

2026/27 Wholesale Needs Grid

Buyer	NISS CALL ID	Product Category	Country	Call Description	Product Call Open Date	Product Call Close Date
Wines	4335	Domestic Wines - Wholesale Channel - 2026/2027	Canada	<p>This product call is for Domestic (Ontario & other Canadian) wine submissions for grocery, convenience, Wine Boutiques, hospitality/licensees, LCOs & duty free. Please ensure your submission is complete, accurate and meets eligibility criteria for the selected product catalogue(s). For Grocery & Convenience, products must meet eligibility requirements as outlined in Ontario Regulation 746/21 under the Liquor Licence and Control Act, 2019. International Domestic Blend (IDB) products submitted into this call must adhere to Ontario's standard and contain a minimum of 25% provincial grape content. "Bottled in Canada" products are not permitted.</p> <p>FOR NON-LCBO LISTED ITEMS: To help speed processing of applications, we ask for the below information to be included within the "Press Coverage/Other information" box on the Product tab of your submission:</p> <ul style="list-style-type: none"> - Fulfillment Preference: For products produced in Ontario, please specify if you would like the item to be fulfilled/delivered by the LCBO or Supplying Source. Learn more here. All producers of non-Ontario products must manage their own fulfillment and delivery and are therefore required to specify "Supplying Source" in your submission. - Estimated Wholesale Price: Please input the Estimated Wholesale Price <u>by Unit</u> in the "Payment Terms" section on the Supplier tab. Learn more here. <p>Please Note:</p> <ul style="list-style-type: none"> - A label review is required for ALL submissions. - Submissions will not be accepted until all necessary info is complete. All info on the Price/Pack tab and UPC/SCC must be supplied at the time of submission. - A shipping container review is required for LCBO supplied products. Initial lab samples & printed hard copies of listing documents are NOT required. - A final lab sample will be required for all supplying source items. The provided sample must be representative of exactly what will be supplied. - A 6-month forecast must be provided for any LCBO supplied products. <p>FOR EXISTING ITEMS (i.e. products with an existing SKU number for LCBO Retail): Submission Instructions:</p> <ul style="list-style-type: none"> - Please ensure your submission is complete & accurate. - Supplier – an active supplier # (vendor #) must be entered. - Product – the existing LCBO# must be entered as well as the UPC/SCC. - Product Catalogue – please select the applicable wholesale catalogue on the Product tab. - Forecast – please supply a 6-month sales forecast in cases for the wholesale channel. - For ONTARIO WINES, please specify the fulfillment preference (LCBO or SUPPLYING SOURCE) in the 'Press Coverage/Other Information' field. <p>LCBO's Wholesale Supply and Delivery Procedures Manual sets out requirements for suppliers and agents who wish to list and distribute their products to LCBO wholesale customers. Learn more here.</p>	1-Jun-2026	31-Mar-2027
Beer & Cider	4337	Domestic Beer & Cider - Wholesale Channel - 2026/27	Canada	<p>This product call is for Domestic (Ontario & other Canadian) beer & cider submissions for grocery, convenience, hospitality/licensees, LCOs, duty free, and LCOs that are not already listed at the LCBO. Please ensure your submission is complete, accurate and meets eligibility criteria for the selected product catalogue(s). For Grocery & Convenience, products must meet eligibility requirements as outlined in Ontario Regulation 746/21 under the Liquor Licence and Control Act, 2019.</p> <p>FOR NON-LCBO LISTED ITEMS: To help speed processing of applications, we ask for the below information to be included within the "Press Coverage/Other information" box on the Product tab of your submission:</p> <ul style="list-style-type: none"> - Fulfillment Preference: For products produced in Ontario, please specify if you would like the item to be fulfilled/delivered by the LCBO or Supplying Source. Learn more here. All producers of non-Ontario products must manage their own fulfillment and delivery and are therefore required to specify "Supplying Source" in your submission. - Estimated Wholesale Price: Please input the Estimated Wholesale Price <u>by Unit</u> in the "Payment Terms" section on the Supplier tab. Learn more here. <p>Please Note:</p> <ul style="list-style-type: none"> - A label review is required for ALL submissions. - Submissions will not be accepted until all necessary info is complete. All info on the Price/Pack tab and UPC/SCC must be supplied at the time of submission. - For Supplying Source products: Final lab sample will be required and must be marked for "Wholesale" with the LCBO number and NISS submission number for reference. The provided sample must be representative of exactly what will be supplied. - For LCBO Supplied products: A shipping container review is required, along with date coding info. Initial lab samples and printed hard copies of listing documents are NOT required. Final lab will be conducted on a sample taken from the first shipment upon arrival at the LCBO distribution centre. - Please provide a 6-month forecast any LCBO Supplied products. <p>FOR EXISTING ITEMS (i.e. products with an existing SKU number for LCBO Retail): Submission Instructions:</p> <ul style="list-style-type: none"> - Please ensure your submission is complete & accurate. - Supplier – an active supplier # (vendor #) must be entered. - Product – the existing LCBO# must be entered as well as the UPC/SCC. - Product Catalogue – please select the applicable wholesale catalogue on the Product tab. - Supplying source products will be added to the wholesale catalogue - LCBO Supplied products require a 6-month sales forecast in cases for wholesale and the product will be added to the wholesale catalogue once there is sufficient inventory on hand to meet the new demand. <p>LCBO's Wholesale Supply and Delivery Procedures Manual sets out requirements for suppliers and agents who wish to list and distribute their products to LCBO wholesale customers. Learn more here.</p>	1-Jun-2026	31-Mar-2027

