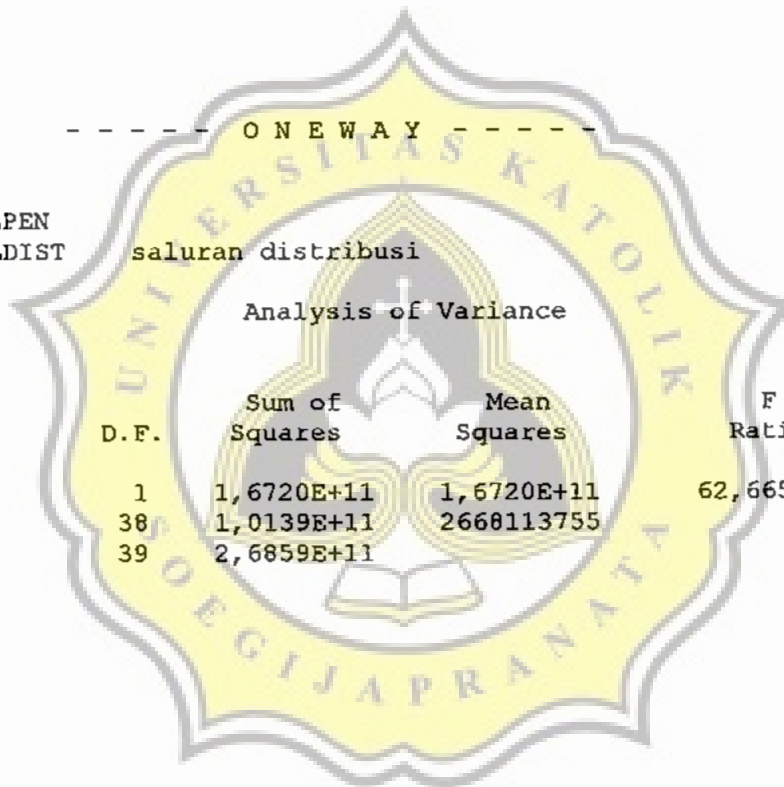


----- ONEWAY -----

Variable BIAYA
By Variable SALDIST saluran distribusi

Analysis of Variance

Source	D.F.	Sum of Squares	Mean Squares	F Ratio	F Prob.
Between Groups	1	1549209,600	1549209,600	97,4582	,0000
Within Groups	38	604053,5000	15896,1447		
Total	39	2153263,100			



----- ONEWAY -----

Variable VOLPEN
By Variable SALDIST saluran distribusi

Analysis of Variance

Source	D.F.	Sum of Squares	Mean Squares	F Ratio	F Prob.
Between Groups	1	1,6720E+11	1,6720E+11	62,6655	,0000
Within Groups	38	1,0139E+11	2668113755		
Total	39	2,6859E+11			

* * * * * M U L T I P L E R E G R E S S I O N * * * * *

Listwise Deletion of Missing Data

Equation Number 1 Dependent Variable.. Y1 volume penjualan agen

Block Number 1. Method: Enter X1

Variable(s) Entered on Step Number
 1.. X1 agen

Multiple R ,99749
 R Square ,99498
 Adjusted R Square ,99470
 Standard Error 4652,62474

Analysis of Variance

	DF	Sum of Squares	Mean Square
Regression	1	77218419452,11850	77218419452,1185
Residual	18	389644505,08148	21646916,94897

F = 3567,17863 Signif F = ,0000

----- Variables in the Equation -----

Variable	B	SE B	Beta	T	Sig T
X1	378,308268	6,334078	,997487	59,726	,0000
(Constant)	-18992,98609	3800,257014		-4,998	,0001

End Block Number 1 All requested variables entered.



***** MULTIPLE REGRESSION *****

Listwise Deletion of Missing Data

Equation Number 1 Dependent Variable.. Y2

Block Number 1. Method: Enter X2

Variable(s) Entered on Step Number
 1.. X2 Pedagang besar

Multiple R ,74987
 R Square ,56230
 Adjusted R Square ,53798
 Standard Error 24039,62896

