

## REFERENCES

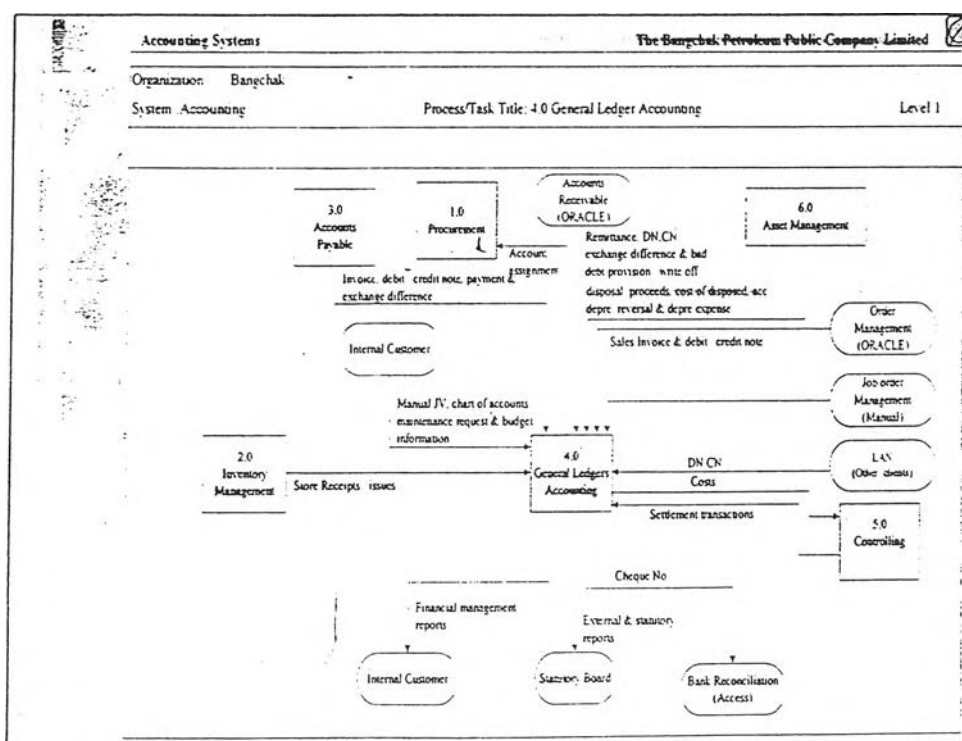
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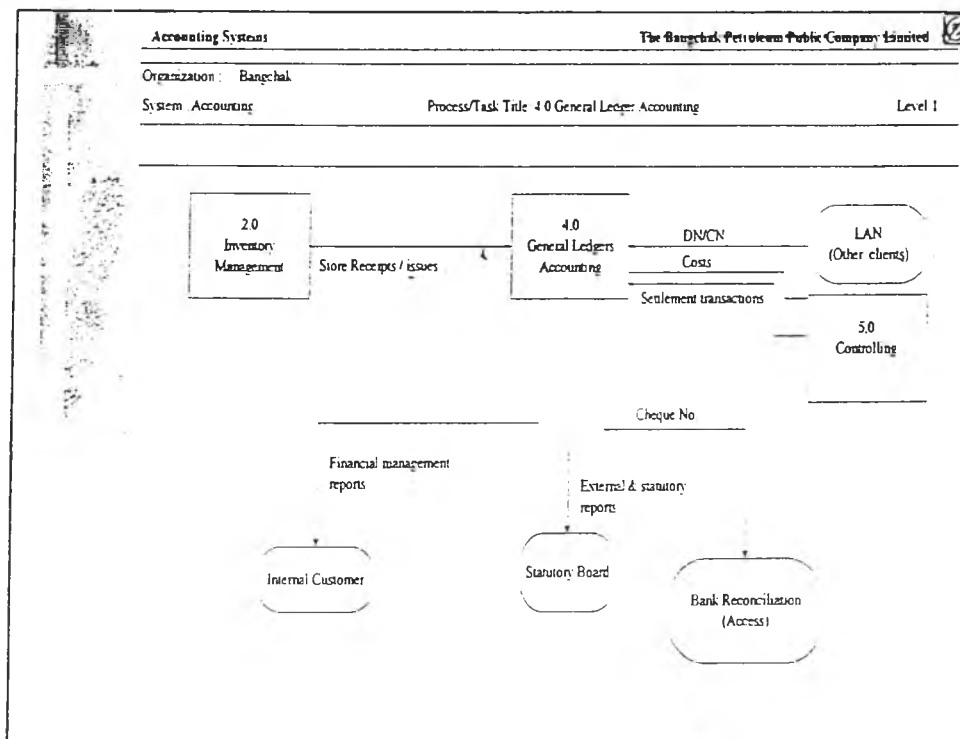
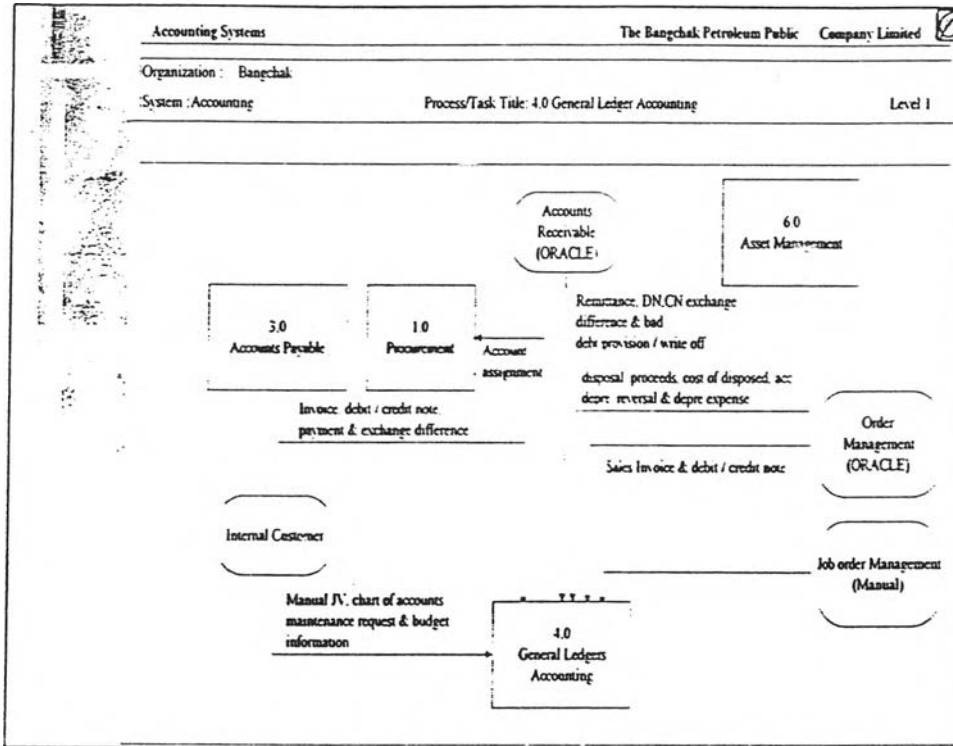
## **APPENDICES**

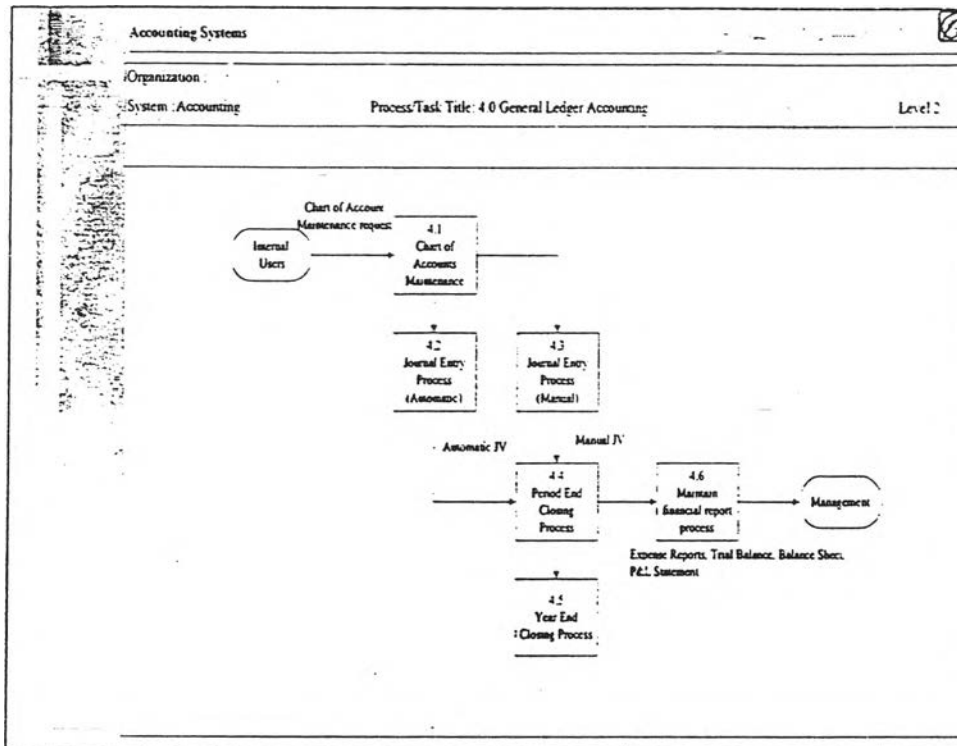
## **APPENDIX A**

# PART I

## GENERAL LEDGER ACCOUNTING





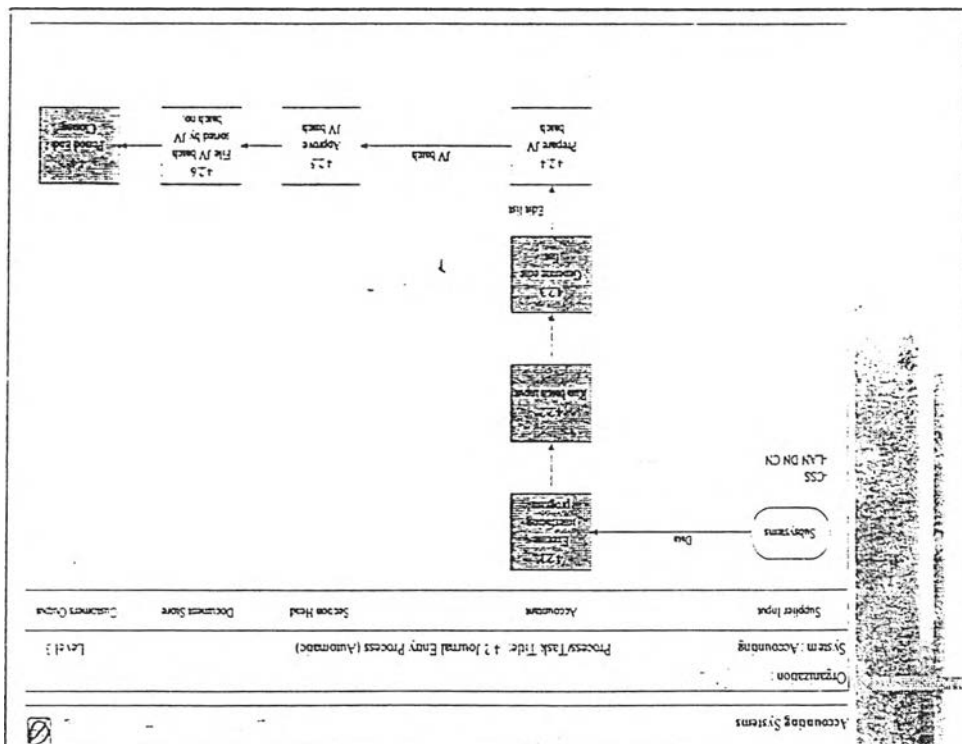
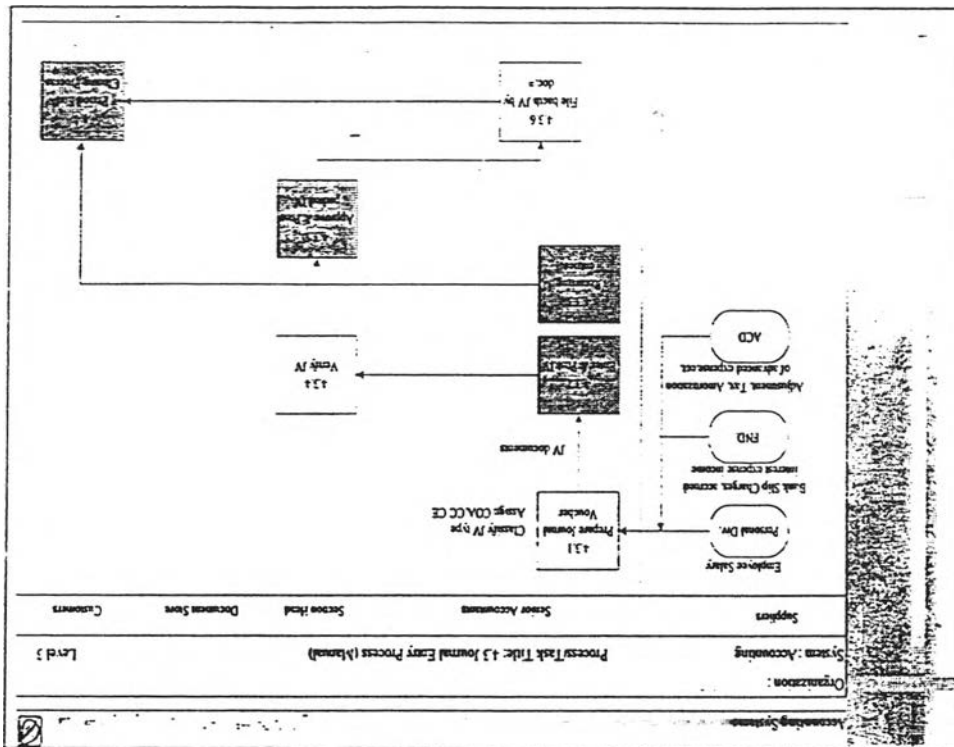


