

### LCBO WINES 2013/14 PRODUCT NEEDS

Buyer	ID #	Product Category	Country	Price Range	Price range/product specs	Pre-sub Deadline (Friday)	Call back deadline	Sample Deadline (Friday)	Tasting date
Ontario		Limited Availability Wines program (LAW) Ontario Wines (previously posted)	Canada (Ontario)	\$13.95-\$19.95	Please see Vintages product need item for details	February 8, 2013	February 13, 2013	February 25, 2013	February 27, 2013
Ontario		VQA Wines (previously posted)	Canada (Ontario)	\$11.95-\$19.95	New LCBO Ontario VQA wines. Brands/Products to launch Period 13 - prior to Period 7	February 8, 2013	February 15, 2013	March 1, 2013	March 7, 2013
Ontario	1388	Ontario Wines Direct Delivery Program (On Shelf May 2013)	Canada (Ontario)		VQA Wines and QA Fruit Wines				
New World	1389	Signature Series	California	\$19.95-\$29.95	Cabernet Sauvignon and Zinfandel. One product of each varietal to be considered. Products must have AVA designation on the label (particularly interested in Napa or Sonoma), have a strong brand name and strong marketing support	February 15, 2013	February 22, 2013	March 15, 2013	March 21, 2013
Europe	1390	Various	France/Alsace	\$13.95 - \$14.95	Sylvaner	February 22, 2013	March 1, 2013	March 22, 2013	March 28, 2013
	1391		France/Alsace	\$14.95 - \$16.95	Pinot Gris/Grigio				
	1392		France/Alsace	\$14.95-\$16.95	Gewurztraminer				
	1393		France/Bordeaux	\$17.95 - \$19.95	Merlot				
Ontario	1394	International Canadian Blends	Canada (Ontario)	\$9.95/750mL +	Specific interest in Merlot, Cabernet Sauvignon and Sauvignon Blanc				
New World	1395	Red Blends	Australia	\$13.95-\$17.95	Red blends with a preference for regional designation	March 8, 2013	March 15, 2013	April 5, 2013	April 11, 2013
	1396		Chile	\$9.95-\$14.95	Focus mainly <\$12.95				
	1397		South Africa	\$9.95-\$12.95					
Europe	1398	Various	France/Burgundy	\$17.95 - \$19.95	Borgogne Pinot Noir	March 15, 2013	March 22, 2013	April 12, 2013	April 18, 2013
	1399		France/Burgundy	\$24.95 - \$26.95	Pouilly Fuisse				
	1400		France/South	\$9.95 - \$13.95	Red blends with a preference for regional designation				
ALL	1401	Winter Wine Program 2014	All Countries (including Ontario) - Red wine only	\$11.95-\$19.95	\$30,000 program fee includes F&D feature, in-store signage and display space	March 22, 2013	March 28, 2013	April 19, 2013	April 25, 2013
ALL	1402	Seasonal Fall/Winter 2013/14	All Countries (including Ontario)	\$11.95+	Seasonal only listings with a focus on red, flavoured and sweet wines. Looking for products specifically suitable for sale at Halloween and Valentine's Day				
New World	1403	Cabernet Sauvignon	Australia	\$14.95-\$18.95	Specific interest in cool-climate style wines with a regional designation.	April 12, 2013	April 19, 2013	May 10, 2013	May 16, 2013
	1404		Argentina	\$9.95 - \$14.95	Focus mainly <\$12.95				
	1405		South Africa	\$9.95-\$12.95					

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New World	1406	Pinot Noir	New Zealand	\$15.95-\$19.95	Looking for region-specific wines that deliver great value for price point	April 19, 2013	April 26, 2013	May 17, 2013	May 23, 2013
	1407		California	\$14.95-\$19.95	Looking for well-known brands that deliver great value for price point, AVA designation preferred				
	1408		Chile	\$9.95-\$12.95	Preference for well-known brands				
New World	1409	White Varietals	Australia	\$12.95-\$15.95	Focus primarily on White Blends and unoaked Chardonnay. Consideration will be given to new emerging varietals as well	April 26, 2013	May 3, 2013	May 24, 2013	May 30, 2013
	1410		New Zealand	\$13.95-\$16.95	Focus on white wines excluding Sauvignon Blanc				
	1411		South Africa	\$9.95-\$12.95	Looking for modern-style white wines with strong branding				
New World	1412	Red Varietals	Argentina	\$9.95 - \$14.95	Malbec and Merlot. Focus mainly <\$12.95	May 17, 2013	May 24, 2013	June 14, 2013	June 20, 2013
	1414		Pacific Northwest USA/British Columbia	\$14.95-\$19.95	All varietals and styles with a focus on Pinot Noir, Cabernet, Merlot and Blends from Washington State, Oregon and British Columbia				
Europe	1416	Red Varietals	Spain	\$15.95 - \$19.95	All recognized areas with the exception of Rioja	May 24, 2013	May 31, 2013	June 21, 2013	June 27, 2013
	1417		Portugal	\$12.95 - \$14.95	Portugal Dao & Douro only				
ALL	1419	Sparkling	All NW Countries (including Ontario)	\$14.95 - \$16.95	New World and Ontario only	June 14, 2013	June 21, 2013	July 12, 2013	July 18, 2013
Europe	1421	Sparkling	Spain - Cava Champagne - Blanc de Blanc	Champagne \$45-\$60. Cava \$13.95 - 15.95	Looking specifically for Cava, Champagne, Blanc de Blanc				
Ontario	1424	Ontario Wines Direct Delivery Program (on Shelf October 2013)	Canada (Ontario)		VQA Wines and QA Fruit Wines	June 21, 2013	June 28, 2013	July 19, 2013	July 25, 2013
Europe	1426	Chardonnay	France/South	\$10.95 - \$13.95	Regional or estate wines				
New World	1427	Chardonnay	Argentina	\$9.95-\$12.95					
	1429		California	\$14.95-\$19.95	Looking for well-known brands that deliver great value for price point, AVA designation preferred				
ALL	1432	Summer Rose Program	All Countries (including Ontario)	\$8.95-\$16.95	Marketing fee will apply	July 5, 2013	July 12, 2013	August 2, 2013	August 8, 2013
New World	1434	Pinot Grigio	Argentina	\$9.95-\$12.95		July 12, 2013	July 19, 2013	August 9, 2013	August 15, 2013
	1435		Chile	\$9.95-\$13.95					
Europe	1438	Spanish Sherry	Amontillado & Oloroso	\$12.95 - \$14.95	The region of Jerez only	July 19, 2013	July 26, 2013	August 16, 2013	August 22, 2013
	1439	White and Red Vermouth Dry	500 ml or 750 ml	\$ 9.95 - \$13.95	Prefer France origin				
	1440	Gruener Veltliner	Austria	\$11.95 - \$14.95					

