

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

OCTUBRE 2021

FANNY RODRIGUEZ

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
AGL	AGL	38,557,716	0.05	33,917,778	0.04	-4,639,938	-12.03
AGN	AGROINTEGRAL ANDINA SA	51,826,697	0.07	80,472,733	0.09	28,646,036	55.27
AGZ	AGROZ S.A.	4,676,473	0.01	87,000	0	-4,589,473	-98.14
BAF	BASIC FARM LTDA	647,591,688	0.83	687,941,642	0.79	40,349,954	6.23
BAI	PLACOR	115,743,287	0.15	67,339,844	0.08	-48,403,443	-41.82
BAY	BAYER S.A	1,634,667,384	2.1	1,088,511,672	1.25	-546,155,712	-33.41
BIS	BIOSTAR PHARMACEUTICA	3,890,517,883	5	4,165,172,450	4.78	274,654,567	7.06
BOE	BOEHRINGER INGELHEIM S.A.	34,204,878	0.04	6,806,171	0.01	-27,398,707	-80.1
BUS	LABORATORIOS BUSSIE	225,298,877	0.29	353,206,200	0.41	127,907,323	56.77
CAL	COMPANIA CALIFORNIA - Ganaderi	153,179,332	0.2	147,821,939	0.17	-5,357,393	-3.5
CAM	CALIFORNIA MASCOTAS	328,279,407	0.42	241,159,022	0.28	-87,120,385	-26.54
CAN	COMERCIALIZADORA BOGOTANA SAS	403,893,646	0.52	356,782,377	0.41	-47,111,269	-11.66
CAR	LABORATORIOS CALIER DE LOS AND	201,276,356	0.26	324,681,301	0.37	123,404,945	61.31
CEA	CEAGRO	80,009,077	0.1	0	0	-80,009,077	-100
CEL	CELLS LABORATORIO	46,782,472	0.06	41,164,385	0.05	-5,618,087	-12.01
CHA	CHALVER VETERINARIA LTDA.	1,265,318,500	1.62	1,263,842,962	1.45	-1,475,538	-0.12
COR	CORPAUL	181,903,522	0.23	164,556,951	0.19	-17,346,571	-9.54
DVT	DISVETAGRO SAS	36,550,139	0.05	57,694,435	0.07	21,144,296	57.85
EDO	EDO	18,496,734	0.02	27,309,824	0.03	8,813,090	47.65
ELA	ELE LILLY INTERAMER ELANCO	801,109,106	1.03	567,440,468	0.65	-233,668,638	-29.17
ERM	LABORATORIOS ERMA S.A	339,369,681	0.44	357,804,877	0.41	18,435,196	5.43
GBV	GLOBALVET	0	0	0	0	0	0
HEE	HEELCOLOMBIA LTDA	261,467,338	0.34	333,421,918	0.38	71,954,580	27.52
HOL	GABRICA S.A.	1,112,655,971	1.43	1,409,680,412	1.62	297,024,441	26.7

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	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
ICO	ICOFARMA	1,234,174,317	1.58	1,048,468,153	1.2	-185,706,164	-15.05
IFS	CONAVET	115,555,828	0.15	132,801,772	0.15	17,245,944	14.92
INC	INTERVET COLOMBIA S.A.	1,535,708,269	1.97	1,489,924,227	1.71	-45,784,042	-2.98
INM	INTERVET - MASCOTAS	4,967,158,373	6.38	5,277,947,798	6.06	310,789,425	6.26
INP	INPEC LTDA	17,578,401	0.02	12,742,080	0.01	-4,836,321	-27.51
INT	INVET S.A	567,094,469	0.73	599,308,216	0.69	32,213,747	5.68
JVU	LABORATORIOS JV URIBE	135,088,558	0.17	161,755,759	0.19	26,667,201	19.74
LCA	LABORATORIOS CALLBEST LTDA	158,558,075	0.2	193,791,542	0.22	35,233,467	22.22
LEL	LABORATORIOS LELVE	41,818,680	0.05	39,655,847	0.05	-2,162,833	-5.17
LIM	LIMPIOOTEC SAS	53,291,079	0.07	51,499,838	0.06	-1,791,241	-3.36
LOV	DIMEVET S.A.	247,370,292	0.32	293,720,548	0.34	46,350,256	18.74
MAR	INDUSTRIAS MARAVEDI CIA LTDA	15,525,994	0.02	16,961,807	0.02	1,435,813	9.25
MEG	MEGAVET	33,843,494	0.04	32,874,021	0.04	-969,473	-2.86
MER	CARVAL COLOMBIA S.A.	3,325,477,311	4.27	2,776,357,548	3.19	-549,119,763	-16.51
MKT	M.K. TECNOQUIMICAS	1,147,997,865	1.47	976,838,029	1.12	-171,159,836	-14.91
NOL	NOVARTIS - LINEA LAVERLAM	12,718,954	0.02	10,834,202	0.01	-1,884,752	-14.82
NOP	NOVARTIS PETS	37,428,971	0.05	0	0	-37,428,971	-100
NUT	LABORATORIOS NUTRIFARMA LTDA.	31,117,514	0.04	35,859,940	0.04	4,742,426	15.24
OPT	OPTI VET	0	0	0	0	0	0
PBV	PROVIMI - BIOVET	0	0	0	0	0	0
PCA	PROCAPS VETERINARIA	0	0	0	0	0	0
PFI	ZOETIS	924,402,850	1.19	974,670,163	1.12	50,267,313	5.44
PFM	ZOETIS MASCOTAS	891,427,707	1.14	1,367,632,767	1.57	476,205,060	53.42