## การ Interface Batch

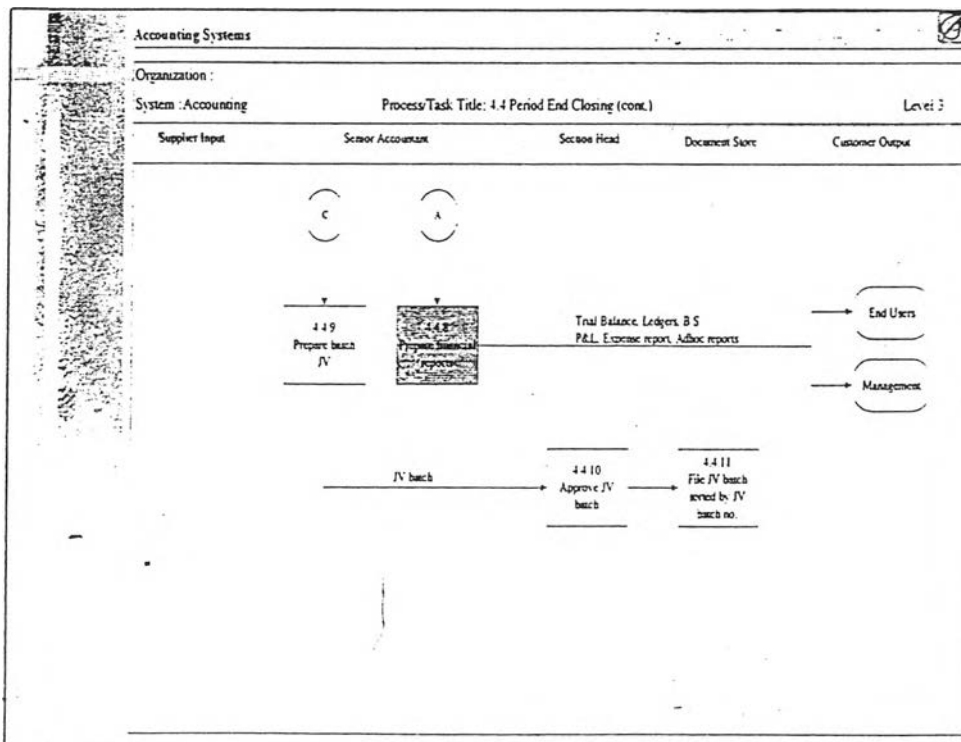
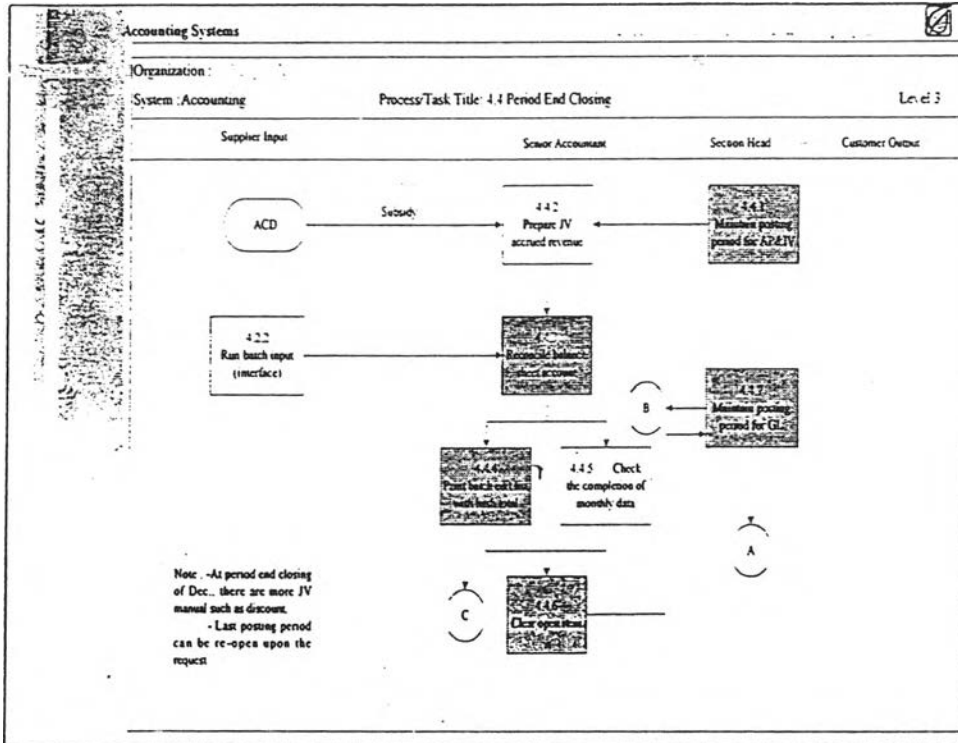
- ในการ Interface Batch แต่ละครั้งจะต้องพิมพ์รายงานจากระบบ CSS ตรวจสอบกับข้อมูลที่จะโยนไป SAP ผลลัพธ์ที่ได้ : จำนวนเงินต้องเท่ากัน
- เมื่อโยนข้อมูลขึ้น SAP แล้วจะต้องตรวจสอบจำนวนเงินอีกครั้ง พร้อมทั้งตรวจสอบ Error เพื่อค้นหาข้อผิดพลาดก่อนดำเนินการ Run Batch Input

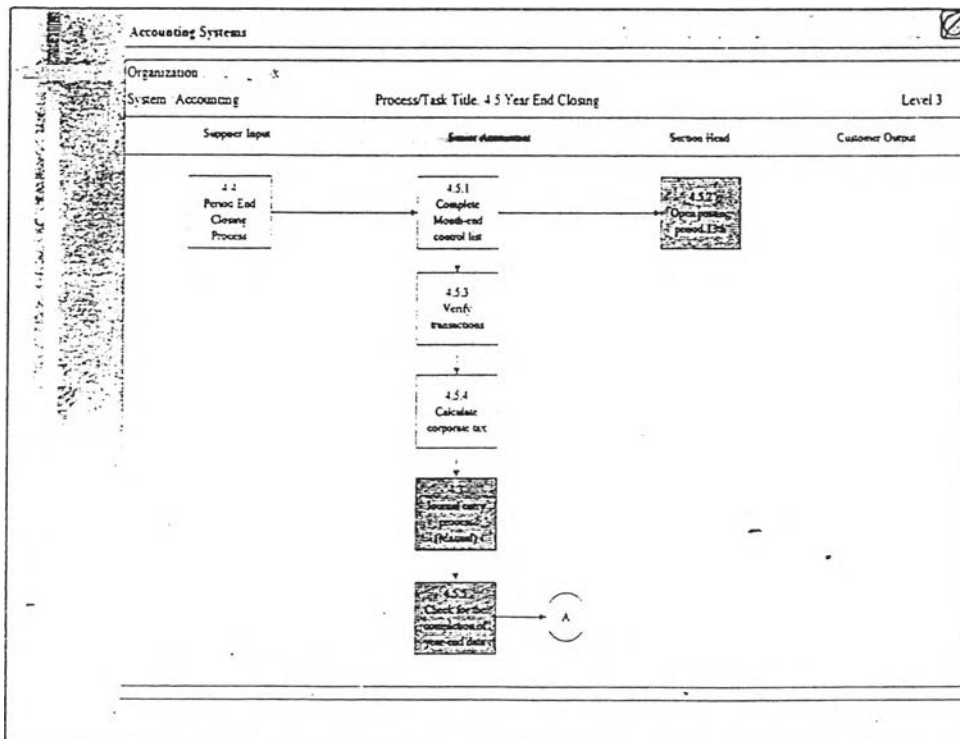
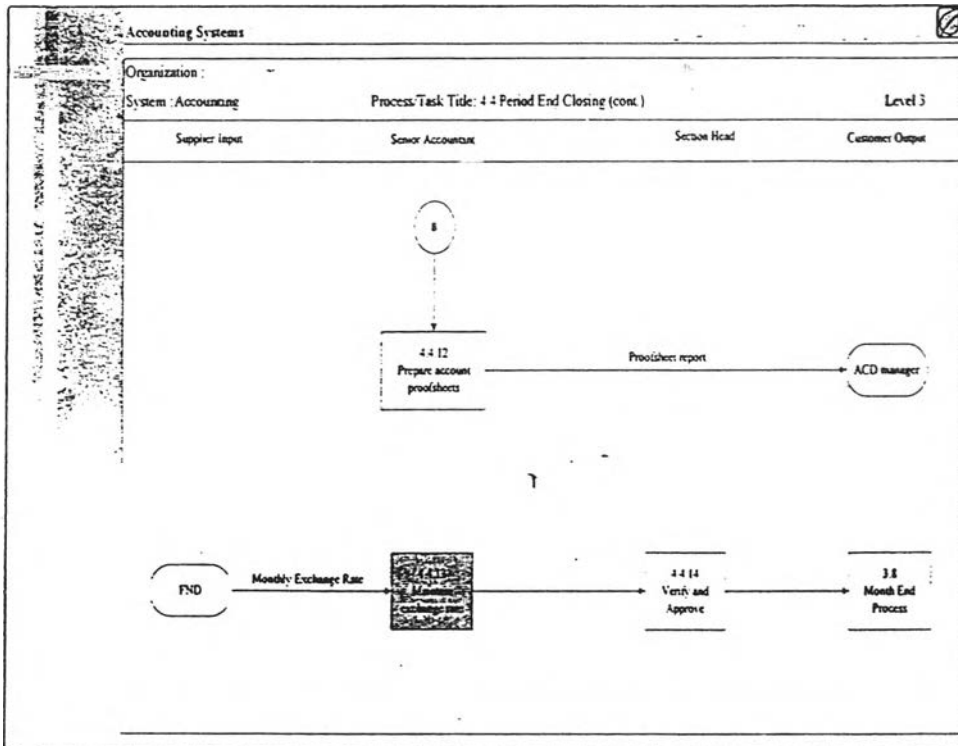
Batch ที่ต้อง Interface			
Batch No.	Type	Users	Date
01	Invoice	CSS, GPI	5 ของเดือนถัดไป
02 , 03	DN / CN	TCD, ACD	2 ของเดือนถัดไป
04 , 23	DN / CN	ACD	5 ของเดือนถัดไป
06,07,08,09,12	DN / CN	SPD, DSD, MMS, TCD, IMD	1 ของเดือนถัดไป
20	Cash Listing	Cashiers	7, 14, 21, 28, 5 ของเดือนถัดไป
21 , 22	DN / CN (LAN)	TTD, ACD	5 ของเดือนถัดไป

ชื่อ REPORT ที่ใช้ในการตรวจสอบการ INTERFACE			
BATCH NO.	CSS	IMPORT GL DATA TO SAP	SAP
01	MONTHLY SUMMARY DATA IN AR	GL-Invoice Summary invoice Report	GL Transaction Interface from SALES (Invoice)
02 , 03	MONTHLY SUMMARY DN/CN REPORT	GL-D/N,C/N Summary Report	GL Transaction Interface from DN/CN note - daily
06, 07, 08, 09, 12	MONTHLY SUMMARY DN/CN REPORT	GL-D/N,C/N Summary Report	GL Transaction Interface from DN/CN note - monthly
04 , 23	MONTHLY SUMMARY DN/CN REPORT	GL-D/N,C/N Summary Report	GL Transaction Interface from DN/CN note - monthly
21 , 22	MONTHLY LAN DN/CN REPORT	GL-LAN D/N,C/N Summary Report	GL Transaction Interface from LAN system
20	Report Checking Amount for Cashier Location	GL-Cash Summary Report	GL Transaction Interface from Cash Listing









## **APPENDIX B**

Div. IMD  
 Cost Center : 4300 - Indust MKT Div.

