THE EFFECT OF OPERATIONAL COSTS, SALES VOLUME, AND TRADE PAYABLES TO NET INCOME

(Case Survey on Mining Companies Listed In Indonesia Stock Exchange Period 2010-2014)

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ABSTRACT

This study empirically tested the influence of operational costs, sales volume, and accounts payable to net income in mining sector companies listed in Indonesia Stock Exchange from 2010 to 2014. The problem with mining companies is the decline in net income even though operating costs have Decreased, sales volume and trade payables have Increased.

The research method that is used is descriptive analysis method verification with the unit of analysis is researched financial report of mining sector companies listed in the Stock Exchange in the year 2010-2014. And the population as many as 115 Obtained purposive sampling and research sample as many as 35 financial reports from seven companies. Data analysis technique used is multiple linear regression analysis and assisted by the application program SPSS version 23.

The result of the research shows that have significant operational cost effect to net profit with negative relations, sales volume has a significant effect to net profit with positive hubunagn, and payable significant effect to net profit with positive relations. Partially, net income is dominantly influenced by sales volume Compared to operational cost and trade accounts payable.

Keywords: Operational Cost, Sales Volume, and Accounts Payable

I. PRELIMINARY

1.1 Background

Today the world economy undergone many developments in line with increasing time. The development is so rapid among others marked by advances in information technology so that there is intense competition, the growth of tremendous innovation that resulted in many companies is also changing business practices. The development of the environmental conditions affecting the participating businesses and create intense competition (M. Fikri, 2012)

Profit or profit is one of the main objectives the establishment of any business enterprise and can create intense competition to assess how well the company in generating profits. Without the profit obtained, the company can not meet other objectives, namely the continuous growth (going concern) and social responsibility (corporate social responsibility). To ensure that the company is able to generate profits, the management company must plan and control the profits. Two determinants of income: (1) earnings are inflows or increase in value of the assets of an entity or settlement of liabilities of the entity, or a combination of both of them for a certain period from the submission / production of goods, the provision of services on implementing other measures related to the company's main activity is running. (2) the cost ie all the sacrifices that need to be done for a production process, which is expressed in units of currency according to the prevailing market price, either already happened or will happen. (Ellys Delfrina Sipangkar, 2008).

For companies sacrifice for a profit, it would always get into trouble. All kinds of ways to be taken to obtain greater profits. For example, by increasing or expand market share, improve employee performance and streamline all available resources as well as reduce the costs incurred to produce the products sold. Of course, with the quality of quality, cost-effective and efficient as possible, so that production costs can be unmanageable. (Zose Rizal, 2009).

Likewise, in carrying out operational activities, each company must have cost estimates that will be issued and the objectives to be achieved. One objective of the company is to acquire the maximum profit with a certain sacrifice to maintain the viability of the company. In achieving corporate objectives effectively and efficiently, managers must be able to anticipate all the changing circumstances both internal and external. (M. Ridwan, 2011)

Cost is also a very large deduction elements in relation to achieving the company's profit. Operating expense budget in each company generally consists of the budget cost of sales and general and administrative expense budget. Budget cost of sales is the planned budget in greater detail about the loads that occur in the environment and there is a part of sales and other expenses related to the activities performed by the sales department. Then the costs incurred by the company in its operations should be controlled as well as possible, because even though the operations are running smoothly and well, but if not supported the effort to reduce costs as low as low as would result in higher operating expenses (Pebriyanti, 2013).

So that the high cost of the operation will make the profit goes down, so if the value of the low operating costs, profit will rise. So to obtain high profits to note the costs incurred and effectively control it, other than that the company can achieve a return in accordance with the wish to accomplish (Umar Juki, 2008).In addition to profit debt is one source of the company's capital to finance the company to continue to develop its business and help the company achieve its goal of maximizing the wealth of the owner through the maximization of profit, debt is divided into two types of short-term debt and long-term debt (Anna Setiana, 2012) ,

Irham (2011) stated liabilities (debt) is an obligation which is owned by the company are sourced from good external funds sourced from bank loans, leasing, bonds and the like. In this case the short-term debt and long-term is one of the sources of funds the most important in any kind of business, the Company prefers to use debt as a funding source compared to other sources of equity for the general interest paid by the company for use of debt can be used to reduce income tax (Setiawan and Efendy, 2009).