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DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
PHA	PHARMAVET LTDA.	93,313,337	0.12	118,169,433	0.14	24,856,096	26.64
PHK	LABORATORIOS PHARMEK	15,404,685	0.02	127,001	0	-15,277,684	-99.18
PPO	PROMOCIONALES	180,008,146	0.23	73,670,410	0.08	-106,337,736	-59.07
PRO	PROCONVET S.A.	425,739	0	12,766,164	0.01	12,340,425	2898.59
PRV	LABORATORIOS PROVET LTDA	868,963,319	1.12	1,079,701,728	1.24	210,738,409	24.25
PYL	LAB. PROBYALA	44,827,857	0.06	42,636,062	0.05	-2,191,795	-4.89
ROP	CARLOS MARIA MORALES SAS	67,853,217	0.09	96,197,355	0.11	28,344,138	41.77
SAI	SANIDAD ANIMAL INTEGRAL S.A.	361,666,203	0.46	379,750,002	0.44	18,083,799	5
SYN	VIRBAC LINEA SYNTESIS	168,074,257	0.22	177,216,845	0.2	9,142,588	5.44
VEC	VECOL S.A	667,065,431	0.86	812,094,728	0.93	145,029,297	21.74
VEL	LABORATORIOS VELOX	17,185,306	0.02	16,903,199	0.02	-282,107	-1.64
VET	LABORATORIOS VETERLAND LTDA.	421,392,275	0.54	485,467,119	0.56	64,074,844	15.21
VIC	VICAR DE COLOMBIA S.A	186,542,233	0.24	261,569,107	0.3	75,026,874	40.22
VIR	VET.ESPECIALIZADA LINEA VIRBAC	255,509,558	0.33	184,070,960	0.21	-71,438,598	-27.96
VML	LABORATORIOS V.M. LTDA.	54,962,099	0.07	23,360,378	0.03	-31,601,721	-57.5
WES	WEISS PHARMA S.A.S	317,134,811	0.41	379,941,431	0.44	62,806,620	19.8
ZOO	LABORATORIOS ZOO LTDA	995,669,710	1.28	1,317,198,340	1.51	321,528,630	32.29
SUBTOTAL \$		32,082,711,348	41.2	32,731,300,880	37.56	648,589,532	2.02
TOTAL \$		32,082,711,348	41.2	32,731,300,880	37.56	648,589,532	2.02

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FELIPE BARON

ARENAS GATOS PROVEEDOR NACIONAL

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
950	JARAMILLO PETS	68,057,509	0.09	29,596,246	0.03	-38,461,263	-56.51
	SUBTOTAL \$	68,057,509	0.09	29,596,246	0.03	-38,461,263	-56.51

CONCENTRADOS IMPORTADOS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
963	EVANGERS	48,175,820	0.06	65,091,129	0.07	16,915,309	35.11
	SUBTOTAL \$	48,175,820	0.06	65,091,129	0.07	16,915,309	35.11

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
957	MASCOLANDIA SAS	3,186,735	0	2,496,961	0	-689,774	-21.65
	SUBTOTAL \$	3,186,735	0	2,496,961	0	-689,774	-21.65

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
QUA	QUALIVET PHARMACEUTICALS	522,232,574	0.67	856,587,991	0.98	334,355,417	64.02
	SUBTOTAL \$	522,232,574	0.67	856,587,991	0.98	334,355,417	64.02

FERRETERIA

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
360	UMCO SA	265,106,564	0.34	281,421,748	0.32	16,315,184	6.15
442	KAZ USA INC	5,026,262	0.01	4,318,321	0	-707,941	-14.08
444	B-AIR	31,422,954	0.04	19,644,092	0.02	-11,778,862	-37.48
466	AGROTOOLS DE COLOMBIA SAS	0	0	0	0	0	0
524	WAHL CLIPPER CORPORATION	63,111,939	0.08	46,670,044	0.05	-16,441,895	-26.05
	SUBTOTAL \$	364,667,719	0.47	352,054,205	0.4	-12,613,514	-3.46

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FERRETERIA IMPORTADOS COMPRA NACIONAL

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
322 AGUIMAR LTDA.	232,441	0	0	0	-232,441	-100
SUBTOTAL \$	232,441	0	0	0	-232,441	-100

