

Wholesale Pricing Changes

Manufacturers, Agents and Suppliers

Information Session

February 11, 2015



**LIQUOR
DISTRIBUTION
BRANCH**



Discussion points

- Introductions
- Objectives for today
- Background
- Wholesale pricing: overview of the government's announcements
- Key upcoming changes: what and when?
- Next steps
- Questions

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- **Introductions**
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- Key upcoming changes: what and when?
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- Questions

Introductions

Roger Bissoondatt

Chief Financial Officer

Bill Michael

Director, Purchasing

Audrey Wong

Acting Director, Policy and Communications

Jaime May

Finance Director, Special Projects

Yolanda Lam

Wholesale Pricing Calculator Specialist

Disclaimer:

This information is based on current processes and decisions. In the event of any changes, this information will be subject to amendment.

Discussion points

- Introductions
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- Key upcoming changes: what and when?
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Objectives for today

To provide an overview of:

- **Wholesale pricing-related changes** that are being implemented associated with the government's announcements;
- Upcoming changes that **impact industry** partners;
- Walk-through of the Wholesale **Pricing Calculator**; and
- Key timelines and **next steps**.

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Background

- 2013 B.C. Liquor Policy Review
- New Wholesale pricing model
 - Even footing for industry and increase transparency
 - Implementation – April 1, 2015



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- Key upcoming changes: what and when?
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Wholesale pricing: overview of the governments announcements

In association with licensing and other changes, steps aimed at modernizing BC's liquor industry include:

Common wholesale price for all retailers

Prices as of April 1, 2015

Wholesale cost to retailers will be set by the BC Liquor Distribution Branch. This will create a competitive market in B.C. and a level playing field for all retailers, including BC Liquor Stores.

Gradual mark-up system for breweries

Breweries in B.C.

Global production in hectolitres (hl)	Number of breweries
350,001 hl or more	4
160,001 to 350,000 hl	1
15,001 to 160,000 hl	6
15,000 hl or less	83
Total breweries in B.C.	94

1 hl = 100 litres or 282 cans of beer

"Breweries don't need to choose between staying small or paying large."

Honourable Suzanne Anton,
Attorney General and
Minister of Justice

BRITISH COLUMBIA

B.C.'s new gradual mark-up system creates growth opportunities for 90 breweries and counting...

Increasing convenience to consumers

Ability for some of these to include:

- Eligible grocery stores to sell alcohol
- Ability for BCLS to expand operating hours
- Ability for BCLS to offer refrigeration.

To be implemented by April 1 2015

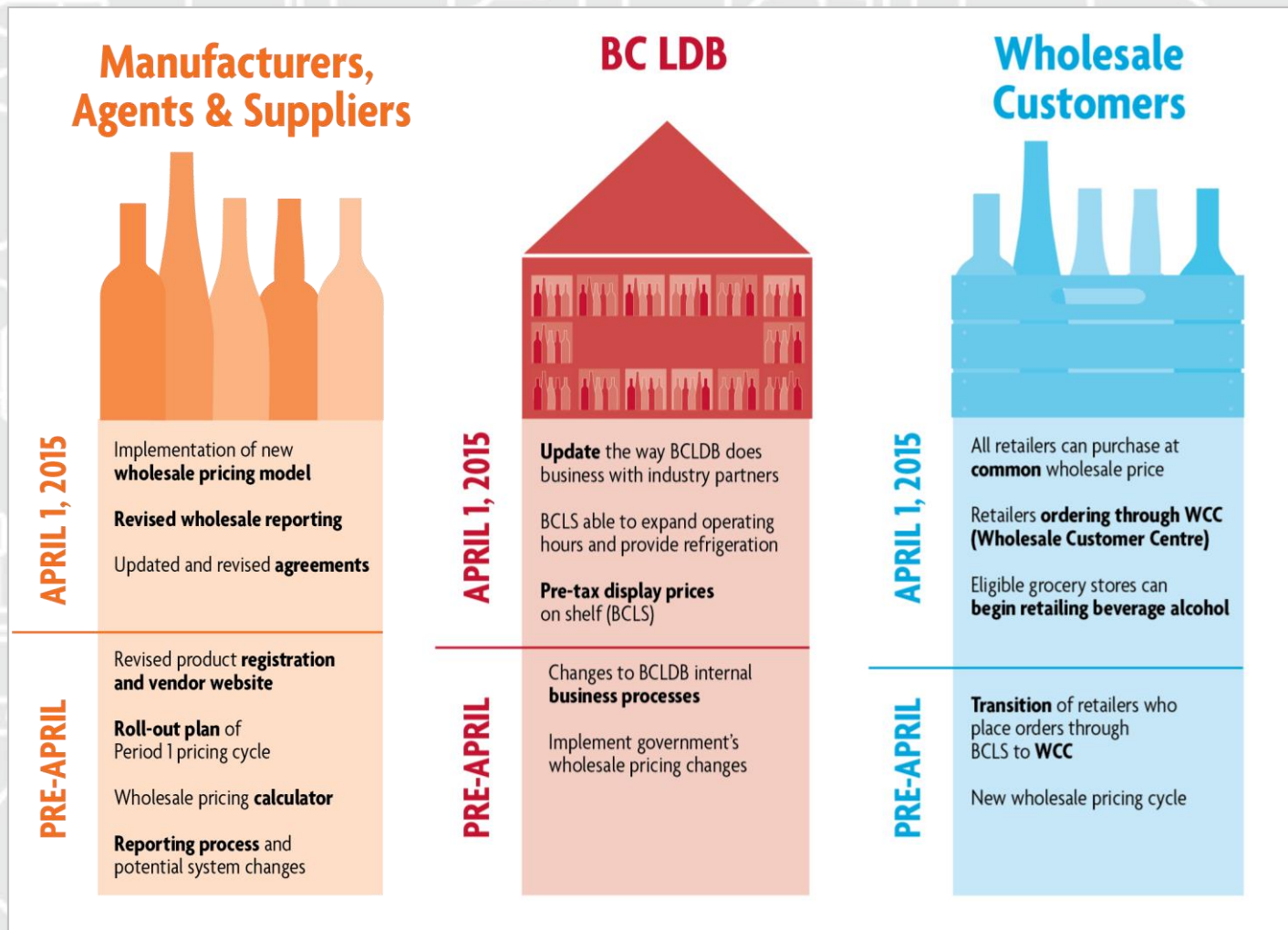
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Key upcoming changes: what and when?

