

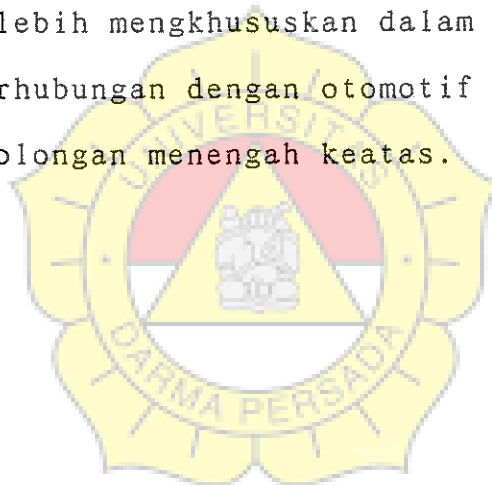
BAB V
KESIMPULAN DAN SARAN

A. Kesimpulan

1. Periklanan, setelah dilakukan analisis ternyata dari Rp 1,- yang dikeluarkan untuk biaya promosi mempunyai pengaruh terhadap peningkatan pendapatan sebesar Rp 25,178.
2. Promosi penjualan, setelah dilakukan analisis ternyata dari Rp 1,- yang dikeluarkan untuk biaya promosi mempunyai pengaruh terhadap peningkatan pendapatan sebesar Rp 32,968.
3. Dari hasil analisis korelasi menyatakan 0,9 yang berarti kenaikan pendapatan sangat dipengaruhi oleh promosi sebesar 90%.
4. Periklanan dan promosi penjualan secara bersama-sama mempunyai hubungan yang kuat dengan peningkatan pendapatan.
5. Pada masa yang akan datang diperkirakan akan dapat terjadi kenaikan biaya promosi dan juga terjadi kenaikan pendapatan.

SARAN

1. Agar ditahun-tahun yang akan datang P.T. SANTI YOGA tetap mempertahankan kegiatan promosinya dan akan lebih baik lagi bila kegiatan promosi tersebut lebih ditingkatkan.
2. Selain meningkatkan kegiatan promosi, akan lebih baik lagi bila P.T. SANTI YOGA lebih memperhatikan segi kualitas barang dan harga, sehingga aki produksi P.T. SANTI YOGA mampu bersaing di pasar dan pada gilirannya dapat meningkatkan pendapatan.
3. Agar P.T. SANTI YOGA lebih mengkhususkan dalam memasang iklan di media yang berhubungan dengan otomotif dan media yang pembacanya dari golongan menengah keatas.



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| Y | X1 | X2 | X1 ² | X2 ² |
|---------|---------|-------|-----------------|-----------------|
| 12,948 | 350,4 | 256,1 | 122780,16 | 65587,21 |
| 13,724 | 389,7 | 340,7 | 151866,09 | 116076,49 |
| 15,095 | 401,8 | 372,4 | 161443,24 | 138681,76 |
| 18,870 | 410,0 | 231,8 | 168100 | 53731,24 |
| 22,640 | 686,8 | 320,1 | 471694,24 | 102464,01 |
| 26,493 | 437,8 | 573,9 | 191668,84 | 329361,21 |
| 31,526 | 451,6 | 783,8 | 203942,56 | 614342,44 |
| 37,200 | 498,2 | 810,2 | 248203,24 | 656424,04 |
| 178,496 | 3.626,3 | 3689 | 1719698,37 | 2076668,4 |

| X1Y | X2Y | Y2 | X1X2 |
|------------|------------|------------|------------|
| 4536979,2 | 3315982,8 | 167,650704 | 89737,44 |
| 5348242,8 | 4675766,8 | 188,348176 | 132770,79 |
| 6065171 | 5621378 | 227,859025 | 149630,32 |
| 7736700 | 4374066 | 356,0769 | 95038 |
| 15549152 | 7247064 | 512,5696 | 219844,68 |
| 11598635,4 | 15204322,7 | 701,879049 | 251253,42 |
| 14237141,6 | 24710078,8 | 993,888676 | 353964,08 |
| 18533040 | 30139440 | 1383,84 | 403641,64 |
| 83605062 | 95288099,1 | 4532,11213 | 1695880,37 |

