

## **PURCHASE SYSTEM ANALYSIS ON FOOD COST IN HILTON GARDEN INN BALI**

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### **ABSTRACT**

This study was conducted at the culinary department at Hilton Garden Inn Bali where in production activities often experience shortage of materials caused by the reception of stranded guest, this is due to the location of Hilton Garden Inn Bali located near with airport, resulting in a significant increase in the number of occupancy rooms followed by an increase in demand procurement of food, thereby increasing the chances of shortage of production materials in the culinary department. This study focuses on the analysis of the application of goods purchasing system for the operational activities of the culinary department to meet the needs of the production, and the effect of applying the procurement system to the food cost position. The objective of this research is to measure how big the influence of the application of procurement system of material needs to the position of food cost, in the event of stranded with large amount. In this study using quantitative descriptive analysis method and the results of this study found that the purchase system has a great influence where in the case study the procurement of production materials can meet the demand but the oprasional system applied is not running properly.

Keywords: purchase system, foof cost, hotel.

### **INTRODUCTION**

The hotel is the main accommodation service provider in Bali, the role of the hotel contributes greatly to the tourism industry in Bali. In conducting tourism activities the hotel should be able to feel up the guests needs start from the accommodation, the provision of food and beverage services (Food & Beverage) and transportation. The good or bad of a hotel depends on the quality of service provided to the tourists, and the facilities offered by the hotel management to the travelers who want to stay. Hilton Garden Inn is a 4-star hotel serving accommodation, event and meeting services. Hilton Garden Inn has a purchasing that is a part of the Finance Department, with main task for providing the necessary items in hotel operations. Based on interviews conducted by the author with Agung Indra, as Assistance Purchasing manager at Hilton Garden Inn this storage system doesn't use general store. This system good to apply because this system can

reduce costs, minimize damage to goods in the storage process and quality of goods more secure. This system has a high risk because the delays, shortcomings, and the absence of goods is not tolerable. Completeness of goods, must be in accordance with the Purchase Order (PO), if the goods are not available it will hamper the operational activities

Purchase is an activities undertaken by two parties (sellers and buyers) to obtain a good or service by using a valid transaction tool and an agreement has been established between the buyer and seller regarding the transaction of goods or services in one accounting period. In the transaction of goods or services often occur bargaining between buyers and sellers to get a price agreement (Heripracoyo, 2009).

Basically, purchasing is a process of searching the source, and ordering goods or services for production activities. In general Purchase system is a collection of components that form an integrated Pattern (procedure) that governs the procurement procedures in need in hotel operations

Food Cost is the entire cost (cost) incurred to produce a menu of food and with a specific recipe standard start from the ingredients, processing, to a menu of food and beverages ready to sell per one serving. Management of food costs is important, especially in the nominal determination of food cost, management needs to make comparisons with the competitors price and market research on consumer tastes, the goals to create efficiency and increase sales volume. The Cost of Food (Food Cost) charged to the first ingredient must be used first or the cost of the food used in accordance with the material expenditure sequence. This method is more focused on storage efficiency Where the goods used must be in order of purchase with the first purchased item is issued first.

## METHODS

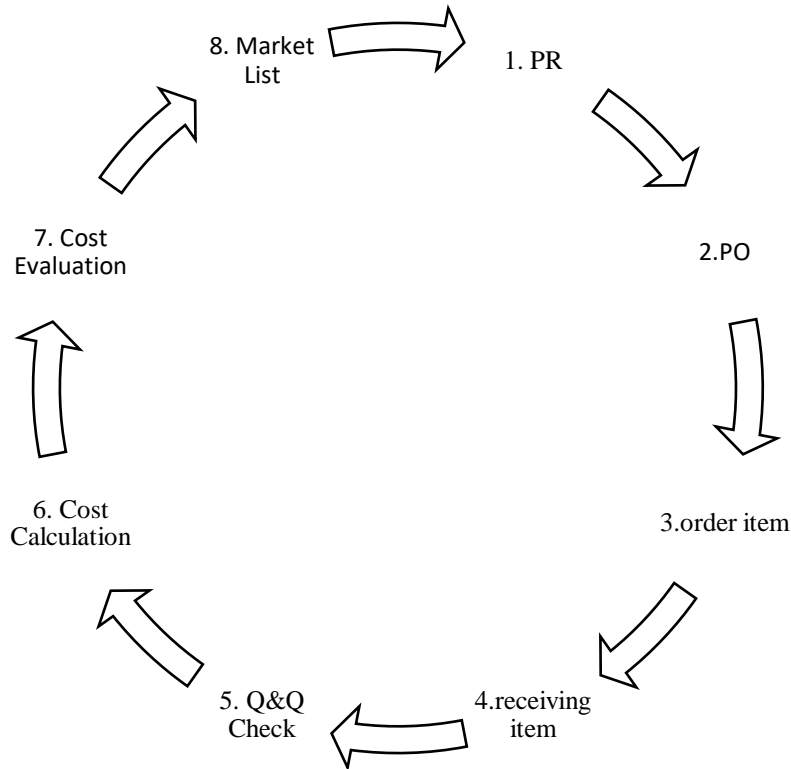
The purpose of the analysis in the study is to focus the substance of the problem about Analysis Purchase system to Foodcost. The process of data analysis is an attempt to answer the questions and statements contained in the research process. That is descriptive qualitative analysis method where problem solving is done by systematic data collection and describe it into a simple worde and easy to understand and compare it

