

CALENDAR AS A MULTIMODAL MEDIA TO HIGHLIGHT PALEMBANG HISTORICAL SITES

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Abstrak

Keywords:

Calendar,
Promotion medium,
Historical Tourism

Indonesian tourism draws heavily on its wealth of cultural and natural assets. Indonesia, which has assets and different civilizations give it the confidence to promote tourist and cultural attractions all over the world. Over time, tourism in Indonesia is gradually developing. This study demonstrates the method in developing a calendar to enhance Palembang's heritage tourism. The calendar study consists of three sections. This study used literature reviews, model creation, and a final result. The outcome and recommendations are that using a calendar as a promotional media for promoting Palembang's heritage tourism is a great opportunity since it will be helpful to the public. Furthermore, Palembang's governments ought to explore another calendar component that could potentially employed as an efficient advertisement for tourism strategy. To encourage Kawah Tekurep Graveyard.

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INTRODUCTION

Growth in hospitality aims to improve the management of tourism destinations and cultural heritage assets, transforming them into attractive cultural attractions, and encouraging investment in the country. Every region in Indonesia offers numerous tourism opportunities that might be used to benefit the community. meanwhile, the majority of Indonesians are still unaware of the area's tourism potential. Palembang is a city that is actively promoting and increasing its tourism potential. Currently, the amount of tourists visiting Palembang is not evenly distributed among the current tourism objects. Only select well-known tourist attractions are frequently visited by both domestic and international visitors. This occurs because there are still tourism items that are unknown to locals and tourists, as well as a lack of supporting infrastructure, and the use of media to promote activities is still underdeveloped.

Another issue is access to transportation. The lack of directions to the tourist site contributes to a decrease in transportation support. For example, there may be a dearth of security guards and inadequate accommodations such as restaurants, parking lots, public restrooms, and even tourist attractions. Heritage sightseeing is one type of tourism that should be fostered. There are numerous historical sites in Palembang that are worth learning about and visiting. However, there are some historical tourism objects that have potential and should be developed or pushed further. The use of calendars as a tourism advertising tool is new and needs to be enhanced. Calendars can be described as successful printed media because everyone need a calendar and will automatically see the calendar and the information or photos on it. People frequently preserve calendars because they include a wealth of information about dates, events, and so on. Using calendars as tourism marketing media is projected to aid in the development of Palembang's historical tourism industry.

A Palembang calendar will be designed. It might be a Songket weaving background, some photographs, Palembang city icons, and so on, all designed to highlight the city's features. The use of calendars as tourism promotion material is novel and needs to be explored. Calendars can be described as an effective printed medium because everyone need a calendar and will automatically see the calendar and the information or photos on it. People frequently preserve calendars because they contain a lot of date and event information. Using calendars as tourism marketing media is projected to aid in the development of Palembang's heritage tourism.

LITERATURE REVIEW

Palembang as the capital city of South Sumatera is not only as the center of governance but also as the center of trade, industry and tourism. This 13- century old city has left many interesting historical traces to be explored. Chronologically, legacy came from the time of the Kingdom of Sriwijaya, Palembang Darussalam Sultanate and the era of colonialism Netherlands and Japan (Dinas Kebudayaan dan Pariwisata Kota Palembang, 2014).

According to Dinas Pariwisata Kota Palembang (2017), there are several types of historical tourism in Palembang, such as : tourism destinations from the Kingdom of Sriwijaya, tourism destinations from Palembang Darussalam Sultanate, tourism destinations from Collonialism of Netherlands, and tourism destinations from Collonialism of Japan.

