

**STRATEGY TO INCREASE REVENUE SERVICE VESSEL TRAILER SST 74 PT.
XYZ THROUGH RECONDITIONING TRAILER**

By

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MASTER'S DEGREE
in

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Revision after The Thesis Defense on February 3, 2026

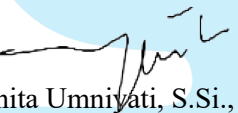
STATEMENT BY THE AUTHOR

I hereby declare that this submission is my own work and to the best of my knowledge, it contains no material previously published or written by another person, nor material which to a substantial extent has been accepted for the award of any other degree or diploma at any educational institution, except where due acknowledgement is made in the thesis.


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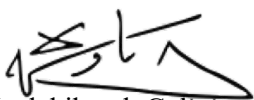
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ABSTRACT

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PT XYZ is a coal transportation company operating in Tabalong, South Kalimantan, hauling coal from ROM to Port Kelanis using Patria SST74 trailer units supported by Triatra Sinergia Pratama. As of YTD 2024, the company operates 407 units. The planned increase in coal production from 48 million tons in 2023 to 52 million tons in 2025 has increased the demand for trailer units, leading PT XYZ to reactivate and recondition scrap units through Triatra. Two vendors were appointed for the reconditioning process, but due to operational issues at the other vendor, PT XYZ currently relies solely on TSP. The reconditioning process runs from P2V inspection to BAST handover, with a target of two units per month. However, this target was not achieved in 2024, raising concerns and prompting PT XYZ to request an increase in reconditioning production. The improvement process is based on the PDCA (Plan–Do–Check–Action) cycle, where problems are analyzed and improvement plans are developed using data analysis and root cause identification tools, then implemented through structured actions. By using the strategy that has been implemented, achievement of purchase orders as a result from guide new customer PT. XYZ, cut off for Desember 2025 from the previous total of 57 units to 71 in 2025, which is an increase of around 20% and influences revenue increasing by around 30% from 2024.

Keywords: *Hauling Road, Recondition Trailer, Revenue, PDCA, Production*



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DEDICATION

Alhamdulillah, all praise to Allah SWT who has given the abundance of His mercy and grace upon me, so that I can do it complete this thesis. This thesis is the first step towards further success, for that I want dedicates this work to:

1. My little family who has accompanied me in the process.
2. Swiss German University, where I studied.
3. Beloved company, PT. Triatra Sinergia Pratama (United Tractors Group).
4. My Nation and Country, Indonesia.



ACKNOWLEDGEMENTS

All praise to Allah SWT who given his guidance and blessing to the writer for finishing this Thesis entitled “Strategy to Increase Revenue Service Vessel Trailer SST 74 PT. XYZ Through Reconditioning Trailer”. This thesis report has been improved by some great parties who suggested and guided by giving advice. There for, my sincere gratitude to:

1. Dr. Yunita Umniyati, S.Si., M.Sc
2. Dr. Maulahikmah Galinium, S.Kom., M.Sc.



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