FERRETERIA IMPORTADOS DIRECTOS

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
356 TRASCO TRADING COMPANY	2,456,128	0	2,011,618	0	-444,510	-18.1
357 IMACASA	16,770,655	0.02	7,376,698	0.01	-9,393,957	-56.01
440 DI-MARTINO S.R.L	82,569,730	0.11	29,789,301	0.03	-52,780,429	-63.92
445 NINGBO DB UNION INT'L CO LTD	9,084,895	0.01	0	0	-9,084,895	-100
459 TERKO TECNOLOGIAS AGROPECUARIA	0	0	0	0	0	0
SUBTOTAL \$	110,881,408	0.14	39,177,617	0.04	-71,703,791	-64.67

IMPORTADOS DIRECTO

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
SPE QUIMICA INDUSTRIAL SPES	0	0	0	0	0	0
SUBTOTAL \$	0	0	0	0	0	0

INSTRUMENTAL DIRECTO IMPORTADO

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
070 CAVITRON VETERINARIO	38,393,014	0.05	24,225,171	0.03	-14,167,843	-36.9
SUBTOTAL \$	38,393,014	0.05	24,225,171	0.03	-14,167,843	-36.9

INSTRUMENTAL IMPORTADO

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
062 NJ Phillips PTY Limited	235,941	0	185,268	0	-50,673	-21.48
SUBTOTAL \$	235,941	0	185,268	0	-50,673	-21.48

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INSTRUMENTAL IMPORTADO COMPRA NACIONAL

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
001 PRODUCTOS DESECHABLES	4,728,185	0.01	347,209	0	-4,380,976	-92.66
002 INSTRUMENTAL QUIRURGICO	2,336,105	0	3,059,350	0	723,245	30.96
004 INSTRUMENTAL Y EQUIPO VARIO	22,128,678	0.03	15,060,979	0.02	-7,067,699	-31.94
030 INSMEVET S EN C.	10,000	0	0	0	-10,000	-100
031 INSTRUMENTAL VARIOS IMPORTADOS	62,505,869	0.08	69,284,638	0.08	6,778,769	10.85
035 WISCONSIN & CIA LTDA.	153,033	0	34,253	0	-118,780	-77.62
037 COLINSTRUVET	4,262,095	0.01	3,178,195	0	-1,083,900	-25.43
040 IMPO PECUARIOS LTDA	22,153	0	0	0	-22,153	-100
041 INVERSIONES HERCO	15,990	0	0	0	-15,990	-100
043 LHAURA VET LTDA	28,771,319	0.04	32,632,966	0.04	3,861,647	13.42
050 LHAURA VET LTDA.	21,201,633	0.03	20,365,384	0.02	-836,249	-3.94
SUBTOTAL \$	146,135,060	0.19	143,962,974	0.17	-2,172,086	-1.49

INSTRUMENTAL IMPORTADO DIRECTO

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
003 IMPORTACIONES UNIVERSO	356,000,335	0.46	661,735,490	0.76	305,735,155	85.88
010 DEMAPLAST SRL	2,423,272	0	1,044,227	0	-1,379,045	-56.91
018 INSTRUMENTAL VETERINARIO FIX	1,325,298	0	1,081,651	0	-243,647	-18.38
019 FARMING SUPPLY	99,344,994	0.13	148,039,283	0.17	48,694,289	49.02
021 INSTRUMENTS SUPPLIES	4,130,974	0.01	1,336,997	0	-2,793,977	-67.63
039 FARMING SUPPLY	20,759,138	0.03	10,229,246	0.01	-10,529,892	-50.72
045 SYRVET INC	5,170,692	0.01	2,750,761	0	-2,419,931	-46.8
047 ALLFLEX	3,894,368	0.01	1,113,871	0	-2,780,497	-71.4
048 COOTRAN	0	0	0	0	0	0

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INSTRUMENTAL IMPORTADO DIRECTO

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
056 TRANSCO TRANDING COMPANY	23,064,034	0.03	23,095,295	0.03	31,261	0.14
057 SYRVET INC	15,196,239	0.02	2,993,601	0	-12,202,638	-80.3
058 GLOBALVET	139,647,319	0.18	195,393,860	0.22	55,746,541	39.92
059 ALLFLEX	192,329,672	0.25	163,749,352	0.19	-28,580,320	-14.86
060 COTRAN	494,926	0	372,013	0	-122,913	-24.83
066 TOGNAZZONI	34,003,993	0.04	35,964,811	0.04	1,960,818	5.77
071 VETCO SUPPLY	120,549,674	0.15	135,325,791	0.16	14,776,117	12.26
522 EXIMPORT - OSTER	21,730,163	0.03	16,983,717	0.02	-4,746,446	-21.84
SUBTOTAL \$	1,040,065,091	1.34	1,401,209,966	1.61	361,144,875	34.72

INSTRUMENTAL NACIONAL

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
052 GENTRA LTDA	0	0	0	0	0	0
SUBTOTAL \$	0	0	0	0	0	0

JUGUETES IMPORTADOS

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
072 THE OUR PETS CO	87,248,682	0.11	78,320,616	0.09	-8,928,066	-10.23
SUBTOTAL \$	87,248,682	0.11	78,320,616	0.09	-8,928,066	-10.23

