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Introduction

The Newfoundland Labrador Liquor Corporation (NLC) has developed this document to help guide you through the various promotional programs that are available to beverage alcohol agents and suppliers in Newfoundland and Labrador. Once a year agents are invited to submit their promotional budgets and once completed, apply for promotional programming through ePAC, NLC's Electronic Promotional Application Calendar. This document will help you understand all of the promotional programs that will be available through NLC during the 2024 fiscal year (April 2, 2023 – April 6, 2024).

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ePAC

ePAC stands for Electronic Promotional Application Calendar. ePAC is an online web application which allows suppliers to submit brand budgets and apply for promotional programs. Benefits include reporting capabilities, ability to request changes throughout the year, up to date budgeting information, etc. Below is a high level summary of how the ePAC process works:

Step 1

Suppliers/agents input budgets for each of their brands. At this time, you would specify budgets for all promotional activities including Displays, AIR MILES®, Special Savings, etc. You will also have the opportunity to indicate priority months for your brands. For example, if you have a National programming running in August you can note that you would like a display for your brand during that month.

Step 2

Suppliers/agents input promotional program requests for the upcoming fiscal year. Displays will be chosen based on this programming.

Step 3

Category Management assigns Corporate Liquor Store Displays by brand and SKU. Category Management review the brand budgets and programming and then assign Corporate Liquor Store Displays to the brands and SKUs, based on their approved promotional programming.

Step 4

Category approves/rejects secondary programming. Suppliers are able to access ePAC throughout the year and make change requests through the application, rather than through email. Suppliers can also report on promotions throughout the year.

Feature Brand Program

NLC's Feature Brand Program is designed to drive growth and showcase our customers' favourite brands with significant signage and marketing support – in-store, online via nliquor.com, NLC's social media channels, and through an extensive multi-channel, province-wide advertising plan.

Period	Spirit Feature Brand	Wine Feature Brand	Beer Feature Brand	RTD Feature Brand
P1	\$5,600	\$5,600	\$9,600	\$5,600
P2	\$5,600	\$5,600	\$9,600	\$5,600
P3	\$7,000	\$7,000	\$12,000	\$7,000
P4	\$5,600	\$5,600	\$9,600	\$5,600
P5	\$5,600	\$5,600	\$9,600	\$5,600
P6	\$7,000	\$7,000	\$12,000	\$7,000
P7	\$5,600	\$5,600	\$9,600	\$5,600
P8	\$5,600	\$5,600	\$9,600	\$5,600
P9	\$7,000	\$7,000	\$12,000	\$7,000
P10	\$5,600	\$5,600	\$9,600	\$5,600
P11	\$7,000	\$7,000	\$12,000	\$7,000
P12	\$7,000	\$7,000	\$12,000	\$7,000

Display Space (Illustration A – Feature Section)

- Displayed in the Feature Brand section at the front of all stores, with special themed signage
- Beer brands are featured on either side of the beer cooler doors
- Footprint package #1
- Maximum 2 SKUs per Feature Brand
- **Signage** (Illustration B – In-store)
- Posters
- Offer Inserts
- Case Stack Posters
- Shelf Cards
- Power Aisle Signs *Wine, Spirits, RTD
- Beer Room Clings *Beer only
- Cooler Door Perpendiculars *RTD or Beer only
- Floor Display Signs

Media (Illustrations C & D – Social Media & Google Advertising Network)

Feature Brand product mentions and images to be showcased in creative via:

- Province-wide radio advertising coverage throughout sales period;
- Province-wide outdoor digital billboards;
- Geo-targeted social media advertising via Facebook, Instagram and Twitter
- Geo-targeted online display advertising via Google Ad Network.
- Front-page exposure at nliquor.com
- Exposure via NLC email blast, delivered to 23,000 customers

Additional Opportunities

- Suppliers may also avail of additional opportunities, which include:
 - Staff t-shirts
 - Staff buttons
 - Contests

Please contact the applicable Category Manager to discuss Feature Brand investment.

Illustration A – Feature Section



Feature Brand Social Media

NLC's social media channels (Facebook, Twitter and Instagram) are followed by approximately 42,000 users. Using a series of strategic, targeted organic and paid posts and campaigns allows NLC to reach followers, as well as other geographic and demographic targeted consumers in its marketplace, to the benefit of its Feature Brand partners.

Illustration C



Twitter

NLC Liquor Store @nliquor · Sep 17

Extra Miles? Now that's refreshing!
 ✨ Score 15 Bonus Miles when you purchase any 6 (offer ends Oct.1st).
 Find more Air Mile offers here nliquor.com/product-catego...

473 ml

1 retweet, 1 like



Facebook

NLC Liquor Store · August 18

🍷 Try Before You Buy!
 Friday 4pm to 7pm & Saturday 3pm to 6pm
 Drop by select Liquor Stores this weekend to sample Bailey's Colada Liqueur.
 (product may vary based on availability)
 PARTICIPATING STORES: Howley Estates • Long Pond • Gander • Grand Falls-Woodor •
 Marqueting • Corner Brook/Humber Gardens • Paradise Hill, Pearl • Cold River/Robt. J. J. •
 Pearl • Paradise • Topsail Road • Bay Roberts • Stanger Drive • Blackmarsh Road • Kelley Drive •
 Shipman Lake

8,690 People reached, 107 Engagements, +1.4x higher Distribution score

Boost post



Instagram

nliquor · NLLIQUOR Posts

View Insights, Promote

Liked by thebeveragebaron

nliquor The perfect pairing for your next BBQ! Enjoy a glass of Vivo + score Savings of \$2.00 ea on Vivo Reserva 750ml wines – now only \$14.69 (offer ends August. 27th)

August 23

Google Advertising Network

NLC's use of the Google Advertising network, including mobile in-app advertisements and display ads of numerous formats, allows its Feature Brand partners to be showcased locally to users of various interests. Whether local consumers are perusing the classifieds or checking out the provincial, national or international news, NLC highlights top brands and offers to your customers.

Illustration D



The screenshot shows the The Weather Network website interface. At the top, there's a navigation bar with the logo, a search bar, and social media links. Below that, a menu and location search bar are visible. The main content area displays the weather for Mount Pearl, NL, with a current temperature of 5°C and a forecast for the next 7 days. A 'TOP STORY' section highlights weather news about ex-tropical storms. On the right, there's a prominent advertisement for 'Cheers to Fall' from Liquor Store, featuring a 'BUY ONE GET ONE' promotion for wine and a '10 Bonus Merit' offer. The ad includes images of wine bottles and a 'CLICK FOR MORE OFFERS' button.

This is a close-up of the 'Cheers to Fall' advertisement. It features the 'LIQUOR Store' logo and the text 'CHEERS TO Fall' with a snowflake icon. Below this, it says 'WINES OVER 90° UNDER 120'. A large red box highlights a 'SAVE \$2.00 EA.' offer. Two bottles of wine are shown, with labels that include 'Cantillon de Diabls'. The ad also mentions '750 ML' and 'CLICK FOR MORE OFFERS'. At the bottom, there's a 'WATCH THIS' button.

Media Disclaimer

The goal is to provide each Feature Brand with as much premium media exposure and signage as possible for their investment. NLC builds strategic media plans that drive awareness of our Feature Brands for each promotional period via a diversified portfolio of media vehicles. Media choices vary depending on cost, availability and can change depending on time of year, demographic shifts, and emerging opportunities. Signage elements are also subject to change based on seasonal themes and available space.

Corporate Liquor Store Display

The Corporate Liquor Store Display Program is assigned by Category Management based on brand budgets and promotional plans. There are several display packages which include a maximum of one display per store. There are 24 Corporate Liquor Stores and so the largest display package would include 24 displays. Each display package is made up of Floor Displays, Primary Displays, and Choice Displays.

Floor Displays are freestanding displays that are built directly on the floor. Floor displays are the largest display type and typically hold a minimum of 12 cases. These are positioned in high traffic areas throughout the stores.

Primary Displays are located in the prime traffic area of each store. Primary displays are located on the end of wine islands, facing the ‘power aisle’ of the store.

Choice Displays are located on the end of wine isles, facing the perimeter of the store. Brands on choice displays are positioned strategically to promote cross – category shopping with the nearby Spirit categories or to highlight a brand within a nearby category.

