

VINTAGES

June 3, 2016

To: All Trade Councils

RE: Vintages Reguotes (Amendment)

As communicated earlier, the mark up on all wines will be increasing as of June 20, 2016. As a result, prices will go up on all products being released on and after the June 25, 2016 VINTAGES Front Line release. We would like you to be aware that due to the anticipated volume, the VINTAGES team will not be sending out re-quote requests to accommodate for this increase. If you would like to hold the retail price of your product and re-quote **DOWN** then please send the adjusted quote letter to the attention of the VINTAGES administrator and copy the appropriate Product Manager. If a re-quote is not received, the price of the product will be adjusted up to accommodate the new mark up.

We would like to remind you that it is critical that you include the LCBO number and release date. We cannot process your request unless this information is provided.

The Administrators contact details and areas of responsibility are listed below. Please ensure you send re-quotes to the appropriate party to ensure timely processing. Please also ensure you are using the [current pricing calculator](#).

Diane Pereira (diane.pereira@lcbo.com) California, Australia, North America (except ONT) and Kosher
Daniel Duchich (Daniel.duchich@lcbo.com) - New Zealand, South Africa, Chile, Argentina, Specialty
Allan Craik (allan.craik@lcbo.com) – Italy, Spain, Portugal, Fortified, Rose

Monica Viola (monica.viola@lcbo.com) – France, Germany, Emerging European markets, Sparkling
Kristine Mendes (Kristine.mendes@lcbo.com) – Classics and direct sales only (this include events and special offers)

Product Manager area of responsibilities;

Greg Macdonald (Greg.Macdonald@lcbo.com) - California, Australia, North America (except ONT) and Kosher
Ann Patel (Ann.Patel@lcbo.com)- New Zealand, South Africa, Chile, Argentina, Specialty

Lisa Chapman (Lisa.Chapman@lcbo.com) –France, Germany, Emerging European markets, Sparkling

Julie-Ann McNeilly (Julie-Ann.McNeilly@lcbo.com) – Italy, Spain, Portugal, Fortified, Rose

Sincerely,



Colby Norrington

Category Manager, New World Wines



Paul Farrell

Category Manager, European Wines

LCBO