

## ***The Effect of Merchandise Inventory and Sales on Net Profit at CV Cahaya Sumatera Karawang***

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**Abstrak.** Persaingan dalam dunia bisnis di Indonesia semakin pesat dan ekstrim. Maka dari itu, setiap perusahaan berusaha memperbaiki kekurangan maupun kelemahan yang dimilikinya agar dapat bersaing dengan perusahaan lain. Penelitian ini bertujuan untuk mengetahui (1) Pengaruh persediaan barang terhadap laba bersih dan (2) Pengaruh penjualan terhadap laba bersih. Penelitian dilakukan di CV Cahaya Sumatera Karawang. Penelitian menggunakan metode deskriptif dan verifikasi. Sedangkan untuk pengolahan data memakai SPSS versi 26. Data-data tersebut dianalisis dengan memakai uji asumsi klasik (uji heteroskedastisitas, uji multikolinearitas, uji normalitas, dan uji autokorelasi), uji regresi linier berganda dan uji hipotesis (uji f, uji t, dan uji adjusted R square). Hasil penelitian menunjukkan (1) Persediaan berpengaruh terhadap laba bersih. Hasil uji t menunjukkan persediaan (X1) memiliki nilai t hitung  $5,430 > t$  tabel  $2,228$  dan  $\text{sig.} 0,000 < 0,05$  sehingga dapat diketahui  $H_0$  ditolak dan  $H_a$  diterima. (2) Penjualan berpengaruh terhadap laba bersih, penjualan (X2) memiliki nilai t hitung  $99,607 > t$  tabel  $2,228$ , dan  $\text{sig.} 0,000 < 0,05$  sehingga dapat diketahui  $H_0$  di tolak dan  $H_a$  di terima. Uji f memiliki nilai f hitung  $35,542 > f$  tabel  $4,960$ , dan nilai  $\text{sig.} 0,00 < 0,05$  maka  $H_0$  di tolak  $H_a$  di terima artinya persediaan dan penjualan secara simultan berpengaruh terhadap laba bersih.

**Kata kunci:** Persediaan, Penjualan dan Laba Bersih

**Abstract.** Competition in the business world in Indonesia is increasingly rapid and extreme. Therefore, every company tries to correct its shortcomings and weaknesses to compete with other companies. This study aims to determine (1) The effect of inventory on net profit and (2) the effect of sales on net profit. The research was conducted at CV Cahaya Sumatera Karawang. The research used descriptive and verifiable methods for data processing using SPSS version 26. The data were analyzed using classical assumption tests (heteroskedasticity test, multicollinearity test, normality test, and autocorrelation test), multiple linear regression test, and hypothesis test (f test, t-test, and adjusted R square test). The results showed that (1) Inventory affects net profit. The results of the t-test showed that the inventory (X1) had a calculated t value of  $5.430 > t$  table  $2.228$  and  $\text{sig.} 0.000 < 0.05$ , so it could be known that  $H_0$  reject and  $H_a$  was accepted. (2) Sales affect net profit; sales (X2) have a calculated t value of  $99.607 > t$  table  $2.228$ , and  $\text{sig.} 0.000 < 0.05$  so that it can be known that  $H_0$  reject and  $H_a$  is received. Test f has a calculated f value of  $35.542 > f$  table  $4.960$ , and the value of  $\text{sig.} 0.00 < 0.05$ , then  $H_0$  in reject  $H_a$  is received, meaning that inventory and sales simultaneously affect net profit.

**Keywords:** Inventory, Sales, and Net Profit

### **INTRODUCTION**

In the business world, competition in Indonesia is increasing rapidly. Many newly established companies cause extreme competition. Companies compete to achieve their goals; each company adapts to circumstances outside and inside the company. Therefore, every company seeks to correct the shortcomings obtained by the company to compete with other companies. The company must be able to optimize its strategy and resources to be survive. A company's success is measured by how much it makes a profit. According to Hernando in (Endaryono & Ariwibowo, 2021), profit generally differs from income above costs in a certain period. Profit is often used to impose taxes, dividend policies, investment guidelines, decision-making, and predictive elements. Meanwhile, according to (Kristanti, 2021) net profit is a difference that has a positive value between income and expenses incurred from the company's operational activities and non-operational activities during a specific period.

Merchandise inventory is an essential element in running a business. Ethics there are problems in inventory, then all company operational activities will also be disrupted. Example: delay in delivery of supplies. When inventory is empty because it is late, the company's operating activities are stopped until it gets inventory for its operational activities. Therefore, management needs to be responsive in planning and controlling inventory, given the company's growing organization, so that inventory can be managed more professionally (Maryatno, 2020).