22312

453,28

461,12

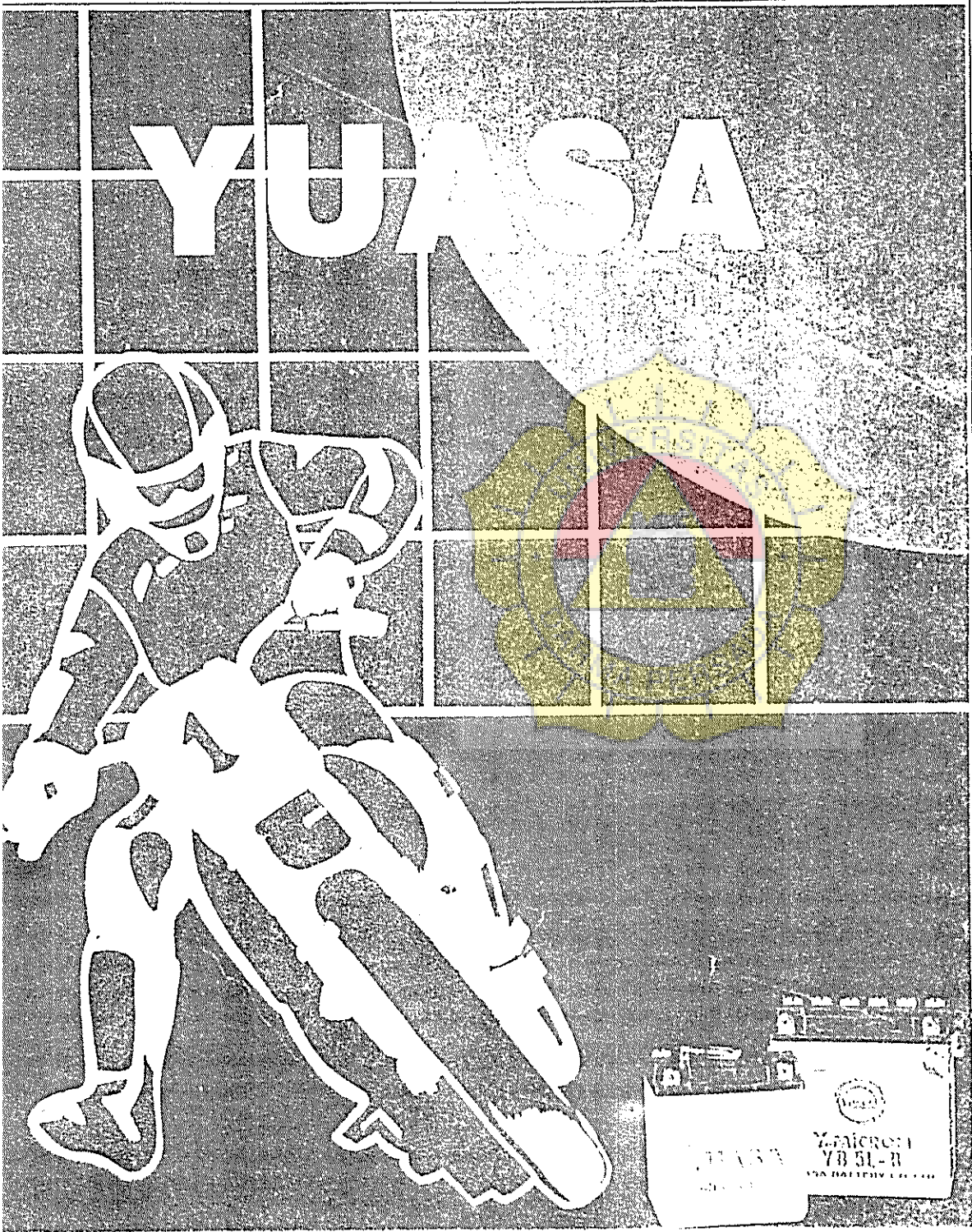
TABEL F ($\alpha = 5\%$)

