



October 9, 2018

To: Ontario Distillers

Re: Rebate for direct delivery to LCBO stores

Stacee Roth

Director, Spirits

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Dear Trade Partners,

I am pleased to inform you that the LCBO is amending its direct-to-store delivery program for small Ontario distillers to provide a rebate to participating suppliers.

From Monday, October 15, LCBO will remit a rebate to small Ontario distillers proportional to the volume of product they deliver direct to LCBO stores. The rebate rate will be set at \$0.1567 per litre. Payment for the rebate will be included in the same payment as the product that was received by LCBO store.

Should you have any questions, please contact your category manager.

Thank you for your continued support.

Sincerely,

Stacee Roth

Director, Spirits

Cc: Kyle Baker, Acting Manager, Pricing Administration
Pat Parainfo, Manager, Accounts Payable/Receivable and Capital Assets