<----- Last Three Months ----->

<----- This Year -----> <----- Last Year ----->

Period Oct	Period Nov	Period Dec		YTD Actual	Total Budget	Last Year Total	% A	( % B	( % C
5,981	2,243	9,346	5410170 Products Surveyor Inspection	42,833					
			5410190 Product Sales Delivery	2,640	2,640,000	90	100	2933	
			5410200 Transhipment-Product			520	100		
2,380	4,287	22,810	5410210 Customer Assistance	275,836		1,293,582	97	22	
			5410299 Other Labour/Services	450	3,300	2,605	14	100	17
55,830	27,906	55,164	5410300 Business Travel	521,028	657,200	362,040	79	100	144
		836	5410310 Training Travel	836					
		4,963	5410410 Vehicle Tax	52,225	57,600	47,379	91	100	110
12,303	500	15,169	5410460 Exp.-Government Fee	25,657					
	1,053	1,103	5410499 Other Taxes	805	50,000	85,760	1	100	1
2,509	1,119	2,640	5410500 Entertainment&Representation	35,632	64,000	8,582	56	100	416
			5410505 Entertainment&Representation (Non Tax)		24,000	1,001	100		
			5410510 Publication			87,809	100		
7,220			5410520 Training	11,284	25,600	13,331	44	100	85
1,093			5410525 Employee Relations	13,470	137,200	2,207	10	100	610
			5410530 Membership		10,000	10,909	100		
			5410599 Other Public Relations & Development			2,100	100		
2,190			5410700 Sales Promotion-Cust Relation Activity	5,181	250,000	3,000	2	100	173
37		148	5410705 Sales Promotion Items-Cost of Sales	185		1,032	100	18	
	1,932	13,185	5410710 Sales Promotion Items-Giveaway	924,679		2,225,949	100	42	
			5410715 Sales Promotion Items-Advertising Mat.			217,960	100		
573	951	3,629	5410799 Sales Promotion -Others	15,019		35,958	100	42	
171,927	171,163	206,265	5500700 Depreciation	2,112,439	1,443,100	2,410,589	146	100	88
3,594	3,293	3,462	5500710 Amortization	38,652		12,293	100	314	
			5500719 Amortization Others		27,300				
39,381	13,127	19,641	5500730 Insurance	145,106	247,100	102,114	59	100	110
469,469	518,243	750,451		9,539,275	9,186,900	9,865,512	104	100	97

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
 % B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
 % C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

Run by : GLO1

For Your Information Only

For The Month of December 2000

Rep Grp : 2024  
Rep Name: ZCOR0024

Cost Center Respon : / Div. IMD  
Cost Center : 4300 - Indust MKT Div.

<----- Last Three Months ----->

<----- This Year -----> <----- Last Year ----->

Period Oct	Period Nov	Period Dec		YTD Actual	Total Budget	Last Year Total	% A	( % B	( % C	(
5,121	2,893	4,612	5400070 Medical Expenses-Employee	74,458	93,900	32,296	79	100	231	
850	801	493	5400080 Medical Expenses-Employee's Parents	5,812	25,600	38,333	23	100	15	
			5400130 Employees' Children Welfare Asslt.		2,800					
			5400140 Employees' Children Educational Asslt.		41,100					
1,350		151,007	5400200 M&R Service Payment	163,032		5,313		100	3069	
	3,454		5400210 M&R Contract Labors	337,421						
6,617	38,955	59,085	5400230 M&R Vehicles	369,740	296,500	435,001	125	100	85	
			5400240 M&R Service Station	2,034,122						
		513	5400310 Products Own Used - Vehicles	5,588	24,700	15,348	23	100	36	
			5400320 Products Own Used - For Operation			654		100		
			5400480 Liquid Dye			16,222		100		
5,971			5400500 EDP Supplies	6,167	38,400	18,997	16	100	36	
2,885	1,176	1,008	5400510 Stationery Supplies	20,933	57,000	18,462	37	100	113	
	300		5400520 Magazines/Newspaper/Periodicals Etc.	3,642	3,300	7,200	110	100	51	
3,729	501	954	5400530 Outside Printing/Reproduction	221,769	66,700	25,748	332	100	861	
3,199	4,123	4,306	5400540 Photocopying/Electrostat Copying	46,739		41,391		100	113	
			5400550 Office&Operational Equipments	5,047	20,000			25		
26,015	3,548		5400620 Uniforms	54,493	27,300			200		
821	401		5400640 Small Tools&Other Operational Supplies	2,756		10,891		100	25	
			5400650 Office Supplies		9,000					
			5400670 Other General Materials			6,777		100		
			5400700 Labour/Employees(Non payroll Recbrd)	2,400						
	6,871	14,196	5400750 Contract Service -Labour Non Maint.	134,342	56,000	94,421	240	100	142	
	341	171	5400760 Contract Service -O.T. Labour	7,347	2,800	730	262	100	1006	
			5400770 Contract Service -Shipping	48,420		135,651		100	36	
			5400780 Contract Service -Product Distribution	6,325						
			5400799 Contract Service -Others			30,728		100		
	128,454	67,238	5400820 Professional Consulting - Legal	207,281	50,000	3,843	415	100	5393	
			5400840 Professional Consulting - Marketing	91,830		457,230		100	20	
			5400899 Professional Consulting - Others	2,700						
			5400910 Equipment Rental	455						
71,924	71,924	71,924	5400930 Vehicle Rental (Excl.Tank Truck)	868,325	2,400,000	1,231,222	36	100	71	
			5400940 Vehicle Rental - Non Tax Claim	78,421-		1,684		100	4657-	
			5410000 Communication & Postal	210,190	1,300	21,964	16188	100	957	
35,801	25,876	42,067	5410010 Mobile Telephone	432,483	325,700	246,820	133	100	175	
168	561	561	5410015 Pager	9,093	8,400	6,189	108	100	147	
	400	3,400	5410110 Computer (Hardware)	21,720		7,610		100	285	
			5410140 Bank Charges	526						

Note : X A = This Year To Date Actual Divided By This Year Total Budget \* 100  
X B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
X C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

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Run Date 07.12.2000  
Run Time 10:44:49

Cost Center By Cost Element  
For The Month of November 2000

Page : 1 / 2  
Library : 1VK  
Rep Org : Z020  
Rep name: ZCOR0020

Cost Center Reason : / Dept. IMD  
Cost Center : 4300 Industrial Sales

← Last Three Months →

← This Year →

Period Sep	Period Oct	Period Nov	Cost Element & Description	YTD Actual	Total Budget	Last Year Total	X A	X B	X C
6,026	5,121	2,893	5400070 Medical Expenses-Employee	80,848	83,000	32,208	74	82	203
168	850	801	5400080 Medical Expenses-Employee's Parents	5,310	25,000	38,333	21	88	15
			5400130 Employees' Children Welfare Assiat.		2,800				
			5400140 Employees' Children Educational Assiat		41,100				
	1,350		5400200 M&R Contract Payment	11,935		5,313		100	225
187,175		3,454	5400210 M&R Contract Labours - Maintenance Dept	337,421					
25,609	6,617	38,955	5400230 M&R Contract Payments-Vehicles	310,855	288,500	435,001	105	94	78
			5400240 M&R Service Station	2,034,122					
			5400310 Products Own Used - VAT	5,073	24,700	15,348	21	100	33
			5400320 Products Own Used - Non VAT			654		100	
			5400480 Liquid Dye			16,222		100	
			5400489 Other Additives						
	5,971		5400500 E.P Supplies	6,187	38,400	16,997	16	100	36
1,433	2,885	1,178	5400510 Office Supplies and Stationery	19,123	57,000	18,462	34	84	123
		300	5400520 Magazines/Newspaper/Periodicals Etc.	3,842	3,300	7,200	110	92	55
1,289	3,729	501	5400530 Outside Printing/Reproduction	220,814	66,700	25,748	331	74	1165
4,238	3,199	4,123	5400540 Photocopying/Electrastral Copying	42,433		41,361		94	110
5,047			5400590 Office Equipments	5,047	20,000			25	
14,820	26,015	3,548	5400820 Uniforms	54,493	27,300			200	
410	821	401	5400840 Small Tools&Other Operational Supplies	2,758		10,891		100	25
			5400850 Office Supplies		9,000				
			5400870 Other General Materials			6,777		100	
			5400700 Labour/Employees(Non payroll Record)	2,400					
20,020		6,871	5400780 Contract Service-Labour-Non Maint.	120,146	58,000	84,421	215	83	154
3,480		341	5400780 Contract Service - O.T. Labour	7,178	2,800	730	258	100	883
			5400770 Contract Service - Shipping	48,420		135,851		65	53
			5400780 Contract Service - Product Distribution	8,325					
			5400799 Contract Service - Others			30,728		100	
		128,454	5400820 Professional Consulting - Legal	140,043	50,000	3,843	280	100	3644
			5400840 Professional Consulting - Marketing	81,830		457,230		87	23
			5400899 Professional Consulting - Others	2,700					
			5400910 Equipment Rental	455					
71,924	71,924	71,924	5400930 Vehicle Rental (Excl. Tank Truck)	788,401	2,400,000	1,231,222	33	80	71
			5400940 Vehicle Rental - Non Tax Claim	78,421		1,884		92	5080-
			5410000 Communication & Postal	218,190	1,300	21,884	18188		2 46709
41,489	35,801	25,878	5410010 Mobile Telephone	380,418	325,700	246,820	120	89	178
581	168	561	5410015 Pager	8,532	8,400	6,188	102	81	151

Note : X A = This Year To Date Actual Divided By This Year Total Budget \* 100  
X B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
X C = This Year To Date Actual Divided By This Year Total Budget \* 100

0101

Verified by \_\_\_\_\_ Approved by \_\_\_\_\_  
Date 11.11.00 Date \_\_\_\_\_

Run Date 07.12.2000  
Run Time 10:44:40

Cost Center By Cost Element  
For The Month of November 2000

Page : 2 / 2  
Library : IVK  
Rep Grp : 2020  
Rep name: ZCOR0020

Cost Center Respon : / Dept. IMD  
Cost Center : 4300 Industrial Sales

← Last Three Months →

← This Year →

Period Sep	Period Oct	Period Nov	Cost Element & Description	YTD Actual	Total Budget	Last Year Total	X A (	X B (	X C (
		400	8410110 Computer (Hardware)	18,320		7,010	70	315	
			8410140 Bank Charges	526					
11,003	5,001	2,243	8410170 Products Survey Or Inspection	33,417					
			8410190 Product Delivery	2,640	2,640,000	90	100	2033	
			8410200 Product Transhipment			520	100		
33,091	2,380	4,287	8410210 Customer Assistance	253,025		1,293,582	90	22	
			8410299 Other Labour/Services	450	3,300	2,605	14	100	17
46,179	55,830	27,006	8410300 Business Travel-Employees	465,863	657,200	382,040	71	91	142
14,644			8410410 Vehicle Tax	47,262	57,600	47,379	82	100	100
800	12,303	590	8410460 Exp.-Government Fee	40,826					
		1,053	8410499 Other Taxes	1,700-	90,000	85,700	3-	835-	
5,010	2,509	1,119	8410500 Entertainment&Representation	32,992	84,000	8,582	52	93	414
			8410505 Entertainment&Representation (Non Tax)		24,000	1,001	100		
			8410510 Publication			87,809	100		
1,316	7,220		8410520 Employee Training	11,284	25,600	13,331	44	100	85
	1,093		8410525 Employee Relations	13,470	137,200	2,207	10	100	610
			8410530 Membership		10,000	10,909	10-		
			8410599 Other Public Relations & Development			2,100	100		
2,991	2,190		8410700 Sales Promotion-Cust Relation Activity	5,181	250,000	3,000	2		
	37		8410705 Sales Promotion Items-Sales	37		1,032	100	4	
4,262		1,932	8410710 Sales Promotion Items - Premium	911,494		2,225,949	84	49	
			8410715 Sales Promotion Items-Advertising Mat.			217,980	100		
1,441	573	951	8410799 Sales Promotion -Others	11,390		35,958	92	35	
173,853	171,927	171,163	8500700 Depreciation	1,006,174	1,443,100	2,410,589	132	93	85
3,594	3,594	3,293	8800710 Amortization	35,189		12,293	81	351	
			8800718 Amortization Others		27,300				
352	39,381	13,127	8500730 Insurance	125,464	247,100	132,114	51	92	103
692,167	469,469	518,243	* Total Cost Center	8,788,824	9,188,800	9,865,612	98	81	110

Note : X A = This Year To Date Actual Divided By This Year Total Budget \* 100  
X B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
X C = This Year To Date Actual Divided By This Year Total Budget \* 100

GL01

Verified by                      Approved by                       
Date 12.12.00 Date 12.12.00

Cost Center Reason : / Div. IMD  
 Cost Center : 4300 - Indust MKT Div.