CV Cahaya Sumatera is one of the trading companies engaged in selling 3 Kg LPG gas; this company was founded in 2011 and already has many customers not far from the company. The owner thinks this business is very fast to return its capital because 3 Kg of LPG Gas is necessary for people to cook. To obtain profit, the company needs to consider factors that affect gains, such as inventory of goods and demand for goods to be received by the company. However, CV Cahaya Sumatera experienced obstacles in carrying out its activities, namely the delivery of goods not

by the quantity ordered, resulting in uneven inventory and sales every day. According to (Muhajir, 2020), inventory is a ratio that measures the turnover of funds issued in one period. With sufficient inventory, production activities can run smoothly for consumers. According to (Listiani, A., & Wahyuningsih, 2019), inventory is a process of considering the possibility that it will occur due to demand or other problems. According to (Ferawati., Fersiartha, KD., Yuliana, 2020), sales are an effort to distribute services or products from suppliers to consumers; these efforts are to meet consumer satisfaction in meeting their needs. According to (Muhajir, 2020), sales are an effort to strategize to meet the needs and desires of buyers to obtain profitable sales.

Previous research such as those carried out by (Ferawati., Fersiartha, KD., Yuliana, 2020) revealing inventory of goods and sales partially and simultaneously have a significant effect on profits. In contrast, to partially and simultaneously show a significant favourable influence on net profit. According to (Simangunsong et al., 2019) reveal, a partial turnover of inventories has no significant effect on net profit. According to (Husaeri Priatna. & Trisnawan, 2016) sales volume partially has no significant effect on net profit. Based on previous research above, there are different influences influenced by inventory and sales on net profit. Therefore, this study examines the effect of inventory and sales on net profit at CV Cahaya Sumatera Karawang.

**METHODS**

In this study, descriptive and verifiable methods use, that is, studies that aim to see the influence of the relationship with two or more variables to be tested for the correctness of the hypothesis (Illanisa et al., 2019). This research analyzes the data and facts found during observation, then collects and processes the data. The research was conducted at CV Cahaya Sumatera, Klari District, Karawang Regency. This study uses secondary data from financial statements for 2019-2021 at the CV Cahaya Sumatera Karawang company. The data are related to supply, sales, and net profit. The data processing technique uses SPSS version 26. The data were analyzed using "classical assumption test stages" (*heteroskedasticity test, multicollinearity test, normality test, and autocorelasi test*), *multiple linear regression test, and hypothesis test (f-test, t-test, and adjusted R square test)*. "

**RESULTS**

*Normality Test*

According to the (Ferawati., Fersiartha, KD., Yuliana, 2020)*normality test*, it has the purpose of knowing whether the *residual* or disruptive variables in the *regression* model have a normal distribution or not. From table 2 above, you can find out the value of *asyp.sig.* by  $0.200 > 0.05$  so it can be concluded that the data is normally distributed.

**Table 2**  
**Kolmogorov-Smirnov Test Results**

N		12
Normal Parameters <sup>a,b</sup>	Mean	.0000000
	Std. Deviation	.02175133
Most Extreme Differences	Absolute	.129
	Positive	.117
	Negative	-.129
Test Statistic		.129
Asymp. Sig. (2-tailed)		.200 <sup>c,d</sup>

Source: processed data

*Multicholnearity Test*

According to "in this multicollinearity test, the value of (Hernawati, 2021) *variance inflation factors (VIF)* is used as an indicator of the presence or absence of *multicollinearity* among free variables. If the VIF is below  $< 10$  and *the tolerance value* is above  $> 0.1$ , then there is no *multicollinearity*; if the VIF is below  $> 10$  and *the tolerance value* is above  $< 0.1$ , then *multicollinearity* occurs. Table 3 above shows that the VIF value of  $1.628 < 10.00$  and *the tolerance value* of  $0.614 > 0.1$ , so there is no *multicollinearity* or does not affect each other.

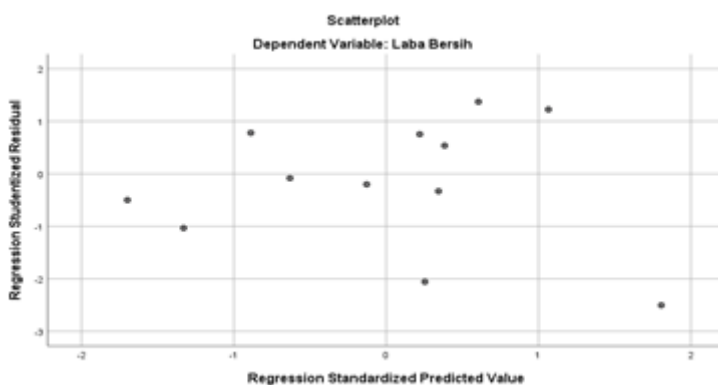
**Table 3**  
**Multicollinearity Test Results**

