

**ESCALAS PEÑAFLO**

SEGMENTO	6 A 11	12 A 29	30 A 120	120 - 300	Más de 300
RESTO DE VINOS	7.0%	9.0%	9.0%	10.0%	12.0%
SMIRNOFF + WH + Gordons + JW Red/Black + Tanqueray	6.0%	7.5%	10.0%	11.0%	12.0%
ESPUMANTES + FRIZZE	8.0%	10.0%	10.0%	11.0%	12.0%
CERVEZA	14.0%	14.0%	14.0%	14.0%	14.0%
LATAS DE SMF Y GORDONS	0.0%	0.0%	4.0%	6.0%	8.0%
RESTO	0.0%	3.0%	5.0%	8.0%	8.0%
ELEMENTOS + ALMA M + DADA + INTOCABLES + D DAVID RSVA + FOND DE CAVE RSVA	10.0%	11.0%	11.0%	12.0%	14.0%
CAZADOR A PARTIR DE 3 BOTELLAS 20%					

**ESCALAS MCCAIN**

BULTOS	DESCUENTO
5 A 9	8%
10 A 19	12%
+20	18%

**ESCALAS SOFTYS**

IMPORTE	DESCUENTO
\$ 50,000	13%
\$ 100,000	16%

**ESCALAS DANICA**

SEGMENTO	6 A 12	13 A 24	25 A 99	100 O MAS
MARGARINAS	16%	20%	23%	23%
MAYONESAS Y ADEREZOS	12%	16%	20%	23%

**ESCALAS AZUCAR**

SEGMENTO	10 A 19	20 A 29	30 A 49	50 O MÁS
ROCA NEGRA + VCP	9.44%	11.76%	12.34%	13.50%
INTERIOR	6.44%	8.76%	9.34%	10.50%

**ESCALAS MOLINOS**

SEGMENTO	10 A 19	20 A 39	40 O MAS
EXQUISITA	7%	11%	15%
FIDEOS	7%	11%	16%