FLOOR DISPLAY		PRIMARY DISPLAY		CHOICE DISPLAY	
Period	Per Store	Period	Per Store	Period	Per Store
P1	\$237	P1	\$150	P1	\$114
P2	\$237	P2	\$150	P2	\$114
P3	\$291	P3	\$184	P3	\$134
P4	\$291	P4	\$184	P4	\$134
P5	\$237	P5	\$150	P5	\$114
P6	\$291	P6	\$184	P6	\$134
P7	\$237	P7	\$150	P7	\$114
P8	\$237	P8	\$150	P8	\$114
P9	\$378	P9	\$238	P9	\$189
P10	\$237	P10	\$150	P10	\$114
P11	\$237	P11	\$150	P11	\$114
P12	\$291	P12	\$184	P12	\$134

Store	Floor Display	Primary Display	Choice Display	TOTAL
Howley Estates	9	12	6	27
TD Place	0	4	0	4
Port Aux Basques	2	7	7	16
Long Pond	4	20	3	27
Stephenville	3	11	11	25
Gander	3	17	2	22
Paradise	1	9	8	18
Grand Falls Windsor	6	8	7	21
Labrador City	2	8	8	18
Carbonear	2	9	8	19
Merrymeeting Road	2	12	12	26
Clareville	4	9	9	22
Marystown	3	9	9	21
Corner Brook Humber Gardens	5	15	10	30
Mount Pearl	4	11	11	26
Placentia	0	3	2	5
Happy Valley Goose Bay	4	12	6	22
Topsail Road	3	16	4	23
Bay Roberts	3	10	10	23
Stavanger Drive	3	17	3	23
Pearlgate Plaza	3	13	7	23
Blackmarsh Road	4	13	7	24
Kelsey Drive	7	16	4	27
Ropewalk Lane	2	9	9	20

Corporate Liquor Store Display Package Configuration				
Display Package	Floor Display	Primary Display	Choice Display	TOTAL
D01	22	2	0	24
D02	21	3	0	24
D03	16	8	0	24
D04	9	14	1	24
D05	4	18	1	23
D06	3	19	0	22
D07	2	20	0	22
D08	1	21	0	22
D09	1	21	0	22
D10	0	21	1	22
D11	0	19	3	22
D12	0	17	5	22
D13	0	16	6	22
D14	0	14	8	22
D15	0	11	11	22
D16	0	10	12	22
D17	0	8	13	21
D18	0	7	14	21
D19	0	7	12	19
D20	0	5	13	18
D21	0	2	15	17
D22	0	1	14	15
D23	0	1	11	12
D24	0	1	6	7
D25	0	0	6	6
D26	0	0	5	5
D27	0	0	3	3
D28	0	0	1	1
D29	0	0	1	1
D30	0	0	1	1

Corporate Liquor Store Display – Backercards

Our Display Backercards are 20" w x 16" h and will be developed in-house utilizing the current marketing thematic to keep a consistent look & feel throughout our stores and digital network. However, if the supplier has a national program they really want to push in our market, then we can work one-on-one with them to help incorporate their programming into our creative. Any final art or images must be sent to Danielle Roche for approval at least four to five weeks before the start of the promotional period.

Please forward all creative as attachments (as opposed to embedded in the email) and if attachments are over 20MB we suggest using Dropbox - Dropbox keeps your files safe, synced, and easy to share, once you sign up for the service you are provided with 2GB of free storage space.

Production Requirements

File Format - 300dpi CMYK Actual size (Jpeg, Tiff, Adobe PDF or PSD preferred)

PDF - NO Bleeds or Crop Marks Required

Fonts - All Fonts should be embedded as paths or supplied in Mac format to avoid substitution



Liquor Express Display

The Liquor Express Display package allows suppliers to highlight a specific program in the top Liquor Express locations. This program is sold as a display package which includes one display in each of the top 47 Liquor Express locations. Each of the 54 locations are force distributed a minimum of 2 cases of the product on display. They are also provided signage to promote the specific offer. Please note that AIR MILES® offers will not be communicated on any Liquor Express Display signage.

Period	TOTAL
P1	\$2,500
P2	\$2,500
P3	\$3,125
P4	\$2,500
P5	\$2,500
P6	\$3,125
P7	\$2,500
P8	\$2,500
P9	\$3,250
P10	\$2,500
P11	\$3,125
P12	\$3,125

Footprints

Footprints are small displays, typically 4-5 cases high and are ideal for brands with promotional support that do not have a Corporate Liquor Store Display. Footprints are bundled in packages with varying amounts of footprints. Each store in a footprint package will have one footprint. Additional signage can be created and purchased to highlight any offers associated with a footprint package. Suppliers can also supply their own case stackers/display units for this promotion.



Period	Package #1 (23 Stores)		Package #2 (20 Stores)		Package #3 (15 Stores)		Package #4 (10 Stores)		Package #5 (6 Stores)	
	Per Store	TOTAL	Per Store	TOTAL	Per Store	TOTAL	Per Store	TOTAL	Per Store	TOTAL
P1	\$100	\$2,300	\$100	\$2,000	\$100	\$1,500	\$100	\$1,000	\$100	\$600
P2	\$100	\$2,300	\$100	\$2,000	\$100	\$1,500	\$100	\$1,000	\$100	\$600
P3	\$120	\$2,760	\$120	\$2,400	\$120	\$1,800	\$120	\$1,200	\$120	\$720
P4	\$100	\$2,300	\$100	\$2,000	\$100	\$1,500	\$100	\$1,000	\$100	\$600
P5	\$100	\$2,300	\$100	\$2,000	\$100	\$1,500	\$100	\$1,000	\$100	\$600
P6	\$120	\$2,760	\$120	\$2,400	\$120	\$1,800	\$120	\$1,200	\$120	\$720
P7	\$100	\$2,300	\$100	\$2,000	\$100	\$1,500	\$100	\$1,000	\$100	\$600
P8	\$100	\$2,300	\$100	\$2,000	\$100	\$1,500	\$100	\$1,000	\$100	\$600
P9	\$130	\$2,990	\$130	\$2,600	\$130	\$1,950	\$130	\$1,300	\$130	\$780
P10	\$100	\$2,300	\$100	\$2,000	\$100	\$1,500	\$100	\$1,000	\$100	\$600
P11	\$120	\$2,760	\$120	\$2,400	\$120	\$1,800	\$120	\$1,200	\$120	\$720
P12	\$120	\$2,760	\$120	\$2,400	\$120	\$1,800	\$120	\$1,200	\$120	\$720

Footprint Package #1	Footprint Package #2	Footprint Package #3	Footprint Package #4	Footprint Package #5
2 - Howley Estates	2 - Howley Estates	2 - Howley Estates	2 - Howley Estates	2 - Howley Estates
41 - Stavanger Drive	41 - Stavanger Drive	41 - Stavanger Drive	41 - Stavanger Drive	41 - Stavanger Drive
7 - Long Pond	7 - Long Pond	7 - Long Pond	7 - Long Pond	7 - Long Pond
49 - Kelsey Drive	49 - Kelsey Drive	49 - Kelsey Drive	49 - Kelsey Drive	49 - Kelsey Drive
42 - Pearlgate Plaza	42 - Pearlgate Plaza	42 - Pearlgate Plaza	42 - Pearlgate Plaza	22 - Corner Brook Humber
14 - Merrymeeting Road	14 - Merrymeeting Road	14 - Merrymeeting Road	14 - Merrymeeting Road	27 - Paradise
33 - Topsail Road	33 - Topsail Road	33 - Topsail Road	33 - Topsail Road	
22 - Corner Brook Humber	22 - Corner Brook Humber	22 - Corner Brook Humber	22 - Corner Brook Humber	
23 - Mount Pearl	23 - Mount Pearl	23 - Mount Pearl	23 - Mount Pearl	
43 - Blackmarsh Road	43 - Blackmarsh Road	43 - Blackmarsh Road	10 - Gander	
10 - Gander	10 - Gander	10 - Gander		
25 - Happy Valley	25 - Happy Valley	25 - Happy Valley		
11 - Grand Falls	11 - Grand Falls	11 - Grand Falls		
60 - Ropewalk Lane	60 - Ropewalk Lane	60 - Ropewalk Lane		
40 - Bay Roberts	40 - Bay Roberts	40 - Bay Roberts		
16 - Clarenville	16 - Clarenville			
8 - Stephenville	8 - Stephenville			
13 - Carbonear	13 - Carbonear			
20 - Marystown	20 - Marystown			
12 - Labrador City	12 - Labrador City			
6 - Port aux Basques				
24 - Placentia				
3 - TD Place				

Feature Radius

The Feature Radius is a curved display unit that is positioned on the wall within various categories. There is a feature radius in the Light Rum, Vodka, and Canadian Whisky sections. This program is ideal for promoting a specific brand within the category (example: Canadian Whisky AIR MILES® offer on the Canadian Whisky radius) or for promoting cross-category shopping (example: Wine offer on the Vodka radius). NLC provides sizeable signage for this program which is ideal for communicating exciting offers. This program requires approximately 10-15 cases of product to fill the shelves in each location.



