
**GROCERY CHANNEL – PROGRAM
UPDATE & PANEL DISCUSSION**

November 7, 2018



Agenda

Introduction

Highlights & Update

Panel Discussion

Q&A



Introduction

LCBO

Leanne Rhee

Manager, Vendor Relations & Customer Accounts
Grocery Operations

GROCERY

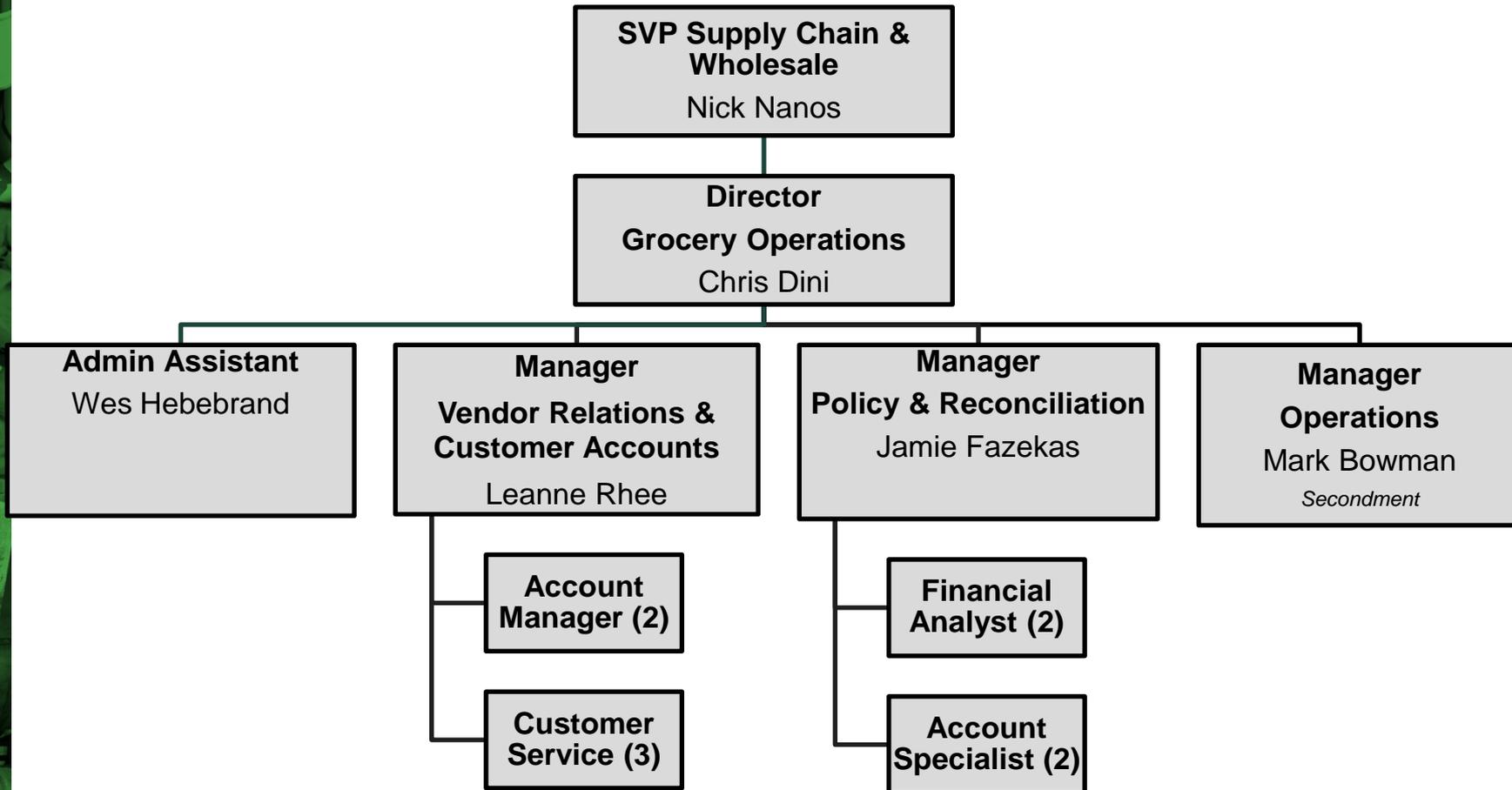
Kathryn Trenholm

Category Merchant Liquor
Sobeys Inc.

