



INFORME DE LABORES DE GERENCIA GENERAL A JUNTA ORDINARIA DE SOCIOS

AÑO 2013

**LUBRICANTES Y ACCESORIOS RJ 2000
CIA. LTDA.**

Nuestras líneas de productos:

Lubricantes: Valvoline, industriales, automotrices, etc

Filtros: Fram, filtros de aceite, combustibles.

Bujías, automotrices, otros

Refrigerantes, otros.



WAGNER



LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.
RESUMEN DE VENTAS 2013 COMPARATIVOS AL AÑO 2007

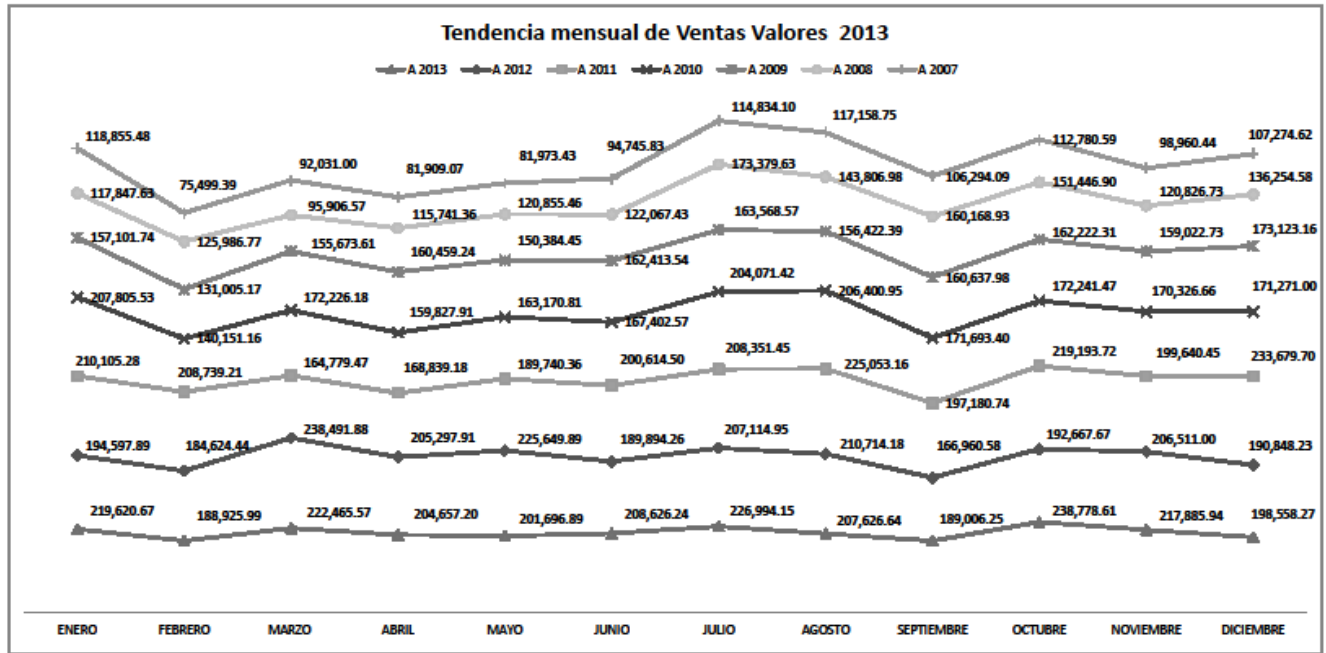
CORTE AL 31 DE DICIEMBRE DEL 2013

#	MES	% PARTIC. 2013	A 2013	A 2012	A 2011	A 2010	A 2009	A 2008	A 2007	% Crec. 2013-2012	% Crec. 2013-2011	% Crec. 2013-2010	% Crec. 2013-2009	% Crec. 2013-2008	Valores 2013 - 2012	P.EQUILIBRIO \$ 175,000.00
1	ENERO	8.70%	219,620.67	194,597.89	210,105.28	207,805.53	157,101.74	117,847.63	118,855.48	12.86%	4.53%	5.69%	39.80%	86.36%	25,022.78	44,620.67
2	FEBRERO	7.48%	188,525.99	184,624.44	208,739.21	140,151.16	131,005.17	125,986.77	75,499.39	2.33%	-4.45%	34.80%	44.21%	49.96%	4,301.55	13,925.99
3	MARZO	8.81%	222,465.57	238,491.88	164,779.47	172,226.18	155,673.61	95,906.57	92,031.00	-6.72%	35.01%	29.17%	42.91%	131.96%	-16,026.31	47,465.57
4	ABRIL	8.11%	204,657.20	205,297.91	168,839.18	159,827.91	160,459.24	115,741.36	81,909.07	-0.31%	21.21%	28.05%	27.54%	76.82%	-640.71	29,657.20
5	MAYO	7.59%	201,696.89	225,649.89	185,740.36	163,170.81	150,384.45	120,855.46	81,973.43	-10.62%	6.30%	23.61%	34.12%	66.89%	-23,953.00	26,596.89
6	JUNIO	8.26%	208,626.24	189,894.26	200,614.50	167,402.57	162,413.54	122,067.43	94,745.83	9.86%	3.99%	24.63%	28.45%	70.91%	18,731.98	33,626.24
7	JULIO	8.99%	226,994.15	207,114.95	208,351.45	204,071.42	163,568.57	173,379.63	114,834.10	9.60%	8.95%	11.23%	38.78%	30.92%	19,879.20	51,994.15
8	AGOSTO	8.22%	207,626.64	210,714.18	225,053.16	206,400.95	156,422.39	143,806.98	117,158.75	-1.47%	-2.74%	0.59%	32.73%	44.38%	-3,087.54	32,626.64
9	SEPTIEMBRE	7.49%	189,005.25	166,960.58	197,190.74	171,693.40	160,637.98	160,168.93	106,294.09	13.20%	-4.15%	10.08%	17.66%	18.00%	22,045.67	14,005.25
10	OCTUBRE	9.46%	238,778.61	192,667.67	219,193.72	172,241.47	162,222.31	151,446.90	112,780.59	23.93%	8.93%	38.63%	47.19%	57.66%	46,110.94	63,778.61
11	NOVIEMBRE	8.63%	217,885.94	206,511.00	199,640.45	170,326.66	159,022.73	120,826.73	98,960.44	5.51%	9.14%	27.92%	37.02%	80.33%	11,374.94	42,885.94
12	DICIEMBRE	7.86%	198,558.27	190,848.23	233,679.70	171,271.00	173,123.16	136,254.58	107,274.62	4.04%	-15.03%	15.93%	14.69%	45.73%	7,710.04	23,558.27
TOTAL			2,624,842.42	2,413,372.88	2,426,917.22	2,108,688.08	1,882,054.88	1,684,288.87	1,202,316.78	4.62%	4.08%	19.86%	33.46%	68.37%	111,488.64	424,842.42

TOTALES A DICIEMBRE	VENTAS 2013	VENTAS 2012	% CRECI.	VAL. \$ 13 - 12
	2,624,842.42	2,413,372.88	4.62%	111,488.64

TRIMESTRE	Por Trimestre														
	2013	2012	2011	2010	2009	2008	2007	% Crec. 2013-2012	% Crec. 2013-2011	% Crec. 2013-2010	% Crec. 2013-2009	% Crec. 2013-2008	Valores 2013 - 2012	Valores 2013 - 2011	Valores 2013 - 2010
ENERO-MARZO	631,012.23	617,714.21	593,623.96	520,182.87	443,780.52	339,740.97	286,385.87	2.15%	8.12%	21.21%	42.19%	86.73%	13,298.02	47,388.27	110,829.36
ABRIL-JUNIO	614,980.33	620,842.06	559,194.04	450,401.29	473,257.23	358,664.25	258,628.33	-0.94%	9.98%	25.40%	29.95%	71.46%	-5,861.73	55,786.29	124,579.04
JULIO-SEPT.	623,627.04	584,789.71	630,585.35	582,165.77	480,628.94	477,355.54	338,286.94	6.54%	-1.10%	7.12%	29.75%	30.64%	36,837.33	-6,558.21	41,461.27
OCTUBRE - DICIEMBRE	655,222.82	590,026.90	652,513.87	513,839.13	494,368.20	408,528.21	319,015.65	11.05%	0.42%	27.52%	32.54%	60.39%	65,195.92	2,708.95	141,383.69
TOTAL	2,624,842.42	2,413,372.88	2,426,917.22	2,108,688.08	1,882,054.88	1,684,288.87	1,202,316.78	4.62%	4.08%	19.86%	33.46%	68.37%	111,488.64	88,826.20	418,263.38

Promedios mensuales AL MES: DICIEMBRE														
Periodicidad	2013	2012	2011	2010	2009	2008	2007	% Crec. 2013-2012	% Crec. 2013-2011	% Crec. 2013-2010	% Crec. 2013-2009	% Crec. 2013-2008	Valores 2013 - 2012	Valores 2013 - 2011
Mensual	210,403.54	201,114.41	202,159.77	175,549.09	157,669.57	132,024.08	100,193.07	4.62%	4.08%	19.85%	33.45%	59.37%	9,289.13	8,243.77



LUBRICANTES Y ACCESORIOS RU 2000 CIA. LTDA.
ANALISIS DE IMPUESTO A LA RENTA
 DEL 2000 AL 2013

CONCEPTOS - AÑOS	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	TOTALES
VENTAS	59,325.85	336,818.29	406,789.29	482,839.99	717,671.08	813,510.75	1,052,914.77	1,202,316.79	1,584,288.97	1,905,691.54	2,107,035.06	2,425,972.66	2,413,372.88	2,556,749.62	18,065,297.54
UTILIDAD NETA	973.15	1,725.12	-14,114.90	18,011.85	18,269.83	19,516.43	30,585.11	36,460.87	43,101.22	60,431.32	98,851.27	99,921.87	86,360.58	110,193.26	610,286.98
BASE IMPONIBLE	827.18	3,034.50	0.00	15,188.87	12,706.39	13,765.99	23,174.36	29,296.34	37,728.71	52,844.91	97,274.46	91,013.50	80,944.46	102,640.74	560,439.40
IMPUESTO A LA RENTA	206.79	758.63	0.00	3,797.22	3,176.60	3,441.58	5,793.59	7,323.83	9,432.18	13,211.23	24,318.62	28,415.19	27,679.37	33,583.93	161,138.68
ANTICIPO IMPUESTOS	202.63	2.08	0.00	0.00	0.00	0.00	0.00	0.00	2,856.60	4,989.90	10,334.14	11,174.72	17,657.58	17,402.78	64,620.43
RETENCIONES EN LA FUENTE	0.00	1,308.80	2,306.98	3,669.67	2,855.72	2,973.34	3,039.47	5,958.99	6,334.36	6,259.49	6,571.95	9,062.15	9,976.56	9,889.84	70,207.32
A PAGAR	4.16	-552.25	-2,306.98	127.55	320.88	468.16	2,754.12	1,364.84	241.22	1,961.84	7,412.53	8,178.32	45.23	6,291.31	26,310.93

Nota: 2002 año de pérdida

CONCEPTOS - AÑOS	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
PROMEDIO VTAS MENSUAL X AÑO	4,943.82	28,068.19	33,899.11	40,236.67	59,805.92	67,792.56	87,742.90	100,193.07	132,024.08	158,807.63	175,586.26	202,164.39	201,114.41	213,062.47
% IMPUESTO / VENTAS	0.35%	0.23%	0.00%	0.79%	0.44%	0.42%	0.55%	0.61%	0.60%	0.69%	1.15%	1.17%	1.15%	1.31%
% CRECIMIENTO PROMEDIO X AÑO		467.74%	20.77%	18.70%	48.64%	13.35%	29.43%	14.19%	31.77%	20.29%	10.57%	15.14%	-0.52%	5.94%
% RENDIMIENTO (UTILIDAD / VTA NETA)	1.64%	0.51%	-3.47%	3.73%	2.55%	2.40%	2.90%	3.03%	2.72%	3.17%	4.69%	4.12%	3.58%	4.31%

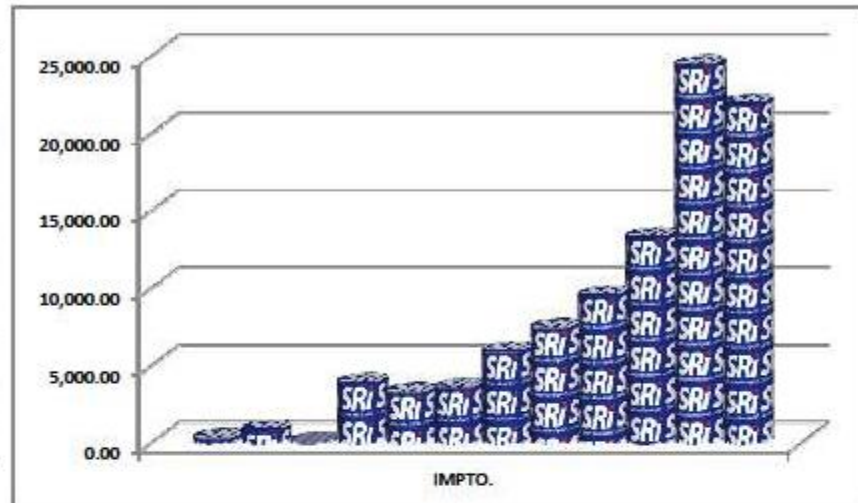


LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTA.

