

LAMPIRAN 1 :

TABEL 1
PERKEMBANGAN KEBUTUHAN DOMESTIK PRODUK BLCP
DARI TAHUN 1997 - 2001

Tahun	Penjualan (ton metrik)	Pertumbuhan (%)
1997	2,538,791	-
1998	1,076,219	-57.609
1999	1,470,123	36.601
2000	2,087,417	41.989
2001	2,123,440	1.726

Sumber : Data Internal PT KS

TABEL 2
PERKEMBANGAN PENJUALAN PRODUK BLCP
PT KRAKATAU STEEL
DARI TAHUN 1997 - 2001

Tahun	Penjualan (ton metrik)	Pertumbuhan (%)
1997	1,716,546	-
1998	822,792	-52.067
1999	1,021,855	24.194
2000	1,305,210	27.729
2001	1,419,713	8.773

Sumber : Data Internal PT KS

TABEL 3
PERKEMBANGAN PENJUALAN PRODUK BLCP
PESAING DOMESTIK & IMPOR
DARI TAHUN 1997 - 2001

Tahun	Penjualan (ton metrik)		Total	Pertumbuhan (%)
	Pes. Domestik	Impor		
1997	273,920	548,325	822,245	
1998	95,322	158,105	253,427	-69.179
1999	129,664	318,604	448,268	76.882
2000	180,000	602,207	782,207	74.495
2001	188,800	214,927	403,727	-48.386

Sumber : Data Internal PT KS

TABEL 4
PERKEMBANGAN PENJUALAN PRODUK BLCP
PT KRAKATAU STEEL PER-TRIWULAN
DARI TAHUN 1997 - 2001

Tahun	Triwulan	Penjualan (x Rp 1.000)	Pertumbuhan (%)
1997	Triwulan I	1,386,570,920	-
	Triwulan II	1,710,584,000	23.368
	Triwulan III	2,071,209,090	21.082
	Triwulan IV	861,469,920	-58.407
1998	Triwulan I	458,568,120	-46.769
	Triwulan II	726,066,000	58.333
	Triwulan III	590,835,000	-18.625
	Triwulan IV	388,348,430	-34.271
1999	Triwulan I	620,620,000	59.810
	Triwulan II	676,636,840	9.026
	Triwulan III	724,281,250	7.041
	Triwulan IV	475,234,760	-34.385
2000	Triwulan I	459,868,500	-3.233
	Triwulan II	637,802,100	38.692
	Triwulan III	809,872,500	26.979
	Triwulan IV	1,272,066,300	57.070
2001	Triwulan I	570,971,100	-55.115
	Triwulan II	626,862,500	9.789
	Triwulan III	1,167,486,250	86.243
	Triwulan IV	1,100,628,200	-5.727

Sumber : Data Internal PT KS

TABEL 5
PERKEMBANGAN HARGA RATA-RATA PRODUK BLCP
PT KRAKATAU STEEL PER-TRIWULAN
DARI TAHUN 1997 - 2001

Tahun	Triwulan	Harga (x Rp 1.000/ton)	Pertumbuhan (%)
1997	Triwulan I	3,695	-
	Triwulan II	3,700	0.135
	Triwulan III	3,715	0.405
	Triwulan IV	2,680	-27.860
1998	Triwulan I	2,620	-2.239
	Triwulan II	2,640	0.763
	Triwulan III	2,625	-0.568
	Triwulan IV	2,630	0.190
1999	Triwulan I	2,480	-5.703
	Triwulan II	2,420	-2.419
	Triwulan III	2,450	1.240
	Triwulan IV	2,420	-1.224
2000	Triwulan I	2,340	-3.306
	Triwulan II	2,340	0.000
	Triwulan III	2,490	6.410
	Triwulan IV	2,490	0.000
2001	Triwulan I	2,425	-2.610
	Triwulan II	2,425	0.000
	Triwulan III	2,450	1.031
	Triwulan IV	2,450	0.000

Sumber : Data Internal PT KS

TABEL 6
PERKEMBANGAN BIAYA DISTRIBUSI PRODUK BLCP
PT KRAKATAU STEEL PER-TRIWULAN
DARI TAHUN 1997 - 2001

Tahun	Triwulan	Biaya Distribusi (x Rp 1.000)	Pertumbuhan (%)
1997	Triwulan I	20,639,080	-
	Triwulan II	25,427,600	23.201
	Triwulan III	30,663,930	20.593
	Triwulan IV	17,679,420	-42.345
1998	Triwulan I	10,239,021	-42.085
	Triwulan II	16,088,963	57.134
	Triwulan III	13,167,180	-18.160
	Triwulan IV	8,638,169	-34.396
1999	Triwulan I	15,640,625	81.064
	Triwulan II	17,475,125	11.729
	Triwulan III	18,476,563	5.731
	Triwulan IV	12,273,625	-33.572
2000	Triwulan I	12,774,125	4.078
	Triwulan II	17,716,725	38.692
	Triwulan III	21,141,250	19.329
	Triwulan IV	33,206,550	57.070
2001	Triwulan I	19,330,609	-41.787
	Triwulan II	21,222,850	9.789
	Triwulan III	39,122,703	84.342
	Triwulan IV	36,882,276	-5.727