MASCOTAS IMPORTADOS COMPRA NACIONAL

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
122 MASCOLANDIA LTDA.	1,875,491	0	2,234,793	0	359,302	19.16
141 JARAMILLO L. JUAN A	0	0	0	0	0	0
189 M&B IMPORT	1,468,773	0	0	0	-1,468,773	-100
190 PET-GROUP SAS (IDEIAS)	78,810	0	25,127	0	-53,683	-68.12
SUBTOTAL \$	3,423,074	0	2,259,920	0	-1,163,154	-33.98

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MASCOTAS IMPORTADOS DIRECTOS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
063	MODERNA PRODUCTOS NV	326,969,127	0.42	351,798,543	0.4	24,829,416	7.59
069	Henke Sass Wolf	20,077,222	0.03	23,182,698	0.03	3,105,476	15.47
075	MY FAMILY USA INC	28,690,869	0.04	27,380,431	0.03	-1,310,438	-4.57
149	GRACIOUS LIVING	18,775,246	0.02	22,021,713	0.03	3,246,467	17.29
156	FERPLAST PET PRODUCTS	310,821,562	0.4	666,109,826	0.76	355,288,264	114.31
157	TRANSCO TRADING COMPANY INC	35,301,582	0.05	44,693,518	0.05	9,391,936	26.6
160	ROGZ (PTY) LTD	263,903,855	0.34	324,150,373	0.37	60,246,518	22.83
162	BAMBOO PET - MUNCHKIN	464,202,937	0.6	584,100,923	0.67	119,897,986	25.83
163	JW PET COMPANY, INC.	130,649,697	0.17	133,464,034	0.15	2,814,337	2.15
172	KONG COMPANY	16,066,334	0.02	3,077,516	0	-12,988,818	-80.84
182	CANINE HARDWARE	93,134,526	0.12	83,822,453	0.1	-9,312,073	-10
183	TRIXIE HEIMTIERBEDARF	895,691,940	1.15	826,524,971	0.95	-69,166,969	-7.72
188	MAMMOTH PRODUCTS	75,855,915	0.1	91,010,947	0.1	15,155,032	19.98
195	LISCAM	26,328,145	0.03	42,874,344	0.05	16,546,199	62.85
201	201 OFICIAL S.A. DE C.V. (4BF)	0	0	8,939	0	8,939	0
CHI	CHIMIGROUP SRL	173,410,301	0.22	187,722,583	0.22	14,312,282	8.25
SUBTOTAL \$		2,879,879,258	3.7	3,411,943,812	3.92	532,064,554	18.48

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
102	INDUSTRIAS ARGOS LTDA.	24,641	0	24,063	0	-578	-2.35
115	GERDTS DIAZ STEPHANIE	6,720,799	0.01	3,907,892	0	-2,812,907	-41.85
973	LE GROUPE INTERSAND CANADA INC	556,397,855	0.71	682,818,793	0.78	126,420,938	22.72
SUBTOTAL \$		563,143,295	0.72	686,750,748	0.79	123,607,453	21.95

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FELIPE BARON

TALABARTERIA Y EQINOS IMOPRTADOS DIRECTOS

DESCRIPCION		VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
564	TRANSCO TRADING COMPANY	71,673,147	0.09	89,383,014	0.1	17,709,867	24.71
SUBTOTAL \$		71,673,147	0.09	89,383,014	0.1	17,709,867	24.71
TOTAL \$		5,947,630,768	7.64	7,183,245,638	8.24	1,235,614,870	20.77

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MARCELA SUAREZ

DROGAS Y MEDICAMENTOS

DESCRIPCION		VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
CMV	COMERVET S.A.	503,888,885	0.65	415,996,206	0.48	-87,892,679	-17.44
CPH	COASPHARMA SAS	6,297,923,794	8.09	7,141,453,603	8.2	843,529,809	13.39
TEC	TECNOCALIDAD SAS	1,659,503,685	2.13	2,534,566,878	2.91	875,063,193	52.73
SUBTOTAL \$		8,461,316,364	10.87	10,092,016,687	11.58	1,630,700,323	19.27
TOTAL \$		8,461,316,364	10.87	10,092,016,687	11.58	1,630,700,323	19.27

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MARTHA PINILLOS

ARENAS GATOS PROVEEDOR NACIONAL

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
934 PET SPA	124,216,339	0.16	124,333,189	0.14	116,850	0.09
952 MICHOS TOYS SAS	21,541,112	0.03	18,798,881	0.02	-2,742,231	-12.73
962 ANIMAL FACTOR SAS	19,618,647	0.03	18,695,134	0.02	-923,513	-4.71
967 VETERINARIA ESPECIALIZADA	174,035,084	0.22	198,046,673	0.23	24,011,589	13.8
977 PRODUCTOS FAMILIA	5,874,154	0.01	23,066,689	0.03	17,192,535	292.68
991 IND. AGROPECUARIA JVC SAS	0	0	26,726,827	0.03	26,726,827	0
SUBTOTAL \$	345,285,336	0.44	409,667,393	0.47	64,382,057	18.65

