

TO: All Domestic Suppliers, Industry Representatives and Specialty Wine Stores
FROM: Manitoba Liquor and Lotteries Purchasing Administration Department
DATE: November 2, 2020
RE: **Changes to Freight and Exchange Rates effective: January 1, 2021**

Dear Sir or Madam:

Please be advised that certain freight and exchange rates will be changing effective January 1, 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, November 20, 2020**. Updated pricing calculator and price change submission forms are attached; please refrain from using any old versions as they will **not** be accepted.

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,



Laurie Kennedy,
Manager, Supply Chain Administration

FOREIGN CURRENCIES EXCHANGE RATES
As of January 1, 2021

COUNTRY	CURRENCY	RATE IN CANADIAN \$ FOR PRICING PURPOSES
Australia	Dollar	\$0.95*
European Community	Euro	\$1.60*
New Zealand	Dollar	\$0.90*
South Africa	Rand	\$0.10
United Kingdom	Pound	\$1.75
United States	Dollar	\$1.36*

*** Change in rate**

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

STANDARD DOMESTIC FREIGHT RATES

Effective: January 1, 2021

(Subject to change without notice)

ZONES	F.O.B. POINT	RATE PER LITRE
Quebec Zone 1	MONTREAL / POINTE CLAIRE	\$0.36
Quebec Zone 2	MONTREAL / WINE TOTES	\$0.34
Quebec Zone 3	MONTREAL – SAQ & MISC.	\$0.50
Quebec Zone 4	VALLEYFIELD	\$0.36
Ontario Zone 1	BRAMPTON – BACARDI	\$0.32
Ontario Zone 2	HAMILTON / NIAGARA	\$0.43
Ontario Zone 3	TORONTO / MISSISSAUGA - Constellation	\$0.32
Ontario Zone 4	WINDSOR / WALKERVILLE, CORBY	\$0.48
Ontario Zone 5	WINONA / GRIMSBY	\$0.48
Ontario Zone 6	ONTARIO MISC	\$0.65
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: January 1, 2021

LOCATION	RATE PER LITRE FOR PRICING PURPOSES
ARKANSAS - Fort Smith	\$0.46
CALIFORNIA - Modesto - Gallo	\$0.64
CALIFORNIA – American Canyon	\$0.64
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	\$0.88
NEW YORK	\$0.48
OHIO	\$0.63
PENNSYLVANIA	\$0.35
TENNESSEE	\$0.60
WASHINGTON	\$1.75
WISCONSIN	\$0.55

*** 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: January 1, 2021

COUNTRY	RATE PER LITRE FOR PRICING PURPOSES	COUNTRY	RATE PER LITRE FOR PRICING PURPOSES
Argentina – FCA & FOB	\$1.05	Jamaica – FOB	\$0.95
Australia – FCA & FOB	\$0.82	Jamaica – Exworks	\$0.95
Australia – Exworks	\$1.17	Netherlands	\$0.85
Austria	\$1.70	New Zealand – FCA	\$0.92
Belgium	\$0.82	Poland	\$0.97
Chile – FCA & FOB	\$0.75	Portugal – FCA & FOB	\$0.98
Czech Republic	\$2.00	Portugal – Exworks & Islands	\$1.26
Denmark	\$2.00	South Africa – FCA & FOB	\$1.07
France	\$1.21	Spain - Barcelona - FCA & FOB	\$0.95
Germany – FCA & FOB	\$0.66	Spain – Exworks	\$1.20
Germany – Exworks	\$1.02	Sweden – FOB	\$0.72
Greece – Exworks, FCA & FOB	\$1.56	Sweden – Exworks	\$1.70
Hungary	\$2.35	Ukraine	\$0.75
Iceland (thru Halifax)	\$1.00	United Kingdom – FCA & FOB	\$0.78
Ireland – Exworks, FCA & FOB	\$0.92	United Kingdom – Exworks	\$0.91
Israel – Exworks	\$3.48	Uruguay (thru Chile)	\$1.76
Italy	\$1.00		

*** 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.