

**To:** All Domestic Suppliers, Industry Representatives and Specialty Wine Stores  
**From:** Manitoba Liquor and Lotteries Purchasing Administration Department  
**Date:** November 7, 2022  
**RE:** **Changes to Freight and Exchange Rates effective: January 1, 2023**

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Please be advised that certain freight and exchange rates will be changing effective January 1, 2023. See the attached schedules for new rates.

Manitoba Liquor & Lotteries is giving all suppliers and marketing representatives the opportunity to re-quote invoice costs in order to adjust desired retail prices. As outlined in the memo “Price Change Process Improvements” distributed October 22, 2019, if there is no desired to change retail price, no action is required, and case cost will be automatically adjusted to maintain current retail price.

**All submissions must be submitted to the price change mailbox: [pricechange@mbl.ca](mailto:pricechange@mbl.ca)** Submissions to other email addresses will not be actioned. Price change requests must be completed on the MBL Price Change Request Form, and submitted by 11:59 pm Friday, November 18th, 2022. To increase accuracy, please ensure your submission is completed in a single Form.

Updated pricing calculator and price change submission form are attached. Refrain from using any old versions as they will not be accepted.

Reminder effective April 9, 2018, the retail price overrides were removed from all Fringe (C) items. You are now required to submit pricing information along with General (A) and Specialty (B) items. Listed Fringe (C) items are no longer eligible for case cost adjustments on open purchase orders outside of the established price change schedule and process.

If you have any questions, please contact [ProductManagementCoordination@mbl.ca](mailto:ProductManagementCoordination@mbl.ca)

Regards,

Mark Ogg,  
Manager, Product Administration and Pricing Development

**FOREIGN CURRENCIES EXCHANGE RATES**  
As of January 1, 2023

<b>COUNTRY</b>	<b>CURRENCY</b>	<b>RATE IN CANADIAN \$ FOR PRICING PURPOSES</b>
Australia	Dollar	\$0.90
European Community	Euro	\$1.35*
New Zealand	Dollar	\$0.80
South Africa	Rand	\$0.08
United Kingdom	Pound	\$1.60
United States	Dollar	\$1.38*

**\* Change in rate**

Note: All other exchange rates are actual Bank of Canada rates at time of receipt of goods.

## STANDARD DOMESTIC FREIGHT RATES

*Effective: January 1, 2023*  
**(Subject to change without notice)**

ZONES	F.O.B. POINT	RATE PER LITRE
Quebec Zone 1	MONTREAL / POINTE CLAIRE	\$0.80*
Quebec Zone 2	MONTREAL / WINE TOTES	\$0.72*
Quebec Zone 3	MONTREAL – SAQ & MISC.	\$1.08*
Quebec Zone 4	VALLEYFIELD	\$0.75*
Ontario Zone 1	BRAMPTON – BACARDI	\$0.58*
Ontario Zone 2	HAMILTON / NIAGARA	\$0.95*
Ontario Zone 3	TORONTO / MISSISSAUGA - Constellation	\$0.58*
Ontario Zone 4	WINDSOR / WALKERVILLE, CORBY	\$1.05*
Ontario Zone 5	WINONA / GRIMSBY	\$1.06*
Ontario Zone 6	ONTARIO MISC	\$1.13*
Alberta Zone 1	EDMONTON / ST. ALBERT	\$0.26*
Alberta Zone 2	CALGARY	\$0.24*
Alberta Zone 3	LETHBRIDGE	\$0.39*
B.C. Zone 1	B.C. MISC. - SUMAC, OKANAGAN CONSOLIDATION	\$1.67*
B.C. Zone 2	OLIVER - Constellation	\$0.73*
B.C. Zone 3	VANCOUVER - BCLDB, MISCELLANEOUS	\$0.50*
B.C. Zone 4	VANCOUVER - MARK ANTHONY	\$0.50*
B.C. Zone 5	VANCOUVER – HILLEBRAND WESTLINK	\$0.95*
Atlantic Zone 1	ATLANTIC PROVINCES	\$1.34
Manitoba Zone 1	WETT SALES WAREHOUSE	\$0.00

### \* Change in rate

The following ship points do not have standard rates.  
 Retails will be based on estimates for each purchase order issued.

- Ontario – Bloomfield Exworks
- Ontario – Concord FCA
- Saskatchewan - Saskatoon
  - Regina
- Any New Locations

**IMPORT FREIGHT RATES PER LITRE**  
**UNITED STATES**

*Effective: January 1, 2023*

LOCATION	RATE PER LITRE FOR PRICING PURPOSES
ARKANSAS - Fort Smith	\$0.55
CALIFORNIA - Modesto - Gallo	\$1.18*
CALIFORNIA – American Canyon	\$1.60*
ILLINOIS	\$0.70*
INDIANA	\$0.76*
KENTUCKY	\$1.04*
MAINE	\$1.12*
MARYLAND	\$1.01*
MICHIGAN	\$0.36*
MINNESOTA	\$0.38*
MISSOURI	\$2.05*
NEW JERSEY	\$1.47*
NEW YORK	\$1.92*
OHIO	\$0.82*
PENNSYLVANIA	\$0.52*
TENNESSEE	\$1.33*
WASHINGTON	\$2.28*
WISCONSIN	\$1.16

**\* Change in rate**

The following ship points do not have standard rates.  
Retails will be based on estimates for each purchase order issued.

- Florida - Miami
- South Dakota
- Any New Locations
- **NOTE: Rates are subject to change without notice**

## IMPORT FREIGHT RATES PER LITRE

*Effective: January 1, 2023*

COUNTRY	RATE PER LITRE FOR PRICING PURPOSES	COUNTRY	RATE PER LITRE FOR PRICING PURPOSES
Argentina – FCA & FOB	\$2.13*	Jamaica – FOB	\$1.78*
Australia – FCA & FOB	\$1.74*	Jamaica – Exworks	\$1.78*
Australia – Exworks	\$2.87	Netherlands	\$2.12
Austria	\$4.98	New Zealand – FCA	\$1.57
Belgium	\$2.21	Poland	\$2.33*
Chile – FCA & FOB	\$1.79*	Portugal – FCA & FOB	\$1.96*
Czech Republic	\$2.42	Portugal – Exworks & Islands	\$2.43
Denmark	\$2.54	South Africa – FCA & FOB	\$2.59
France	\$2.57*	Spain - Barcelona - FCA & FOB	\$2.16*
Germany – FCA & FOB	\$1.79	Spain – Exworks	\$2.25*
Germany – Exworks	\$2.35*	Sweden – FOB	\$3.92*
Greece – Exworks, FCA & FOB	\$4.92	Sweden – Exworks	\$1.78
Hungary	\$4.37	Ukraine	\$0.00
Iceland (thru Halifax)	\$1.06	United Kingdom – FCA & FOB	\$1.79*
Ireland – Exworks, FCA & FOB	\$2.25*	United Kingdom – Exworks	\$1.95
Israel – Exworks	\$3.61	Uruguay (thru Chile)	\$3.42*
Italy	\$2.12		

**\* Change in rate**

The following ship points do not have standard rates.  
 Retails will be based on estimates for each purchase order issued.

- Switzerland
- Any New Locations

**Note: Rates subject to change without notice.**