IMPUESTO A LA RENTA POR AÑOS

AÑO 2000 AL 2013

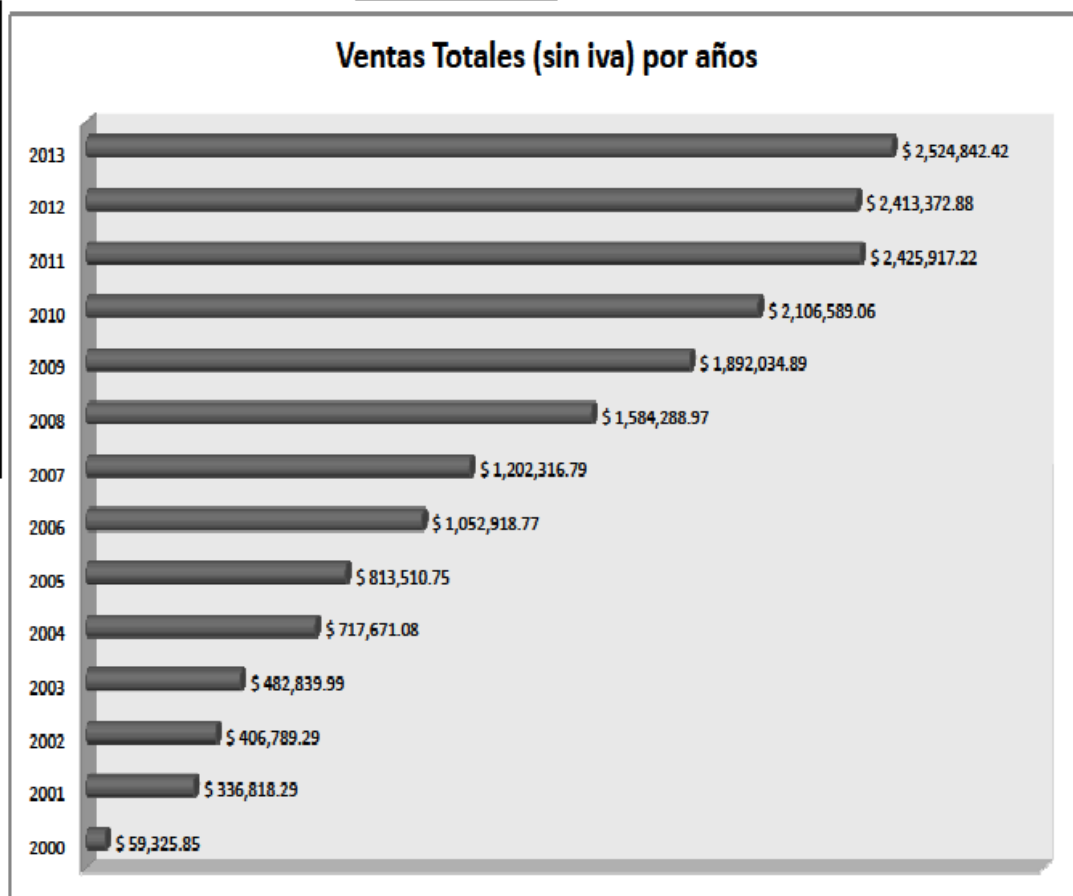
AÑO	IMPTO.
2000	206.79
2001	758.63
2002	0.00
2003	3,797.22
2004	3,176.60
2005	3,441.50
2006	5,793.59
2007	7,323.84
2008	9,432.18
2009	13,211.23
2010	24,318.62
2011	21,843.24
2012	18,617.22



CONSULTA DE IMPUESTO A LA RENTA Y SALIDA DE DIVISAS	
Decoración	
Búsqueda de Impuesto a la Renta y Salida de Divisas Socios/as	
Filtro: Todos	
Act. Socio	IMP.
510	5101344500
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513	5101344503
514	5101344504
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517	5101344507
518	5101344508
519	5101344509
520	5101344510
521	5101344511
522	5101344512
523	5101344513
524	5101344514
525	5101344515
526	5101344516
527	5101344517
528	5101344518
529	5101344519
530	5101344520
531	5101344521
532	5101344522
533	5101344523
534	5101344524
535	5101344525
536	5101344526
537	5101344527
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587	5101344577
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623	5101344613
624	5101344614
625	5101344615
626	5101344616
627	5101344617
628	5101344618
629	5101344619
630	5101344620
631	5101344621
632	5101344622
633	5101344623
634	5101344624
635	5101344625
636	5101344626
637	5101344627
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645	5101344635
646	5101344636
647	5101344637
648	5101344638
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653	5101344643
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697	5101344687
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704	5101344694
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707	5101344697
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709	5101344699
710	5101344700
711	5101344701
712	5101344702
713	5101344703
714	5101344704
715	5101344705
716	5101344706
717	5101344707
718	5101344708
719	5101344709
720	5101344710
721	5101344711
722	5101344712
723	5101344713
724	5101344714
725	5101344715
726	5101344716
727	5101344717
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729	5101344719
730	5101344720
731	5101344721
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733	5101344723
734	5101344724
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737	5101344727
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753	5101344743
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761	5101344751
762	5101344752
763	5101344753
764	5101344754
765	5101344755
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767	5101344757
768	5101344758
769	5101344759
770	5101344760
771	5101344761
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777	5101344767
778	5101344768
779	5101344769
780	5101344770
781	5101344771
782	5101344772
783	5101344773
784	5101344774
785	5101344775
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787	5101344777
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791	5101344781
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825	5101344815
826	5101344816
827	5101344817
828	5101344818
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830	5101344820
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832	5101344822
833	5101344823
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837	5101344827
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839	5101344829
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841	5101344831
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885	5101344875
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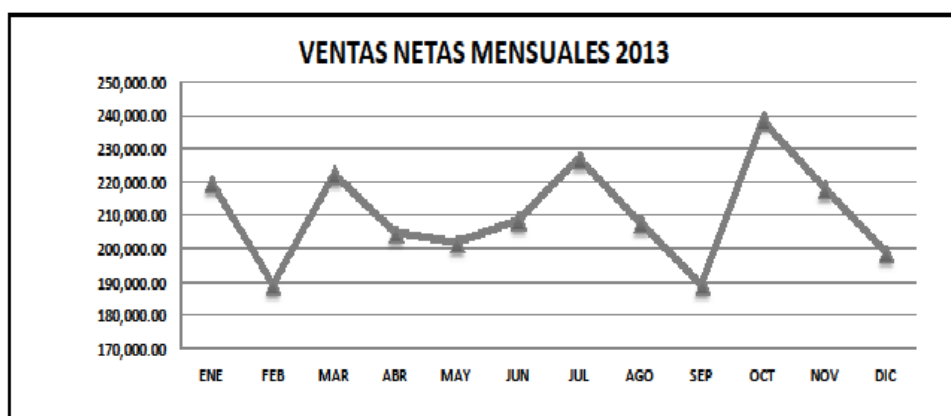
VENTAS POR AÑOS DOLARES**DESDE 2013 AL 2000**

AÑOS	VENTAS
2000	\$ 59,325.85
2001	\$ 336,818.29
2002	\$ 406,789.29
2003	\$ 482,839.99
2004	\$ 717,671.08
2005	\$ 813,510.75
2006	\$ 1,052,918.77
2007	\$ 1,202,316.79
2008	\$ 1,584,288.97
2009	\$ 1,892,034.89
2010	\$ 2,106,589.06
2011	\$ 2,425,917.22
2012	\$ 2,413,372.88
2013	\$ 2,524,842.42



LUBRICANTES Y ACCESORIOS RJ 2000 CIA LTDA
VENTAS 2013 ANALISIS GRAFICO Y NUMERICO

RESUMEN			
MES	FACTURA	N/CREDITO	NETO
ENE	220,267.54	-846.87	219,620.67
FEB	189,017.51	-91.52	188,925.99
MAR	222,927.82	-462.25	222,465.57
ABR	206,185.37	-1,528.17	204,657.20
MAY	203,987.02	-2,290.13	201,696.89
JUN	208,768.84	-140.80	208,628.24
JUL	227,043.26	-49.11	226,994.15
AGO	207,626.64	0.00	207,626.64
SEP	189,071.04	-64.79	189,006.25
OCT	238,991.57	-212.96	238,778.61
NOV	218,716.85	-830.91	217,885.94
DIC	198,776.78	-218.51	198,558.27
TOTALES	2,531,378.24	-6,535.82	2,524,842.42



LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.
RESUMEN DE VENTAS POR LINEAS DE PRODUCTOS 2013
 VALORES, GALONES Y CANTIDADES - VENDEDORES

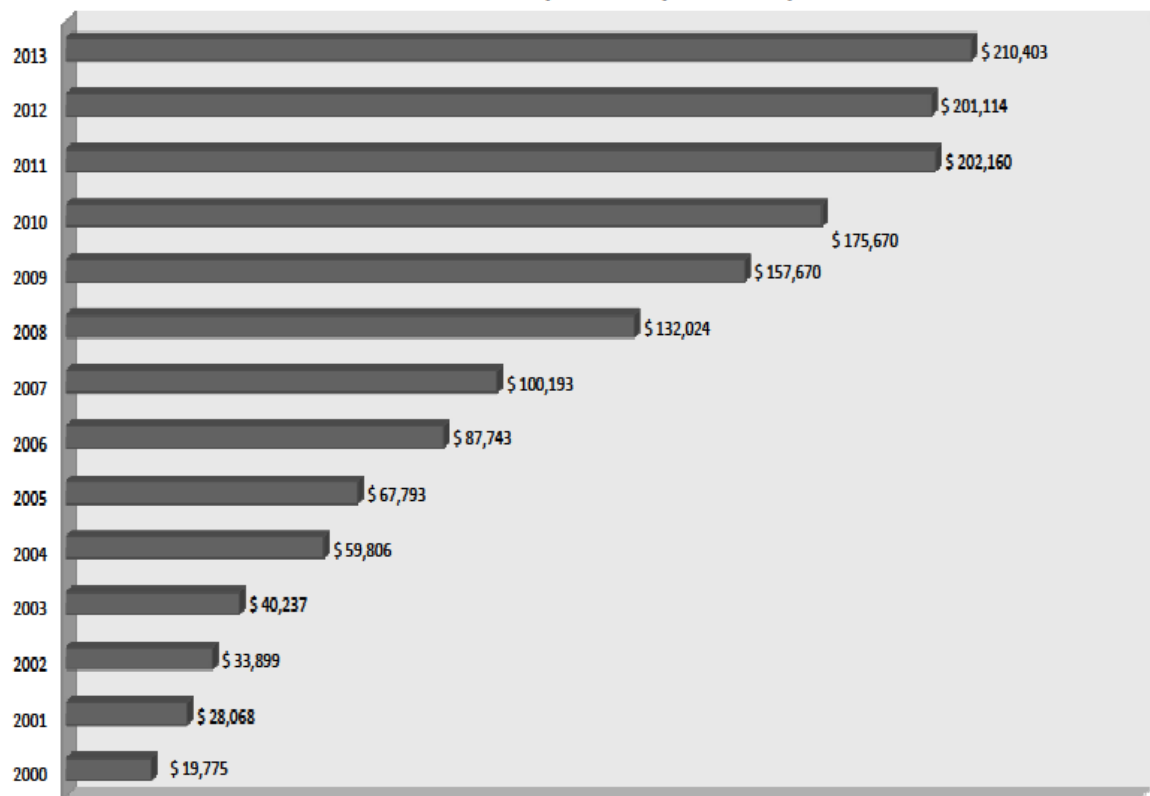
VENDEDOR	1. ACEITES		2. FILTROS		3. LIQ. FRENOS		4. BUJIAS		5. GRASAS	
	VALOR \$	GALONES	VALORES \$	UNIDADES	VALORES \$	UNIDADES	VALORES \$	UNIDADES	VALOR \$	GALONES
T.JIMENEZ	885,785.20	58333	887.17	401	80.12	23	117.81	70	485.70	37
J.FLORES	518,080.82	37522	18,887.88	7787	14,744.88	4535	15,835.97	8320	18,882.50	1280
E.JIMENEZ	347,121.28	25233	23,802.27	11888	18,587.88	8217	8,555.05	5710	8,278.47	810
I.FERNANDEZ	284,171.63	20548	14,428.50	6819	8,743.28	2394	11,038.34	6240	3,535.72	281
M.COX	275,849.10	21414	5,809.35	2302	9,572.73	2574	14,328.12	9384	11,058.81	801
C.VASCO	140,881.23	9888	4,880.75	2557	7,141.30	2358	3,921.33	2180	4,029.10	294
J.SAMANIEGO	1,153.72	83	100.71	39	80.72	24	93.90	50		
OFICINA	418.38	31	44.32	5						
Total general	2,261,271.46	171032	66,448.96	31608	57,940.67	18123	54,688.32	31954	44,250.30	3263

