purchase |  | | | Fruits : |  |  |  |  | | | Guava | 20 kg | 4 | 80 | BINTANG | | | Pineapples | 40 unit | 1. | 48 | BINTANG | | | Cucumber | 40 kg | 4 | 160 | BINTANG | | | Turnips | 40 kg | 2 | 80 | BINTANG | | | Mango | 20 kg | 5 | 100 | BINTANG | | | Rojak paste | 10kg | 2 | 20 | JENAB ENTR. | | | Peanuts | 2 kg | 4. 5 | 9 | BINTANG | | | Salts | 0. 5kg | 0. 3 | 0. 3 | BINTANG | | | Total |  | 33. 8 | 497. |  | | | | | | | | | | | | | | | | | Drink Water | | | | | | | | | | | | | | Sugars | 10 kg | 1. 6 | 16 | BINTANG | | | Sunquicks | 20 bottles | 9 | 180 | BINTANG | | | Nata De Coco | 20 bottles | 4. | 90 | BINTANG | | | Waters |  |  |  |  | | | Syrups | 5 bottles | 2. 5 | 12. 5 | NSK SDN. BHD. | | | Soda | 12 bottles | 2. 7 | 32. 4 | NSK SDN. BHD. | | | Ice Cubes | 20 bags | 3 | 60 | ATLAS ENTR. | | | Straws | 2 packets | 2 | 4 | MYDIN | | | Cup(Mushroom) | 20packets | 6. 5 | 130 | MYDIN | | | Cup(Water) | 40packets | 6. 5 | 260 | MYDIN | | Plastics Bags | 5 bags | 2. 5 | 12. 5 | MYDIN | | | Polysteryn | 10packets | 9 | 90 | MYDIN | | | Sticks | 2 packets | 3 | 6 | MYDIN | | | Total |  | 52. 8 | 893. 4 |  | | | | | | | | | | TOTAL |  | 120. 43 | 2063. |  | | OPERATION BUDGET | | | | | | | | | ITEM | WEEKLY (RM) | MONTHLY EXPENSES | | | Salaries | 0 | 25875 | | | Petrol | 25 | 100 | MARKETING PLAN SERVICE DESCRIPTION Secret Nim’s booth is a provide many kind of food and drink. We prepare many variety food and drink such as fried mushroom and rojak. We also provide drink that we call it Nata De Coco Soda Juice . It have two flavour which is sun quick and syrup. Customer either can choose mixed it up together.

We also high light the clearness of our booth that more were for bringing image of our company. The flexibility of our place is the most our important. We also provide open table to our customer if they want to eat or drink at our booth. TARGET MARKET Secret Nim’s has a several target market. To achieve our goal, we have to know our location and target customer for increasing our sale. Our main target is student, lecturer and staff how stay in the Kolej Poly-Tech Mara Bangi. The product that we want to produce is food and drink. It is because the student, lecturer and staff do not need to spend moremoneyon traveling cost to buy from outside Kolej. Our price is also cheaper than outside Kolej so everyone can buy our product.

To make this clear, we have listed our target market below: Market Size A survey of 3 types of sales, rojak, fried mushrooms, and drink water showed that we gain from normal sales are about RM1375 a week. We proceeded to estimate the potential sales for a month as RM 5500. Before estimating the final market size, the business took into consideration factors that may affect such as the semester break. Using this information, Secret Nim’s estimated the market size to be only RM 1200. COMPETITOR It is nature that every business has their competitors. Secret Nim’s also faces the same situation. Our competitors are Secret Nim’s Company and Village View Company. COMPETITORS | STRENGTHS | WEAKNESS | | Secret Nim’s | Cheaper | Waste time | | Company | Good service | Not regular customer | | Village View | Expensive | Take time waiting turn | | Company | Slow service | Have regular customer | [pic] Marketing Strategy In other to attract people attention to Secret Nim’s, we are creating advertising in several ways. It is including an outdooradvertisementwe have made that is a poster, pamphlet and we have produce a survey to be distributed to all student that stay in hostel and having classes at the college.