Chairman of the Indonesian Coal Mining Association Kamandanu said the drop in coal prices due to oversupply. If the coal production volume is not lowered, then the price of coal will continue to fall. "My Quotes clay flats. We wish there was an increase. If the spirit of the production cuts there, if volume will remain the same (flat) ". Kat Bob met at the office of the Directorate General of Mineral and Coal Ministry of Energy, Supomo Jalan Tebet, Jakarta, Tuesday (03/10/2015).

Bob said that this year's coal price is still moving in the range of US $ 60-70 / ton. In addition, the influence of the Chinese economy is slowing even big enough to fluctuations in coal price. 2013 was a difficult year for all actors in the Indonesian mining industry in particular and in the whole world in general. Global economic conditions are not conducive to the demand for energy, especially coal, has not returned to pre-crisis levels. Persistence of management in addressing challenging year deserve recognition. Faced with the demand trends and a decline in coal prices still happens in 2013 and anticipate demand growth opportunities in the coming years as indicated by the condition of the economic recovery of the major industrialized countries,

2016 be the toughest year for PT Toba Bara Sejahtera Tbk (TOBA). Because the mining company has recorded a poor performance in line with mine prices recovered yet. Recorded last year, the company posted net income of US $ 2.79 million or dropped by 75.41% when compared to 2015 and which amounted to US $ 11.35 million. The information presented in the company's press release in Jakarta, yesterday. However, the company owned by the Coordinating Minister Luhut Binsar Pandjaitan maritime succeeded in lowering the cost of sales by 25.92% to US $ 258.27 million from $ 348.66 million. Not only that, general and administrative expenses also fell to US $ 23.09 million. Followed by sales and marketing expenses were controlled, from US $ 946.13 million to $ 626.46 million. Fortunately again, the company earned foreign exchange gain of US $ 158.48 thousand from the previous money-losing US $ 654.57 thousand. Unfortunately, some of it was not able to increase the assets of the company over the past year. Look, the assets of the company fell 7.36% to $ 261.58 million from the end of 2015 of US $ 282.37 million. The company allocated capital expenditure (capital expenditure / capex) of US $ 60 million to $ 65 million this year. The company will use the funds to develop its mining business by acquiring land and the purchase of heavy equipment. This figure is fairly jumbo when compared to last year the number of the Dutch capital, where the company has only allocated a capital expenditure of US $