- Implementing these changes necessitates an update to many of BCLDB's business **processes and systems** that will also streamline the **way BCLDB does business** with industry partners.

Key upcoming changes: what and when?



Key upcoming changes: what and when?

Manufacturers, Agents & Suppliers



APRIL 1, 2015

Implementation of new **wholesale pricing model**

Revised wholesale reporting

Updated and revised **agreements**

PRE-APRIL

Revised product **registration** and vendor website

Roll-out plan of Period 1 pricing cycle

Wholesale pricing **calculator**

Reporting process and potential system changes

Implementation of new **pricing model**

- Wholesale pricing
 - Changes from Discount-off Display Price to a Duty Paid Cost plus markup
 - Common wholesale price for all retailers
 - Tax excluded pricing
- Commissions on retail sales replaced with supplier's own profit margin
- Graduated mark-up rate for medium sized breweries
- Licensed Hospitality will continue to purchase at the LDB established retail price
- Existing programs for BC Manufacturers will continue
- Wholesale pricing calculators have recently been sent to Manufacturers, Agents and Suppliers

When: **April 1, 2015**, with wholesale pricing released **February 1, 2015**.

More information

- New mark-up schedule – effective April 1 2015 - [click here](#)

Product Types	New Wholesale Rates		
Spirits	12% with graduated mark-up for cost portion over \$45/L	Mark-up brackets	Markup Rate
Refreshments	7.5%	0-100 (0-100000)	0%
Wines (incl. fortified wines)	8%	100-200 (100000-200000)	2%
Beer	8% with graduated mark-up for cost portion above \$875/L	200-500 (200000-500000)	4%
Large Breweries (>\$500M)	\$128/L	500-1000 (500000-1000000)	6%
Med Breweries (<\$500-1000M)	\$156/L to \$140/L	1000-2000 (1000000-2000000)	8%
Sm Breweries (<\$100M)	\$155/L	>2000 (>2000000)	10%

Subject to annual CTA adjustments

Implementation of new pricing model

As Is

Wholesale Customer

LDB Display Price

Less PST and GST

= Retail Price

Less applicable wholesale discount

= Wholesale Price for that Customer Type, plus GST



Hospitality Customer

LDB Display Price

Less PST

= Price for Licensed Hospitality

Pricing Process

Retail Limited Time Offer Program

Price Changes – change requests are made and lead to a tax-in display price

New Model

Wholesale Price (tax excluded), plus GST



Wholesale Price

Plus Retail markup

= LDB established retail price (tax excluded), plus GST

Wholesale Price Promotion Program

Price changes – request changes are made and lead to the tax-excluded wholesale price

Implementation of new pricing model: **Wholesale Pricing**

- The current discount pricing system for wholesale purchases will be eliminated and a **duty paid cost plus category mark-up** pricing will come into place

Display Price – As Is	Wholesale Price – To Be
Prime Cost	Prime Cost
+ Domestic Charges (if applicable)	+ Domestic Charges (if applicable)
= In Bond Cost	= In Bond Cost
+ Excise & Customs (if applicable)	+ Excise & Customs (if applicable)
= Duty Paid Cost	= Duty Paid Cost
+ Volume Markup/Distribution Charge + % Markup for Wine, Spirits, Refreshment Beverages	+ Distribution Charge (beer only) + % Markup for Wine, Spirits, Refreshment Beverages
OR + Volume mark-up for Beer + Cost of Service Fee	OR + Per Litre Markup by Supplier annual production for Beer
+ CRF	+ CRF
= LDB Retail Price	= LDB Wholesale Price
+ GST + PST	+ GST
= LDB Display Price before applicable container deposit	= Final LDB Wholesale Price before applicable container deposit

Implementation of new pricing model:

Wholesale Pricing Mark-up Schedule, effective April 1, 2015.