We also put our note at all the College Board and hostel board to promote our product that will be produced. We also have created our own uniform including t-shirt, cap and apron to attract our booth for people to visit our booth. We also have decided to have a red and white theme for our booth to make it more interesting. OPERATION PLAN FLOW CHART PROCESS Keropok Lekor Cut the long piece of Keropok Lekor to a piece. Heat the oil in frying pan. Put the piece of keropok lekor in frying pan. Fry it until it become crisp. Lift up and dry it. Inspection the quality. Keropok lekor are packed into a small packages. Ready to sold. Receive payment from buyer. FLOW CHART PROCESS RIBENA LYCHEE JUICE Measure ribena, lychee, plain water, and hot water.

Mix the sugar with the hot water. Put the ribena and plain water. Put the lychee fruit. Inspect the quality of water. [pic] [pic] Put the ice cube. Inspectation the quality of packages Packaging process. Ready to sold. Receive payment from buyer. FLOW CHART PROCESS MUSHROOM Measure flour Kentucky, egg, mushroom, and salt. Cut the mushroom to a pieces. Mix and the salt and flour. Inspect the quality of the flour. Put mushroom with the egg. Mix the mushroom with flour. Inspect the mushroom. Cook until fried. Inspect the quality of fried mushroom. Ready to pack the fried mushroom into a cup. Inspect the quality of the packages. Ready to sold. Receive a payment from buyer. | | | | | | | | | | | | | | | | PRO| | | | DUC| | | | TIO| | | | N | | | | SCH| | | | EDU| | | | LE | | | | | | | | OPERATION | | | TIME | | | | | | SELLING | | | 9. 00 AM UNTIL 2. 0 PM | | | | | | | | | | | | | | | | | | | | | | |  | unit | RM | | Expenses |  | | | Petrol Cost | - | 100 | | Uniform |( 10x25) | 250 | | total | | 350 | | COST OF GOOD MANUFACTURED | | | | | | | | | |  | RM | RM | | | Raw Material Used: |  |  | | | Opening Stock(1/1) | 0 |. | | | Add: Purchase of Raw Material | 2063. |  | | | Raw Material Available used | 2063. 6 |  | | | Less: Closing Stock | 515. 9 |  | | | Direct Material |  | 1547. 7 | | | Add: Direct Labor |  | 0 | | | Prime Cost |  | 1547. 7 | | | Manufactured Overhead |  | 0 | | | Cost of Good Manufactured |  | 1547. 7 | SECRET NIM'S | | | | | | | PRO FORMA CASH FLOW FOR A MONTH (WEEKLY) | | | | | | | | | | | | | | | | | | | |  | Total | Week 1 | Week 2 | Week 3 | Week 4 | | | Capital Contribution | 800 | 200 | 200 | 200 | 200 | | | Sales Forecast | 5500 | 1375 | 1375 | 1375 | 1375 | | | Total Cash Inflow | 6300 | 1575 | 1575 | 1575 | 1575 | | |  |  |  |  |  |  | | | Cash Outflow : |  |  |  |  |  | | | Operational expenditure : |  |  |  |  |  | | | Drink Water (RM390. 9) |  |  |  |  |  | | | Rojak (RM497) |  |  |  |  |  | | | Fried Mushroom (RM673. 2) |  |  |  |  |  | | | Others (RM502. 5) |  |  |  |  |  | | | Total operational expenditure | 2063. 6 | 515. 9 | 515. 9 | 515. 9 | 515. | | |  |  |  |  |  |  | | | Marketing expenditure : |  |  |  |  |  | | | Promotion (RM50) |  |  |  |  |  | | | Total marketing expenditure | 50 | 12. 5 | 12. 5 | 12. 5 | 12. 5 | | |  |  |  |  |  |  | | | Administrative expenditure : |  |  |  |  |  | | | Petrol cost (RM100) |  |  |   |  | | | Total administrative expenditure | 100 | 25 | 25 | 25 | 25 | | |  |  |  |  |  |  | | | Total Cash Outflow | 2213. 6 | 553. 4 | 553. 4 | 553. 4 | 553. 4 | | |  |  |  |  |  |  | | | Cash Surplus | 4086. 4 | 1021. 6 | 1021. 6 | 1021. 6 | 1021. 6 | | | Beginning cash balance | 0 | 0 | 1021. 6 | 2043. 2 | 3064. 8 | | | Ending cash balance | 10216 | 1021. 6 | 2043. 2 | 3064. 8 | 4086. 4 | | SECRET NIM'S | | | | PRO FORMA INCOME STATEMENT FOR A MONTH | | | | | | | |  | RM | RM | | | | Sales |  | 5500 | | | | Less : Cost of good sold |  | 0 | | | |  |  |  | | | | Less : Operating Expenditure |  |  | | | | Administrative expenses |  |  | | | | Petrol | 100 | 100 | | | | Marketing Expenses |  |  | | | | Promotion | 50 | 50 | | | |  |  |  | | | | Operational expenses |  |  | | | | Drink Water | 390. 9 |  | | | | Rojak | 497 |  | | | | Fried Mushrooms | 673. 2 |  | | | | Others | 502. 5 | 2063. 6 | | | | NET PROFIT |  | 3286. 4 | | | SECRET NIM'S | | | | PRO FORMA BALANCE SHEET FOR A MONTH | | | | | | | | | | | | | | Fixed Asset |  | 0 | | | |  |  |  | | | | Current Asset: |  |  | | | | Cash |  | 4086. 4 | | | | Total Assets |  | 4086. | | | |  |  |  | | | | Liabilities |  | 0 | | | |  |  |  | | | | Owner's Equity: |  |  | | | | Capital | 800 |  | | | | Net Profit | 3286. 4 |  | | | | Total Liabilities & Owner's Equity |  | 4086. 4 | | | LAYOUT OF PICK UP BOOTH KT KAMIL FINANCIAL PLAN(COST OF PROJECT) PRO FORMA CASH FLOW PROFORMA INCOME STATEMENT PROFORMA BALANCE SHEET CONCLUSION SECRET NIM’s company success in doing the business plan together. Business plan for this company including financial, product , quantity, quality, accounts , marketing, operation plan and many more. It was create by us which means individuals or group which eager to achieve a dream and or future understanding based on development . Our partnership consist ten partners and the entire partner have their own responsibilities. Each partner was giving their fully cooperate along doing this business plan. Good discussion from each partners give business plan complete and perfect. Information for our business already use in marketing strategic such as SECRET NIM’s provide menu, pamphlet, poster, and notes to customer. For notes company already inform at hostel and College Poly-Tech Mara Bangi. SECRET NIM’s company hope with supported from customer can give company to achieve our objective and target to get more profit and give business successful.