CONCENTRADOS IMPORTADOS

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
904 NESTLE PURINA PET CARE	1,173,152,174	1.51	1,460,125,379	1.68	286,973,205	24.46
909 ROYAL CANIN COLOMBIA	106,628,343	0.14	144,961,734	0.17	38,333,391	35.95
911 GABRICA S.A.	9,661,261,611	12.41	12,239,950,982	14.05	2,578,689,371	26.69
912 MASTERFOODS COLOMBIA	821,301,476	1.05	918,709,315	1.05	97,407,839	11.86
918 JARAMILLO PETS & CIA S.C.A.	3,529,569,358	4.53	4,119,336,699	4.73	589,767,341	16.71
936 ROYAL CANIN COLOMBIA	882,163,104	1.13	1,248,256,235	1.43	366,093,131	41.5
965 PLB SUPER PREMIUM	1,029,325,590	1.32	1,148,260,286	1.32	118,934,696	11.55
971 COMERCIALIZADORA PESTAR SAS	1,794,414,922	2.3	1,360,374,709	1.56	-434,040,213	-24.19
SUBTOTAL \$	18,997,816,578	24.4	22,639,975,339	25.98	3,642,158,761	19.17

CONCENTRADOS NACIONALES

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
900 APETIT MASCOTAS	8,505,932	0.01	20,554,784	0.02	12,048,852	141.65
902 INSUMOS DE LOS ANDES	0	0	420,124	0	420,124	0
905 CONCENTRADOS EL RANCHO LTDA	57,393,797	0.07	56,581,976	0.06	-811,821	-1.41

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

OCTUBRE 2021

MARTHA PINILLOS

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
906	INCROS DE COLOMBIA	13,015,042	0.02	15,576,121	0.02	2,561,079	19.68
907	CONCENTRADOS EL RANCHO	19,707,044	0.03	13,424,421	0.02	-6,282,623	-31.88
908	MOTTA FORERO GINETH	8,100,377	0.01	14,880,673	0.02	6,780,296	83.7
910	ITALCOL DEL OCCIDENTE	3,184,381,208	4.09	3,340,179,992	3.83	155,798,784	4.89
914	ALIMENTOS NUTRION S.A.	312,463,548	0.4	342,972,091	0.39	30,508,543	9.76
915	PIXIE SAS	348,361,275	0.45	574,807,475	0.66	226,446,200	65
917	PELUDITOS BARF SAS	74,754,617	0.1	68,119,780	0.08	-6,634,837	-8.88
919	NESTLE PURINA PETCARE	2,545,455,578	3.27	2,528,354,025	2.9	-17,101,553	-0.67
944	WILLS BONILLA CONSTANZA MARGAR	10,664,287	0.01	7,739,320	0.01	-2,924,967	-27.43
947	GRUPO EMPRESARIAL BAHITI	52,232,154	0.07	50,460,990	0.06	-1,771,164	-3.39
954	COMERCIALIZADORABOGOTANAS.A.S.	41,824,011	0.05	18,587,994	0.02	-23,236,017	-55.56
956	IMPULSORES INTERNACIONALES	17,060,572	0.02	24,321,794	0.03	7,261,222	42.56
959	TASTY PLANET	393,725	0	455,410	0	61,685	15.67
960	GESTO AGRO SAS	234,069,506	0.3	339,031,698	0.39	104,962,192	44.84
964	PETS ANDINA SA	29,041,820	0.04	45,854,358	0.05	16,812,538	57.89
968	AIKOS LTDA	38,664,083	0.05	28,724,797	0.03	-9,939,286	-25.71
969	EMBUMASCOTAS	668,535	0	3,680,386	0	3,011,851	450.52
970	TOMASA'S BAKERY LATAM SAS	31,751,576	0.04	33,578,324	0.04	1,826,748	5.75
974	BARF COLOMBIA SAS	31,437,817	0.04	22,175,184	0.03	-9,262,633	-29.46
976	JOYFUL PETS SAS	1,242,258	0	1,213,130	0	-29,128	-2.34
978	WOW CAN SAS	64,032,606	0.08	44,314,545	0.05	-19,718,061	-30.79
979	MAXIPETS SAS	535,107,608	0.69	984,141,849	1.13	449,034,241	83.91
980	ALIMENTOS POLAR	34,945,614	0.04	167,966,391	0.19	133,020,777	380.65

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

OCTUBRE 2021

MARTHA PINILLOS

CONCENTRADOS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
987	DOGSY GOURMET SAS	11,908,489	0.02	9,771,352	0.01	-2,137,137	-17.95
988	LABORATORIOS ZOO	7,216,295	0.01	14,089,571	0.02	6,873,276	95.25
990	SOLLA	7,828,535	0.01	171,896,201	0.2	164,067,666	2095.76
992	PROYECTO E SAS	1,754,700	0	11,754,380	0.01	9,999,680	569.88
993	ALIMENTOS FINCA S.A.	0	0	178,429,017	0.2	178,429,017	0
	SUBTOTAL \$	7,723,982,609	9.92	9,134,058,153	10.48	1,410,075,544	18.26

