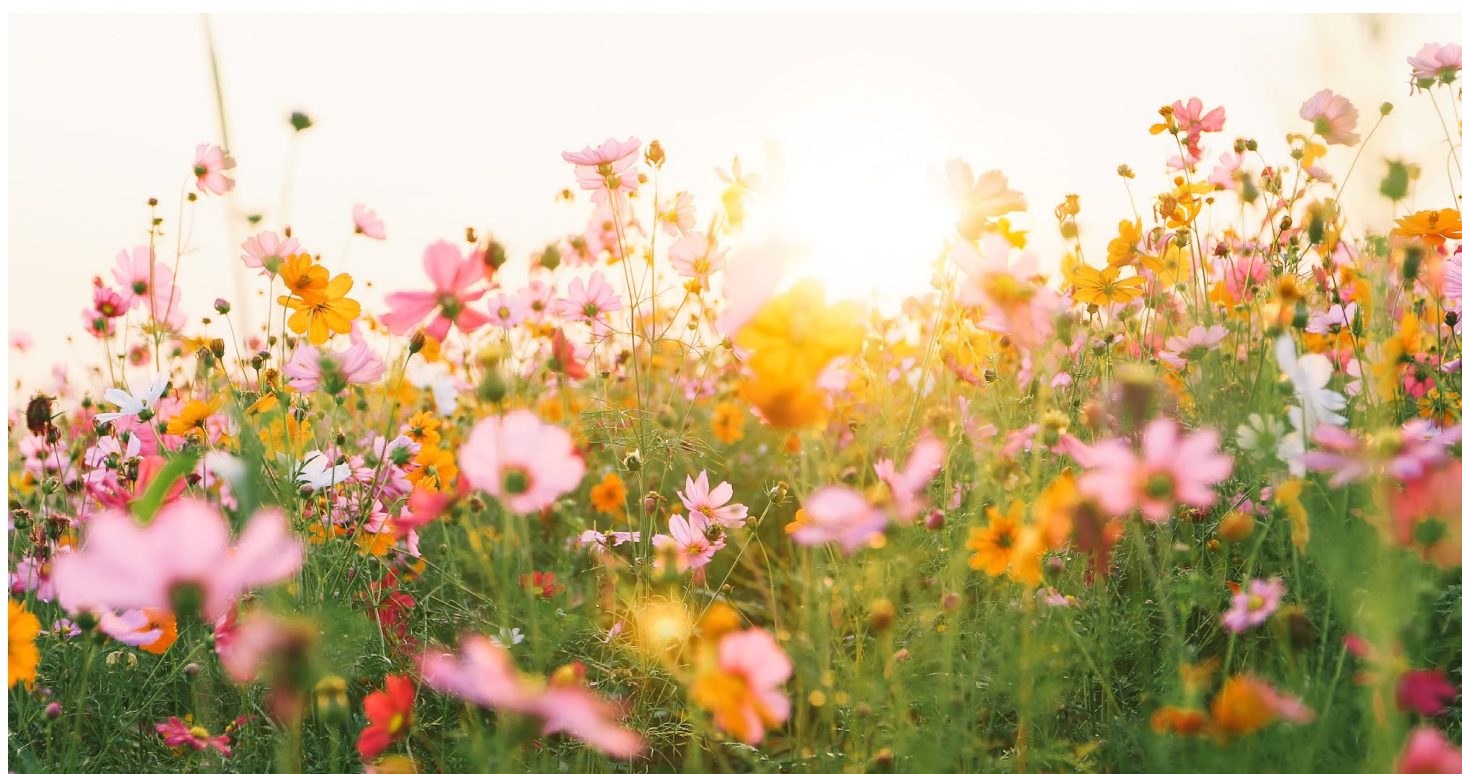


June 5th, Newsletter



Welcome to
wholesale.lcbo.com!

Ordering inventory for your business just got easier.

Important

LCO Amendment – Removal of Uniform Pricing Requirements for Select Products

Starting June 1st, LCBO **removed uniform pricing on select products** for those LCOs which have signed and returned their Notice of Amendment shared by ConvenienceOutlets@lcbo.com on May 28th 2026. Otherwise, the amendment concerning uniform pricing will come into effect on June 26, 2026. The amendments remove the uniform pricing requirements on:

- All beer, cider, and ready-to-drink products up to and including 7.1% ABV
- All wine up to and including 18% ABV

*While you may set your own retail prices on the noted categories by ABV limit, they must not be lower than the minimum retail pricing (MRP) regulations. An MRP guide can be found [here](#). You can find the ABV % (or alcohol by volume) on product labels or on the product pages in your ordering platform.

All spirits and products above the noted ABV limits will continue to have uniform pricing. This means that the retail pricing of these products must be consistent with LCBO retail prices to support responsible consumption of higher-alcohol products in alignment with LCBO commitments.

For more information regarding the non- uniform pricing amendment for LCOs, please visit [Doing Business with LCBO](#).

Minimum Wholesale Price for Wine

As part of Ontario's expanded beverage alcohol marketplace, minimum wholesale prices (MWP) for wine will be introduced for all wholesale customers, effective June 22, 2026. MWPs represent the lowest price so wholesale customers can purchase wine from LCBO.

- MWPs apply to wine only, including light wine and fortified wine. It does not apply to wine based RTDs, wine coolers and cider.
- Updated wholesale pricing will be visible in wholesale.lcbo.com on June 22.
- LCBO will make any adjustments to wholesale pricing because of MWP – no action is required from LCOs.

Delivery Related Service Fees for DSV

Starting June 1, supplying sources will have the option to charge and collect permitted delivery related service fees directly from wholesale customers. Please visit [Delivery Related Service Fees | Doing Business with LCBO](#) for more information.