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New World	1441	Sauvignon Blanc	Chile	\$11.95-\$13.95		July 26, 2013	August 2, 2013	August 23, 2013	August 29, 2013
	1442		South Africa	\$9.95-\$12.95					
ALL	1444	Summer Wine Program 2014	All Countries (including Ontario) - white wine only	\$11.95-\$19.95	White wine only. \$30,000 program fee includes F&D feature, in-store signage and display space	August 16, 2013	August 23, 2013	September 13, 2013	September 19, 2013
ALL	1445	Seasonal - Spring/Summer 2014	All Countries (including Ontario)	\$9.95-\$14.95	Seasonal only listing for summer with a focus on fresh white and red varietals in alternate packaging formats such as Tetra or multipacks. Also looking for flavoured wines in traditional bottle formats.				
ALL	1446	Licensee Only - Various	All Countries (excluding Ontario)	N/A	Consideration will be given to well-established brands, brands with a strong history in Consignment and/or Vintages, and products with existing licensee commitment. Products must not be available in retail.	August 23, 2013	August 30, 2013	September 20, 2013	September 26, 2013
ALL	1447	Low alcohol wines	All countries & styles	\$9.95 - \$13.95	Alcohol content must be under 9%				
Europe	1448	Sangiovese (Chianti)	Tuscany	\$13.95 - \$15.95	Bottle must be in straw basket (fiasco)	August 30, 2013	September 6, 2013	September 27, 2013	October 3, 2013
		1449	Barbera	Piedmont	\$10.95 - \$12.95				
Europe	1460	Nouveau 2013	Italy, France, Ontario	\$8.95-\$13.95	*Sample deadline and tasting date may be subject to change. Successful applicants will be advised if any changes.	July 12, 2013	July 19, 2013	October 1, 2013*	October 3, 2013*
Ontario	1450	VQA Wines	Canada (Ontario)	\$12.95-\$18.95	Specific interest in Baco Noir, Riesling, Cabernet Sauvignon, Cabernet Franc, Chardonnay	September 6, 2013	September 13, 2013	October 4, 2013	October 10, 2013
Europe	1451	Valpolicella	Italy/Veneto	\$12.95 - \$14.95		September 13, 2013	September 20, 2013	October 11, 2013	October 17, 2013
		1452	Ripasso	Italy/Veneto	\$14.95 - \$16.95				
Ontario	1453	Ontario Wines Direct Delivery Program (On Shelf Jan 2014)	Canada (Ontario)		VQA Wines and QA Fruit Wines	September 20, 2013	September 27, 2013	October 18, 2013	October 24, 2013
ALL	1455	Holiday Gift Program	All Countries	Various		January 31, 2014	February 7, 2014	February 21, 2014	February 27, 2014
Ontario	1454	VQA	Canada (Ontario)	\$12.95-\$19.95	New LCBO Ontario VQA wines. Brands/Products to launch Period 13 - prior to Period 7 2014	January 31, 2014	February 7, 2014	February 28, 2014	March 6, 2014
Ontario	1457	Ad Hoc - Ontario	Canada (Ontario)		Requires approval from relevant Category Manager prior to submission. Tastings will occur as required.	February 7, 2014	February 14, 2014	February 28, 2014	March 6, 2014

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Europe	1458	Ad Hoc – European Wines	Europe		Requires approval from relevant Category Manager prior to submission. Tastings will occur as required.	February 7, 2014	February 14, 2014	February 28, 2014	March 6, 2014
New World	1459	Ad Hoc – New World Wines	New World Countries		Requires approval from relevant Category Manager prior to submission. Tastings will occur as required.	February 7, 2014	February 14, 2014	February 28, 2014	March 6, 2014