CONSUMO

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
011	CNCL	11,259,140	0.01	646,626	0	-10,612,514	-94.26
020	ENZICOL LTDA	2,984,845	0	2,086,913	0	-897,932	-30.08
029	PRODUCTOS JULIAO S.A.S.	267,474	0	8,732	0	-258,742	-96.74
049	START CAPCO SAS	0	0	0	0	0	0
054	CUAJO DE COLOMBIA S.A.S	9,325,323	0.01	12,339,934	0.01	3,014,611	32.33
	SUBTOTAL \$	23,836,782	0.03	15,082,205	0.02	-8,754,577	-36.73

DROGAS Y MEDICAMENTOS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
BON	BONAVET LTDA	63,264,163	0.08	79,674,680	0.09	16,410,517	25.94
DRC	IG COLOMBIA S.A.	44,321,636	0.06	99,557,571	0.11	55,235,935	124.63
FRA	DINKY PETT SAS	59,950,139	0.08	46,351,189	0.05	-13,598,950	-22.68
GLP	MC COLER	24,633,585	0.03	20,892,533	0.02	-3,741,052	-15.19
JUC	JUAN CASTELLANOS RODRIGUEZ	25,092,695	0.03	27,014,588	0.03	1,921,893	7.66
SAP	SOLUCIONES AGRICOLAS PECUARIAS	172,732,469	0.22	177,483,140	0.2	4,750,671	2.75
	SUBTOTAL \$	389,994,687	0.5	450,973,701	0.52	60,979,014	15.64

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO **OCTUBRE 2021**

MARTHA PINILLOS

FERRETERIA

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
202	IMPORTADORA GONZALEZ OSUNA SAS	14,314,778	0.02	36,369,784	0.04	22,055,006	154.07
203	PROTEX S.A	647,988	0	319,924	0	-328,064	-50.63
208	PROTEX S.A	24,674,743	0.03	15,462,166	0.02	-9,212,577	-37.34
230	F-SHIELD	2,720,106	0	2,430,132	0	-289,974	-10.66
300	TREFILADOS DE COLOMBIA LT	33,170,259	0.04	59,309,530	0.07	26,139,271	78.8
308	FERCON S.A.	19,259,000	0.02	18,642,101	0.02	-616,899	-3.2
320	LIDER CAMARGO SAS	380,576	0	27,031,692	0.03	26,651,116	7002.84
324	LIDER CAMARGO SAS	110,589	0	0	0	-110,589	-100
338	J.E.N S.A	3,622,294	0	9,924,397	0.01	6,302,103	173.98
340	FERCON S.A.	2,291,105	0	1,877,238	0	-413,867	-18.06
352	LHAURA VET	13,028,304	0.02	15,789,645	0.02	2,761,341	21.19
403	AGROINTEGRAL ANDINA S.A.	110,145,625	0.14	65,307,428	0.07	-44,838,197	-40.71
405	TORRES BORJA NATALIA	3,747,196	0	3,605,669	0	-141,527	-3.78
406	PENAGOS HNOS Y CIA LTDA	49,622,625	0.06	6,268,664	0.01	-43,353,961	-87.37
410	ENERGIA Y POTENCIA	43,175,877	0.06	32,641,427	0.04	-10,534,450	-24.4
418	GLOBAL MOTOR LTDA	32,786,169	0.04	21,958,441	0.03	-10,827,728	-33.03
428	DUWEST COLOMBIA SAS	4,330,199	0.01	729,882	0	-3,600,317	-83.14
429	INSMEVET S EN C	886,995	0	0	0	-886,995	-100
435	KARCHER SAS	0	0	491,502	0	491,502	0
450	MECANELECTRO S.A.S	89,222,449	0.11	146,474,033	0.17	57,251,584	64.17
455	DURESPO S.A.	94,831,482	0.12	85,027,404	0.1	-9,804,078	-10.34
463	BEAVER S.A.	11,793,957	0.02	-790,274	-0	-12,584,231	-106.7
465	PLASTICAUCHO COLOMBIA SA.	1,626,379	0	788,668	0	-837,711	-51.51

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO **OCTUBRE 2021**

MARTHA PINILLOS

FERRETERIA

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
475 HUSQVRNA	134,703,074	0.17	91,696,893	0.11	-43,006,181	-31.93
501 CERCAS EL CEBU LTDA	60,792,682	0.08	81,721,312	0.09	20,928,630	34.43
502 JUAN GUZMAN BARRERO	982,500	0	125,000	0	-857,500	-87.28
503 COLEMPAQUES LTDA.	4,256,382	0.01	723,407	0	-3,532,975	-83
505 GROUPE SEB COLOMBIA	66,514,723	0.09	27,831,760	0.03	-38,682,963	-58.16
506 DANIEL RODRIGUEZ	2,035,867	0	5,582,703	0.01	3,546,836	174.22
508 JUVENIA SA	2,891,179	0	4,561,477	0.01	1,670,298	57.77
509 MANUEL ARIZA OROSCO	5,948,003	0.01	10,916,201	0.01	4,968,198	83.53
510 FUNDICION J-P	678,125	0	312,500	0	-365,625	-53.92
511 DEL AGRO SOLUCIONES PARA EL CAMPO	11,118,032	0.01	22,144,110	0.03	11,026,078	99.17
515 GIRALDO LARA LTDA	75,000	0	95,155	0	20,155	26.87
516 REPRESENTACIONES Y DISTRIBUCIO	30,518	0	6,203,381	0.01	6,172,863	20226.96
519 ROTOPLAST	489,294	0	3,394,894	0	2,905,600	593.84
526 DELAVAL LTDA	102,188	0	68,472	0	-33,716	-32.99
599 GARANTIAS Y REPARACIONES	1,301,677	0	1,788,884	0	487,207	37.43
SUBTOTAL \$	848,307,939	1.09	806,825,602	0.93	-41,482,337	-4.89

