

IMPROVEMENT OF FORECASTING AND INVENTORY CONTROL FOR OPTIMIZING INVENTORY AT PT UNITED TRACTORS SITE MUARA TIGA BESAR

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Abstract

PT United Tractors, Muara Tiga Besar site, is one of the company's sites in Indonesia, responsible for accurately meeting customer demands in terms of timeliness, quantity, and quality. Ineffective and inefficient inventory management leads to idle capital and increased inventory costs, such as storage expenses and other inventory-related risks. Currently, PT United Tractors Muara Tiga Besar site has not yet optimized its inventory management, as evidenced by the Days of Inventory (DOI) performance in 2024 showing an upward trend, with the performance in May 2024 reaching 81.9 days. Therefore, this study aims to improve the DOI performance to meet the established targets. The root cause of the problem was identified using the 5 Why Analysis method, followed by generating ideas and solutions for improvement. The chosen solutions include forecasting using the Simple Moving Average method and inventory control through the Periodic Review and Continuous Review Systems. The research results indicate that forecasting with this purpose method effectively reduces DOI performance to 72 days, while inventory control using the Continuous Review System significantly reduces storage costs by 49%, achieving a more efficient outcome..

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Keywords:

DMAIC; 5 why analysis; forecasting; simple; moving average; periodic review system; continuous review system

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1. Introduction

As business competition grows increasingly intense, companies must develop strong competitive advantages and deliver added value to their customers. This requires streamlined and effective operations to support long-term, sustainable growth. For companies involved in manufacturing and distribution, such as PT United Tractors Muara Tiga Besar, efficient product flow and inventory management play a vital role in achieving positive business outcomes. PT United Tractors Muara Tiga Besar handles the distribution of heavy machinery and spare parts from brands like Komatsu, Scania, UD Truck, and others. Poor inventory practices can lead to excess capital being tied up in stock, increased storage expenses, and additional inventory related risks. Currently, the site faces challenges in optimizing inventory—particularly in selecting the right items to stock, determining proper quantities, and setting appropriate safety and maximum stock levels—resulting in a misalignment with actual customer demand.

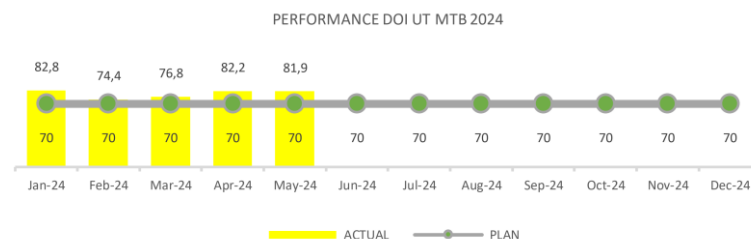


Figure 1. Performance DOI UT MTB 2024

This situation is illustrated by the KPI for Days of Inventory as depicted in Fig. 1, which remains below the targeted benchmark as of May 2024. To address this issue, the company must enhance its inventory control strategies by making more informed product selections and establishing precise inventory thresholds

2. Literature Review

A. Inventory Management

Inventory management is the science of maintaining adequate stock levels to meet customer demand. It involves monitoring and controlling inventory to ensure efficient distribution. Poor inventory control can lead to stock shortages, reducing profits and customer satisfaction, while overstocking increases costs. The goal is not just to reduce or increase stock but to optimize profitability. Ukar et al. (2015) emphasize that effective inventory management balances stock levels with customer needs and serves key functions:

1. Decoupling – Ensures product availability without relying too heavily on suppliers.
2. Economic Lot Sizing – Achieves cost savings through bulk purchasing and reduced shipping expenses.
3. Anticipation – Prepares for sudden or seasonal demand with safety stock and planned shipments.

B. Classification of FSN

Classifies inventory based on usage frequency and movement in the warehouse. It helps identify high-and low-value stock, aiding in better inventory control, especially for low-value items. The classification uses two key parameters:

1. Average Stay – How long items remain in stock before being used.
2. Consumption Rate – The speed at which items are used over time.
3. FSN Categories:
 - a. Fast Moving (F): Used more than once a month.
 - b. Slow Moving (S): Used less than once a month.
 - c. Non-Moving (N): Not used for over two years.