APPENDICES Rojak Buah Panggilan Pulau [pic][email protected]com Resepi cafe.... Ciptaan suami.. Created on : 02-06-2007 Print E-mail kepada kawan Tulis Laporan Bahan-bahan ( ) • KUAH ROJAK • 20 tangkai cili kering (boleh lebihkan jika suka pedas) • 2 cawan gula pasir • 1 cawan brown sugar • Belacan sebesar ibu jari (dibakar) • 5 sudu besar otak udang • 5 sudu besar sos tiram • Sebotol kecil kicap lemak (saya guna cap tamin) • Garam dan bijan secukup rasa • • BUAH • Nanas • Jambu air • Timun • Sengkuang • Mangga/pauh muda • Kedondong Cara-cara 1. Rendam cili dgn air panas kemudian goreng tanpa minyak hingga kering. Bakar belacan hingga naik bau. 2.

Kisar cili, gula pasir, brown sugar, belacan, otak udang, sos tiram dan kicap bersama air hingga betul-betul halus. 3. Masak bahan kisar ini di atas api kecil hingga pekat dan licin. Hendaklah sentiasa mengacaunya utk mengelakkan ianya menjadi gula hangus. Tambahkan air jika perlu. Tambahkan garam secukup rasa. Bila sudah pekat tambahkan bijan yang telah digoreng tanpa minyak. Boleh lah dia angkat dan di biarkan sejuk. 4. Potong buah mengikut citarasa anda. Masukkan dalam mangkuk dan masukkan kuah rojak yang telah sejuk. Taburkan kacang tumbuk jika suka. Sedia dihidang. 5. NOTE : Kuah rojak ini boleh juga dibuat kuah utk sotong kangkung. Simpan kuah rojak ini di dalam peti sejuk.