

CHAPTER IV

CONCLUSION AND SUGGESTION

4.1 Conclusions

Based on the discussion presented in the previous chapters, some conclusions can be drawn as follows:

1. The working system at PT. Pantja Tunggal Knitting Mill is able to produce 200.000 jackets of export quality jackets and merchandising department's buyers from other countries for instance the brand "NIKE" is ordered by the buyers from Hongkong, Thailand, Taiwan and Singapore.
2. Merchandising department arranges material list to differentiate between imported and exported material so, They ask purchasing department buy all of those material.
3. PT. Pantja Tunggal Knitting Mill arranges work sheets as the instructions to produce the jackets.
4. Merchandising department makes the details of job descriptions for all departments such as purchasing, production, quality control, and export-import department to facilitate processing orders at PT. Pantja Tunggal Knitting Mill.
5. Working system of merchandiser at PT. Pantja Tunggal Knitting Mill include checking, filling documents, reporting the data and

make sure that export-import department to makes the necessary documents and deliver the jackets by ship or plane.

4.2 Suggestions

In carrying out working system of merchandising department at PT.Pantja Tunggal Knitting Mill should notice some points, i.e.:

1. In accepting orders from the buyers, merchandising department must predict if PT. Pantja Tunggal Knitting Mill is able to carry out the orders or not, so there will not be any disturbance in doing the processing orders in the other department.
2. Now, there is only one merchandising staff supposed to arrange material list containing both exported and imported material. In order to avoid some mistakes in writing the countries where the materials are bought, there should be one more merchandising staff, so one will arrange a material list containing local materials and one will arrange a material list containing imported materials.
3. Work sheets must be arranged correctly and avoided from mistakes in typing and if there is a mistake, as the result it will take more time in producing the jackets. If there is delay in production, so of course there will be a delay in the goods delivery to buyers, and the price of the jackets will be 15 % less.

4. Merchandising department is demanded to plan process orders correctly especially in sewing the jackets.
5. In writing a memo for export-import department, merchandising department must not make any mistake in typing to country to where the goods will be delivered. If there is a mistake in typing the country, it will be an obstacle in the delivery of goods and the documents by ship or plane and PT. Pantja Tunggal Knitting Mill will be fined.