DERAJAT KEBEBASAN UNTUK PEMBILANG

| | 1 | (2) | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 12 | 15 | 20 | 24 | 30 | 40 | 60 | 120 | ∞ |
|----------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|----------|
| 1 | 161 | 200 | 216 | 225 | 230 | 234 | 237 | 239 | 241 | 242 | 244 | 246 | 248 | 249 | 250 | 251 | 252 | 253 | 254 |
| 2 | 18.5 | 19.0 | 19.2 | 19.2 | 19.3 | 19.3 | 19.4 | 19.4 | 19.4 | 19.4 | 19.4 | 19.4 | 19.4 | 19.5 | 19.5 | 19.5 | 19.5 | 19.5 | 19.5 |
| 3 | 10.1 | 9.55 | 9.28 | 9.12 | 9.01 | 8.94 | 8.89 | 8.85 | 8.81 | 8.79 | 8.74 | 8.70 | 8.66 | 8.64 | 8.62 | 8.59 | 8.57 | 8.55 | 8.53 |
| 4 | 7.71 | 6.94 | 6.59 | 6.39 | 6.26 | 6.16 | 6.09 | 6.04 | 6.00 | 5.96 | 5.91 | 5.86 | 5.80 | 5.77 | 5.75 | 5.72 | 5.69 | 5.66 | 5.63 |
| 5 | 6.61 | 5.79 | 5.41 | 5.19 | 5.05 | 4.95 | 4.88 | 4.82 | 4.77 | 4.74 | 4.68 | 4.62 | 4.56 | 4.53 | 4.50 | 4.46 | 4.43 | 4.40 | 4.37 |
| 6 | 5.99 | 5.14 | 4.76 | 4.53 | 4.39 | 4.28 | 4.21 | 4.15 | 4.10 | 4.06 | 4.00 | 3.94 | 3.87 | 3.84 | 3.81 | 3.77 | 3.74 | 3.70 | 3.67 |
| 7 | 5.59 | 4.74 | 4.35 | 4.12 | 3.97 | 3.87 | 3.79 | 3.73 | 3.68 | 3.64 | 3.57 | 3.51 | 3.44 | 3.41 | 3.38 | 3.34 | 3.30 | 3.27 | 3.23 |
| 8 | 5.32 | 4.46 | 4.07 | 3.84 | 3.69 | 3.58 | 3.50 | 3.44 | 3.39 | 3.35 | 3.28 | 3.22 | 3.15 | 3.12 | 3.08 | 3.04 | 3.01 | 2.97 | 2.93 |
| 9 | 5.12 | 4.26 | 3.86 | 3.63 | 3.48 | 3.37 | 3.29 | 3.23 | 3.18 | 3.14 | 3.07 | 3.01 | 2.94 | 2.90 | 2.86 | 2.83 | 2.79 | 2.75 | 2.71 |
| 10 | 4.96 | 4.10 | 3.71 | 3.48 | 3.33 | 3.22 | 3.14 | 3.07 | 3.02 | 2.98 | 2.91 | 2.85 | 2.77 | 2.74 | 2.70 | 2.66 | 2.62 | 2.58 | 2.54 |
| 11 | 4.84 | 3.98 | 3.59 | 3.36 | 3.20 | 3.09 | 3.01 | 2.95 | 2.90 | 2.85 | 2.79 | 2.72 | 2.65 | 2.61 | 2.57 | 2.53 | 2.49 | 2.45 | 2.40 |
| 12 | 4.75 | 3.89 | 3.49 | 3.26 | 3.11 | 3.00 | 2.91 | 2.85 | 2.80 | 2.75 | 2.69 | 2.62 | 2.54 | 2.51 | 2.47 | 2.43 | 2.38 | 2.34 | 2.30 |
| 13 | 4.67 | 3.81 | 3.41 | 3.18 | 3.03 | 2.92 | 2.83 | 2.77 | 2.71 | 2.67 | 2.60 | 2.53 | 2.46 | 2.42 | 2.38 | 2.34 | 2.30 | 2.25 | 2.21 |
| 14 | 4.60 | 3.74 | 3.34 | 3.11 | 2.96 | 2.85 | 2.76 | 2.70 | 2.65 | 2.60 | 2.53 | 2.46 | 2.39 | 2.35 | 2.31 | 2.27 | 2.22 | 2.18 | 2.13 |
