

PRODUCCION DE HILOS 2018

MES	10/1P	12/1P	14/1P	16/1P	18/1P	20/1P	22/1P	24/1P	22/1Maquila	25/1P	HILO 30/1 Ne	ALGODON
ENE	4,792.28	0.00	0.00	15,297.04	0.00	778.52	1,250.24	8,107.23	9,940.03	0.00	0.00	40,165.34
FEB	3,495.85	0.00	0.00	14,472.15	0.00	0.00	0.00	6,065.49	4,693.96	0.00	0.00	28,727.45
MAR	0.00	0.00	0.00	29,437.18	0.00	0.00	0.00	7,686.00	0.00	0.00	0.00	37,123.18
ABR	5,732.64	0.00	0.00	38,630.39	0.00	1,955.51	0.00	8,971.42	0.00	0.00	0.00	55,289.96
MAY	0.00	0.00	0.00	37,116.30	0.00	12,737.10	0.00	0.00	0.00	0.00	0.00	49,853.40
JUN	0.00	0.00	0.00	51,526.05	0.00	9,865.76	0.00	0.00	0.00	0.00	0.00	61,391.81
JUL	0.00	0.00	0.00	33,897.32	0.00	8,785.66	0.00	0.00	0.00	0.00	0.00	42,682.98
AGO	0.00	0.00	0.00	3,798.97	0.00	8,117.73	0.00	6,500.95	0.00	0.00	0.00	18,417.65
SET	0.00	0.00	0.00	29,965.63	0.00	6,002.38	0.00	0.00	0.00	0.00	0.00	35,968.01
OCT	0.00	0.00	0.00	14,452.16	0.00	14,057.94	0.00	0.00	0.00	0.00	0.00	28,510.10
NOV	0.00	0.00	0.00	2,765.40	0.00	4,108.72	0.00	0.00	0.00	0.00	0.00	6,874.12
DIC	0.00	0.00	0.00	9,094.16	0.00	3,681.29	0.00	19,003.84	0.00	0.00	0.00	31,778.29
	14,020.77	0.00	0.00	280,452.75	0.00	70,090.61	1,250.24	56,334.93	14,633.99	0.00	0.00	436,783.29

ACUMULADO HISTORICO	295,345.46	85,450.44	175,839.05	1,361,633.38	2,200,621.40	851,878.53	108,278.45	882,624.35	14,633.99	93,267.78	41,680.14	6,111,252.98
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MES	10/1PA	12/1AP	12/1PA	15/1PA	16/1PA	20/1PA	24/1PA	30/PA	TOTALALGODON	TOTAL HILOS
ENE	1,697.38	0.00	0.00	14,571.65	0.00	0.00	2,803.48	0.00	18,072.51	58,237.85
FEB	555.28	0.00	0.00	17,132.55	0.00	0.00	5,047.06	0.00	22,734.89	51,462.34
MAR	2,425.58	0.00	0.00	11,749.92	0.00	0.00	1,876.66	0.00	16,052.18	53,175.34
ABR	0.00	0.00	0.00	1,870.92	0.00	0.00	5,642.67	0.00	7,513.59	62,809.55
MAY	1,998.55	0.00	0.00	1,731.59	0.00	0.00	7,282.57	0.00	11,012.71	60,866.11
JUN	561.88	0.00	0.00	5,289.12	0.00	0.00	922.09	0.00	6,773.09	68,164.90
JUL	2,876.27	0.00	193.70	4,742.05	0.00	0.00	7,423.08	0.00	15,235.10	57,918.08
AGO	2,511.07	5,206.88	4,980.49	5,200.34	0.00	0.00	6,055.08	0.00	23,953.86	42,371.51
SET	0.00	0.00	0.00	6,716.73	0.00	0.00	0.00	0.00	6,716.73	42,684.74
OCT	5,769.01	0.00	0.00	0.00	0.00	367.70	8,501.93	0.00	14,638.64	43,148.74
NOV	0.00	0.00	3,220.43	10,653.52	0.00	0.00	0.00	0.00	13,873.95	20,748.07
DIC	0.00	1,569.74	2,473.08	0.00	0.00	0.00	0.00	0.00	4,042.82	35,822.11
	18,395.02	6,776.62	10,867.70	79,658.39	0.00	367.70	45,554.62	0.00	161,420.05	598,403.34

