Monday, October 30, 2017

TO: All Trade Councils

Re: 2017/18 LCBO Sale of Data (SOD) Program: Data for Wholesale Shipments of Vintages Products Now Available

Please be advised that starting today, Vintages shipments to Grocers will be included in SOD Program Package F - Options 6A and 6B (see attached for record layouts)

For Package Options 6A and 6B:

- GRO\_QTY (LCBO Shipments to Grocers) represents the number of units shipped (sold) to Grocers from these locations.
- TBS\_QTY (LCBO Shipments to TBS) represents the number of units shipped (sold) to TBS from the specified locations. Note: Currently this data will not be populated for Vintages products but is included to be consistent with the non-Vintages packages' record layout.

Questions regarding the SOD Program should be directed to <a href="mailto:saleofdata@lcbo.com">saleofdata@lcbo.com</a>

Thank you for your continued support.

Illiem

Sincerely,

Hian-Lie Liem

Cc: C. O'Grady-Gold



Hian-Lie Liem

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#### <u>SALE OF DATA</u> RECORD LAYOUT

#### **OPTION 6A**

(*allw*<*ww*>*6a*)

| FIELD           | FIELD  | START    | END      |
|-----------------|--------|----------|----------|
| NAME            | LENGTH | POSITION | POSITION |
| LCBO_NO         | 7      | 1        | 7        |
| LCBO_NO_NAME    | 17     | 8        | 24       |
| RETAIL PRICE    | 9      | 25       | 33       |
| SET SUBSET CODE | 6      | 34       | 39       |
| STARTING DATE   | 8      | 40       | 47       |
| ENDING DATE     | 8      | 48       | 55       |
| RG SQTY         | 9      | 56       | 64       |
| AG SQTY         | 9      | 65       | 73       |
| LI SQTY         | 9      | 74       | 82       |
| OT_SQTY         | 9      | 83       | 91       |
| RG DQTY         | 9      | 92       | 100      |
| AG DQTY         | 9      | 101      | 109      |
| LI DQTY         | 9      | 110      | 118      |
| OT DQTY         | 9      | 119      | 127      |
| NO OF WHSES     | 5      | 128      | 132      |
| NO OF STORES    | 3      | 133      | 135      |
| SQTY ON HAND    | 9      | 136      | 144      |
| DQTY ON HAND    | 9      | 145      | 153      |
| WQTY_ON_HAND    | 9      | 154      | 162      |
| TBS SQTY        | 9      | 163      | 171      |
| GRO_QTY         | 9      | 172      | 180      |

<sup>\*</sup>Grocery information is added as of week 30/17.

<sup>\*\*</sup> TBS\_SQTY and GRO\_QTY will include all (Beer, Cider) and Wine shipments. For this package you will only see Wine shipments under GRO\_QTY reflecting all shipments to Grocers.

#### SALE OF DATA RECORD LAYOUT

#### **OPTION 6B**

(*allw*<*ww*>*6b*)

| FIELD           | FIELD  | START    | END      |
|-----------------|--------|----------|----------|
| NAME            | LENGTH | POSITION | POSITION |
| LOCATION_NUMBER | 4      | 1        | 4        |
| LCBO_NO         | 7      | 5        | 11       |
| SET_SUBSET_CODE | 6      | 12       | 17       |
| STARTING_DATE   | 8      | 18       | 25       |
| ENDING_DATE     | 8      | 26       | 33       |
| RG QTY          | 9      | 34       | 42       |
| AG_QTY          | 9      | 43       | 51       |
| LI_QTY          | 9      | 52       | 60       |
| OT_QTY          | 9      | 61       | 69       |
| QTY ON HAND     | 9      | 70       | 78       |
| QTY_TBS         | 9      | 79       | 87       |
| QTY_GRO         | 9      | 88       | 96       |

<sup>\*</sup>Grocery information is added as of week 30/17.

<sup>\*\*</sup> QTY\_TBS and QTY\_GRO will include all (Beer, Cider) and Wine shipments. For this package you will only see Wine shipments under QTY\_GRO reflecting all shipments to Grocers.