ABSTRACT

FORECASTING MODEL PROCUREMENT
ON PD JEMBAR

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Forecasting is the beginning of a process of making a decision. Before doing the forecasting, first must know what exactly is the problem in making that decision. At the bottom is only an approximate prediction *(guess)* but by using certain techniques, then the forecast becomes more than the estimate. Forecasting can be said that scientific estimate *(educated guess).* Any decision concerning the situation in the future, then there must be forecasting that underlies these decisions.

Number of data that must be processed in the forecasting of procurement of goods has made use of information technology as tools become a necessity for companies.. Sales forecasting application development on this trading company trading company is expected to assist in planning for a better inventory.

One of the commonly used forecasting method is a method of time series. On the software built in this thesis, the equation of time series of the selected method is a linear tren.

Linear tren is a component of time series methods. This method is based on the assumption that the old pattern will be repeated. Movement around the average value of time series variable, above or below long term tren is called cyclic. From the cyclical movement gained some high point (peak) and the lowest point (valley). This recurring pattern held within a period of tertentu. application was created using Visual Basic 6.

By using actual sales data from the PD Jembar located in the city of Cimahi, conducted testing on this application. The tests also aimed to discover the truth of forecasting results with the selected equation.

Keywords: *forecasting, procurement, linear tren*