Analysis of Variance

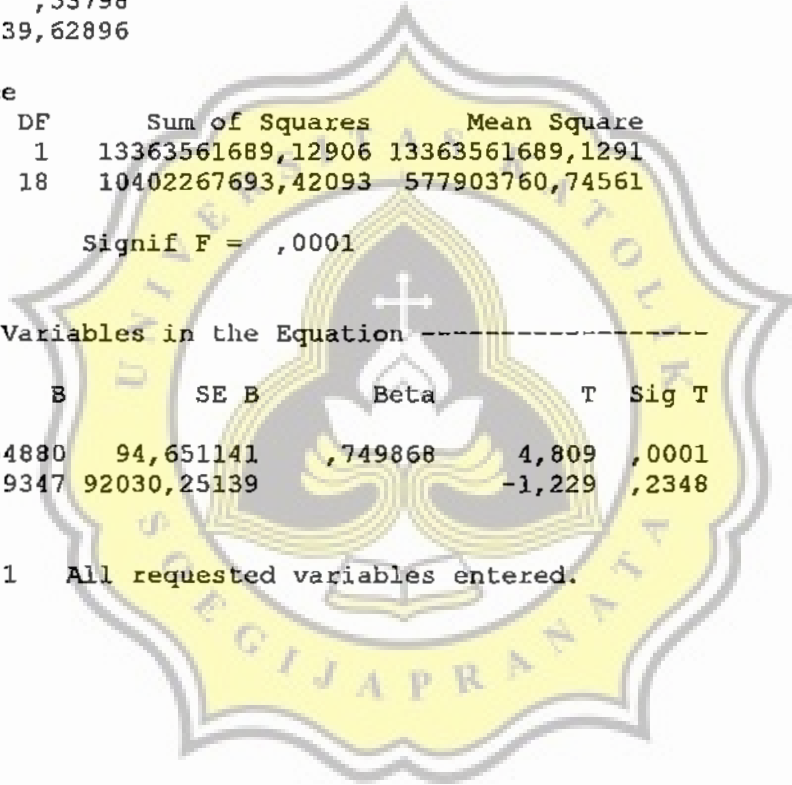
	DF	Sum of Squares	Mean Square
Regression	1	13363561689,12906	13363561689,1291
Residual	18	10402267693,42093	577903760,74561

F = 23,12420 Signif F = ,0001

----- Variables in the Equation -----

Variable	B	SE B	Beta	T	Sig T
X2	455,154880	94,651141	,749868	4,809	,0001
(Constant)	-113135,9347	92030,25139		-1,229	,2348

End Block Number 1 All requested variables entered.



LAMPIRAN

TABEL DISTRIBUSI t DAN DISTRIBUSI Z (DISTRIBUSI NORMAL)

df	0.10	0.05	0.025	0.01	0.005
1	3.078	6.314	12.708	31.821	63.657
2	1.886	2.920	4.303	6.965	9.925
3	1.638	2.353	3.182	4.541	5.841
4	1.533	2.132	2.776	3.747	4.604
5	1.476	2.015	2.571	3.365	4.032
6	1.440	1.943	2.447	3.143	3.707
7	1.415	1.895	2.365	2.998	3.499
8	1.397	1.860	2.306	2.896	3.355
9	1.383	1.833	2.262	2.821	3.250
10	1.372	1.812	2.228	2.764	3.169
11	1.363	1.796	2.201	2.718	3.106
12	1.356	1.782	2.179	2.681	3.055
13	1.350	1.771	2.160	2.650	3.012
14	1.345	1.761	2.145	2.624	2.977
15	1.341	1.753	2.131	2.602	2.947
16	1.337	1.746	2.120	2.583	2.921
17	1.333	1.740	2.110	2.567	2.898
18	1.330	1.734	2.101	2.552	2.878
19	1.328	1.729	2.093	2.539	2.861
20	1.325	1.725	2.086	2.528	2.845
21	1.323	1.721	2.080	2.518	2.831
22	1.321	1.717	2.074	2.508	2.819
23	1.319	1.714	2.069	2.500	2.807
24	1.318	1.711	2.064	2.492	2.797
25	1.316	1.708	2.060	2.485	2.787
26	1.315	1.706	2.056	2.479	2.779
27	1.314	1.703	2.052	2.473	2.771
28	1.313	1.701	2.048	2.467	2.763
29	1.311	1.699	2.045	2.462	2.756
30	1.310	1.697	2.042	2.457	2.750
40	1.303	1.684	2.021	2.423	2.704
60	1.298	1.671	2.000	2.390	2.660
120	1.289	1.658	1.980	2.358	2.617
∞	1.282	1.645	1.960	2.326	2.578

Source: Reprinted by Hafner Press, a division of Macmillan Publishing Company, from *Statistical Methods for Research Workers*, 14th ed., abridged Table IV, by R. A. Fisher. Copyright © 1970 by University of Adelaide

The following tables provide critical values of F at the .05 and .01 levels of significance. The number of degrees of freedom for the numerator is indicated at the top of each column, and the number of degrees of freedom for the denominator determines the row to use.