ACUMULADO HISTORICO	38,615.04	6,776.62	10,916.99	107,763.05	2,092.14	23,783.71	90,451.04	489.04	280,887.63	5,868,800.18
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anexo 2
RESUMEN DE VENTAS NETAS 2018

KILOGRAMOS

MES	10/1P	12/1P	14/1P	16/1P	18/1P	20/1P	22/1P	24/1P	20/1Maquila	25/1Maquila	30/1P	ALGODON
ENE	2,424.07	0.00	0.00	16,058.57	0.00	778.52	1,250.24	8,806.97	9,207.45	0.00	0.00	38,525.82
FEB	5,864.06	0.00	0.00	12,619.51	0.00	0.00	0.00	9,685.11	5,426.54	0.00	0.00	33,595.22
MAR	0.00	0.00	0.00	16,758.65	0.00	0.00	0.00	6,054.54	0.00	0.00	0.00	22,813.19
ABR	1,059.74	0.00	0.00	13,734.44	0.00	0.00	0.00	458.62	0.00	0.00	0.00	15,252.80
MAY	3,132.36	0.00	0.00	20,183.86	0.00	10,913.67	0.00	33.08	0.00	0.00	0.00	34,262.97
JUN	1,532.64	0.00	0.00	14,924.48	0.00	10,794.46	0.00	0.00	0.00	0.00	0.00	27,251.58
JUL	0.00	0.00	0.00	12,526.11	0.00	7,058.96	0.00	3,158.35	0.00	0.00	0.00	22,743.42
AGO	0.00	0.00	0.00	10,694.07	0.00	10,021.74	0.00	3,630.06	0.00	0.00	0.00	24,345.87
SET	0.00	0.00	0.00	19,439.99	0.00	8,225.57	0.00	1,209.99	0.00	0.00	0.00	28,675.55
OCT	0.00	0.00	0.00	9,735.43	0.00	7,608.55	0.00	32.50	0.00	0.00	0.00	17,376.48
NOV	0.00	0.00	0.00	3,850.11	0.00	9,545.16	0.00	3,065.72	0.00	0.00	0.00	16,460.99
DIC	0.00	0.00	0.00	0.00	0.00	3,388.44	0.00	0.00	0.00	0.00	0.00	3,388.44

TOTAL	14,012.87	0.00	0.00	150,525.22	0.00	68,335.07	1,250.24	36,134.94	14,633.99	0.00	0.00	284,892.33
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ACUMULADO HISTORICO	295,526.93	85,450.34	175,835.34	1,218,169.26	2,192,803.63	838,224.96	108,278.45	858,133.92	14,633.99	93,267.78	41,687.33	5,342,083.24
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MES	10/1PA	12/1AP	12/1PA	15/1PA	16/1PA	20/1PA	24/1PA	30/PA	POLIALGODON
ENE	1,697.38	0.00	0.00	18,142.67	0.00	0.00	1,942.20	0.00	21,782.25
FEB	555.28	0.00	0.00	17,871.46	0.00	0.00	4,415.71	0.00	22,842.45
MAR	1,613.66	0.00	0.00	10,685.05	0.00	0.00	2,301.04	0.00	14,599.75
ABR	811.92	0.00	0.00	0.00	0.00	0.00	5,597.81	0.00	6,409.73
MAY	1,194.04	0.00	0.00	4,667.38	0.00	0.00	5,224.54	0.00	11,085.96
JUN	1,366.39	0.00	0.00	4,051.07	0.00	0.00	3,647.47	0.00	9,064.93
JUL	1,272.75	0.00	193.70	3,082.45	27.95	0.00	2,517.17	0.00	7,094.02
AGO	920.87	5,206.88	4,046.56	5,467.39	0.00	0.00	5,856.61	0.00	21,498.31
SET	1,895.87	0.00	323.92	2,630.60	0.00	0.00	5,550.14	0.00	10,400.53
OCT	775.19	0.00	580.38	941.92	0.00	0.00	1,520.69	0.00	3,818.18
NOV	804.64	0.00	1,519.20	8,891.91	0.00	0.00	4,667.85	0.00	15,883.60
DIC	1,364.52	1,569.74	1,701.23	3,117.40	0.00	0.00	730.32	0.00	8,483.21