Period	LIGHT RUM RADIUS (22 Stores)		VODKA RADIUS (22 Stores)		CANADIAN WHISKY RADIUS (18 Stores)	
	Per Store	TOTAL	Per Store	TOTAL	Per Store	TOTAL
P1	\$130	\$2,860	\$130	\$2,860	\$130	\$2,340
P2	\$130	\$2,860	\$130	\$2,860	\$130	\$2,340
P3	\$160	\$3,520	\$160	\$3,520	\$160	\$2,880
P4	\$130	\$2,860	\$130	\$2,860	\$130	\$2,340
P5	\$130	\$2,860	\$130	\$2,860	\$130	\$2,340
P6	\$160	\$3,520	\$160	\$3,520	\$160	\$2,880
P7	\$130	\$2,860	\$130	\$2,860	\$130	\$2,340
P8	\$130	\$2,860	\$130	\$2,860	\$130	\$2,340
P9	\$170	\$3,740	\$170	\$3,740	\$170	\$3,060
P10	\$130	\$2,860	\$130	\$2,860	\$130	\$2,340
P11	\$160	\$3,520	\$160	\$3,520	\$160	\$2,880
P12	\$160	\$3,520	\$160	\$3,520	\$160	\$2,880

Liqueur Mixology Radius

The Liqueur Mixology Radius is a curved display unit that is positioned within the Liqueur shelf set in 15 stores. This program is designed to highlight products through a mixology theme by showcasing cocktail recipes. One-stop shopping for customer mixologists!

The Radius will consist of 4 shelves - housing 2 SKUs per shelf with signage. Suppliers should apply for 2 SKUs per each Liqueur Mixology Radius program. 4 Liqueur Mixology programs will be accepted per period based on Category Management discretion. Additional promotional activity such as SAVE or AIR MILES® offers will also be highlighted on signage if applicable to the selected SKUs (per shelf/package).

LIQUEUR Mixology RADIUS (15 stores)		
Period	Per Store	TOTAL
P1	\$30	\$450
P2	\$30	\$450
P3	\$37	\$555
P4	\$30	\$450
P5	\$30	\$450
P6	\$37	\$555
P7	\$30	\$450
P8	\$30	\$450
P9	\$40	\$600
P10	\$30	\$450
P11	\$30	\$555
P12	\$37	\$555



Light Rum Radius	Vodka Radius	Canadian Whisky Radius	Liqueur Radius
2 - Howley Estates	2 - Howley Estates	2 - Howley Estates	2 - Howley Estates
41 - Stavanger Drive	41 - Stavanger Drive	41 - Stavanger Drive	41 - Stavanger Drive
7 - Long Pond	7 - Long Pond	7 - Long Pond	7 - Long Pond
49 - Kelsey Drive	49 - Kelsey Drive	49 - Kelsey Drive	49 - Kelsey Drive
42 - Pearlgate Plaza	42 - Pearlgate Plaza	42 - Pearlgate Plaza	42 - Pearlgate Plaza
14 - Merrymeeting Road	14 - Merrymeeting Road	14 - Merrymeeting Road	14 - Merrymeeting Road
33 - Topsail Road	33 - Topsail Road	33 - Topsail Road	33 - Topsail Road
22 - Corner Brook Humber	22 - Corner Brook Humber	22 - Corner Brook Humber	22 - Corner Brook Humber
23 - Mount Pearl	23 - Mount Pearl	23 - Mount Pearl	23 - Mount Pearl
43 - Blackmarsh Road	43 - Blackmarsh Road	43 - Blackmarsh Road	11 - Grand Falls
10 - Gander	10 - Gander	25 - Happy Valley	40 - Bay Roberts
25 - Happy Valley	25 - Happy Valley	11 - Grand Falls	16 - Clarenville
11 - Grand Falls	11 - Grand Falls	40 - Bay Roberts	20 - Marystown
60 - Ropewalk Lane	60 - Ropewalk Lane	16 - Clarenville	27 - Paradise
40 - Bay Roberts	40 - Bay Roberts	20 - Marystown	8 - Stephenville
16 - Clarenville	16 - Clarenville	27 - Paradise	
8 - Stephenville	8 - Stephenville	8 - Stephenville	
13 - Carbonear	13 - Carbonear	13 - Carbonear	
20 - Marystown	20 - Marystown		
12 - Labrador City	12 - Labrador City		
6 - Port aux Basques	6 - Port aux Basques		
27 - Paradise	27 - Paradise		

Impulse at Cash

The Impulse at Cash unit is located at the front of the store, at each cash lane. This program is ideal for promoting impulse purchases. Each sales period, NLC showcases 6 - 8 products in this display.

Period	TOTAL
P1	\$1,000
P2	\$1,000
P3	\$1,125
P4	\$1,000
P5	\$1,000
P6	\$1,125
P7	\$1,000
P8	\$1,000
P9	\$1,250
P10	\$1,000
P11	\$1,125
P12	\$1,125



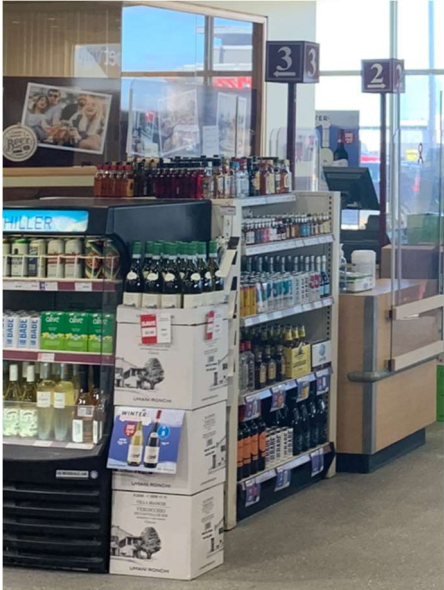
Shelf Card Sample:



Impulse at Cash Footprint

Impulse at Cash Footprints are located on either side of the Impulse at Cash units. Two products are selected per period and positioned on one side of the Impulse at Cash at every cash lane in every Corporate Liquor Store. Based on the inventory draw this program is ideal for high volume brands.

Period	TOTAL
P1	\$2,500
P2	\$2,500
P3	\$3,000
P4	\$2,500
P5	\$2,500
P6	\$3,000
P7	\$2,500
P8	\$2,500
P9	\$3,250
P10	\$2,500
P11	\$3,000
P12	\$3,000



Dump Bin

The Dump Bin program provides suppliers the opportunity to feature an impulsive product near the cash or in strategic places throughout the store.

Period	TOTAL
P1	\$750
P2	\$750
P3	\$875
P4	\$750
P5	\$750
P6	\$875
P7	\$750
P8	\$750
P9	\$1,000
P10	\$750
P11	\$875
P12	\$875



Cooler at Cash

The Cooler at Cash program allows suppliers to position products at every cash in a chilled display unit. This program is ideal for white wines, single serve beer and Ready-to-Drink beverages.

Period	TOTAL
P1	\$500
P2	\$500
P3	\$625
P4	\$500
P5	\$500
P6	\$625
P7	\$500
P8	\$500
P9	\$750
P10	\$500
P11	\$625
P12	\$625



Open Face Cooler

The Open Face Cooler display units provide additional exposure to the products selected, outside of their position in the regular shelf sets. These display units offer customers the convenience of being able to pick from a selection of chilled wines at various price points.



Period	TOTAL
P1	\$350
P2	\$350
P3	\$450
P4	\$350
P5	\$350
P6	\$450
P7	\$350
P8	\$350
P9	\$500
P10	\$350
P11	\$450
P12	\$450

Beer Cooler Display

The Beer Cooler display package is designed to give suppliers the opportunity to capitalize on heavy traffic flow through the beer cooler. Depending on the size of the beer cooler this display will range from a footprint (4-5 cases) to a bigger floor display. Floor Display signage will be created and placed on/or next to the footprint. There is one Beer Cooler Display per period. Products will be selected based on impulsiveness, program support, etc. This program is available to all categories.