9.3 million, nor the smaller 23.1% compared to the previous US $ 12.1 million. (THURSDAY, 06/04/2017) Bani company PT. Toba Bara Tbk. 48 thousand from the previous money-losing US $ 654.57 thousand. Unfortunately, some of it was not able to increase the assets of the company over the past year. Look, the assets of the company fell 7.36% to $ 261.58 million from the end of 2015 of US $ 282.37 million. The company allocated capital expenditure (capital expenditure / capex) of US $ 60 million to $ 65 million this year. The company will use the funds to develop its mining business by acquiring land and the purchase of heavy equipment. This figure is fairly jumbo when compared to last year the number of the Dutch capital, where the company has only allocated a capital expenditure of US $ 9.3 million, nor the smaller 23.1% compared to the previous US $ 12.1 million. (THURSDAY, 06/04/2017) Bani company PT. Toba Bara Tbk. 48 thousand from the previous money-losing US $ 654.57 thousand. Unfortunately, some of it was not able to increase the assets of the company over the past year. Look, the assets of the company fell 7.36% to $ 261.58 million from the end of 2015 of US $ 282.37 million. The company allocated capital expenditure (capital expenditure / capex) of US $ 60 million to $ 65 million this year. The company will use the funds to develop its mining business by acquiring land and the purchase of heavy equipment. This figure is fairly jumbo when compared to last year the number of the Dutch capital, where the company has only allocated a capital expenditure of US $ 9.3 million, nor the smaller 23.1% compared to the previous US $ 12.1 million. (THURSDAY, 06/04/2017) Bani company PT. Toba Bara Tbk. some of it was not able to increase the assets of the company over the past year. Look, the assets of the company fell 7.36% to $ 261.58 million from the end of 2015 of US $ 282.37 million. The company allocated capital expenditure (capital expenditure / capex) of US $ 60 million to $ 65 million this year. The company will use the funds to develop its mining business by acquiring land and the purchase of heavy equipment. This figure is fairly jumbo when compared to last year the number of the Dutch capital, where the company has only allocated a capital expenditure of US $ 9.3 million, nor the smaller 23.1% compared to the previous US $ 12.1 million. (THURSDAY, 06/04/2017) Bani company PT. Toba Bara Tbk. some of it was not able to increase the assets of the company over the past year. Look, the assets of the company fell 7.36% to $ 261.58 million from the end of 2015 of US $ 282.37 million. The company allocated capital expenditure (capital expenditure / capex) of US $ 60 million to $ 65 million this year. The company will use the funds to develop its mining business by acquiring land and the purchase of heavy equipment. This figure is fairly jumbo when compared to last year the number of the Dutch capital, where the company has only allocated a capital expenditure of US $ 9.3 million, nor the smaller 23.1% compared to the previous US $ 12.1 million. (THURSDAY, 06/04/2017) Bani company PT. Toba Bara Tbk. The company allocated capital expenditure (capital expenditure / capex) of US $ 60 million to $ 65 million this year. The company will use the funds to develop its mining business by acquiring land and the purchase of heavy equipment. This figure is fairly jumbo when compared to last year the number of the Dutch capital, where the company has only allocated a capital expenditure of US $ 9.3 million, nor the smaller 23.1% compared to the previous US $ 12.1 million. (THURSDAY, 06/04/2017) Bani company PT. Toba Bara Tbk. The company allocated capital expenditure (capital expenditure / capex) of US $ 60 million to $ 65 million this year. The company will use the funds to develop its mining business by acquiring land and the purchase of heavy equipment. This figure is fairly jumbo when compared to last year the number of the Dutch capital, where the company has only allocated a capital expenditure of US $ 9.3 million, nor the smaller 23.1% compared to the previous US $ 12.1 million. (THURSDAY, 06/04/2017) Bani company PT. Toba Bara Tbk. where the company has only allocated a capital expenditure of US $ 9.3 million, nor the smaller 23.1% compared to the previous US $ 12.1 million. (THURSDAY, 06/04/2017) Bani company PT. Toba Bara Tbk. where the company has only allocated a capital expenditure of US $ 9.3 million, nor the smaller 23.1% compared to the previous US $ 12.1 million. (THURSDAY, 06/04/2017) Bani company PT. Toba Bara Tbk.

As stated by Dharmesta and Irwan decline in selling prices will affect sales volume as for certain types of goods, price, and sales volume is inversely proportional. This means that if the price increases then the sale will decrease and if a decline in the sales price will increase (Dharmesta and Irwan 2005: 243)

Sales activity is a determining factor on the optimal profit so that the continuity of the company is assured with the expected development of the company will continue to increase. In every sale there should be planning and strategy as well as cooperation between the relevant sections to achieve the

targets that have been set. Sales can be used as a supporting tool to pay all the expenses borne by the operational activities (Eva Ariesti, 2008).

