

[View this email in your browser](#)



### **Vintages and Destination Collection Product Needs - March-May 2024**

The LCBO recently issued new VINTAGES and Destination Collection Product Needs lists for Spring 2024. For a complete list of all opportunities for purchases as well as detailed product specifications and deadlines, click [HERE](#) for VINTAGES and [HERE](#) for Destination Collection.

When submitting a wine with a 3rd party review to any LCBO Product Call, please email to us a PDF or jpeg of the original review for republication purposes, at the same time as your submission form. It is imperative that the rating and PDF/jpeg you provide is for the vintage that is being submitted.

### **LCBO Flagship + Online Program Enhancement**

LCBO "Flagship Stores" are larger retail outlets that offer a bigger and better selection of top wines, plus extras like a tasting bar for sampling. Effective March 2, 2024, the LCBO announced the following enhancements to its Flagship + Online Program:

- An additional 20 Stores will receive set specific Flagship + Online releases:
  - Portugal Red and White (3 additional stores)
  - Greece Red and White (3 additional stores)
  - Georgia Red and White(3 additional stores)
  - Central Europe Red and White (1 additional store)
  - Italy Red and White (2 additional stores)
  - Ontario VQA (5 additional stores)

The LCBO is hopeful that this added distribution will increase sales.

## Vendor Performance Review

The LCBO recently provided an update to the Vendor Performance Program as it relates to order confirmation and fulfillment for all appropriate Retail Channels (VINTAGES, Destination Collection, Cellar Collection):

1. Order Confirmation KPI: Vendors must confirm receipt of the Purchase Order through WebPO or EDI within two (2) Business Days of the LCBO's issuance of the Purchase Order. As at April 1, 2023, failure to meet the Order Confirmation KPI requirement invokes a Handling and Administration Fee of \$50 for each PO.
2. On-Time and In-full (OTIF) KPI: To improve OTIF results, an additional KPI – Ready to Ship Confirmation – is being introduced. Vendors must confirm the Purchase Order as Ready to Ship through Web PO or EDI on or before the Scheduled Ship Date or the end of the Vendor Prep Time (Scheduled Arrival Date minus the Transportation Leadtime). Effective April 1, 2024, failure to meet the Ready to Ship Confirmation KPI requirement will invoke a Handling and Administration Fee of \$50 for each PO.

If you have any questions about this, please reach out to Ryan. And for more information, please visit the LCBO's Doing Business with the LCBO website [HERE](#).

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



If you are no longer interested in receiving our newsletters, you can [unsubscribe from this list](#) here.