

Oct 7, 2024

Re: Standard Freight Rates



**Keith Blanchard**

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Dear Trade Partners,

The LCBO has completed a review of our standard freight rates. These rates are applied to products sold through the VINTAGES and Specialty Services channels and will be applicable to all purchase orders received on or after Oct 25, 2024.

Please remember that suppliers can take advantage of the FCA rate\* which gives them the option of delivering directly to a LCBO Consolidation warehouse. This will reduce the standard freight rate and eliminate the minimum case quantity requirement associated with Ex-Cellar\*\*

\*FCA is the term used when product is delivered by the supplier at their expense to the forwarder's warehouse for consolidation and shipment.

\*\*Ex-Cellar denotes product that is picked up at the supplier location with freight costs paid by the LCBO. The minimum Ex-Cellar case quantities are shown on the attached standard rate sheet. Please note that Ex-Cellar terms may have additional costs applied if the minimum case quantities are not met. Ex-Cellar rates are offered in those countries with a significant number of orders per year. However, if there is a specific request, we will attempt to establish a rate and advise on the cost per case.

Please contact me with any questions or inquiries.

Yours truly,

*Keith Blanchard*

Keith Blanchard

c.c. Nick Nanos, Chief Supply Chain Officer  
Juan Lastra, Vice President, Distribution and Logistics  
Erin Hamilton, Senior Director, Transportation

**STANDARD FREIGHT RATES**

Effective Date

October 25, 2024

| Loc. Code |     | Country        | Region      | FCA<br>\$/case | Minimum<br>Order Qty | EXCellar<br>\$/case |
|-----------|-----|----------------|-------------|----------------|----------------------|---------------------|
| EXC       | FCA |                |             |                |                      |                     |
| 3173      | 881 | Argentina      | Mendoza     | \$ 5.48        | 25                   | \$ 6.85             |
| 3572      | 203 | Australia      | Melbourne   | \$ 8.52        | 24                   | \$ 14.20            |
| 3305      | 205 | Australia      | Adelaide    | \$ 9.72        | 24                   | \$ 15.33            |
| 3089      | 116 | Austria        | Vienna      | \$ 5.19        | 50                   | \$ 12.41            |
| 3251      | 137 | Belgium        | Antwerp     | \$ 7.32        | 20                   | \$ 12.22            |
| 3366      | 208 | Chile          | San Antonio | \$ 7.16        | 24                   | \$ 8.22             |
| 3008      | 215 | France         | Burgundy    | \$ 5.62        | 20                   | \$ 11.06            |
| 3063      | 260 | France         | Bordeaux    | \$ 6.27        | 24                   | \$ 10.70            |
| 3020      | 263 | France         | Marseille   | \$ 6.18        | 20                   | \$ 10.03            |
| 3193      | 116 | Germany        | Rhineland   | \$ 5.19        | 20                   | \$ 12.41            |
| 3509      | 817 | Greece         | Athens      | \$ 7.80        | 44                   | \$ 9.88             |
| 3275      | 116 | Hungary        | Budapest    | \$ 5.19        | 50                   | \$ 12.41            |
| 3136      | 139 | Ireland        | Dublin      | \$ 16.75       | 24                   | \$ 18.51            |
| 3052      | 210 | Italy          | Verona      | \$ 5.84        | 20                   | \$ 8.57             |
| 3303      | 299 | Italy          | Livorno     | \$ 5.07        | 20                   | \$ 9.22             |
| 3686      | 121 | Japan          | Tokyo       | \$ 16.73       | 20                   | No Quote            |
| 3110      | 222 | New Zealand    | Auckland    | \$ 10.50       | 24                   | \$ 11.48            |
| 3381      | 262 | New Zealand    | Blenheim    | \$ 12.44       | 24                   | \$ 13.26            |
| 3519      | 246 | Portugal       | Lisbon      | \$ 5.79        | 26                   | \$ 8.81             |
| 3182      | 247 | Portugal       | Oporto      | \$ 4.96        | 26                   | \$ 7.79             |
| 3573      | 827 | South Africa   | Capetown    | \$ 8.70        | 57                   | \$ 8.85             |
| 3304      | 128 | Spain          | Barcelona   | \$ 6.07        | 24                   | \$ 7.90             |
| 3403      | 133 | Spain          | Bilbao      | \$ 5.38        | 24                   | \$ 8.26             |
| 3169      | 198 | Spain          | Valencia    | \$ 5.78        | 24                   | \$ 8.10             |
| 3143      | 226 | United Kingdom | Glasgow     | \$ 4.88        | 40                   | \$ 7.48             |
| 5031      | 330 | USA            | Napa        | \$ 8.51        | 21                   | \$ 9.21             |

Notes:

- 1) No quotes are provided for areas in which the LCBO has less than 10 orders in a calendar year.
- 2) For areas that have established Excellar quotes the suggested order quantity must be ordered. Any orders placed for less than the suggested order quantity will result in a higher freight cost.
- 3) The LCBO cannot guarantee that each country/consolidation facility will at any given time have sufficient order quantities to allow for a consolidation from that country/consolidation facility. Insufficient volumes or case quantities from a consolidation facility may result in additional freight costs being applicable.
- 4) Suggested order is simply a recovery of the minimum Excellar charge at a specific consolidation location i.e., when the average order size goes down, the suggested order quantity goes up to recover the minimum charge assuming no change in the underlying rates.
- 5) Standard Freight Rates will be applied to Vintages Non-Essential and Specialty Services orders that are less than 500 cases. Orders 500 cases or greater will be assigned the actual freight cost.