VENDEDOR	6. OTR.ACCESO		7. REFRIGERA.		8. OTROS REG.CONT		TOTALES		REFER.	VENTAS		DIF.
	VALORES \$	UNIDADES	VALORES \$	UNIDADES	VALORES \$	UNIDADES	VALORES \$	GALONES		2013	2012	
T.JIMENEZ	1,774.81	2883	890.29	398	-1,343.30	57	888,497.40	58370	TJ	688,497.40	720,515.09	-22,017.69
J.FLORES	5,780.23	2584	4,028.84	1854	5.10	514	590,105.93	38782	JF	590,105.93	485,566.03	104,539.90
E.JIMENEZ	3,728.90	2090	4,859.08	2043	-130.53	480	418,712.38	25843	EJ	416,712.38	407,504.59	9,207.79
I.FERNANDEZ	6,321.99	2801	3,735.17	1888	5.38	538	329,977.99	20809	IF	329,977.99	268,470.09	61,507.90
M.COX	5,056.28	1909	3,543.82	1302	-39.38	1	324,978.81	22215	MC	324,976.61	332,507.90	-7,531.29
C.VASCO	836.46	388	1,342.62	636	3.11	311	162,635.90	10162	CV	162,635.90	179,768.95	-17,133.05
J.SAMANIEGO	62.48	18					1,471.51	83	J.SA /ORI	1,471.51	18,654.27	-17,182.76
OFICINA			2.00	2			484.70	31	OFI	464.70	385.96	78.74
TOTALES	23,540.91	12453	18,201.42	7919	-1,499.62	1,881	2,524,842.42	174295		2,524,842.42	2,413,372.88	111,469.54

VENDEDOR	VALORES 2013	PROMEDIOS			% PARTICIPACION	
		2013	2012	% INC/DEC	2013	2012
T.JIMENEZ	888,497.40	58,208.12	60,042.92	-3.06%	27.66%	29.88%
J.FLORES	590,105.93	49,175.49	40,483.84	21.53%	23.37%	20.12%
E.JIMENEZ	418,712.38	34,728.03	33,858.72	2.26%	16.50%	16.89%
I.FERNANDEZ	329,977.99	27,498.17	27,708.99	-0.76%	13.07%	13.78%
M.COX	324,978.81	27,081.38	22,372.51	21.05%	12.87%	11.12%
C.VASCO	162,635.90	13,552.99	14,980.75	-9.53%	6.44%	7.45%
J.SAMANIEGO	1,471.51	122.83	1,554.52	-92.11%	0.08%	0.77%
OFICINA	484.70	38.73	32.16	20.40%	0.02%	0.02%
TOTALES	2,524,842.42	210,403.54	201,114.41	4.62%	100.00%	100.00%

RESUMEN GLOBAL POR LINEAS				
LINEAS	VALORES	GAL.	UNI.	% PART
ACEITES	2,261,271.46	171032		89.56%
FILTROS	66,448.96		31608	2.63%
LIQ.FRENOS	57,940.67		18123	2.28%
BUJIAS	54,688.32		31954	2.17%
GRASAS	44,250.30	3263		1.75%
OTR.ACC.	23,540.91		12453	0.93%
REFRIGER	18,201.42		7919	0.72%
OTR.REG.CON	-1,499.62		1881	-0.08%
TOTAL	2,524,842.42	174295	103938	100.00%

Promedio de Ventas mensuales por años (Valores \$) 2013 - 2000



RESUMEN DE VENTAS POR LINEAS DE PRODUCTOS 2013

VALORES, GALONES Y CANTIDADES

VALORES									
LINEAS	T.JIMENEZ	J.FLORES	E.JIMENEZ	I.FERNANDEZ	M.COX	C.VASCO	J.SAMANIEGO	OFICINA	TOTAL
1. ACEITES	895,795.20	516,080.92	347,121.28	284,171.83	275,849.10	140,881.23	1,153.72	418.38	2,281,271.46
2. FILTROS	897.17	16,987.89	23,902.27	14,426.50	5,809.35	4,880.75	100.71	44.32	66,448.96
4. BUJIAS	117.61	15,635.97	9,555.05	11,038.34	14,326.12	3,921.33	93.90		54,688.32
5. GRASAS	485.70	16,862.50	8,278.47	3,535.72	11,058.81	4,029.10			44,250.30
6. OTR. ACCESO	1,774.81	5,760.23	3,728.90	6,321.99	5,056.26	836.46	62.46		23,540.81
7. REFRIGERA.	890.29	4,028.64	4,858.08	3,735.17	3,543.62	1,342.62		2.00	18,201.42
8. OTROS REG.CON	-1,343.30	5.10	-130.53	5.38	-39.38	3.11			-1,499.82
3. LIQUIDO DE FRENOS	80.12	14,744.88	19,587.88	6,743.28	9,572.73	7,141.30	80.72		57,940.87
Total general	698,497.40	590,105.93	416,712.38	329,977.99	324,976.61	162,635.90	1,471.51	464.70	2,524,842.42

GALONES Y CANTIDADES										
VENDEDORES	1. ACEITES	4. BUJIAS	2. FILTROS	3. LIQ. FREN	6. OTR. ACC.	7. REFRI.	5. GRASAS	8. OTROS	TOTALES	
	GALONES	UNIDADES	UNIDADES	UNIDADES	UNIDADES	UNIDADES	GALONES	UNIDADES	GALONES	UNID.
T.JIMENEZ	56,333	70	401	23	2,863	396	37	57	56,370	3,414
J.FLORES	37,522	8,320	7,787	4,535	2,584	1,854	1,260	514	38,782	23,740
E.JIMENEZ	25,233	5,710	11,898	6,217	2,090	2,043	610	460	25,843	26,375
M.COX	21,414	9,384	2,302	2,574	1,909	1,302	801	-1	22,215	16,168
I.FERNANDEZ	20,548	6,240	6,819	2,394	2,601	1,886	261	538	20,809	18,392
C.VASCO	9,868	2,180	2,557	2,358	388	838	294	311	10,182	7,792
J.SAMANIEGO	83	50	39	24	18				83	131
OFICINA	31		5			2			31	5
TOTAL	171,032	31,954	31,608	18,123	12,453	7,919	3,263	1,879	174,295	96,017

LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.

FAMILIA:	COMPARATIVOS DE VENTAS									
	ACEITES DE CALIDAD									
	GALONES					VALORES				
MES	A 2010	A 2012	A 2011	A 2010	A 2008	A 2010	A 2012	A 2011	A 2010	A 2008
01 ENERO	13,711	12,280	15,268	17,898	12,522	190,691.54	164,930.87	179,348.34	184,930.37	140,203.12
02 FEBRERO	11,960	12,112	16,852	10,255	10,197	165,772.64	161,486.49	190,697.84	117,516.52	115,527.94
03 MARZO	14,713	16,226	11,363	13,722	13,645	195,663.02	211,828.33	138,974.84	150,483.35	143,633.43
04 ABRIL	13,006	13,553	12,028	11,820	13,033	177,963.49	179,445.81	140,758.46	136,974.69	141,632.01
05 MAYO	11,984	15,360	13,046	12,373	12,851	167,284.17	206,005.44	162,849.39	139,693.41	136,950.01
06 JUNIO	13,030	12,456	13,392	13,551	13,688	182,363.83	167,931.03	170,142.54	151,151.14	141,786.96
07 JULIO	14,693	13,065	14,471	15,504	13,617	198,644.33	176,397.46	182,467.53	174,617.40	143,890.71
08 AGOSTO	13,129	13,305	14,809	15,548	12,277	177,872.85	184,236.04	195,752.31	176,629.12	131,869.44
09 SEPTIEMBRE	12,168	10,641	13,101	12,446	13,029	166,661.82	146,106.87	173,477.67	146,628.88	140,486.60
10 OCTUBRE	15,719	12,289	13,410	13,080	13,423	209,609.17	171,480.10	182,870.35	150,039.13	143,874.81
11 NOVIEMBRE	14,219	13,303	13,915	12,403	13,136	195,183.29	179,819.94	186,273.74	142,937.47	139,354.54
12 DICIEMBRE	13,441	12,356	15,829	13,026	14,662	179,205.43	166,332.54	211,984.08	149,190.09	153,521.11
TOTAL	181,782	168,848	187,482	182,083	166,877	2,208,786.68	2,116,999.82	2,116,696.99	1,820,791.87	1,672,630.88

INCREMENTO EN GALONES 2010 - 2012	PORCENTAJE DE INCREMENTO 2010 - 2012	INCREMENTO EN GALONES 2010 - 2011	INCREMENTO EN GALONES 2010 - 2010	INCREMENTO EN GALONES 2010 - 2008
4816	3.07%	-5,721	-302	6,786
DECREMENTO AÑO ANTERIOR	-6.29%			

INCREMENTO EN DOLARES 2010 - 2012	PORCENTAJE DE INCREMENTO 2010 - 2012	INCREMENTO EN DOLARES 2010 - 2011	INCREMENTO EN DOLARES 2010 - 2010	INCREMENTO EN DOLARES 2010 - 2008
90,795.66	4.29%	81,188	388,004	634,286
INCREMENTO AÑO ANTERIOR	0.02%			

MES	ACEITES DE CALIDAD Y HPO									
	GALONES					VALORES				
	A 2010	A 2012	A 2011	A 2010	A 2008	A 2010	A 2012	A 2011	A 2010	A 2008
01 ENERO	14,681	13,670	16,128	19,328	13,402	196,204.08	173,103.31	183,684.96	193,016.83	146,515.94
02 FEBRERO	12,590	12,792	17,652	11,465	11,022	169,608.68	165,834.56	194,672.16	124,418.48	120,887.01
03 MARZO	15,413	16,916	12,143	14,767	14,180	198,739.48	216,360.37	142,843.04	156,461.66	147,361.25
04 ABRIL	14,031	14,028	13,513	12,645	13,968	184,290.51	182,483.56	149,061.86	141,590.20	147,372.45
05 MAYO	12,584	15,935	14,301	13,478	13,236	170,498.65	205,652.99	169,922.88	145,693.20	139,316.05
06 JUNIO	13,745	13,021	14,322	14,576	15,063	186,480.23	171,584.00	176,040.66	156,467.52	150,048.61
07 JULIO	15,773	14,400	15,721	17,889	14,552	205,169.39	184,706.22	189,928.17	185,465.36	149,284.71
08 AGOSTO	14,479	14,045	15,784	18,023	14,202	186,442.42	189,910.17	201,720.00	189,930.04	142,907.87
09 SEPTIEMBRE	12,413	11,336	13,971	13,641	14,184	168,083.16	150,136.45	178,518.27	153,099.54	147,243.91
10 OCTUBRE	16,503	12,954	14,630	14,450	14,468	214,362.22	175,635.76	190,584.12	157,517.87	149,851.30
11 NOVIEMBRE	15,009	14,183	14,535	13,543	14,016	199,870.13	185,397.04	190,014.34	151,287.12	144,278.08
12 DICIEMBRE	13,811	13,296	16,619	14,231	15,762	181,632.47	171,866.66	216,689.41	155,726.47	159,869.23
TOTAL	171,022	168,678	178,317	178,433	168,022	2,281,271.48	2,176,780.89	2,183,876.87	1,910,873.18	1,744,938.46

INCREMENTO EN GALONES 2010 - 2012	PORCENTAJE DE INCREMENTO 2010 - 2012	INCREMENTO EN GALONES 2010 - 2011	INCREMENTO EN GALONES 2010 - 2010	INCREMENTO EN GALONES 2010 - 2008
4,456	2.68%	-8,288	-7,402	9,010
DECREMENTO AÑO ANTERIOR	-7.11%			

INCREMENTO EN DOLARES 2010 - 2012	PORCENTAJE DE INCREMENTO 2010 - 2012	INCREMENTO EN DOLARES 2010 - 2011	INCREMENTO EN DOLARES 2010 - 2010	INCREMENTO EN DOLARES 2010 - 2008
85,510.47	3.93%	77,682	360,698	618,336
DECREMENTO AÑO ANTERIOR	-0.36%			

LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.
ANALISIS DE VENTAS DE LA LINEA ACEITES POR FAMILIAS
ACEITE DE CALIDAD Y BAJA ESPECIFICACION

