

LDB DISTRIBUTION ON-OFF BOARDING MODEL

MINIMUM CRITERIA



BEER & REFRESHMENT

Minimum criteria is 25 or more cases sold each week for at least 9 periods out of the last 12 financial periods



WINE & SPIRITS

Minimum criteria is 5 or more cases sold each week for at least 9 periods out of the last 12 financial periods

Does the product meet the minimum criteria?

YES

Is the product direct delivered?

YES

Is the product a non-stocked wholesale product (NSWP)?

YES

Register the product using the waitlist template on the LDB Wholesale site.

The LDB will contact the vendor to onboard.

ON-BOARD PROCESS



SPACE ALLOCATION

Products selected based on sales and available warehouse space

STEP 06



COMMITMENT

Vendor commits to on-boarding agreement

STEP 05



SELECTION

LDB selects products based on sales and available distribution

STEP 04



REVIEW

LDB conducts a review with the vendor

STEP 03



FORECAST

Vendor supplies a forecast validation for eligible products

STEP 02



EVALUATION

LDB evaluates current sales data of eligible waitlisted products

STEP 01

OFF-BOARD PROCESS



LDB reviews sales history of slow moving products that do not meet the minimum criteria



WARNING

Warning notification sent for products that do not meet the minimum criteria for 4 financial periods



NEXT STEPS

Off-boarding plan shared with vendor if the product has not met the minimum criteria for another 5 financial periods



Return stock to the vendor