

CHAPTER 5

CONCLUSIONS LIMITATIONS AND SUGGESTIONS

5.1 Conclusion

The Result examined of all research evaluation by researchers from UD. Bintang Semeru that sales and stock of merchandise must be balanced in the sense that when the time of taking goods or purchasing goods must be predicted before making a purchase transaction so that the goods do not occur in the warehouse, stock shortages, and excess stock which results in fluctuations in sales, which when it becomes unbalanced between buying and selling goods. therefore the researcher focuses on discussing sales and merchandise for predictions using the ARIMA and Open to Buy methods in order to see errors and be able to solve the system errors in UD. Bintang Semeru , namely :

1. Based on data processing performed by the ARIMA method, it can predict sales for 2020 so that there are no errors in the calculation of the number of requests that affect sales.
2. In identifying ARIMA there are 3 models which means that there is an influence of the trend / seasonal seen in the AR and MA values which indicate the majority of P-Value Ljung-Box Test > 0.05.
3. With the results of the prediction calculation in ARIMA can be drawn on the calculation of estimated merchandise or stock of merchandise for planning the budget of goods and calculation of Open to Buy in order to balance the stock of goods and budget to reduce the risk of sales, ARIMA and Open to Buy calculations in merchandise planning can make UD. Bintang Semeru can have a picture for business planning for sales in 2020 or increase profits and can reduce the risk of excess or lack of inventory.

5.2 Limitation

During the research period at UD. Bintang Semeru researchers found various difficulties in testing data because keeping records or retrieval of sales documents and record documents are still in the form of manuals in which researchers observe that the system being run is inefficient and therefore it is better to use a computerized system to directly system data. Then, How to get UD. Bintang Semeru recorded every month, sometimes it is only a reminder to order goods. And then, UD. Bintang Semeru does not use any formulas in calculations, predicts the goods to be purchased so that it impacts on UD.Bintamg Semeru financial condition.

5.3 Suggestion

For further research from this study, it is hoped that there will be changes to get more perfect research results.

5.3.1 Academic Suggestion

The results of this study can be used as a reference for further research on how external or seasonal conditions that affect sales forecasting and merchandising in a company. Academics are expected to add ways of predicting sales and stock of merchandise that affect external or seasonal factors.

5.3.2 Practical Suggestion

Associated with weaknesses experienced by the author, the authors provide practical suggestion in order to minimize problems, the following:

- a. Computerized data entry because sales also require preliminary data to be used as material estimates for the sale or purchase of goods in the coming year. For example entering data into Excel so that the data is more organized and systematic.
- b. Use ARIMA or Merchandising Plan to get estimation results or predictions of sales of merchandise to avoid mistakes in the following year. Time series in ARIMA it could be look more predicting the level of demand on seasonal

for goods or more can estimate the external situation and the calculation by
Open to buy to estimate the goods on hand for the next year.

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