VENDEDORES	ACEITES																	
	GALONES									VALORES.								
	CALIDAD			% CRE			HPO			% CRE			TOTAL			% CRE		
	2013	2012	13 - 12	2013	2012	13 - 12	2013	2012	13 - 12	2013	2012	13 - 12	2013	2012	13 - 12	2013	2012	13 - 12
T.JIMENEZ	55,563	59,413	-6%	770	465	66%	56,333	59,878	-6%	691,226.65	712,672.87	-3%	4,568.55	3,215.01	42%	695,795.20	715,887.88	-3%
J.FLORES	35,522	29,544	20%	2,000	1,700	18%	37,522	31,244	20%	603,099.34	413,937.22	22%	12,981.58	10,763.32	21%	616,080.92	424,700.54	22%
E.JIMENEZ	23,348	21,609	8%	1,885	3,370	-44%	25,233	24,979	1%	335,800.46	315,116.79	7%	11,320.82	21,562.03	-47%	347,121.28	336,677.82	3%
M.COX	18,759	18,888	-1%	2,655	2,510	6%	21,414	21,398	0%	262,336.40	274,408.67	-4%	13,512.70	13,913.36	-9%	275,849.10	288,322.03	-4%
I.FERNANDEZ	19,223	15,535	24%	1,325	1,015	31%	20,548	16,550	24%	276,219.99	226,728.37	22%	7,951.64	6,809.97	17%	284,171.63	233,538.34	22%
C.VASCO	9,238	10,439	-12%	630	570	11%	9,868	11,009	-10%	136,574.30	154,101.24	-11%	4,106.93	3,497.38	17%	140,681.23	157,598.62	-11%
ORIEN E.JIMEN		1,485	-100%				0	1,485	-100%		18,654.27	-100%				0.00	18,654.27	-100%
J.SAMANIEGO	78	0		5	0		83	0		1,120.06	0.00		33.66			1,153.72	0.00	
OFICINA	31	35	-10%				31	35	-10%	418.38	381.49	10%				418.38	381.49	
TOTALES	161,762	166,846	3.07%	9,270	9,530	-3.74%	171,032	166,576	2.68%	2,206,795.58	2,115,999.92	4.29%	54,475.88	59,761.07	-8.84%	2,261,271.46	2,175,760.99	3.93%
DIFER. 13 - 12	4,816	GAL		-360	GAL		4,456	GAL		90,795.66			-5,285.19			85,510.47		

LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.									
DETALLE MENSUAL DE VENTAS POR REPRESENTANTE DE VENTAS AÑO 2013									
ACEITES DE CALIDAD									
GALONES									
VENDEDORES									
MES	T.JIMENEZ	J.FLORES	E.JIMENEZ	LFERNANDEZ	M.COX	C.VASCO	J.SAMAN.	OFICINA	TOTAL
01 ENE	5,958	2,945	1,739	1,298	1,056	715		3	13,711
02 FEB	4,376	3,021	1,695	1,027	1,227	612		3	11,960
03 MAR	4,538	3,539	2,108	1,861	1,846	820		3	14,713
04 ABR	4,365	2,306	1,857	1,494	1,957	1,026		3	13,006
05 MAY	4,247	2,574	1,818	1,571	1,208	564		3	11,984
06 JUN	4,167	3,273	1,415	1,731	1,694	750		3	13,030
07 JUL	5,013	3,336	2,463	1,578	1,553	752			14,693
08 AGO	3,962	2,813	2,365	1,644	1,668	678			13,129
09 SEP	4,760	1,914	1,684	2,263	1,080	452		5	12,158
10 OCT	5,482	3,902	1,954	1,350	1,693	1,336		3	15,718
11 NOV	4,406	2,953	2,475	2,070	1,575	738		3	14,219
12 DIC	4,292	2,948	1,777	1,337	2,205	798	78	6	13,441
TOTAL	66,683	36,622	23,348	18,223	18,768	8,238	78	31	181,782

AÑO 2012	59,413	29,544	21,609	15,535	18,888	10,439	1,485	35	156,946
% CR/DEC	-6.48%	20.23%	8.05%	23.74%	-0.68%	-11.51%	-94.75%	-10.14%	3.07%
PROM.MENS.	4,630	2,960	1,946	1,602	1,563	770	7	3	13,480
% PARTL.	34.35%	21.96%	14.43%	11.88%	11.60%	5.71%	0.05%	0.02%	100%

VALORES									
VENDEDORES									
MES	T.JIMENEZ	J.FLORES	E.JIMENEZ	LFERNANDEZ	M.COX	C.VASCO	J.SAMAN.	OFICINA	TOTAL
01 ENE	74,273.46	43,981.69	24,844.33	19,608.70	16,766.54	11,182.58		34.24	190,691.54
02 FEB	55,025.29	42,560.92	24,948.73	15,491.05	18,168.04	9,544.37		34.24	165,772.64
03 MAR	54,322.41	48,318.98	29,837.40	26,851.27	24,407.98	11,780.74		34.24	195,553.02
04 ABR	53,105.80	33,855.22	27,051.26	21,311.12	27,392.95	15,202.90		34.24	177,953.49
05 MAY	54,126.91	38,180.91	25,927.65	23,281.67	16,989.17	8,743.62		34.24	167,284.17
06 JUN	54,791.31	46,078.67	20,607.25	25,101.14	23,648.84	12,102.38		34.24	182,363.83
07 JUL	62,514.36	45,973.70	34,577.41	22,745.83	21,617.78	11,215.25			198,644.33
08 AGO	47,815.30	41,109.41	34,233.34	21,785.25	22,788.41	10,141.14			177,872.85
09 SEP	61,731.42	27,272.31	24,213.91	30,994.45	15,436.46	6,944.79		68.48	166,661.82
10 OCT	65,545.18	53,029.20	28,215.10	20,519.70	24,085.39	18,178.96		34.64	209,608.17
11 NOV	56,718.49	41,938.53	35,111.50	28,719.55	22,040.72	10,619.86		34.64	195,183.29
12 DIC	51,256.72	40,799.80	26,232.58	19,810.26	28,994.12	10,917.71	1,120.06	75.18	179,206.43
TOTAL	881,228.86	603,088.34	336,800.48	278,218.98	282,338.40	138,674.30	1,120.06	418.38	2,208,786.68

AÑO 2012	712,672.87	413,937.22	315,115.79	226,728.37	274,408.67	154,101.24	18,654.27	381.49	2,115,999.92
% CR/DEC	-3.01%	21.54%	6.56%	21.83%	-4.40%	-11.37%	-94.00%	9.67%	4.29%
PROM.ME	57,602.22	41,924.95	27,983.37	23,018.33	21,861.37	11,381.19	93.34	34.87	183,899.63
% PARTL.	31.32%	22.80%	15.22%	12.52%	11.89%	6.19%	0.05%	0.02%	100.00%

	LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.							
	DETALLE MENSUAL DE VENTAS POR REPRESENTANTE DE VENTAS AÑO 2013							
	H.P.O.							
	GALONES							
	VENEDORES							
MES	M.COX	J.FLORES	E.JIMENEZ	I.FERNANDEZ	T.JIMENEZ	C.VASCO	J.SAMAN.	TOTAL
01 ENE	385	70	175	165	60	115		970
02 FEB	260	220	5	140	5			630
03 MAR	225	70	115	110	65	115		700
04 ABR	175	175	310	115	80	170		1,025
05 MAY	275	55	130	75	65			600
06 JUN	290	110	180	125	5	5		715
07 JUL	190	335	290	60	150	55		1,080
08 AGO	275	670	180	110	110	5		1,350
09 SEP	20	55	115	50	15			255
10 OCT	175	115	140	165	135	55		785
11 NOV	330	110	175	115	60			790
12 DIC	55	15	70	95	20	110	5	370
TOTAL	2,655	2,000	1,885	1,325	770	630	5	9,270

AÑO 2012	2,510	1,700	3,370	1,015	465	570	0	9,630
% CR/DEC	5.78%	17.65%	-44.07%	30.54%	65.59%	10.53%		-3.74%
PROM MEN	221	167	157	110	64	53	0	773
% PART.	28.64%	21.57%	20.33%	14.29%	8.31%	6.80%	0.05%	100.00%

MES	VALORES							
	VENEDORES							
	M.COX	J.FLORES	E.JIMENEZ	I.FERNANDEZ	T.JIMENEZ	C.VASCO	J.SAMAN.	Total general
01 ENE	2,024.61	502.77	990.46	814.43	444.37	735.90		5,512.54
02 FEB	1,555.00	1,216.22	33.66	997.50	33.66			3,836.04
03 MAR	355.09	404.10	658.66	714.29	315.75	738.57		3,186.46
04 ABR	890.68	1,034.44	1,935.94	829.20	420.45	1,226.31		6,337.02
05 MAY	1,487.57	312.50	956.06	137.57	320.82			3,214.52
06 JUN	1,640.20	664.21	979.48	765.19	33.66	33.66		4,116.40
07 JUL	1,064.66	2,340.73	1,586.52	287.16	933.49	312.50		6,525.06
08 AGO	1,335.43	4,740.43	1,145.62	664.21	650.22	33.66		8,569.57
09 SEP	134.64	253.50	599.66	332.56	100.98			1,421.34
10 OCT	895.75	747.49	918.25	1,133.92	736.14	312.50		4,744.05
11 NOV	1,875.57	664.21	1,103.03	599.66	444.37			4,686.84
12 DIC	253.50	100.98	413.48	675.95	134.64	713.83	33.66	2,326.04
Total general	13,512.70	12,981.58	11,320.82	7,951.64	4,568.55	4,106.93	33.66	54,475.88

AÑO 2012	13,913.36	10,763.32	21,562.03	6,809.97	3,215.01	3,497.38	0.00	59,761.07
% CR/DEC	-2.88%	20.61%	-47.50%	16.76%	42.10%	17.43%		-8.84%
PROM MEN	1,126.06	1,081.80	943.40	662.64	380.71	342.24	2.81	4,539.66
% PART.	24.80%	23.83%	20.78%	14.60%	8.39%	7.54%	0.06%	100.00%

	LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.								
	DETALLE MENSUAL DE VENTAS POR REPRESENTANTES DE VENTAS								
	ACEITES DE CALIDAD Y H. P. O								
	GALONES								
	VENDEDORES								
MES	T.JIMENEZ	J.FLORES	E.JIMENEZ	M.COX	FERNANDEZ	C.VASCO	J.SAMAN	OFICINA	TOTAL
01 ENE	6,018	3,015	1,914	1,441	1,463	830		3	14,681
02 FEB	4,381	3,241	1,700	1,487	1,167	612		3	12,590
03 MAR	4,603	3,609	2,223	2,071	1,971	935		3	15,413
04 ABR	4,445	2,481	2,167	2,132	1,609	1,196		3	14,031
05 MAY	4,312	2,629	1,948	1,483	1,646	564		3	12,584
06 JUN	4,172	3,383	1,595	1,984	1,856	755		3	13,745
07 JUL	5,163	3,671	2,753	1,743	1,638	807			15,773
08 AGO	4,072	3,483	2,545	1,943	1,754	683			14,479
09 SEP	4,775	1,969	1,799	1,100	2,313	452		5	12,413
10 OCT	5,617	4,017	2,094	1,868	1,515	1,391		3	16,503
11 NOV	4,466	3,063	2,650	1,905	2,185	738		3	15,009
12 DIC	4,312	2,963	1,847	2,260	1,432	908	83	6	13,811
TOTAL	56,333	37,522	25,233	21,414	20,548	9,868	83	31	171,032

AÑO 2012	56,878	31,244	24,979	21,398	20,683	15,160	1,485	31	166,576
% CR/DEC	-5.92%	20.09%	1.02%	0.08%	-0.66%	-34.91%		0.00%	2.68%
PROM MEN	4,694	3,127	2,103	1,785	1,712	822	7	3	14,253
% PARTI.	32.94%	21.94%	14.75%	12.52%	12.01%	5.77%	0.05%	0.02%	100%

MES	VALORES								
	VENDEDORES								
	T.JIMENEZ	J.FLORES	E.JIMENEZ	LFERNANDEZ	M.COX	C.VASCO	J.SAMAN.	OFICINA	TOTAL
01 ENE	74,717.83	44,484.46	25,834.79	20,423.13	18,791.15	11,918.48		34.24	196,204.08
02 FEB	55,058.95	43,777.14	24,982.39	16,488.55	19,723.04	9,544.37		34.24	169,608.68
03 MAR	54,638.16	48,723.08	30,496.06	27,565.56	24,763.07	12,519.31		34.24	198,739.48
04 ABR	53,526.25	34,889.66	28,987.20	22,140.32	28,283.63	16,429.21		34.24	184,290.51
05 MAY	54,447.73	38,493.41	26,883.71	23,419.24	18,476.74	8,743.62		34.24	170,498.69
06 JUN	54,824.97	46,742.88	21,586.73	25,866.33	25,289.04	12,136.04		34.24	186,480.23
07 JUL	63,447.85	48,314.43	36,163.93	23,032.99	22,682.44	11,527.75			205,169.39
08 AGO	48,465.52	45,849.84	35,378.96	22,449.46	24,123.84	10,174.80			186,442.42
09 SEP	61,832.40	27,525.81	24,813.57	31,327.01	15,571.10	6,944.79		68.48	168,083.16
10 OCT	66,281.32	53,776.69	29,133.35	21,653.62	24,981.14	18,491.46		34.64	214,352.22
11 NOV	57,162.86	42,602.74	36,214.53	29,319.21	23,916.29	10,619.86		34.64	199,870.13
12 DIC	51,391.36	40,900.78	26,646.06	20,486.21	29,247.62	11,631.54	1,153.72	75.18	181,532.47
TOTAL	695,795.20	516,080.92	347,121.28	284,171.63	275,849.10	140,681.23	1,153.72	418.38	2,261,271.46

