

Call for listing: *B2022-07 Craft Style Beer Core listing*

October 31, 2022

CATEGORY PERFORMANCE:

Craft style beer net sales at Liquor Marts reached \$16.7MM R12 (October 2021 – September 2022); a decline of -7.7% and -11.8% litre sales. In Manitoba, craft style beer net sales during this period reached \$41MM, an increase of 4.8%.

Primary Category indicators R12 at Liquor Mart Sales:

Beer Style share of public net sales:

- Ales represent 71% of net \$ net public sales, -8.6% decline
- Lagers represent 18% of net \$ net public sales, -3.9% decline
- Variety packs represent 10% of net public sales, -7.8% decline

Format share of public net sales:

- Single serve represents 67%
- 8 packs represent 14%
- 12 packs represent 9%
- 15 packs represent 7%
- 6 packs represent 1%
- 4 packs represent 0.4%

Category Management is seeking product presentations to enhance our current craft style assortment that meet the following criteria:

- Brands with proven sales success locally or in other markets
- Formats:
 - Single serve can 473ml preferred, and 500ml
 - Variety/mixer packs from brands with proven sales success in Liquor Marts
 - Additional formats of currently listed core product will be considered if sales thresholds are met

Application Limit:

A **maximum** of 5 completed applications per Agent, and/or Supplier will be accepted for review.

Email Application to: categorymanagement@mbll.ca
Subject line: B2022-07 Craft Style Beer Core
*Application deadline: 11:59 pm CT, **November 27, 2022***
Applications received after the deadline will not be accepted

Application checklist:

Only applications containing **ALL** components of this check list will be considered. Applications missing information will be deemed incomplete, and not considered for listing.

Required:

- ✓ Product Presentation (Template format to be followed)
- ✓ Supplier Information Form (excel format only, no PDF)
 - With letter of authorization if required
- ✓ Product Application Form (Most recent version only, see attached)
 - Completed forms must be submitted in excel format only
- ✓ 2 Digital Color Images of the selling unit (either PDF or JPEG format only).
 - *1 image for MBLL Website (Bottle/can – 3” wide at 300 dpi **or** case/package – 5” wide at 300 dpi)*
 - *1 image of Back/Side label –clear enough to review all label details*
 - Please note** file share transfers (E.g., We transfers) will not be accepted

Review CSR Product Listing Guidelines prior to submission; available at <https://www.mblpartners.ca>

Additional requirements if applicable:

- ✓ Declaration of Origin (Imported products)
- ✓ Annual Declaration of Production (new suppliers claiming Micro status)
- ✓ Product Sell sheet (Optional)

Evaluation Criteria:

Evaluations will be conducted on the material provided, including, but not limited to the following criteria.

- ✓ Sustainability and overall suitability of the product to meet or exceed MBLL’s current and future business needs
- ✓ Compatibility of the product to meet MBLL strategic focus
- ✓ Quality and detail of the documentation submitted

Terms & Conditions:

- ✓ Any submissions accepted by the MBLL, shall not constitute a contract between the parties
- ✓ The MBLL reserves the right to withdraw this Call for Listing at any time, for any reason
- ✓ Suppliers may alter or withdraw their submission at any time prior to the closing date

Reminder:

- ✓ Samples are not required at the time of submission and are required upon request only

We thank everyone for their applications however, notifications will only be issued for successful listings which will be communicated by January 16, 2023.

Thank you,
Category Management