For the month of October, 2000

Rep Grp : ZU24  
 Rep Name: ZCOR0024

4

----- Last Three Months -----			----- This Year -----			----- Last Year -----			
Aug	Sep	Oct	Cost Element & Description	YTD Actual	Total Budget	LY Total	% A	% B	% C
			5410140 Bank Charges	526					
12,200	11,963	5,981	5410170 Products Surveyor Inspection	31,244					
			5410190 Product Sales Delivery	2,640	2,640,000	90		33	8800
			5410200 Transhipment-Product			520		100	
	33,091	2,380	5410210 Customer Assistance	248,738		1,293,582		84	23
			5410299 Other Labour/services	450	3,300	2,605	14	22	80
41,715	46,170	55,030	5410300 Business Travel	437,957	657,200	362,040	67	83	148
13,083	14,644		5410410 Vehicle Tax	47,262	57,600	47,379	82	92	108
270	800	12,303	5410460 Exp.-Government Fee	40,236					
1,883-			5410499 Other Taxes	2,762-	50,000	85,780	6-	87	4-
1,110	5,010	2,509	5410500 Entertainment&Representation	31,873	64,000	8,562	50	93	400
			5410505 Entertainment&Representation (Non Tax)		24,000	1,001		100	
			5410510 Publication			87,809		100	
2,748	1,316	7,220	5410520 Training	11,284	25,600	13,331	44	100	85
		1,093	5410525 Employee Relations	13,470	137,200	2,207	10	82	742
			5410530 Membership		10,000	10,909		10-	
			5410599 Other Public Relations & Development			2,100			
	2,991	2,190	5410700 Sales Promotion-Cust Relation Activity	5,181	250,000	3,000	2		
		37	5410705 Sales Promotion Items-Cost of Sales	37		1,032		100	4
5,765	4,262		5410710 Sales Promotion Items-Giveaway	909,562		2,225,949		50	82
			5410715 Sales Promotion Items-Advertising Mat.			217,860		100	
386	1,441	573	5410799 Sales Promotion -Others	10,439		35,958		90	32
173,875	173,853	171,927	5500700 Depreciation	1,735,011	1,443,100	2,410,589	120	80	90
3,594	3,594	3,594	5500710 Amortization	31,896		12,293		63	412
			5500719 Amortization Others		27,300				
74	352	39,381	5500730 Insurance	112,337	247,100	132,114	45	84	101
440,575	692,167	469,469	Total By Cost Center	8,270,581	9,186,900	9,865,512	90	75	112

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
 % B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
 % C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

Run by : GL01

For Your Information Only



Cost Center Reason : / Div.  
 Cost Center : 4300 - Indust MKT Div

For The Month of October 2000

Library : 1VK  
 Rep Grp : Z024  
 Rep Name : ZCOR0024

<----- Last Three Months ----->

<----- This Year -----> <---Last Year--->

Aug	Sep	Oct	Cost Element & Description	YTD Actual	Total Budget	LY Total	% A	% B	% C
5,023	6,026	5,121	5400070 Medical Expenses-Employee	66,953	93,900	32,296	71	83	330
439	166	850	5400080 Medical Expenses-Employee's Parents	4,518	25,600	38,333	18	93	13
			5400130 Employees'Children Welfare Assiat.		2,800				
			5400140 Employers'Children Educational Assiat.		41,100				
100		1,350	5400200 M&R Service Payment	11,935		5,313		68	343
6,120	187,175		5400210 M&R Contract Labors	333,967					
53,434	25,609	6,617	5400230 M&R Vehicles	271,700	296,500	435,001	92	76	82
3,990			5400240 M&R Service Station	2,034,122					
			5400310 Products Own Used - Vehicles	5,073	24,700	15,348	21	100	33
			5400320 Products Own Used - For Operation			854		100	
			5400480 Liquid Dye			16,222		100	
			5400499 Other Additives						
196		5,971	5400500 EDP Supplies	6,167	38,400	16,997	16	100	36
5,567	1,433	2,885	5400510 Stationery Supplies	17,949	57,000	18,462	31	84	115
1,800			5400520 Magazines/Newspaper/Periodicals Etc.	3,342	3,300	7,200	101	60	77
	1,269	3,729	5400530 Outside Printing/Reproduction	220,313	66,700	25,748	330	74	1162
2,409	4,236	3,199	5400540 Photocopying/Electrostat Copying	38,310		41,391		82	113
	5,047		5400550 Office&Operational Equipments	5,047	20,000			25	
	14,820	26,015	5400620 Uniforms	50,945	27,200			187	
	410	821	5400640 Small Tools&Other Operational Supplies	2,355		10,891		100	22
			5400650 Office Supplies		9,000				
			5400670 Other General Materials			6,777		100	
			5400700 Labour/Employees(Non payroll Record)	2,400					
	29,020		5400750 Contract Service -Labour Non Maint.	113,276	56,000	94,421	202	74	162
	3,469		5400760 Contract Service -O.T. Labour	6,835	2,800	730	244		
5,040			5400770 Contract Service -Shipping	46,420		135,651		65	55
			5400780 Contract Service -Product Distribution	6,325					
			5400799 Contract Service -Others			30,728		84	
			5400820 Professional Consulting - Legal	11,589	50,000	3,843	23	100	302
12,200-			5400830 Professional Consulting - Engineer						
			5400840 Professional Consulting - Marketing	91,830		457,230		83	25
			5400899 Professional Consulting - Others	2,700					
			5400910 Equipment Rental	455					
71,924	71,924	71,924	5400930 Vehicle Rental (Excl.Tank Truck)	724,477	2,400,000	1,231,222	30	83	71
			5400940 Vehicle Rental - Non Tax Claim	78,421-		1,684		83	5588-
			5410000 Communication & Postal	210,190	1,300	21,964	16168	2	46709
40,236	41,499	35,801	5410010 Mobile Telephone	364,540	325,700	246,820	112	84	177
1,561	561	168	5410010 Pager	7,971	8,400	6,189	95	82	156
3,000			5410110 Computer (Hardware)	17,920		7,610			

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
 % B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
 % C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

Run by : GLO1

For Your Information Only

For The Month of September 2000

Cost Center Respon : / Div.  
 Cost Center : 4300 - Indust MKT Div.

<----- Last Three Months ----->			<----- This Year ----->			<--Last Year-->			
Jul	Aug	Sep	Cost Element & Description	YTD Actual	Total Budget	LY Total	% A	% B	% C
	3,000		5410110 Computer (Hardware)	17,920		7,610			
126			5410140 Bank Charges	528					
	12,200	11,003	5410170 Products Surveyor Inspection	25,263					
			5410190 Product Sales Delivery	2,640	2,640,000	90		33	8800
			5410200 Transhipment-Product			520		100	
1,560		33,001	5410210 Customer Assistance	246,358		1,293,582		71	27
			5410299 Other Labour/services	450	3,300	2,805	14		
34,775	41,715	46,179	5410300 Business Travel	382,127	657,200	362,040	58	72	147
	13,083	14,644	5410410 Vehicle Tax	47,262	57,600	47,379	82	92	108
20	270	800	5410460 Exp.-Government Fee	27,933					
	1,883-		5410499 Other Taxes	2,782-	50,000	85,760	6-	88	4-
2,474	1,110	5,010	5410500 Entertainment&Representation	29,384	64,000	8,562	46	82	420
			5410505 Entertainment&Representation (Non Tax)		24,000	1,001		100	
			5410510 Publication			87,809			
	2,748	1,316	5410520 Training	4,064	25,600	13,331	16	100	30
			5410525 Employee Relations	12,377	137,200	2,207	9	82	682
			5410530 Membership		10,000	10,909		10-	
			5410599 Other Public Relations & Development			2,100			4
		2,001	5410700 Sales Promotion-Cust Relation Activity	2,991	250,000	3,000	1		
			5410705 Sales Promotion Items-Cost of Sales			1,032		100	
2,434	5,785	4,202	5410710 Sales Promotion Items-Giveaway	909,562		2,225,949		50	82
			5410715 Sales Promotion Items-Advertising Mat.			217,960		100	
1,247	386	1,441	5410799 Sales Promotion -Others	9,866		35,958		90	31
174,628	173,875	173,053	5500700 Depreciation	1,563,083	1,443,100	2,410,589	108	73	89
3,282	3,594	3,594	5500710 Amortization	28,302		12,293		44	518
			5500719 Amortization Others		27,300				
10,362	74	352	5500730 Insurance	72,956	247,100	132,114	30	61	91
526,492	440,575	692,167	Total By Cost Center	7,801,112	9,186,900	9,865,512	85	68	117

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
 % B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
 % C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

Run Date : 09.10.2000  
Run Time : 11:16:44

Cost Center By Cost Element  
For The Month of September 2000

Page : 1 2  
Library : 1VK  
Rep Grp : 2024  
Rep Name : ZCOR0024

Cost Center Respon : / Div.  
Cost Center : 4300 - Indust MKT Div.

<----- Last Three Months ----->

<----- This Year -----> <--Last Year-->

Jul	Aug	Sep	Cost Element & Description	YTD Actual	Total Budget	LY Total	% A	% B	% C
9,649	5,023	6,026	5400070 Medical Expenses-Employee	61,832	93,900	32,296	86	54	356
1,345	439	186	5400080 Medical Expenses-Employee's Parents	3,668	25,800	38,333	14	93	10
			5400130 Employees'Children Welfare Assiat.		2,800				
			5400140 Employees'Children Educational Assiat.		41,100				
	100		5400200 M&R Service Payment	10,585		5,313		54	367
139,363	6,120	187,175	5400210 M&R Contract Labora	333,967					
16,233	53,434	25,809	5400230 M&R Vehicles	265,083	286,500	435,001	89	65	93
	3,990		5400240 M&R Service Station	2,034,122					
847			5400310 Products Own Used - Vehicles	5,073	24,700	15,348	21	100	33
			5400320 Products Own Used - For Operation			854			
			5400400 Fuel For Tank Truck						
			5400480 Liquid Dye			16,222		100	
			5400499 Other Additives						
	196		5400500 EDP Supplies	196	38,400	16,997	1	100	1
2,292	5,567	1,433	5400510 Stationary Supplies	15,064	57,000	18,482	26	79	103
	1,800		5400520 Magazines/Newspaper/Periodicals Etc.	3,342	3,300	7,200	101	60	77
376		1,269	5400530 Outside Printing/Reproduction	216,583	66,700	25,748	325	72	1170
6,432	2,409	4,236	5400540 Photocopying/Electrostat Copying	35,111		41,391		82	104
		5,047	5400550 Office&Operational Equipment	5,047	20,000			25	
		14,820	5400620 Uniforms	24,930	27,300			91	
336		410	5400840 Small Tools&Other Operational Supplies	1,535		10,891		89	16
			5400650 Office Supplies		9,000				
			5400670 Other General Materials			6,777		100	
			5400700 Labour/Employees(Non payroll Record)	2,400					
		29,029	5400750 Contract Service -Labour Non Maint.	113,276	56,000	94,421	202	66	183
		3,469	5400780 Contract Service -O.T. Labour	6,835	2,800	730	244		
	5,040		5400770 Contract Service -Shipping	48,420		135,651		61	58
			5400780 Contract Service -Product Distribution	6,325					
			5400799 Contract Service -Others			30,728		84	
			5400820 Professional Consulting - Legal	11,589	50,000	3,843	23	100	302
	12,200		5400830 Professional Consulting - Engineer						
			5400840 Professional Consulting - Marketing	91,830		457,230		80	25
			5400899 Professional Consulting - Others	2,700					
			5400910 Equipment Rental	455					
71,924	71,924	71,924	5400930 Vehicle Rental (Excl.Tank Truck)	652,553	2,400,000	1,231,222	27	75	71
			5400940 Vehicle Rental - Non Tax Claim	78,421		1,884		75	6209-
			5410000 Communication & Postal	210,190	1,300	21,964	16168	2	46709
46,617	40,236	41,499	5410010 Mobile Telephone	328,739	325,700	246,820	101	72	184
168	561	561	5410015 Pager	7,803	8,400	6,189	93	75	168

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
% B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
% C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

Run by : GLO1

For Your Information Only

Run Date : 08.09.2000  
Run Time : 13:52:35

Cost Center By Cost Element  
For The Month of August 2000

Page : 2 / 2  
Library : 1VK  
Rep Grp : 2020  
Rep Name : ZC00020

Cost Center Respon : / Div.  
Cost Center : 4300 - Indust MKT Div.

