

**MERCHANDISE PLANNING  
IN TOKO DUS DAN PLASTIK SIDI**

**A THESIS**

**Submitted in Partial Fulfillment of the Requirements for the Degree of  
Bachelor of Engineering in Industrial Engineering**



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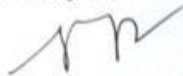
IDENTIFICATION PAGE

A THESIS ON  
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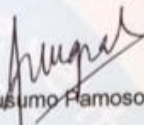
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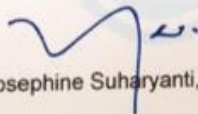
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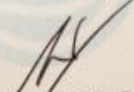
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### DECLARATION OF ORIGINALITY OF RESEARCH

I certify that the research entitled "Merchandise Planning in Toko Dus dan Plastik Sidi" in this thesis has not already been submitted for any other degree.

I certify that to the best of my knowledge and belief, this thesis which I wrote does not contain the works of parts of the works of other people, except those cited in the quotations and bibliography, as a scientific paper should.

In addition, I certify that I understand and abide the rule stated by the Ministry of Education and Culture of The Republic of Indonesia, subject to the provisions of Peraturan Menteri Pendidikan Nasional Republik Indonesia Nomor 17 Tahun 2010 tentang Pencegahan dan Penanggulangan Plagiat di Perguruan Tinggi.

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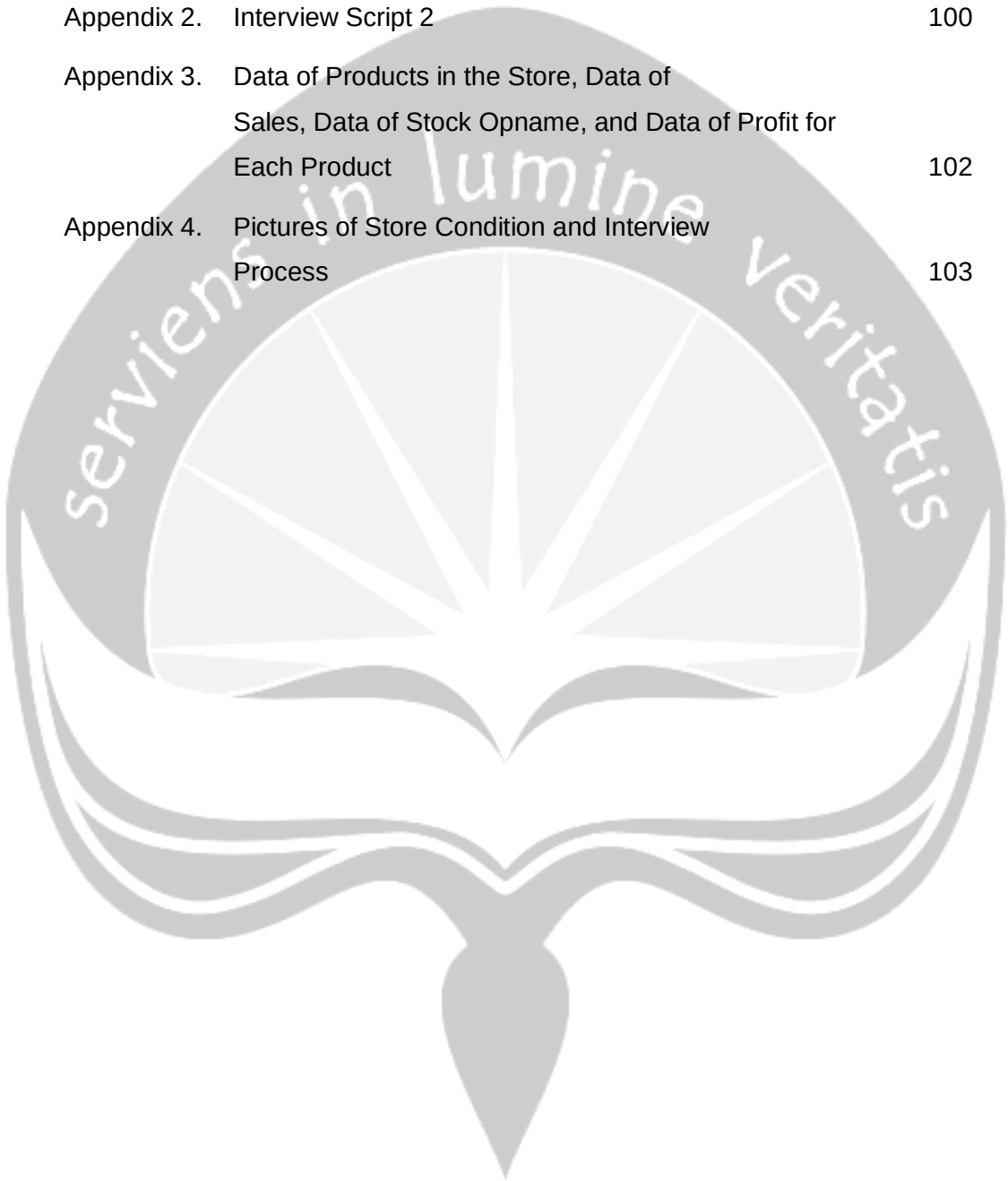


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## Abstract

Toko Dus dan Plastik Sidi is one specialty store that sold the disposable products for packaging and cutlery. This retail was established in 2016. Recently, *Toko Dus dan Plastik Sidi* does not have merchandise planning. In the process of acquiring goods, this retail buys the products from the supplier based on the owner intuition. Therefore, the retail often purchases the products that not sold often and buys the products again every time the salesmen come as a routine. Furthermore, the owner usually buys products that offer by the salesman who comes to the store and offers their new products, in large quantity without considering if the products will suitable with the customer needs or not. These cause the excessive stock for the unsold products and the unsold products become pile up at the store inventory. Other than that, *Toko Dus dan Plastik Sidi* facing problem in high ordering cost as well.

According to the background, the aim of this research is to conduct merchandise planning through the calculation of merchandise budgeting and Open-to-Buy as well as the design of category management to help the owner in the process acquiring product thus the owner will not face loss in term of profit and financial resource because of the excessive stock of unsold product and high ordering cost for the next period. The processes of merchandise planning in *Toko Dus dan Plastik Sidi* has been completely done through the category management, Merchandise Budgeting from January to June 2019, and Open-to-Buy from January to June 2019.

**Keywords:** *Merchandise Planning, Merchandise Budgeting, Open to Buy, Category Management*