

ABSTRACT

PLANNING OF PRODUCT DISTRIBUTION USING DISTRIBUTION REQUIREMENT PLANNING (DRP) METHODS IN CV SALAM SEJAHTERA

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CV Salam Sejahtera is a service company that is in the service distributor of electronics goods in South Sumatra. Product distribution area are Lubuk Linggau, Kayu Agung and Banyuasin. Distribution is done one by one city, as many as 24 times in one year with the distribution costs of Rp 80.798.640,- in 2015 for products Fridge Polytron 16 BGRN and AC LG Skin Care Hybrid. The company also often do not benefit sales because they have to sell products at prices of capital and profits are often derived from the sale of the target bonus, the research aimed at reducing the costs of distribution companies using DRP. Before planning the distribution of the product, carried out calculations to compare the product distribution costs can be reduced. Distribution cost calculation using Distribution Requirement Planning (DRP) methods are Rp 61.023.260,- resulting in a decrease of Rp 19.775.380,- or a saving of 24%. It certainly can make savings, then the distribution plan for the coming year is done. With POM-QM program For Windows 3, made forecasting demand with Mean Square Error (MSE) of the smallest. Forecasting method chosen is Trend Analysis. Forecasting results are used as a gross requirement in the Distribution Requirement Planning (DRP). With Inventory On Hand December 2015, Lead time 1 period (2 weeks), then the Distribution Requirement Planning (DRP) calculations performed by first calculating the EOQ and Safety Stock for each product. Through the calculation of Distribution Requirement Planning (DRP), obtained the product needs (planned order realase) minimizing the number of deliveries per year. Fridge number of shipments to Lubuk Linggau, Kayu Agung and Banyuasin respectively of 11, 12 and 15 times per year. While the number of deliveries AC to Lubuk Linggau, Great Wood and Banyuasin respectively of 15, 18 and 18 times per year.

Keywords: Distribution Requirement Planning (DRP), EOQ, Lead Time, Inventory On Hand.