AÑO 2012	715,887.88	424,700.54	336,677.82	233,538.34	288,322.03	157,598.62	18,654.27	381.49	2,175,760.99
% CR/DEC	-2.81%	21.52%	3.10%	21.68%	-4.33%	-10.73%		9.67%	3.93%
PROM MEN	57,983	43,007	28,927	23,681	22,987	11,723	96	35	188,439
% PARTI.	30.77%	22.82%	15.35%	12.57%	12.20%	6.22%	0.05%	0.02%	100.00%

LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.									
DETALLE MENSUAL DE VENTAS POR REPRESENTANTES DE VENTAS									
FILTROS									
CANTIDADES									
VENDEDORES									
MES	E.JIMENEZ	J.FLORES	I.FERNANDEZ	C.VASCO	M.COX	T.JIMENEZ	J.SAMAN.	OFICINA	TOTAL
01 ENE	1,380	593	601	166	331	36			3,107
02 FEB	1,296	824	582	336	233				3,271
03 MAR	1,030	358	615	227	240	23			2,493
04 ABR	1,005	811	573	393	116	90			2,988
05 MAY	1,262	1,123	735	249	381	12			3,762
06 JUN	702	1,213	722	216	112	67			3,032
07 JUL	1,101	652	570	250	305	43			2,921
08 AGO	887	625	593	219	165	58			2,547
09 SEP	805	310	272	142	80	9		1	1,619
10 OCT	1,008	508	619	169	167	45		1	2,517
11 NOV	837	88	391	97	94	12		2	1,521
12 DIC	585	682	346	93	78	6	39	1	1,830
TOTAL	11,898	7,787	6,619	2,557	2,302	401	39	5	31,608

AÑO 2012	13,365	6,731	6,099	3,082	1,854	345	0	0	31,476
% CR/DEC	-10.98%	15.69%	8.53%	-17.03%	24.16%	16.23%			0.42%
PROM MEN	992	649	552	213	192	33	3	0	2,634
% PARTI.	37.64%	24.64%	20.94%	8.09%	7.28%	1.27%	0.12%	0.02%	100.00%

VALORES									
VENDEDORES									
MES	E.JIMENEZ	J.FLORES	I.FERNANDEZ	M.COX	C.VASCO	T.JIMENEZ	J.SAMA.	OFICINA	Total general
01 ENE	2,801.30	1,163.43	1,204.81	685.92	311.77	96.13			6,263.36
02 FEB	2,423.88	1,927.55	1,099.28	598.70	599.79				6,649.20
03 MAR	2,049.99	773.74	1,567.81	704.68	437.93	49.12			5,583.27
04 ABR	2,204.04	1,734.67	1,171.79	259.24	691.58	175.48			6,236.80
05 MAY	2,512.46	2,237.11	1,460.40	864.67	454.20	34.34			7,563.18
06 JUN	1,339.49	2,283.22	1,658.11	316.04	326.15	42.24			5,965.25
07 JUL	1,879.64	1,674.35	1,359.91	697.62	480.71	65.34			6,157.57
08 AGO	1,860.94	1,383.41	1,318.65	349.83	394.81	90.60			5,398.24
09 SEP	1,583.09	790.52	586.09	230.68	318.66	24.24		8.79	3,542.07
10 OCT	2,070.61	1,283.45	1,319.15	417.11	292.41	73.02		3.86	5,459.61
11 NOV	1,908.33	53.87	807.65	298.14	174.59	28.93		20.23	3,291.74
12 DIC	1,268.50	1,682.57	872.85	186.72	198.15	17.73	100.71	11.44	4,338.67
TOTAL	23,902.27	16,987.89	14,426.50	5,609.35	4,680.75	697.17	100.71	44.32	66,448.96

AÑO 2012	26,999.26	14,356.23	12,273.09	4,404.91	5,959.92	734.36	0.00	0.00	64,727.77
% CR/DEC	-11.47%	18.33%	17.55%	27.34%	-21.46%	-5.06%			2.66%
PROM MEN	1,991.86	1,415.66	1,202.21	467.45	390.06	58.10	8.39	3.69	5,537.41
% PARTI.	35.97%	25.57%	21.71%	8.44%	7.04%	1.05%	0.15%	0.07%	100.00%

	LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.							
	DETALLE MENSUAL DE VENTAS POR REPRESENTANTES DE VENTAS							
	LIQUIDOS DE FRENOS							
	CANTIDADES							
	VENDEDORES							
MES	E.JIMENEZ	J.FLORES	M.COX	I.FERNAN.	C.VASCO	J.SAMA.	T.JIMENEZ	TOTAL GEN.
01 ENE	386	196	134	178	132			1026
02 FEB	836	432	372	418	480			2538
03 MAR	774	211	156	126	162			1429
04 ABR	462	432	148	214	48			1304
05 MAY	572	602	340	220	76			1810
06 JUN	444	564	140	112	150			1410
07 JUL	410	552	298	290	348			1898
08 AGO	390	394	264	78	112		5	1243
09 SEP	683	292	242	292	232		18	1759
10 OCT	512	442	314	282	202			1752
11 NOV	620	294	156	126	248			1444
12 DIC	128	124	10	58	166	24		510
Total general	6,217	4,535	2,574	2,394	2,356	24	23	18123

AÑO 2012	6,519	3,794	1,938	2,620	2,260		82	17,213
% CR/DEC	-4.63%	19.53%	32.82%	-8.63%	4.25%		-71.95%	5.29%
PROM MEN	518	378	215	200	196	2	2	1,510
% PARTI.	34.30%	25.02%	14.20%	13.21%	13.00%	0.13%	0.13%	100.00%

	VALORES							
	VENDEDORES							
	E.JIMENEZ	J.FLORES	M.COX	C.VASCO	I.FERNA.	T.JIMEN.	J.SAMAN.	TOTAL GEN.
01 ENE	1,160.22	738.56	565.32	543.24	485.25			3,492.59
02 FEB	2,219.54	1,128.55	1,110.07	1,256.39	1,133.91			6,848.46
03 MAR	2,466.89	835.06	554.04	544.56	338.39			4,738.94
04 ABR	1,377.41	1,515.99	566.28	130.08	621.12			4,210.88
05 MAY	1,892.66	2,053.10	1,434.60	243.74	633.98			6,258.08
06 JUN	1,417.25	1,851.75	581.58	409.74	341.47			4,601.79
07 JUL	1,412.46	1,462.62	1,148.22	956.21	863.59			5,843.10
08 AGO	1,264.67	1,327.88	965.76	343.46	204.02	31.26		4,137.05
09 SEP	2,537.68	923.49	845.34	895.34	830.81	48.86		6,081.52
10 OCT	1,472.43	1,450.41	1,185.43	588.49	749.81			5,446.57
11 NOV	1,861.27	992.08	550.69	747.64	347.03			4,498.71
12 DIC	515.38	465.19	65.40	482.41	193.88		60.72	1,782.98
Total general	19,597.86	14,744.68	9,572.73	7,141.30	6,743.26	80.12	60.72	57,940.67

AÑO 2012	19,508.91	11,889.44	6,842.32	6,741.59	7,613.27	239.60	0.00	52,835.13
% CR/DEC	0.46%	24.01%	39.90%	5.93%	-11.43%	-66.56%		9.66%
PROM MEN	1,633.16	1,228.72	797.73	595.11	561.94	6.68	5.06	4,828.39
% PARTI.	33.82%	25.45%	16.52%	12.33%	11.64%	0.14%	0.10%	100.00%

	LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.						
	DETALLE MENSUAL DE VENTAS POR REPRESENTANTES DE VENTAS						
	G R A S A S						
	GALONES						
	VENEDORES						
MES	J.FLORES	M.COX	E.JIMENEZ	C.VASCO	I.FERNAN.	T.JIMENEZ	Total general
01 ENE	60	108	39	12	27	3	249
02 FEB	132	30	30	15	15		222
03 MAR	150	51	45	54	27	6	333
04 ABR	90	99	18	18	27	3	255
05 MAY	114	78	99	9	30		330
06 JUN	150	57	15	3	27		252
07 JUL	9	90	108	6	39		252
08 AGO	102	36	39	18	3	7	205
09 SEP	48	60	30	114	15	6	273
10 OCT	252	105	114	6	18	6	501
11 NOV		72	33	6	24	6	141
12 DIC	153	15	40	33	9		250
Total general	1280	801	610	294	261	37	3263

AÑO 2012	1,007	726	565	383	273	89	3,043
% CR/DEC	25.12%	10.33%	7.96%	-23.24%	-4.40%	-58.43%	7.23%
PROM MEN	105	67	51	25	22	3	272
% PARTI.	38.61%	24.55%	18.69%	9.01%	8.00%	1.13%	100.00%

	VALORES							
	VENDEDORES							
	MES	J.FLORES	M.COX	E.JIMENEZ	C.VASCO	I.FERNAN.	T.JIMENEZ	Total general
01 ENE	813.84	1,476.34	537.67	161.64	369.60	38.28		3,397.37
02 FEB	1,737.72	421.05	414.90	208.80	208.80			2,991.27
03 MAR	1,980.59	720.93	621.00	751.68	356.41	76.56		4,507.17
04 ABR	1,198.80	1,385.52	250.56	250.56	359.64	39.96		3,485.04
05 MAY	1,554.48	1,065.70	1,329.48	125.28	417.60			4,492.54
06 JUN	1,992.84	772.02	208.80	41.76	371.66			3,387.08
07 JUL	125.28	1,220.46	1,449.36	83.52	510.24			3,388.86
08 AGO	1,327.19	501.09	541.21	235.07	41.76	91.14		2,737.46
09 SEP	644.76	828.48	401.40	1,544.39	203.40	78.12		3,700.55
10 OCT	3,447.00	1,464.70	1,520.40	83.52	245.16	83.52		6,844.30
11 NOV		1,000.46	457.69	83.52	327.01	78.12		1,946.80
12 DIC	2,040.00	202.06	546.00	459.36	124.44			3,371.86
Total general	16,862.50	11,058.81	8,278.47	4,029.10	3,535.72	485.70		44,250.30

AÑO 2012	13,380.41	10,129.49	7,885.26	5,195.55	3,729.49	1,159.82	41,280.02
% CR/DEC	26.02%	9.17%	7.72%	-22.45%	-5.20%	-58.12%	7.20%
PROM MEN	1,405	922	690	336	295	40	3,688
% PARTI.	38.11%	24.99%	18.71%	9.11%	7.99%	1.10%	100.00%

	LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.							
	DETALLE MENSUAL DE VENTAS POR REPRESENTANTES DE VENTAS							
	REFRIGERANTES ROJOS / VERDES							
	CANTIDADES							
	VENDEDORES							
MES	E.JIMENEZ	J.FLORES	I.FERNANDEZ	M.COX	C.VASCO	T.JIMENEZ	OFICINA	Total general
01 ENE	150	450	188	150	42	105		1,083
02 FEB	120	156	96	60	60	18		510
03 MAR	183	156	102	84	72	1		598
04 ABR	159	150	162	78	12	60		621
05 MAY	150	78	138	174	60	12		612
06 JUN	114	246	150	162	48	6	1	727
07 JUL	132	42	102	162	36	54		528
08 AGO	369	114	42	84	42	43		694
09 SEP	126	168	312	36	102		1	745
10 OCT	171	54	132	138	24	1		520
11 NOV	222	126	96	78	72	84		678
12 DIC	147	114	168	96	66	12		603
TOTAL	2,043	1,854	1,686	1,302	636	396	2	7,919

AÑO 2012	2,052	1,119	1,002	702	606	383	1	5,865
% CR/DEC	-0.44%	65.68%	68.26%	85.47%	4.95%	3.39%	100.00%	35.02%
PROM MEN	170	155	141	109	53	33	0	660
% PARTI.	25.80%	23.41%	21.29%	16.44%	8.03%	5.00%	0.03%	100.00%