----- Last Three Months -----			----- This Year -----			----- Last Year -----			
Jun	Jul	Aug	Cost Element & Description	YTD Actual	Total Budget	LY Total	X A	X B	X C
	126		5410140 Bank Charges	528					
		12,200	5410170 Products Surveyor Inspection	13,300					
			5410190 Product Sales Delivery	2,640	2,640,000	90		33	8800
			5410200 Transshipment-Product			520		100	
79,374	1,580		5410210 Customer Assistance	213,287		1,203,582		82	26
			5410299 Other Labour/Services	430	3,300	2,605		14	
25,821	34,775	41,715	5410300 Business Travel	335,948	657,200	302,040	51	83	148
3,619		13,083	5410410 Vehicle Tax	32,818	57,600	47,379	57	33	197
770	20	270	5410460 Exp.-Government Fee	27,133					
1,200		1,883	5410499 Other Taxes	2,782	50,000	85,780	6	88	4
2,273	2,474	1,110	5410500 Entertainment&Representation	24,353	84,000	6,582	38	51	582
			5410505 Entertainment&Representation (Non Tax)		24,000	1,001		100	
			5410510 Publication			87,809			
		2,748	5410520 Training	2,748	25,600	13,331	11	100	21
250			5410525 Employee Relations	12,377	137,200	2,207	9	82	682
			5410530 Membership		10,000	10,000		10	
			5410599 Other Public Relations & Development			2,100			
			5410700 Sales Promotion-Dist Relation Activity		250,000	3,000			
			5410705 Sales Promotion Items-Cost of Sales			1,032		100	
3,734	2,434	5,785	5410710 Sales Promotion Items-Directway	605,300		2,225,940		20	201
			5410718 Sales Promotion Items-Advertising Mat.			217,000		100	
1,504	1,247	306	5410799 Sales Promotion -Others	8,428		35,958		89	26
171,807	174,628	173,875	5500700 Depreciation	1,388,231	1,443,100	2,410,589	98	68	88
3,282	3,282	3,594	5500710 Amortization	24,708		12,293		28	775
			5500718 Amortization Others		27,300				
10,382	10,382	74	5500730 Insurance	72,605	247,100	132,114	29	61	90
2,080,831	526,492	440,575	Total By Cost Center	7,108,945	9,188,900	9,865,512	77	55	132

Note : X A = This Year To Date Actual Divided By This Year Total Budget \* 100  
X B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
X C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

Run by : GL01

Verified by \_\_\_\_\_ Approved by \_\_\_\_\_  
Date 7.9.00 Date 4.9.00

Run Date : 08.09.2000  
Run Time : 13:52:35

Cost Center By Cost Element

Page : 1 / 2  
Library :  
Rep Grp :  
Rep Name: ZCOR0020

Cost Center Respon : 10 / Div.  
Cost Center : 4300 - Indust MKT Div

For The Month of August 2000

----- Last Three Months ----->

<----- This Year -----> <---Last Year--->

Jun	Jul	Aug	Cost Element & Description	YTD Actual	Total Budget	LY Total	% A	% B	% C
11,570	0,040	5,023	8400070 Medical Expenses-Employee	55,808	93,000	32,200	50	52	331
340	1,345	438	8400080 Medical Expenses-Employee's Parents	3,502	25,000	38,333	14	03	10
			8400130 Employee's Children Welfare Assiat.		2,000				
			8400140 Employee's Children Educational Assiat.		41,100				
200		100	8400200 M&R Service Payment	10,585		5,313		29	890
1,310	139,383	6,120	8400210 M&R Contract Labors	146,793					
2,741	16,233	53,434	8400230 M&R Vehicles	239,474	208,500	435,001	81	51	108
1,814,953		3,900	8400240 M&R Service Station	2,034,122					
	847		8400310 Products Own Used - Vehicles	5,073	24,700	15,348	21	100	33
			8400320 Products Own Used - For Operation			854			
			8400480 Liquid Dye			10,222			
			8400499 Other Additives						
		198	8400500 EDP Supplies	198	38,400	16,997	1	100	1
179	2,292	5,587	8400510 Stationery Supplies	13,631	57,000	18,462	24	79	93
		1,800	8400520 Magazines/Newspaper/Periodicals Etc.	3,342	3,300	7,200	101	80	77
	378		8400530 Outside Printing/Reproduction	215,315	88,700	25,748	323	82	1356
7,357	6,432	2,409	8400540 Photocopying/Electrostat Copying	30,874		41,391		57	132
			8400580 Office/Operational Equipments		20,000				
			8400820 Uniforms	10,110	27,300			37	
	338		8400840 Small Tools&Other Operational Supplies	1,124		10,891		89	12
			8400860 Office Supplies		9,000				
			8400870 Other General Materials			6,777		100	
			8400700 Labour/Employees(Mon payroll Record)	2,400					
22,174			8400750 Contract Service -Labour Men Maint.	84,247	58,000	94,421	150	19	182
850			8400760 Contract Service -O.T. Labour	3,385	2,800	730	120		
		5,040	8400770 Contract Service -Shipping	48,420		135,051		81	58
			8400780 Contract Service -Product Distribution	6,323					
			8400799 Contract Service -Others			30,728		71	
800			8400820 Professional Consulting - Legal	11,589	50,000	3,843	23	100	302
		12,200-	8400830 Professional Consulting - Engineer						
			8400840 Professional Consulting - Marketing	91,830		457,230		73	27
			8400899 Professional Consulting - Others	2,700					
			8400910 Equipment Rental	455					
71,924	71,924	71,924	8400930 Vehicle Rental (Excl.Tank Truck)	580,629	2,400,000	1,231,222	24	67	70
			8400940 Vehicle Rental - Non Tax Claim	78,421-		1,084		67	6085-
			8410000 Communication & Postal	210,190	1,300	21,864	18188	2	46708
39,287	46,817	40,238	8410010 Mobile Telephone	287,241	325,700	246,820	88	81	191
2,150	188	581	8410016 Pager	7,242	8,400	6,180	86	58	200
4,200		3,000	8410110 Computer (Hardware)	17,1120		7,810			

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X B = Last Year To Date Actual Divided By Last Year Total Actual \* 100  
X C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

Run by : GL01

Verified by \_\_\_\_\_ Approved by \_\_\_\_\_  
Date 7.9.00 Date 8.4.00

Run Date : 07.08.2000  
Run Time : 11:56:41

Cost Center By Cost Element  
For The Month of July 2000

Page : 2 2  
Library : 1VK  
Rep Org : Z024  
Rep Name: ZCOR0024

Cost Center Reopen : / Div. IMD  
Cost Center : 4300 - Indust MKT Div.

Last Three Months			This Year		Last Year				
May	Jun	Jul	Cost Element & Description	YTD Actual	Total Budget	LY Total	% A	% B	% C
	4,200		5410110 Computer (Hardware)	14,920		7,010			
		126	5410140 Bank Charges	526					
			5410170 Products Surveyor Inspection	1,100					
			5410190 Product Sales Delivery	2,840	2,840,000				8800
			5410200 Transhipment-Product			520		100	
2,040	79,374	1,560	5410210 Customer Assistance	213,267		1,293,582		40	30
			5410298 Other Labour/services	450	3,300	2,605	14		
27,073	25,621	34,775	5410300 Business Travel	294,234	657,200	362,040	45	55	147
5,128	3,619		5410410 Vehicle Tax	19,535	57,600	47,379	34	35	118
1,795	770	20	5410460 Exp.-Government Fee	26,863					
21	1,200-		5410499 Other Taxes	879-	50,000	85,760	2-	87	1-
11,926	2,273	2,474	5410500 Entertainment&Representation	23,243	64,000	8,562	36	26	1027
			5410505 Entertainment&Representation (Non Tax)		24,000	1,001		100	
			5410510 Publication			87,809			
			5410520 Training		25,600	13,331		9	
	250		5410525 Employee Relations	12,377	137,200	2,207	9	82	682
			5410530 Membership		10,000	10,909		10-	
			5410599 Other Public Relations & Development			2,100			
			5410700 Sales Promotion-Cust Relation Activity		250,000	3,000			
			5410705 Sales Promotion Items-Cost of Sales			1,032			
111,456	3,734	2,434	5410710 Sales Promotion Items-Giveaway	899,535		2,225,949			13006
			5410715 Sales Promotion Items-Advertising Mat.			217,960		100	
	1,504	1,247	5410799 Sales Promotion -Others	8,040		35,958		89	25
173,694	171,607	174,628	5500700 Depreciation	1,215,356	1,443,100	2,410,569	84	56	91
2,970	3,282	3,282	5500710 Amortization	21,114		12,293		7	2313
			5500719 Amortization Others		27,300				
10,362	10,362	10,362	5500730 Insuranda	72,531	247,100	132,114	29	61	90
383,165	2,080,831	526,492	Total By Cost Center	6,668,370	9,186,900	9,865,512	73	43	157

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
% B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
% C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

Run by : GLO1

For Your Information Only

Run Date : 07.08.2000  
Run Time : 11:58:41

Cost Center By Cost Element  
For The Month of July 2000

Page : 1 2  
Library : 1VK  
Rep Grp : Z024  
Rep Name : ZCOR0024

Cost Center Reason : VO / Div. IMD  
Cost Center : 4300 - Indust MKT Div.

----- Last Three Months -----

----- This Year ----- <---Last Year---

May	Jun	Jul	Cost Element & Description	YTD Actual	Total Budget	LY Total	% A	% B	% C
6,158	11,570	9,649	5400070 Medical Expenses-Employer	50,783	93,900	32,296	54	14	380
427	340	1,345	5400080 Medical Expenses-Employer's Parents	3,063	25,600	38,333	12	92	9
			5400130 Employees' Children Welfare Assat.		2,800				
			5400140 Employees' Children Educational Assat.		41,100				
	200		5400200 M&R Service Payment	10,485		5,313		29	884
27,923-	1,310	139,363	5400210 M&R Contract Labors	140,673					
103-			5400220 M&R Contract Labours-O.T.						
48,788	2,741	16,233	5400230 M&R Vehicles	186,040	296,500	435,001	63	45	94
1,805-	1,614,953		5400240 M&R Service Station	2,030,132					
		847	5400310 Products Own Used - Vehicles	5,073	24,700	15,346	21	86	38
			5400320 Products Own Used - For Operation			654			
			5400480 Liquid Dye			19,222			
			5400499 Other Additives						
			5400500 EDP Supplies		38,400	16,997		70	
400	179	2,292	5400510 Stationary Supplies	8,063	57,000	18,462	14	52	85
			5400520 Magazines/Newspaper/Periodicals Etc.	1,542	3,300	7,200	47	60	38
321		376	5400530 Outside Printing/Reproduction	215,315	66,700	25,748	323	55	1507
5,962	7,357	6,432	5400540 Photocopying/Electrostat Copying	28,466		41,391		50	138
			5400550 Office&Operational Equipments		20,000				
			5400620 Uniforms	10,110	27,300			37	
		336	5400640 Small Tools&Other Operational Supplies	1,124		10,891		89	12
			5400650 Office Supplies		9,000				
			5400670 Other General Materials			6,777		100	
2,400			5400700 Labour/Employees(Non payroll Record)	2,400					
27,923	22,174		5400750 Contract Service -Labour Non Maint.	84,247	56,000	94,421	150	49	182
103	650		5400760 Contract Service -O.T. Labour	3,365	2,800	730	120		
11,100			5400770 Contract Service -Shipping	43,380		135,651		61	52
			5400780 Contract Service -Product Distribution	6,325					
			5400799 Contract Service -Others			30,728		71	
	600		5400820 Professional Consulting - Legal	11,589	50,000	3,843	23	100	302
			5400830 Professional Consulting - Engineer	12,200					
			5400840 Professional Consulting - Marketing	91,830		457,230		67	30
2,700			5400899 Professional Consulting - Others	2,700					
			5400910 Equipment Rental	455					
10,591-	71,924	71,924	5400930 Vehicle Rental (Excl.Tank Truck)	508,705	2,400,000	1,231,222	21	59	71
78,982-			5400940 Vehicle Rental - Non Tax Claim	78,421-		1,684		50	7983-
11,503			5410000 Communication & Postal	210,190	1,300	21,004	10168	2	46700
36,977	39,287	46,617	5410010 Mobile Telephone	247,005	325,700	246,820	76	52	193
1,364	2,150	100	5410015 Pager	6,682	8,400	6,189	80	62	157

Note : X A = This Year To Date Actual Divided By This Year Total Budget \* 100  
X B = Last Year To Date Actual Divided by Last Year Total Actual \* 100  
X C = This Year To Date Actual Divided By Last Year To Date Actual \* 100

Run by : GL01

For Your Information Only

## **APPENDIX C**



Run Date : 07.08.2000  
Run Time : 15:30:45

Total Department By Cost Element  
For The Month of July 2000

Page : 1 / 4  
Library :  
Rep Grp :  
Rep Name :

Department : Name : Industrial And Lube Marketing

----- Last Three Months -----			----- This Year -----			----- Last Year -----		
May	Jun	Jul	YTD Actual	Total Budget	LY Total	% A	% B	% C
750,108.00	704,425.00	780,811.00	5400000	2,003,543.00				
78,121.00	70,444.00	75,854.00	5400050	207,351.00				
12,046.00	13,088.30	10,240.00	5400070	50,856.00	140,800.00	32,206.30	43	44 425
427.00	340.00	10,600.00	5400080	25,065.00	38,400.00	38,333.00	60	82 74
63,433.50	66,202.00	65,050.02	5400120	240,620.67				
300.00	450.00	450.00	5400130	1,400.00	5,000.00		26	
			5400140		74,000.00			
811,515.50	853,940.30	942,814.02		3,627,745.57	258,200.00	70,020.30	1405	70 7343
	200.00		5400200	10,485.00		5,313.00		29 684
27,022.52	1,310.00	139,362.75	5400210	140,672.75				
102.88			5400220					
49,032.79	32,162.23	21,038.68	5400230	222,580.10	380,000.00	435,000.86	82	45 113
1,805.23	1,614,952.82		5400240	2,030,131.02				
19,202.36	1,648,625.05	160,401.43		2,403,869.47	380,000.00	440,313.88	688	45 1211
	845.04	847.35	5400310	5,010.31	30,000.00	15,347.63	20	88 45
			5400320			853.52		
	845.04	847.35		5,010.31	30,000.00	16,001.15	20	82 45
	6,653.80	3,000.20	5400410	12,454.30		16,222.00		
			5400480		40,000.00			
			5400499		37,000.00			
	6,653.80	3,000.20		12,454.30	77,000.00	16,222.00	16	124 62
	14,466.00		5400500	14,466.00	38,400.00	16,096.57	38	70 122
1,355.00	2,822.44	6,308.38	5400510	21,531.13	57,000.00	18,462.02	38	52 226
			5400520	1,542.06	5,000.00	7,100.54	31	60 38
825.80	50,600.00	2,451.49	5400530	298,204.37	100,000.00	25,748.38	208	55 2087
7,153.57	10,909.24	9,408.07	5400540	36,186.63		41,300.74		50 178
	950.00		5400550	950.00	20,000.00			5
9,134.17	88,747.68	18,167.04		372,970.19	220,400.00	100,797.25	169	55 610
			5400610	250.00				

