

LCBO

February 22, 2019

TO: All Trade Partners

RE: Federal Excise Tax, Beer Price Change Schedule

Please be advised of the following updates and changes:

Kyle Baker
Manager, Pricing
Administration

kyle.baker@lcbo.com

416 365 5869 tel

43 Freeland Street
Toronto, ON, M5E 1L7

lcbo.com

Federal Excise Tax

On April 1, 2019, the Federal Excise Tax will increase based on the consumer price index. This increase will be applied to the landed cost of products where applicable. The new rates are published [here](#).

Pricing Dates

The new rates listed above will be applied to new LCBO products and Private Orders starting Monday, April 1, 2019. LCBO products and Vintages Essential/Continuous products will be re-priced for effective date Monday, April 29th.

For suppliers of continuously available LCBO or Vintages products who wish to submit revised quotes, please note the following key dates:

Friday, March 8 - revised wholesale quote deadline
Monday, April 1 - wholesale quote revision effective
Monday, April 29 - retail prices effective

Beer Price Changes

The submission schedule for beer price changes will be modified to allow for the administration of the increase in federal excise. The schedule is as follows:

- Monday April 1 - no price change submissions will be accepted
- Monday April 8 - Submissions and supplier quotes due by 4pm for April 29 change
- Monday April 15 - no beer price changes; no price change submissions will be accepted
- Monday April 23 - no beer price changes; submissions accepted for May 6 change
- Monday April 29 - new excise tax rate and retail prices in effect



For brewers of domestic beer listed at TBS, LCBO or grocery

To maintain the current retail price, no action is required. The change in excise tax has no impact on the retail price as domestic beer is purchased “excise paid.” If a change in price is desired, please submit the [Beer Price Submission](#) form.

For brewers of imported beer

To maintain the current retail price, a revised wholesale quote is required along with a completed [Beer Price Submission](#) form. The quote must state: “The supplier will pay to reduce the cost of inventory on hand and on order.” If no revised quote or Beer Price Submission form is received, the new excise tax will be applied to the landed cost and the product will be re-priced accordingly. Please note: For products listed at TBS, no changes will be made to licensee prices or pack-up prices unless requested by the brewer on the Beer Price Submission form.

All supplier quotes and beer price submissions must be sent to pricing@lcbo.com. Revised April price calculators will be posted shortly in the [documents](#) section of www.doingbusinesswithlcbo.com.

Questions may be directed to pricing@lcbo.com

Thank you for your continued support and partnership.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Kyle Baker', with a long horizontal flourish extending to the right.

Kyle Baker

Manager, Pricing Administration