TBS Orders

As previously shared, starting April 1, LCOs must purchase all products, including beer, via wholesale.lcbo.com, or from suppliers participating in LCBO's Direct Delivery Program. Please note that wholesale.lcbo.com is your sole authorized supplier for Beer products. Pickup from The Beer Store or beer warehouses is not available.

An updated schedule was sent out last week from LCO@lcbo.com. Please ensure your order is placed according to the updated schedule and that the delivery fee is paid before the cutoff time to avoid cancellation of your order. If you did not receive an email from TBS regarding the delivery fee payment, or if you are unable to make the payment, please contact Beer4Business Customer Service at customerservice@beerforbusiness.ca.

Training Materials

Training module: Claims submission and key FSM changes is posted on [LCBO's Future State Modernization | Doing Business with LCBO](#)

Annual Workday Training will be released the week of June 8th, 2026. LCO Employees designated 'AS' (excluding managers and signees) who have completed workday training this calendar year will only

be required to login to Workday and launch the course content to receive a completion credit for this year’s annual role out.

Best Practices

Bin Tags – Lexmark In- Store Publisher

Review Lexmark for the latest batch of Bin Tag price changes at a minimum frequency of once per week. Remember to add newly ordered products to your ‘Store Inventory’ price batch to ensure they are captured on future pricing updates. (Batches – Store Inventory – Add Signs – Using Master Brand List).

Required

Non-Saleable Items

It’s important that all staff are familiar with the non-salable policy.

Non-saleable Products

All returns for non-saleable products need to be processed as a [Product Complaint](#), with “NON-SALEABLE” as the reason. Ensure the LOT number is recorded when processing the product complaint.



For Regular Customer sales, the following unopened products can be returned to LCOs:

- All PET Polyethylene Terephthalate Containers (including, Spirits, Ready to Drink, Coolers, Wines and Liqueurs)
- Cream-Based Liqueurs
- Beer
- Tetra-Paks and Flexipack containers
- Wine-in-a-box (Bag-in-a-Box) containers

Note: These returns need to be processed in the same manner as Product Quality Complaints and **not** placed back on the shelf for resale.

Ontario Deposit Return Program (ODRP)

The collection of empty containers and the remittance of container deposits is a mandatory condition of the LCBO Convenience Outlets agreement contract. Containers and any associated secondary packaging must be accepted during all hours of LCO operation OR three days a week, one of these days being Saturday, during all hours of LCO operation. Where empties collection is limited to three days a week, prominent signage must be affixed at your LCO that is visible to customers. For more information on the Ontario Deposits and Returns Program, visit this website: [Manuals and Forms - The Beer Store](#) Contact **TBS** Contact Center customerservice@thebeerstore.ca or call 1-888-948-2337 for more information.

Challenge & Refusal

Please remember it’s important to continue to follow the standard practice of Challenge & Refusal. All Challenge & Refusal submission must be documented in the Challenge and Refusal App every period.

Please follow the link to set up multi-factor authentication and access Challenge & Refusal App. This tool can be used to reset your login password for the Challenge and Refusal App: [Setting up Authentication options and using Self-Serve Password Reset \(SSPR\) for WHOLESALERS users](#)
Without the Self- Serve Password tool, you must contact LCBO IT Service Desk 416-864-2550 to have your Challenge & Refusal App password reset.

Did You Know?

Payment Terms

We recognize that upfront inventory payments can impact LCO cash flow. To support you, we’re working toward offering 30-day payment terms, subject to compliance with LCBO business requirements. Implementation requires system and process updates and is targeted for completion by July 31, 2026. We’ll continue to keep you informed as progress is made.

Expanded Wholesale Catalog

Since April 1, drop- shipping has been expanded to LCOs, enabling more Ontario suppliers to list products and fulfill orders directly bringing more local products into your catalogue.

Starting in June, suppliers of both Canadian and imported products can list and supply directly, further broadening your assortment. Beer has also been added to LCBO’s Direct Delivery Program, increasing options across categories.

We understand the desire for access to unique or special products and are exploring ways to offer greater flexibility. More updates will be shared as they become available.

Damaged Product – Breakers

Damaged products received upon delivery should not be returned with the driver. Each operator is required to retain the damaged product, take clear photos showing the damage, and submit a claim through the online claims application within 72 hours of receipt.

Please ensure that the last page of the order invoice is included with all claims.

Also, be sure to review any comments left in the claim application, as they may contain important information regarding your submission.

How to Order LCBO Paper Bags?

To place an order for LCBO bags, email lco@lcbo.com with your request.

Audits

1. Accessibility

- Aisles in all areas where the customer has access are the minimum width of 3 feet to allow for safe customer navigation and AODA compliance.
- Block piling in retail areas complies with health and safety standards (does not exceed 6ft tall).

2. Employee Training Form LCB2404

- Keeping a current employee list readily available is important. Ensure that the list is signed and dated by a member from convenience outlets. Do not edit your form, if you need to add or remove an employee or if your form is not signed, please email ConvenienceOutlets@lcbo.com.

3. Responsible Service Program Signage

- The Responsible Service Program signage must be posted – 8.5x11 poster and 5 – 4x6 cards. Complete this form [LCO Signage Reques Form.pdf](#) and email ConvenienceOutlets@lcbo.com if you are missing signage.



Key Dates & Resources

Period End Reporting Deadline – June 20th, 2026 – Enter your Challenge & Refusals

[Fiscal calendar link](#)

[Price Change](#)

[CSC Audit Form](#)

[Doing Business with LCBO](#)