ABSTRCT

A trading company is a company whose main activity is buying goods tangible from the supplier and sell it directly to consumers without it processing. The number of trading companies causes competition the tighter that ultimately makes the company a lot of strategy selling. One strategy of selling is credit selling raises receivables, due to the rise in giving receivables companies are often out of control when giving accounts. One method accounts receivable controller using Aging schedule, the use of that method is biased used to determine forecasting in decision making in giving credit. This research produces a server application that can process accounts receivable information contained in a trading company. Generates admin based applications web that can display the results of analysis and forecasting for retrieval decisions in company receivables

Keywords: Trading companies, accounts receivable, forecasting, collection decision