According to John Downes and Jordan Elliot Goodman is translated by Budidharmo Susanto (2000: 646) they put forward regarding the sales volume that is obtained from the total sales of commodities traded within a certain period.

table 1.1

Operating Costs, Sales Volume and Net Income of mining companies listed on the Stock Ffek Indonesia Period 2010 - 2014

Year	Operating costs	Sales volume	Net profit
PT. Adaro Energy Tbk			
2010	957.764	24,689,333	2,207,313
2011	2,694,892	36,157,789	5,073,546
2012	1,994,321	37,996,469	3,691,474
2013	1,514,135	40,308,692	2,765,793
2014	2,605,444	41,222,220	2,275,162
PT. Bayan Resources Tbk.			
2010	1,606,575	14,998,714	1,700,387
2011	1,678,967	21,598,843	4,999,225
2012	1,766,989	23,584,559	4,177,856
2013	1,727,825	26,733,422	2,828,039
2014	1,810,609	24,081,151	2,481,902
PT. Bukit Asam			
2010	152.577	1,680,858	379.906
2011	267.633	2,391,857	477.358
2012	450.612	3,727,708	474.942
2013	658.789	4,418,378	212.099
2014	552.288	4,313,411	244.845

Based on table 1.1 above, shows that PT. Baramulti Suksessarana in 2013 and 2014 successfully reduced operating costs and the company managed to increase sales volumes, this indicates that the company managed to reduce operating costs and of rising sales volumes so as to increase the yield of net income, with the success of the company to reduce operating costs and menaiknya volume sales should firms experienced an increase in net profit but in fact the company's net profit actually declined from the previous year. This is due to a decrease in global coal prices which cause

As previous research that supports the above opinion conducted by Pebrianti (2012) research shows that operating costs have a significant effect on net income.

Meanwhile, according to research results Fadhillah Riamadhani Nasution and Lisa Merlina (2013) that the operating costs consist of interest, general administrative costs, and labor costs affect the net profit.

Meiza Eflia (2014) research shows that the load Operational significant effect on net income.

Eva Eresti (2008) the close connection to the increased sales volume of the company's net profit, that with the increasing volume of sales it brings huge profits for the company. It can be seen from the results of the annual net income increase along with changes in sales volume. Sales volume effect on Net Income.

Inggriani Elim (2010) which says Altogether, current liabilities and non-current debt and significant positive effect on profits. This research was also supported by the results I Made Bayu Wisnawa (2005) which says changes short-term debt and long-term debt significantly affect the change in net income. Research on Effects of Volume Sales Against Debt and Net Income previously been examined by Zulian Hanum (2009) which says that there is a positive and significant effect of debt to income.

So based on the background and the above phenomenon, the authors are interested in creating a scientific paper with the title of "THE INFLUENCE OF OPERATIONAL COSTS, LIABILITIES AND SALES VOLUME OF BUSINESS NET INCOME (Case Study on Mining Companies Listed in Indonesia Stock Exchange)".

1.2 FORMULATION OF THE PROBLEM

In accordance with the identification of the problems mentioned above, the authors tried to formulate the issues to be addressed in this study are as follows:

1. How much influence Operating Expenses to Net Income on Mining and Metals Industry Sector listed on the Indonesia Stock Exchange.
2. How much influence the volume of sales to net profit on Mining and Metals Industry Sector listed on the Indonesia Stock Exchange.
3. How much influence Payable to Net Income on Mining and Metals Industry Sector listed on the Indonesia Stock Exchange.

1.3 RESEARCH PURPOSES

The research objective is closely related to the formulation of the problem is written. The purpose of this study include the following:

1. To know and empirically examine the influence of Operating Expenses to Net Income on Mining and Metals Industry Sector listed on the Indonesia Stock Exchange.
2. To know and empirically examine the influence of volume of sales to net profit in the Mining and Metals Industry Sector listed on the Indonesia Stock Exchange.
3. To know and empirically examine the influence of Income to Net Income on Mining and Metals Industry Sector listed on the Indonesia Stock Exchange.

II. LITERATURE, FRAMEWORK FOR THINKING, AND HYPOTHESES

2.1 LITERATURE REVIEW

2.1.1 DEFINITION OF OPERATIONAL COSTS

by Ony Widilestariningtyas, Sony WF, Sri Dewi Anggadini (2012: 10) The cost is as follows:

"Cost as exchange rates, expenses, sacrifice to benefit."

