



MEMO INTERN

No. 261/GED-DIR/IM/V/2007

Kepada Yth : 1. CS Manager
2. IT Manager

Cc : - Direktur GED - Operation Manager GED
- GM Marketing and Services GED - Finance Manager GED
- GM Accounting and Administrative GED - BPD Manager GED
- Sales Manager GED

Dari : President Director GED

Perihal : **Penghapusan Fasilitas Pickup dan Kredit**

Tanggal : 04 Mei 2007

Dengan hormat,

Dalam rangka peningkatan efisiensi Pickup dan Collection dengan ini diputuskan effective per tanggal 04 Mei 2007 bahwa beberapa customer GED (terlampir) untuk saat ini **dihapuskan fasilitas pickup dan kredit**, hal ini dilakukan berdasarkan penilaian bahwa revenue /bulan yang diberikan ke GED masih di bawah Rp. 200.000,-. Jika beberapa customer ini masih dipertahankan dapat mengakibatkan inefisiensi dalam biaya pickup, invoicing, dan collection.

Dengan penghapusan customer-customer ini, diharapkan semua sumber daya GED dapat lebih terfokus kepada customer-customer yang dapat memberikan profitabilitas yang signifikan kepada GED. Selain itu usahakan customer-customer tersebut agar diarahkan ke pola pembayaran cash atau via SO (Sales Outlet).

Dengan program ini diharapkan agar HAWB di masing-masing customer, sesuai dengan lampiran, dapat ditarik kembali (termasuk customer yang sudah ditutup fasilitas pickup dan kredit per 1 April 2007).

Demikian ketentuan ini dibuat agar dapat dilaksanakan dengan sebaik-baiknya. Atas perhatian dan kerjasamanya, diucapkan terima kasih.