Sumber : Data Internal PT KS

LAMPIRAN II :

PERHITUNGAN PENGOLAHAN DATA DENGAN PROGRAM SPSS 11.0

5. Perhitungan Uji Regresi Korelasi Variabel X₁ Terhadap Variabel Y.

Regression

Descriptive Statistics

	Mean	Std. Deviation	N
JUAL	866799049.3	451336248.2	20
HARGA	2675.7500	453.44667	20

Correlations

		JUAL	HARGA
Pearson Correlation	JUAL	1.000	.780
	HARGA	.780	1.000
Sig. (1-tailed)	JUAL	.	.000
	HARGA	.000	.
N	JUAL	20	20
	HARGA	20	20

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	HARGA ^a	.	Enter

- a. All requested variables entered.
- b. Dependent Variable: JUAL

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.780 ^a	.608	.586	290423766

- a. Predictors: (Constant), HARGA

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	2.35E+18	1	2.352E+18	27.887	.000 ^a
	Residual	1.52E+18	18	8.435E+16		
	Total	3.87E+18	19			

- a. Predictors: (Constant), HARGA
- b. Dependent Variable: JUAL

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-1209431.7	398.492		-3.035	.007
	HARGA	.776	.147	.780	5.281	.000

a. Dependent Variable: JUAL

Correlations

Correlations

		JUAL	HARGA
JUAL	Pearson Correlation	1	.780**
	Sig. (1-tailed)	.	.000
	N	20	20
HARGA	Pearson Correlation	.780**	1
	Sig. (1-tailed)	.000	.
	N	20	20

** . Correlation is significant at the 0.01 level

6. Perhitungan Uji Regresi Korelasi Variabel X₂ Terhadap Variabel Y.

Regression

Descriptive Statistics

	Mean	Std. Deviation	N
JUAL	366799049.30	451336248.2	20
DISTRIBU	9435298.200	9515195.648	20

Correlations

		JUAL	DISTRIBU
Pearson Correlation	JUAL	1.000	.703
	DISTRIBU	.703	1.000
Sig. (1-tailed)	JUAL	.	.000
	DISTRIBU	.000	.
N	JUAL	20	20
	DISTRIBU	20	20

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	DISTRIBU ^a	.	Enter

- a. All requested variables entered.
b. Dependent Variable: JUAL

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.703 ^a	.494	.466	329815581

- a. Predictors: (Constant), DISTRIBU

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1.91E+18	1	1.912E+18	17.580	.001 ^a
	Residual	1.96E+18	18	1.088E+17		
	Total	3.87E+18	19			

- a. Predictors: (Constant), DISTRIBU
b. Dependent Variable: JUAL

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	218.787	171.244		1.278	.218
	DISTRIBU	3.330E-05	.000	.703	4.193	.001

- a. Dependent Variable: JUAL

Correlations

Correlations

		JUAL	DISTRIBU
JUAL	Pearson Correlation	1	.703**
	Sig. (1-tailed)	.	.000
	N	20	20
DISTRIBU	Pearson Correlation	.703**	1
	Sig. (1-tailed)	.000	.
	N	20	20

** . Correlation is significant at the 0.01 level (1-tailed).

7. Perhitungan Uji Regresi Korelasi Variabel X₁ & Variabel X₂ Terhadap Variabel Y.

Regression

Descriptive Statistics

	Mean	Std. Deviation	N
JUAL	8.7E+08	451336248.2	20
HARGA	2675.7500	453.44667	20
DISTRIBU	1.9E+07	9515195.648	20

Correlations

		JUAL	HARGA	DISTRIBU
Pearson Correlation	JUAL	1.000	.780	.703
	HARGA	.780	1.000	.221
	DISTRIBU	.703	.221	1.000
Sig. (1-tailed)	JUAL	.	.000	.000
	HARGA	.000	.	.175
	DISTRIBU	.000	.175	.
N	JUAL	20	20	20
	HARGA	20	20	20
	DISTRIBU	20	20	20

Variables Entered/Removed

Model	Variables Entered	Variables Removed	Method
1	DISTRIBU, HARGA ^a	.	Enter

a. All requested variables entered.

b. Dependent Variable: JUAL

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.951 ^a	.904	.893	147860105

a. Predictors: (Constant), DISTRIBU, HARGA

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	3.50E+18	2	1.749E+18	80.016	.000 ^a
	Residual	3.72E+17	17	2.186E+16		
	Total	3.87E+18	19			

a. Predictors: (Constant), DISTRIBU, HARGA

b. Dependent Variable: JUAL

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-1395.832	204.506		-6.825	.000
	HARGA	.653	.077	.656	8.518	.000
	DISTRIBU	2.647E-05	.000	.558	7.242	.000

a. Dependent Variable: JUAL