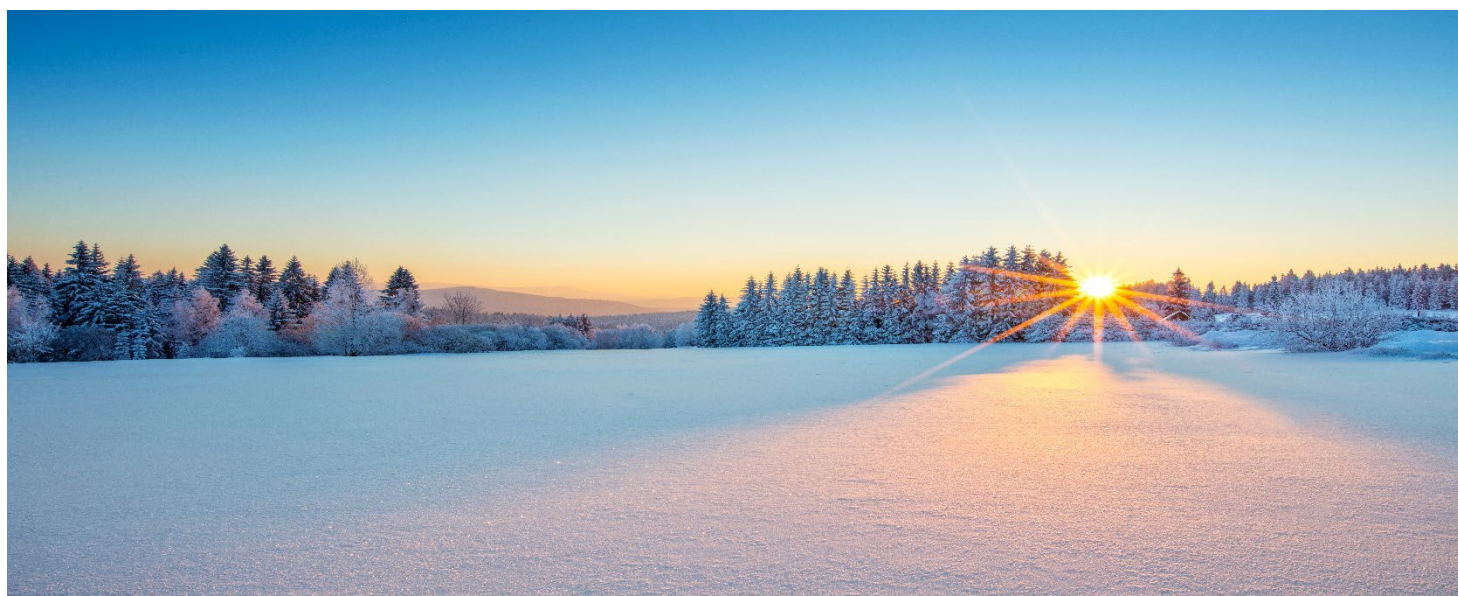


Nov 14, 2025, Newsletter



Welcome to
[wholesale.lcbo.com!](https://wholesale.lcbo.com)

Ordering inventory for your business just got easier.

Important

LCBO as exclusive wholesaler

On January 1, 2026, LCBO becomes the exclusive wholesaler for all retail, bars and restaurants selling alcohol.

LCOs will order all alcohol products including beer from TBS through the wholesale.lcbo.com platform.

Upcoming changes to wholesale pricing

A new cost-plus wholesale pricing structure will be effective January 1, which moves away from the current model.

Uniform wholesale prices will apply to grocery stores, convenience stores, the Beer Store, LCOs, and LCBO retail. Wholesale prices will be calculated based on landed cost + wholesale mark-up + COSD (if applicable) + container deposit + HST.

For beer, the wholesale mark-up will be volumetric with different rates for manufacturers and microbrewers as well as product category (draught and non-draught).

For all other product categories, the wholesale mark-up will be a fixed percentage of the landed costs based on product category and alcohol by volume (ABV).

Temporary data & order freezes

Between December 18th and January 1st wholesale.lcbo.com platform will be frozen, and you will be not able to place any order. Please build your inventory prior to this date to avoid inventory gaps. Orders placed prior to December 18th cut off will still be delivered on the following week.

Additionally, LCBO will be unable to process Sales of Business or update customer data between November 28th, 2025 – January 1st, 2026. If you are considering a Sale of Business at your LCO, please coordinate accordingly and provide your target closing date to ConvenienceOutlets@lcbo.com.

New Fall/Winter catalogue

We will share our updated Fall/Winter catalogue shortly.