- The new wholesale pricing schedule simplifies the current, complex model
- All products will fall under the Product Types: Spirits, Refreshments, Wines and Beer

Spirits/Liqueurs

Pre-Mixed Cocktails/
Cider/Coolers

Fortified Wine/
Table Wine

Draught Beer/
Packaged Beer

Previous product types
are now merged to four.

Product Types	New Wholesale Rates			
Spirits	124% with graduated mark-up for cost portion over \$21/L	Mark-up boundaries	Mark-up applied	Product category (Cost per Litre)
		On first \$21 cost per litre	124%	\$0 - \$21
		On next \$8.20 cost per litre	93%	\$21.01 – \$29.20
		On next \$8.20 cost per litre	62%	\$29.21 - \$37.40
		On any amount over \$37.40 cost per litre	43%	\$37.41+
Refreshments	73%			
Wines (incl. fortified wines)	89% with graduated mark-up for cost portion above \$11.75/L	Mark-up boundaries	Mark-up applied	Product category (Cost per Litre)
		On first \$11.75 cost per litre	89%	\$0 - \$11.75
		On any amount over \$11.75 cost per litre	27%	\$11.76+
Beer				
	Large Brewers (>350,000 hl)	\$1.08/L		
	Med Brewers (>15,000 <=350,000 hl)	\$0.56/L to \$1.02/L		Subject to annual CPI adjustments
	Sm Brewers (<=15,000 hl)	\$0.55/L		



Implementation of new pricing model: new beer mark-up schedule

A new beer mark-up structure is also being implemented on April 1, 2015.

There are a number of changes being introduced:

- The new mark-up structure for beer introduces a graduated increase in mark-up as a brewery's production increases
- Removal of 'fiscal cliffs' between mark-up tiers
- Production level increased for medium size brewery (up to 350,000 HL)
- Draught and packaged beer are subject to the same mark-up rate
- Subject to annual CPI adjustments
- The new tiers and associated mark-up are as follows:

Annual Production in HL	Mark-up per Litre
0 – 15,000	\$0.55
15,001 – 350,000	\$0.56 – \$1.02
> 350,000	\$1.08

New Beer Mark up Model

Rate
Large Brewery 1.08
Medium 0.56-1.02
Small 0.55

Units	Increase (%)	Production level	Rate / litre
15001	15000	15000	0.55
16001	16000	16000	0.56
18001	18000	18000	0.57
20001	20000	20000	0.58
25001	25000	25000	0.59
30001	30000	30000	0.60
35001	35000	35000	0.62
40001	40000	40000	0.63
50001	50000	50000	0.64
70001	70000	70000	0.65
100001	100000	100000	0.66
150001	150000	150000	0.67
200001	200000	200000	0.68
250001	250000	250000	0.69
300001	300000	300000	0.70
350001	350000	350000	0.71
400001	400000	400000	0.72
450001	450000	450000	0.73
500001	500000	500000	0.74
550001	550000	550000	0.75
600001	600000	600000	0.76
650001	650000	650000	0.77
700001	700000	700000	0.78
750001	750000	750000	0.79
800001	800000	800000	0.80
850001	850000	850000	0.81
900001	900000	900000	0.82
950001	950000	950000	0.83
1000001	1000000	1000000	0.84
1050001	1050000	1050000	0.85
1100001	1100000	1100000	0.86
1150001	1150000	1150000	0.87
1200001	1200000	1200000	0.88
1250001	1250000	1250000	0.89
1300001	1300000	1300000	0.90
1350001	1350000	1350000	0.91
1400001	1400000	1400000	0.92
1450001	1450000	1450000	0.93
1500001	1500000	1500000	0.94
1550001	1550000	1550000	0.95
1600001	1600000	1600000	0.96
1650001	1650000	1650000	0.97
1700001	1700000	1700000	0.98
1750001	1750000	1750000	0.99
1800001	1800000	1800000	1.00
1850001	1850000	1850000	1.01
1900001	1900000	1900000	1.02

[Click here](#)