| 15 | 4.54 | 3.68 | 3.29 | 3.06 | 2.90 | 2.79 | 2.71 | 2.64 | 2.59 | 2.54 | 2.48 | 2.40 | 2.33 | 2.29 | 2.25 | 2.20 | 2.16 | 2.11 | 2.07 |
| 16 | 4.49 | 3.63 | 3.24 | 3.01 | 2.85 | 2.74 | 2.66 | 2.59 | 2.54 | 2.49 | 2.42 | 2.35 | 2.28 | 2.24 | 2.19 | 2.15 | 2.11 | 2.06 | 2.01 |
| 17 | 4.45 | 3.59 | 3.20 | 2.96 | 2.81 | 2.70 | 2.61 | 2.55 | 2.49 | 2.45 | 2.38 | 2.31 | 2.23 | 2.19 | 2.15 | 2.10 | 2.06 | 2.01 | 1.96 |
| 18 | 4.41 | 3.55 | 3.16 | 2.93 | 2.77 | 2.66 | 2.58 | 2.51 | 2.46 | 2.41 | 2.34 | 2.27 | 2.19 | 2.15 | 2.11 | 2.06 | 2.02 | 1.97 | 1.92 |
| 19 | 4.38 | 3.52 | 3.13 | 2.90 | 2.74 | 2.63 | 2.54 | 2.48 | 2.42 | 2.38 | 2.31 | 2.23 | 2.16 | 2.11 | 2.07 | 2.03 | 1.98 | 1.93 | 1.88 |
| 20 | 4.35 | 3.49 | 3.10 | 2.87 | 2.71 | 2.60 | 2.51 | 2.45 | 2.39 | 2.35 | 2.28 | 2.20 | 2.12 | 2.08 | 2.04 | 1.99 | 1.95 | 1.90 | 1.84 |
| 21 | 4.32 | 3.47 | 3.07 | 2.84 | 2.68 | 2.57 | 2.49 | 2.42 | 2.37 | 2.32 | 2.25 | 2.18 | 2.10 | 2.05 | 2.01 | 1.96 | 1.92 | 1.87 | 1.81 |
| 22 | 4.30 | 3.44 | 3.05 | 2.82 | 2.66 | 2.55 | 2.46 | 2.40 | 2.34 | 2.30 | 2.23 | 2.15 | 2.07 | 2.03 | 1.98 | 1.94 | 1.89 | 1.84 | 1.78 |
| 23 | 4.28 | 3.42 | 3.03 | 2.80 | 2.64 | 2.53 | 2.44 | 2.37 | 2.32 | 2.27 | 2.20 | 2.13 | 2.05 | 2.01 | 1.96 | 1.91 | 1.86 | 1.81 | 1.76 |
| 24 | 4.26 | 3.40 | 3.01 | 2.78 | 2.62 | 2.51 | 2.42 | 2.36 | 2.30 | 2.25 | 2.18 | 2.11 | 2.03 | 1.98 | 1.94 | 1.89 | 1.84 | 1.79 | 1.73 |
| 25 | 4.24 | 3.39 | 2.99 | 2.76 | 2.60 | 2.49 | 2.40 | 2.34 | 2.28 | 2.24 | 2.16 | 2.09 | 2.01 | 1.96 | 1.92 | 1.87 | 1.82 | 1.77 | 1.71 |
| 30 | 4.17 | 3.32 | 2.92 | 2.69 | 2.53 | 2.42 | 2.33 | 2.27 | 2.21 | 2.16 | 2.09 | 2.01 | 1.93 | 1.89 | 1.84 | 1.79 | 1.74 | 1.68 | 1.62 |
| 40 | 4.08 | 3.23 | 2.84 | 2.61 | 2.45 | 2.34 | 2.25 | 2.18 | 2.12 | 2.08 | 2.00 | 1.92 | 1.84 | 1.79 | 1.74 | 1.69 | 1.64 | 1.58 | 1.51 |
| 60 | 4.00 | 3.15 | 2.76 | 2.53 | 2.37 | 2.25 | 2.17 | 2.10 | 2.04 | 1.99 | 1.92 | 1.84 | 1.75 | 1.70 | 1.65 | 1.59 | 1.53 | 1.47 | 1.39 |
| 120 | 3.92 | 3.07 | 2.68 | 2.45 | 2.29 | 2.18 | 2.09 | 2.02 | 1.96 | 1.91 | 1.86 | 1.75 | 1.66 | 1.61 | 1.55 | 1.50 | 1.43 | 1.35 | 1.25 |
| ∞ | 3.84 | 3.00 | 2.60 | 2.37 | 2.21 | 2.10 | 2.01 | 1.94 | 1.88 | 1.83 | 1.75 | 1.67 | 1.57 | 1.52 | 1.46 | 1.39 | 1.32 | 1.22 | 1.00 |