- a. The tourism destinations from the Kingdom of Sriwijaya :
 - 1) Taman Purbakala Kerajaan Sriwijaya (TPKS)
 - 2) Museum Bala Putra Dewa
 - 3) Bukit Siguntang
- b. The tourism destinations from Palembang Darussalam Sultanate :
 - 1) Masjid Agung
 - 2) Masjid Lawang Kidul

- 3) Masjid Ki Merogan
 - 4) Benteng Kuto Besak (BKB)
- c. The tourism destinations from Collonialism of Netherlands :
- (1) Monumen Perjuangan Rakyat (MONPERA)
 - (2) Kantor Ledeng (Kantor Walikota)
- d. The tourism destinations from Collonialism of Japan :
- (1) Ampera
 - (2) Bunker Pertahanan Jepang (GOA JEPANG)

Promotion is meant as informing, persuading, and reminding tourists directly or indirectly about the product sold to potential tourists (Ali Hasan, 2015 : 259). Tourism promotion is the activity or effort to introduce the attractions and how attractions can be visited. A good promotion can influence travelers to make a trip to some places. The purposes of tourism promotion are to introduce service and product, to give impression, and to deliver a compelling message of tourism. Calendar is an effective way to promote, because each calendar will automatically be seen throughout the year to remind everyone about some events or date. According to Azhari (2008), calendar is an organizing system of time for identification purposes as well as the calculation of time in the long run.

Calendar is also used to set up a meeting, appointment, determination of vacation and so on. According to Soegijanto (2010 : 55) at this time, the calendar has dual function. First is as a guide to determine the day, date, month and year. The calendar also has a function as a means of promotion. Besides that, an existing image on a calendar is related to each other (themed) such as various types of animals, pictures of landscape, mountains, trees, flowers, even important events around the country or the city. Wibisono (2015) states calendar as a good promotion media fulfills the following criteria : (1). right on target / target audience ; (2). benefits achieved promotion (both for branding, selling, or both) : (3). provide a positive image ; (4). unique and appeal ; (5). Having a life time as long as possible.

In addition, calendar has dual function, as a guide to determine the date, day, month, year and also can be as a promotion media. Calendar is one of an effective promotion media with the purpose of sale. Many things can be display in calendar because its useful things in daily life. Besides that, calendar fulfills the criteria to be a good promotion media such as right on target, benefits achieved promotion, provide a positive image, unique and appeal, also having a life time as long as possible.

In terms of product design, this calendar has its own uniqueness as well as its associated characteristic of the theme, form and its own meaning. The calendar that will be designed is a calendar of Palembang. As it is calendar of Palembang, the design for this calendar will be themes of Palembang. it can be likely Songket weaving background, some pictures, icons of Palembang city, etc which to emphasize the characteristics of Palembang city.

RESEARCH METHODOLOGY

The method of study used is research and development method from Sukmadinata and friends. The steps are similar to ten steps from Borg and Gall, but this method has simpler steps. There are three steps of research and development method as follow : (1) preliminary study ; (2) model development ; (3) final product testing and dissemination.

1. Preliminary Study

This technique consists of three steps: literature review, field survey, and draft model. The literature review focused on tourism promotion mediums, including the usage of calendars, as well as historical tourism in Palembang, particularly the Kawah Tekurep Graveyard and Sekanak Village. After that, I studied and analyzed them. Field surveys collect data from real-world conditions in order to conduct research and development. Then, data on Kawah Tekurep Graveyard and Sekanak Village as historical tourism in Palembang was gathered through documentation and interviews with experts at the Palembang Tourism Office. To create the draft model, I first sketched out the calendar design. After that, give the calendar's draft model or sketch to a designer.

2. Model Development

Model development consists of two steps: field limited testing and field wider testing. During field testing, I provided a draft to the calendar's designer to receive feedback on the design. It also conducted an interview with an expert from the Palembang Tourism Office to get information about the calendar's contents. Following that, it will be displayed on the calendar. Then the writer received additional ideas, which were utilized in the modification. The writer performed the identical actions in field-wide testing, but the number of experts was significantly higher than in confined testing. Following that, the writer gathered feedback and suggestions to improve the product.

3. Final Product Testing

This is the final step of the research and development process. In this step, the writer demonstrated the final Calendar product to the public.

It took place in the Palembang Tourism Office. Furthermore, the writer picked the Calendar of Palembang as a promotion medium for Palembang's historical tourism. Kawah Tekurep Graveyard and Sekanak Village would be marketed as historical tourism destinations. During this time, people used pamphlets, leaflets, brochures, and magazines to promote historical items. However, the promotional media were insufficient to promote the historical relics. Additionally, historical tourism items recorded in books or other printed media are typically not very interesting to people, and they may be bored because they do not have much

time to read them. They require an informational medium that is both efficient and engaging. Therefore, in order to enhance historical tourism in Palembang, a different type of tourism promotion medium was required.