	VALORES								
	VENDEDORES								
	MES	E.JIMENEZ	J.FLORES	I.FERNANDEZ	M.COX	C.VASCO	T.JIMENEZ	OFICINA	Total general
01 ENE	370.15	871.94	431.87	318.66	100.10	212.43	1.00		2,305.15
02 FEB	228.61	354.05	197.10	143.64	136.78	55.62			1,115.80
03 MAR	359.10	343.89	179.10	219.72	177.12	1.18			1,280.11
04 ABR	329.16	326.31	409.12	247.26	37.08	88.00			1,436.93
05 MAY	395.09	195.66	290.34	411.90	117.36	36.34			1,446.69
06 JUN	260.80	509.34	372.49	418.70	80.28	18.54	1.00		1,661.15
07 JUL	249.12	83.68	268.86	417.72	65.88	167.82			1,253.08
08 AGO	867.02	329.58	106.73	266.28	84.42	82.85			1,736.88
09 SEP	343.24	359.62	529.56	114.12	179.10		1.00		1,526.64
10 OCT	436.93	120.76	361.78	436.70	51.48	2.82			1,410.47
11 NOV	458.23	274.91	250.54	246.12	199.80	211.52			1,641.12
12 DIC	361.63	258.90	337.68	302.80	113.22	13.17			1,387.40
TOTAL	4,659.08	4,028.64	3,735.17	3,543.62	1,342.62	890.29	2.00		18,201.42

AÑO 2012	4,278.96	2,366.62	2,352.27	1,854.66	1,158.20	709.68	1.20	12,721.59
% CR/DEC	8.88%	70.23%	58.79%	91.07%	15.92%	25.45%	66.67%	43.08%
PROM MEN	388	336	311	295	112	74	0	1,517
% PARTI.	25.60%	22.13%	20.52%	19.47%	7.38%	4.89%	0.01%	100.00%

	LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.							
	DETALLE MENSUAL DE VENTAS POR REPRESENTANTES DE VENTAS							
	BUJIAS							
	CANTIDADES							
	VENEDORES							
MES	M.COX	J.FLORES	I.FERNANDEZ	E.JIMENEZ	C.VASCO	T.JIMENEZ	J.SAMAN.	Total general
01 ENE	980	980	320	340	210	30		2840
02 FEB	930	938	530	540	170			3108
03 MAR	290	650	400	470	110			1920
04 ABR	1,544	730	490	450	200			3414
05 MAY	840	858	830	550	280			3358
06 JUN	710	714	800	260	190	10		2684
07 JUL	1,040	470	520	490	130			2650
08 AGO	490	640	450	440	160			2180
09 SEP	330	420	410	480	100			1740
10 OCT	830	720	510	480	330			2850
11 NOV	550	580	510	620	140	10		2410
12 DIC	870	620	470	610	160	20	50	2800
TOTAL	9,384	8,320	6,240	5,710	2,180	70	50	31954

AÑO 2012	11,540	8,226	3,480	5,848	1,600	100	0	30,794
% CR/DEC	-18.68%	1.14%	79.31%	-2.36%	36.25%	-30.00%		3.77%
PROM MEN	782	693	520	476	182	6	4	2,663
% PARTI.	29.37%	26.04%	19.53%	17.87%	6.82%	0.22%	0.16%	100.00%

	VALORES							
	VENEDORES							
MES	J.FLORES	M.COX	I.FERNANDEZ	E.JIMENEZ	C.VASCO	T.JIMENEZ	J.SAMA.	Total general
01 ENE	1,687.09	1,400.36	532.80	583.15	463.43	51.66		4,718.49
02 FEB	1,756.72	1,505.60	934.65	926.98	320.90			5,444.85
03 MAR	1,244.62	425.58	699.38	723.38	191.10			3,284.06
04 ABR	1,341.56	2,353.84	862.94	724.70	351.20			5,634.24
05 MAY	1,806.08	1,245.70	1,425.37	925.90	527.60			5,930.65
06 JUN	1,277.68	971.12	1,446.04	407.62	333.90	16.17		4,452.53
07 JUL	826.08	1,608.52	935.69	847.70	221.70			4,439.69
08 AGO	1,199.56	792.75	786.24	728.69	281.60			3,788.84
09 SEP	737.55	523.39	718.94	808.80	167.40			2,956.08
10 OCT	1,419.46	1,239.00	899.10	771.48	524.50			4,853.54
11 NOV	1,136.19	828.24	916.94	1,058.85	260.40	19.50		4,220.12
12 DIC	1,203.38	1,432.02	880.25	1,047.80	277.60	30.28	93.90	4,965.23
TOTAL	15,635.97	14,326.12	11,038.34	9,555.05	3,921.33	117.61	93.90	54,688.32

AÑO 2012	15,199.13	16,709.86	5,963.76	9,388.06	2,646.83	157.01	0.00	50,064.65
% CR/DEC	2.87%	-14.27%	85.09%	1.78%	48.15%	-25.09%		9.24%
PROM MEN	1,303	1,194	920	796	327	10	8	4,557
% PARTI.	28.59%	26.20%	20.18%	17.47%	7.17%	0.22%	0.17%	100.00%

	LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.							
	DETALLE MENSUAL DE VENTAS POR REPRESENTANTES DE VENTAS							
	OTROS ACCESORIOS Y OTROS							
	ELIMINADORES, ACEITEROS, SILICONES, ADITIVOS, CAMISE, N CREDITO FINAN.							
	CANTIDADES							
	VENEDORES							
MES	I.FERNANDEZ	J.FLORES	T.JIMENEZ	E.JIMENEZ	M.COX	C.VASCO	J.SAMA	Total general
01 ENE	224	414	340	117	246	100		1441
02 FEB	287	301	222	393	62	52		1317
03 MAR	142	96	2	134	59	80		513
04 ABR	340	327	106	288	193	83		1337
05 MAY	319	328	299	260	311	76		1593
06 JUN	414	228	50	159	155	103		1109
07 JUL	208	193	779	140	228	89		1617
08 AGO	251	265	394	306	110	17		1343
09 SEP	192	376	156	189	167	27		1107
10 OCT	429	373	181	254	121	58		1416
11 NOV	192	159	277	156	144	15		943
12 DIC	154	57	114	171	125	24	18	663
TOTAL	3,152	3,117	2,920	2,567	1,921	704	18	14,399

AÑO 2012	2,103	2,354	1,758	2,307	1,594	975	1	11,092
% CR/DEC	49.88%	32.41%	66.10%	11.27%	20.51%	-27.79%	1700.00%	29.81%
PROM MEN	263	260	243	214	160	59	2	1,200
% PARTI.	21.89%	21.65%	20.28%	17.83%	13.34%	4.89%	0.13%	100.00%

	VALORES							
	VENEDORES							
	MES	I.FERNANDEZ	J.FLORES	M.COX	E.JIMENEZ	C.VASCO	T.JIMENEZ	Total general
01 ENE	299.72	634.14	682.11	215.56	108.28	72.07		2011.88
02 FEB	616.22	501.33	93.22	516.29	40.60	-24.88		1742.78
03 MAR	295.30	197.76	143.18	198.26	92.95	-141.66		785.79
04 ABR	730.75	734.46	349.40	285.69	45.19	-40.30		2105.19
05 MAY	523.84	496.05	843.51	498.16	120.98	183.77		2666.31
06 JUN	868.30	544.65	465.57	139.70	164.59	75.92		2258.73
07 JUL	560.22	480.23	605.78	280.13	135.09	389.45		2450.9
08 AGO	533.67	503.86	271.06	417.28	0.17	151.95		1877.99
09 SEP	302.46	598.70	519.70	308.45	0.27	-88.13		1639.45
10 OCT	687.13	650.93	254.69	227.59	47.81	-75.64		1792.51
11 NOV	513.91	309.09	392.62	210.52	43.32	37.83		1507.29
12 DIC	395.85	114.13	396.04	302.74	40.32	-109.07	62.46	1202.47
TOTAL	6,327.37	5,765.33	5,016.88	3,598.37	839.57	431.31	62.46	22,041.29

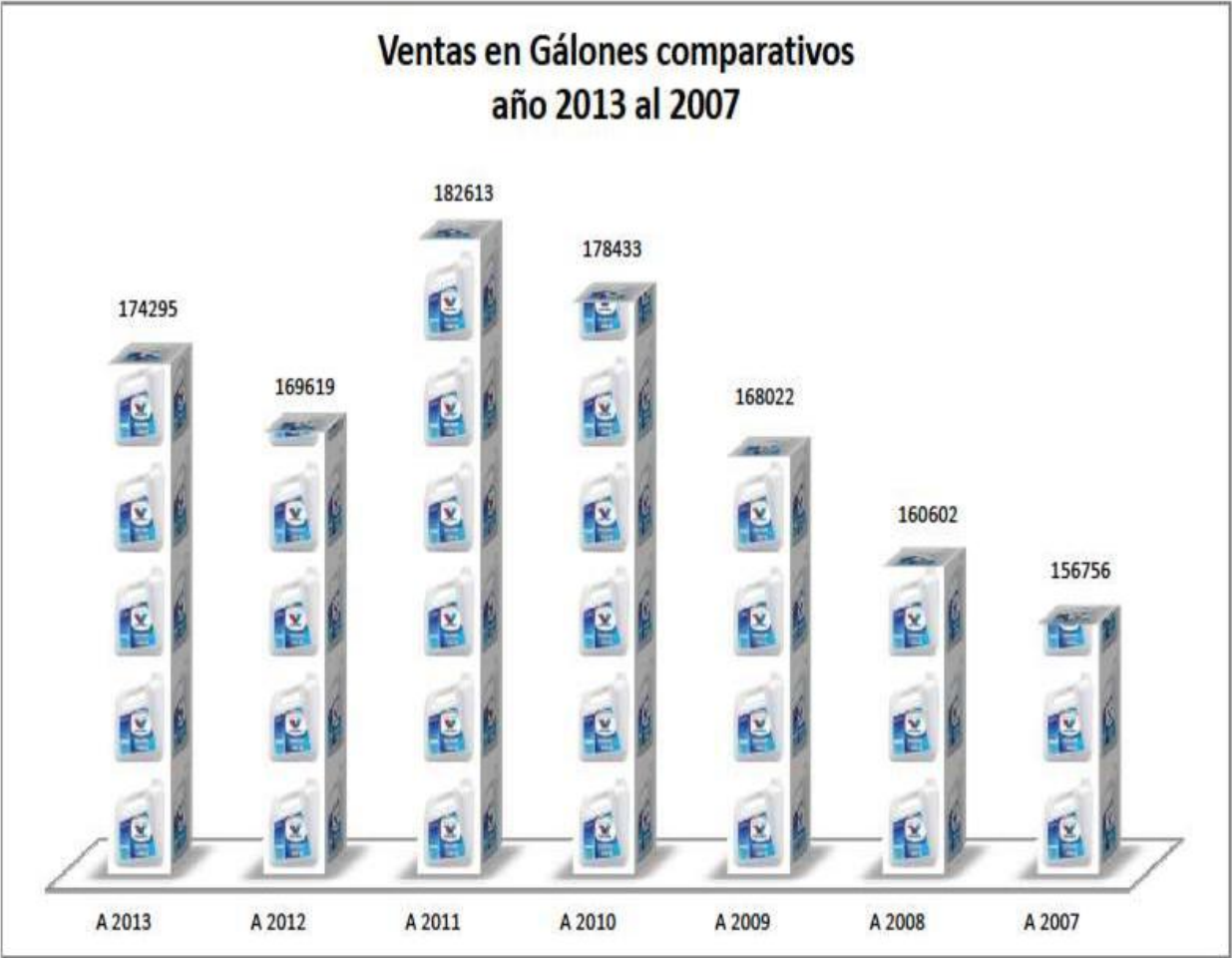
AÑO 2012	2,998.87	3,873.68	4,244.63	2,966.32	468.24	1,626.74	3.27	15,982.73
% CR/DEC	110.92%	56.94%	18.19%	21.31%	79.30%	-73.49%	1810.09%	37.91%
PROM MEN	527.28	480.44	418.07	299.86	69.96	35.94	5.21	1,836.77
% PARTI.	28.71%	26.16%	22.76%	16.33%	3.81%	1.96%	0.28%	100.00%

LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.
ANALISIS DE VENTAS POR FAMILIA Y LINEA DE PRODUCTOS CONSOLIDADOS
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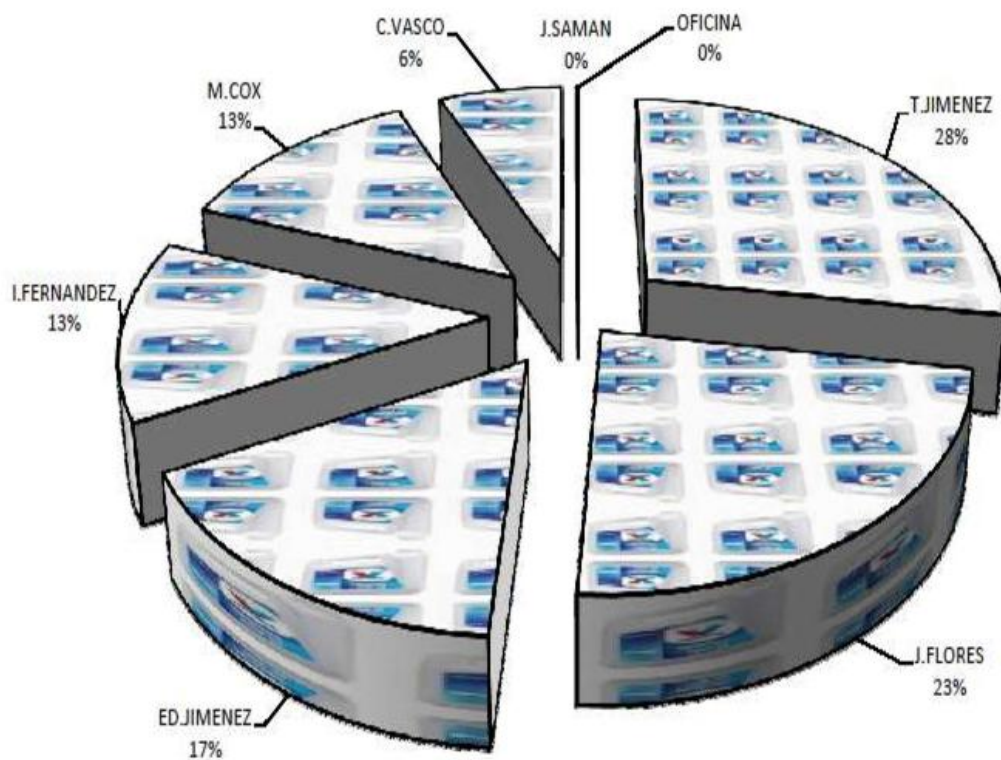
MES	T.JIMENEZ			J.FLORES			E.JIMENEZ			I.FERNANDEZ		
	VALOR	GAL	CAN	VALOR	GAL	CAN	VALOR	GAL	CAN	VALOR	GAL	CAN
1. ACEITES	695,795.20	56333		518,080.92	37522		347,121.28	25233		284,171.63	20,548	
ACEITES DE CALIDAD	691,226.65	55563		503,099.34	35522		335,800.46	23346		278,219.99	19,223	
HPO	4,568.55	770		12,981.58	2000		11,320.82	1885		7,951.64	1,325	
2. FILTROS	697.17		401	16,967.89		7787	23,903.27		11898	14,426.50		6,819
FILTRO DE ACEITE	491.03		329	7,956.56		4367	18,061.95		9693	9,472.28		5,054
FILTRO DE AIRE	14.21		5	791.67		198	1,103.42		265	2,200.02		439
FILTRO DE COMBUSTIBL	38.75		17	183.91		82	760.12		331	724.09		328
FRAM ACEITE	153.18		50	7,018.02		3010	3,686.26		1415	1,975.48		756
FRAM COMBUSTIBLE				165.73		130	290.52		224	54.63		42
3. LIQUIDO DE FRENO	80.12		23	14,744.68		4535	19,597.88		6217	6,743.28		2,394
DE LITRO	31.28		5	4,708.38		749	4,909.14		775	883.52		90
DE PINTA	48.86		18	8,296.31		3024	13,572.96		4968	5,112.00		1,872
LIQ. WAGNER 12 OZ				785.99		312	576.12		228	967.42		384
LIQ. WAGNER 8 OZ				925.96		444	501.60		240	100.32		48
LIQ. WAGNER LITRO				38.04		6	38.04		6			
4. BUJIAS	117.61		70	15,635.67		8320	9,555.05		5710	11,038.34		6,240
BUJIAS	117.61		70	15,635.67		8320	9,555.05		5710	11,038.34		6,240
5. GRASAS	485.79		37	16,862.90		1280	8,278.47		618	3,535.72		261
GRASA CUATRO LIBRAS	392.22		28	10,226.60		789	2,968.56		228	1,082.75		84
GRASA UNA LIBRA	123.48		9	6,635.81		471	5,309.91		382	2,452.97		177
6. OTRO ACCESO	1,774.61		2883	5,780.23		2584	3,728.90		2090	6,321.99		2,601
OTROS ACCESORIOS	1,774.61		2883	5,780.23		2584	3,728.90		2090	6,321.99		2,601
7. REFRIGERA	890.29		396	4,028.64		1854	4,659.06		2043	3,735.17		1,686
REFRIGERANT ROJO LT	103.67		97	444.66		372	387.08		324	344.15		288
REFRIGERANT VERDE GL	387.86		126	1,815.58		800	2,298.60		750	1,863.15		812
REFRIGERANT VERDE LT	98.11		60	588.95		492	632.15		528	550.86		468
REFRIGERANTE ROJO GL	330.65		113	1,179.45		390	1,341.18		441	968.01		318
8. OTROS	-1,343.30		57	5.10		514	-130.53		480	5.36		538
OTROS	-1,343.30		57	5.10		514	-130.53		480	5.36		538
Total general	696,497.40	56,370	3,810	590,105.93	35,782	25,594	416,712.38	25,843	28,418	329,977.99	20,809	20,578

MES	M.COX			C.VASCO			J.SAMANEGO			OFICINA			TOTALES		
	VALOR	GAL	CAN	VALOR	GAL	CAN	VALOR	GAL	CAN	VALOR	GAL	CAN	VALOR	GALONES	UNDO
1. ACEITES	275,846.10	21414		140,681.23	9,688		1,183.72	83		418.38	31		2,261,271.46	171,032	
ACEITES DE CALIDAD	262,336.40	18759		136,574.30	9,258		1,120.06	75		418.38	31		2,205,705.56	161,762	
HPO	13,512.70	2655		4,106.93	630		33.66	5					54,475.88	9,270	
2. FILTROS	5,609.35		2302	4,680.75		2,887	100.71		39	44.32		5	66,448.96		31,608
FILTRO DE ACEITE	3,254.51		1376	3,698.34		2,130				26.74		3	42,953.41		22,024
FILTRO DE AIRE	98.08		14	237.17		65	9.51		3	17.58		2	4,441.86		901
FILTRO DE COMBUSTIBL	644.68		271										2,351.55		1,027
FRAM ACEITE	1,534.99		579	615.43		239	91.20		36				15,954.58		6,087
FRAM COMBUSTIBLE	77.09		60	159.81		123							747.76		570
3. LIQUIDO DE FRENO	8,872.73		2574	7,141.30		2,386	60.72		24				57,940.67		18,123
DE LITRO	4,096.16		630	1,372.21		220							15,670.67		2,469
DE PINTA	4,847.04		1728	5,194.07		1,808							37,061.24		13,518
LIQ. WAGNER 12 OZ	432.96		168	575.02		228	60.72		24				3,398.23		1,344
LIQ. WAGNER 8 OZ	50.57		24										1,578.45		756
LIQ. WAGNER LITRO	156.00		24										232.08		96
4. BUJIAS	14,326.12		9384	3,921.33		2,180	93.90		80				54,688.32		31,354
BUJIAS	14,326.12		9384	3,921.33		2,180	93.90		80				54,688.32		31,354
5. GRASAS	11,058.81		891	4,028.19		294							44,290.36		5,363
GRASA CUATRO LIBRAS	4,671.68		366	771.62		60							20,283.92		1,555
GRASA UNA LIBRA	6,186.93		435	3,257.28		234							23,966.38		1,708
6. OTRO ACCESO	5,056.26		1909	838.46		388	62.46		18				23,540.91		12,463
OTROS ACCESORIOS	5,056.26		1909	838.46		388	62.46		18				23,540.91		12,463
7. REFRIGERA	3,543.62		1302	1,342.62		636				2.00		2	18,201.42		7,919
REFRIGERANT ROJO LT	117.46		96	126.80		108							1,526.83		1,285
REFRIGERANT VERDE GL	1,744.61		555	641.88		210							8,751.77		2,853
REFRIGERANT VERDE LT	235.57		192	259.20		218				2.00		2	2,345.84		1,956
REFRIGERANTE ROJO GL	1,445.95		459	311.94		102							5,577.16		1,823
8. OTROS	-36.38			3.11		311							-1,469.62		1,660
OTROS	-36.38			3.11		311							-1,469.62		1,660
Total general	324,976.61	22,215	17,471	182,835.90	10,182	8,428	1,471.51	83	131	464.70	31	7	2,524,542.42	174,295	103,937

	LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.								
	DETALLE MENSUAL DE VENTAS POR REPRESENTANTES DE VENTAS								
	ACEITES, FILTROS, GRASAS, LIQ. FRENOS, REFRIGERANTES, LIQUIDO DE FRENOS, BUJIAS, OTROS ACCESORIOS								
	RESUMEN								
	VALORES								
MES	T.JIMENEZ	J.FLORES	E.JIMENEZ	I.FERNANDEZ	M.COX	C.VASCO	J.SAMANIEGO	OFICINA	Total general
01 ENE	75,188.40	50,393.46	31,502.84	23,747.18	23,919.86	13,606.94		34.24	218,392.92
02 FEB	55,089.69	51,183.06	31,712.59	20,678.51	23,595.32	12,107.63		34.24	194,401.04
03 MAR	54,623.36	54,098.74	36,914.68	31,001.95	27,531.20	14,714.65		34.24	218,918.82
04 ABR	53,789.39	41,741.45	34,158.76	26,295.68	33,445.17	17,934.90		34.24	207,399.59
05 MAY	54,702.18	46,835.89	34,437.46	28,170.77	24,342.82	10,332.78		34.24	198,856.14
06 JUN	54,977.84	55,202.36	25,360.39	30,924.40	28,814.07	13,492.46		35.24	208,806.76
07 JUL	64,070.46	52,966.67	42,282.34	27,531.50	28,380.76	13,470.86			228,702.59
08 AGO	48,913.32	51,921.32	41,058.77	25,440.53	27,270.61	11,514.33			206,118.88
09 SEP	61,895.49	31,580.45	30,794.23	34,498.27	18,632.81	10,049.95		78.27	187,529.47
10 OCT	66,365.04	62,148.70	35,632.79	25,915.75	29,978.77	20,079.67		38.50	240,159.22
11 NOV	57,538.76	45,368.88	42,169.42	32,482.29	27,232.56	12,129.13		54.87	216,975.91
12 DIC	51,343.47	46,664.95	30,688.11	23,291.16	31,832.66	13,202.60	1,471.51	86.62	198,581.08
Total general	698,497.40	590,105.93	416,712.38	329,977.99	324,976.61	162,635.90	1,471.51	464.70	2,524,842.42
	698,497.40	590,105.93	416,712.38	329,977.99	324,976.61	162,635.90	1,471.51	464.70	2,524,842.42
AÑO 2012	720,515.09	485,566.03	407,504.59	268,470.09	332,507.90	179,768.95	18,654.27	385.96	2,413,372.88
% CREC/DEC	-3.06%	21.53%	2.26%	22.91%	-2.26%	-9.53%	-92.11%	20.40%	4.62%
PROMEDIO MEN	58,208.12	49,175.49	34,726.03	27,498.17	27,081.38	13,552.99	122.63	38.73	210,403.54
% PART. 2013	27.66%	23.37%	16.50%	13.07%	12.87%	6.44%	0.06%	0.02%	100.00%
% PART. 2012	29.86%	20.12%	16.89%	11.12%	13.78%	7.45%	0.77%	0.02%	100.00%

