THE INFLUENCE OF LIABILITIES AND SALES VOLUME ON NET INCOME
(Case study on manufacturing company Sub sectors of the metals and the like are listed on the Indonesia stock exchange Period 2011-2015)

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ABSTRACT

The decline in net income is a problem occurring in manufacturing companies of the metal sub sector and the like, although the volume of sales and liabities has increased. This study aims to examine the effect of liabities (X_1) and sales volume (X_2) on net income (Y) in manufacturing companies of metal sub-sector and the like listed in Indonesia Stock Exchange 2011-2015.

The objective of the study is to analyze and assess the influence of liabities to net income and to analyze and assess the effect of sales volume on net income.

The research method used is descriptive analysis method verifikatif with the unit of analysis studied is the financial statements of metal sub-sector companies and the like listed on the Stock Exchange in 2011-2015. With a total sample of 40 financial reports from 8 companies. Data analysis technique used is multiple linear regression analysis.

The results showed that the significant positive liabities to net income and sales volume have a significant positive effect on net income. This is because the liabities and sales volume is one factor that determines the size of the net profit.

Keyword : Liabities, Sales Volume and Net Income

I. INTRODUCTION

1.1 Background to the Study

Companies that are developing require capital to run various activities involved in the investment and spending. When carrying out the activity of the investment companies use funds or capital, or capital funds may be provided from the debt. With a capital of existing companies are expected to have good management to manage the capital so that it can remain running activities. If the company manages the capital with good companies will generate profits (Nazia Safitri, 2010).

To earn profits, companies must perform operational activities are supported by teh resource. Companies can set up resources needed by way of utilizing both companies utilize internal capital loan funds from creditors (debt). Many companies

are utilizing the debt for the purpose of investing in the hopes that debt can help companies in achieving optimal profit (Zulia Hanum, 2009)

In addition to the capital there are several factors that affect the growing profits atthe company's one is the volume of sales. The company aims to increase sales volume to reach maximum profit. In the era of globalization it is today increasingly high levels of competition in the business world many companies are working hard to increase the volume of sales at his company, the company must have the strategy and with the good planning in order to achieve the sales target that has been set (Putu Rustami, 2014).

Sales activities is the deciding factor over the acquisition of profit, due to the higher sales volume, it will improve the bottom line. In order to increase the sales volume of the company requires marketing strategy in selling its products. If the company wants to increase its sales volume of the company must be able to innovate on products especially in the current era, where many companies are vying to boost sales volumes do. For companies manufacturing and trade sales was the dominant factor that can increase the company's profit (Iwan Setiawan, 2007).

The following table Reports the Total debt, the Sales Volume and net profit at the company's manufacturing sub sectors of the metals and the like are listed on the Indonesia stock exchange (idx) of the period of 2011-2015.

Table 1.1
Report the Total Liabilities, the Sales Volume and net income
The sub sectors of the metals and the like
(In Millions)

Nama Perusahaan	Tahun	Total Hutang		Volume Penjualan		Laba Bersih	
PT. Alakasa Industrindo Tbk	2011		290.923		873.024		9.969.564
	2012	↓	93.056	↓	836.887	↓	5.122.929
	2013	**↑**	**182.253**	**↑**	**1.099.620**	**↓**	**3.150.494**
	2014	**↑**	**183.643**	**↑**	**1.230.364**	**↓**	**2.659.245**
	2015	↓	82.596	↓	749.146	↓	(1.175.538)
Nama Perusahaan	**Tahun**	**Total Hutang**		**Volume Penjualan**		**Laba Bersih**	
PT. Lion Metal Works Tbk	2011		63.755		268.414		52.535
	2012	↓	61.667	↑	333.921	↑	85.373
	2013	↑	82.783	↓	333.671	↓	64.761
	2014	**↑**	**156.123**	**↑**	**377.622**	**↓**	**49.001**
	2015	**↑**	**184.730**	**↑**	**389.251**	**↓**	**46.016**

Source : Indonesia Stock Exchange 2017

From the table above it can be seen the presence of rising and a decline in profit at PT. Alakasa Industrindo Tbk and PT. Lion Metal Works Tbk, this happened because both companies are expanding, the company that did the expansion would require capital the longer the greater because of the nature of the company's expansion is donegradually, this will have an impact on the fall in the net profit of the company. If the company does not undertake additional optimal then the expansion capital will decrease and will lead the company's activity is dropping the imposes a

reduction of net income of the company. Net income decline of PT. Alakasa Industrindo Tbk not only because the company is expanding is not optimal but there are other factors that resulted in the company's net income is down due to the burden of enterprises and the revelation other income other income decline, contributing to declining foreign exchange earnings.

As seen from the above table PT. Alakasa Industrindo Tbk and PT. Lion Metal Works Tbk in an indication of the right that the company does not do the optimal expansion. At PT. Alakasa Industrindo Tbk which caused net income decline even though sales volume on two companies are rising, this resulting from rising production costs, and selling a company staple load causes net income decline.

Based on the description of the background above, the autors are interested in conducting research with the title "The Influence Of Liabilities And Sales Volume On Net Income (Case study on manufacturing company Sub sectors of the metals and the like are listed on the Indonesia stock exchange Period 2011-2015)".

II. LITERATURE REVIEW, a FRAMEWORK of THOUGHT and HYPOTHESIS

2.1 Literature Review

2.1.1 Liabilities

According to Carl S Waren dkk (2015:42) in his book introduction to Accounting-Adaptation Indonesia Edition 25 mentioned that the liabilities is a liability to pay that in the note as a liability by the debtor. While according to Ikhsan Arfan (2013:2) suggested that the liabilities is the economical benefits of sacrifice will arise in the future which is caused by obligations in the present moment from a business entity that will be filled with transfer assets or provide services to other entities in the future as a result of transactions already.