The data collected by conducting library research, documentation and interview.

1. Library Study

This approach involved the writer's reading information from books, periodicals, booklets, and the internet. In order to include information and images of Kawah Tekurep Graveyard and Sekanak Village in the Palembang Calendar, the author gathered them.

2. Documentation

The information was taken in the form of files and images using this manner. The writer used a few materials from the South Sumatera Guidebook, Palembang booklets, brochures on historical buildings, and documents from the Palembang Tourism Office regarding Kawah Tekurep Graveyard and Sekanak Village. Other sources included pictures and information from the internet. Important and captivating pictures were selected by the author to be shown on the calendar.

3. Interview

In order to obtain information directly from the interviewee, the writer conducted an interview. To gather information for the calendar's contents, the author spoke with a specialist from the Palembang Tourism Office. The interviewer should prepare a number of items before the interview, such as a recorder to record the interview or paper to write the information and some research-related questions. The interview process involved a number of processes, including preparing the questions, asking them, recording or listening to the interview, condensing the information, and creating a summary. The author then went on to detail the conclusions and data that were gathered from the specialists.

RESULT AND DISCUSSION

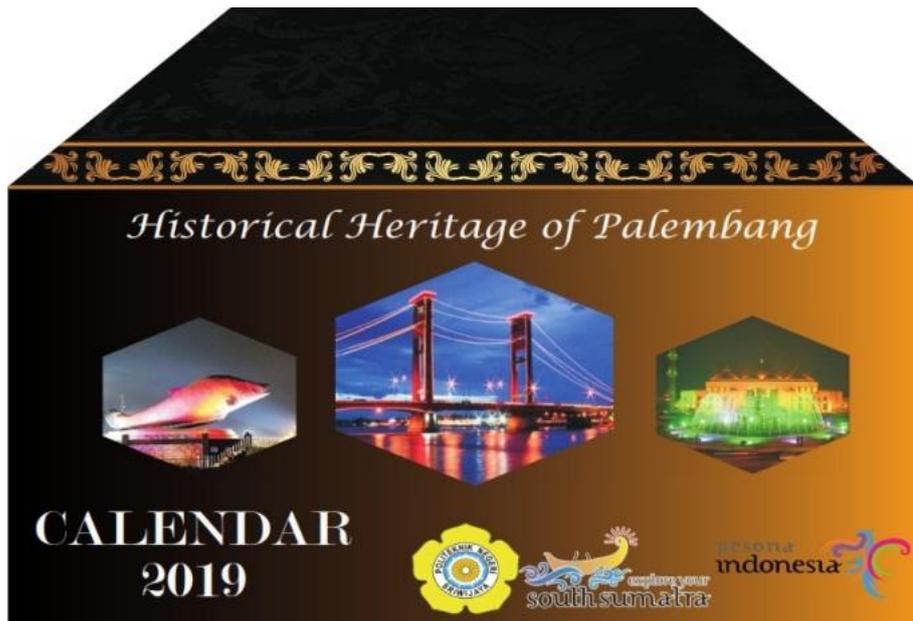
The writer got some information needed about tourism promotion medium, the use of calendar as tourism promotion medium, and historical tourism in Palembang especially about Kawah Tekurep Graveyard and Sekanak Village. In this case the writer used some booklets of South Sumatera, magazines, literatures from internet, tourism online sites, etc. As the result, based on the review from internet and library research, the writer found that the promotion media which used to promote Kawah Tekurep Graveyard and Sekanak Village were still not effective enough. While Kawah Tekurep Graveyard and Sekanak Village have many tourism attractions to be promoted. Therefore, it is important to design a calendar of Palembang as an effective and interesting promotion medium, because this promotion medium is new and need to be developed. Because of everyone needs calendar, automatically they would see the

calendar and information or pictures that are on the calendar. Using calendar as tourism promotion medium is expected to help in developing historical tourism of Palembang.