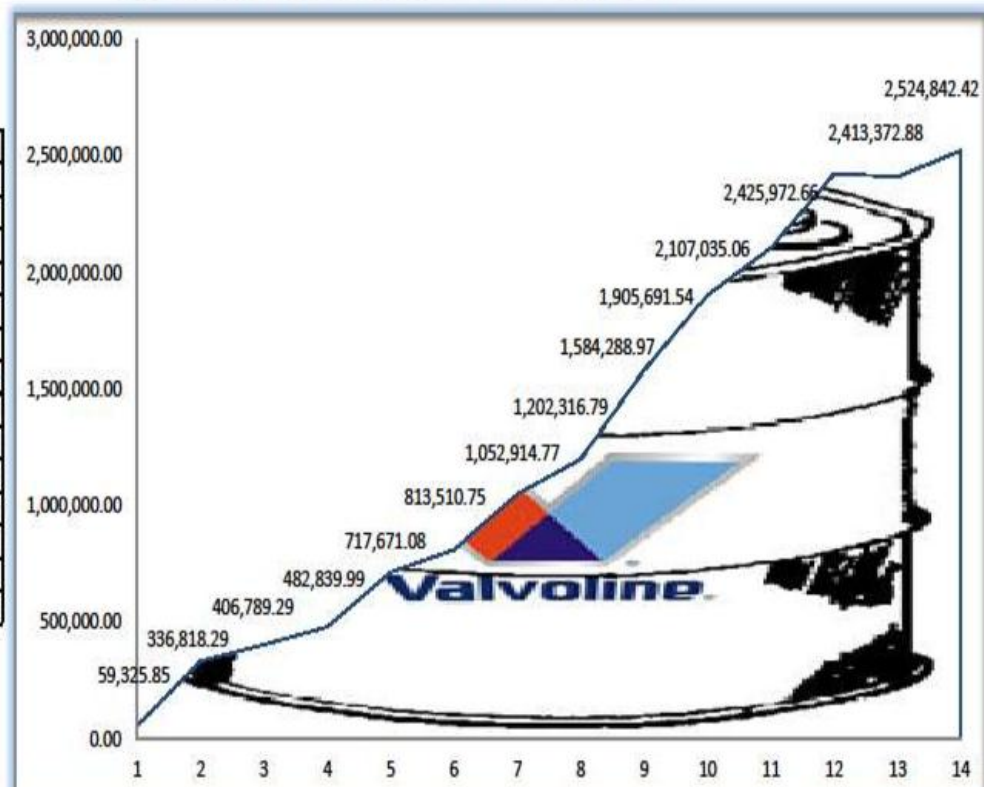


PASTEL DE VENTAS POR VENDEDOR año 2013

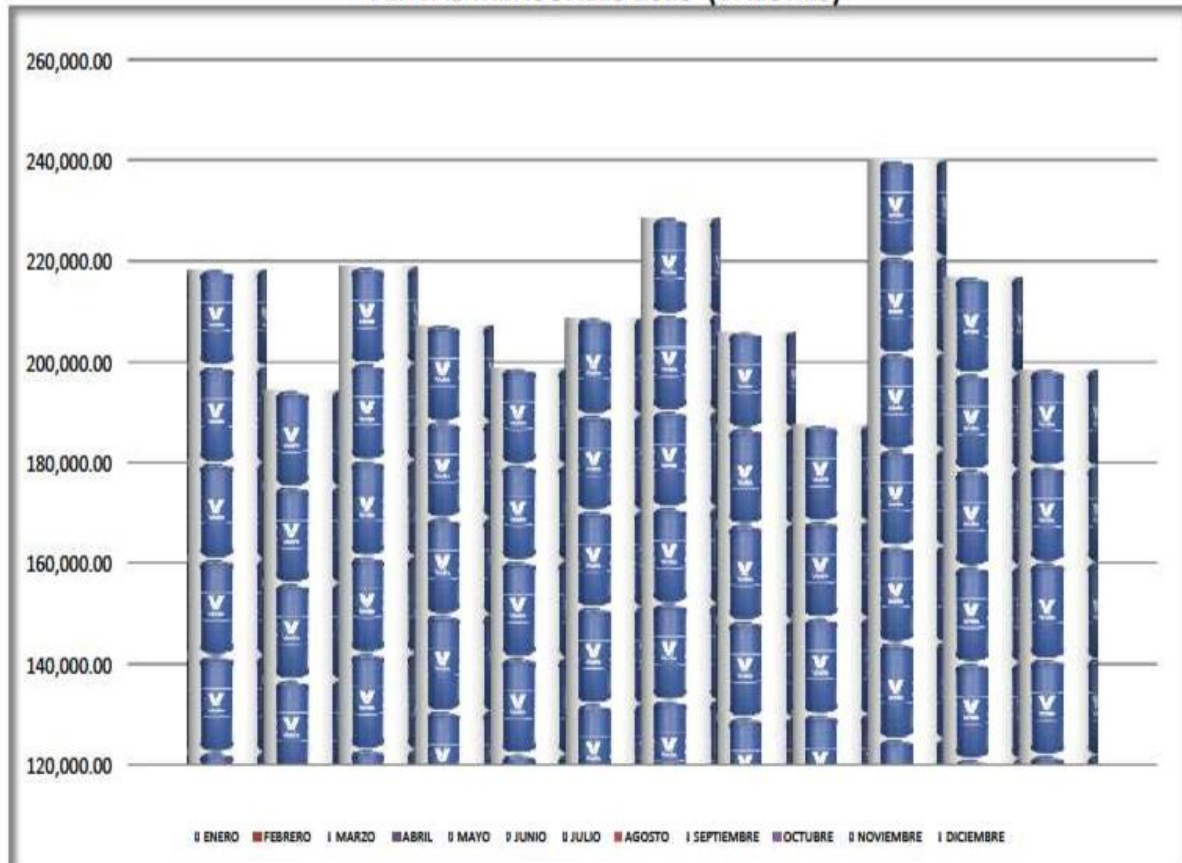


ANALISIS DE VENTAS POR AÑOS 2000 AL 2013

AÑOS	VALORES
2000	59,325.85
2001	336,818.29
2002	406,789.29
2003	482,839.99
2004	717,671.08
2005	813,510.75
2006	1,052,914.77
2007	1,202,316.79
2008	1,584,288.97
2009	1,905,691.54
2010	2,107,035.06
2011	2,425,972.66
2012	2,413,372.88
2013	2,524,842.42



LUBRICANTES Y ACCESORIOS RJ 2000 CIA. LTDA.
VENTAS MENSUALES 2013 (VALORES)



Lubricantes y Accesorios RJ 2000 Compañía Limitada.

BALANCE GENERAL

AL 31 DE DICIEMBRE DEL 2013

ACTIVOS				PASIVOS			
CORRIENTE				CORRIENTES			
DISPONIBLES				PROVEEDORES			
CAJA				LOCALES			
111101 Caja General	437.84			211101 Proveedores Locales	567,598.03	567,598.03	
111102 Caja Chica	100.00						
111199 Cheques en Cartera	60,194.19			CLIENTES			
BANCOS		140,447.85		211301 Depósitos por Identificar	50.01	50.01	
111201 Pichincha	100,463.79			OBLIGACIONES CON EL PERSONAL			
111202 Internacional	39,984.05			211401 Decimo Tercer Sueldo	1,203.13		22,494.29
EXIGIBLE				211402 Decimo Cuarto Sueldo	1,224.00		
CLIENTES		410,390.12		211404 Vacaciones	3,603.41		
112101 Cuentas por Cobrar	422,672.44			211501 Participación Trabajadores	16,463.75		
113201 Provision Ctas. Incobrables	-12,282.32			FONDOS DE TERCEROS			
EMPLEADOS		100.00		211406 IESS por Pagar Aporte Ind	891.26	2,816.64	
112208 Empleados por cobrar	100.00			211407 IESS por Pagar Aporte Pat	1,158.16		
REALIZABLE				211408 IESS préstamos Personal	767.22		
MERCADERIAS		112,871.14	112,871.14	IMPUESTOS			
113101 Productos Terminados	112,871.14			211601 Impuestos Renta Empleados	260.01	24,643.49	
DIFERIDOS				211603 Retenciones del Iva Ag.Reten	928.00		
IMPUESTOS ANTICIPADOS		36,395.17	36,395.17	211605 Retenciones en la Fuente Ag.Reto	2,078.04		
114105 Retenciones en la Fuente	9,889.94			211611 Impuestos por Pagar IVA	21,377.44		
114106 Retenciones del Iva	1,131.34			LARGO PLAZO			
114110 Anticipo Impto.Renta Cuotas	7,426.22			VARIOS			
114111 Credito Tributario Iva	17,947.67					79,380.00	79,380.00
OTROS ACTIVOS				221402 Fondos para Inversiones	21,600.00		
INVERSIONES LARGO PLAZO		2,000.00	2,000.00	211704 Varios	18,780.00		
111602 Inversiones	2,000.00			PASIVOS			
ACTIVOS FIJOS				PATRIMONIO			
EQUIPOS DE OFICINA				CAPITAL SOCIAL			
121201 Equipos de Oficina	1,668.57	869.57		CAPITAL			
121601 Depre. Equipos de Oficina	-799.00			311101 Capital Pagado	2,400.00	2,400.00	
MUEBLES Y ENSERES				RESERVAS			
121202 Muebles y Enseres	2,651.93	382.58		RESERVA LEGAL			
121602 Depre. Muebles y Enseres	-2,269.35			312101 Reserva Legal	19,241.27	19,241.27	
EQUIPOS DE COMPUTACION				APORTES FUTURAS CAPITALIZACIONES			
121203 Equipos de Computación	5,870.46	3,217.03		221401 Aport.Futuras Capitaliza.	925.56	925.56	
121603 Depre. Equipos de Computa	-2,653.43			UTILIDADES			
VEHICULOS				UTILIDAD DEL PRESENTE EJERCICIO			
121204 Vehículos	16,487.91	14,487.87		321105 Utilidad del Ejercicio despues de	63,885.54	63,885.54	
121604 Depre. Vehículos	-2,000.04			Impuestos antes de Dividendos			
OTROS ACTIVOS FIJOS				PATRIMONIO			
121205 Otros Activos Fijos	3,400.00	1,541.47				86,452.37	
121605 Depre. Otros Activos Fijo	-1,858.53			TOTAL PASIVO Y PATRIMONIO			
TOTAL ACTIVOS						783,434.83	783,434.83
		783,434.83					
Trajano Jimenez				Ivan Duque			
Gerente General				Contador General			
				Reg. Nac. 025105			

Lubricantes y Accesorios RJ 2000 CIA. LTDA.			
ESTADO DE RESULTADOS			
DEL 01 DE ENERO AL 31 DE DICIEMBRE DEL 2013.			
INGRESOS			
OPERACIONALES			
VENTAS Y PROMOCIONES			2,524,842.42
411112	Productos Terminados	2,524,842.42	(MCI) (MCI)
COSTO DE VENTAS			2,058,661.67
511101	Costo Producto Vendidos	2,058,661.67	(MCI)
UTILIDAD BRUTA EN VENTAS			466,180.75
GASTOS OPERACIONALES			388,186.35
GASTOS DE ADMINISTRACION Y VENTAS			384,277.78
5211101	Sueldos y Salarios	69,186.12	(MCI)
521110201	Decimo Tercer Sueldo	6,999.13	(MCI)
521110202	Decimo Cuarto Sueldo	4,477.62	(MCI)
521110203	Fondos de Reserva	9,067.49	(MCI)
521110204	Vacaciones	5,920.51	(MCI)
521110206	less Aporte Patronal	13,826.45	(MCI)
521110207	Horas Extras	1,604.37	(MCI)
521110208	Bonificación por Deshaucio	1,406.26	(MCI)
5211103	Arriendo Bienes Inmuebles	6,000.00	(MCI)
5211104	Combustibles	6,381.99	(MCI)
5211105	Suministros y Materiales	6,588.67	(MCI)
5211106	Gastos Seguros (primas)	54.96	(MCI)
5211107	Comisiones en Ventas	45,280.15	(MCI)
5211108	Gastos de Viaje	1,280.05	(MCI)
5211109	Arrendamiento Mercantil Local	18,526.96	(MCI)
5211110	Gastos Promoción y Publicidad	4,579.12	(MCI)
5211112	Gasto Agua, Luz, Teléfono	7,982.99	(MCI)
5211113	Gasto Transporte y Movilización	57,743.38	(MCI)
5211115	Alimentación Personal	6,896.76	(MCI)
5211116	Impuestos Contribuciones	2,208.30	(MCI)
5211119	Mantenimiento Vehículos	6,931.75	(MCI)
5211122	Servicios Contables	4,800.00	(MCI)
5211123	Asesoría y Capacitación	2,552.59	(MCI)
5211124	Agasajos Empleados-Incentivos	5,759.50	(MCI)
5211125	IVA que se carga al gasto	91.93	(MCI)
5211137	Comisiones Ventas Terceros	44,727.02	(MCI)
5211131	Prov.Ctas. Incobrables	4,226.72	(MCI)
5211129	Servicios Ocasionales	1,167.96	(MCI)
5211130	Notarias, Reg. Tramites Judiciales	723.44	(MCI)
5211132	Manten Oficina Eq de Seguridad	253.38	(MCI)
5211128	Asesoría Técnica	18,000.00	(MCI)
5211133	Repuestos y Herramientas	137.48	(MCI)
5211134	Descto.Adicional Ventas	88.49	(MCI)
5211135	Gastos de Gestion	18,780.00	(MCI)
521101	Intereses y Gastos Bancar	626.24	(MCI)
GASTOS DEPRECIACIONES			3,908.47
5211111	Depreciaciones	3,908.47	(MCI)
UTILIDAD OPERACIONAL			77,994.50
INGRESOS Y GASTOS NO OPERACIONALES			31,763.84
(+)	OTROS INGRESOS	31,907.20	
421103	Varios	15,419.29	(MCI)
421104	Ingres. Activ. Fijos liq. Arrend. Mercantil	16,487.91	(MCI)
(-)	OTROS EGRESOS	143.36	
5211120	Otros	143.36	(MCI)
UTILIDAD DEL EJERCICIO ANTES DE IMPUESTOS			109,758.34
Trajano Jiménez Gerente General Iván Duque Contador General Reg. Nac. 025105			