Period	TOTAL
P1	\$2,500
P2	\$2,500
P3	\$3,125
P4	\$2,500
P5	\$2,500
P6	\$3,125
P7	\$2,500
P8	\$2,500
P9	\$3,250
P10	\$2,500
P11	\$3,125
P12	\$3,125



Beer Cooler 4 Shelf Display

The Beer Cooler 4 Shelf Display is designed to give suppliers the opportunity to capitalize on heavy traffic flow in the beer cooler with the added benefit of having cold space to display their product. This display, with 4 shelves, will be available in 14 of our newly renovated beer coolers with one shelf designated per supplier. Signage will be created and placed on each shelf. Products will be selected based on impulsiveness, program support, etc. This program is available to all categories.

14 Stores		
Period	Per Store/Per Shelf	TOTAL
P1	\$100	\$1,400
P2	\$100	\$1,400
P3	\$120	\$1,680
P4	\$100	\$1,400
P5	\$100	\$1,400
P6	\$120	\$1,680
P7	\$100	\$1,400
P8	\$100	\$1,400
P9	\$130	\$1,820
P10	\$100	\$1,400
P11	\$120	\$1,680
P12	\$120	\$1,680

Stores
2 - Howley Estates
41 - Stavanger Drive
7 - Long Pond
14 - Merrymeeting Road
22 - Corner Brook Humber
23 - Mount Pearl
43 - Blackmarsh Road
10 - Gander
25 - Happy Valley
11 - Grand Falls
60 - Ropewalk Lane
40 - Bay Roberts
13 - Carbonear
20 - Marystown



Shelf Extenders

Shelf Extenders are metal shelves that hold up to one case of product at a time and are inserted on the eye level shelf within various categories. This program allows suppliers to merchandise across categories or to highlight a product within a category. Suppliers select from a variety of categories when applying for this program.

Shelf Extender	Qty	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12
<i>Cost per Period</i>		\$25	\$25	\$30	\$25	\$25	\$30	\$25	\$25	\$35	\$25	\$30	\$30
Vodka	21	\$525	\$525	\$630	\$525	\$525	\$630	\$525	\$525	\$735	\$525	\$630	\$630
Flavoured Spirits	20	\$500	\$500	\$600	\$500	\$500	\$600	\$500	\$500	\$700	\$500	\$600	\$600
Australia Red	19	\$475	\$475	\$570	\$475	\$475	\$570	\$475	\$475	\$665	\$475	\$570	\$570
Canadian Whisky	19	\$475	\$475	\$570	\$475	\$475	\$570	\$475	\$475	\$665	\$475	\$570	\$570
Liqueur	19	\$475	\$475	\$570	\$475	\$475	\$570	\$475	\$475	\$665	\$475	\$570	\$570
Italy Red	15	\$375	\$375	\$450	\$375	\$375	\$450	\$375	\$375	\$525	\$375	\$450	\$450
White/Dark Rum	15	\$375	\$375	\$450	\$375	\$375	\$450	\$375	\$375	\$525	\$375	\$450	\$450
Light Rum	14	\$350	\$350	\$420	\$350	\$350	\$420	\$350	\$350	\$490	\$350	\$420	\$420
Canada Red	11	\$275	\$275	\$330	\$275	\$275	\$330	\$275	\$275	\$385	\$275	\$330	\$330
Canada White	10	\$250	\$250	\$300	\$250	\$250	\$300	\$250	\$250	\$350	\$250	\$300	\$300
Italy White	10	\$250	\$250	\$300	\$250	\$250	\$300	\$250	\$250	\$350	\$250	\$300	\$300
Chile White	9	\$225	\$225	\$270	\$225	\$225	\$270	\$225	\$225	\$315	\$225	\$270	\$270
USA Red	8	\$200	\$200	\$240	\$200	\$200	\$240	\$200	\$200	\$280	\$200	\$240	\$240
Australia White	7	\$175	\$175	\$210	\$175	\$175	\$210	\$175	\$175	\$245	\$175	\$210	\$210
Scotch	7	\$175	\$175	\$210	\$175	\$175	\$210	\$175	\$175	\$245	\$175	\$210	\$210
Chile Red	6	\$150	\$150	\$180	\$150	\$150	\$180	\$150	\$150	\$210	\$150	\$180	\$180
France Red	5	\$125	\$125	\$150	\$125	\$125	\$150	\$125	\$125	\$175	\$125	\$150	\$150
Argentina Red	4	\$100	\$100	\$120	\$100	\$100	\$120	\$100	\$100	\$140	\$100	\$120	\$120
USA White	4	\$100	\$100	\$120	\$100	\$100	\$120	\$100	\$100	\$140	\$100	\$120	\$120
France White	3	\$75	\$75	\$90	\$75	\$75	\$90	\$75	\$75	\$105	\$75	\$90	\$90
Argentina White	2	\$50	\$50	\$60	\$50	\$50	\$60	\$50	\$50	\$70	\$50	\$60	\$60



Shelf Extender	Quantity	2 - Howley Estates	6 - Port aux Basques	7 - Long Pond	8 - Stephenville	10 - Gander	11 - Grand Falls	12 - Labrador City	13 - Carbonar	14 - Merrymeeting Road	16 - Clarenville	20 - Marystown	22 - Corner Brook Humber Gardens	23 - Mount Pearl	25 - Happy Valley	33 - Topsail Road	40 - Bay Roberts	41 - Stavanger Drive	42 - Pearlgate Plaza	43 - Blackmarsh Road	49 - Kelsey Drive	60 - Ropewalk Lane	27 - Paradise	
Argentina Red	4	X		X															X					
Argentina White	2				X														X					
Australia Red	19		X	X		X														X				
Australia White	7			X							X									X				
Canada Red	11	X		X																X				
Canada White	10	X		X																X				
Chile Red	6	X		X																X				
Chile White	9	X		X																X				
France Red	5	X																		X				
France White	3																			X				
Italy Red	15	X		X		X														X				
Italy White	10	X		X																X				
USA Red	8	X		X																X				
USA White	4	X																		X				
Canadian Whisky	19	X		X	X	X														X				
Flavoured Spirits	20	X		X	X	X														X				
Light Rum	14	X	X	X																X				
White/Dark Rum	15	X		X	X															X				
Liqueur	19	X		X	X	X														X				
Scotch	7	X		X																X				
Vodka	21	X		X	X	X														X				

AIR MILES® reward miles Program

NLC offers one (1) base AIR MILES® Reward Mile™ with every \$30 purchase before tax and bottle deposit. In addition to this, suppliers can offer Bonus AIR MILES® Bonus Miles™ on selected products. There are several types of AIR MILES offers including:

Regular AIR MILES Bonus Miles

A regular Bonus Miles offer is a **single SKU offer** such as “Earn X Bonus Miles when you purchase Y units of SKU Z”

Shelf Label Example:

BONUS MILES

BUY 1 = GET 15

\$39.98

Offer Ends:
1 October 2022

ML: 750
SKU: 19440

Signal Hill Whisky

BONUS MILES

BUY 2 = GET 14

\$17.98

Offer Ends:
1 October 2022

ML: 750
SKU: 15010

**Sandara Frizzante
Rose**

Bundled AIR MILES Bonus Miles

There are various types of AIR MILES bundles that allow suppliers to offer Bonus Miles with the purchase of multiple SKU's. They are as follows:

Bonus Miles Bundle Regular

- Purchase multiple units from a list of products and earn X Bonus Miles
- Example: Buy any 2 units of the ABC brand family (more than one sku) and earn 20 Bonus Miles

Shelf Label Example:

BONUS MILES

BUY ANY 2 = GET 10

Offer Ends:
1 October 2022

ML: 750

Sku 18130	Long Barn Chardonnay	\$20.77
Sku 18134	Long Barn Pinot Noir	\$20.77
Sku 22664	Long Barn Cabernet Sauvignon	\$23.78