AKI SEPEDA MOTOR YUASA

SA



PT. YUASA BATTERY INDONESIA



| Tipe | Tegangan (V) | Kapasitas (Ah) | UKURAN (mm) | | | Eling (mm) | Tinggi (mm) | Volume (Liter) | Gambar | Tipe dan Ukuran (cc) |
|------|--------------|----------------|-------------|----|-----|------------|-------------|----------------|--------|---|
| | | | B | L | T | | | | | |
| | 6 | 4 | 71 | 71 | 96 | 5 | 0.4 | 0.20 | | Yamaha A 100 series, Suzuki GP 100/125, GT-100/125, Suzuki TR S, TR Z, Suzuki FR 60 (bebek) |
| | 6 | 4 | 71 | 71 | 96 | 5 | 0.4 | 0.20 | | Yamaha V 75 (bebek), Yamaha RX 100/125, Yamaha RA S, Yamaha L 2 S, RA K (old) |
| | 6 | 4 | 71 | 71 | 96 | 5 | 0.4 | 0.20 | | Honda C-70 (bebek), Honda WIN |
| | 6 | 4 | 58 | 62 | 131 | 4 | 0.4 | 0.20 | | Yamaha L 2 G (old), Yamaha RS-100/125, YB-100/125 |
| | 6 | 4 | 103 | 48 | 96 | 9 | 0.4 | 0.20 | | Suzuki TS 100/125 (Trail), Honda SACH 50 cc |
| | 6 | 4 | 103 | 48 | 96 | 9 | 0.4 | 0.20 | | Yamaha DT 100 (Trail) |
| | 6 | 5.5 | 90 | 70 | 100 | 7 | 0.6 | 0.25 | | Honda C 90, C 90 L |
| | 6 | 6 | 99 | 57 | 121 | 7 | 0.6 | 0.25 | | Honda CS 90, CD 90 Bebek |
| | 6 | 6 | 99 | 57 | 121 | 7 | 0.6 | 0.25 | | Honda S 90 L, CS 110 Bebek |
| | 6 | 6 | 99 | 57 | 121 | 7 | 0.6 | 0.25 | | Honda CB-100/125 series, Honda GL-100/125 series, Honda CG-100/125 |
| | 6 | 6 | 99 | 57 | 111 | 7 | 0.6 | 0.25 | | Yamaha RX KING (new), RX 7, HZ R, Binter KH-100 GTC, KH 100 ES2, ELK |
| | 6 | 11 | 150 | 70 | 100 | 17 | 1.1 | 0.40 | | Honda C-700C 600 Super Cup, Yamaha V-80 E |
| | 12 | 5 | 121 | 61 | 131 | 5 | 0.5 | 0.40 | | Binter AR-125 |
| | 12 | 5.5 | 104 | 91 | 115 | 5 | 0.6 | 0.45 | | Binter JOY AH 80 U (bebek) |
| | 12 | 5.5 | 138 | 61 | 131 | 7 | 0.5 | 0.45 | | Yamaha (old) |
| | 12 | 5.5 | 138 | 61 | 131 | 7 | 0.6 | 0.45 | | Radio-Tape recorder, Home Emergency Light |
| | 12 | 7 | 131 | 91 | 115 | 7 | 0.7 | 0.55 | | Yamaha V-75 EOX |
| | 12 | 10 | 136 | 91 | 146 | 7 | 1.0 | 0.70 | | Binter KZ 200 (Muzzy), Vespa P-150 XE, P-200 XE (Sondang) |
| | 12 | 10 | 136 | 91 | 146 | 7 | 1.0 | 0.70 | | Fishing, Radio-Tape recorder, Home Emergency Light |
| | 12 | 2.5 | 81 | 71 | 106 | 3 | 0.3 | 0.25 | | Honda GL PRO, GL MAX |
| | 12 | 4 | 121.5 | 71 | 93 | 7 | 0.4 | 0.30 | | Honda ASTREA STAR 60 cc, Suzuki TS-125 Trail (new), Blama Peugeot 163 MVI |
| | 12 | 5 | 121 | 61 | 131 | 7 | 0.5 | 0.40 | | Honda ASTREA PRIMA/GRAND 100 cc series, Yamaha V-100 ALFA series, Yamaha FORCE 1, Suzuki FIC-100/110 series, Vespa Corsa 150, Honda ADLY 80 |

- A (MULTIPOLE)
A (MULTIPOLE)