From the definition above it can be concluded that the debt is a liability to pay that comes from the lender which is the sacrifice of economic benefits arising in the future caused by obligations in the present moment of a business entity.

2.1.2 Sales Volume

Understanding the sales volume according to Abdullah Assegaf (2001:444) Sales volume is the number of units sold from a production unit of transfer products to consumers, and keep at a certain period. Moreover, according to Aliminsyah and Padji (2003:126), that sales volume was reached or to be achieved by a single company in a certain period.

Based on some of the definitions above it can be concluded that the sales volume was the result of sales activities conducted the company in its efforts to achieve the target, namely to maximize income.

2.1.3 Net Income

According to Soemarsono S.R (2011:227) Suggested that the net income is the difference between all of the revenue and profits of all burdens and losses. This number is the net increase to capital. While according to Budi Rahardjo (2009:83) stated that the net income or net profit after income taxes is obtained by subtracting the profit or earnings before income tax with taxable which must be paid by the company.

Based on the above understanding it can be concluded that the net income is the difference between all of the revenue and profits af all burdens and losses

obtained by substracting the profit or earnings before income tax with taxable should paid by the company.

2.2 FRAMEWORK FOR THINKING

2.2.1 Influence Liabilities on Net Income

According to M. Nafarin (2007:334) liabilities relations with net income is the increase of short term liabilities, long term liabilities and capital of its own expansion, that is meant to expand the company's activities, expand, expand production activities marketing activities with the aim of obtaining the maximum profit, with increased production and marketing (expansion) as a result of increased spending with liabilities and private equity can magnify income. Research on the influence of liabilities on net income previously researched by Zulia Hanum (2009) as saying that there was negative and significant influence among the liabilities on net income. As for other researchers is Pasma Suartika (2013) which shows that the liabilities had a significant influence towards net income.

2.2.2 Influence Sales Volume on Net Income

According to Budi Rahardjo (2000:33) that the existence of close link regarding the sales volume to increased corporate incom in it can be seen from the report of the profit/loss company, because in this case the profit will arise if greater product sales compared to the costs incurred. The main factors affecting the large to the small profit was income, the income can be obtained from the results of the sale of merchandise. Research on the influence of sales volume on net income previously researchers by Putu Rustami, I ketut Kirya and Wayan (2014), which said that sales volume had a significant influence towards net income, the study also in supported by result of research Irwan Hermansah and Eva Ariesti (2008) which said that sales volume have significant influence towards net income.

2.3 Hypothesis

Understanding the hypothesis according to Margono (2011:67), temporary answer to the problem of research which is theoretically considered most likely or most high level of righteousness. Based on the framework of thought above, the author tried to formulate a research hypothesis as follows:

H1 : Liabilities effect on net income
H2 : Sales Volume effect on net income

III. RESEARCH METHODOLOGY

3.1 Research Methods

According to Sugiyono (2013:2) research method is essentially scientific way to get valid data with the purpose of the non profit discovery, proof and the development of a knowledge so that the results can be used to understand, solving and anticipating problems. Research methods that are used by authors in doin this research is a descriptive analysis of verifikatif methof with the quantitative approach.

3.2 Operational Variables

According to Sugiyono (2010:58) defines the operational variables as everything that shaped what are specified by the author to be studied so that the retrieved information about it, then pulled his conclusion. While understanding the operational variables according to Umi Narimawati (2010:31) as a research variable parser processes the state of the terms of the operational parsing performed when

the basic concepts and indicators of each variable was clear, if not yet clearly conceptually explisit analysis factors. In the study of the variables used are composed of independent variables and a dependent variable.

1) Independent Variable (Variable X)

In this case the independent variable examined was the wages (Variable X_1) and Sales Volume (Variable X_2). In the operationally all the variable measured by the measuring instruments in the scale ratio.

2) Dependent Variables (Variable Y)

In this case the dependent variables that will be scrutinized is the net income (Variable Y). In operationally this variable was measured by the measuring instruments in the scale ratio.

3.3 Data Sources and Data Collection Techniques

3.3.1 Data Source

In this Study the author using a secondary data source, where data are obtained indirectly, this means that the data in the form of data which have been processed further and data presented by other parties. Secondary data are usually obtained from materials that are not of first source as understood through other media were sourced in the literature and books library or data of the company with regard to the problems in accurately.

Secondary data in this research in the form of annual financial reports on companies manufacturing sub sectors metal and the like are listed on the Indonesia Stock Exchange Period 2011-2015.

3.3.2 Data Collection Techniques

The technique of data collection used in this research are as follows :

1) Data collection is done by reviewing the company's financial reports from each company, the author obtained the data from the official website of the Indonesia stock exchange.

2) Study of Librarianship

Data retrieved from data that is relevant to the issues that will be examined by conducting a study of the literature such as books, journals, articles, previous researchers.

3.4 Population, Sample, Time and Place of Research

3.4.1 Population

According to Sugiyono (2010:80) population is the generalization of the generalization of the objects that have certain qualities and characteristics set by the researchers studied and then drawn the conclution. Researchers used population is a financial report of the company manufacturing sub sector of the metal and the like are listed on the Indonesia Stock Exchange (idx) as many as 80 of the financial statements of the 16 companies with annual financial reports published over the past 5 the period from the year 2011-2015. As for the list of companies manufacturing sub sector of the metal and the like are listed on the Indonesia Stock Exchange (idx).