Direct Delivery for Wholesale Customers and Hospitality

Direct Delivery by Private Distributors

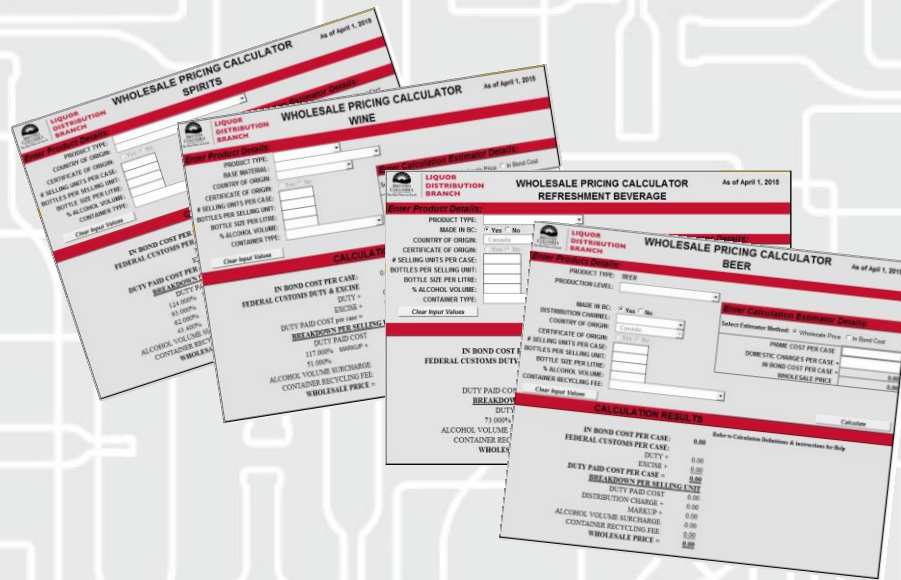
- Manufacturers that currently direct deliver to wholesale customers will continue being able to do so
- Each SKU will have a common wholesale price for all Retailers.

Hospitality customers

- Hospitality customers will continue to purchase product from BC Liquor Stores, agents of the LDB (Direct Distributors) and the Wholesale Customer Centre (where applicable) at the LDB established retail price, plus GST.

Implementation of new pricing model: **wholesale pricing calculator**

- **New wholesale pricing calculator** was made available February 1, 2015 to reflect new pricing model effective April 1, 2015.
- **Existing pricing simulator** will remain on the website until April 1, 2015 to reflect current pricing model up to, and including, March 31, 2015.



Each product type has its own calculator (beer, wine, spirits, refreshment beverages).

These will be hosted on the Vendor Website from February 1, 2015.

The wholesale pricing calculator

Objectives of the calculator

- To calculate the wholesale price
- To calculate case cost with preferred wholesale price
- To understand the rates within the calculation.

How do I use it?

- Choose the correct Wholesale Calculator
- Save the Wholesale Calculator on your desktop before opening
- Enter in product attributes and cost per case
- Click calculate



Please note: a walk-through of the calculator will be provided at the end of this presentation.

The wholesale pricing calculator

Required information

- Type of Product – to determine which calculator to use
- Product attributes (ie sub-category, case size)
- Case Cost or Wholesale Price per selling unit

Points to note

- Must save prior to opening for calculation
- Not compatible with MAC
- Used for a price estimation only



Please note: a walk-through of the calculator will be provided at the end of this presentation.

Key upcoming changes: what and when?

Manufacturers, Agents & Suppliers



APRIL 1, 2015

Implementation of
new **pricing model**

**Revised wholesale
reporting**

Updated and revised **agreements**

PRE-APRIL

Revised product **registration
and vendor website**

Roll-out plan
of Period 1 pricing cycle

Wholesale pricing **calculator**

Reporting process and
potential system changes

Revised wholesale reporting

- New Wholesale and Retail tax excluded pricing
- New Customer Types
- LDB will no longer collect and remit PST and GST on your behalf for retail sales.
You must register for PST if you have not already done so.
- Wholesale Reporting by Manufacturer for sales to its own stores
- Updated Sales Reporting formats
 - Direct Sales Website Reporting
 - CSV File Upload
 - Manual form changes

When: Effective **April 1, 2015**

More information

- Direct Sales Web Reporting CSV Upload specification – [click here](#)
- Direct Sales Web Reporting CSV Fields Specification and Validation Rules – [click here](#)
- Direct Sales Web Reporting CSV Sample file – [click here](#)
- Sales Reporting Manual Form specification - [click here](#)

Identified Reporting and System Impacts

- **Manufacturer Stores**
 - Manufacturer stores will no longer be reporting on retail sales
 - Reporting will now be on Manufacturer wholesale sale to the On-site/Off-site Manufacturer store
 - On-site store retail sales will be reported as sales to the Manufacturer Store number used as the customer number
 - Sales to wine manufacturer onsite lounges (manufacturers endorsement type) will be reported at Hospitality prices using the LCLB-issued endorsement license number as the customer number
- **Customer Type Changes**
 - Retail sales (e.g. Bulk and Special Occasion Licenses) will no longer be reported to LDB as Counter/retail
 - New customer types – Grocery, VQA and Manufacturer Onsite Stores