C. Forecasting

Forecasting is the process of predicting future requirements, encompassing quantity, quality, timing, and location to fulfill customer demands. Forecasting involves predicting future events by utilizing historical data, which aids companies in making informed decisions.

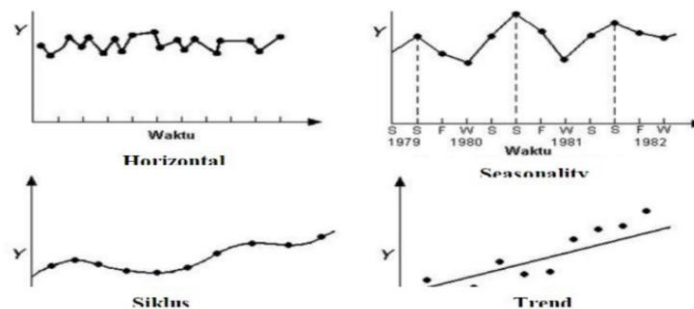


Figure 2 Supply Chain Stages

D. Periodic Review Method

The Periodic Review Model is an inventory control approach where orders are placed at fixed time intervals. Unlike continuous review systems, inventory is not monitored constantly but reviewed periodically. At each review point, the order quantity (Q) is determined based on current inventory levels, causing the lot size to vary while the time between orders remains constant.

Demand is uncertain and varies between periods, so each order may be different in size. Although this model simplifies administration and reduces the number of ordering events, it often requires larger safety stock to avoid stockouts between review periods.

This system is useful when:

- a. Inventory is checked at regular intervals.
- b. Administrative simplicity is preferred.
- c. Variable order quantities are acceptable.

Key Points:

- a. Fixed review intervals, but variable order quantities.
- b. Requires higher safety stock due to potential delays between reviews.
- c. Reduces monitoring efforts and simplifies ordering processes.

E. Continuous Review System Method

The Continuous Review Model (Q Model) is an inventory control system where inventory levels are constantly monitored, and a fixed order quantity (Q) is placed whenever stock falls to a predetermined level, known as the Reorder Point (ROP).

Key Characteristics:

- a. Orders are triggered immediately when inventory hits the ROP.
- b. The order quantity (Q) is fixed, but the time between orders varies depending on demand.
- c. Continuous monitoring helps minimize the risk of stockouts, as orders are placed in real time.

F. DMAIC (Define, Measure, Analysis, Improve, and Control)

DMAIC is a structured, data-driven process used for continuous improvement toward Six Sigma goals. It aims to eliminate inefficiencies and optimize performance by relying on facts and analysis. DMAIC consists of five key phases:

1. Define

- a. Set project goals and select Six Sigma projects.
- b. Identify key roles and responsibilities.
- c. Determine training needs.
- b. Define critical processes and customer requirements.

2. Measure

- a. Identify quality factors (Critical to Quality/CTQ) aligned with customer needs.
- b. Create a data collection plan using SIPOC (Supplier-Input-Process-Output-Customer).
- c. Measure current performance to set a baseline.

3. Analyze

- a. Assess process stability and capability.
- b. Set improvement targets for CTQs.
- c. Identify root causes of defects or failures.
- b. Translate defects into the Cost of Poor Quality (COPQ).

G. Days Of Inventory (DOI)

Days of Inventory is a key metric that measures how many days a company's current inventory can meet customer demand, serving as an indicator of inventory management efficiency within the supply chain. A shorter Days of Inventory reflects better performance, indicating that inventory moves quickly and assets are efficiently utilized. This metric is calculated by comparing the current inventory level with the average sales over a specific period, helping management make informed decisions regarding inventory value and control.