Lisa Warszawski

Category Manager
Longo Brothers Fruit Markets Inc.

Grocery Operations Structure

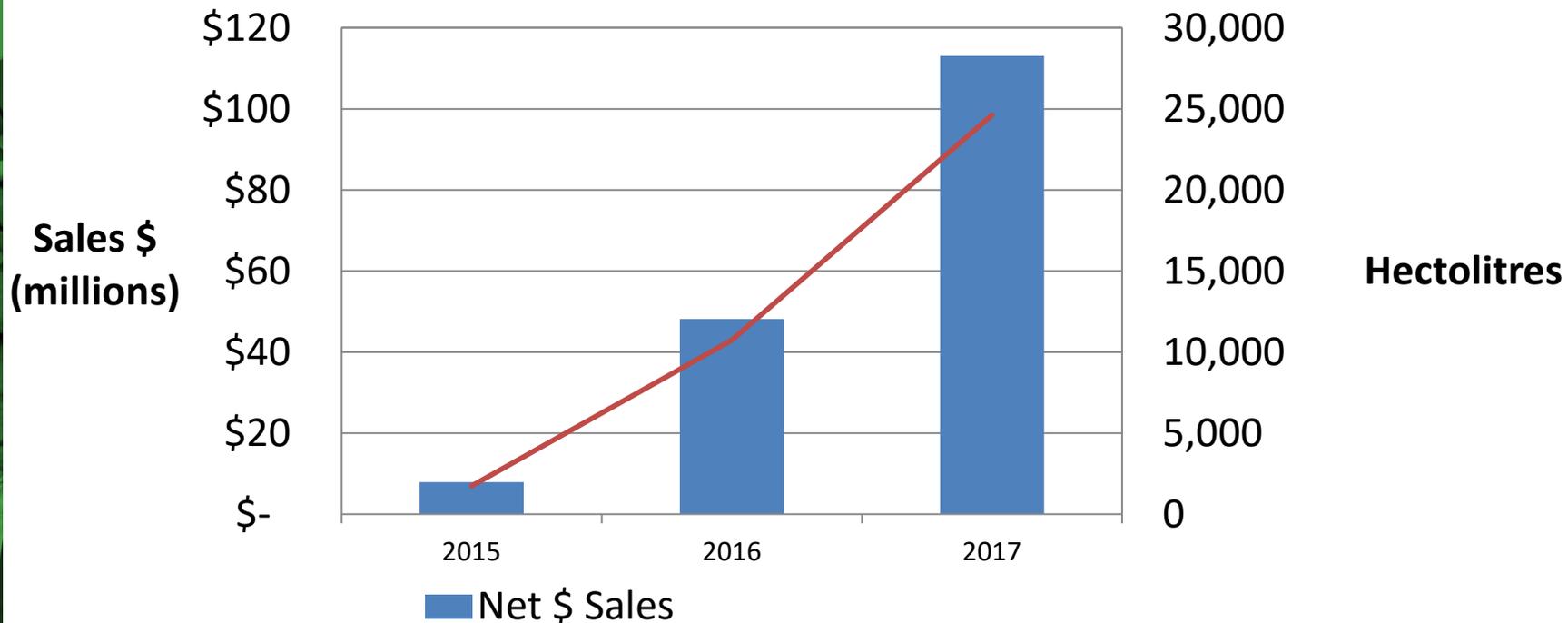


Grocery Operations Highlights

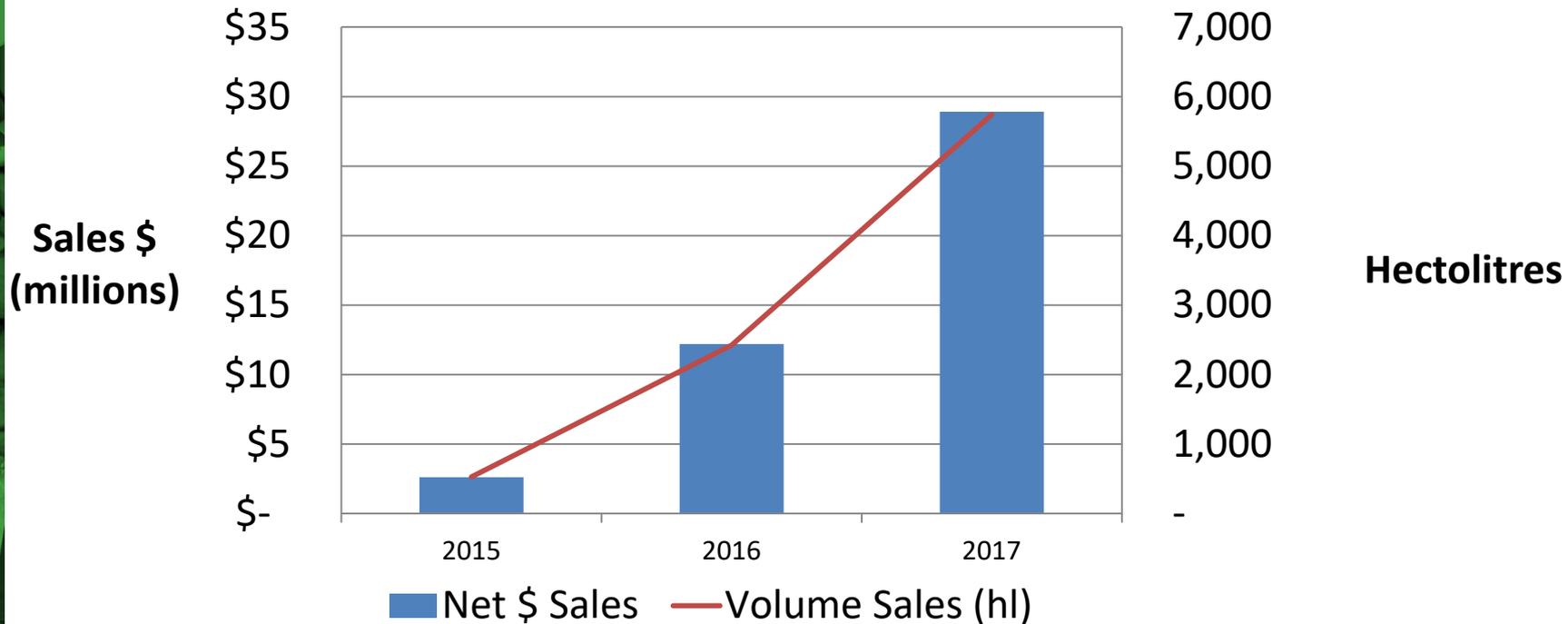
- \$157M net shipments
- 26 customers
- 364 grocery stores
- 68 wine boutiques
- 160 supplying sources
- 1,923 products



Grocery Operations Total Beer Sales



Grocery Operations Small Brewer Sales



Grocery Operations Updates

- Program expansion
 - Status quo until advised otherwise
- Tools & Resources
 - Enhancements to www.lcbowholesaleoperations.com: FAQs and Job Aids
- Continuing transition from operational to strategic growth
 - Account Management development
 - EDI transactions with all large & mid-size customers
 - DC discussions
 - Continuous improvement: processes and systems
- Order Management System (OMS) 2019
 - Involve supplying sources in discovery phase and building requirements

Grocery Operations

LCBO

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GROCERY

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Grocery
Operations

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