

ABSTRAK

Berdasarkan informasi dari narasumber di PT. Vazzasindo Arga Mulia, Alur distribusi pelumas Pertamina di mulai dari produk siap produksi dari pabrik Jakarta PUJ (Production Unit Jakarta), yang berlokasi di daerah Tanjung Priok Jakarta Utara, kemudian di masukkan ke dalam gudang penyimpanan. Setelah produksi mencukupi sesuai dengan masing2 region, maka PT. Pertamina Lubricants menggunakan jasa pendistribusian , setelah cukup produksi masing2 barang akan dikirimkan ke gudang yang di sediakan oleh PT. Patra di masing - masing daerah, untuk di Jambi gudang penyimpanan yang di sediakan berapamatkan di Jl. Lingkar Selatan, Kec. Jambi Selatan (ex Gdg Coca Cola) Jambi. Setelah barang sudah di ware house Jambi maka selanjutnya, distributor melakukan pemesanan kepada pihak Patra dan setelah invoice keluar distributor mengambil sendiri ke gudang Patra Jambi sesuai dengan pemesanan, kemudian akan di simpan di gudang distributor sebagai ready stock dan akan dikirimkan kepada masing - masing pelanggan yang melakukan ordering.

Kata Kunci : *Alur ,Distribusi, Penjualan,Produk,*

ABSTRACT

Based on information from sources at PT. Vazzasindo Arga Mulia, Pertamina's lubricant distribution flow starts from ready for production from the Jakarta PUJ (Production Unit Jakarta) factory, which is located in the Tanjung Priok area of North Jakarta, then puts it into a storage warehouse. After sufficient production in accordance with each region, then PT. Pertamina Lubricants uses distribution PT. Patra Logistics, after the production of each item will be sent to the warehouse provided by PT. Patra in each area, to be used for the storage warehouse provided is located on Jl. South ring, south jambi district (ex gdg Coca Cola) jambi. After the goods are in the Jambi warehouse, then the distributor places an order with the Patra party and after the invoice comes out the distributor takes it himself to the Patra Jambi warehouse according to the order, then it will be stored in the distributor's warehouse as ready stock and will be sent to each customer who orders .

Keywords: Flow, Distribution , Sales, Product