Bonus Miles Bundle Tiered

- This is a **2-3** tiered program where the number of Bonus Miles is incremental to the number of units purchased within a brand family
- The number of Bonus Miles per unit increases as the customer buys more
 - o Can run on one product and up to as many as six products
- Example: Buy 1 unit of brand ABC and earn 5 Bonus Miles
Buy 2 units of brand ABC and earn 12 Bonus Miles
Buy 3 units of brand ABC and earn 20 Bonus Miles

Shelf Label Example:

BONUS MILES

BUY ANY **GET**

= **5**

= **25**

Offer Ends:
1 October 2022
ML: 750

Tommasi Surani Heracles IGT
Sku 15104 **\$21.48**

Tommasi Surani Arthemis Fiano
Sku 18194 **\$19.99**

Bonus Miles Bundle Combo (Buy All)

- This bundle allows suppliers to bundle products within multiple brand families. This offer requires the customer to purchase one unit of all SKU's included in order to get the offer. Maximum of 8 SKU's.
- Example: Buy product A & product B and earn 20 Bonus Miles

Bonus Miles Bundle (AND)

- With this bundle suppliers choose a required product (anchor product) that customers need to purchase with any combination of other qualifying products. Ideally, the anchor product would be the higher volume sku to help get those customers to purchase more products from the list. Maximum of 6 SKU's.
- Example: Buy product X AND product Y OR product Z and earn 20 Bonus Miles

Shelf Label Example:



AIR MILES® Requirements

The cost per Air Mile is \$0.33.

- NLC reserves the right to limit the number of Bonus AIR MILES® promotions for any period
- All Air Miles promotions are subject to Category approval
- Bonus AIR MILES® reward miles may be offered in conjunction with Special Savings or Value-add programs but this will be subject to Category approval
- Below are the suggested minimum Bonus AIR MILES® reward miles that can be awarded based on price.

Retail Price	Bonus Miles
Under \$10.00	2-3
\$10.00 - \$14.99	4-5
\$15.00 - \$19.99	5-6
\$20.00 - \$24.99	6-7
\$25.00 - \$29.99	7-8
\$30.00 - \$34.99	8-9
\$35.00 and up	9+

AIR MILES® “Pick 6” Program

The AIR MILES “Pick 6” program is a Bundled Bonus Miles program designed to drive sales of all categories. The “Pick 6” program will be highlighted near the Cooler Doors in all stores via stands which hold posters communicating the offer. Footprints of the product(s) will be positioned next to these stands. Footprint signs as well as shelf cards will also be printed communicating the offer.

The cost to participate in this program is \$2,500 plus the cost of the Bonus Miles issued. Any Agents/Suppliers interested in participating in this program should contact the Category Manager to discuss acceptance and implementation.



Mega Deals

Mega Deals provide suppliers with an opportunity to feature big AIR MILES® Bonus Miles™ or SAVE offers on their products for a short period of time to help drive sales during high-traffic weekends. In order to encourage big offers the cost of the Bonus Miles fee will be reduced from the current \$0.33 per mile to \$0.28. There will be no Special Savings fee applied to any SAVE offers.

Mega Deals products will be featured on the NLC website, social media, e-newsletter, in-store posters, shelf cards & floor display signs and radio.

Easter Week: April 5 – 9, 2023
Mother's Day Weekend: May 11 – 14, 2023
Victoria Day: May 18 - 21, 2023
Father's Day Weekend: June 15 – 18, 2023
Canada Day Week: June 25 -July 1, 2023
Labour Day Weekend: August 31 - September 3, 2023
Thanksgiving Weekend: October 5 - 8, 2023
Halloween Week: October 26 - 31, 2023
Black Friday: November 24, 2023
Holiday Door Crashers #1: November 30 – December 1, 2023
Holiday Door Crashers #2 December 7 – 8, 2023
Holiday Door Crashers #3 December 14 – 15, 2023
Boxing Week: December 27 – 31, 2023
Super Bowl Weekend: February 8 - 11, 2024
Valentine's Super Specials: February 9 - 14, 2024
St. Patrick's Day Week: March 11 - 17, 2024
Easter Week #2: March 27 - 31, 2024

Suppliers may apply for an exclusive Door Crasher event throughout the year outside of the scheduled promotions above. Subject to Category approval.

Below are the suggested minimum Bonus Miles that can be awarded based on price for Mega Miles/holiday events:

Retail Price	Bonus AIR MILES® reward miles
Under \$10.00	5-10
\$10.00 - \$14.99	10-15
\$15.99 - \$19.99	15-20
\$20.00 - \$24.99	20-25
\$25.00 - \$29.99	25-30
\$30.00 - \$34.99	30-35
\$35.00 and up	35+

LABOUR DAY WEEKEND
MEGA Deals
 SEPTEMBER 1ST - 4TH

LAMBEY'S FINE BLEND WHISKY Save \$4.00
 SHIRAZ VINOVA Save \$4.00
 BACARDI RUM Save \$6.00
 HOLLAND HOUSE VODKA Save \$6.00
 DUTCHMAN'S BOURBON WHISKY Save \$3.00
 CAPTAIN MORGAN ORIGINAL SPICED ROM Save \$4.00
 CAPTAIN MORGAN CARIBBEAN CARIBBEAN ROM Save \$4.00
 NEW AMSTERDAM PINK SPICED VODKA Save \$3.00
 GRAND BANKER PURE ORIGIN CANADIAN BLended WHISKY Save \$3.50
 JACKSON'S PROSECCO PROSECCO Save \$2.00
 CROWN ROYAL WHISKY Save \$5.00
 THUNDERBAY ON Save \$4.00
 FERRY CREEK CIDER Save \$3.00
 TO CORNERS HARD CIDER Save \$3.00
 HUFFING PROSECCO Save \$1.00
 SELECT BREWER FLAVORS Save \$1.50
 SELECT KNOWLEDGING BEER DRINKERS Save \$1.50
 WOODSIDE SMALL BATCH LIGHT CIDER Save \$2.00
 CORONA EXTRA Save \$6.00
 MILLER LITE Save \$1.50

DOOR CRASHER
 SEPTEMBER 17TH & 18TH
 TWO DAYS ONLY!
 NOW \$15.39
 SAVE \$4.00
 750 ML

APOTHIC CAB
 CABERNET SAUVIGNON
 SMOOTH & FULL BODIED

AIR MILES® eCampaign

The AIR MILES eCampaign program allows AIR MILES to target a specific group of customers and either send them an exclusive AIR MILES offer through the AIR MILES email channel or promote an existing in-store AIR MILES offer through the AIR MILES email channel. NLC will provide the creative for this program. The cost is \$70 per thousand with a minimum deployment fee of \$875 (which equates 12,500 collectors). Please contact the applicable Category Manager with interest in participation.



THE ROCK
IS NOW AVAILABLE
ON THE ROCK



AIR MILES® Swipe-to-Win Contests

These contests are great investments as they provide added incentive to the consumer to choose your product. NLC provides in-store shelf card signage and display space to promote these contests. All contests are also featured on the Deals & Giveaways Section of nliquor.com, which is one of the top visited pages on our website, with over 2000 average visitors per month. The cost of participating in a Swipe-to-Win contest is \$500 per contest. The supplier must also provide all prizing for the contest. Contact your category coordinator to plan your Swipe-to-Win Contest.



Other AIR MILES® Opportunities

AIR MILES® National Campaigns – AIR MILES sponsored programs that showcase NLC Brands in an AIR MILES coalition-wide promotion. Includes gaming and/or guaranteed AIR MILES prizes based on collector purchase behaviour across all sponsors.

Communication can include any of the AIR MILES communication tools including, print (collector updates, posters and flyers), digital (enews, emails, airmiles.ca and mobile push notifications) and social (Facebook, Twitter and Instagram).

E-coupons on airmiles.ca - Bonus AIR MILES® offered on www.airmiles.ca

Ad HOC Events – local opportunities initiated by the NLC. Coalition coupon sheets to promote new store openings, renovations, etc. that are distributed through participating sponsor locations.

Let us know if you have any new ideas of how to effectively promote your brands to AIR MILES collectors.

Please contact the applicable Category Manager with interest in participation.

1 to 1 E-Mail Banners

1:1 is an E-mail program through NLC's partnership with AIR MILES® that uses their precision engine. This program takes all of the offers that are on AIR MILES at the NLC in a given period, and delivers them to customers based on past purchase behavior, brand and category preferences, upsell and other parameters co-designed by NLC and AIR MILES. This results in NLC customers getting offers that are most relevant to them. These E-Mails are sent to NLC customers who are considered "engaged" and "active" collectors. NLC has approximately 48,000 customers who meet these criteria.