TOTAL	14,272.51	6,776.62	8,364.99	79,549.30	27.95	0.00	43,971.55	0.00	152,962.92
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ACUMULADO HISTORICO	14,272.51	6,776.62	8,364.99	79,549.30	27.95	0.00	43,971.55	0.00	152,962.92
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TOTAL HILOS
60,308.07
56,437.67
37,412.94
21,662.53
45,348.93
36,316.51
29,887.44
45,844.18
39,276.08
21,194.66
32,344.59
11,871.83

487,855.23

5,495,046.16

anexo 3

RESUMEN DE VENTAS NETAS 2018

DOLARES

MES	10/1P	12/1P	14/1P	16/1P	18/1P	20/1P	22/1P	24/1P	20/1Maquila	25/1Maquila	30/1P	ALGODON
ENE	7,938.63	0.00	0.00	59,654.57	0.00	3,051.80	4,963.45	35,394.90	12,890.43	0.00	0.00	123,893.78
FEB	19,234.12	0.00	0.00	46,250.20	0.00	0.00	0.00	38,934.14	7,597.15	0.00	0.00	112,015.61
MAR	0.00	0.00	0.00	60,039.22	0.00	0.00	0.00	24,339.25	0.00	0.00	0.00	84,378.47
ABR	3,550.13	0.00	0.00	50,077.28	0.00	0.00	0.00	1,802.38	0.00	0.00	0.00	55,429.79
MAY	10,493.41	0.00	0.00	72,873.83	0.00	39,333.88	0.00	130.00	0.00	0.00	0.00	122,831.12
JUN	5,655.44	0.00	0.00	61,638.09	0.00	42,746.05	0.00	0.00	0.00	0.00	0.00	110,039.58
JUL	0.00	0.00	0.00	50,588.35	0.00	28,056.58	0.00	12,696.57	0.00	0.00	0.00	91,341.50
AGO	0.00	0.00	0.00	43,002.35	0.00	39,686.09	0.00	14,710.18	0.00	0.00	0.00	97,398.62
SET	0.00	0.00	0.00	77,963.53	0.00	32,613.59	0.00	5,227.16	0.00	0.00	0.00	115,804.28
OCT	0.00	0.00	0.00	40,207.32	0.00	30,129.86	0.00	140.40	0.00	0.00	0.00	70,477.58
NOV	0.00	0.00	0.00	15,900.96	0.00	37,798.82	0.00	13,031.61	0.00	0.00	0.00	66,731.39
DIC	0.00	0.00	0.00	0.00	0.00	13,418.22	0.00	0.00	0.00	0.00	0.00	13,418.22
TOTAL	46,871.73	0.00	0.00	578,195.70	0.00	286,834.89	4,963.45	146,406.59	20,487.58	0.00	0.00	1,063,758.54

