



## VINTAGES PURCHASING PROCESS

### Types of Submissions:

#### Product Calls

Product Calls are open to all products fitting the criteria outlined in the current Vintages Product Needs Schedule. A pre-submission must be entered through NISS by the posted deadline. Agents should refrain from resubmitting the same or next vintage of a wine that has already been scheduled for an upcoming release, excluding iconic wines and collaborative items.

#### Vintages Direct

This refers to applications, outside of the Product Calls, for which a sample is not required for tasting and/or laboratory analysis. Approval from the appropriate buyer is required before submitting an application.

#### Vintages Ad Hoc

This refers to applications, outside of the Product Calls, for which a sample is required for tasting and/or laboratory analysis. Approval from the appropriate buyer is required before submitting an application.

#### Flagship Store Exclusives (formerly Instore Discovery Program)

One of our business goals is to generate added excitement in Vintages top stores, where our most engaged customers are shopping. Flagship Store Exclusives (FSE) are distributed to 11 stores (10, 38, 149, 164, 217, 346, 355, 452, 486, 500 and 528) and are aimed at enhancing the product selection in these key VINTAGES stores. All FSE products appear in the release catalogue with bottle shots, notes and third-party scores.

The products chosen for this program will represent varietals and/or premium regions that have historically performed well in these 11 stores. We look forward to your continued support in driving sales of this program.

#### Accepted Applications

Each application must be accompanied by a complete quote on supplier letterhead. Be sure to include a hard copy of any applicable third-party reviews and technical information. Fully completed applications are vital to ensuring expedient purchases. Estimated retail price must be stated in Canadian dollars.

If labels are submitted with the sample, we recommend placing them in a small zip-lock bag. Please include technical information and third-party reviews for our researchers to reference.

#### Dropping Off Samples

We will accept delivery of samples Monday to Thursday, 10:00 am to 3:00 pm, during the week of the sample deadline. Please note: Samples will not be accepted on Friday and LCBO Security will not accept product samples after hours.



### **Tasting Results**

Tasting results are available through NISS only. Due to the potential volume of telephone inquiries, the buyers cannot accept calls regarding tasting results.

### **Notice To Purchase**

A Notice To Purchase will be issued via NISS for all products we decide to purchase. This is the only precursor to the issuing of the purchase order. Offers under consideration should not be interpreted as intent to purchase.

An NTP will be issued detailing the release date and purchase quantity 5 weeks after the tasting date, or in the case of a direct purchase, 5 weeks after the paperwork has been received. We are unable to answer queries on the status of NTPs before this time frame.

Agents are requested to acknowledge the Notice To Purchase and must agree to honour and adhere to all clauses therein on behalf of their suppliers. Suppliers are required to agree to all terms and conditions specified in the purchase order. We are not able to issue a purchase order until suppliers have registered for Web P.O. More information on Web P.O. can be found at [doingbusinesswithlcbo.com](http://doingbusinesswithlcbo.com) under Web Systems.

Please do not fax or email acknowledgements as we are not able to process these.

Sales and inventory levels are available through LCBO data sources such as the complimentary Narrowcast service or by purchasing additional information through the Sale of Data (SOD) program. More information on SOD is available at [doingbusinesswithlcbo.com](http://doingbusinesswithlcbo.com) under Web Systems.

### **Sales Performance Targets**

The sales target for products purchased for Vintages retail releases is (minimum) 75% sell-through after eight weeks in stores. Achieving these targets and increasing sku productivity ensures a continuous flow of new and exciting products. It also allows us to allocate a larger portion of the most current release out to stores.

For products with a rebate agreement that fail to achieve 75% sell-through after **eight weeks**, a 20% rebate term will be applied to all remaining inventory. The product will then be marked down to clear.