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LCBO ON STRIKE

Last month, 97% of LCBO unionized workers voted in favour of strike action because they felt the LCBO, and their jobs, were at risk in the face of increased competition from the government's plan to expand alcohol sales to grocery and convenience stores. And on Friday July 5th, these workers went on strike for the first time in the organization's 97 year history.

Negotiations remain stalled, there is no resolution in sight and the situation is constantly evolving. However, here is a brief description of how the two primary distribution channels Buyers+Cellars operates under are being impacted currently:

CONSIGNMENT:

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- We have access to all Consignment stock that cleared the LCBO Lab and was released to us to sell prior to July 5th. This inventory is legally stored at a 3rd party warehouse, meaning no picket lines are crossed when our courier collects these cases to deliver to our restaurant and private clients.
- We expect to see a slight increase in sales volumes, at least in the short term, as Consignment Agents are one of only a few options available for Ontario wine lovers to source quality international wines.
- The Quality Assurance Department is closed during the strike, meaning that any wines that were in the lab when the strike started will be unavailable to us to sell until a settlement is reached, or back-to-work legislation is passed.
- Although Consignment orders are held at a 3rd party warehouse, they are filtered through LCBO-operated facilities which are impacted by the strike and will be unable to intake cargo as they usually would. At this point in time, we do not expect to be able to access additional inventory that has arrived in the country but has not yet been delivered to the 3rd party warehouse.
- The LCBO Traffic Department has requested their transportation partners pause all vessel bookings and PO/container pick-ups and hold all cargo at consolidation locations until further notice, meaning no new Consignment orders will be in motion for the time being.

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cargo and vessels again.

- LCBO support response times (for example, to questions about iSupplier or accounts payable) are expected to be longer than usual.

RETAIL:

- All LCBO retail outlets are closed for a minimum period of two weeks. Stock in store is only available to order online via lcbocanada.com for consumers and licensees.
- All processing of Retail tender submissions and orders (VINTAGES, Cellar Collection, Destination Collection) is paused until further notice. We will have the ability to submit tenders, but they will not be addressed by the LCBO team until the labour dispute is resolved.
- LCBO support response times (for example, to questions about iSupplier or accounts payable) are expected to be longer than usual.

We will do our best to keep you apprised of this situation.

**Cheers,
The B+C Team!**



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