

## **ABSTRACT**

*The development of Indonesia's economy can not be separated from the existing industries in the areas scattered throughout Indonesia. Purbalingga as one of the districts in Central Java has a potential and growing industrial sector. One of them is the exhaust industry in Pesayangan. Like other industries, the exhaust industry in Purbalingga also has problems such as capital difficulties, difficulties in product distribution, and supply of raw materials for production. These problems include into supply chain management. Furthermore, this study aims to examine the influence of long-term relationship, information sharing, trust, and process integration on supply chain management performance.*

*The population of this study is the company in the exhaust industry in Purbalingga which amounted to 148. This research will use a sample of 100 respondents through questionnaires, where the data obtained will be analyzed include validity test, reliability test, classical assumption test, t test, and coefficient of determination test*

*The test results show that the indicators in this study are valid and reliable. The most influential variables are long-term relationship (0,286), then trust (0,208), process integration (0,176), and information sharing (0,169). These results show that all independent variables have a positive and significant influence on the dependent variable supply chain management performance.*

*Keywords: Long-term relationship, information sharing, trust, process integration, supply chain management performance.*