This program began in August of 2021 and has experienced continuous improvement in results. Below are the average results of these e-mail deployments over the past 12 months.

Open Rate	Response Rate	Avg. # of Recipients
51.4%	3.6%	48,281

In addition to the personalized offers in the 1:1 E-Mail, there is also the opportunity to highlight exclusive or mass offers in these e-mails in the form of hero or secondary banners. These banners can also be used to highlight a new product launch, reward existing customers, encourage new customers to try your products and more. The cost of these banners is below.

Hero Banner – 1200px X 1080px - \$1,100

Secondary Banner – 1200px X 540px - \$400





Shop Now 

BUY ONE
15
Bonus Miles

WASHINGTON Hills
CHARDONNAY


WASHINGTON Hills
CABERNET SAUVIGNON

Free
TOM GORE WINE 750 ML
with purchase of
GREY GOOSE VODKA 750 ML
while quantities last
OFFER ENDS OCTOBER 1, 2022

\$24.98
Value!


Shop Now 






Hey Augustin_seed!
As of August 31, 2021, you have:

0 Cash Miles **684** Dream Miles




MIX IN SOME MILES



Reward your curiosity and great taste at NLC!


RECOMMENDED BONUS OFFERS WE THINK YOU'LL LOVE
Stock up on AIR MILES® Reward Miles next time you're in-store!



Stoneleigh Lighter Rose
New Zealand | 1 x 750ml | SKU: 22241

10 Bonus Miles
when you buy 1*


Valid from August 29, 2021 to October 2, 2021



Oyster Bay Marlborough Sauvignon Blanc
New Zealand | 1 x 750ml | SKU: 4761

20 Bonus Miles
when you buy 2*

Valid from August 29, 2021 to October 2, 2021



Selected Mezzomondo Wines
Italy | 1 x 750ml | SKU: 5024

5 Bonus Miles
when you buy 1 OR
15 Bonus Miles when you buy 2*

Valid from August 29, 2021 to October 2, 2021

Mix & Match any of Mezzomondo Negroamaro | Mezzomondo Pinot Grigio Chardonnay (5024 | 18072)

Special Savings

The Special Savings program is designed to highlight products that suppliers have selected to reduce in price in both Corporate Liquor Stores and Liquor Express Stores.

Guidelines:

- There is no limit to the number of Special Savings permitted per SKU
- SKUs with glass and PET formats (same ml size) must have the same discount applied
- Suppliers will be responsible for the full discount amount
- Final retail pricing with discount applied must not go below NLC floor price policy
- Discount should be at least 5% of the final retail price
- All savings amounts will be applied to base retail

Please note that all Special Savings programs are subject to Category Management approval. This program will cost the Supplier \$400 per SKU (unless it meets the premium price points below) in addition to the full discount amount x units sold in the given period.

Special Savings-Premium

Premium and Super Premium Spirits and Wines will not subject to the \$400 LTO fee.

ML Size	750 equivalent
Wines	\$34.99
Spirits	\$42.99

Special Savings – Reduced FOB:

Reduced FOB offers may be considered for deep discounts (minimum 20%) on high volume promotions and will be at the discretion of Category. All reduced FOB offers are required to meet 80% depletion rate, based on forecast agreed upon between Category and Supplier. If the depletion rate is less than 80%, an LTO will automatically be booked to occur within the following 3 periods to deplete excess inventory. The \$400 fee per SKU for Special Savings are applied to reduced FOB offers as well.

Value Add

The Value Add program provides suppliers the opportunity to increase sales by attaching a bonus item to a regular listing.

Guidelines:

- Value add product must be different than the host product with the exception of 1750ml and larger formats
- 200ml value adds are only to be applied to 1750ml and larger formats
- Suppliers will be approved for a minimum of 100% of the units sold of the host product in the same period last year. For products on display the minimum would be 120% up to a maximum of 150% of units sold in the same period last year. If the value add program on your display is the only support program for the brand you must submit 150% of the units sold in the same period last year
- Category Management will distribute these value adds to Corporate Liquor Stores and Liquor Express locations based on sales
- Liquor value adds will not be offered in conjunction with either LTO offers or Air Miles
- 5% of the value adds will be set aside at the NLC warehouse for sales reps to pick up
- Sales representatives are not permitted to apply value adds in Corporate Liquor Stores but can in Liquor Express stores (for approved programs)
- Value Adds should have no UPC (if the value add item is a current listing) and be clearly marked "not for resale"
- Shipments should be clearly marked "Value Add Item", description of the item as well as the promotional period the items are intended to be executed
- All value add items and attachment mechanisms need to be shipped to the NLC warehouse 6 weeks prior to the start of the promotional period to the below address. Supply Chain will not issue POs for any promotional items nor will accept promotional items added to regular inventory orders

Value Add Shipping Address:

NLC Main Distribution Center
300 East White Hills Road
St. John's, NL A1A 5J7

Category	Price Level	Value-Add Size	Mark-up Fee	NLC Admin Fee	TOTAL
Spirit	Premium and Super Premium	50 ml	\$0.50	\$0.22	\$0.72
		200 ml	\$2.38	\$0.22	\$2.60
	Economy	50 ml	\$0.82	\$0.22	\$1.04
		200 ml	\$2.38	\$0.22	\$2.60
Wine	All	≤ 200ml	\$1.00	\$0.22	\$1.22
		≤ 250ml	\$1.37	\$0.22	\$1.59
Ready-to-Drink	All	≤ 355ml	\$0.85	\$0.22	\$1.07
Non-Alcohol	All	N/A	No Mark-up	\$0.22	\$0.22
Beer	All	≤ 355ml	\$0.67	\$0.22	\$0.89

Please note suppliers can apply to do an “Express Only” value add program. This is ideal for when a supplier wants to promote a brand in the Express channel when there is an Air Miles offer executed in the Corporate Liquor Store channel. This should be clearly noted in Value Add description or an e-mail sent to the applicable Category Coordinator to ensure proper Liquor Express execution.

The **Near Pack** program is a non-alcohol value add program that provides suppliers with the opportunity to increase sales by placing a bonus item (no attachment mechanism) next to a product or made available at cash. Product must have an approved display or footprint during the period. Please ensure to state “near pack” in the description in ePAC when applying for non-alcohol value adds with no attachment ring.



Buy One Get One

The Buy One Get One Program allows suppliers to use active listings as value add items to drive sales of the host item. An example of a Buy One Get One program would be “Buy a case of X brand beer and receive a FREE can of X brand cider”. A Buy One Get One item is not attached to the host product, but instead is positioned next to it in store. Buy One Get One programs need to have a display (Corporate Liquor Store Display or Feature Radius Display) in order to be approved. The cost of this program is the landed cost of the product + mark-up + bottle deposit multiplied by the units given away in the promotion.

SUMMER
vibes

FREE
VIZZY 473 ML CAN
with purchase of
ANY VIZZY 12 PACK
while quantities last

~~\$24.68~~
VALUE!

SKU 23683, 25675 25676, **\$37.99 EACH | 12 PACKS**

Consumer Sampling

Corporate Liquor Store Sampling Events – Run by NLC Staff

- 4:00-7:00PM Friday and 3:00-6:00PM Saturday
- NLC staff will conduct these sampling sessions. If a Product Knowledge Consultant is available, he or she will conduct the sampling.
- All stores are encouraged to participate but the top 15 stores are required to participate and provide an additional staff member to execute the sampling during the sampling times.
- Suppliers can offer an incentive/prize to the top store(s). Traditionally, these incentives/prizes are based on OTC litre sales or % of transactions
- Sales results will be shared with the Supplier following the sampling weekend.
- Cost: \$26 per hour x 3 hours per day x 2 days x 15 stores = \$2,340 plus landed cost for the product sampled.

Suppliers are to apply for this sampling program in ePAC.

Sampling Events run by the Supplier are not to be applied for in ePAC. Please contact Courtney.perry@nliquor.com to book sampling dates and times.