Model	Unstandardized Coefficients		Standardized Coefficients		t	Sig.	Collinearity Statistics	
	B	Std. Error	Beta				Tolerance	VIF
1 (Constant)	-12.864	3.638			-3.536	.006		
Persediaan	.079	.204	.055		.386	.708	.614	1.628
Penjualan	1.503	.236	.907		6.361	.000	.614	1.628

Source: processed data

*Heteroskedasticity Test*

According to (Ferawati., Fersiartha, KD., Yuliana, 2020) *the heteroskedasticity test aims to test whether each regression model does not occur variance inequality of residual observations between one observation and another. If the variance from the residual of a statement to another is fixed, then it is called homoskedasticity, and when it is different, it is called heteroskedasticity.* Figure 1 above shows that if the data is above and below 0, it is more likely to spread or not form specific patterns, so heteroskedasticity does not occur.



Source: processed data

**Figure 1**  
**Heteroskedasticity Test Results**

*Autocorrelation Test*

According to (Kristanti, 2021) *the autocorrelation test aims to test whether a regression model has an error correlation with the first year in the current year. If the Durbin-Watson value is between dU and 4-dU, then no autocorrelation occurs.* Table 4 above shows that the value of *Durbin Watson* is 0.923, the number of samples (n) 12, and the free variable (k) 2. This value will be compared with the table values of *Durbin-Watson* dl 0.812 and dU 1.579, then  $0.812 < 0.923 < 2.421$ . So the regression model in this study qualifies as multiple linear regression because there is no autocorrelation.

**Table 4**  
**Autocorrelation Test Results**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.942*	.888	.863	.02326	.923

Source: processed data

**Table 5**  
**t-test Results (Partial)**

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	-11983569.733	257839.794		-46.477	.000
Persediaan	.012	.002	.053	5.430	.000
Penjualan	.215	.002	.965	99.607	.000

Source: processed data

From Table 5 above, the regression equation is obtained, namely:  $\text{Net Profit} = -11983569.733 + 0.012X_1 + 0.215X_2$

- The value of constant -11983569,733 net profit without any influence of inventory and sales is equal to zero.
- In the inventory variable, the value of the regression coefficient is 0.012; if the increase is one million rupiahs, it will reduce net profit by IDR 0.012 million, assuming other variables remain.
- In the sales variable, the value of the regression coefficient is 0.215. If the increase is one million rupiahs, it will reduce net profit by IDR 0.215 million, assuming other variables remain.

From table 6 is obtained:  $F_{\text{count}} 35.542 > F_{\text{table}} 4.960$ , and the sig value is  $0.00 < 0.05$  then  $H_0$  rejected  $H_a$  accepted meaning that inventory and sales simultaneously affect net profit.

**Table 6**  
**F Test Results**

	Model	Sum of Squares	df	Mean Square	F	Sig.
1	Regression	.038	2	.019	35.542	.000 <sup>a</sup>
	Residual	.005	9	.001		
	Total	.043	11			

Source: processed data

#### *Coefficient of Determination Test (Adjusted R<sup>2</sup>)*

According to (Kristanti, 2021) *coefficient determination (adjusted R<sup>2</sup>)* measures how far the model's ability to explain the variation of the dependent variable to the related variable. A small *adjusted value of R<sup>2</sup>* means that the ability of independent variables to explain the variation of dependent variables is minimal. From Table 4 above, it is obtained simultaneously that inventory and sales affect net profit, which is 0.888, which means that the remaining 88.80% is 11.20% influenced by other impurities. Based on data from 2019-2021, inventory has decreased where the stock was low in 2021 at 490,500,000, and the highest in 2019 was 514,350,000; due to the impact of the Covid-19 pandemic, high and low inventory affects net profit. Sales experienced fluctuations where sales were down in 2021 to 570,798,000 and the highest in 2019 at 541,350,000 because the company lowered the selling price of its merchandise. Based on the study results, simultaneously obtained inventory and sales to a net profit of 0.888, which means that other factors influence the remaining 88.80% of 11.20%.

## CONCLUSION

Inventory and sales simultaneously affect sales; it hopes the company can pay attention to inventory and sales to be stable. Merchandise inventories have decreased in the last three years, partially list affects net profit, meaning that high or low stock can affect net profit. In the sale of merchandise experiences fluctuations, sales partially affect net profit because deals on a large scale can affect net profit. Simultaneous inventory and sales to net profit amounted to 0.888, which means that other impurities influence the remaining 88.80% of the remaining 11.20%. In merchandise inventory, hopes companies can use planning and control inventory to serve customer demand. In selling merchandise, the company hopes to increase relations to facilitate sales when the merchandise is less or more.

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