2.1.1.1 INDICATORS OPERATIONAL COSTS

According to Ony etc all (2012: 13) Operational costs can be calculated with the following formula:

Operating Costs = Cost of Sales / Marketing + Public Administration Fee

2.1.2 UNDERSTANDING VOLUME SALES

Definition of Volume Sales by Daryono (2011: 187) is as follows:

"The measure that indicates the number or size of the amount of goods or services are sold."

2.1.2.1 SALES VOLUME INDICATORS

According to John downes and Jordan Elliot Goodman is translated by Budidharmo Susanto (2000: 646) definition is as beriku sales volume:

Sales volume = Quantity or Total Sales

2.1.3 ACCOUNT PAYABLE

According Weygandt, Kieso, Warfield (2010: 179) definition of debt is as follows:

"Debt is the possibility of future sacrifice of economic benefits arising from present obligations of certain entities to transfer assets or provide services to other entities in the future as a result of past transactions or events."

2.1.3.1 DEBT INDICATORS OF BUSINESS

According Samryn, L. M (2011: 37), the formula for calculating revenue is as follows:

Short-term debt = Debt + Long-Term Debt

2.1.4 NET PROFIT

According to Irham Fahmi (2011: 101) defines net income is as follows:

"Profit after tax was the profit earned after tax deductible. This is called net income (net profit) or net profit earned by the company ".

2.1.4.1 DEBT INDICATORS OF BUSINESS

The formula of perhitung net profit according to Budi Rahardjo (2007: 83) is as follows:

Net income = Profit before taxes - income tax

2.2 FRAMEWORK

2.2.1 EFFECT OF NET EARNINGS TO OPERATING COSTS

According Juki (2008: 9) explain the link between Operating Expenses to Net Income, as follows:

"The high cost of the operation will lead to increased profit goes down, so if the value of the low operating costs improved earnings will rise".

2.2.2 SALES VOLUME EFFECT ON NET PROFIT

According to Budi Rahardjo (2000: 33) penggaruhnya sales volume of earnings are as follows:

"Given the close relationship of the volume of sales to increase its net income in this case can be seen in the company's income statement, since in this case the profit will arise if the sale of the product is greater than the costs incurred. The main factors that affect the size of profit is revenue, income can be generated from the sale of merchandise Companies ".

2.2.3 EFFECT OF NET INCOME PAYABLES

Besides, according to M. Nafarin (2007: 334) the relationship of debt to net income is:

"Adding to the short-term debt and long-term and equity capital for the purpose of expansion, ie expand the company's activities, expand production, expand marketing activities with the aim of obtaining maximum profit. With the increase in production and marketing activities (expansion) as a result of increased spending by debt and equity capital to maximize profits ".

2.3 Hypotheses

After their frame of mind, then the need for a hypothesis test to determine whether or not the relationship between independent variables and the dependent variable.

According Sugiyono (2014: 64), states that the definition of research hypothesis is as follows:

"The hypothesis is a temporary answer to the formula research problem, therefore the formulation of research problems are usually arranged in the form of a question sentence".

Based on the thought above, the author tries to formulate the hypothesis that the tentative conclusions of the study as follows:
H1: Operating Costs effect on Net Income
H2: Sales Volume effect on Net Income
H3: Accounts Payable berpenaruh against Net Income

III. OBJECT AND METHODS

3.1 OBJECT OF RESEARCH

According Sugiyono (2011: 2), defines that the research method is as follows:

"Scientific way to obtain data for the purpose and usefulness. How meaningful scientific research activity is based on the characteristics of science, that is, rational, empirical and systematic "

From the above it can be concluded that the object of the research is used to obtain data in accordance with a specific purpose. The object of this research is the working capital, sales volume and net profit for the metal industry companies listed on the Indonesia Stock Exchange.

3.2 RESEARCH METHODS

According Sugiyono (2009: 38) defines that the object of the research is as follows:

"An attribute or the nature or value of people, objects or activities that have a particular variation determined by investigators to be learned and then drawn conclusions."