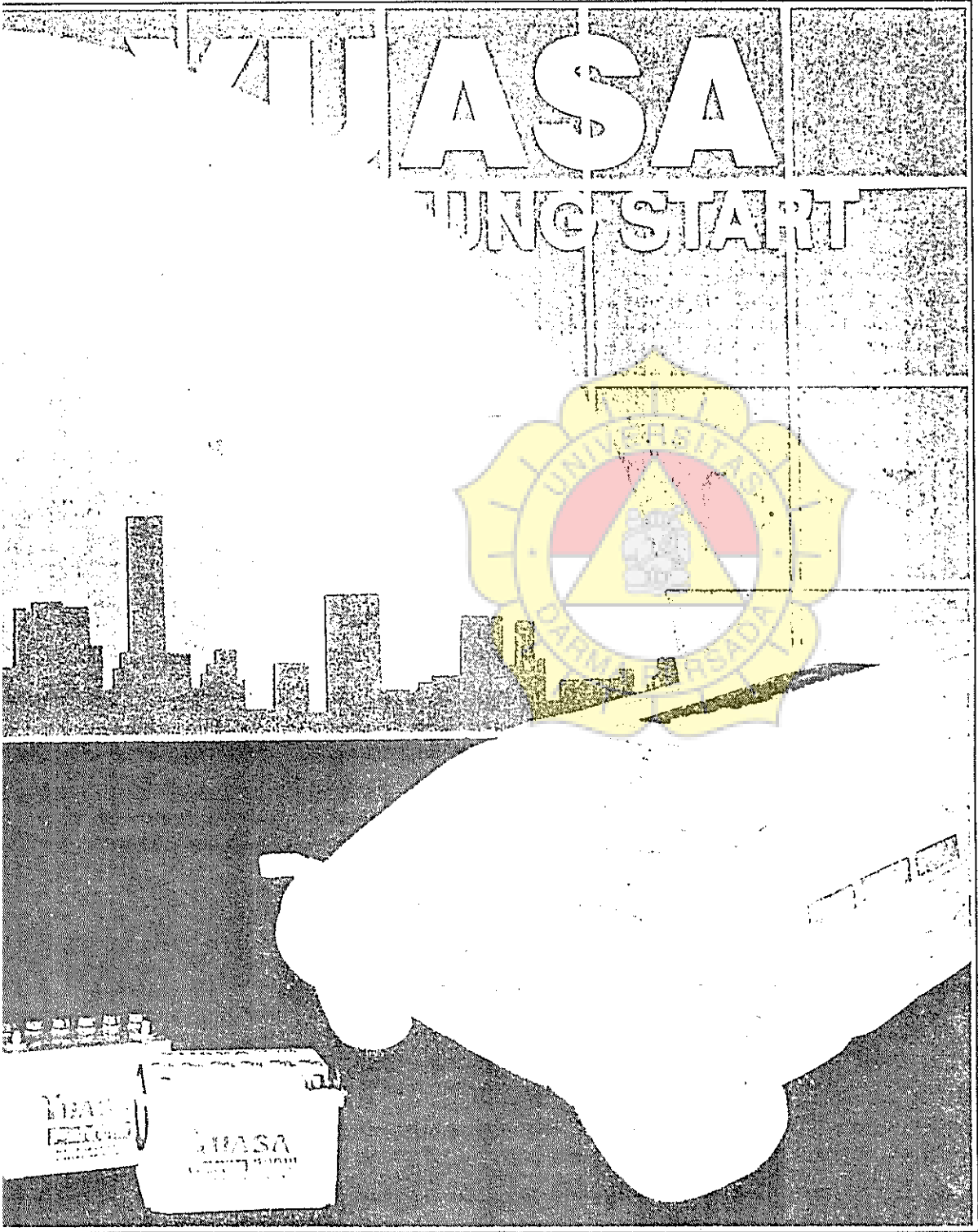
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 (Registered Office : Jl. Kebon Sirih 96, Jakarta 10110)



Agan Tunggal : PT. SANTI YOGA
 Jl. Kebon Sirih No. 96, Jakarta 10110, INDOnesia
 Tel : 021 - 3441409 (5 lines), 372841, 373969
 Telex : G1538 PYOGA IA, Fax : 021 - 373905

YUASA

AKI MOBIL YUASA



PT. YUASA BATTERY INDONESIA

YUASA "Pafecta"