3. Research Methodology

Figure 3 shows the stages of the data processing procedure:

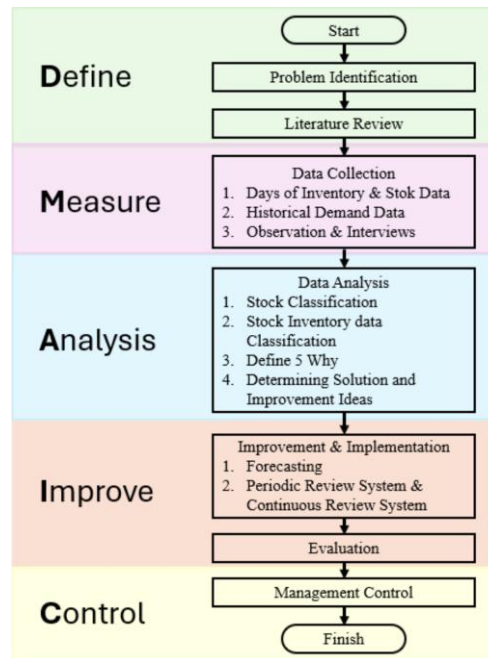


Figure 3 Research Framework

A. Define

The goal of the "Define" step in the DMAIC approach is to identify the stage where the problem statement, research objectives, and scope of the process are determined. In this phase, it is crucial to clearly formulate the main objectives and the issues to be addressed, ensuring the improvement efforts remain focused. A detailed explanation of the "Define" stage is divided into two parts, which can be outlined as follows:

1. Problem Identification
2. Literature Review

B. Measure

The "Measure" phase focuses on collecting accurate data related to the identified problem for further analysis. This step uses factual information to clearly describe the situation, ensuring the solution is relevant. Data is gathered through field studies, interviews, and discussions.

C. Analyze

The "Analyze" phase in the DMAIC methodology focuses on analyzing the data collected during the "Measure" phase to identify the root causes of problems or inefficiencies in the process. The following are the key steps taken during the Analyze phase:

1. Inventory Classification
2. Define 5 Why
3. Determining Solution and Improvement Ideas

D. Improve

The "Improve" phase in DMAIC focuses on designing and implementing solutions based on the analysis of the problem. Success relies on selecting the right solutions, thorough testing, and careful implementation. Continuous evaluation and monitoring are essential to ensure the improvements lead to long-term benefits and increased process efficiency. The following are the key steps taken during the Improve phase:

1. Forecasting
2. Periodic Review System & Continuous Review System
3. Evaluation

E. Control

The "Control" phase in DMAIC is the final step, focused on sustaining long-term improvements. It ensures the stability and consistency of processes after changes are implemented in the Improve phase. The main goal is to prevent issues from reoccurring and ensure that the improvements remain sustainable over time.

4. Result And Analysis

A. Data Collection

The Data Collection phase in thesis preparation is crucial for gathering relevant information that forms the basis for analysis and interpretation. The quality of the data collected directly influences the validity and reliability of the final results. For this research, the data collection process includes the following steps:

1. Days of inventory and stock amount data
2. Historical demand data
3. Observation & Interviews

B. Data Analysis

1. Stock inventory data classification.

The existing stock was classified using FSN Analysis, which identified the number of items, quantities of spare parts, stock percentages, and Days of Inventory (DOI) for each group. This classification allows for targeted analysis of issues and the development of tailored solutions and management strategies based on the unique characteristics of each group. The detailed classification results are shown in Table 1.

Table 1. Stock Inventory Data Classification

Classification	Item	Qty	Amt Stock	Stock Percentage	DOI (Days)
Fast Moving	2.627	90.420	59.350.115.433	67%	75,1
Slow Moving	1.724	11.767	19.602.395.835	22%	86,3
Non Moving	1.092	5.774	9.671.027.251	11%	149,6
Grand Total	5.443	107.961	88.623.538.519	100%	81,9

2. Define 5 Why.

Using the 5 Whys method, the root causes of the problem were identified, with the fifth "Why" representing the core issue. The process of identifying these root causes is presented in Table 2.