Summary of Systems Changes

Price Distribution

- LDB to provide Private Distributors with the following prices for their SKUs:
 - Wholesale Price for sales to wholesale customers
 - Retail Price for sales to hospitality customers
- Price list will be available for download in CSV format via the Vendor Facing Website

Distributors

**\$
Pricing**

Tax excluded
Wholesale Prices
Tax excluded
Retail Prices

BC LDB

**Sales
Reporting**

Tax excluded
Wholesale and
Hospitality sales only
Wholesale sales to
Manufacturer Onsite Stores
Tax summarized
at an invoice level

Direct Sales Website Reporting

- All transactions must reference valid customer types (Counter retail sales no longer reported)
- “Display Price” header changes to “Price”
- Discount field will be removed throughout the application
- Revised PDF output formats for Sales and Returns
 - PDFs generated prior to system change date will continue to reflect old format (discounted pricing)

Updated Sales Reporting formats: CSV Upload File Format

- Rename “Display_Price” field to “Price” in upload template
- New validation rules to be added on LDB side to verify revised list of valid customer types

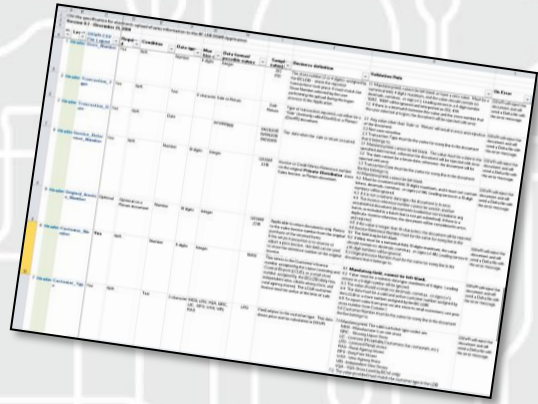
Store_Number	Transaction_Type	Transaction_Date	Invoice_Reference_Number	Original_Invoice_Number	Customer_Number	Customer_Type	Payment_Method	SKU	Quantity	Price	Container_Deposit	Total_Doc_Amount	Return_Reason_Code
9999	SALE	1/7/2014	200001			COU		805648	3	9.98	0.2	70.64	
9999	SALE	1/7/2014	200001			COU		118034	5	7.98			
9999	RETURN	1/5/2014	200002			COU		805648	1	9.98			1
9999	RETURN	1/5/2014	200002			COU		118034	2	7.98			1
9999	RETURN	8/20/2013	200003	84561		COU		805648	1	10.59			1
9999	RETURN	8/20/2013	200003	84561		COU		118034	2	8.47			1
9999	SALE	1/7/2014	200001			IC		177865	10	8.69	0.2	89.64	
9999	SALE	1/7/2014	200001			IC		195651	1	8.98	0.1	89.64	
9999	RETURN	1/8/2014	200002			IC		177865	1	8.69	0.2	8.14	5
9999	SALE	1/7/2014	200001			SAS		195651	20	8.98	2	146.3	
9999	RETURN	1/8/2014	200002			SAS		195651	10	8.98	1	73.16	7
9999	SALE	1/8/2014	200001			LRS	PAP	805648	4	9.98	0.4	80.78	
9999	SALE	1/8/2014	200010		191537	LRS	PAP	118034	8	7.98	0.8	80.78	
9999	RETURN	8/20/2013	200011	84560	191537	LRS	HOC	805648	2	10.59	0.2	42.83	1
9999	RETURN	8/20/2013	200011	84560	191537	LRS	HOC	118034	4	8.47	0.4	42.83	1

“Display_Price” field renamed “Price”

Customer Type value “COU” no longer valid.

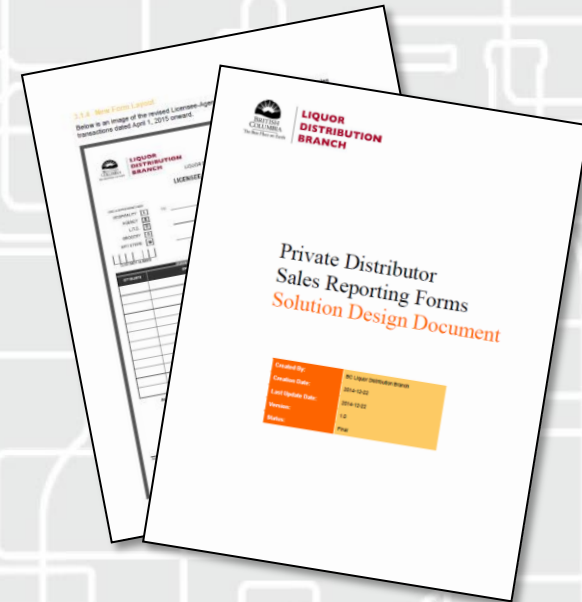
Direct Sales Web Reporting CSV Upload specification

