

TO: All Domestic Suppliers, Industry Representatives and Specialty Wine Stores
FROM: Manitoba Liquor and Lotteries Supply Chain Administration Department
DATE: October 29, 2018
RE: **Major Price Change effective: January 7, 2019**
NOTE: **Price change effective date revision to January 7, 2019**

Dear Sir or Madam:

Please be advised that the Price Change effective date in the Pricing Information Manual has been updated to take effect January 7, 2019, with an effective case cost date of January 2nd. There are NO changes to freight and exchange rates effective January 7, 2019.

Manitoba Liquor & Lotteries is giving all suppliers and marketing representatives the opportunity to re-quote invoice costs in order to achieve desired retail prices. If you would like to maintain current retail pricing no Price Change Submission is required for this Price Change.

Please note all submissions must be submitted to the price change submission mailbox pricechange@mbll.ca. Price change requests must be completed on the attached MBLL Price Change Request Form, and submitted by **Friday, November 2, 2018**. There are no changes to the pricing calculator, however, for your convenience both the 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 for Fringe (C) 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@mbll.ca.

Regards,



Laurie Kennedy,
Manager, Supply Chain Administration

FOREIGN CURRENCIES EXCHANGE RATES
As of January 7, 2019

COUNTRY	CURRENCY	RATE IN CANADIAN \$ FOR PRICING PURPOSES
Australia	Dollar	\$1.00
European Community	Euro	\$1.55
New Zealand	Dollar	\$0.90
South Africa	Rand	\$0.10
United Kingdom	Pound	\$1.75
United States	Dollar	\$1.34

*** 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 7, 2019

(Subject to change without notice)

ZONES	F.O.B. POINT	RATE PER LITRE
Quebec Zone 1	MONTREAL / POINTE CLAIRE	\$0.21
Quebec Zone 2	MONTREAL / WINE TOTES	\$0.30
Quebec Zone 3	MONTREAL – SAQ & MISC.	\$0.45
Quebec Zone 4	VALLEYFIELD	\$0.24
Ontario Zone 1	BRAMPTON – BACARDI	\$0.20
Ontario Zone 2	HAMILTON / NIAGARA	\$0.30
Ontario Zone 3	TORONTO / MISSISSAUGA - Constellation	\$0.20
Ontario Zone 4	WINDSOR / WALKERVILLE, CORBY	\$0.37
Ontario Zone 5	WINONA / GRIMSBY	\$0.31
Ontario Zone 6	ONTARIO MISC	\$0.62
Alberta Zone 1	EDMONTON / ST. ALBERT	\$0.10
Alberta Zone 2	CALGARY	\$0.11
Alberta Zone 3	LETHBRIDGE	\$0.30
B.C. Zone 1	B.C. MISC. - SUMAC, OKANAGAN CONSOLIDATION	\$1.27
B.C. Zone 2	OLIVER - Constellation	\$0.29
B.C. Zone 3	VANCOUVER - BCLDB, MISCELLANEOUS	\$0.27
B.C. Zone 4	VANCOUVER - MARK ANTHONY	\$0.27
B.C. Zone 5	VANCOUVER – HILLEBRAND WESTLINK	\$0.30
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 7, 2019

LOCATION	RATE PER LITRE FOR PRICING PURPOSES
ARKANSAS - Fort Smith	\$0.41
CALIFORNIA - Modesto - Gallo	\$0.53
CALIFORNIA – American Canyon	\$0.56
ILLINOIS	\$0.22
INDIANA	\$0.47
KENTUCKY	\$0.51
MAINE	\$0.86
MARYLAND	\$0.76
MICHIGAN	\$0.24
MINNESOTA	\$0.20
MISSOURI	\$1.42
NEW JERSEY	\$0.84
NEW YORK	\$0.48
OHIO	\$0.63
PENNSYLVANIA	\$0.35
TENNESSEE	\$0.49
WASHINGTON	\$1.75
WISCONSIN	\$0.47

*** 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 7, 2019

COUNTRY	RATE PER LITRE FOR PRICING PURPOSES	COUNTRY	RATE PER LITRE FOR PRICING PURPOSES
Argentina – FCA & FOB	\$0.98	Netherlands	\$0.62
Australia – FCA & FOB	\$0.75	New Zealand – FCA	\$0.85
Australia – Exworks	\$1.17	Poland	\$0.69
Austria	\$1.63	Portugal – FCA & FOB	\$0.93
Belgium	\$0.80	Portugal – Exworks & Islands	\$1.21
Chile – FCA & FOB	\$0.66	South Africa – FCA & FOB	\$0.82
Czech Republic	\$2.00	Spain - Barcelona - FCA & FOB	\$0.82
Denmark	\$1.93	Spain – Exworks	\$1.03
France	\$1.02	Sweden – FOB	\$0.60
Germany – FCA & FOB	\$0.54	Sweden – Exworks	\$1.70
Germany – Exworks	\$0.85	United Kingdom – FCA & FOB	\$0.58
Greece – Exworks, FCA & FOB	\$1.50	United Kingdom – Exworks	\$0.73
Hungary	\$2.29	Uruguay (thru Chile)	\$1.72
Ireland – Exworks, FCA & FOB	\$0.71		
Italy	\$0.87		
Jamaica – FOB	\$0.81		
Jamaica – Exworks	\$0.83		

*** 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.