Hery Wiranto
President Director

Sales Force - ALL - Semua

Sales Revenue

No.	Customers	RHP	XG	Revenue
1	1004020130 PT. ADRA SINARINDO	6.00	24.50	147,000
2	1004013243 SONY CENTER	10.00	20.50	205,000
3	1004018930 PT. LANNA HARITA INDONESIA	12.00	24.50	294,000
4	1002015890 CV. EZENROH CAHAYA MANDIRI	21.00	13.00	273,000
5	1099000650 PURNA BUANA YUSHA	20.00	20.00	400,000
6	1005022010 PT. FOCUS DISTRIBUSI INDONESIA	9.00	9.00	81,000
7	1001012570 PT. DIRATAMA LINTAS DUNIA	16.00	9.20	147,200
8	1004020080 FAJAR BAISSURY & BROTHERS	10.00	6.00	60,000
9	1003017460 PT. PARANTA ANOGERAH PRIMA-L	10.00	8.00	80,000
10	1002014620 PT. TELEBINGO MULIA	10.00	9.00	90,000
11	1007026908 PT. Adira (BPN)	6.00	6.00	36,000
12	1007026680 KALILA (BENTU) LIMITED	9.00	10.50	94,500
13	1099000660 SURYA WIJAYA	8.00	9.50	76,000
14	1002013370 PT. GRAHAMAS MITRA SUKSES	11.00	7.50	82,500
15	1001012430 PT. ALKOMIT MULTIDIMENSI	3.00	10.50	31,500
16	1005022200 PT. KONTIKI LINTAS MEDIA/DIV. BDMG	5.00	4.50	22,500
17	1005021010 PT. TIANQUAN TOPWIN INDONESIA	6.00	17.00	102,000
18	1005020580 PT. TRIAS JAYAGUNA	7.00	9.50	66,500
19	1007027650 PT. ASURANSI ASPAN	37.00	18.50	684,500
20	1005013510 PT. JAYAKARYA ROTOFLEX MANDIRI	7.00	7.00	49,000
21	1007027240 PT. TRPM	20.00	20.50	410,000
22	1004020200 PUNCAK SARI	6.00	7.60	45,600
23	1006026320 PT. GLOBAL ADMINISTRASI SOLOSI	38.00	28.50	1,083,000
24	1005020840 SAMUDERA SHIPPING LINE, LTD	12.00	12.00	144,000
25	1002013510 PT. PRASANOHA BYANTARA ABADI	21.00	21.00	441,000
26	1003010751 PT. HANIN NUSA MULYA /DIV. PURCHASING	1.00	5.00	5,000
27	1003017440 PT. INDOMARCO NUSATRADA	12.00	8.50	102,000
28	1099000620 PT. SIRTO ALAM MAMMUR	11.00	11.00	121,000
29	1007026815 PT. Adira (JOG)	5.00	4.50	22,500
30	1004018791 PT. EAST IND. AIR TAXI & CHARTER SERV	7.00	3.50	24,500
31	1004019040 PT. WAHANA CIPTA SINATRIA	8.00	4.50	36,000
32	1007027640 PT. ARG INDONESIA	2.00	25.00	50,000
33	1005021490 PT. EXEL INDONESIA	8.00	7.50	60,000
34	1000011701 INTI INDOSAMIT SOBOR	7.00	4.50	31,500
35	1005022050 PELAYARAN INTI SEJAHTERA MAJU	7.00	8.00	56,000
36	1004020210 PT. TRANSWORLD - LINE	9.00	9.00	81,000
37	1006025690 PT. MEGA KOMPUTINDO LESTARI	14.00	8.00	112,000
38	1007026813 PT. Asuransi Adira Dinamika (DPS)	3.00	2.00	6,000
39	1007026812 PT. Asuransi Adira Dinamika (PLN)	3.00	2.50	7,500
40	1098000560 ANEKA BINA FORTUNA	4.00	6.00	24,000
41	1006026010 STY TEXTILMADEN GMBH	4.00	11.00	44,000
42	1003016720 PT. SURDAYA INDONESIA	4.00	9.00	36,000
43	1005023940 TRI KHARISMA KONSULTAN	24.00	24.00	576,000
44	1098002570 PT. TRIO TIRTA	1.00	9.00	9,000
45	1007026660 PT. SNE HERBAL INDONESIA	10.00	33.00	330,000
46	1007026690 PT. GRANT THORNTON KONSULTAMA	15.00	15.00	225,000
47	1007026700 Pascasarjana Ilmu Akuntansi FEUI	20.00	18.00	360,000
48	1003018130 CV. PRETTY SANDAL	2.00	8.50	17,000
49	1004010991 PT. DARMEX OIL & FATS	11.00	11.00	121,000
50	1000010330 PT. PRASADA SAMYA MURTI	9.00	8.00	72,000
51	1000011591 PACIFIC OIL & GAS	6.00	4.50	27,000
52	1004018560 PT. CITRA NUSA INSAN CEMERLANG (MIS)	1.00	3.00	3,000
53	1007026903 PT. JALATAMA ARTHA BERJANGKA	6.00	8.00	48,000
54	1002013550 PT. PADI HIJAU BUANA	10.00	10.00	100,000
55	1003016760 PT. TRISINDO ASPIKARYA	11.00	10.00	110,000
56	1003017820 PT. ADAS ALAM ELECTRONIC	1.00	7.30	7,300
57	1005020540 PT. ONITED MEDIA	1.00	3.00	3,000
58	1007026814 PT. Adira (SOC)	3.00	2.00	6,000
59	1007026817 PT. Adira (BGR)	4.00	3.00	12,000
60	1000011700 RAJA GARUDA MAS INDONESIA	8.00	4.00	32,000
61	1005021241 PT. ELITE INTERNATIONAL	7.00	7.00	49,000
62	1005020600 PT. CRAYON GAPURA REMUNCAK	2.00	4.00	8,000
63	1004018790 PT. SECURITY GROOP INDONESIA	4.00	2.00	8,000
64	1000011590 RIAU ANDALAN KERTAS (RAK)	8.00	6.50	52,000
65	1003016230 PT. PRO-PACK INDUSTRIES	9.00	6.00	54,000
66	1006026081 PT. HURIKAR PROFIL DIV. MARKETING	14.00	12.00	168,000
67	1007026821 PT. Asuransi Adira Dinamika (MDC)	2.00	2.00	4,000
68	1004018540 PT. TRANSAHUEIRA USAHA SEJAHTERA	8.00	8.00	64,000
69	1007026811 PT. Adira (MLG)	3.00	2.00	6,000