| Tegangan (V) | Kapasitas Ah (20 HR) | UKURAN (mm) | | | | Plate per sel | Laju arus pengaliran (A) | Volume Elektrolit (l) | Penampang | Dipakai untuk kendaraan |
|--------------|----------------------|-------------|-----|-----|-----|---------------|--------------------------|-----------------------|-----------|---|
| | | P | L | T | TH | | | | | |
| 12 | 26 | 186 | 126 | 162 | 176 | 9 | 3.0 | 1.8 | | Suzuki ST 20, Suzuki Fronte Custom |
| 12 | 26 | 186 | 126 | 162 | 176 | 9 | 3.0 | 1.8 | | Daihatsu Hi Ace 1.5 Wide, Daihatsu Fellow Max, Colt Min Cab, Honda TL 1.4 |
| 12 | 32 | 197 | 129 | 202 | 226 | 9 | 3.0 | 2.5 | | Mitsubishi Colt L 350 (R), Colt T 120 SS Jet Star, Suzuki Carry Jimmy, Feroz Swift, Estima 1000/1100, Toyota Kijang, Toyota Starlet Sedan, Daihatsu Zebra |
| 12 | 32 | 197 | 129 | 202 | 226 | 9 | 3.0 | 2.5 | | Toyota Corolla series, Toyota New Kijang 670 series |
| 12 | 35 | 197 | 129 | 202 | 226 | 11 | 4.0 | 2.4 | | Toyota Corolla series, Mazda MX 90 series, Suzuki Estima 1600, Mitsubishi New Elmera, Nissan Sentra, Mazda sedan (40) |
| 12 | 35 | 197 | 129 | 202 | 226 | 11 | 4.0 | 2.4 | | Daihatsu Charade, Charmant, Classy sedan, Mazda 323 series, Ford Laser, Telstar, TX 3-5 |
| 12 | 40 | 238 | 135 | 207 | 232 | 9 | 4.0 | 3.5 | | Honda CIVIC-ACCORD (old), Mitsubishi Colt T 120 (old) |
| 12 | 45 | 238 | 129 | 202 | 227 | 11 | 5.0 | 3.0 | | Honda CIVIC-ACCORD (new), Mitsubishi Elmera Automatic, Mazda 626 Capella (new), Toyota Corolla series |
| 12 | 45 | 238 | 129 | 202 | 227 | 11 | 5.0 | 3.0 | | Nissan Sentra Series (new), Datsun 1400/1600, Ford Laser |
| 12 | 50 | 260 | 173 | 202 | 225 | 9 | 6.0 | 4.7 | | Nissan Laurel sedan, Datsun 190 J515, 190 Mazda 909, Fiat 124/125, 130/132 Mirafiori, Alfasud/Alfa Romeo sedan |
| 12 | 60 | 260 | 173 | 202 | 225 | 11 | 7.0 | 4.5 | | Mitsubishi Colt Diesel, Fuso Truck Bus, Hino Mazda Truck/Bus, Nissan Patrol Jeep, Isuzu Light Truck, Chevrolet LUV series |
| 12 | 60 | 260 | 173 | 202 | 225 | 11 | 7.0 | 4.5 | | Toyota Cressida, Toyota Corolla sedan series, Mazda 626 Cronos, Ford Laser 1400, 1600, 1800 series |
| 12 | 65 | 260 | 172 | 202 | 225 | 13 | 7.0 | 4.5 | | Isuzu Light Truck (ET/FH/H), Isuzu Panther (TDP), AMC Jeep CJ 7, Chevrolet Trooper, Toyota Jeep (Benzel) |
| 12 | 70 | 305 | 172 | 202 | 225 | 13 | 8.0 | 5.2 | | Mercedes Benz Light Truck 508, Toyota Dyna Light Truck, Toyota Jeep (Benzel), Mitsubishi Colt L 300 (diesel) |
| 12 | 75 | 305 | 172 | 202 | 225 | 15 | 9.0 | 5.2 | | Toyota Hi Ace (diesel), Toyota Jeep (diesel) |
| 12 | 100 | 409 | 175 | 212 | 235 | 17 | 12.0 | 7.5 | | Mercedes Benz Light Truck GM 917, Datsun Jeep T88 series, Datsun Delta Light Truck |
| 12 | 120 | 504 | 182 | 212 | 240 | 21 | 14.0 | 9.0 | | Isuzu Truck/Bus, Hino Mazda Truck/Bus, Ford Truck/Bus, Toyota Truck/Bus |
| 12 | 150 | 510 | 226 | 208 | 233 | 25 | 18.0 | 11.5 | | Mercedes Benz Truck OHV/F series, Beikar Truck JP-9, LEYLAND FF-1000 |
| 12 | 200 | 566 | 282 | 220 | 254 | 35 | 24.0 | 18.0 | | Leyland Atala Volvo B 55, Hino Diesel Bus, Mercedes Benz Truck/Bus, Generator Sets, Tractors, Forklift |
| 12 | 55 | 246 | 175 | 190 | 190 | 11 | 7.0 | 3.5 | | Citroen BX/BM series, Renault R 18, Ford Laser series |
| 12 | 66 | 304 | 177 | 192 | 192 | 13 | 8.0 | 4.3 | | Mercedes Benz Sedan all type, Mercedes Benz Jeep G E series, Volvo sedan 340, 740 GL/GLE, Peugeot sedan 605, BMW 318i |
| 12 | 80 | 304 | 177 | 192 | 192 | 15 | 9.0 | 4.0 | | Volvo sedan 900 GL/GLE, Mercedes Benz sedan all type, BMW 520i |

30 Pole Besar

YUASA "Pafecta"
Setelah diisi aki zuur dapat langsung dipakai
tanpa mempengaruhi daya lahannya



PT. YUASA BATTERY INDONESIA
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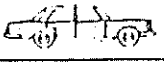

PT. SANTI YUGA

Jalan Kebon Sirih 96, Jakarta 10110, Indonesia

Telp: 371409 (3 Saluran), 373905, 373969, 372841, Telex : 61538 PYOGA JKT.

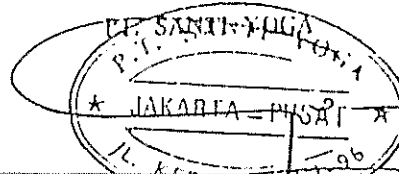
Sole Agent.

