LCBO

Keith Blanchard
Sr, Manager,
Transportation
Traffic, Customs & Excise

keith.blanchard@lcbo.com
100 Queens Quay East
10th Floor
Toronto, Ontario M5E 0C7
lcbo.com

Oct 7, 2024

Re: Standard Freight Rates

Dear Trade Partners,

The LCBO has completed a review of our standard freight rates. These rates are applied to products sold through the VINTAGES and Specialty Services channels and will be applicable to all purchase orders received on or after Oct 25, 2024.

Please remember that suppliers can take advantage of the FCA rate* which gives them the option of delivering directly to a LCBO Consolidation warehouse. This will reduce the standard freight rate and eliminate the minimum case quantity requirement associated with Ex-Cellar**

*FCA is the term used when product is delivered by the supplier at their expense to the forwarder's warehouse for consolidation and shipment.

**Ex-Cellar denotes product that is picked up at the supplier location with freight costs paid by the LCBO. The minimum Ex-Cellar case quantities are shown on the attached standard rate sheet. Please note that Ex-Cellar terms may have additional costs applied if the minimum case quantities are not met. Ex-Cellar rates are offered in those countries with a significant number of orders per year. However, if there is a specific request, we will attempt to establish a rate and advise on the cost per case.

Please contact me with any questions or inquiries.

Yours truly,

Keith Blanchard

Keith Blanchard

c.c.   Nick Nanos, Chief Supply Chain Officer
        Juan Lastra, Vice President, Distribution and Logistics
        Erin Hamilton, Senior Director, Transportation

STANDARD FREIGHT RATES

Effective Date   **October 25, 2024**

Loc. Code		Country	Region	FCA $/case	Minimum Order Qty	EXCellar $/case
EXC	FCA					
3173	881	Argentina	Mendoza	$ 5.48	25	$ 6.85
3572	203	Australia	Melbourne	$ 8.52	24	$ 14.20
3305	205	Australia	Adelaide	$ 9.72	24	$ 15.33
3089	116	Austria	Vienna	$ 5.19	50	$ 12.41
3251	137	Belgium	Antwerp	$ 7.32	20	$ 12.22
3366	208	Chile	San Antonio	$ 7.16	24	$ 8.22
3008	208	France	Burgundy	$ 5.62	20	$ 11.06
3063	260	France	Bordeaux	$ 6.27	24	$ 10.70
3020	263	France	Marseille	$ 6.18	20	$ 10.03
3193	116	Germany	Rhineland	$ 5.19	20	$ 12.41
3509	817	Greece	Athens	$ 7.80	44	$ 9.88
3275	116	Hungary	Budapest	$ 5.19	50	$ 12.41
3136	139	Ireland	Dublin	$ 16.75	24	$ 18.51
3052	210	Italy	Verona	$ 5.84	20	$ 8.57
3303	299	Italy	Livorno	$ 5.07	20	$ 9.22
3686	121	Japan	Tokyo	$ 16.73	20	No Quote
3110	222	New Zealand	Auckland	$ 10.50	24	$ 11.48
3381	262	New Zealand	Blenheim	$ 12.44	24	$ 13.26
3519	246	Portugal	Lisbon	$ 5.79	26	$ 8.81
3182	247	Portugal	Oporto	$ 4.96	26	$ 7.79
3573	827	South Africa	Capetown	$ 8.70	57	$ 8.85
3304	128	Spain	Barcelona	$ 6.07	24	$ 7.90
3403	133	Spain	Bilbao	$ 5.38	24	$ 8.26
3169	198	Spain	Valencia	$ 5.78	24	$ 8.10
3143	226	United Kingdom	Glasgow	$ 4.88	40	$ 7.48
5031	330	USA	Napa	$ 8.51	21	$ 9.21

Notes:
1) No quotes are provided for areas in which the LCBO has less than 10 orders in a calendar year.
2) For areas that have established Excellar quotes the suggested order quantity must be ordered. Any orders placed for less than the suggested order quantity will result in a higher freight cost.
3) The LCBO cannot guarantee that each country/consolidation facility will at any given time have sufficient order quantities to allow for a consolidation from that country/consolidation facility. Insufficient volumes or case quantities from a consolidation facility may result in additional freight costs being applicable.
4) Suggested order is simply a recovery of the minimum Excellar charge at a specific consolidation location i.e., when the average order size goes down, the suggested order quantity goes up to recover the minimum charge assuming no change in the underlying rates.
5) Standard Freight Rates will be applied to Vintages Non-Essential and Specialty Services orders that are less than 500 cases. Orders 500 cases or greater will be assigned the actual freight cost.