3.4.2 Sample

Understanding the sample according to Sugiyono (2011:62), is part of a number of sample and characteristics shared by the population. Withdrawal of samples in the study done by the technique of purposive sampling. Purposive sampling is sampling technique based on the consideration or particular

characteristics. Samples taken in this study is the author of the financial statements of the company manufacturing sub sector metal and the like are listed in Indonesia Stock Exchange period 2011-2015 with the consideration in the determination of the sample used in this study is as follows:

1. Manufacturing company sub sectors of the metal and the like are listed on the Indonesia Stock Exchange.
2. Company Sub sectors metal and the like who published financial statements that have been audited in 2011 until the year 2015
3. Company sub sector metal and the like who have experienced a decrease in net income of 2 consecutive years from the year of 2011-2015

The sample retrieved from the specified criteria are obtained as much as the company's 8th sub sector metal and the like that are eligible to be used as a sample in the research for 5 years period 2011 to 2015 so that the total sample as many 40 financial statements (income statements and balance sheets) manufacturing company sub sectors metal and the like are listed on Indonesia Stock Exchange (IDX).

3.4.3 Place Research

To obtain data and information related to issues that are examined, then the autor of the research office Indonesia Stock Exchange of Bandung representatives located in Jl. Ph. H. Mustofa No. 33, Cibeunying Kaler, Neglasari, Bandung 40125 Telp. (022)20524208.

3.4.4 Time Research

As for the timing of the implementation of the research began in February 2017 until finished. In the study, researchers made a research plan that began with a preparatory stage through to the final stage the reporting of research results.

3.5 Testing Methods of Data

3.5.1 Method Analysis

According to Narimawati Umi (2010:41) defines the following method of analysis method of analysis is the process of finding and compiling systematic data systematic data have been obtained from the results of the observation field, and documentation by means of organizing data into categories, lays out into units, doing the synthesis, compiling into a pattern, choose which is more important and that will be studied and made a conclusion so easily understood by myself or others. As for the statistical analysis of the measures used in this study are as follows :

1. Classic Assumption

To obtain more accurate results on multiple linear regression then need to do a classic assumption test. In this study, classic assumption test consists of a test of normality, multikolonieritas test, test and test heteroskedastisitas auto correlation.

2. Multiple Linear regression analysis

In this research, multiple linear regression analysis is used to prove the extent of the influence of liablities and sales volume on net income. This analysis used by involving two or more variable the dependent variable, between dependent (Y) and independent variable (X_1 and X_2).

3. Analysis of the Correlation Coefficient

Analysis of the correlation coefficient is used to measure the strong weak relationships between liabilities and sales volume on net income at the company metal and the like were listed on the Indonesia Stock Exchange.

4. Analysis of the Coefficient of Determination

Analysis of the determination coefficient (DC) is used to see how large the independent variables (X_1 and X_2) had the impact on the dependent variable (Y) that is expressed in percentage. The magnitude of the coefficient of determination is calculated using the following formula :

$$Kd = r \times 100\%$$

Description :

Kd : Coefficient of Determination

r : Coefficient Correlation

3.5.2 Hypothesis Testing

According to Andi Supangat (2010:293) defines the following hypothesis testing, hypothesis testing is one way in statistics to test the “parameter” population based on statistics sampling, to be accepted or rejected on the level of significance.

Ho1: $\beta = 0$: Liability does not have an effect to net income

Ha1: $\beta \neq 0$: Liabilities effect on net income

Ho2: $\beta = 0$: Sales Volume does not have an effect on net income

Ha2: $\beta \neq 0$: Sales Volume effect on net income

IV. RESULTS of the RESEARCH and the DISCUSSION

4.1 Research Results

4.1.1 Descriptive Analysis Result

4.1.1.1 Description Analysis of Liabilities

According to hery (2012:11) in his book entitled Accounting and secrets behind them explains that the debt is a liability of the company to creditors (suppliers, bankers) and other parties (employees, government). According to L.M Samryn (2012:38) the characteristics of the basic division of liabilitiy raises debt became debt smoothly or short term liabilities and long term liabilities.

Liabilities = Short-term Liabilities + Long-term Liabilities

Description :

Short-term Liabilities = Obligations expected to be repaid within one year.

Long-term Liabilities = Obligations that must be repaid a period of more one year.

Based on the data about the amount of debt by as much as 8 companies manufacturing sub sectors metal and the like are listed on the Indonesia Stock Exchange Period 2011-2015.

Table 4.1
Total Liabilities at the company's manufacturing sub sector metal and the like are listed on the Indonesia Stock Exchange Period 2011-2015

No	Perusahaan	Tahun				
		2011	2012	2013	2014	2015
1	PT. Alumindo Light Metal Industry Tbk	1.274.907.058.778	1.293.685.492.896	2.094.736.673.254	2.571.403.202.989	1.623.926.585.475
2	PT. Alakasa Industrindo Tbk	209.923.344.000	93.056.183.000	182.253.663.000	183.643.493.000	82.596.104.000
3	PT. Beton Jaya Manunggal Tbk	26.590.615.175	31.921.571.823	37.318.882.613	27.517.328.111	34.011.648.533
4	PT. Indal Aluminium Industry Tbk	438.219.669.509	483.005.957.440	556.572.463.670	751.439.553.825	1.090.438.393.880
5	PT. Jakarta Kyoei Steel Work LTD Tbk	669.902.232.231	877.841.488.373	670.190.389.365	720.387.262.240	705.813.376.884
6	PT. Lion Metal Works Tbk	63.755.284.220	61.667.655.113	82.783.559.318	156.123.759.272	184.730.654.202
7	PT. Lionmesh Prima Tbk	40.816.452.492	31.022.520.184	31.229.504.329	23.964.388.443	21.341.373.897
8	PT. Tembaga Mulia Semanan Tbk	1.326.380.351.455	1.719.711.040.060	1.874.757.368.235	1.931.514.600.102	1.511.601.569.344
Minimum		**26.590.615.175**	**31.022.520.184**	**31.229.504.329**	**23.964.388.443**	**21.341.373.897**
Maksimum		**1.326.380.351.455**	**1.719.711.040.060**	**2.094.736.673.254**	**2.571.403.202.989**	**1.623.926.585.475**
Rata-rata		**450.055.000.873**	**487.990.212.099**	**581.093.611.532**	**707.332.620.887**	**772.717.745.135**
Perkembangan (%)		**-**	**7,77**	**16,02**	**17,85**	**8,46**