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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Department : Name : Industrial And Lube Marketing

----- Last Three Months -----			----- This Year -----			----- Last Year -----		
May	Jun	Jul	YTD Actual	Total Budget	LY Total	% A	% B	% C
10,705.00	50.00	338.45	5400620 Uniforms	10,110.00	41,000.00	25		
			5400640 Small Tools&Other Operational Supplies	11,000.40	40,000.00	30	89	123
			5400650 Office Supplies		0,000.00			
			5400670 Other General Materials			6,777.26	100	
10,705.00	50.00	338.45	* General Material Exp	22,320.40	00,000.00	25	93	135
2,400.00			5400700 Labour/Employee(Non payroll Record)	2,400.00				
27,022.52	20,038.78		5400750 Contract Service -Labour Non Maint.	01,011.55	04,000.00	100	40	108
102.88	850.28		5400760 Contract Service -O.T. Labour	3,365.42	4,200.00		80	
11,100.00			5400770 Contract Service -Shipping	43,380.00	150,000.00	135,851.20	20	61
			5400780 Contract Service -Product Distribution	6,325.00				
			5400799 Contract Service -Others			30,727.63	71	
41,525.20	30,480.06		* Contract Service Exp	147,381.97	230,200.00	261,529.06	62	58
	600.00		5400820 Professional Consulting - Legal	11,580.42	50,000.00	3,843.26	23	100
30,450.00		60,000.00	5400830 Professional Consulting - Engineer	12,200.00				
2,700.00			5400840 Professional Consulting - Marketing	214,110.00	365,400.00	457,230.00	59	67
			5400899 Professional Consulting - Others	2,700.00				
33,150.00	600.00	60,000.00	* Professional Consulting Exp	240,590.42	415,400.00	461,073.26	58	67
12,017.08	91,407.76	91,437.76	5400910 Equipment Rental	455.00				
97,228.00-			5400930 Vehicle Rental (Excl.Tank Truck)	571,180.36	2,400,000.00	1,231,222.00	24	59
			5400940 Vehicle Rental - Non Tax Claim	66,666.68-		1,683.98	58	8787-
54,310.92-	91,407.76	91,407.76	* Rental Service Exp	504,088.68	2,400,000.00	1,232,005.96	21	59
11,503.00			5410000 Communication & Postal	210,189.50	2,000.00	21,063.50	10500	2
30,314.07	43,682.37	51,600.80	5410010 Mobile Telephone	259,386.37	380,000.00	240,820.08	68	52
1,038.32	3,439.76	1,009.33	5410015 Pager	9,065.33	16,800.00	6,188.52	54	62
52,454.29	47,122.13	52,700.13	* Utility / Communication exp	478,061.20	300,000.00	274,072.10	120	48
	4,100.00		5410110 Computer (Hardware)	14,020.00		7,610.00		
		126.00	5410140 Bank Charges	526.00				
			5410170 Products Surveyor Inspection	1,100.00				
			5410190 Product Sales Delivery	2,640.00	2,640,000.00	90.00	33	8000

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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Department : Name : Industrial And Lube Marketing

----- Last Three Months -----			----- This Year -----			----- Last Year -----		
May	Jun	Jul	YTD Actual	Total Budget	LY Total	% A	% B	% C
2,040.00	70,644.15	1,050.00	5410200 Transshipment-Product		520.00		100	
			5410210 Customer Assistance	213,627.20	1,203,581.01	48	48	36
			5410299 Other Labour/services	450.00	2,605.00	14		
2,040.00	83,644.15	1,776.00	* Other Labour/Service Exp	233,263.20	1,304,406.01	9	46	30
31,724.50	43,500.25	43,022.98	5410300 Business Travel	325,052.12	362,039.50	41	55	163
31,724.50	43,500.25	43,022.98	* Travel Expense	325,052.12	362,039.50	41	55	163
12,510.87	3,618.53		5410410 Vehicle Tax	26,026.60	47,370.40	38	35	163
1,705.00	770.00	20.00	5410480 Exp.-Government Fee	26,862.50				
381.00	1,200.00	80.00	5410499 Other Taxes	357.00	50,000.00	1-	87	
14,005.87	3,188.53	80.00	* Tax Expense	53,432.10	133,130.40	45	68	50
12,400.85	2,273.00	3,144.00	5410500 Entertainment&Representation	24,478.35	8,562.00	25	26	1082
		950.00	5410506 Entertainment&Representation (Non Tax)	950.00	1,001.00	4	100	95
	3,500.00	1,500.00	5410510 Publication		87,808.50			
	250.00	7,710.00	5410520 Training	5,000.00	13,331.35	13	9	423
			5410525 Employee Relations	20,088.60	2,206.05	12	82	1107
			5410530 Membership		10,000.00			10-
			5410599 Other Public Relations & Development		2,100.00			
12,400.85	6,023.00	13,304.00	* Public Relation & Development	50,515.04	125,018.80	15	4	977
			5410700 Sales Promotion-Cust Relation Activity		3,000.00			
			5410705 Sales Promotion Items-Cost of Sales		1,031.84			
111,713.05	3,008.20	4,081.03	5410710 Sales Promotion Items-Giveaway	002,449.08	2,225,048.69	38		13048
			5410715 Sales Promotion Items-Advertising Mat.		217,060.00			100
6,075.05	7,533.43	1,380.58	5410799 Sales Promotion -Others	20,258.37	35,058.15	80	63	
117,788.00	11,520.63	5,442.51	* Promotion Expense	022,708.35	2,483,808.69	35	10	359
178,133.01	175,362.40	178,303.50	5500700 Depreciation	1,225,305.05	2,410,588.55	50	56	02
2,000.93	3,282.40	3,202.36	5500710 Amortization	21,114.10	12,292.66	7		2313
			5500719 Amortization Others		27,300.00			
10,361.54	10,361.54	10,361.55	5500730 Insurance	72,530.70	132,114.46	24	61	00

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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----- Last Three Months ----->			<----- This Year ----->			<----- Last Year ----->		
May	Jun	Jul	YTD Actual	Total Budget	LY Total	% A	% B	% C
180,464.48	180,006.43	102,027.41	1,310,040.04	2,388,800.00	2,554,005.67	55	56	03
* Depreciation & Amortisation								
1,301,670.30	3,205,682.71	1,586,229.08	10,720,820.36	13,380,300.00	9,865,512.48	80	43	253
** Total By Department								

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Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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Department : 1 Name : Industrial And Lube Marketing

----- Last Three Months -----			----- This Year -----			----- Last Year -----		
Jun	Jul	Aug	YTD Actual	Total Budget	LY Total	% A	% B	% C
053,040	042,815	073,097	4,601,642	258,200	70,629	1782	74	8782
1,648,625	180,401	84,523	2,468,393	360,000	440,314	688	51	1108
846	847		5,819	30,000	16,001	20	96	39
6,654	3,000	009	13,363	77,000	16,222	17	124	67
88,748	18,168	73,201	440,171	220,400	100,797	202	60	583
50	336		22,320	90,000	17,869	25	93	135
30,489		5,040	152,422	238,200	261,530	64	58	101
600	60,900	18,250	258,849	415,400	461,073	62	73	76
91,408	01,408	01,408	586,376	2,400,000	1,232,006	25	67	72
47,122	52,700	48,750	527,420	300,000	274,972	132	56	341
83,844	1,776	16,110	248,373	2,643,300	1,304,407	9	62	31
43,500	43,023	82,115	407,167	788,000	362,040	51	63	177
3,189	80	11,470	64,002	120,000	133,139	54	69	70

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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----- Last Three Months -----			----- This Year -----			----- Last Year -----		
Jul	Aug	Sep	YTD Actual	Total Budget	LY Total	% A	% B	% C
942,815	973,897	902,101	5,503,743	250,200	70,620	2132	75	10410
160,401	64,523	222,901	2,891,294	360,000	440,314	748	65	937
847			5,919	30,000	16,001	20	98	39
3,000	909	4,059	17,422	77,000	16,222	23	224	48
18,168	73,201	21,068	467,239	220,400	109,797	212	80	530
336		20,241	42,571	90,000	17,669	47	90	258
	5,040	55,101	207,522	238,200	261,530	87	60	121
60,900	18,250		258,849	415,400	461,073	62	80	70
91,408	91,408	91,408	907,704	2,400,000	1,232,000	20	75	75
52,700	48,759	47,283	574,682	398,800	274,972	144	67	313
1,776	16,110	45,334	294,707	2,643,300	1,304,407	11	70	32
43,023	82,115	89,680	400,847	798,000	382,040	62	72	191
80	11,470	18,114	83,016	120,000	133,130	69	90	69

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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Department By Cost Element  
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----- Last Three Months -----				----- This Year -----		----- Last Year -----			
Jul	Aug	Sep		YTD Actual	Total Budget	LY Total	% A	% B	% C
13,304	35,349	6,630	* Public Relation & Development	92,494	331,200	125,019	28	18	419
		35,000	* Advertising Exp	35,000					
5,443	6,708	10,205	* Promotion Expense	939,621	2,600,000	2,483,899	36	55	69
192,027	183,205	185,320	* Depreciation & Amortisation	1,687,475	2,388,800	2,554,996	71	72	91
1,586,229	1,610,942	1,754,423	** Total By Department	14,086,186	13,369,300	9,865,512	105	68	211

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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Department : Name : Industrial And Lube Marketing

----- Last Three Months -----			----- This Year -----			----- Last Year -----			
Aug	Sep	Oct		YTD Actual	Total Budget	LY Total	% A	% B	% C
973,897	902,101	916,370	* Salary , Wages & Benefit	6,420,114	258,200	70,629	2486	79	11501
64,523	222,901	18,983	* Maintenance & Repair	2,710,277	360,000	440,314	753	76	812
			* Own Used Pro.Consume in Op	5,919	30,000	16,001	20	100	37
909	4,059	2,460	* Consumed in Operation Exp	19,882	77,000	16,222	26	292	42
79,201	21,088	29,021	* Admin Material exp	498,260	220,400	109,787	225	82	553
	20,241	50,486	* General Material Exp	93,056	90,000	17,669	103	100	527
5,640	55,101	7,712	* Contract Service Exp	215,235	238,200	281,530	90	70	117
18,250		69,810	* Professional Consulting Exp	328,659	415,400	461,073	79	80	89
91,408	91,408	91,408	* Rental Service Exp	779,192	2,400,000	1,232,906	32	83	76
48,759	47,263	52,528	* Utility / Communication exp	627,210	308,000	274,972	157	77	296
16,110	45,334	13,421	* Other Labour/Service Exp	308,128	2,643,300	1,304,407	12	83	28
82,115	89,680	77,588	* Travel Expense	574,435	798,000	362,040	72	83	192
11,470	18,114	12,603	* Tax Expense	95,819	120,000	133,139	80	89	81

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----- Last Three Months -----				----- This Year -----		----- Last Year -----			
Aug :	Sep	Oct		YTD Actual	Total Budget	LY Total	% A	% B	% C
35,349	6,630	34,833	* Public Relation & Development	127,327	331,200	125,919	38	88	115
	35,000		* Advertising Exp	35,000					
6,708	10,205	20,603	* Promotion Expense	960,224	2,600,000	2,483,899	37	55	70
183,205	185,320	233,186	* Depreciation & Amortisation	1,920,660	2,388,800	2,554,996	80	80	94
1,610,942	1,754,423	1,631,012	** Total By Department	15,717,198	13,369,300	9,865,512	118	75	213

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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Cost Center By Cost Element  
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Last Three Months

This Year

Period Sep	Period Oct	Period Nov	Cost Elements	YTD Actual	Total Budget	Last Year Total	% A (	% B (	% C (
902,101	916,370	930,749	* Salary, Wages & Benefits	7,350,863	258,200	70,629	2847	89	11030
222,901	18,983	50,679	* Maintenance & Repair	2,760,957	360,000	440,314	767	94	665
		393	* Own used pro. consumed in op.	6,312	30,000	16,001	21	100	39
4,059	2,460	2,180	* Consumed in operation expenses	22,062	77,000	16,222	29	292	47
21,088	29,021	14,003	* Admin. material expense	510,263	220,400	109,797	232	88	527
20,241	50,486	6,313	* General material expenses	99,370	90,000	17,669	110	100	562
55,101	7,712	30,053	* Contract services expense	245,287	238,200	261,530	103	76	124
	69,810	166,904	* Professional consulting exp.	495,563	415,400	461,073	119	87	124
91,408	91,408	92,908	* Rental services expenses	872,100	2,400,000	1,232,306	36	90	78
47,263	52,528	33,385	* Utility/communication expense	660,595	398,800	274,972	166	82	293
45,334	13,421	6,960	* Other labour/services expenses	315,088	2,643,300	1,304,407	12	90	37
69,600	77,588	58,620	* Travel expenses	632,055	798,000	362,040	79	91	193