with existing theory so that can be drawn a conclusion. The theory used is supplies chain Management (SCM) and First In First Out (FIFO).

## RESULTS AND DISCUSSION

Hilton Garden Inn Ngurah Rai Airport applies system Supplies Chain Management and Computer Operating System Check SCM with Domain dpsja According to Mr. Agung Indra as Assistance Purchasing Manager, The advantages of this system is user can arrange the goods daily, weekly and monthly. Check SCM system can limit some accounts in according with the position and the job description, thereby reducing the possibility of fraud that may be done by system users. Check SCM System facilitate the users in the order and receiving activities of goods needed in hotel operations, because to operate this system there is approve by system which divided into two types of approval: (1). Cost Commit. It is a procurement system that focuses on the costs incurred in ordering based on articles stored on the system with the standard unit: kg, pcs, btl, can, etc. This system is commonly used in food and beverage procurement activities. (2) Quantity Commit. Procurement system is based on the number of items. This system is used in goods supplies with routine partial shipping like POMECA, SUPPLIES, HYGINE, IT, and FF & E.

The chart below illustrates the procurement procedure at Hilton Gareden Inn by applying the supply chain management method.



According to Mr. Agung Indra as Assistance Purchasing Manager, the provision of services and food and beverage products on all Hilton properties prioritize the quality, so to meet these demands, management needs to control the quality and quantity of goods in the food processing activities at the Culinary department. Then applied is the system of Just in Time where reservations where reservations are made when the stock of goods in the storage is exhausted or a little, so that all Hilton properties around the world do not have a general store for food storage

According to the executive cheff of Mr. Jaka Satria Pamungkas the delay of delivery will hamper the operational and production activities of the culinary department, so it is necessary to establish good communication between culinary, purchasing and suppliers, besides the material efficiency is absolutely necessary to reduce cost and reduce the amount of goods wasted. Quality of human resources or kitchen staff must be able to meet the standards set by Hilton world wide, where kitchen staff must be able to process as efficiently as possible in processing food.

For the storage and management of goods at the Hilton Garden Inn the management applies the method First in First Out or FIFO where incoming goods will be

directly in use. According to Executive cheff Mr. Jaka Satria Pamungkas upon receipt of goods, before being put into storage will be checked by quality supervisors who served to ensure the quality of the materials received.

The Location of Hilton Garden Inn Bali near I Gusti Ngurah Rai International Airport, Hilton Garden Inn Often gets stranded guest Stranded Guest is a passenger airline carrier that fails to leave in due to bad weather, natural disaster, long delay, engine damage, and transit with a long period of time, so the airlines provide compliment in the form of accommodation facilities for passenger. Stranded is Unperdictable or unpredictable, so it requires special handling to provide accommodation services and food and beverage services. According to Executive cheff Jaka Satria Pamungkas with the entry of stranded guests in large quantities will increase food and beverage consumption in restaurant significantly, so will affect the stock of food items stored in the kitchen storage, in addition kitchen staff have to work extra in providing and fulfil the demand for food and beverage consumption in restaurant. Stranded in large quantities can trigger a shortage of food and beverages the next day

One of the stranded that occurred in large numbers occurred on 26 May 2018 where Emirates airline made room reservation with details as follows:

## INVOICE

Jl Airport Ngurah Rai No 7  
 Tuban - Kuta Bali 80361  
 Phone : +62 361 897 6100  
 Fax : +62 361 897 6199  
 Email : adi.nugraha@hilton.com

To : EMIRATES

Invoice No : 031/005/2018

Date : 31/05/2018

### NHA 290331 (STRANDED)

Arrival Date	Dept Date	Description	Room	Night	Pax	Amount	Balance
26-May-18	28-May-18	Room	56	2	-	\$ 70	\$ 7,840
26-May-18	28-May-18	Allowance	-	1	89	\$ 50	\$ 4,450
<b>TOTAL</b>							<b>\$ 12,290</b>

According to receiving clerk Nyoman Parta Jaya, additional materials should be made to fulfill the request, where the addition will be made on the next day. On 27 June there was an increase in purchases of goods with a nominal value of Rp.15,523,768:

DATE	FOOD ACCRUE FROM PREVIOUS MONTH		FOOD PURCHASE	
	DAILY	MTD	DAILY	MTD
5/20/2018	Rp -	Rp (34,091,381.76)	Rp -	Rp 199,632,843.00
5/21/2018	Rp -	Rp (34,091,381.76)	Rp 13,057,087.00	Rp 212,689,930.00
5/22/2018	Rp -	Rp (34,091,381.76)	Rp 14,436,950.00	Rp 227,126,880.00
5/23/2018	Rp -	Rp (34,091,381.76)	Rp 5,946,056.80	Rp 233,072,936.80
5/24/2018	Rp -	Rp (34,091,381.76)	Rp 9,683,902.76	Rp 242,756,839.56
5/25/2018	Rp -	Rp (34,091,381.76)	Rp -	Rp 242,756,839.56
5/26/2018	Rp -	Rp (34,091,381.76)	Rp -	Rp 242,756,839.56
5/27/2018	Rp -	Rp (34,091,381.76)	Rp 15,523,768.00	Rp 258,280,607.56

According to Assistance Purchasing manager for the procurement of food needed on Stranded on 26 May, the ordering done on the 27th a lot of last minutes' order or addition of order on 27 mei ordering done using manual PO so that the delivery of goods done 2 times and cause the goods in order not in accordance with the PO, this is caused due to lack of stock of goods owned suppliers. Supplier takes time to prepare the goods that are needed in hotel operational activities, so that the procurement activities less than optimal.

## CONCLUSIONS AND RECOMMENDATIONS

From the discussion in chapter IV on purchasing system analysis of food cost at Hilton Garden Inn Bali can be concluded that with the Stranded guest, an increase in purchases made due to increased consumption of foodstuffs, significantly for dinner dated 26 mei thereby reducing the stock of raw materials production in the culinary department. The allocation of the stock will affect the supply of foodstuffs allocated for the provision of breakfast on 27 May, so that the sampling is done in the last minutes.

Goods ordered last minutes is not complete because the supplier takes time to provide the ordered goods, so that goods ordered to meet production activities are not in accordance with the PO.

Given the stranded demand for manganan products increased drastically, causing the cost to be low, this is due to increased sales that are not followed by an increase in raw material inventory.

Stranded will have a positive impact on the hotel's total revenue report, but stranded handling is incompatible with systems and procedures in which raw material inefficiencies and timing of materials are shuffled on 27 May.

Based on the above discussion, purchase system needs to be addressed, especially in supplier selection, where management must select suppliers in order to meet the needs of production, so that the production process more efficient. Some ways that can be done for future stranded handling: (1) Last minutes supplier: management goods need to establish cooperation with suppliers or suppliers of foodstuffs where, suppliers are able to provide the required goods and delivery of goods on the same day, so that production activities can run smoothly. (2) House Bank: It is necessary to provide a house bank (cash for operational needs) which will be controlled by General Chasier in the culinary department, this is to minimize the use of personal money from culinary staff for the purchase of production materials in cash. (3) Supplier access: Purchasing must provide supplier access to Culinary supervisor, in case of shortage of materials for production at the time of purchasing office is closed. Staff culinary can order goods directly to the supplier, where the goods use the contract price, so as to reduce cost and time efficiency. Purchase of goods can not be through the system so that the purchase of goods made in cash using a house bank.

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