Source : Indonesia Stock Exchange 2017

With attention to table 4.1 may be unknown to the average number of liability company manufacturing sub sector metal and the like are increased every year. The highest liability levels produced by PT. Mulia Semanan Tbk. Copper while the liabilities the resulting lowest PT. Jaya Concrete Manunggal Tbk.

4.1.1.2 Description Analysis of Sales Volume

According to Aliminsyah and Padji (2003) is the sales volume is the amount of sales that managed to achieve or want to achieve by an enterprise in a certain period.

Sales volumes = Quantity or Total sales

Description :
The quantity or Total sales = total sales that have been sold.

Based on the data about the number of sales volume by as much as 8 companies manufacturing sub sector metal and the like are listed on the Indonesia stock exchange.

Table 4.4
Total sales Volume in the company's manufacturing Sub sectors of the metals and the like are listed on the Indonesia stock exchange Years 2011-2015

No	Perusahaan	Tahun				
		2011	2012	2013	2014	2015
1	PT. Alumindo Light Metal Industry Tbk	3.609.867.387.594	3.221.635.031.146	2.871.313.447.075	3.336.087.554.837	3.333.329.653.540
2	PT. Alakasa Industrindo Tbk	873.024.320.000	836.887.186.000	1.099.620.270.000	1.230.364.713.000	749.146.492.000
3	PT. Beton Jaya Manunggal Tbk	153.646.138.180	155.005.683.770	113.547.870.414	96.008.496.750	67.679.530.150
4	PT. Indal Aluminium Industry Tbk	555.886.728.181	582.654.361.422	433.961.758.992	933.462.438.255	1.584.675.922.166
5	PT. Jakarta Kyoei Steel Work LTD Tbk	142.107.087.508	86.197.771.507	91.708.035.390	86.480.258.028	143.408.228.411
6	PT. Lion Metal Works Tbk	268.414.285.432	333.921.950.207	333.674.349.966	377.622.622.150	389.251.192.409
7	PT. Lionmesh Prima Tbk	207.522.581.381	223.079.062.667	256.210.760.822	249.072.012.369	174.598.965.938
8	PT. Tembaga Mulia Semanan Tbk	6.067.106.666.012	6.697.373.507.390	7.717.148.239.917	7.548.700.611.126	7.162.608.687.912
Minimum		**142.107.087.508**	**86.197.771.507**	**91.708.035.390**	**86.480.258.028**	**67.679.530.150**
Maksimum		**6.067.106.666.012**	**6.697.373.507.390**	**7.717.148.239.917**	**7.548.700.611.126**	**7.162.608.687.912**
Rata-rata		**1.484.696.899.286**	**1.517.094.319.264**	**1.614.647.716.572**	**1.732.224.838.314**	**1.793.087.334.066**
Perkembangan (%)		**-**	**2,14**	**6,04**	**6,79**	**3,39**

Source : Indonesia Stock Exchange 2017

By observing the table 4.4, be known to the average number of sales volume in the company's manufacturing sub sectors of the metals and the like are rising every year, the highest level of sales generated by PT Mulia Semanan Tbk Copper. While the lowest sales volume generated PT. Jakarta Kyoei Steel Work Ltd Tbk.

4.1.1.3 Description Analysis of Net Income

According to Budi Rahardjo (2009:83) stated that the net income or net income after income taxes is obtained by subtracting the profit or earnings before income tax with taxable which must be paid by the company. Budi Rahardjo (2009) argue that :

Net Income = earning before tax – income taxes

Description :

Earning before tax = operating profit plus business results and reduced cost of operating outside the usual.
Income taxes = Income tax to be paid by the company.

Based on data on the amount of net profit by as much as eight companies manufacturing sub sectors of the metal and the like are listed on the indonesia stock exchange.

Table 4.7
Total net income at the company's manufacturing Sub sectors of the metals and the like are listed on the Indonesia stock exchange Years 2011-2015