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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Cost Center By Cost Element  
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Last Three Months			This Year						
Period Sep	Period Oct	Period Nov	Cost Elements	YTD Actual	Total Budget	Last Year Total	% A (	% B (	% C (
18,114	12,603	6,338	* Tax expenses	101,957	120,000	133,139	85	502-	15-
6,630	34,833	20,095	* Public relation & development	147,422	331,200	125,919	45	90	130
35,000			* Advertising expenses	35,000					
10,205	20,603	8,052	* Promotional expenses	968,276	2,600,000	2,483,899	37	85	40
105,320	233,186	107,309	* Depreciation/Amortization	2,117,970	2,388,800	2,554,006	89	93	89
1,754,423	1,631,012	1,624,942	** Total Cost Center	17,342,140	13,369,300	9,865,512	130	81	216

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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Department Name : Industrial And Lube Marketing

Last Three Months			This Year		Last Year			
Period Oct	Period Nov	Period Dec	YTD Actual	Total Budget	Last Year Total	% A (	% B (	% C (
916,370	930,749	924,870	8,275,732	258,200	70,629	3205	100	11217
18,003	50,679	227,317	2,988,273	360,000	440,314	850	100	679
	393	573	6,886	30,000	16,001	23	100	43
2,460	2,180	6,222	28,284	77,000	16,222	37	100	174
20,021	14,003	35,018	545,282	220,400	109,797	247	100	497
60,486	6,313		99,370	90,000	17,669	110	100	562
7,712	30,053	20,646	265,933	238,200	261,530	112	100	102
69,610	100,904	97,688	593,251	415,400	461,073	143	100	129
91,408	92,908	118,588	990,688	2,400,000	1,232,708	41	100	60
52,520	33,385	52,726	713,321	398,800	274,972	179	100	259
13,421	6,960	35,556	350,644	2,643,300	1,304,407	13	97	28
77,588	58,620	85,601	718,656	798,000	362,040	93	100	164

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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Department : Name : Industrial And Lube Marketing

Last Three Months			This Year		Last Year			
Period Oct	Period Nov	Period Dec	YTD Actual	Total Budget	Last Year Total	% A (	% B (	% C (
12,803	6,328	2,916	99,041	120,000	133,139	83	100	74
34,833	20,095	47,910	105,332	331,200	125,919	59	100	156
20,603	8,052	34,480	1,002,756	2,600,000	2,483,899	39	100	40
232,106	197,309	242,011	2,359,981	2,388,800	2,554,996	99	100	102
1,631,012	1,624,942	1,926,289	19,268,429	13,369,300	9,865,512	144	100	196

Note : % A = This Year To Date Actual Divided By This Year Total Budget \* 100  
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## APPENDIX D

Operating Expense Budget for FY 2000 by Cost Center and Cost Element

UNIT - KBAHT

CE	Description	IM	4300	4600
<b>1. BASE PAY RELATED</b>				
<b>BASE PAY</b>				
5400000	Base Pay, Shift Premium, Etc. -	-	-	-
5400010	Non regular Employees	-	-	-
<b>OTHER BENEFITS</b>		258.2	163.4	94.8
5400040	Pension	-	-	-
5400050	Company contribution to Provident Fund	-	-	-
5400060	Company contribution to Hosp. & Med. Plan	-	-	-
5400070	Medical Expenses - Employee	140.8	93.9	46.9
5400080	Medical Expenses - Employee's Parents	38.4	25.6	12.8
5400090	Workmen's Compensation	-	-	-
5400110	Death Benefit Insurance	-	-	-
5400120	Attendance Compensation	-	-	-
5400130	Employees' Children Welfare Assistance	5.0	2.8	2.2
5400140	Employees' Children Educational Assistance	74.0	41.1	32.9
5400199	Other Benefits	-	-	-
<b>SUBTOTAL</b>		<b>258.2</b>	<b>163.4</b>	<b>94.8</b>
<b>2. NON VOLUME RELATED</b>				
<b>OVERTIME</b>				
5400020	Overtime	-	-	-
<b>VEHICLES TUBE/GASOLINE</b>				
5400310	Products Own Used - Company Vehicle	30.0	24.7	5.3
5400410	Fuel Purchase for Company Vehicle	-	-	-
<b>OFFICE SUPPLY AND OTHER GENERAL MATERIAL EXPEN</b>		270.4	221.7	48.7
5400500	EDP Supplies	38.4	38.4	-
5400510	Stationery Supplies	57.0	57.0	-
5400520	Magazines/Newspaper/Periodicals, Manuals Etc.	5.0	3.3	1.7
5400530	Outside Printing/Reproduction, Presentation Material	100.0	66.7	33.3
5400540	Photocopying/Electrostat Copying Supplies	-	-	-
5400550	Office Equipments	20.0	20.0	-
5400600	Medical Supplies	-	-	-
5400620	Uniforms	41.0	27.3	13.7
5400650	Office Supplies	9.0	9.0	-
5410110	Computer - Hardware	-	-	-
5410120	Computer - Software	-	-	-
<b>COMMUNICATION &amp; OFFICE UTILITIES</b>		398.8	335.4	63.4
5410000	Communication & Postal	2.0	1.3	0.7
5410010	Mobile Telephone	380.0	325.7	54.3
5410015	Pager	16.8	8.4	8.4
5410030	Office Utilities	-	-	-
<b>TRAINING</b>				
5410310	Training Travel	38.4	25.6	12.8
5410320	Training	-	-	-
<b>TRAVEL</b>		3,198.0	3,057.2	140.8
5400720	Contract Service - Bus	-	-	-
5400930	Vehicle Rental (Excl. Tank Truck)	2,400.0	2,400.0	-
5400940	Vehicle Rental - Non Tax Claimable	-	-	-
5410300	Business Travel	798.0	657.2	140.8
<b>MAINTENANCE &amp; REPAIR</b>		400.0	296.5	103.5
5400200	M&R Service Payment	-	-	-
5400210	M&R Contract Labours	-	-	-
5400220	M&R Contract Labours - O.T.	-	-	-
5400230	M&R Vehicles	360.0	296.5	63.5

**CONFIDENTIAL**

Operating Expense Budget for FY 2000 by Cost Center and Cost Element

UNIT: KBAHT

CE	Description	IM	4300	4600
5410510	Publication	-	-	-
5410515	Contribution	-	-	-
5410525	Employees Relations	162.8	137.2	25.6
5410530	Membership	10.0	10.0	-
5410535	Public Affairs Film	-	-	-
5410540	Advertising (Non MKT Related)	-	-	-
5410545	Public Relations Activities	-	-	-
5410550	Environmental Control Expenses	-	-	-
5410555	Public Relations Gifts	-	-	-
INSURANCE		300.0	247.1	52.9
5500730	Insurance	300.0	247.1	52.9
<b>ALLOCATION IN &amp; OUT</b>				
5490000	Allocated In	-	-	-
5490100	Allocated Out	-	-	-
<b>SUBTOTAL</b>		<b>5,705.3</b>	<b>4,663.1</b>	<b>1,042.2</b>
<b>3 VOLUME/STATION RELATED</b>				
<b>OPERATION UTILITY</b>				
5410020	Refinery & Terminal Electricity	-	-	-
5410040	Refinery & Terminal Artesian Water	-	-	-
5410050	Refinery & Terminal Public Water Supply	-	-	-
5410060	Service Station Utilities	-	-	-
<b>CHEMICAL CONSUMPTION</b>		<b>77.0</b>		<b>77.0</b>
5400320	Products Own Used - for Operation	-	-	-
5400420	Lube/Greases for Refinery Process	-	-	-
5400430	Additive for Gasoline/Diesel for Refinery	-	-	-
5400440	Chemicals	-	-	-
5400450	Catalyst	-	-	-
5400460	Lead Additives	-	-	-
5400470	Oil Pour Point Depressant	-	-	-
5400480	Liquid Dye	40.0	-	40.0
5400490	Additive for Aviation Products	-	-	-
5400499	Other Additives	37.0	-	37.0
<b>THROUGHPUT/TRANSHIPMENT</b>				
5410160	Terminal Throughputs	-	-	-
5410165	Tankage Storage Fee	-	-	-
5410170	Products Surveyor Inspection	-	-	-
5410180	Transshipment - Crude	-	-	-
5410200	Transshipment - Product	-	-	-
<b>PIPELINE CHARGE</b>				
5410220	Pipeline Throughput Fee	-	-	-
<b>LAND RENT AND LEASE RIGHT</b>				
5400900	Land rental	-	-	-
5400960	Service Station Lease Right	-	-	-
<b>DISTRIBUTION CONTRACTOR</b>				
5400780	Contract Service - Product Distribution	-	-	-
<b>DELIVERY</b>		<b>2,640.0</b>	<b>2,640.0</b>	
5410190	Product Sales Delivery	2,640.0	2,640.0	-
5400400	Fuel for Tank Truck	-	-	-
<b>ADVERTISING AND PROMOTION</b>		<b>2,600.0</b>	<b>250.0</b>	<b>2,350.0</b>
5410210	Customer Assistance	-	-	-
5410600	Sales Advertising Creative	-	-	-
5410700	Sales Promotion-Customer Relation Activities	250.0	250.0	-
5410705	Sales Promotion Items - Cost of Sales	-	-	-



Operating Expense Budget for FY 2000 by Cost Center and Cost Element

CE	Description	UNIT BHALF		
		1M	4100	4600
5400540	M&R Service Stations	-	-	-
5400610	Laboratory Supplies	-	-	-
5400630	Safety Supplies	-	-	-
5400640	Small Tools & Other Operational supplies	40.0	-	40.0
5400660	Materials & Supplies Stock Adjustment	-	-	-
9100000	Allocate Expense Repair & Service	-	-	-
9100010	Allocate Expense Unplan Maintenance	-	-	-
9100015	Allocate Turnaround Expense	-	-	-
9100020	Allocate Expense Unplan Inspection	-	-	-
9100030	Allocate Expense Plan Inspection	-	-	-
9100100	Allocate Expense Internal Labor	-	-	-
9100101	Allocate Expense Internal Labor - OT	-	-	-
9100900	Settlement MO to IO	-	-	-
<b>CONTRACTOR &amp; SERVICE (non-M&amp;R)</b>		<b>238.2</b>	<b>58.8</b>	<b>179.4</b>
5400700	Labour/Employees (Non Payroll Records)	-	-	-
5400710	Contract Service - Guard	-	-	-
5400730	Contract Service - Lawn	-	-	-
5400740	Contract Service - Cleaning	-	-	-
5400750	Contract Service - Labour-Non Maintenance	84.0	56.0	28.0
5400760	Contract Service - O.T. Labour	4.2	2.9	1.4
5400770	Contract Service - Shipping	150.0	-	150.0
5400790	Contract Service - Document & Parcel Delivery	-	-	-
5400799	Contract Service - Others	-	-	-
5410100	Government Officials Service	-	-	-
<b>OFFICE LAND AND EQUIPMENT RENTAL</b>		<b>-</b>	<b>-</b>	<b>-</b>
5400900	Land rental	-	-	-
5400910	Equipment Rental	-	-	-
5400920	Building & Office Rental	-	-	-
5400950	Ship Rental	-	-	-
5400999	Other Rental	-	-	-
<b>AUDIT, BANK CHARGES &amp; CONSULTING FEE</b>		<b>418.7</b>	<b>53.3</b>	<b>365.4</b>
5400030	Board Directors Fee	-	-	-
5400800	Professional consulting - Audit	-	-	-
5400810	Professional consulting - Foreign	-	-	-
5400820	Professional consulting - Legal	50.0	50.0	-
5400830	Professional consulting - Engineering	-	-	-
5400840	Professional consulting - Marketing/Service	365.4	-	365.4
5400850	Professional consulting - Training	-	-	-
5400899	Professional consulting - Other	-	-	-
5410130	Bank Charges for Special Pay in Slip	-	-	-
5410140	Bank Charges	-	-	-
5410150	SIT Related	-	-	-
5410299	Other Labour/Services	3.3	3.3	-
<b>DUTY, TAX AND GOVERNMENT FEE</b>		<b>120.0</b>	<b>107.6</b>	<b>12.4</b>
5410400	Storage License Fees	-	-	-
5410410	Vehicle Tax	70.0	57.6	12.4
5410420	Land and Property Tax	-	-	-
5410430	Sign Board Tax	-	-	-
5410440	Tax Fined & Penalty	-	-	-
5410450	Unclaimed VAT & Expense	-	-	-
5410460	Government Fee	-	-	-
5410499	Other Taxes	50.0	50.0	-
<b>RELATIONS</b>		<b>292.8</b>	<b>235.2</b>	<b>57.6</b>
5410500	Entertainment & Representations	96.0	64.0	32.0
5410505	Entertainment & Representation (Non Tax Claimable)	24.0	24.0	-