Table 2. Why Analysis

Problem	Why 1	Why 2	Why 3	Why 4	Why 5
DOI above target	High inventory level	Fast moving stock	Ineffective stock management	Excess Stock	Process ordered error
		Slow moving stock	Ineffective stock management	Excess Stock	Process ordered error
		Non-moving stock	Stock has no transactions	Error ordered	Human error

From the 5 Whys analysis table on Days of Inventory (DOI), the main issues identified involve several aspects, namely:

- i. The order processing method for stock items.
- ii. Human error in the ordering process for stock items.

3. Determining solution and improvement ideas

To develop effective improvement strategies, the next step is to create a Root Cause and Problem Solving table. This table serves to clearly connect each identified root cause with its corresponding solution, ensuring that all issues are addressed in a structured and targeted manner. Tabel 3 is the Root Cause & Problem Solving table:

Table 3. Root Cause & Problem Solving

Problem	Identification	Corrective Action	Methods
The order processing method (error) for stock items.	Handling of order items and incorrect quantities (Excess & Shortage)	Improving forecasting accuracy and order quantities.	Forecasting & Periodic Review
Human error in the order processing for stock items.	Lack of accuracy in processing customer orders.	Preventing human errors and improving the order processing flow.	Fish bone diagram

From the table above, table Root Cause & Problem Solving, several improvement activities are identified as follows:

- Improvement of forecasting methods.
- Inventory control using Periodic Review System & Continuous Review System.
- Reducing human errors by improving the order processing flow.

C. Improvement & Implementation

1. Forecasting.

Forecasting is performed using the Simple Moving Average method by comparing three specific time periods: the last 3 months, the last 6 months, and the last 12 months. Additionally, error values for each forecast are calculated using the Mean Absolute Deviation (MAD) method. The forecasting calculations will cover both fast-moving and slow-moving classification.

Table 4. Summary Result Forecasting & Error

PN: 600-319-4540		Actual Demand	Forecast Result				Absolute Deviation			
		Naïve	AVG MA12	AVG MA6	AVG MA3	Naïve	AVG MA12	AVG MA6	AVG MA3	
2024	01	830	961,0	1189,2	1056,7	932,0	131,0	359,2	226,7	102,0
	02	818	830,0	1163,7	1083,8	925,7	12,0	345,7	265,8	107,7
	03	1085	818,0	1162,3	1195,8	1036,7	267,0	77,3	110,8	48,3
	04	1171	1085,0	1183,9	1306,2	1181,3	86,0	12,9	135,2	10,3
	05	1312	1171,0	1188,4	1374,5	1242,0	141,0	123,6	62,5	70,0
Sum Of Error						637,00	918,67	801,00	338,33	
Mean Absolute Deviation						127,40	183,73	160,20	67,67	
PN: 6219-11-3100		Actual Demand	Forecast Result				Absolute Deviation			
		Naïve	AVG MA12	AVG MA6	AVG MA3	Naïve	AVG MA12	AVG MA6	AVG MA3	
2024	01	108	204	114,8	60,8	60,3	96,0	6,8	47,2	47,7
	02	13	108	120,8	68,7	48,3	95,0	107,8	55,7	35,3
	03	149	13	109,8	48,5	52,0	136,0	39,2	100,5	97,0
	04	271	149	122,3	68,5	61,3	122,0	148,8	202,5	209,7
	05	109	271	144,8	73,5	89,0	162,0	35,8	35,5	20,0
Sum Of Error						611,00	338,42	441,33	409,67	
Mean Absolute Deviation						122,20	67,68	88,27	81,93	
PN: 17A-27-41761		Actual Demand	Forecast Result				Absolute Deviation			
		Naïve	AVG MA12	AVG MA6	AVG MA3	Naïve	AVG MA12	AVG MA6	AVG MA3	
2024	01	2	3	0,6	0,0	0,0	1,0	1,4	2,0	2,0
	02	0	2	0,8	0,0	0,0	2,0	0,8	0,0	0,0
	03	0	0	0,8	0,0	0,0	0,0	0,8	0,0	0,0
	04	1	0	0,8	0,0	0,0	1,0	0,3	1,0	1,0
	05	0	1	0,8	0,7	0,0	1,0	0,8	0,7	0,0
Sum Of Error						5,00	4,00	3,67	3,00	
Mean Absolute Deviation						1,00	0,80	0,73	0,60	
PN: 6215-61-6700		Actual Demand	Forecast Result				Absolute Deviation			
		Naïve	AVG MA12	AVG MA6	AVG MA3	Naïve	AVG MA12	AVG MA6	AVG MA3	
2024	01	0	0	0,7	0,0	0,0	0,0	0,7	0,0	0,0
	02	0	0	0,7	0,0	0,0	0,0	0,7	0,0	0,0
	03	0	0	0,7	0,0	0,0	0,0	0,7	0,0	0,0
	04	0	0	0,7	0,0	0,0	0,0	0,7	0,0	0,0
	05	1	0	0,7	0,5	0,0	1,0	0,3	0,5	1,0
Sum Of Error						1,00	3,00	0,50	1,00	
Mean Absolute Deviation						0,20	0,60	0,10	0,20	