INSTRUMENTAL NACIONAL

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
007 EMPRESA GENETICA ESPECIAL	314,598	0	3,114,781	0	2,800,183	890.08
012 EMILIO ACUÑA	16,086,501	0.02	2,736,197	0	-13,350,304	-82.99
022 PLASTLAVET	10,676,540	0.01	20,930,967	0.02	10,254,427	96.05
025 ANDINA DE TECNOLOGIA	4,777,280	0.01	8,159,107	0.01	3,381,827	70.79
SUBTOTAL \$	31,854,919	0.04	34,941,052	0.04	3,086,133	9.69

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO **OCTUBRE 2021**

MARTHA PINILLOS

INSUMOS AGRICOLAS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
600	DUWEST	195,837,083	0.25	131,824,123	0.15	-64,012,960	-32.69
601	INVESTA S.A.	185,875,038	0.24	201,384,345	0.23	15,509,307	8.34
602	AGROINFESA	76,576,352	0.1	126,731,351	0.15	50,154,999	65.5
603	COLINAGRO S.A.	29,529,491	0.04	31,908,543	0.04	2,379,052	8.06
604	SUPERABONO LTDA.	18,076,490	0.02	1,722,468	0	-16,354,022	-90.47
609	CONTROL PLUS SAS	20,878,649	0.03	35,219,099	0.04	14,340,450	68.68
610	AGROINTEGRAL ANDINA S.A	56,643,262	0.07	42,913,583	0.05	-13,729,679	-24.24
616	PERMOFILTROS LTDA	4,029,561	0.01	4,574,275	0.01	544,714	13.52
617	AGROFERTILIZANTES DE COLOMBIA	58,400,389	0.07	79,738,631	0.09	21,338,242	36.54
619	EL SEMILLERO E.U.	3,315,783	0	4,773,516	0.01	1,457,733	43.96
628	PROQUIMCOL LTDA.	2,218,774	0	2,496,163	0	277,389	12.5
635	FERTILIZANTES VARIOS	24,983,742	0.03	22,938,179	0.03	-2,045,563	-8.19
644	LABORATORIOS AUROFARMA	0	0	16,860,151	0.02	16,860,151	0
650	FERTIPREMIUM SAS	23,227,286	0.03	22,639,246	0.03	-588,040	-2.53
656	ABONEX SAS	2,941,364	0	3,445,073	0	503,709	17.13
	SUBTOTAL \$	702,533,264	0.9	729,168,746	0.84	26,635,482	3.79

LIBROS Y REVISTAS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
810	LIBROS Y REVISTAS	0	0	0	0	0	0
	SUBTOTAL \$	0	0	0	0	0	0

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
100	GABRICA SA	148,752,406	0.19	220,557,170	0.25	71,804,764	48.27

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

OCTUBRE 2021

MARTHA PINILLOS

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
101	NAVCAR SAS	54,374	0	12,091,009	0.01	12,036,635	22136.75
103	LA PINTA DOG	3,918,755	0.01	2,160,700	0	-1,758,055	-44.86
104	HORUS PET TRADING COMPANY SAS	256,496	0	0	0	-256,496	-100
105	MOLDEADO INDUSTRIAL DE COLOMBIA SAS	4,146,300	0.01	3,326,900	0	-819,400	-19.76
106	EBRANDI MEDIOS S.A.	7,127,667	0.01	80,981	0	-7,046,686	-98.86
107	CORPORAC. MUNDIAL DE LA MUJER	2,799,435	0	1,140,419	0	-1,659,016	-59.26
108	CAPITAL MARK'S SAS	36,248,737	0.05	44,153,347	0.05	7,904,610	21.81
109	HOME-VET SAS	0	0	0	0	0	0
110	TASTY PLANET	227,543,504	0.29	306,226,398	0.35	78,682,894	34.58
111	ASIAMERICA TRADING SAS	10,451,484	0.01	13,107,935	0.02	2,656,451	25.42
112	FELCAN SAS	103,860,489	0.13	198,000,485	0.23	94,139,996	90.64
113	GREEN TRADING SAS	35,879,715	0.05	37,550,496	0.04	1,670,781	4.66
114	DIAZ MARTINEZ PAMELA ANDREA	385,607	0	32,813	0	-352,794	-91.49
117	LLOREDA OCAMPO EDUARDO JOSE	0	0	0	0	0	0
119	AL TORNO SAS	31,533,102	0.04	59,534,227	0.07	28,001,125	88.8
120	COMERCIALIZADORA BOGOTANA LTDA	50,725,956	0.07	30,422,324	0.03	-20,303,632	-40.03
121	CI EVOLUTION BRANDS COLOMBIA SAS	5,166,759	0.01	7,241,099	0.01	2,074,340	40.15
123	MERINO TRADING CO LTDA	1,208,760	0	93,840	0	-1,114,920	-92.24
124	PRIME PET	0	0	22,038,963	0.03	22,038,963	0
125	ID TRACK SAS	1,142,395	0	461,395	0	-681,000	-59.61
126	RODRIGUEZ DANIEL	1,978,207	0	2,672,411	0	694,204	35.09
128	MORAI SAS	2,009,371	0	4,409,953	0.01	2,400,582	119.47
133	MECANICA INDUSTRIAL	11,342,270	0.01	18,961,998	0.02	7,619,728	67.18