cust tahun 2009 no 1 s.d. 52. tidak diblok

cust tahun 2009 no 33 dit diblok kecuali PT. Adira

Sales Revenue

Sales Force : ALL - Semua

No.	Customer	SNP	KG	Revenue
70	1001012000 PT. ATLAS MAYINDO SEJANTERA	2.00	4.00	11,400
71	1006024430 PT. CITRA HARITA MINERAL	2.00	3.00	92,100
72	1003016360 PT. NUSANTARA	4.00	4.00	64,100
73	1002013580 PT. BINTANG HASUWARD M.S. PERKASA	14.00	8.00	87,700
74	1000009881 RADIANT UTAMA	2.00	2.00	32,200
75	1006026240 PT. OPTIMA TIGABIRU JAYA	1.00	4.00	25,400
76	1003017920 PT. SETONET STORE INTERNATIONAL	3.00	4.20	44,800
77	1000011050 SINAR MAS WISESA / DUTA PERTIWI	3.00	2.50	49,600
78	1005020810 PT. TRIJAYA CEMERLANG	4.00	4.00	47,400
79	1006025590 PT. CONTINENTAL DOTA INTERNASIONAL	3.00	3.00	47,200
80	1003016150 PT. INDAH JAYA	8.00	8.00	44,700
81	1003016780 PT. ACORN KONSULTAN	3.00	8.00	44,400
82	1007027260 CITRA ASRI BUANA BOGOR	6.00	6.00	43,900
83	1003017030 PERSEK. MS TAXES	7.00	5.00	43,400
84	1004018880 PT. NIPA UTAMA	3.00	3.00	44,400
85	1004018500 PT. INDOCOOL SOLUSI CEMERLANG	4.00	4.00	41,900
86	1000009640 ARSO NOBEL CAR REFINISHED INO	4.00	6.50	46,300
87	1005020630 TURATI PUTRA PERSADA	1.00	9.40	49,000
88	1005022830 PT. SUMBER MITRA SAMUDERA	2.00	2.00	37,400
89	1005021940 SACHI IMPIANTI SRO	19.00	11.00	94,700
90	1000010991 DELIMUDA NUSANTARA	3.00	3.00	38,300
91	1005023080 PT. CIPTA Satria INFORMATIKA	2.00	1.00	35,400
92	1000010450 WIDYA PANDO ERATAMA	3.00	3.00	34,800
93	1098002540 PT. NATIONAL UTILITY HELICOPTERS	2.00	1.00	34,800
94	1099003000 ROYAL PERSADA CARGO (MANGGA DUA)	2.00	3.00	33,100
95	1005022750 ROOPERASI HTML	7.00	6.00	33,200
96	1006026300 PT. SQASSO INDONESIA	2.00	6.50	33,000
97	1004018610 PT. ABAZI INDOORNA	1.00	3.00	33,000
98	1007026818 PT. Asuransi Adira Dinastika (PAK)	1.00	1.00	31,200
99	1007026805 PT. Adira (PKU)	1.00	0.50	31,000
100	1004018690 PT. BORNEO SARTI	1.00	0.50	31,200
101	1002014030 PT. PEL. DARKAM PUTRA SAMUDERA	2.00	1.50	31,200
102	1006026140 PT. FUN CHARACTERS INTERNATIONAL	7.00	7.50	31,000
103	1005022250 PT. METAFORA INTERNASIONAL	2.00	2.00	30,200
104	1005022550 PT. STAR LINE KENCAMA INDONESIA	1.00	2.00	30,100
105	1002014380 PT. JAMESON FREIGHT SEMESTA	6.00	4.00	28,300
106	1098000442 PT. REDA PUMP INDONESIA	2.00	2.00	27,800
107	1005023480 PT. SALAM BUANA TRANS	4.00	2.50	25,900
108	1002015570 PT. ANEKA COFFEE INDOSTRY	1.00	5.00	25,000
109	1006024570 PT. PANASONIC INDUSTRIAL ASIA	4.00	7.00	24,000
110	1004019420 PT. QUANTUM INDONESIA	2.00	2.00	23,800
111	1004019660 PT. INSPIRAN IDEAL INDOTAMA	3.00	2.50	21,800
112	1099000570 PT. MENARA CIPTA PROFILINDO	2.00	1.00	20,000
113	1004019330 PT. MATCO ASIA INDONESIA	4.00	2.50	19,600
114	1004020090 PT. HARINDO MANDIRI	1.00	1.00	19,000
115	1000009931 PT. WIDYA LARAS PRATAMA	1.00	1.00	18,100
116	1002015370 PT. TECHNIP INDONESIA	2.00	2.00	17,400
117	1000011400 PT. AKER KVAERNER SUBSEA	1.00	1.00	17,400
118	1007026810 PT. Adira (TGR)	3.00	2.00	16,500
119	1002015910 PT. SOERJO PADJAR	1.00	0.50	16,200
120	1003017570 PT. QUANTUM MANDIRI INTERNATIONAL	3.00	3.00	14,800
121	1004018700 PT. ALAMIN GLOBAL	2.00	15.00	14,600
122	1002015040 PT. CLARIANT INDONESIA	1.00	1.00	14,400
123	1000000446 IMECO INTER SARANA - POWER SUPPORT	1.00	1.00	14,400
124	1002015850 PT. GLOBALFON INTERNATIONAL	1.00	2.00	14,000
125	1004018810 PT. FROSIMEX CHEMINDO	4.00	4.00	13,500
126	1005023260 PT. SURYA GADING MAS SARTI	2.00	2.00	12,800
127	1005020870 PT. UTAMA GRAHA PERMAI	1.00	0.50	12,800
128	1004019740 CV. KARYA TRANSINDO UTAMA	3.00	2.50	12,750
129	1003018330 PT. ELHIFA INTIGUNA	1.00	0.50	12,000
130	1003018050 BAHANA INTERNUSA	2.00	2.00	12,000
131	1000010860 PT. MULTI SURINDO	1.00	1.00	12,000
132	1000010760 THAI BOWANZA INTL CORP. LTD	1.00	1.00	11,900
133	1005022000 PT. MAER INDONESIA	2.00	2.00	11,700
134	1003016591 PT. INTEGRASI SOFTWARE	2.00	2.00	11,600
135	1006025200 PT. MITRA INFOPARAMA	2.00	2.00	10,640
136	1004020350 PT. KAPSULINDO NUSANTARA	1.00	0.50	10,000
137	1006025390 PT. GCS INDONESIA	2.00	1.00	9,300
138	1000009730 PT. PERTIWI INDOMAS	1.00	1.00	9,150