Based on the forecasting results and the error calculation that have been performed, the demand for the year 2024 for the four sample materials is as follows:

Table 5. Final Forecast 2024

NO	MATERIAL	DESCRIPTION	Forecasting Demand 2024											
			01	02	03	04	05	06	07	08	09	10	11	12
1	600-319-4540	CARTRIDGE	932.00	925.67	1.036.67	1.181.33	1.242.00	1.355.00	1.431.00	1.507.00	1.388.00	1.212.33	980.00	869.67
2	6219-11-3100	INJECTOR	114.83	120.83	109.83	122.25	144.83	140.92	148.15	151.31	158.46	158.65	12.46	133.96
3	17A-27-41761	COVER	-	-	-	-	-	-	-	1.33	1.33	2.33	1.67	1.67
4	6215-61-6700	TENSION PULLEY	-	-	-	-	0.50	1.33	1.33	1.33	1.33	1.33	0.83	0.17

2. Periodic Review System & Continuous Review System.

Inventory control needs to be implemented because it can reduce inventory costs, minimize stockouts, and make inventory management more efficient.

i. Calculation Without Using Periodic Review

Based on the inventory cost calculations for the four sample materials, the following is the recap of the total inventory costs incurred by the company for the sample materials using the without periodic review method:

Table 6. Summary Inventory Cost Without Periodic Review

MATERIAL	INVENTORY COST
600-319-4540	35.038.848.147
6219-11-3100	20.087.874.189
17A-27-41761	5.382.930.972
6215-61-6700	3.369.845.299
Total	63.879.498.608

It is known that the table 6, shows the inventory costs for all materials. The total inventory cost, including ordering costs, holding costs, and the material purchase price, amounts to Rp. 63.879.498.608.

ii. Calculation Using the Periodic Review System

Below is the recap of the inventory cost calculations for all materials using the Periodic Review System method.

Table 7. Summary Inventory Cost Periodic Review System

MATERIAL	INVENTORY COST
600-319-4540	21.808.362.767
6219-11-3100	10.310.656.302
17A-27-41761	238.656.849
6215-61-6700	616.085.080
Total	32.973.760.997

Based on the table 7, the inventory costs for all four materials can be seen. The total inventory cost when using the Periodic Review System method is Rp. 32.973.760.997.

iii. Calculation Using the Continuous Review System

Below is the recap of the inventory cost calculations for all materials using the Continuous Review System method.

Table 8. Summary Inventory Cost Continuous Review System

MATERIAL	INVENTORY COST
600-319-4540	21.801.730.827
6219-11-3100	10.274.429.250
17A-27-41761	217.969.318
6215-61-6700	563.359.806
Total	32.857.489.202

Based on the table 8, the inventory costs for all four materials can be seen. The total inventory cost when using the Continuous Review System method is Rp. 32.857.489.202.