ACUMULADO HISTORICO	1,127,914.69	362,522.49	681,253.89	4,292,050.48	9,019,540.29	3,634,458.71	502,350.93	3,684,514.96	20,487.58	336,537.15	218,274.23	21,948,448.65
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MES	10/1PA	12/1AP	12/1PA	18/1PA	18/1PA	20/1PA	24/1PA	30/PA	POLIALGODON
ENE	4,729.11	0.00	0.00	55,078.54	0.00	0.00	6,700.59	0.00	66,508.24
FEB	1,549.23	0.00	0.00	54,507.96	0.00	0.00	15,454.99	0.00	71,512.18
MAR	4,502.12	0.00	0.00	32,602.46	0.00	0.00	8,053.65	0.00	45,158.23
ABR	2,265.26	0.00	0.00	0.00	0.00	0.00	19,592.94	0.00	21,857.60
MAY	3,331.38	0.00	0.00	18,827.60	0.00	0.00	18,285.90	0.00	35,444.88
JUN	4,194.82	0.00	0.00	12,558.32	0.00	0.00	13,860.38	0.00	30,613.52
JUL	3,907.35	0.00	542.36	9,555.60	95.31	0.00	9,565.25	0.00	23,665.87
AGO	2,827.08	16,401.67	11,998.65	16,889.11	0.00	0.00	22,255.11	0.00	69,911.62
SET	5,820.32	0.00	1,036.54	8,154.86	0.00	0.00	21,090.52	0.00	36,102.24
OCT	2,375.51	0.00	1,654.08	2,884.06	0.00	0.00	5,778.62	0.00	12,692.27
NOV	2,470.25	0.00	4,329.72	27,200.44	0.00	0.00	17,737.82	0.00	51,738.23
DIC	4,136.89	4,944.68	4,763.44	9,508.07	0.00	0.00	2,775.22	0.00	26,128.10
TOTAL	42,109.12	21,346.35	23,864.79	242,765.02	95.31	0.00	161,150.39	0.00	491,330.98

TOTAL HILOS
190,400.02
188,327.79
128,836.70
77,287.39
158,276.00
140,858.10
115,007.37
167,810.24
151,906.52
88,169.63
116,489.62
38,546.32

1,333,090.92

ACUMULADO HISTORICO	95,833.54	21,346.35	23,864.79	313,031.86	5,596.32	67,652.57	305,270.82	1,760.54	491,330.98
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23,439,776.63

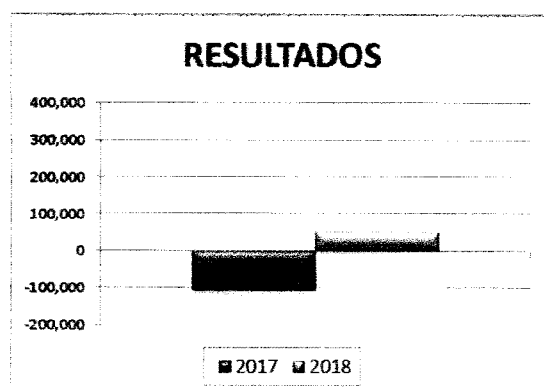
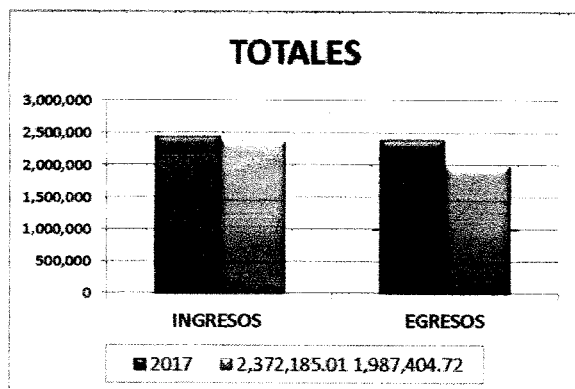
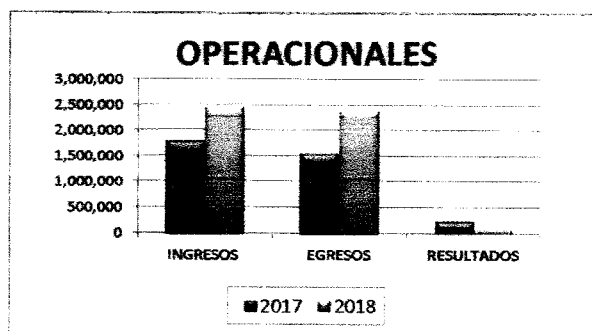
anexo 4
DATOS ESTADISTICOS

