



FROM: Manitoba Liquor and Lotteries Purchasing Administration Department
DATE: February 17, 2021
RE: **Changes to Freight and Exchange Rates effective: April 16, 2021**

Dear Sir or Madam:

Please be advised that certain freight and exchange rates will be changing effective April 16, 2021.

Manitoba Liquor & Lotteries is giving all suppliers and marketing representatives the opportunity to re-quote invoice costs in order to adjust desired retail prices. As outlined in the memo *"Price Change Process Improvements"* distributed October 22, 2019, **if there is no desired change to retail price no action is required, and case cost will be automatically adjusted to maintain current retail price.**

Please see the attached schedules for new rates.

Please note all submissions must be submitted to the price change submission mailbox pricechange@mbl.ca. Submissions to other email addresses will not be actioned. Price change requests must be completed on the attached MBLL Price Change Request Form, and submitted by **4:00 pm Friday, February 26, 2021***. Updated pricing calculator and price change submission forms are attached; please refrain from using any old versions as they will **not** be accepted.

*** Submission deadline extended due to late receipt of new excise rates**

In order to increase accuracy, please ensure your submission is completed in a single Excel worksheet (on a single tab).

Reminder effective April 9, 2018, the retail price overrides were removed from all Fringe (C) items. You are now required to submit pricing information along with General (A) and Specialty (B) items. Listed Fringe (C) items are no longer eligible for case cost adjustments on open purchase orders outside of the established price change schedule and process.

If you have any questions, please contact ProductManagementCoordination@mbl.ca.

Regards,

A handwritten signature in blue ink, appearing to read 'Laurie Kennedy'.

Laurie Kennedy,
Manager, Supply Chain Administration

FOREIGN CURRENCIES EXCHANGE RATES
As of April 16, 2021

COUNTRY	CURRENCY	RATE IN CANADIAN \$ FOR PRICING PURPOSES
Australia	Dollar	\$1.00*
European Community	Euro	\$1.55*
New Zealand	Dollar	\$0.92*
South Africa	Rand	\$0.10
United Kingdom	Pound	\$1.75
United States	Dollar	\$1.30*

*** Change in rate**

Note: All other exchange rates are actual Bank of Canada rates at time of receipt of goods.

CUSTOMS AND EXCISE DUTY RATES

Effective April 1, 2021

Description	Customs Duty Rate	Excise Duty Rate
SPIRITS		
Gin	4.92/LAA	12.736/LAA
Rum	24.56/LAA	12.736/LAA
Vodka	12.28/LAA	12.736/LAA
Liqueur	12.28/LAA	12.736/LAA
Miscellaneous Spirits	12.28/LAA	12.736/LAA
Whisky(ey), Brandy, Tequila	N/A	12.736/LAA
WINE		
Vermouth & Aperitif Wine	N/A	0.672/L
Fortified Wine		
Exceeding 13.7% alc/vol but not 14.9% alc/vol	4.68/L	0.672/L
	AU/NZ 2.75/L	
Exceeding 14.9% alc/vol	N/A	0.672/L
Table/Still Wine		
Not exceeding 7% alc/vol and < 2litres	1.87/L	0.322/L
> 2litres	N/A	0.322/L
7% - 13.7 % alc/vol and < 2litres	1.87/L	0.672/L
> 2litres	N/A	0.672/L
Exceeding 13.7 % alc/vol	N/A	0.672/L
Sparkling Wine		
Not exceeding 7% alc/vol	N/A	0.322/L
Exceeding 7% alc/vol	N/A	0.672/L
REFRESHMENT BEVERAGES		
Not exceeding 7% alc/vol		
- Spirit Based	12.28/LAA	0.322/L
- Wine Based and Ciders	N/A	0.322/L
Beer and Malt Based Coolers		
(Rates may vary on supplier production levels)	N/A	0.3400/L

LAA = Litre of Absolute Alcohol (**Formula:** Size of selling unit (L) x Alcohol by volume x applicable rate)

L = Litre (**Formula:** Size of selling unit (L) x applicable rate)

Domestic products are subject to Excise rates only

Products with Certificate of Origins submitted for Signed Trade Agreements will not have customs applied.