3. Evaluation

I Forecasting (Days of Inventory) Evaluation.

After applying the forecasting method recommended by the authors, Figure 4 shows the achievements of Days of Inventory in 2024.

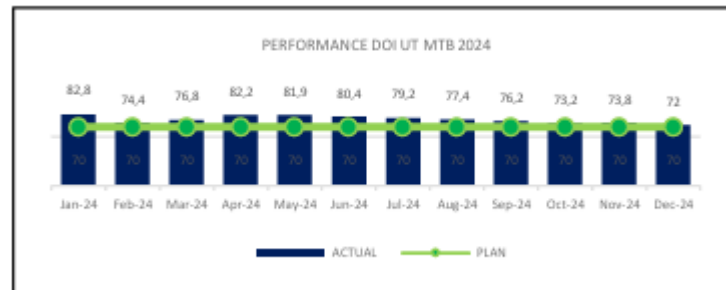


Figure. 4. Performance DOI UT MTB 2024

The figure 4 shows the progress in improving the days of inventory at PT United Tractors, Muara Tiga Besar site, throughout 2024. This improvement is attributed to enhancements in the forecasting process to better prepare inventory for the upcoming period.

II Periodic Review System & Continuous Review System Evaluation.

Here is a summary of the comparison of total inventory costs between the company's policy method, the continuous review system, and the periodic review system.

Table 9. Summary Cost of Inventory

MATERIAL	Without PRS & CRS	Periodic Review System	Continuous Review System
600-319-4540	35.038.848.147	21.808.362.767	21.801.730.827
6219-11-3100	20.087.874.189	10.310.656.302	10.274.429.250
17A-27-41761	5.382.930.972	238.656.849	217.969.318
6215-61-6700	3.369.845.299	616.085.080	563.359.806
Total	63.879.498.608	32.973.760.997	32.857.489.202
Efficiency	-	30.905.737.611	31.022.009.406
Efficiency in %	-	48%	49%

Based on the table beside, the calculations reveal that the continuous review system method incurs the lowest total inventory cost

The total inventory cost for the continuous review system amounts to Rp. 32,857,489,202, which is lower than the Rp. 32,973,760,997 incurred by the periodic review system and significantly less than the Rp. 63,879,498,608 observed when no method is applied.

D. Management Control

Management Control in this research is carried out in 5 ways, namely:

1. Monitoring
2. Reporting
3. Standard checklist inventory procedures
4. Regular Audit Inventory Management

5. Continuous Improvement

5. Conclusion And Recommendation

A. Conclusions

The research identified high Days of Inventory (DOI) at PT United Tractors, Muara Tiga Besar site, with performance metrics showing a steady increase from January to May 2024. This issue was mainly caused by "Order Process Errors" and "Human Errors," disrupting inventory management efficiency. To address this, the company decided to enhance its ordering process by adopting reliable forecasting and inventory control methods. After careful evaluation, the Simple Moving Average method was chosen for forecasting due to its simplicity and ability to smooth out demand fluctuations. The Continuous Review Control method was selected for inventory control, improving efficiency by 49%, significantly enhancing inventory operations. As a result, by December 2024, the company achieved a substantial reduction in DOI, marking a milestone in operational efficiency. To ensure long-term sustainability, the company focused on standardizing inventory procedures with comprehensive checklists and regular audits, aiming to maintain inventory performance and uphold operational excellence.

B. Recommendations for Further Research

To ensure future development and align performance with established targets, the following recommendations are made. First, implementing a forecasting and inventory control system using artificial intelligence and data analytics will reduce human errors, enhancing demand prediction accuracy and streamlining inventory management. Second, adopting a system that can accommodate unplanned customer needs will improve flexibility and responsiveness. Lastly, improving supply chain synchronization is essential to enhance inventory turnover, reduce lead times, and minimize storage costs, contributing to more efficient and cost-effective operations, ultimately supporting optimal performance and long-term sustainability.

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