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

OCTUBRE 2021

MARTHA PINILLOS

MASCOTAS NACIONALES

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
134	IG COLOMBIA S.A	3,350,616	0	4,668,347	0.01	1,317,731	39.33
140	ANIMAL FACTOR SAS	684,604,892	0.88	801,816,981	0.92	117,212,089	17.12
153	COLOMBIANA DE BIODesarrollo SAS	20,155,830	0.03	29,740,273	0.03	9,584,443	47.55
173	CASTRELLON MELO NESTOR LE	52,983,838	0.07	58,310,156	0.07	5,326,318	10.05
175	TOMMY DOGS LTDA	262,545	0	199,363	0	-63,182	-24.07
179	CONAVET LTDA	43,131,954	0.06	43,808,283	0.05	676,329	1.57
184	COLEMPAQUES LTDA	2,677,739	0	1,941,059	0	-736,680	-27.51
186	DE PASEO CON LOS PELUDITOS	25,382,861	0.03	49,068,112	0.06	23,685,251	93.31
191	INDEPHAR SAS	830,375	0	5,369,860	0.01	4,539,485	546.68
192	HENRY ARTURO COY MONSALVE	0	0	37,295	0	37,295	0
198	PRODUCTOS FAMILIA SANCELA S.A.	188,009,348	0.24	182,125,150	0.21	-5,884,198	-3.13
	SUBTOTAL \$	1,707,921,787	2.19	2,161,349,742	2.48	453,427,955	26.55

SALES Y MELAZAS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
901	MIELES Y AZUCARES DEL VALLE	15,960,344	0.02	23,152,705	0.03	7,192,361	45.06
903	QUIMPAC	15,402,319	0.02	8,712,743	0.01	-6,689,576	-43.43
929	SOMEX S.A	122,330,615	0.16	102,740,204	0.12	-19,590,411	-16.01
	SUBTOTAL \$	153,693,278	0.2	134,605,652	0.15	-19,087,626	-12.42

SEMILLAS Y BRACHARIAS

	DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
703	FERCON	157,550,379	0.2	187,828,606	0.22	30,278,227	19.22
705	DISTRIBUIDORA DE ABONOS	98,640,056	0.13	159,054,551	0.18	60,414,495	61.25
709	IMPULSORES INTERNACIONALES LTD	46,477,949	0.06	57,422,317	0.07	10,944,368	23.55

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO

OCTUBRE 2021

MARTHA PINILLOS

SEMILLAS Y BRACHARIAS

DESCRIPCION		VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
726	DURESPO S.A.	13,436,896	0.02	887,439	0	-12,549,457	-93.4
SUBTOTAL \$		316,105,280	0.41	405,192,913	0.46	89,087,633	28.18

TALABARTERIA Y EQUINOS

DESCRIPCION		VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
551	INVERSIONES SALDARRIAGA GOMEZ	10,189,498	0.01	12,153,620	0.01	1,964,122	19.28
553	EMCOCLAVOS S.A	13,458,860	0.02	14,173,215	0.02	714,355	5.31
555	ANGARITA CLARA INES	209,377	0	134,375	0	-75,002	-35.82
558	MESACE S.A	111,642,469	0.14	175,852,658	0.2	64,210,189	57.51
568	AL TORNO S.A.S	3,421,540	0	8,715,947	0.01	5,294,407	154.74
SUBTOTAL \$		138,921,744	0.18	211,029,815	0.24	72,108,071	51.91
TOTAL \$		31,380,254,203	40.3	37,132,870,313	42.61	5,752,616,110	18.33

INFORME DE VENTAS AÑO ANTERIOR vs ACTUAL ACUMULADO
OCTUBRE 2021

DESCRIPCION	VENT 2020	% PARTIC	VENT 2021	%PARTIC	DIFERENCIA	CRECIM
TOTAL EMP \$	77,871,912,683	100	87,139,433,518	100	9,267,520,835	11.9

*****FIN INFORME*****