Then the object of this research is the Operational Cost, Volume Sales, Accounts Payable and Net Income in the Mining Sector Company listed on the Indonesia Stock Exchange. The unit of analysis and observation unit becomes very important in a study. It is associated with a place to study and research section at the unit of analysis. The unit of analysis in this study is the Mining Sector Company listed on the Indonesia Stock Exchange while for the unit of observation in this study is the Company's Financial Statements Mining listed on the Indonesia Stock Exchange.

3.3 `OPERATING VARIABLE

According to Umi Narimawati (2010: 31) defines the operationalization of the variables are as follows:

"The process of research variables penguarai state sub-variables, dimensions, sub indicator variables, and measurement. The conditions of decomposition of the operation performed when the basic concepts and indicators of each variable is clear, if not clear conceptually it is necessary to factor analysis. "

variables	variable concept	Indicator	Scale
Operating costs X1	"Operating costs (Commercial expense) is the overall operational costs beyond those sehubung the production process".	Operating Costs = Cost of sales / marketing + General Administration Costs According Margaretha (2009: 24)	ratios
Sales volume X2	"The sales volume achieved or to be achieved by a company at a certain period".	Sales volume = Quantity or Total Sales According to John Downes and Elliot Goodman is translated by Budidharmo Susanto (2000: 646)	ratios
Account payable X3	"Whereby when debt increases will lead to an increase in net income because the increase	Short-term debt = Debt + Long-Term	ratios

	in capital that could make the company increasing sales".	Debt By **Samryn, L. M (2011: 37)**	
Net profit Y	"Net profit or net profit after income tax is derived by subtracting net income or taxable income before income tax to be paid by the company." Budi Rahardjo (2007: 83)	Net income = Profit before taxes - income tax Budi Rahardjo (2007: 83)	ratios

3.4 DETERMINATION OF SOURCE AND ENGINEERING SAMPLES

3.4.1 DATA SOURCE

Sources of data needed in this research is secondary data is data obtained directly by collecting information from the data that has been processed by the other party, namely the information regarding the annual financial statements (income statement and notes to the financial statements) at the company's Industrial Metals listed on the Indonesia Stock Exchange 2010-2012.

Sources of data in this research is secondary data sources internally. According to Danang Sunyoto (2013: 21), explains that the secondary data is as follows:

"Data sourced from existing records of the company and from other sources, namely by making the study of literature by studying the books that had to do with the object of research or can be done using data from the Central Bureau of Statistics."

3.5 DETERMINATION OF SAMPLES

This data collection techniques are ways to get the data needed by researchers in conducting research. Data collection techniques can be obtained by:

1. Research directly (Field Research)

Ie research conducted directly in companies that became the object of research. The data obtained are secondary data obtained by means of documentation and direct Interview with resource persons.

a. Observation (Observation)

Data collection techniques performed by studying and make observations directly into the company to obtain evidence that can support and complement the research results.

b. Documentation (Filling)

Documentation of data collection by recording data related to the problem to be studied from documents owned by the relevant agencies, the companies listed on the Indonesia Stock Exchange. In this case the author also uses the internet as a search of information on theory and research data conducted.

c. Interview (Interview)

Interviews of data collection by conducting a question and answer related issues to be examined with the parties concerned.

2. Studies library (Library Research)

library research conducted in an attempt to obtain theoretical data for comparison with the data obtained research. Such data can be obtained from literature, lecture notes and other writings related to the research.

Based on the above explanation, the data collection techniques used by researchers in this study is documentation (filling) and the study of literature (Library Research) by reading books related to the problem which is the object of research and read the data of financial statements related agencies that has been published.

3.6 PLANS ANALYSIS AND TESTING HYPOTHESES

3.6.1 ANALYSIS PLAN

According to Umi Narimawati (2010: 41) defines the design of the analysis as follows:

"The design of the analysis is the process of searching for and compiling a systematic data have been obtained from the results of observation, and documentation with how to organize data into categories, describe into the units, synthesize, organize into a pattern, choose which is more important and lessons learned and make conclusions so easily understood by myself and others ".