Corporate Liquor Store Sampling Events (Run by Supplier)

NLC offers suppliers the opportunity to sample products with customers and staff in both Corporate Liquor Stores and Liquor Express stores. For all product sampling events the maximum permitted serving size is as follows:

Wine/Ready-to-Drink/Beer: 1 ounce (30ml)

Liqueur/Spirits: ½ ounce (15ml)

Mixed Drinks: ¼ ounce (7.5ml) alcohol to ¾ ounce (22.5ml) of non-alcoholic mix

Corporate Liquor Store Sampling Fee:

25 Sessions: \$300.00

50 Sessions: \$400.00

Unlimited: \$600.00

There will be a maximum of two sampling events per store at any given time and a supplier is permitted to sample a maximum of two products at a time. Each sampling event is a 3 hour session. In the case where there are two products being offered for tasting, the demonstrator must ask which product the consumer would like to taste. If the consumer would like to try both, then ½ ounce (15ml) of each can be sampled.

Suppliers/Agents must purchase the product for sampling at the store in which the tasting will occur. It is not permitted to bring product into the store for samplings. Products purchased for in-store sampling events will be at landed cost and will need to be paid for at the end of the sampling session.

For all tasting events the supplier/representative and company are responsible:

- To provide properly trained personnel who are 19 years of age or older and are knowledgeable of the product(s). The supplier is required to ensure that personnel have been trained and are knowledgeable of NLC tasting procedures. In order to take part in the sampling program all servers must comply with the following policies and procedures:
- Review of the Check 25 Program
- Liabilities Waiver to be signed by Company Sales Representative and all secondary parties hired to perform samplings
- All Samplers must be HNL Certified or be a registered Liquor Agent in Newfoundland and Labrador and have at least five (5) years experience
- To act in a professional manner at all times, dressed in business attire and wearing a company identification name tag.
- To ensure that the content of an individual serving offered to a customer does not exceed the maximum serving.
- To supply the paper napkins, sampling cups (with identified one and two ounce markings), paper cups (to act as spittoons), and refuse containers, a supply of fresh water and to be responsible for the maintenance and cleanliness of the tasting area. (Some NLC stores do have tasting tables available)
- To provide display material (including posters, show cards, danglers, backer cards, branded umbrellas, display bins, etc.) to highlight products being tasted.
- To provide recipe cards and/or other brochures specific to their product line.
- To contact the manager and provide any unused product at the end of the tasting event (see the store manager if tasting is to be continued the next day).
- To ensure the customer samples the product at the tasting booth and to be responsible for taking back the tasting glass from the customer when sampling is completed. No sample is to be taken out of the store.
- To ensure customers are permitted only the allowable serving per demonstration area.
- To monitor the supply of opened liquor at all times.
- To monitor sampling and safeguard against a minor or intoxicated person sampling product.
- To be solely responsible for any and all liability arising as a result of a tasting.
- To ensure all provisions under the Liquor Control Act are adhered to. NLC also strongly encourages demonstrators to avail of the NLC Server Intervention Training Program.

Social Responsibility

Staff Tasting Event must not occur on or within view of the sales floor.

Recommended areas are in the back shop or staff room with the sales representative present. Manager/Assistant is to oversee tasting event.

Store Managers/Staff are responsible:

- To ensure satisfactory inventory levels on all product being sampled. Suppliers are encouraged to contact store managers prior to any in-store tasting to verify in-store inventory levels.
- To ensure Sampler follows Check 25 program throughout the Consumer Sampling Event.
- To ensure suppliers/representatives conduct themselves in a professional manner at all times by:
 - o Not serving minors or intoxicated persons.
 - o Serving the appropriate sample sizes.
- Disposing of leftover product.
- Ensuring the supplier has recipe cards and/or other brochures specific to his/her product line.
- Ensuring the supplier/representative wears a name and company identification tag.
- Ensuring the supplier/representative is positioned in a highly visible area of the store in order to maximize sales during the tasting.
- To ensure the defined time frame for a tasting event is strictly adhered
- To ensure no staff member samples product during the public tasting.

Disposal

Wines are to be disposed of down the sink by the taster. This must be completed daily at the end of each sampling session.

Spirits are to be disposed of down the sink by the taster. This must be completed at the end of each sampling event.

All unopened product must be disposed of by the store manager.

Storage

All sampling product must be stored in the general office.

At no time is there to be opened alcoholic beverages stored in staff room/refrigerator or permitted to leave the store premises.

Cancellations

All cancelation must be communicated 24 hours prior to the consumer tasting event. Any cancelations or missed tasting events will be subject to a \$25 penalty fee.

For more information on the Sampling Program, please contact the applicable Category Manager.

Catalogue Advertising

NLC produces 4 seasonal promotional product catalogues throughout the year.

- 70,000 copies printed
- 50,000 copies distributed through The Telegram and 10 other Community papers province-wide
- Digital **flipbook** version of catalogue hosted at nliquor.com, supported by 400,000 plus digital impressions delivered via:
 - ✓ thetelegram.com and other regional papers' websites in the Saltwire network;
 - ✓ nliquor.com;
 - ✓ NLC facebook, twitter and Instagram;
 - ✓ NLC e-blast to 16,000 customers.

20,000 copies displayed in Liquor Stores throughout Newfoundland and Labrador



Cover Samples



Article Samples



Leaderboard Ad on thetelegram.com

The screenshot shows the top navigation bar of thetelegram.com. The logo 'SALT WIRE' is on the left, followed by 'Newfoundland & Labrador Powered by The Telegram'. A 'FLASH SALE' button and a 'Sign in' button are on the right. Below the navigation bar is a horizontal leaderboard advertisement for Liquor Store. The ad includes the Liquor Store logo, a product image of 'Ultimate BASEBALL FAN CAVE Lite' (12 PACK), and a 'SHOP NOW' button.

Advertising on nliquor.com

The screenshot shows the nliquor.com website. At the top is the Liquor Store logo and a search bar. Below the navigation bar (WINE, BEER, SPIRITS, COOLERS & CIDER, PROMOTIONS) is a promotional banner for a 'TAKEOFF TO TASTES GIVEAWAY' running from September 1-30, 2022. The banner offers a chance to win '1 of 3 Regional GRAND PRIZES: FLIGHT AND HOTEL PACKAGE FOR TWO*'. Below this is a large orange banner for 'FALL FOR FLAVOUR DUOS' featuring VIZZY Hard Seltzer. The banner displays several 12-pack boxes of VIZZY Hard Seltzer in various flavors (Lemonade, Raspberry, Acerola) and a price tag of '\$37.99* 12x355 mL'. A 'VIEW PRODUCTS' button is visible at the bottom right of the banner.

Please contact Category Managers to discuss Catalogue investment.

Social Media

NLC's social media channels (Facebook, Twitter and Instagram) are followed by approximately 42,000 users (2021) and continue to grow. Paid social media campaigns for Feature Brand, Mega Deals and other promotions ensure that a much broader audience is reached. These campaigns can also be tailored to be delivered to your brands target demographic.

For Budget purposes, this program can be applied under the "Ad Hoc Advertising" bucket in ePAC Budget Management. For additional details and cost, please contact the applicable Category Manager.

NLC's Marketing team develops creative and copy which follows industry best practices and reflects its experience in the field. Leveraging current events, weather, dates of significance and holidays ensures posts remain relevant and interesting, and continue to gain exposure for programs and partners.

While NLC will continue to include partner brands in advertising campaigns and posts, paid options are available to gain added exposure, including paid Facebook promotions, facebook offers and contests. Customized campaigns based on targeted audience and objectives are available, with NLC's Marketing team available to assist with developing, executing and reporting on campaigns.

Illustration – Boosted Post

NLC Liquor Store
Sponsored · ✨

Mix Up the Savings

750 ML

SAVE UP TO \$2.00 EACH

Wines OVER 90 Points UNDER \$20
Save up to \$2.00 ea. on select Wines

NLLIQUOR.COM
Extra Miles? That's Refreshing!
Get 25 Bonus Miles when you buy 1... [SHOP NOW](#)

NLLIQUOR.COM
[Shop Now](#)

Like Comment Share

Like Comment Share

10 2 Shares

NLC Web-Based Advertising

Nliquor.com is NLC's online home for product listings and promotions. Hero images are the primary focus of all customers upon visiting the website, commanding a dominant presence on-screen. Category banners appear at the top of product search results pages and offer an opportunity to showcase your brand to engaged and motivated customers – who are already shopping within your category!

Nliquor.com is now mobile-friendly, with a majority of visitors (70%+) viewing the site from mobile devices. With online 'add-to-cart' functionality now available to encourage a streamlined path to purchase, advertising on Nliquor.com provides an effective promotional opportunity. To learn more about the engagement and traffic these opportunities create on our website, please contact your Category Manager.

