

ABSTRACT

A distribution process the company should be managed with as much as possible, so that the company gets a higher profit. One is in terms of distribution. AUTO2000 which is the main dealer of Toyota cars in South Sumatra have stock problems, it can be seen from the number of cars Toyota inventory at the end of the year and also a shortage of inventory at certain dealers at the moment there are buyers who want to buy. In addition, from the observation AUTO2000 to pay for distribution to branch - the branch in 2012 about Rp 3.568.500.000,00. Therefore AUTO2000 management should have a good distribution management so as to increase the sales and distribution costs also occur. Distribution management is done by using a forecasting system and the weight percentage. With this approach, the cars that will be allocated to each dealer will be aligned with consumer demand in each individual dealer to excess even shortages at the end of the year can be minimize. To reduce the cost of distribution is the approach taken by applying a known model or a joint shipment with Economical Shipment Quantity (ESQ). ESQ By applying to a car dealer in the distribution branch in AUTO2000 cost saving can be up to Rp. 79.456.405.00. within one year. By applying this method will certainly have a positive effect AUTO2000 that can be distribution costs can be minimized in order to increase profits for the company.

Keywords: *forecasting, distribution cost, Joint shipment models (ESQ)*