variaciones bodega	2017	2018	DIFERENCIA	%
COMPRAS DE ALGODÓN (kg.)	483,146	447,140	-36,006	-7.45%
CONSUMO ALGODÓN (kg)	466,534	531,626	65,092	13.95%
COMPRAS DE POLIESTER (kg.)	122,788	61,438	-61,350	100.00%
CONSUMO POLIESTER (kg)	79,140	105,188	26,048	100.00%
PRODUCCION HILO ALGODÓN (kg)	404,073	436,783	32,710	8.10%
PRODUCCION HILO POLIALGODON (kg)	119,268	161,620	42,352	100.00%
PRODUCCION HILO TOTAL (kg)	523,340	598,403	75,063	14.34%
DESPERDICIO (kg)	22,333	38,410	16,077	71.99%
SALDO ALGODÓN BODEGA (kg)	44,782	25,958	-18,825	-42.04%
SALDO POLIESTER BODEGA (kg)	43,880	15,897	-27,983	100.00%
VENTAS HILO (kg)	693,446	437,855	-255,591	-36.86%
CONSUMOS HILO EN TOALLAS	27,948	87,919	59,971	100.00%
SALDOS HILO BODEGA (kg)	16,256	88,886	72,629	446.78%

comercial	2017	2018	DIFERENCIA	%
COSTO ANUAL MATERIA PRIMA HILO ALGODON (dolares)	899,501	1,059,048	159,547	17.74%
COSTO ANUAL MATERIA PRIMA HILO POLIALGODON (dolares)	217,171	310,655	93,484	100.00%
COSTO MEDIO ALGODON (d./kg.)	2.23	2.42	0.20	8.92%
COSTO MEDIO POLIALGODON (d./kg.)	1.82	1.92	0.10	100.00%
VENTAS HILO (dolares)	2,274,486	1,555,091	-719,395	-31.63%
PRECIO MEDIO VENTA HILO (d./kg.)	3.28	3.55	0.27	8.28%

anexo 5
 RESULTADOS

	2017	2018	DIFERENCIA	%
INGRESOS OPERACION	2,456,629.33	2,372,185.01	-84,444	-3.44%
EGRESOS OPERACION	2,391,285.58	1,987,404.72	-403,881	-16.89%
RESULTADOS OPERACION	65,343.75	384,780.29	319,437	488.86%
INGRESOS NO OPERACIONALES	409,324.83	263,482.13	-145,843	-35.63%
EGRESOS NO OPERACIONALES	582,241.03	596,941.10	14,700	2.52%
RESULTADOS TOTALES	-107,572.45	51,321.32	158,894	-147.71%





anexo 6
facturacion toallas

FACTURACION	TOALLA LIMPION 1	TOALLA LIMPION 2	TOALLA ESCOLAR 1	TOALLA ESCOLAR 2	TOALLA PLAYERA 1	TOALLA PLAYERA 2	TOTAL
ENE	0.00	0.00	0.00	0.00	36,694.75	2,870.38	39,565.13
FEBRERO	1,056.00	0.00	0.00	0.00	28,566.02	6,199.10	33,821.12
MARZO	1,497.24	99.18	0.00	8.19	51,084.18	1,600.62	54,289.41
ABRIL	2,729.28	0.00	0.00	0.00	80,745.06	5,331.92	88,806.26
MAYO	394.68	49.97	0.00	0.00	88,215.62	7,570.64	96,230.91
JUNIO	2,184.00	0.00	0.00	0.00	66,626.88	4,062.80	72,873.68
JULIO	164.32	0.00	0.00	0.00	45,508.68	2,941.86	48,614.86
AGOSTO	0.00	0.00	0.00	0.00	84,457.19	1,970.41	86,427.60
SEPTIEMBRE	0.00	0.00	9.60	0.00	78,158.48	2,727.12	80,895.20
OCTUBRE	0.00	0.00	0.00	0.00	92,543.32	5,914.22	98,457.54
NOVIEMBRE	0.00	0.00	0.00	0.00	55,117.28	2,836.34	57,953.62
DICIEMBRE	0.00	0.00	17.00	0.00	13,867.17	746.69	14,630.86
PROMEDIO	668.78	12.43	2.22	0.68	69,965.39	3,731.01	772,566.19

elaborado F. Naranjo L.