Suppliers may provide finished artwork, provided it meets NLC's specifications and standards or may enlist the help of NLC's in-house creative team. Contact your Category Manager for details.

Hero Banners – Featured on the homepage of nliquor.com. Cost is \$3,000 (Can be shared over multiple brands)

The screenshot displays the Nliquor.com homepage. At the top left is the 'LIQUOR Store' logo. A search bar is located at the top right. Below the logo is a navigation menu with categories: WINE, BEER, SPIRITS, COOLERS & CIDER, and PROMOTIONS/EVENTS. A shopping cart icon shows '0 items - \$0.00'. The main promotional banner is for 'The AIR MILES Bonus Boom!' running from October 1-14, 2020. It offers 95 Bonus Miles for using three different AIR MILES Bonus Boom offers at participating partners, including NLC. A 'See offers' button and the AIR MILES logo are also present. Below this is a 'Fall Favourites' banner featuring bottles of JACOBS CREEK Pinot Noir, JACOBS CREEK Pinot Noir, LAMB'S Spiced Rum, JACOBS CREEK Cabernet Sauvignon, ABSOLUT VODKA, and JP WISERS Deluxe. A 'VIEW PRODUCTS' button and the text 'Please enjoy our products responsibly.' are at the bottom of the banner.

Category Banners – Featured on the Wine, Beer, Spirits and Coolers & Cider pages on the website. Cost \$1,000 per ad.

The banner features the Liquor Store logo in the top left. A search bar with the text "Search products..." and a "Search" button is in the top right. Below the logo is a navigation bar with links for WINE, BEER, SPIRITS, COOLERS & CIDER, and PROMOTIONS/EVENTS, along with a shopping cart icon showing "0 items - \$0.00". The main banner image shows a bowl of yellow food on the left, three bottles of Sangre de Toro wine in the center, and a red circular badge on the right that says "SAVE UP TO \$2.00 EACH".

The banner features the Liquor Store logo in the top left. A search bar with the text "Search products..." and a "Search" button is in the top right. Below the logo is a navigation bar with links for WINE, BEER, SPIRITS, COOLERS & CIDER, and PROMOTIONS/EVENTS, along with a shopping cart icon showing "2 Items - \$69.97". The main banner image shows a glass of beer on the left, the text "TASTE THE IMPOSSIBLE" in large blue letters, "RICH FLAVOURED LAGER FROM OATS, RYE & AGAVE" below it, a bottle of Michelob Ultra Amber Max in the center, and a bowl of grains on the right.

The banner features the Liquor Store logo in the top left. A search bar with the text "Search products..." and a "Search" button is in the top right. Below the logo is a navigation bar with links for WINE, BEER, SPIRITS, COOLERS & CIDER, and PROMOTIONS/EVENTS, along with a shopping cart icon showing "0 items - \$0.00". The main banner image has a dark green background with a pattern of small green circles. On the left, there are two overlapping boxes: a green one with "ZERO SUGAR" and a red one with "100% FLAVOUR". On the right, there are three bottles of Smirnoff Infusions.

The banner features the Liquor Store logo in the top left. A search bar with the text "Search products..." and a "Search" button is in the top right. Below the logo is a navigation bar with links for WINE, BEER, SPIRITS, COOLERS & CIDER, and PROMOTIONS/EVENTS, along with a shopping cart icon showing "0 items - \$0.00". The main banner image has a solid blue background with the text "GORDON'S ...shall we?" in white. On the right, there are four bottles of Gordon's liqueur.

Please contact Category Managers to discuss NLC Web-Based Advertising investment.

Just Arrived

The Just Arrived program is designed to highlight new products on the shelves of NLC Corporate Liquor Stores. This program is not applied for via ePAC as NLC will automatically provide all new products with a Just Arrived shelf tag in the month following its release. The text on the shelf tag will include the tasting notes provided by the Supplier/Agent on the product listing application. The shelf tag will remain up for one full sales period. In the event that the new product has additional program support in that period the product will have an “Air Miles” or “Special Savings” shelf tag in place of the “Just Arrived” tag. The charge for this program is \$250 per SKU for economy and premium products and \$100 per SKU for super premium products.



JUST ARRIVED

**Criollo Choc. Sea Salt
Caramel** **\$ 16⁹⁹**

SKU: 15325
ML:375

A well-balanced blend of butterscotch, caramel and toffee with pleasant undertones of decadent sweet chocolate. Its rich buttery silkiness is complemented by subtle hints of roasted nuts and a touch of sea salt.

Top Tier

This program is designed to highlight products on the shelves of NLC Corporate Stores that have received top scores, ratings, awards as well as competition placement via influential publications and critics.

This program is currently free of charge (no budget necessary).



1792 Small Batch Bourbon

United States | 750 mL | SKU:17939

GOLD MEDAL -WORLD WHISKIES
AWARDS

\$52.97

ADD TO CART

CHECK INVENTORY

♡ Add to favourites

Appendix A – FY2024

		Reporting Period Calendar Fiscal 2024						
W K	April 2023 Period 2024-01							
	S	M	T	W	T	F	S	
	1	2	3	4	5	6	7	8
	2	9	10	11	12	13	14	15
	3	16	17	18	19	20	21	22
4	23	24	25	26	27	28	29	
5	30							
	May 2023 Period 2024-02							
	S	M	T	W	T	F	S	
	6		1	2	3	4	5	6
	7	7	8	9	10	11	12	13
	8	14	15	16	17	18	19	20
9	21	22	23	24	25	26	27	
	28	29	30	31				
	June 2023 Period 2024-03							
	S	M	T	W	T	F	S	
	10				1	2	3	
	11	4	5	6	7	8	9	10
	12	11	12	13	14	15	16	17
13	18	19	20	21	22	23	24	
	25	26	27	28	29	30		
	July 2023 Period 2024-04							
	S	M	T	W	T	F	S	
	14						1	
	15	2	3	4	5	6	7	8
	16	9	10	11	12	13	14	15
17	16	17	18	19	20	21	22	
18	23	24	25	26	27	28	29	
	30	31						
	August 2023 Period 2024-05							
	S	M	T	W	T	F	S	
	19		1	2	3	4	5	
	20	6	7	8	9	10	11	12
	21	13	14	15	16	17	18	19
22	20	21	22	23	24	25	26	
	27	28	29	30	31			
	September 2023 Period 2024-06							
	S	M	T	W	T	F	S	
	23					1	2	
	24	3	4	5	6	7	8	9
	25	10	11	12	13	14	15	16
26	17	18	19	20	21	22	23	
	24	25	26	27	28	29	30	
W K	October 2023 Period 2024-07							
	S	M	T	W	T	F	S	
	27	1	2	3	4	5	6	7
	28	8	9	10	11	12	13	14
	29	15	16	17	18	19	20	21
30	22	23	24	25	26	27	28	
31	29	30	31					
	November 2023 Period 2024-08							
	S	M	T	W	T	F	S	
	32			1	2	3	4	
	33	5	6	7	8	9	10	11
	34	12	13	14	15	16	17	18
35	19	20	21	22	23	24	25	
	26	27	28	29	30			
	December 2023 Period 2024-09							
	S	M	T	W	T	F	S	
	36					1	2	
	37	3	4	5	6	7	8	9
	38	10	11	12	13	14	15	16
39	17	18	19	20	21	22	23	
40	24	25	26	27	28	29	30	
	31							
	January 2024 Period 2024-10							
	S	M	T	W	T	F	S	
	41		1	2	3	4	5	6
	42	7	8	9	10	11	12	13
	43	14	15	16	17	18	19	20
44	21	22	23	24	25	26	27	
	28	29	30	31				
	February 2024 Period 2024-11							
	S	M	T	W	T	F	S	
	45				1	2	3	
	46	4	5	6	7	8	9	10
	47	11	12	13	14	15	16	17
48	18	19	20	21	22	23	24	
	25	26	27	28	29			
	March 2024 Period 2024-12							
	S	M	T	W	T	F	S	
	49					1	2	
	50	3	4	5	6	7	8	9
	51	10	11	12	13	14	15	16
52	17	18	19	20	21	22	23	
53	24	25	26	27	28	29	30	
	31							
	April 2024							
	S	M	T	W	T	F	S	
		1	2	3	4	5	6	