No	Perusahaan	Tahun				
		2011	2012	2013	2014	2015
1	PT. Alumindo Light Metal Industry Tbk	32.374.760.744	13.949.141.063	26.118.732.307	1.948.963.064	-53.613.905.767
2	PT. Alakasa Industrindo Tbk	9.969.564.000	5.122.929.000	-3.15.494.000	2.659.254.000	-1.175.538.000
3	PT. Beton Jaya Manunggal Tbk	19.146.696.476	24.761.627.150	25.882.922.986	7.630.330.090	6.323.778.025
4	PT. Indal Aluminium Industry Tbk	26.356.889.656	23.155.488.541	7.298.454.928	22.058.700.759	28.615.673.167
5	PT. Jakarta Kyoei Steel Work LTD Tbk	-2.552.823.221	-16.452.530.718	-7.968.797.416	-9.631.890.621	-23.096.657.780
6	PT. Lion Metal Works Tbk	52.535.147.701	85.373.721.654	64.761.350.816	49.001.630.102	46.018.637.487
7	PT. Lionmesh Prima Tbk	10.897.341.682	41.282.515.026	14.382.899.194	7.403.115.436	1.944.443.395
8	PT. Tembaga Mulia Semanan Tbk	21.033.879.586	25.675.039.410	54.109.990.023	53.291.176.692	30.143.427.672
Minimum		**-2.552.823.221**	**-16.452.530.718**	**-7.968.797.416**	**-9.631.890.621**	**1.175.538.000**
Maksimum		**52.535.147.701**	**85.373.721.654**	**64.761.350.861**	**53.291.176.692**	**46.018.637.487**
Rata-rata		**21.858.387.883**	**28.221.624.070**	**25.459.205.209**	**17.520.798.590**	**17.074.088.634**
Perkembangan (%)		**-**	**23**	**-11**	**-45**	**-3**

Source : Indonesia Stock Exchange 2017

Based on the explanation and the data in the table above, PT Lion Metal Works, in 2011, 2012, 2013 and 2015 has the highest net profit and total total the highest net profit in the year 2014 is owned by PT Mulia Semanan Tbk, Copper and total net income lowest years 2011,2012,2013 and 2014 owned PT. Jakarta Kyoei Steel Work Ltd Tbk. While in 2015 total net income low owned PT. Alumindo Light Metal Industry Tbk.

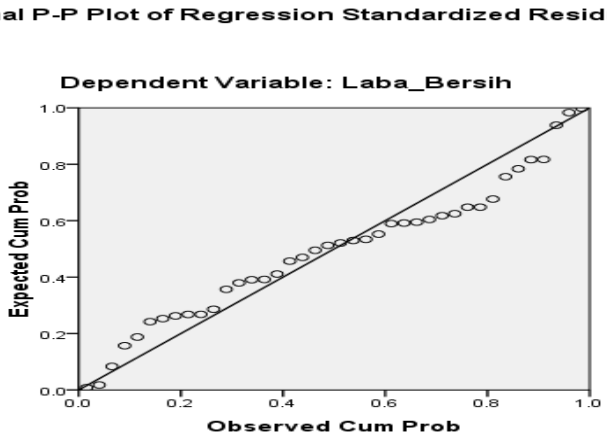
4.1.2 Verifikatif Analysis Results

4.1.2.1 Classic Assumption Tesr

A classic assumption test intended to obtain more accurate results on multiple regression analysis is then performed a classic assumption test so that the results obtained is a regression that has Best Linear Unbiased Estimator (BLUE).

1. Test for Normality

Normality tests are used to test whether the residual value resulting from the regression of the normal distributed or not. Test for normality with the residual method using a graph that of a normal P-P Plot of Component Regression Residual and Kolmogorov-Smirnov with the help of SPSS v16 Software. As the basis for decision-taking, if the points spread around the line and follow the diagonal lines the the residual values have been normal.



2. Test for Multicollinearity

Multicollinearity test aimed at testing whether the regression model is found the existence of a correlation between free variables (independent). Multicollinearitas test is carried out with a view the tolerance value and variance inflation factor (VIF) criteria :

1. If the value of tolerance and the value of 0.10 > VIF <10, Then it can be concluded that there is no multicollierity between the independent variables in the regression model.
2. If the value of tolerance <0,10 and VIF > 10, Then it can be concluded that there is a multicollinearity between the independent variables in the regression model (Gujarati, 2003:362).

Tabel 4.11
Uji Multikolinieritas

Coefficients[a]

Model		Collinearity Statistics	
		Tolerance	VIF
1	Hutang	.406	2.462
	Volume_Penjualan	.406	2.462

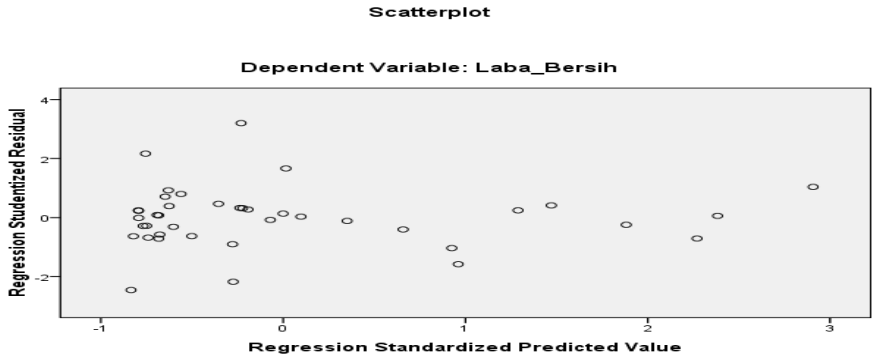
a. Dependent Variable: Laba_Bersih

3. Heterokedastisitas Test

Heteroskesdastisitas is an indication of the residual between variants is not homogeneous, which resulted in the value of the estimate obtained is no longer efficient. To test whether a variant of residual homogeneous Spearman rank test was used, with free variables correlate against the absolute value of the residual (error). If there is a correlate coefficient is significant at the 5% level of cunfusin, indicating the presence of heteroskedastisitas.

To detect whether there is a violation of heterokedastisitas, can be viewed by using the method of scatter plot with the following conditions :

- If there is a particular pattern like dots (points) that there are certain patterns that form an irregular (wavy, widened, then narrowed) then heterokedastisitas has occurred.
- If there is no obvious pattern and dots spread above and below zero on the Y axis and thus are not going heterokedastisitas.