Critical Values of F_{α, v_1, v_2} for $\alpha = .05$

v_1 = Degrees of freedom for numerator

v_2 = Degrees of freedom for denominator	1	2	3	4	5	6	7	8	9	10	12	15	20	25	30	40	60	120	∞
1	161	193	216	230	240	248	255	261	266	270	274	277	280	282	284	286	288	290	291
2	18.5	19.0	19.2	19.3	19.4	19.4	19.4	19.4	19.4	19.4	19.4	19.4	19.4	19.4	19.4	19.4	19.4	19.4	19.4
3	10.1	9.55	9.28	9.12	9.01	8.94	8.88	8.83	8.79	8.74	8.70	8.66	8.64	8.62	8.61	8.60	8.59	8.58	8.58
4	7.71	6.94	6.59	6.38	6.26	6.16	6.09	6.03	5.98	5.94	5.90	5.87	5.85	5.84	5.83	5.82	5.81	5.81	5.81
5	6.61	5.70	5.41	5.19	5.05	4.95	4.88	4.82	4.77	4.74	4.71	4.68	4.66	4.65	4.64	4.63	4.62	4.62	4.62
6	5.99	5.14	4.70	4.53	4.43	4.37	4.31	4.26	4.21	4.18	4.15	4.13	4.11	4.10	4.09	4.08	4.07	4.07	4.07
7	5.59	4.74	4.33	4.12	4.02	3.97	3.91	3.86	3.81	3.77	3.74	3.72	3.70	3.69	3.68	3.67	3.66	3.66	3.66
8	5.22	4.46	4.07	3.84	3.73	3.68	3.63	3.58	3.53	3.50	3.47	3.45	3.43	3.42	3.41	3.40	3.39	3.39	3.39
9	5.12	4.36	3.96	3.73	3.62	3.57	3.52	3.47	3.42	3.39	3.36	3.34	3.32	3.31	3.30	3.29	3.28	3.28	3.28
10	4.96	4.19	3.79	3.56	3.45	3.40	3.35	3.30	3.25	3.22	3.19	3.17	3.15	3.14	3.13	3.12	3.11	3.11	3.11
11	4.84	4.06	3.66	3.43	3.32	3.27	3.22	3.17	3.12	3.09	3.06	3.04	3.02	3.01	3.00	2.99	2.98	2.98	2.98
12	4.74	3.96	3.56	3.33	3.22	3.17	3.12	3.07	3.02	2.99	2.96	2.94	2.92	2.91	2.90	2.89	2.88	2.88	2.88
13	4.67	3.89	3.49	3.26	3.15	3.10	3.05	3.00	2.95	2.92	2.89	2.87	2.85	2.84	2.83	2.82	2.81	2.81	2.81
14	4.60	3.82	3.42	3.19	3.08	3.03	2.98	2.93	2.88	2.85	2.82	2.80	2.78	2.77	2.76	2.75	2.74	2.74	2.74
15	4.54	3.76	3.36	3.13	3.02	2.97	2.92	2.87	2.82	2.79	2.76	2.74	2.72	2.71	2.70	2.69	2.68	2.68	2.68
16	4.49	3.71	3.31	3.08	2.97	2.92	2.87	2.82	2.77	2.74	2.71	2.69	2.67	2.66	2.65	2.64	2.63	2.63	2.63
17	4.45	3.67	3.27	3.04	2.93	2.88	2.83	2.78	2.73	2.70	2.67	2.65	2.63	2.62	2.61	2.60	2.59	2.59	2.59
18	4.41	3.63	3.23	3.00	2.89	2.84	2.79	2.74	2.69	2.66	2.63	2.61	2.59	2.58	2.57	2.56	2.55	2.55	2.55
19	4.38	3.60	3.20	2.97	2.86	2.81	2.76	2.71	2.66	2.63	2.60	2.58	2.56	2.55	2.54	2.53	2.52	2.52	2.52
20	4.35	3.58	3.18	2.95	2.84	2.79	2.74	2.69	2.64	2.61	2.58	2.56	2.54	2.53	2.52	2.51	2.50	2.50	2.50
21	4.32	3.55	3.15	2.92	2.81	2.76	2.71	2.66	2.61	2.58	2.55	2.53	2.51	2.50	2.49	2.48	2.47	2.47	2.47
22	4.30	3.54	3.14	2.91	2.80	2.75	2.70	2.65	2.60	2.57	2.54	2.52	2.50	2.49	2.48	2.47	2.46	2.46	2.46
23	4.28	3.52	3.12	2.89	2.78	2.73	2.68	2.63	2.58	2.55	2.52	2.50	2.48	2.47	2.46	2.45	2.44	2.44	2.44
24	4.26	3.50	3.10	2.87	2.76	2.71	2.66	2.61	2.56	2.53	2.50	2.48	2.46	2.45	2.44	2.43	2.42	2.42	2.42
25	4.24	3.49	3.09	2.86	2.75	2.70	2.65	2.60	2.55	2.52	2.49	2.47	2.45	2.44	2.43	2.42	2.41	2.41	2.41
30	4.17	3.43	3.03	2.79	2.68	2.63	2.58	2.53	2.48	2.45	2.42	2.40	2.38	2.37	2.36	2.35	2.34	2.34	2.34
40	4.05	3.31	2.91	2.64	2.53	2.48	2.43	2.38	2.33	2.30	2.27	2.25	2.23	2.22	2.21	2.20	2.19	2.19	2.19
60	4.00	3.26	2.86	2.59	2.48	2.43	2.38	2.33	2.28	2.25	2.22	2.20	2.18	2.17	2.16	2.15	2.14	2.14	2.14
120	3.97	3.23	2.83	2.56	2.45	2.40	2.35	2.30	2.25	2.22	2.19	2.17	2.15	2.14	2.13	2.12	2.11	2.11	2.11
∞	3.94	3.19	2.79	2.52	2.41	2.36	2.31	2.26	2.21	2.18	2.15	2.13	2.11	2.10	2.09	2.08	2.07	2.07	2.07