In field survey, the writer came to Tourism office of Palembang and did the interview to an expert of historical tourism. The writer interviewed Mr R.M Ali Hanafiah as the Head Division of Tourism Destination and Industry. There were some questions given to the interviewee about the history of Kawah Tekurep Graveyard and Sekanak Village, entrance ticket, location, tourism attraction, transportation access, and so on. Some of the results from this interview would be display as the contents of calendar.

The writer started to make a draft model calendar of Palembang. In the first trial, the writer followed the basic of designing a calendar from the internet and the opinion from the writer. There were front cover, six pages of calendar with each 2 months for a page, and back cover. The contents of this calendar consist of the history of Palembang city for January and February page, the original name of Palembang for March and April Page, the history of Kawah Tekurep Graveyard for May and June page, the location and tourism attraction of Kawah Tekurep Graveyard for July and August page, the history of Sekanak Village for September and October page, the location and tourism attraction of Sekanak Village for November and December page. For the first and second pages, the writer added some information about Palembang city from Internet and library research with the reason. First, It is so important for the writer to display a little knowledge about the history of Palembang and the original name of Palembang itself as additional information. Besides that, the purpose of making this calendar is to promote historical heritages of Palembang, the writer thought that it would be useful for tourists or local people to be well known first about the history and the original name of Palembang city itself, besides knowing about the historical heritages of Palembang (Kawah Tekurep Graveyard and Sekanak Village).

This is the final product Calendar of Palembang after doing the revision from some experts. Then, the writer will show it to public.



(Picture : Front cover Final Product)

The History of Palembang City Sejarah Kota Palembang

Palembang merupakan salah satu kota tertua di Indonesia dan merupakan ibukota dari provinsi Sumatera Selatan. Pada tanggal 17 Juni 1683 diperingati sebagai hari jadi kota Palembang. Hal ini berdasarkan penemuan prasasti Kedukan Bukit dari kerajaan Sriwijaya.

Palembang is one of the eldest cities in Indonesia and as the Capital city of South Sumatera province. On June 17, 1683 was celebrated as the anniversary of Palembang. This is based on the discovery of Kedukan Bukit inscription from Sriwijaya Kingdom.

Source : <http://kjsismail7.blogspot.com/2016/12/sejarah-kota-palembang-dan-kejayaan.html>

January						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

February						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28		

January 01st : New Year's Day February 05th : Chinese New Year

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(Picture : Calendar January and February Final Product)



The Original Name of "Palembang"

Asal Mula Nama Palembang

Palembang berasal dari kata Limbang yang berarti membersihkan, memilih apa pun dari air yang akan diambil, untuk dapat digunakan. Dalam hal ini berarti membersihkan atau mendulang emas dari tanah, itulah sebabnya tempat mendulang emas itu disebut Palembang.



Source : Kompasiana.com

Palembang is originated from the word Limbang which means to clean up, to select anything from water to be taken, to be used. In this case, it means to Limbang the gold from the ground. That's why the place is also called Palembang.

March						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

April						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

March 07th : Seclusion Day
 April 03rd : Ascension Day of Prophet Muhammad SAW
 April 19th : Good Friday

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(Picture : Calendar March and April Final Product)

Kawah Tekurep Graveyard

Makam Kawah Tekurep

Sejarah

Makam ini di bangun pada tahun 1756 oleh Sultan Mahmud Badaruddin Jayo Wikramo I. Selain terdapat makam Sultan Mahmud Badaruddin I, juga terdapat makam Imam Sayid Idrus (guru beliau) beserta para istrinya :

1. Ratu Sepuh
2. Ratu Agung
3. Mas Ayu Ratu
4. Nyimas Naimah



History

This grave was built in 1756 by Sultan Mahmud Badaruddin Jayo Wikramo I. In the area, there are graves of Sultan Mahmud Badaruddin I, also graves of Imam Sayid Idrus (his teacher) and his wives :

1. Ratu Sepuh
2. Ratu Agung
3. Mas Ayu Ratu
4. Nyimas Naimah

Source : <https://www.kamerabudaya.com/2017/01/wisata-sejarah-di-makam-kawah-tekurep.html>