Direct Sales Web Reporting CSV Fields Specification and Validation Rules



Updated Sales Reporting formats: Manual & System Generated Forms

- LDB will continue to provide PDs with the ability to report sales via manual forms
- PDs submitting forms printed directly by their systems will need to update the output format to resemble LDB's new document formats
- Form Changes Summary
 - Customer Types
 - Add: Grocery, Manufacturer Onsite Store, VQA stores
 - Remove: Counter, Bulk, SOL
 - Price field to be populated with Wholesale Price for wholesale customers or Regular Retail Price for hospitality customers
 - Taxes (GST) must be provided on Product Sub-Total
- Forms that have changes include:
 - Licensee Agency Order form
 - Customer Return form
 - Daily Batch Control Document



Click [here](#) for Sales Reporting Manual Form specification

Reporting and System Impacts

RECAP:

- New Customer Types
- Tax excluded wholesale and hospitality reporting. No retail reporting going forward.
- LDB will no longer collect and remit PST and GST on your behalf for retail sales. You must register for PST if you have not already done so.
- Wholesale Reporting by Manufacturer for sales to its own stores
- Updated Sales Reporting formats
 - Direct Sales Website Reporting
 - CSV File Upload
 - Manual form changes

NEXT STEPS:

- Revised specifications now published - [here](#)
 - Direct Sales Web Reporting CSV Upload specification
 - Direct Sales Web Reporting CSV Fields Specification and Validation Rules
 - Direct Sales Web Reporting CSV Sample file
 - Sales Reporting Manual Form specification
- Testing of CSV files for Private Distributor reporting - March 2015
- Reporting cut-over plan to be communicated in due course.

Key upcoming changes: what and when?

Manufacturers, Agents & Suppliers



APRIL 1, 2015

Implementation of new **pricing model**

Revised wholesale reporting

Updated and revised **agreements**

PRE-APRIL

Revised product **registration** and vendor website

Roll-out plan of Period 1 pricing cycle

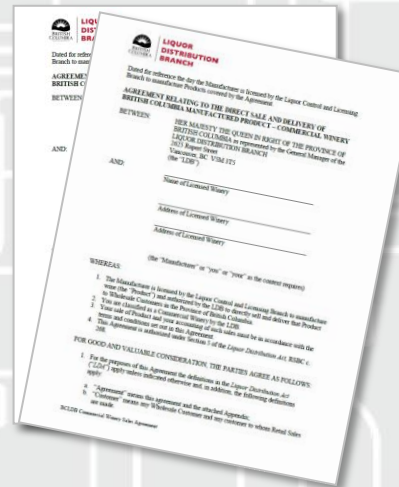
Wholesale pricing **calculator**

Reporting process and potential system changes

Updated and revised agreements

- Being amended to reflect:
 - The new wholesale pricing requirements; and
 - The new and updated business processes.

When: Effective **April 1, 2015**, with agreements anticipated to be issued by early March 2015.



Key upcoming changes: what and when?

Manufacturers, Agents & Suppliers



APRIL 1, 2015

Implementation of new pricing model

Revised wholesale reporting

Updated and revised agreements

PRE-APRIL

Revised product registration and vendor website

Roll-out plan of Period 1 pricing cycle

Wholesale pricing calculator

Reporting process and potential system changes

Revised product registration and listing website (vendor websites)

Two vendor website releases are planned in order to support industry partners in the transition to the new pricing model.

- New product categories and attributes to better categorize and market your product within the BCLDB system
- Minimal process changes
 - Same log-in
 - eREG (LDB) and eLAF (BCLS) approach remains the same
 - No specific training required.
- Website amended to reflect the new wholesale pricing model
- Approval letter to reflect wholesale price for vendor-specific SKUs

Release 1
(Feb 1)

Release 2
(Mar 1)

When: **February 1, 2015 – release 1.**
March 1, 2015 – release 2.

More information

- See following slides regarding
 - Changes to the vendor website
 - New and updated attributes

Revised product registration and listing website

There are some changes to the Vendor website to reflect the transition to the new model, including:

New and updated registration fields (eREG)

Registration Input - Product Information - Windows Internet Explorer

LIQUOR DISTRIBUTION BRANCH

Registration Application # 36193

PRODUCT REGISTRATION APPLICATION

Application Status: Submitted

Product Information

Please enter the relevant product details below:

Universal Product Code

Shipping Container Code

SKU

Brand Name*

Vintage*

Vintage Year*

Category*

Sub-Category*

Class*

Region*

Subregion*

Flavour*

Packaged/Dravght*

Wine Colour*

Grape Variety*

% Alcohol Volume*

Base Materials*

Variety Pack

Country of Origin*

Region/State/Province/Appellation*

Bottling Point Country*

Bottling Point Location*

Country of Export

State or Province of Export

Product Container Type*

Note: The flavou... specific Spirits & product. Note: The Pack... used in a specifi... Beverages product. Note: The Wine Colour is used in a specific Wine product. Note: The Grape Variety is available in a specific Wine product. Note: Base Materials is mandatory when one of the following Category is Selected: 'Beer', 'Spirits', 'Refreshment Beverages and Wine - 'Sake', 'Fortified', 'Other'. Note: Please check this box if the product being registered is a Variety pack. Note: The agent /supplier is responsible for obtaining approval for the product label from the

- Updated listing fields (eLAF)

BCLDB Vendor Online - Application Details - Windows Internet Explorer

LIQUOR DISTRIBUTION BRANCH

Listing Application #: 36193

PRODUCT LISTING APPLICATION

Application Status: Unsubmitted

Step 6 of 7 - Application Details

Please enter the application details below:

Brand name: qq

BCLDB Listing Applied for*

Is this an exchange?

If Yes, Product SKU#?

Exchange Product Name

Reason for Exchange (max. 255 characters)

By Invitation

Invitation Number

Product Profile: (max. 2000 characters)

Label Approval

Please indicate whether the CFIA approval/review letter and/or label/strip label is in electronic copy by attachment or hard copy by fax. If "Hard Copy" is selected, you must fax or mail the letter to LDB with the listing application number and Product Name written on it. Please forward it to LDB Administrative Assistant in Purchasing. If the "Attachment" value is selected, you must attach the file using the "Browse" and "Attach File" buttons. To replace or update the file, simply re-attach it. For security reasons .exe, .cmd, .bat, .vbs, & .com file extensions will be blocked. For performance reasons, please keep attachments under 2 MB.

CFIA letter format:*

Attachment:

Signing Officer Name*

Signing Officer Title*

BACK

GO TO PREVIOUS

CLOSE WINDOW

SAVE SAVE INFO

SAVE & CONTINUE

PAUSED TO NEXT SCREEN

*Required Field

Key upcoming changes: what and when?

Manufacturers, Agents & Suppliers



APRIL 1, 2015

Implementation of new pricing model
Revised wholesale reporting
Updated and revised agreements

PRE-APRIL

Revised product registration and vendor website

Roll-out plan of Period I pricing cycle

Wholesale pricing calculator

Reporting process and potential system changes

Roll-out process of Period I 2015 (April 1st 2015) pricing cycle

- **Feb 1** – LDB wholesale pricing available to suppliers through the wholesale price calculator and vendor-specific price list
- **Feb 13** – deadline for submitting:
 - wholesale price changes,
 - wholesale pricing promotion programs (LTOs); and
 - annual beer production volume (for new beer mark-up model)
- **Mar 6**– LDB publishes Period I (April 1, 2015) wholesale prices
- **Mar 20** – BC Liquor Stores publishes Period I (April 1, 2015) retail prices for vendor-specific SKUs (hospitality sales)
- **Apr 1** – effective date for wholesale and retail prices.

When: From **February 1, 2015**

More information

- Period I: Pricing cut-off dates – [click here](#)
- Quarter I 2015/16 (Period 1-3) key pricing cycle dates are published [here](#)

BC LIQUOR DISTRIBUTION BRANCH
EXTERNAL - AGENT & SUPPLIER - Cut over for Period I Pricing (effective April 1, 2015)

PERIOD 10	PERIOD 11	PERIOD 12	PERIOD 1
JAN 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	FEB 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28	MAR 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	APR 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30

ACTIVITIES

- Feb-13 LDB wholesale pricing tools available to suppliers through wholesale price calculator and retail vendor specific price list with Period 11 date
- Mar-6 LDB publishes Period I (April 1, 2015) wholesale prices
- Mar-20 BC Liquor Stores publishes Period I (April 1, 2015) hospitality retail prices for vendor-specific SKUs
- Apr-1 Effective date for wholesale and hospitality retail prices.

Roll-out process of Period 1 2015

Manufacturers, agents and suppliers are currently providing their supplier price, which will determine the new wholesale prices (by SKU). Period 1 wholesale prices will be published March 6, 2015.

PERIOD 10							PERIOD 11							PERIOD 12							Date	ACTIVITIES
JAN S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31							FEB S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28							MAR S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31							Feb-1	LDB wholesale pricing tools available to suppliers through a wholesale price calculator and initial vendor-specific price list with Period 11 data
																					Feb-13	Deadline for submitting supplier cost changes for Period 1
																					Mar-6	LDB publishes Period 1 (April 1, 2015) wholesale prices
																					Mar-20	LDB publishes Period 1 (April 1, 2015) hospitality retail prices for vendor-specific SKUs
																					Apr-1	Effective date for wholesale and hospitality retail prices.
PERIOD 1							PERIOD 2							PERIOD 3								
APR S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 1 2							MAY S M T W T F S 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30							JUN S M T W T F S 31 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27								

Please note: Quarter 1 2015/16 (Period 1-3) key pricing cycle dates are published [here](#)



Discussion points

- Introductions
- Objectives for today
- Background
- Wholesale pricing: overview of the government's announcements
- Key upcoming changes: what and when?
- **Next steps**
- Questions

Milestones and next steps

Feb 1, 2015

- Wholesale pricing calculator made available.