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Ready-to-Drink	4338	Domestic Ready-to-Drink (RTD) - Wholesale Channel - 2026/27	Canada	<p>This product call is for Domestic (Ontario & other Canadian) RTD submissions for the grocery, convenience, hospitality/licenses, LCOs & duty free. Please ensure your submission is complete, accurate and meets eligibility criteria for the selected product catalogue(s). For Grocery & Convenience, products must meet eligibility requirements as outlined in Ontario Regulation 746/21 under the Liquor Licence and Control Act, 2019.</p> <p>FOR NON-LCBO LISTED ITEMS: To help speed processing of applications, we ask for the below information to be included within the "Press Coverage/Other information" box on the Product tab of your submission:</p> <ul style="list-style-type: none"> - Fulfillment Preference: For products produced in Ontario, please specify if you would like the item to be fulfilled/delivered by the LCBO or Supplying Source. Learn more here. All producers of non-Ontario products must manage their own fulfillment and delivery and are therefore required to specify "Supplying Source" in your submission. - Estimated Wholesale Price: Please input the Estimated Wholesale Price <u>by Unit</u> in the "Payment Terms" section on the Supplier tab. Learn more here. - Alcohol base: please specify if the product is Spirit, Malt or Wine based. <p>Please Note:</p> <ul style="list-style-type: none"> - A label review is required for ALL submissions. - Submissions will not be accepted until all necessary info is complete. All info on the Price/Pack tab and UPC/SCC must be supplied at the time of submission. - A shipping container review is required for LCBO supplied products. Initial lab samples & printed hard copies of listing documents are NOT required. - A final lab sample will be required for all supplying source items. The provided sample must be representative of exactly what will be supplied. <p>FOR EXISTING ITEMS (i.e. products with an existing SKU number for LCBO Retail): Submission Instructions:</p> <ul style="list-style-type: none"> - Supplier – an active supplier # (vendor #) must be entered. - Product – the existing LCBO# must be entered as well as the UPC/SCC. - Product Catalogue – please select the applicable wholesale catalogue on the Product tab. - Forecast – please supply a 6-month sales forecast in cases for the wholesale channel. - Please specify the fulfillment preference (LCBO or SUPPLYING SOURCE) in the 'Press Coverage/Other Information' field. <p>LCBO's Wholesale Supply and Delivery Procedures Manual sets out requirements for suppliers and agents who wish to list and distribute their products to LCBO wholesale customers. Learn more here.</p>	1-Jun-2026	31-Mar-2027
Spirits	4339	Domestic Spirits - Wholesale Channel - 2026/27	Canada	<p>This product call is for Domestic (Ontario & other Canadian) Spirits submissions for hospitality/licenses, LCOs & duty free. Please ensure your submission is complete, accurate and meets eligibility criteria for the selected product catalogue(s).</p> <p>FOR NON-LCBO LISTED ITEMS: To help speed processing of applications, we ask for the below information to be included within the "Press Coverage/Other information" box on the Product tab of your submission:</p> <ul style="list-style-type: none"> - Fulfillment Preference: For products produced in Ontario, please specify if you would like the item to be fulfilled/delivered by the LCBO or Supplying Source. Learn more here. All producers of non-Ontario products must manage their own fulfillment and delivery and are therefore required to specify "Supplying Source" in your submission. - Estimated Wholesale Price: Please input the Estimated Wholesale Price <u>by Unit</u> in the "Payment Terms" section on the Supplier tab. Learn more here. <p>Please Note:</p> <ul style="list-style-type: none"> - A label review is required for ALL submissions. - Submissions will not be accepted until all necessary info is complete. All info on the Price/Pack tab and UPC/SCC must be supplied at the time of submission. - A shipping container review is required for LCBO supplied products. Initial lab samples & printed hard copies of listing documents are NOT required. - A final lab sample will be required for all supplying source items. The provided sample must be representative of exactly what will be supplied. <p>FOR EXISTING ITEMS (i.e. products with an existing SKU number for LCBO Retail): Submission Instructions:</p> <ul style="list-style-type: none"> - Supplier – an active supplier # (vendor #) must be entered. - Product – the existing LCBO# must be entered as well as the UPC/SCC. - Product Catalogue – please select the applicable wholesale catalogue on the Product tab. - Forecast – please supply a 6-month sales forecast in cases for the wholesale channel. - Please specify the fulfillment preference (LCBO or SUPPLYING SOURCE) in the 'Press Coverage/Other Information' field. <p>LCBO's Wholesale Supply and Delivery Procedures Manual sets out requirements for suppliers and agents who wish to list and distribute their products to LCBO wholesale customers. Learn more here.</p>	1-Jun-2026	31-Mar-2027