Sales Revenue

Month 1

Sales Force : ALL - Semua

No	Customer	SRP	RS	Revenue
133	1002013740 PT. WORLD YAMATEX SPINNING MILLS	2.00	1.30	
140	1003017080 PT. INDONESIA TEIJIN DUPONT FILM	2.00	2.00	
141	1002014130 PT. NARAHY INDONESIA	1.00	0.90	
142	1002015470 PERS. KAP.MULYANIN SENSI SURYANTO	2.00	2.50	
143	1099002470 INDOSAT	1.00	1.00	
144	1006026600 PT. M-I INDONESIA (SWACO)	3.00	0.50	
145	1000009641 AKZO NOBEL CAR REFINISHES INDONESIA	1.00	0.50	
146	1007027510 PT. COMBIPHAR CAB. BOGOR	2.00	2.00	
147	1005020560 PT. STRAITS CONSULTANCY SERVICE	2.00	2.00	
148	1001012440 PT. OLIVIA INDAH	2.00	1.00	
149	1004018740 PT. KODIO MULTIKOM	1.00	0.50	
150	1006025410 PT. GEOTECH SYSTEM INDONESIA	1.00	1.00	
151	1004019190 PT. LIPPO KARAWACI	1.00	0.50	
152	1005023910 PT. TRIKARSA MANDIRI	3.00	2.50	
153	1002013630 PT. BANOTELINDO	1.00	0.50	
154	1002013620 PT. MEKARSEMPURNA JAYALESTARI	1.00	0.50	
155	1007027500 PT. CIPTA SINTESA MUSTIKA	2.00	1.00	
156	1299000300 PT. ROYAL STANDARD	1.00	0.30	
157	1004018670 SAMUDERA DARALIMES	2.00	0.50	
158	1005023630 PT. CITRA ASRI BUANA	1.00	1.00	
159	1005021130 GLOBAL CHALLENGE INDONESIA	1.00	1.00	
160	1003017380 PT. MITRA KARUNIA ASADI	1.00	1.00	
161	1007027540 MELIRPOTLOT	1.00	1.00	
162	1002014630 PT. DOO YEE ENTERPRISES	3.00	3.50	
163	1004018780 PT. FORTUNA MARGANDA	1.00	2.00	
164	1002012341 WTL-ACTS /Bureau Veritas Cons Prod	1.00	1.00	
165	1006024480 PT. MULTI SQUARE	1.00	0.50	
166	1005023190 PT. MITRA INTEGRASI KOMPUTING	1.00	1.00	
167	1007027230 K & INDONESIA (BOLETIN)	2.00	2.00	
168	1007026920 PT. Fanca Mulia Mandiri Int'l	2.00	5.00	
169	1007026860 PT. MULTI KUARISMA PERKASA	2.00	11.00	
170	1006026450 PT. CHANG CHUN DPN CHEMICAL INDUSTR	2.00	2.00	
171	1005021480 GENMA INDONESIA	1.00	2.50	
172	1004019650 PT. HUGI	1.00	0.10	
173	1003017810 PT. QUALITY	1.00	29.00	
174	1003017800 PT. FLOIDINDO PUTEJA UTAMA	1.00	69.00	
175	1002014191 PT. RISJADSON PERKASA	2.00	2.50	
176	1002013830 PT. FLEMINGS INDONESIA	1.00	0.00	
				10.150.000

Diyakui oleh

Papik Puri Bud Heryawan
Business & Product Dev. Department Head

Diketahui oleh

Deddy Boediono Herlambang
Marketing & Services Division Head

Disetujui oleh

Herman Susilo
Jakarta Sales Department Head