4. Autocorrelation Test

On testing autocorrelation test use Durbin-Watson to find out whether or not there is autocorrelation in regression model and the following values of the Durbin-Watson are obtained through estimation of regression model result. Whether or not there is a way to detect autocorrelation in this research is to use a statistical value calculation of the Durbin-Watson (D-W). Durbin-Watson test are used to level one autocorrelation and requires the existence of the intercept (constant) in a regression model and no more variable among the free variable.

Tabel 4.12
Uji Autokorelasi

Model Summary[b]

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.797[a]	.635	.616	1.569E10	1.617

a. Predictors: (Constant), Volume_Penjualan, Hutang

b. Dependent Variable: Laba_Bersih

Based on the output above, not the value of the Durbin-Watson of 1.617, according to Jonathan Sarwono (2012:28) occurs if the Durbin Watson of autocorrelation < 1 and > 3. Of the value above, note that the value of the DW (1.617 < 3. This shows that there is no autocorrelation good autocorrelation positive or negative autocorrelation in model.

4.1.2.2 Multiple linear regression analysis

$$\hat{Y} = 9.755978456978 + 0{,}014X_1 + 0{,}003X_2$$

Where :
Y = Net Income
X_1= Liabilities
X_2= Sales Volume

From the results of the regression equations for each of the variables can be interpreted as follows :

a. Constant Value amounted to 9.755978456978, meaning that if all the variables are free like liability and sales volume worth 0 (zero)
b. The regression coefficient values for total liabilities amounting to $0{,}014X_1$ and marked positive, meaning that each happen to an increase of 1 unit at total liability and sales volume worth constant, in profit will improve predictions of 0.014
c. The value of the sales volume of $0.003X_2$, meaning that if the volume of sales experienced an increase of 1 unit where as other free variables constants so the company's net income would have increased by 0.003.

a. Correlation Analysis Between Liability with Net Income

To calculate the correlation between the liabilities with net income, if sales volume is considered constant calculation is used as follows :

Tabel 4.16

Coefficient Correlation Liability with Net Income

Correlations

Control Variables			Hutang	Laba_Bersih
Volume_Penjualan	Hutang	Correlation	1.000	.427
		Significance (2-tailed)	.	.007
		Df	0	37
	Laba_Bersih	Correlation	.427	1.000
		Significance (2-tailed)	.007	.
		Df	37	0

Source : Data processed 2017

Based on the above results table output data processing, retrieved the value of the correlation (R) between the liability by net income was of 0.427. value according to 0,427 Sugiono (2014:184) are on the interval 0,40-0,599 categories include pretty strong with positive values. So it can be known that there is a positive relationship between liability with net income, where the higher the liability then will follow the increasing net income at the company manfacturing sub sector metals and the like are listed in Indonesia Stock Exchange Period 2011-2015.

b. Correlation Analysis Between Sales Volume with Net Income

To calculate the correlation between the sales volume with net income, if the liabilies is considered constant calculation is used as follows :

Tabel 4.17

Koefisien Korelasi Volume Penjualan dengan Laba Bersih

Correlations

Control Variables			Laba_Bersih	Volume_Penjualan
Hutang	Laba_Bersih	Correlation	1.000	.438
		Significance (2-tailed)	.	.036
		Df	0	37
	Volume_Penjualan	Correlation	.438	1.000
		Significance (2-tailed)	.036	.
		Df	37	0

Sumber : Data Diolah 2017

Based on the above results table output data processing, retrieved the value of the correlation (R) obtained between sales volume with net income amounting to 0,438 is 0,438 value according to Sugiyono (2014:184) are on the interval 0,40-0,599 categories include pretty strong with positive values. So it can be known that there is a fairly strong positive relationship between sales volume with net income, where the higher sales volume will be on follow the increasing net income at the company's manufacturing sub sectors metal and the like are listed to Indonesia Stock Exchange period in 2011-2015.

4.1.2.3 Coefficient Determination Analysis

In this study the coefficient of determination is aimin to find out the magnitude of the contribution of a given sales volume towards net income. The magnitude of the coefficient determination is calculated using the following formula :

$$Kd = r^2 \times 100\%$$

Source : Umi Narimawati (2010:50)

The larger the value is then shown that the resulting regression equation is good for the estimating variable is bound. Following are the results of the analysis of the coefficient determanasi in this research.

Table 4.18
Coefficient Of Determination

Model Summary[b]

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.797[a]	.635	.616	1.569E10

a. Predictors: (Constant), Volume_Penjualan, Hutang

b. Dependent Variable: Laba_Bersih

Based on the above table, the correlation coefficient value that is obtained or acquired (R) of 0.797. Thus the coefficient determination can be calculated as follows :
$KD = (0.797)^2 \times 100\%$
KD = 63,5%

Based on the results of the output in table 4.18 and manual calculation means that liabilities and sales volume influence of 0,635 or 63,5% on net income, while the rest of 36,5% can be explained by other variables that are not examined by writers such as capital, the cost, selling price and volume production.

Table 4.19
Determination Of Partial Coefficients Analysis Results

Coefficients[a]

Model		Standardized Coefficients	Correlations	Partial Coefficient of Determination
		Beta	Zero-order	
1	*Hutang*	.472	.752	35,5%
	Volume Penjualan	.370	.759	28%
Total Effect				63,5%

Source: data is processed (2017)

The table above provides information on partial coefficients of determination of test results between debt and sales volume against net profit. In the table above, it is seen that the partially debt gives the influence of 35.5%, while sales volume influence by 28%, so the total effect is given both of 63.5%.