May						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

June						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

May 01st : Labor Day
 May 19th : Vesak Day
 May 30th : Ascension Day of Jesus Christ
 June 01st : Pancasila Day
 June 04th - 05th : Eid al - Fitr Day

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(Picture : Calendar May and June Final Product)

Kawah Tekurep Graveyard Makam Kawah Tekurep

Daya Tarik Wisata

- Terdapat makam Sultan Mahmud Badaruddin Jayo Wikramo
- Bentuk cungkup yang menyerupai kawah/kuali terbalik
- Keindahan arsitektur yang menggabungkan pengaruh arsitektur Melayu, India dan Cina

Lokasi
Jalan Blabak Kelurahan 3 Ilir, Boom Baru Palembang



Source : panduanwisata.id

Tourism Attraction

- There is the tomb of Sultan Mahmud Badaruddin Jayo Wikramo
- The cupola shape is as same as a crater / cauldron upside down
- The beauty of architecture combines the influence of Malay, Indian and Chinese architecture

Location
Jalan Blabak Kelurahan 3 Ilir, Boom Baru Palembang

July						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

August						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

August 12th : Eid al-Adha Day
August 17th : Indonesian Independence Day

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For more information : www.palembang-tourism.com

(Picture : Calendar July and August Final Product)

Sekanak Village Kawasan Sekanak

Sejarah

Kampung sekanak dulunya merupakan benteng pertahanan kesultanan Palembang Darussalam saat melawan Belanda. Selain itu, kampung ini juga merupakan kediaman para bangsawan Palembang yakni sahabat dan rekan Sultan Mahmud Badaruddin II. Banyak bangunan yang usianya lebih dari 100 tahun di kawasan ini.



Source : pinimg.com

History

Sekanak Village used to be the fortress of Sultanate of Palembang Darussalam when they were against the Dutch. In addition, this village is also the residence of Palembang nobility that could be friends and colleagues of Sultan Mahmud Badaruddin II. Many buildings are more than 100 years old in this region.

September						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

October						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

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For more information : www.palembang-tourism.com

(Picture : Calendar September and October Final Product)

Sekanak Village Kawasan Sekanak

Daya Tarik Wisata

- Sebagai kota tuanya Palembang
- Kawasan kediaman para bangsawan Palembang dan terdapat banyak bangunan berusia 100 tahun
- Tepian sungai Sekanak di cat warna-warni dengan bentuk 3 dimensi

Lokasi
Kelurahan 7 Ilir kecamatan Ilir Timur I Palembang

Source : <https://www.klikampera.com/sungai-sekanak-bersolek-destinasi-wisata-zaman-dulu>

Tourism Attraction

- As the old city of Palembang
- The residence of Palembang nobility and there are many 100 year old buildings
- The sides of Sekanak river are painted colourful with 3 dimensional shapes

Location
Kelurahan 7 Ilir kecamatan Ilir Timur I Palembang

November						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

December						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

November 09th : Birth of Prophet Muhammad SAW
December 25th : Christmas Day

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(Picture : Calendar November and December Final Product)

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(Picture : Back Cover Final Product)

Furthermore, using calendar as the promotion media to promote historical tourism of Palembang has a very good opportunity because it will be used by the public. The calendar is used everyday by the public to find out the information of date, day, and as the reminder of time. In addition, calendar that has interesting pictures, shape or design also used by societies as a souvenir to decorate their home or work desk. Related to that good opportunity, the writer chose some important and interesting images to be displayed on the calendar. As the calendar is used during a year. Society will only change the calendar when it is expired (end of year). Using the calendar is a very effective promotion media because it will be used by the public every year.