PERNYATAAN KEASLIAAN SKRIPSI

Saya yang bertanda tangan dibawah ini,

NAMA : IMAM RISWANTO
NIM : 94.30.1871
NIRM : 94.6.111.02016.50099
FAKULTAS : EKONOMI
JURUSAN : MANAJEMEN
JUDUL : ANALISIS PENGARUH BIAYA SALURAN
DISTRIBUSI LEWAT AGEN DAN PEDAGANG
BESAR TERHADAP VOLUME PENJUALAN
PADA PERUSAHAAN TIMBANGAN MEKAR,
SEMARANG.

Menyatakan bahwa skripsi ini adalah hasil karya saya sendiri, apabila dikemudian hari ditemukan adanya bukti plagiasi, manipulasi dan / atau pemalsuan data maupun bentuk-bentuk kecurangan yang lain saya bersedia untuk menerima sanksi dari Fakultas Ekonomi Universitas Katolik Soegijapranata, Semarang.

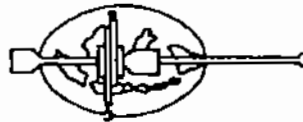
Semarang , 12 Januari 2001



(IMAM RISWANTO)

PERUSAHAAN TIMBANGAN

MEKAR



KWALITAS TERJAMIN

Jl. Sawi IX Telp. (024) 6723349, Semarang

Semarang, 10 Desember 2000

SURAT KETERANGAN

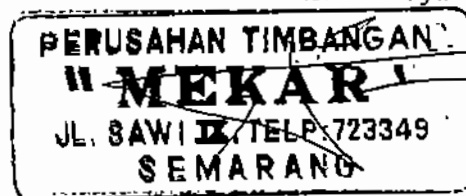
Yang bertanda tangan dibawah ini saya selaku pimpinan perusahaan,
menerangkan bahwa:

NAMA : IMAM RISWANTO
NIM : 94.30.1871
NIRM : 94.6.111.02016.50099
FAK/JUR : EKONOMI / MANAJEMEN
UNIVERSITAS : UNIKA SOEGIJAPRANATA, SEMARANG

Benar-benar telah mengadakan penelitian diperusahaan kami, sehubungan dengan
penyusunan skripsi dengan judul " ANALISIS PENGARUH BIAYA SALURAN
DISTRIBUSI LEWAT AGEN DAN PEDAGANG BESAR TERHADAP VOLUME
PENJUALAN PADA PERUSAHAAN TIMBANGAN MEKAR, SEMARANG ".

Demikian surat keterangan ini kami buat untuk dipergunakan seperlunya dan
sebagaimana mestinya.

Hormat saya



(SUGIARTO)

Pimpinan