Researchers analyzing the data that has been described by using descriptive analysis method (qualitative) and verification (quantitative) with a quantitative approach. To determine the effect of Operating Costs (X1) Sales Volume (X2) and Accounts Payable (X3) to Net Income (variable Y) can be determined by using data analysis techniques

statistics.

1. Path Analysis (Path Analisys)
2. Correlation
3. Coefficient of Determination

3.6.2 HYPOTHESIS TESTING

According to Andi Supangat (2007: 293) is meant to test the hypothesis that:

"One way to test the parameters of the statistical population based on statistical sampling, to be accepted or rejected at a particular significance level".

`In principle, testing this hypothesis is to make an interim conclusion to denial or justification of the issues to be explored. As a vehicle to establish the provisional conclusions are then assigned the null hypothesis and the alternate hypothesis.

IV. RESULTS AND DISCUSSION

1. Effect of Operating Costs Against Net Income

Results of testing the hypothesis that means rejecting H0 Operating Costs effect on Net Income. The coefficient of determination shows that the considerable influence of Operating Costs to Net Income of 37.8% and the remaining 62.2% is influenced by variables not examined in this study as Production Costs, Other Current Assets, dividends and others. Results of testing the correlation coefficient included in a strong interval between Operating Costs and Net Income and the results tested positive coefficient, which means unidirectional. In other words, it can be said that the operational cost is directly in line with the Net Income. Where if Operating Costs Net Profit increases, will increase.

The lower the level of Operating Costs means the better the performance of the bank's management, because it is more efficient in the use of existing resources in the enterprise (Slamet Riyadi; 2011: 159). So the magnitude of the Operational Costs affecting the performance of a company, the performance seen from how much the company's ability to obtain the Net Income. It challenges the previously mentioned phenomenon that occurs in Vale Indonesia Tbk where the company experienced a decline in net profit when the ratio of Operating Costs decreased. With this result indicates that other factors affecting the level of Net Profit over. The corporation should put more pressure on its operating costs in order to net income that produced the company will increase.

According to research conducted by Jusuf (2008: 33) if the company can reduce operating costs, the company will be able to increase net income. Vice versa, if wasteful expenses (such as excessive use of office equipment) will result in reduced net profit. If the company in running its operations in a manner that efficiently reduce operational cost from the company's revenue will certainly increase and also offset increased profitability. This is in line with the research conducted by Ria Marliana and Pebriyanti (2013) which states that the Operational Costs significant effect on Net Income. So if the operational cost increases, net profit will decline.

2. Effect of Volume Sales Against Net Income

Results of testing the hypothesis that means rejecting H0 Sales Volume effect on Net Income. The coefficient of determination shows that the sales volume is large enough impact to Net Income of 73.5% and the remaining 26.7% is influenced by variables not examined in this study as Production Costs, Other Current Assets, dividends and others. Results of testing the correlation coefficient included in a strong interval between Sales Volume and Net Income and the results tested positive coefficient, which means unidirectional. In other words, it can be said that the volume of sales compared to Net Income in the same direction. Where if sales volume increases, net profit will increase.

The close relationship of the volume of sales to increase its net income in this case can be seen in the company's income statement, since in this case the profit will arise if the sale of the product is greater than the costs incurred. The main factors that affect the size of profit is revenue, income can be generated from the sale of merchandise Companies Budi Rahardjo (2000: 33). So that there is influence between vulume Sales to Net Income in the Mining sector companies listed on the Indonesia Stock Exchange. It challenges the previously mentioned phenomenon that occurs in Vale Indpnesia Tbk where the company experienced a decline in net profit when the company sales volume has increased. With this result indicates that other factors affecting the level of Net Profit over. Companies should further enhance the company's sales to net profits have increased.