Operating Expense Budget for FY 2000 by Cost Center and Cost Element

		UNIT BUDGET		
CI:	Description	IM	4300	4600
5410710	Sales Promotion Items - Giveaway	2,350.0	-	2,350.0
5410799	Sales Promotion - Others	-	-	-
SUBTOTAL		5,317.0	2,890.0	2,427.0
TOTAL		11,280.5	7,716.5	3,564.0
<b>DEPRECIATION &amp; AMORTIZATION</b>		<b>2,088.8</b>	<b>1,470.4</b>	<b>618.4</b>
5500700	Depreciation	2,061.5	1,443.1	618.4
5500710	Amortization for Investment S/S	-	-	-
5500715	Amortization for Software	-	-	-
5500711	Amortization for Catalyst	-	-	-
5500712	Amortization for Turnaround	-	-	-
5500719	Amortization Others	27.3	27.3	-
5500720	Amortization for Premium on Lease Right	-	-	-
5500721	Amortization for Land Rental	-	-	-
5500722	Amortization for Cost Construction Assistance	-	-	-
5500723	Amortization for Cost Construction Subsidy	-	-	-
TOTAL EXC PLANT FUEL		13,369.3	9,186.9	4,182.4
<b>FUEL OWN USED</b>				
5400300	Refinery Plants Fuel Consumption	-	-	-
5400310	Products Own Used - VAT	-	-	-
5400320	Products Own Used - for Operation	-	-	-
GRAND TOTAL BY DEPARTMENT		13,369.3	9,186.9	4,182.4

## **APPENDIX E**

Sales Volume City / Product Report

DEC 2000

UNIT : KL  
August 28th, 2001 03:08 PM

PRODUCT	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	SUMMR	AVGPR
FO#4	4159.00	2010.00	4307.00	5311.00	5776.00	5177.00	2783.00	5173.00	7274.00	4835.00	6226.00	4124.00	7269.00	60265.00	5452.02
FOLS#1	8179.00	7129.25	7621.88	9650.50	9556.50	10052.00	11239.21	10423.00	12798.50	11230.22	9831.65	10800.50	12549.50	122882.71	11934.73
FOLS#2	15940.00	19108.00	20981.00	22582.00	22882.00	26209.52	27000.00	23984.00	22443.00	23097.00	23757.44	24518.00	24451.00	280792.98	26382.12
FOVS	1876.00	1539.00	1612.00	1599.00	1443.00	1664.00	1482.00	1573.00	2012.00	2182.00	1972.00	1521.00	1495.00	20074.00	1688.58
TOTAL FO	30154.00	29786.25	34521.88	39142.50	39437.50	43102.52	42504.21	41153.00	44527.50	41324.22	41787.10	40983.50	45764.50	484014.67	45457.45
TOTAL HSD	8712.00	10146.75	8741.00	10139.50	7015.50	8288.00	8146.00	7534.00	8773.00	2588.00	4070.00	4170.50	8236.50	84849.74	7830.91
ISOG	NULL	NULL	NULL	15.00	18.00	18.00	10.00	NULL	NULL	51.00	18.00	NULL	55.00	185.00	15.42
SUPG	90.00	87.00	93.00	111.00	120.00	135.00	160.00	99.00	111.00	36.00	24.00	NULL	298.00	1274.00	106.17
TOTAL MOGAS	90.00	87.00	93.00	126.00	138.00	153.00	170.00	99.00	111.00	87.00	42.00	NULL	353.00	1459.00	121.58
TOTAL	38866.00	39933.00	43262.88	49282.00	46453.00	51390.52	50650.21	48687.00	50301.49	43912.22	45857.10	45134.00	54001.00	568844.41	53088.39
LIQUID SULPHER	452.63	185.20	240.88	244.97	317.39	293.11	283.35	340.30	NULL	197.68	225.65	285.29	322.60	2936.42	244.70
LUBE	45.94	83.96	118.18	233.11	94.07	111.84	151.85	151.83	438.56	128.73	108.80	158.26	122.21	1901.39	182.50



**Sale Volume Yearly By Market Report**

DEC 2000

UNIT : KL  
April 23rd, 2001 08:58 AM

MARKET	TYPE	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL YR	AVG YR
INDUSTRY	TOTAL INDUSTRY	35089.66	34082.22	37994.76	43178.97	39062.39	40845.63	39382.56	37983.30	38691.49	34113.68	34610.30	34340.29	40216.60	454502.19	41799.20
WHOLESALE	BOBBER	247.00	366.00	582.00	630.00	531.00	678.00	696.00	645.00	1008.00	1884.00	2781.00	1515.00	2019.00	13335.00	1111.25
	MICROPUMP	2628.00	3480.00	3487.00	3645.00	2045.00	2488.00	1697.00	1889.00	1643.00	561.00	931.00	1193.00	1301.00	24360.00	2088.79
	TOTAL WHOLESALE	2875.00	3846.00	4069.00	4275.00	2576.00	3166.00	2393.00	2534.00	2651.00	2445.00	3712.00	2708.00	3320.00	37695.00	3200.04
	TOTAL BY MARKET	39409.66	40205.22	43596.76	49652.97	46809.39	51836.63	51082.56	49126.30	50412.49	44105.90	48124.75	45419.29	54676.60	572259.65	53454.67
LUBE	KBD	8.00	8.17	9.81	10.10	9.85	10.53	10.73	9.99	10.24	9.28	9.37	9.54	11.11	3611.32	336.76
	LUBE	27.77	51.13	64.47	104.62	56.10	57.61	63.07	92.86	76.40	71.95	67.56	96.58	80.22	882.56	85.23
LUBE SHOP		.00														

Sale Volume By Business Line Report

DEC 2000

August 28th, 2001 03:04 PM

BUSINESS LINE	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	SUMMR	AVGR
301 อาหาร	11899.00	9209.00	8687.88	10514.00	10230.00	11448.00	10151.21	8671.00	9222.00	10443.00	10556.00	9847.00	11884.00	120863.09	11234.88
302 สิ่งทอ,พอกย้อม,พอกหนัง	4796.00	4915.00	7560.00	9701.00	6807.00	6839.00	6840.00	7703.00	9577.00	7483.00	7199.00	6643.00	9037.00	90304.00	8015.52
303 ไม้,ไม้อัด	84.00	66.00	102.00	129.00	102.00	144.00	207.00	222.00	222.00	246.00	240.00	102.00	120.00	1902.00	166.23
304 กระดาษ,กล่องกระดาษ	2591.00	1809.00	2716.00	2675.00	2087.00	2105.00	2025.00	1768.00	1909.00	2457.00	2719.00	2349.00	2966.00	27385.00	2751.98
305 เคมี,ยาง,ยา	4474.63	6518.20	6100.88	6284.97	6177.39	5051.11	6457.35	4705.30	4284.49	3232.68	3870.65	4155.29	4045.60	60883.91	5413.24
306 แร่โลหะ,ซีเมนต์,แก้ว,เซรามิค	4010.00	4065.00	4792.00	5213.00	5454.00	5450.00	4901.00	5756.00	5352.00	4115.00	5244.00	4241.00	5922.00	60505.00	5378.55
307 โลหะ,เหล็กเส้น,ทองแดง,อลูมิเนียม	1622.00	1583.00	1736.00	2054.00	1816.00	2426.00	1552.00	2028.00	2542.00	2006.00	1893.00	1908.00	1704.00	23248.00	2252.58
308 ผลิตภัณฑ์จากโลหะ	355.00	318.00	371.00	452.00	393.00	426.00	414.00	396.00	339.00	372.00	447.00	258.00	282.00	4468.00	373.68
309 อื่น ๆ	2037.00	2165.00	3055.00	2262.00	2434.00	3273.52	3897.00	3364.00	2662.00	3241.00	1637.65	3753.00	2806.00	34350.17	3503.67
409 ราชการและรัฐวิสาหกิจ	12.00	45.00	42.00	45.00	42.00	45.00	42.00	30.00	30.00	12.00	24.00	27.00	12.00	396.00	33.00
410 กลุ่มลูกค้าก่อสร้าง	2257.00	3472.00	2950.00	3332.00	1976.00	2091.00	1447.00	1439.00	1492.00	597.00	771.00	859.00	1030.00	21456.00	1908.12
411 กลุ่มลูกค้าขนส่ง	3490.00	3513.00	3240.00	3824.00	3281.00	3682.00	3038.00	3509.00	2419.00	452.00	934.00	1191.00	1509.00	30592.00	2620.79
540 JOBBER (นิติบุคคล)	NULL	NULL	NULL	200.00	200.00	200.00	200.00	200.00	200.00	NULL	NULL	200.00	200.00	1600.00	160.00
560 WHOLESALERS(FUEL OIL)	1691.00	2643.00	2115.00	2829.00	5801.00	8503.00	10024.00	9254.00	10078.00	9522.22	10583.44	9886.00	13159.00	94397.66	9566.68
562 EXPORT	NULL	NULL	36.00	36.00	NULL	36.00	NULL	NULL	NULL	NULL	NULL	NULL	NULL	108.00	9.00
703 โมโรบีม (อุตสาหกรรม)	90.00	84.00	93.00	102.00	108.00	117.00	108.00	81.00	84.00	18.00	6.00	NULL	NULL	801.00	66.75
TOTAL	39408.63	40205.20	43596.76	49652.97	46908.39	51836.63	51103.56	49126.30	50412.49	44196.90	46124.75	45419.29	54676.60	573259.83	53454.67

**Sale Volume By Area By Product Report**

DEC 2000

UNIT : KL

February 7th, 2001 01:26 PM

AREA	ISOC	CP	SUPG	POWAG	CP#	HSD	FOIS#1	FOIS#2	FO#2	FO#4	FOVS	LOSPP	TOTAL	TARFF
399101 VID-วิชา	NULL	NULL	NULL	NULL	NULL	316.00	1235.00	2213.00	NULL	NULL	NULL	NULL	3764.00	8.30
399102 JR-เจริญ	NULL	NULL	NULL	NULL	NULL	207.00	144.00	2085.00	NULL	NULL	NULL	NULL	2436.00	6.59
399103 ASC-อนสรณ	NULL	NULL	NULL	NULL	NULL	90.00	627.00	1834.00	NULL	24.00	NULL	NULL	2575.00	8.74
399104 TPW-ทศพล	NULL	NULL	NULL	NULL	NULL	520.00	244.00	1346.00	NULL	48.00	NULL	NULL	2158.00	8.16
399105 KNW(1)-กนกวรรณ	NULL	NULL	NULL	NULL	NULL	204.00	312.00	1761.00	NULL	492.00	NULL	NULL	2769.00	3.71
399106 PIA(1)-พิสัยอาจ	NULL	NULL	NULL	NULL	NULL	237.00	486.00	144.00	NULL	60.00	NULL	NULL	927.00	2.92
399107 PIA(2)-พิสัยอาจ	NULL	NULL	NULL	NULL	NULL	15.00	48.00	1335.00	NULL	48.00	NULL	NULL	1446.00	.20
399108 PCS-ปรีชา	NULL	NULL	NULL	NULL	NULL	237.00	1046.00	3717.00	NULL	36.00	NULL	NULL	5036.00	5.12
399109 SKP-สมเกียรติ	NULL	NULL	NULL	NULL	NULL	2510.00	228.00	NULL	NULL	NULL	NULL	NULL	2738.00	13.11
399110 EKP(1)-เอกพงศ์	36.00	NULL	204.00	NULL	NULL	1989.00	4402.00	4569.00	NULL	87.00	60.00	NULL	11347.00	4.40
399111 SKP(2)-สมเกียรติ	NULL	NULL	NULL	NULL	NULL	NULL	NULL	NULL	NULL	NULL	NULL	NULL	.00	24.64
399115 KNW(2)-กนกวรรณ	NULL	NULL	NULL	NULL	NULL	15.00	12.00	600.00	NULL	2015.00	NULL	193.52	2835.52	NULL
399117 EKP(2)-เอกพงศ์	NULL	NULL	NULL	NULL	NULL	411.00	2090.20	2331.00	NULL	888.00	1534.00	NULL	7254.20	.18
399118 OMS(2)-อรอุมา	NULL	NULL	NULL	NULL	NULL	228.00	454.00	297.00	NULL	NULL	NULL	NULL	979.00	3.41
399119 OMS-อรอุมา	6.00	NULL	NULL	NULL	NULL	181.00	721.00	188.00	NULL	NULL	NULL	NULL	1096.00	7.00
	12.00	NULL	204.00	NULL	NULL	3160.00	12019.20	24220.00	NULL	3898.00	1594.00	193.52	36072	96.49
TOTAL IM	55.00	NULL	298.00	NULL	NULL	8236.50	12549.50	24451.00	NULL	7269.00	1495.00	322.60	54676.60	87.21
NC/DEC	-13.00	NULL	-94.00	NULL	NULL	-1076.50	-500.30	-2031.00	NULL	-3571.00	99.00	-129.08	-7315.88	9.28



## Biography



Birasit Boonnam was born on November 5, 1969 in Lampang, Thailand. He graduated from Rangsit University in academic year of 1996 with a Bachelor degree in Industrial Engineering. After graduated, he starts his career with case company for the project-planning engineer. And on 1999, he is working as an industrial sale engineer at industrial marketing division of the case company.