March 6, 2015

- LDB publishes wholesale prices

March 20, 2015

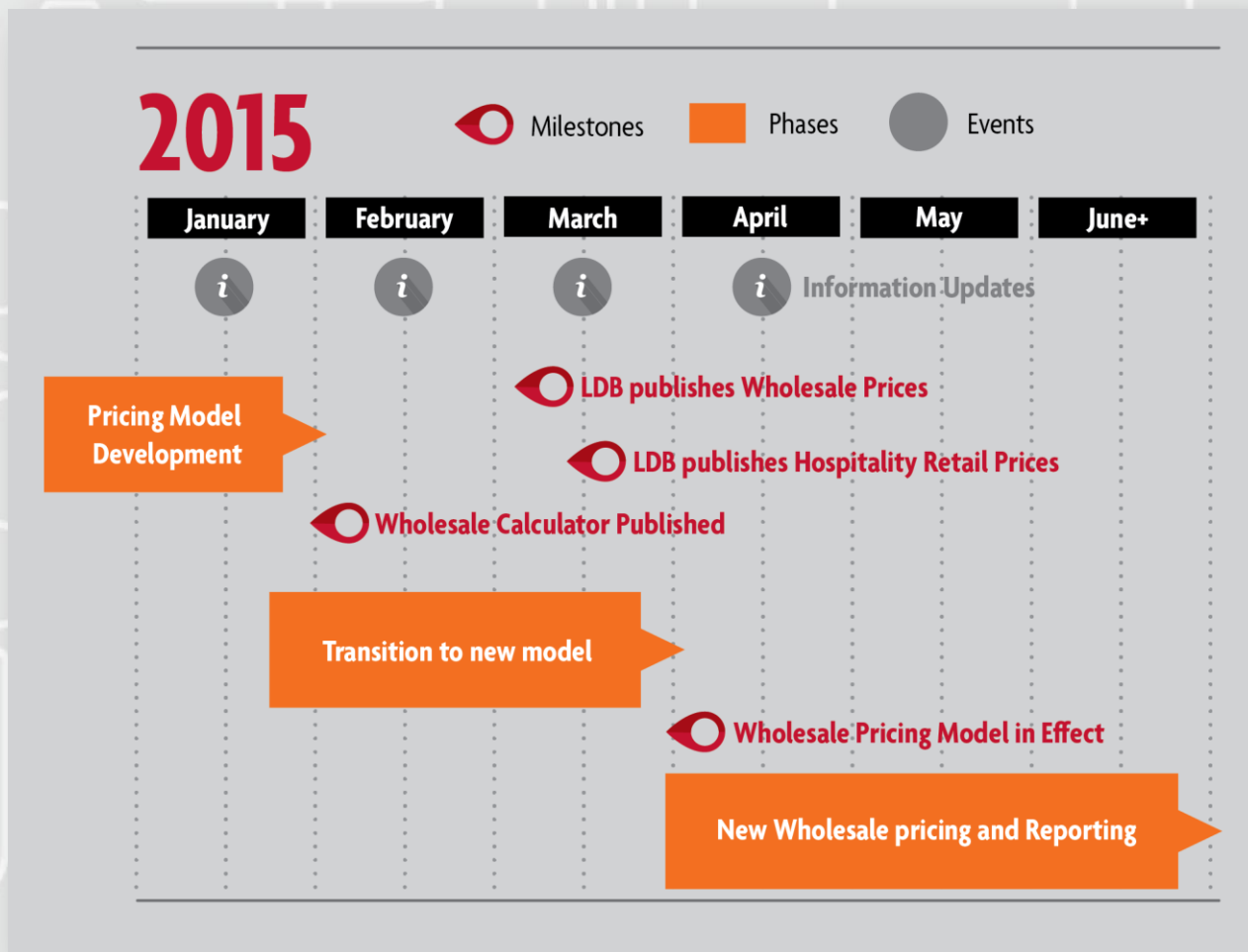
- LDB publishes LDB established retail prices for hospitality

April 1, 2015

- Effective date for wholesale and retail prices

Regular

- Information updates



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Disclaimer:

This information is based on current processes and decisions. In the event of any changes, this information will be subject to amendment.

Questions or queries, please direct them to:

<http://www.bcldb.com/doing-business-ldb>

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