DAFTAR HARGA ECERAN AKI MERK " YUASA "

| AKI MOBIL  | | | | AKI SEPEDA MOTOR  | | | |
|---|------|-----|---------------|--|------|-----|--------------|
| Type | Volt | AH | Harga | Type | Volt | AH | Harga |
| 24 - 3/4 (P) | 12 | 26 | Rp. 39.700,- | 6N4-2A/-2/-4 | 6 | 4 | Rp. 7.500,- |
| - 40/L (P) | 12 | 32 | Rp. 45.800,- | 6N4A-4D | 6 | 4 | Rp. 8.000,- |
| - 40 Z/L (P) | 12 | 35 | Rp. 49.100,- | 6N4B-2A/-3 | 6 | 4 | Rp. 9.300,- |
| - 40 (P) | 12 | 40 | Rp. 50.900,- | 6N5.5-1D | 6 | 5,5 | Rp. 9.000,- |
| - 40 Z/L (P) | 12 | 45 | Rp. 52.200,- | 6N6-1B/-1 | 6 | 6 | Rp. 8.600,- |
| - 60/L (P) | 12 | 45 | Rp. 52.200,- | 6N6-3B/-1 | 6 | 6 | Rp. 8.200,- |
| - 50 (P) | 12 | 50 | Rp. 56.600,- | 6N11-2D | 6 | 11 | Rp. 14.300,- |
| - 50 Z/L (P) | 12 | 60 | Rp. 65.600,- | 6N12A-2D | 6 | 12 | Rp. 14.700,- |
| - 70 (P) | 12 | 65 | Rp. 71.900,- | 12N5-3B | 12 | 5 | Rp. 11.800,- |
| - 70 (P) | 12 | 70 | Rp. 82.300,- | 12N5.5A-3B | 12 | 5,5 | Rp. 12.700,- |
| - 70 Z (P) | 12 | 75 | Rp. 86.300,- | 12N5.5-4B | 12 | 5,5 | Rp. 12.000,- |
| - 100 | 12 | 100 | Rp. 104.200,- | 12N5.5-4B-A* | 12 | 5,5 | Rp. 12.000,- |
| - 120 | 12 | 120 | Rp. 126.900,- | 12N7C-3D | 12 | 7 | Rp. 16.800,- |
| - 150 | 12 | 150 | Rp. 166.600,- | 12N10-3B | 12 | 10 | Rp. 19.900,- |
| - 200 | 12 | 200 | Rp. 216.800,- | YB2,5L-C | 12 | 2,5 | Rp. 9.400,- |
| - 55530 * | 12 | 55 | Rp. 87.000,- | YB4L-B | 12 | 4 | Rp. 16.500,- |
| - 56618 * | 12 | 66 | Rp. 110.000,- | YB5L-B | 12 | 5 | Rp. 18.400,- |
| - 58024 * | 12 | 80 | Rp. 117.000,- | | | | |
| DIN Type untuk Mobil - mobil Eropa | | | | * Multipole untuk Radio - Tape dll. | | | |

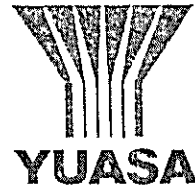
- eterangan :
- Daftar Harga ini berlaku mulai tanggal 1 Januari 1988.
 - Harga - harga tersebut diatas tidak termasuk harga aki-zuur.
 - Para Toko - toko Eceran diharap menjual aki merk YUASA ke Konsumen sesuai Harga Eceran yang telah ditetapkan diatas.
 - Harga sewaktu - waktu dapat berubah tanpa pemberitahuan terlebih dahulu.

Jakarta, 1 September 1988



PT. SANTI YOGA

Jalan Kebon Sirih No. 96, Jakarta - 10110, Indonesia.
Tel.: (021) 3441409 (5 lines), 372841, 373969
Fax.: (021) - 373905, 325775.



SURAT - KETERANGAN

NO. : 0166/SY/VI/95.

Yang bertanda tangan dibawah ini, General Manager PT. SANTI YOGA,
dengan ini menerangkan bahwa :

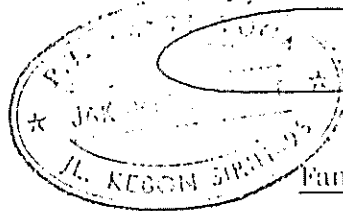
N a m a : RUDYANTO ADINUGROHO
Alamat : Jl. Acordion L/10 Kelapa Gading
Jakarta Utara.
Status : Mahasiswa Fakultas Ekonomi
Universitas Darma Persada
N I M : 89420011


Telah mengadakan kerja praktek selama 1 (satu) bulan dari tanggal
1 Mei 1995 sampai dengan 1 Juni 1995.

Demikianlah Surat Keterangan ini dibuat agar dapat dipergunakan
seperlunya.

Jakarta, 1 Juni 1995.

PT. SANTI YOGA




Fanny Setiawan
General Manager.