4.1.2.4 Hypothesis Testing

a. Testing the hypothesis of liability on net income

The formulation of the hypothesis to be tested are as follows:

Ho1: β1 = 0 means that the liability do not affect significantly to net income.

Ha1: β1 ≠ 0 meaning, influential liability significantly to net income.

With the level of significance (α) used by 5%

The Test Criteria:

1. Reject Ho and accept Ha if the value $t_{calculate} > t_{table}$ or $-t_{calculate} < -t_{table}$
2. Accept Ho and reject Ha if the value $t_{calculate} < t_{table}$ or $-t_{calculate} > -t_{table}$

Tabel 4.20
Hypothesis Testing X_1

Coefficients[a]

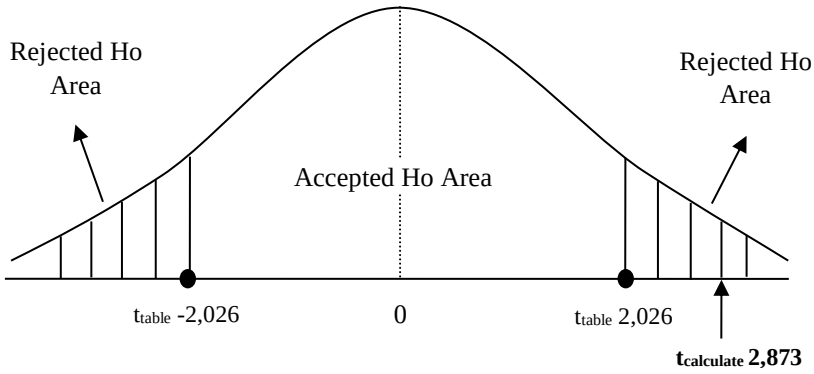
Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	9.755978456978	2.957E9		3.299	.002
	Hutang	.014	.005	.472	2.873	.007
	Volume_Penjualan	.003	.002	.370	2.182	.036

a. Dependent Variable: Laba_Bersih

Table 4.21
Hypothesis Partial testing between Liability toward Net Income

Model	$t_{calculte}$	T_{table} (0,05;37)	*Sig*	A	Information	Conclusion
X_1 → Y	2.873	2.026	0,007	0,05	Ho ditolak	Signifikan

Based on the table above, note that the $t_{calculate}$ value of the acquired liability amounting to 2,873. This value will be compared with the value t_{table} in the distribution table t. With α = 0.05, df = n-k-1 = 40-2-1 = 37, obtained a value of t_{table} for testing the two parties of ± 2,026. Of values above seen that the value of the acquired thitung of 2,873, over ttabel (-2,026 2,026 and). In accordance with the criteria of testing the hypothesis that H_0 is rejected and the H_1 is accepted, this means that the partially liabiliry effect significantly to net income of manufacturing companies listed on the Indonesia stock exchange period in 2011-2015. If presented in the chart, the value of t and t the table count can be seen in the picture below.



Picture 4.6
Hypothesis Testing X_1 (Liability)

b. Testing the hypothesis of sales volume towards the net income

The formulation of the hypothesis to be tested are as follows:

Ho1: β1 = 0 means that the sales volume do not affect significantly to net income.
Ha1: β1 ≠ 0 meaning, that the sales volume significantly to net profit.
With the level of significance (α) used by 5%
The Test Criteria:
1. Reject Ho and accept Ha if the value $t_{calculate} > t_{table}$ or $-t_{calculate} < -t_{table}$
2. Accept Ho and reject Ha if the value $t_{calculate} < t_{table}$ or $-t_{calculate} > -t_{table}$

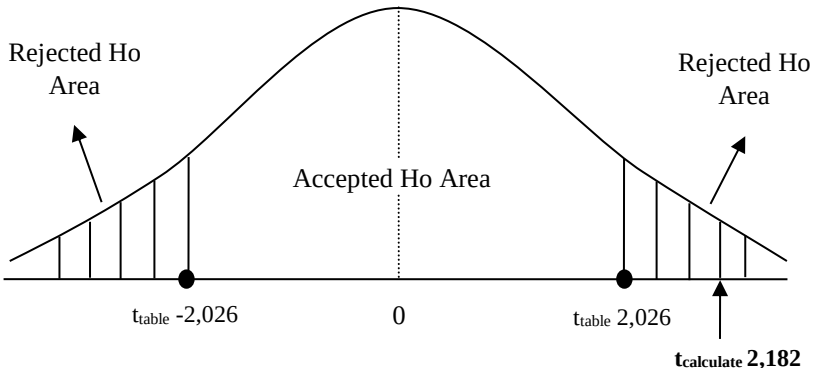
Table 4.22
Hypothesis Testing X_2

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	9.755978456978	2.957E9		3.299	.002
	Hutang	.014	.005	.472	2.873	.007
	Volume Penjualan	.003	.002	.370	2.182	.036

a. Dependent Variable: Laba_Bersih

Based on the table above, note that the $t_{calculate}$ value of the acquired sales volume amounting to 2,182. This value will be compared with the value t_{table} in the distribution table t. With α = 0.05, df = n-k-1 = 40-2-1 = 37, obtained a value of t_{table} for testing the two parties of ± 2,026. Of values above seen that the value of the acquired thitung of 2,182, over t_{table} (-2,026and 2,026). In accordance with the criteria of testing the hypothesis that H_0 is rejected and the H_1 is accepted, this means that the partially sales Volume effect significantly to net income of manufacturing companies listed on the Indonesia stock exchange period in 2011-2015. If presented in the chart, the value of t and t the table count can be seen in the picture below.



