

ABSTRACT

PT. Tunas Harapan Meubelindo is a company engaged in the production, sale and delivery of furniture products in large scale. However, there are several obstacles faced by the company, namely the system that runs in the company is still semi-computerized so that obtaining greater profits requires a long time and the process of inputting data on furniture product sales is often not in accordance with the transactions that have occurred. In this study, the company needed an application to determine the number of sales of meubek products in the coming period so that the company would gain increasingly rapid profits. In this study, the authors applied the least squares method in calculating the predicted number of furniture product sales. Companies often experience several obstacles in terms of recording the number of predictions of furniture product sales and the system that is running is still classified as semi-computerized so that making product sales reports and submitting reports to leaders takes a long time and the resulting reports are less accurate, while for the calculation of product sales prediction data still using a simple calculator so it is inefficient because it takes a long time and to complete the job requires a method in calculating the prediction of furniture sales.

Keywords: *Sales, Meubel, Forecasting, Least Squares.*