Research conducted by Putu rustami, Kriya I Ketut and Wayan Copyright (2014) which states Sales Volume significant effect on the net profit, which the company management's ability to generate total sales of influence on company profits. The company's profit is one of the fundamental building blocks of Net Income, as profit is the fundamental building blocks of Net Income, indirectly if the total sales generated increased profits also increased so that the company will improve the financial performance of the company. This is in line with research conducted by Koes Ibnoe Soegiyatmodjo (2008) which states that the volume of sales a significant effect on Net Income.

3. Influence Of Net Income Accounts Payable

Results of testing the hypothesis reject H0, which means Payable effect on Net Income. The coefficient of determination shows that the Accounts Payable considerable influence on Net Income of 16.8% and the remaining 83.2% is influenced by variables not examined in this study as Production Costs, Other Current Assets, dividends and others. Results of testing the correlation coefficient included in a strong interval between Operating Costs and Net Income and the results tested positive coefficient, which means unidirectional. In other words, it can be said that it is directly in line with the Accounts Payable Net Income. Where if Payable increased the net profit will increase.

Adding short-term debt and long-term and equity capital for the purpose of expansion, ie expand the company's activities, expand production, expand marketing activities with the aim of obtaining maximum profit. With the increase in production and marketing activities (expansion) as a result of increased spending by debt and equity capital to maximize profits (M. Nafarin 2007: 334). So the greater the Accounts Payable, the greater the company's ability to obtain net profit will be greater. It challenges the previously mentioned phenomenon that occurs in Vale Indpnesia Tbk where the company experienced a decrease in Net Income Payable when the Company has increased. With this result indicates that other factors affecting the level of Net Profit over.

Research conducted by I Made Bayu Wisnawa (2005), Changes in short-term debt, long-term debt, capital stock, retained earnings and depreciation significantly affect net income changes .. This is in line with research conducted by Inggriani Elim (2010) , the current liability significant effect on operating profit, non-current debt and significant effect on operating profit. Taken together, the current liability and non-current debt significant effect on operating profit.

V. CONCLUSIONS AND RECOMMENDATIONS

5.1 CONCLUSION

Based on the results of data analysis and discussion that has been done in the previous chapter, the researchers took several conclusions as follows:

1) Operational costs negatively affect Net Income in the mining sector manufacturing companies listed in Indonesia Stock Exchange in 2010-2014, where any reduction in operational costs will increase the amount of Net Income. Likewise with the otherwise higher Operating Expenses Net Income generated then will decrease. Net profit was influenced by the profit before tax and income tax. While Operational Costs Costs are influenced by Public Administration and Cost of Sales / Marketing.
2) Sales volume positive effect on net profit in the mining sector manufacturing companies listed in Indonesia Stock Exchange 2010-2014 period, with each increase in the sales volume will increase the amount of net profit of the company. Likewise with the otherwise lower the sales volume generated net profit will be decreased. Matters affecting Sales Volume is the total sales or quantity. Net Income Income is affected by the large number of sales in the company.

3) Accounts Payable positive effect on net profit in the mining sector manufacturing companies listed in Indonesia Stock Exchange 2010-2014 period, with each increase in the number Payable it will raise the amount of net profit of the company. Likewise with Accounts Payable conversely the lower the net profit generated will further decline. Trade payables itself is intended to increase the capital of the company.

5.2 SUGGESTION

After the author provides conclusions from the results of research on the effects of Operating Costs, Sales Volume and Net Income. So I give a few suggestions that can be used by mining companies listed on Indonesia Stock Exchange:

5.2.1 Practical Advice

a) for Companies

For mining companies listed on the Indonesia Stock Exchange were lower net profit due to higher operating costs, sales volume and at least munurunnya debt will be made in the capital. Companies should put more pressure on operating costs, further increasing the volume of sales and business debt that the company's net profit would have increased.

b) for Investor

Investors can use the Operational Costs, Sales Volume and Payable as a reference in making investment. But investors should also perform the analysis on other indicators because there are many other indicators that can affect net profit, although in this study Operating Costs, Sales Volume and Net Income Payable against, so that investors can be more precise in selecting investment decisions.

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