

August 20, 2018

To: All Trade Councils

Re: Merchandising Staffing Updates

Dear Trade Partners,

It has been a busy year in the Merchandising Division and we've had a lot of shifts and changes, along with work on our Organisational Re-design. There are a number of announcements that I am excited to make, and I have tried to contain them all in one letter to reduce any confusion. Although many of you are also awaiting the announcement about our Vintages and Wines merger, that announcement will come later in September and will include all of the information in one letter.

Please join me in congratulating some of our team members and also in saying farewell to a few:

Category Team Moves:

I am sad to announce that **Marijke Maclean**, following her one year leave of absence, has decided to continue her travels around the world and as such will not be returning to her position in Spirits. Marijke was an integral part of our category team and we will definitely miss her, but we wish her all the best as she continues her great adventure! Please continue to contact **Peter Cloutier** for any questions relating to the Brown Spirits Category.

Colby Norrington will complete her leave of absence and return to the LCBO on October 1st to the role of Category Manager, White Spirits reporting into Stacey Roth. Upon her return we will provide updated contact information for Colby.

David Cacciottolo has accepted an acting position as Category Manager New World Wines as we make our way through this transition time. He will act in the role until February when Marie Cundari returns from maternity leave. He can be reached at **416-864-2572**.

April Dickson is now acting Category Administrator Direct Sales (Classics & Events) and can be reached at april.dickson@lcbo.com or 416-365-5863.

Category Shifts:

As part of our organisational re-design we are shifting the RTD Portfolio out of Spirits and into the Beer Category. As such, **Jeryca Dillas** will now report directly into Chris Robertson. Her contact information will remain the same and the administrative function for RTD will continue to reside in Spirits for the time being.

We have also made a shift to our *Products of the World* business and as such the current team, including Tod Stewart, Dianne Chisholm, Fredy Montoya, Darryl Pacek, Natalie Ramos-Garcia, and Brittany Acorn will shift from Private Ordering into Merchandising, reporting into **Kathy Cannon**.

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Pricing Team:

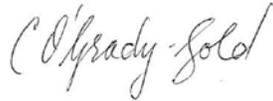
I am pleased to announce that **Kyle Baker** has accepted the acting position as acting Pricing Manager while David fills in with the Wines Team. Kyle has worked in various departments at the LCBO including Supply Chain and Merchandising Operations, and he brings a process-minded outlook to the position. We're thrilled to have him in the role, and he can be reached at **416-365-5869**.

I also want to take this time to congratulate **Sharon O'Connor** on her upcoming retirement! Sharon will be retiring in September after over 30 years at the LCBO and we wish her all the best in this exciting new chapter! Sharon has been such an important part of our pricing team for many years, and we are really going to miss her.

I am happy to announce that **Lucy Zupo** has accepted the position of Senior Pricing Administrator and will be training with Sharon over the upcoming month to fill her shoes! Lucy's contact information will remain unchanged for the time being.

Vintages Reception:

On one final note, as of August 20th there will no longer be a separate Vintages Reception Area. Anyone dropping off samples or checking in for an appointment can do so at the front reception desk of the 3rd Floor at 43 Freeland Street.



Carolyn O'Grady-Gold