Additional information on custom rates can be found:

<https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2020/01-99/ch22-2020-eng.pdf>

And additional information on excise rates can be found:

<https://www.canada.ca/en/revenue-agency/services/forms-publications/publications/edrates/excise-duty-rates.html>

STANDARD DOMESTIC FREIGHT RATES

Effective: April 16, 2021
(Subject to change without notice)

ZONES	F.O.B. POINT	RATE PER LITRE
Quebec Zone 1	MONTREAL / POINTE CLAIRE	\$0.40*
Quebec Zone 2	MONTREAL / WINE TOTES	\$0.40*
Quebec Zone 3	MONTREAL – SAQ & MISC.	\$0.54*
Quebec Zone 4	VALLEYFIELD	\$0.40*
Ontario Zone 1	BRAMPTON – BACARDI	\$0.36*
Ontario Zone 2	HAMILTON / NIAGARA	\$0.46*
Ontario Zone 3	TORONTO / MISSISSAUGA - Constellation	\$0.36*
Ontario Zone 4	WINDSOR / WALKERVILLE, CORBY	\$0.50*
Ontario Zone 5	WINONA / GRIMSBY	\$0.50*
Ontario Zone 6	ONTARIO MISC	\$0.69*
Alberta Zone 1	EDMONTON / ST. ALBERT	\$0.14
Alberta Zone 2	CALGARY	\$0.14
Alberta Zone 3	LETHBRIDGE	\$0.30
B.C. Zone 1	B.C. MISC. - SUMAC, OKANAGAN CONSOLIDATION	\$1.43
B.C. Zone 2	OLIVER - Constellation	\$0.38
B.C. Zone 3	VANCOUVER - BCLDB, MISCELLANEOUS	\$0.31
B.C. Zone 4	VANCOUVER - MARK ANTHONY	\$0.29
B.C. Zone 5	VANCOUVER – HILLEBRAND WESTLINK	\$0.35
Atlantic Zone 1	ATLANTIC PROVINCES	\$1.34
Manitoba Zone 1	WETT SALES WAREHOUSE	\$0.00

* Change in rate

The following ship points do not have standard rates.
 Retails will be based on estimates for each purchase order issued.

- Ontario – Bloomfield Exworks
- Ontario – Concord FCA
- Saskatchewan - Saskatoon
 - Regina
- Any New Locations

IMPORT FREIGHT RATES PER LITRE

UNITED STATES

Effective: April 16, 2021

LOCATION	RATE PER LITRE FOR PRICING PURPOSES
ARKANSAS - Fort Smith	\$0.46
CALIFORNIA - Modesto - Gallo	\$0.66*
CALIFORNIA – American Canyon	\$0.66*
ILLINOIS	\$0.34
INDIANA	\$0.52
KENTUCKY	\$0.57
MAINE	\$0.86
MARYLAND	\$0.76
MICHIGAN	\$0.24
MINNESOTA	\$0.25
MISSOURI	\$1.42
NEW JERSEY	\$0.90*
NEW YORK	\$0.52*
OHIO	\$0.63
PENNSYLVANIA	\$0.35
TENNESSEE	\$0.64*
WASHINGTON	\$1.75
WISCONSIN	\$0.59*

*** Change in rate**

The following ship points do not have standard rates.
Retails will be based on estimates for each purchase order issued.

- Florida - Miami
- South Dakota
- Any New Locations
- **NOTE: Rates are subject to change without notice**

IMPORT FREIGHT RATES PER LITRE

Effective: April 16, 2021

COUNTRY	RATE PER LITRE FOR PRICING PURPOSES	COUNTRY	RATE PER LITRE FOR PRICING PURPOSES
Argentina – FCA & FOB	\$1.08*	Jamaica – FOB	\$0.98*
Australia – FCA & FOB	\$0.84*	Jamaica – Exworks	\$0.98*
Australia – Exworks	\$1.21*	Netherlands	\$0.88*
Austria	\$1.75*	New Zealand – FCA	\$0.95*
Belgium	\$0.84*	Poland	\$1.00*
Chile – FCA & FOB	\$0.77*	Portugal – FCA & FOB	\$1.01*
Czech Republic	\$2.06*	Portugal – Exworks & Islands	\$1.30*
Denmark	\$2.06*	South Africa – FCA & FOB	\$1.10*
France	\$1.25*	Spain - Barcelona - FCA & FOB	\$0.98*
Germany – FCA & FOB	\$0.68*	Spain – Exworks	\$1.24*
Germany – Exworks	\$1.05*	Sweden – FOB	\$0.74*
Greece – Exworks, FCA & FOB	\$1.61*	Sweden – Exworks	\$1.75*
Hungary	\$2.42*	Ukraine	\$0.77*
Iceland (thru Halifax)	\$1.03*	United Kingdom – FCA & FOB	\$0.80*
Ireland – Exworks, FCA & FOB	\$0.95*	United Kingdom – Exworks	\$0.94*
Israel – Exworks	\$3.58*	Uruguay (thru Chile)	\$1.81*
Italy	\$1.03*		

*** Change in rate**

The following ship points do not have standard rates.
 Retails will be based on estimates for each purchase order issued.

- Switzerland
- Any New Locations

Note: Rates subject to change without notice.