Picture 4.6
Hypothesis Testing X_2 (Sales Volume)

4.2 Discussion

4.2.1 Influence Liability On Net Income

From the results of research that has been done on the descriptive analysis of the average wages of the year 2011-2015 increase. And showed that the liability have a relationship with a positive direction and the net profit is included in the category of relationships which are quite strong. Positive correlation values shows that the relationship that happens between them is unidirectional, that is, the bigger the liability, the greater the net income also. This occurs because companies that

have large debts for purposes of expansion that is expected to enlarge the net income of the company. This research fits with the theory put forward by M.Nafarin (2007:334) stating that add to the debt short term and long term and capital of its own expansion, that is meant to expand the activities of the company, expanding its activities production, expandmarketing activities with the aim of obtaining the maximum profit.

Liability gives the influence of 35.5% against net income, and the rest of 64,5% inflenced by other factors. Calculation based on hypothesis test using t_{test} that hypothesis testing results between Liability on net income shows that the value of a variable is obtained from the thitung debt of 2,873 for X_1, then the results of these studies reject Ho and receive Ha. In other words based on the results of the calculation of t-test can be inferred that the debt effect significantly to net profit.

4.2.1 Influence Sales Volume On Net Income

From the results of research that has been done on the descriptive analysis of the average volume of sales of the year 2011-2015 increase. And showed that sales volumes have a relationship with a positive direction and the net profit is included in the category of relationship which are quite strong. Positive correlation value show that the relationship that happens between them is unidirectional, meaning that the greater sales volume, the greater net income also. This happens that because the companies that make sales very well will improve net income by selling his company's products. A growing number of products sold by the company then the greater the profit also will be accepted so that the company's net income will rise. This research fits with Budi Rahardjo (2000:33) which States that the existence of close links regarding the sales volume to increased corporate income in it can be seen from the report ofthe profit/loss company, because in this case the profit will be arise if product sales greater than the costs incurred. The main factors affecting the large to the small profitwas income, the income can be obtained from the results of the sale of merchandise, to be able to improve sales results, companies need to innovate in their productsand doing promotion, so will interest a consumer to purchase the product and the sales volume will increase that eventually if sales volume increases then the resultingnet income will rise.

Sales volume influence by 28% against net income, but the rest of 72% influenced by other factors. Calculation based on hypothesis test using t-test that hypotesis testing results between sales volume on net income shows that the value of a variable is obtained from the $t_{calculate}$ sales volume of 2.182 for X_2, Then the result this study reject Ho and receiving Ha. In other words based on the results of the calculation of t-test can be inferred that the influential sales volume significantly to net income.

V. CONCLUSIONS and SUGGESTIONS

5.1 Conclusions

Based on the results of the analysis and discussion that has been conducted in the previous chapter about the influence of debt and sales volume against net income at the company's manufacturing sub sectors of the metals and the like are listed on theIndonesia stock exchange (idx), then authors can draw conclusions as follows:

1. Debt effect significantly to net profit the company manufactures metal and the like are listed on the Indonesia stock exchange (idx) of the period of 2011-2015 as well as a marked positive, this means there is a connection between liability

with net income. In which increasing liability so the company's net income will increase, because the company did a lot of loans to outside parties for the sake of expansion that aims to expand the company's production activities are expected to be increasing the net income of the company. The magnitude influence liability on net income was 35.5% and have relationships that are categorized pretty strong, the rest of 64.5% affected by other factors.

2. Sales volume effect significantly to net income the company manufactures sub sector metal and the like are listed on Indonesia Stock Exchange (IDX) of the period 2011-2015 as well as a marked positive, this means there is a relationship between sales volume with net income. Where is the ever increasing sales volume so the company's net income will increase. Because the company did a lot of product sales, a growing number of products sold by the company then the greater will be the income too the company's net income so received would be increased. The magnitude of the influence liability on net income was 28%and have relationships that are categorized strong, the rest of 72% is affected by other factors.

5.2 Suggenstions

5.2.1 Operational Advice

Based on the conclusion that has been put forth above, then the researcher advise that can be used as input to the issuers and investors as follows:

1. For the company

For the company so that the total debt may increase the net income of the company needs to make a concerted effort that maximizes net income, bt performing loans to third parties that cater for the expansion, with expanding optimally, then companies can increase production yield. The company also needs updating to take effect the use of liability for its production activities so that the liability will increase net income and that the volume of sales can increase net income the company needs to make a concerted effort that can increase sales volume by doing product innovation, improve marketing and improve product quality so as toentice consumers to but the product of the company.

2. For Investors

For investors who want to invest should do more research about the company's performance related to the total liability and liability due sales volume and sales volume is the assessment of the financial performance of a company are corcerned. If the sales volume increase from the year before the company would generate greater income.

5.2.2 Academic Advice

1. Science For Developers

It is advisable to learn more about variable that can affect the net income to provide an additional source of information and knowledge as a source of thought in developing disciplines financial accounting, as well as contribution in the develpoment of research in particular regarding liability and sales volume on net income as well as additional input and reference for the reader.

2. For Other Researchers

Further research is recommended to do the same study on net income, with the same method but the unit of analysis and the different samples and add to the research period in order for the conclusion that support the theory and concepts generally accepted it is expected that other researchers can better provide empirical

evidence of the concept that had been examined that net income affected by liability and sales volume. In addition the author also suggested at the next researcher to be able to examine other variables that affect net income such as : cost, selling price, volume of production and other things.

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