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The team at Buyers+Cellars has watched recent events unfolding in the Middle East with great sadness. Our hearts and thoughts go out to all those impacted by this terrible conflict.

## LCBO to launch online ordering for HoReCa (FINALLY!)

In early 2024, the LCBO will be launching an online ordering process for Ontario restaurants and other licensed establishments. According to their announcement, this is the second phase of their eCommerce renewal project "which aims to provide a best-in-class customer experience".

Along with other members of the local trade, we have been pushing for online ordering for our business clients for many years and are grateful this appears to finally becoming a reality. Online ordering will greatly simplify sales and fulfillment of Destination Collection and VINTAGES listings to our licensed customers which, in turn, should assist us in ensuring we hit sell through.

At Buyers+Cellars, we pride ourselves on providing exceptional service to our clients, including offering comprehensive region /vineyard / winemaking / tasting notes with every wine purchased. You have greatly aided us in this initiative when you have completed our Tech Sheet Form for all new vintages or new wines that we have ordered.

We are increasingly being asked by our clients for vegan wines and so have revised this form in order for you to more easily flag these details and designations for us. Please use this version of our <u>Tech Sheet</u> Form going forward. It can also be found on the <u>Trade Resources</u> page of our website.

Password: G4&-45

Thank you!



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