For the design of Calendar in field limited testing, the writer gave a draft design to Miss Sekar Sari Wiradarma as the Graphic Design teacher as well as designer of this calendar. The writer asked for some suggestions about the design of calendar. The suggestions are about the shape of design must be in the form of House of Palembang in order to show the characteristics of Palembang, another suggestion is about the color of background Calendar. Because this calendar aims to promote the historical tourism, so that the color, shape, or design must be interesting and good looking. So that the public will be interested in calendar. besides that, the writer gets suggestions from some experts for wider testing. The experts are Mrs. Atik indalena from Tourism Office of Palembang, Mr. Kerrick Herlianto from GENPI SUMSEL, and also Mrs. Suzannita as Travel Blogger Palembang. The suggestions from these experts are almost same. The suggestions are the writer must change the new logo of Palembang tourism into the newest logo used right now which it is logo Explore your South Sumatera. The template of each logo (Pesona Indonesia, and Explore Your South Sumatera) should be in the right side for each other, then another suggestion is about the source of pictures on the contents of Calendar. the writer must write the source of the pictures because they are photo from other people (hak cipta atas karya).

Lastly, based on the result of interview with Mr R.M. Ali Hanafiah,S.H. as the Head of Tourism Destination and Industry division at Tourism Office Palembang, the writer got some information about Kawah Tekurep Graveyard and Sekanak Village as the historical tourism of Palembang which has been displayed as the contents of the calendar. From approximately 65 to 70 tourism destinations in Palembang city, there are historical tourism. One of the historical tourism isKawah Tekurep Graveyard. This graveyard is located in 3 Ilir Palembang. It is named " Kawah Tekurep" because the shape of this tomb building is like an inverted cauldron. Therefore this tomb is called Kawah Tekurep. Kawah Tekurep Graveyard has the tomb of Sultan Mahmud Badaruddin I, the tomb of Sultan Mahmud Bahauddin, the graves of his priest and professor, his daughter's tomb, the tomb of Ratu Sepuh, Ratu Gading, Ratu Kamuk and Nyimas Naimah. Kawah Tekurep Graveyard is also has attractive attractions for tourists like there is the tomb of Sultan Mahmud Badaruddin Jayo Wikramo, The cupola shape is as same as a crater upside down, and another attraction is the beauty of architecture combines the influence of Malay, Indian, and Chines architecture. Another historical object in Palembang is Sekanak Village. It is located in Kelurahan 7 Ilir kecamatan Ilir Timur I Palembang. This area is known as the oldest area in Palembang. It is also as the first land-market in Palembang city. Then, it is about less than 1 year, the Government of Palembang city through Tourism Office of Palembang had developed this destination as the interesting place for pedestrian which is named *Sekanak Besolek*. While during the renewal, development and promotion activities of these two historical objects, our Governments have some obstacles or challenges. Such as the language used. If tourists come to thesehistorical objects, we must be able to adapt with themby mastering another

language than our local language even Indonesian language very well. Then, the most frequently encountered obstacle is the appearance of the tour guide.

Tour guide at Kawah Tekurep Graveyard is usually called as *Kuncen*. Tour guides should not wear jeans while performing their duties. They should wear gamis or moslem clothes as well as traditional clothing Palembang city, use tanjak to show the characteristic of Palembang. Because this place is as the holly place of the sultanate Palembang. While Sekanak Village has become our duty to always keep secure around the historical object, we must always try to make the guests feel comfortable when visiting, the smooth transportation access, friendly tour guides and so on.

The main points that the writer think that it needs to display as the contents of calendar to promote the historical objects are about the history of Kawah Tekurep Graveyard and Sekanak Village, the location of Kawah Tekurep Graveyard and Sekanak Village, also the tourism attraction of Kawah Tekurep Graveyard and Sekanak Village. Considering, the contents of calendar cannot be add much more information or cannot provide longer informations as well as in other promotion media like magazine, booklet, or leaflet. So, it takes only some very important information to be displayed on the calendar. Therefore, designing a calendar of Palembang as tourism promotion media is expected to help in developing historical tourism of Palembang.

CONCLUSION

In fact, visitors can discover Palembang City's numerous fascinating historical legacies. among the customs of the Palembang Darussalam Sultanate, Sriwijaya Kingdom, and others. Palembang's historical sites, such as Sekanak Village and Kawah Tekurep Graveyard, can be improved and promoted in a number of ways. The issue with publicizing these historical items, however, continues to be the utilization of promotional media. In order to address the issue, the author has considered creating a calendar of Palembang, which is another powerful marketing tool for promoting historical tourism in the area. Palembang's historical tourism has a great chance to be promoted through the usage of calendars since the people will use them.

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