As a reminder, each season we revise the product catalogue based on the analysis of top-selling SKUs in rural LCBO locations, as well as seasonal availability (e.g. some products may only be available in summer). Our goal is to provide a product catalogue that provides you with a diverse selection of products that will appeal to your customers and help you drive sales throughout the year.

We hope that you enjoy bringing the Fall/Winter catalogue to your customers and please reach out to your Client Service Coordinator for any products outside of the catalogue.

Request for Banking Info

As we shared in September, LCBO is launching a new process to streamline the way you submit claims and returns. As part of this launch, valid returns (including damaged and product recalls) submitted through our new claims process on wholesale.lcbo.com will be refunded directly to your bank account. This means you will no longer receive refunds as credits for future purchases.

Instructions for accessing the secure email service, Kiteworks, and for submitting your associated banking information were provided on November 13th, 2025.

Best Practices

Seasonal LCO Store Locations

All seasonal LCO locations should begin reducing inventory levels and placing smaller orders as the closure date approaches.

Bin Tags – Lexmark In- Store Publisher

Review Lexmark for the latest batch of Bin Tag price changes at a minimum frequency of once per week. Remember to add newly ordered products to your ‘Store Inventory’ price batch to ensure they are captured on future pricing updates. (Batches – Store Inventory – Add Signs – Using Master Brand List).

Required

Non-Saleable Items

Its important that all staff are familiar with the non-salable policy.

Non-saleable Products

All returns for non-saleable products need to be processed as a [Product Complaint](#), with “NON-SALEABLE” as the reason. Ensure the LOT number is recorded when processing the product complaint.



For Regular Customer sales, the following unopened products **can** be returned to LCOs:

- All PET Polyethylene Terephthalate Containers (including, Spirits, Ready to Drink, Coolers, Wines and Liqueurs)
- Cream-Based Liqueurs
- Beer
- Tetra-Paks and Flexipack containers
- Wine-in-a-box (Bag-in-a-Box) containers

Note: These returns need to be processed in the same manner as Product Quality Complaints and **not** placed back on the shelf for resale.

Ontario Deposit Return Program (ODRP)

The collection of empty containers and the remittance of container deposits is a mandatory condition of the LCBO Convenience Outlets agreement contract. Containers and any associated secondary packaging must be accepted during all hours of LCO operation OR three days a week, one of these days being Saturday, during all hours of LCO operation. Where empties collection is limited to three days a week, prominent signage must be affixed at your LCO that is visible to customers. For more information on the Ontario Deposits and Returns Program, visit this website: [Manuals and Forms - The Beer Store](#) Contact **TBS** Contact Center customerservice@thebeerstore.ca or call 1-888-948-2337 for more information.

Challenge & Refusal

Please remember it’s important to continue to follow the standard practice of Challenge & Refusal. All Challenge & Refusal submission must be documented in the Challenge and Refusal App every period.

Please follow the link to set up multi-factor authentication and access Challenge & Refusal App. This tool can be used to reset your login password for the Challenge and Refusal App: [Setting up Authentication options and using Self-Serve Password Reset \(SSPR\) for WHOLESAL](#)

Without the Self- Serve Password tool, you must contact LCBO IT Service Desk 416-864-2550 to have your Challenge & Refusal App password reset.

Did You Know?

Damaged Product – Breakers

Damaged products received upon delivery should not be returned with the driver. Each operator is required to retain the damaged product, take clear photos showing the damage, and submit a claim through the online claims application within 48 hours of receipt.

Please ensure that the last page of the order invoice is included with all claims.

Also, be sure to review any comments left in the claim application, as they may contain important information regarding your submission.

How to Order LCBO Paper Bags?

To place an order for LCBO bags, email lco@lcbo.com with your request.

Audits

- 1. **Accessibility**
 - Aisles in all areas where the customer has access are the minimum width of 3 feet to allow for safe customer navigation and AODA compliance.
 - Block piling in retail areas complies with health and safety standards (does not exceed 6ft tall).
- 2. **Employee Training Form LCB2404**
 - Keeping a current employee list readily available is important. Ensure that the list is signed and dated by a member from convenience outlets. Do not edit your form, if you need to add or remove an employee or if your form is not signed, please email ConvenienceOutlets@lcbo.com.
- 3. **Responsible Service Program Signage**
 - The Responsible Service Program signage must be posted – 8.5x11 poster and 5 – 4x6 cards. Complete this form [LCO Signage Reques Form.pdf](#) and email ConvenienceOutlets@lcbo.com if you are missing signage.



Key Dates & Resources

Period End Reporting Deadline – November 8th, 2025 – Enter your Challenge & Refusals

Holiday – Holiday

[Fiscal calendar link](#)

[Price Change](#)

[CSC Audit Form](#)

[Doing Business with LCBO](#)