

KEEPING YOU POSTED

On all the latest Bargain Booze news.

9TH JUNE 2023

Halloween & Christmas 2023 Presell

The 2023 Halloween & Christmas Presell is NOW LIVE! You should have received your physical brochures from our POS Provider, ThinkPrint. If not, click on the image below to view a digital copy of the presell brochure.



When you are ready to place your order, speak with your BDM and they will work with you to submit your order.

Direct Debit Issue: Friday 9th June 2023

Our sincere apologies, but we have had a technical issue where the Direct Debit collections due today, Friday 9th June 2023, were processed early. The Direct Debit collection was incorrectly processed for collection on Wednesday 7th June 2023, despite your statements saying it is being collected on Friday 9th June. Unfortunately, we have been informed that we were unable to stop this collection.

Therefore, we confirm that your Direct Debit collection was processed from your bank accounts on Wednesday 7th June 2023.

Rest assured that if the Direct Debits are returned to you, your account **will not suffer in any way, and we will cover any costs you incur from your bank**. Please can we ask that if any funds have been returned, that you manually transfer the balance due on your account as per the below details:

Stores serviced out of Lymedale Park

Bank Account: 47531845

Sort Code: 60-00-01

Bank: Natwest

Stores serviced out of Northampton/Exeter

Bank Account: 45732655

Sort Code: 60-00-01

Bank: Natwest

If you have any questions or queries, please contact our Credit Control Team on 0333 3000693 option 3.

An investigation is taking place to understand how this happened; we are confident this was a one-off incident, and future Direct Debits will continue to be collected on Fridays as normal.

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THANK YOU!!!

Thanks for joining us at our first ever Bestway Retail Showcase - we have had great feedback from both retailers and suppliers so far, and hope you enjoyed yourself and got a lot out of the day! Don't forget to complete your feedback survey, which XSEM has emailed to all attendees!

Also, another huger congratulations to all of our winners in the prize draw! For those of you who did not collect your prize on the day, we will be in-touch to confirm delivery. Store Credit winners will have the credit added to their accounts.

We look forward to seeing you all again at next year's
Retail Showcase.
Here is a reminder of the winners!

AFTER-PARTY DRAW

Prize	Winner Name
Brivvic - 1x Xbox with Headset	Eamon Crothers - Costcutter
Diageo - 2x Box Tickets to Cinderella @ Albert Hall (Accommodation & Travel provided*)	Anthony Hooper - Bargain Booze
Boutinot Winers - Tour & Private Tasting for 4 at the English Winery Sussex	Ajay Hussain - Select Convenience
Budweiser - 2 Premier League Tickets to a match of choice (subject to availability)	Adrian Taggart - Costcutter
Brewdog - 1 Night in the Edinburgh or Manchester Hotel + £100 voucher for the bar	Julie Donohue - Bargain Booze



Logistics Update - 09/06/2023

Despite another busy week we have managed to reduce the number of rolled deliveries into this weekend to only 15 stores. These stores deliveries will be rolling from Friday to Saturday and all of the stores impacted have been informed.

Thank you for your continued patience and we apologise for the disruption this has caused to your business.

Replacement Codes - w/c 05.06.2023

Please see below the attached list which advises of new codes coming into play. If you need any further information do not hesitate to contact Buying Admin.

Replacement Codes

We will be trialling sending till messages to stores between Friday-Monday for the next four weeks. These till messages will contain all of the new pack/code changes for the upcoming week.

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P6 2023 Documentation

Bargain Booze P06 2023

See below the Implementation Guides, PAL documents, Finishing Lists, and Changeover Comms for P6 2023. Click on the buttons below to download the respective documentation for review.

Implementation Guides

[P6 Implementation Guide - Bargain Booze](#)

[P6 Implementation Guide - Wine Rack](#)

PAL Documents

[Tier 1 PAL](#)

[Tier 3 PAL](#)

[Tier 1 Wales PAL](#)

[Wine Rack PAL](#)

Finishing Lists

[P6 POS Finishing List](#)

[P6 Till Label Finishing List](#)

[P6 Wine Rack Finishing List](#)

Changeover Comms

[P6 Changeover Comms](#)

[P6 Changeover - Additional Queries](#)

P6 2023: Hammonds Order Form

Please see below the Hammonds Order Form which must be used when placing an order with Hammonds. Remember that only the products on the Order Form can be ordered.

If there are any products that you believe are missing from our Hammonds range, please contact
Gemma.Addison@bestwayretail.co.uk OR
Joshua.Hetherington@bestwayretail.co.uk to request Spirits OR Champagne to be added, respectively.

Please be aware that there have been a significant number of price increases across the board from spirits suppliers through to Hammonds.

Hammonds Order Form

You will see a number of lines have been delisted and sit crossed out at the bottom of the Order Form for your information ONLY. These are not to be ordered. The delists are either due to Hammonds delisting this brand out of their portfolio or the level of increase put through would result in our pricing being too far out vs. the market.

P6 2023: Wholesale Price Tracking

As you are aware, we have committed to tracking wholesale pricing at the start of each promotional period across our top 100 best-selling products including tobacco vs. the wholesale market.

All pricing is being tracked inclusive of promotional retros, franchisee rebates and delivery charges.

P6 Results

Using averages store sales per product per week, Bargain Booze are currently in 1st position.

Rank	Wholesaler	Total Wholesale after Rebates
1st	Bargain Booze	£26,027
2nd	Parfett's	£26,195
3rd	Booker	£26,397

Based on our pricing position outlined above there will be no changes in pricing this week.

We will continue to review pricing at the start of each period to ensure we remain competitive.

New Product Set-Up Procedure

We have recently seen an increase in anomalies with codes being set up incorrectly at store level, in order to assist you, we have attached a copy of the procedure on how to correctly create a new product on the till.

New Product Set-Up Procedure

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Bargain Booze

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P6 2023 Deals

Bargain Booze
P06 2023

See below the latest deals & products to go after in P6 2023.



RSP
ONLY £9.99

WSP
£8.40
Case Size of 1

OLD MOUT CIDER
10x330ml

FRUIT CIDERS OUTPERFORM THE REST OF THE CATEGORY DURING PERIODS OF WARM WEATHER

Father's Day Ideas: Further Reductions



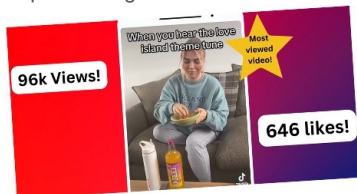
STOCK UP ON GIFTING
SPIRITS SETS AT A REDUCED PRICE!
WHILE STOCKS LAST

Code	Description	Clearance WSP	Original RSP	Suggested Clearance RSP
12226	Flavoured Gin Selection	£3.69	£8.99	£4.99
12229	Booze Bombs Vodka Liqueurs	£2.21	£5.49	£2.99
12231	The Flying Scotch Dram	£3.64	£9.99	£4.99
12227	Premium Rum Selection	£3.69	£8.99	£4.99



TikTok

The end of last week our Social Media Guru, Jess posted a last-minute video, which was Love Island focused and in a short space of time this has reached an astounding 96K views which is now our highest performing video since launch. Well Done Jess!



Check out our TikTok below and make sure you are following for more videos

<https://www.tiktok.com/@bargainbozeofficial>

New video pending: Do you want to take part?

In P7 we have partnered up with Walkers to introduce their new flavours, for TikTok we want to do a taste test to see if you can guess the flavours correctly. If any local stores would like to participate, please drop us a message.

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Exeter & Northampton DEPOT: Bavaria 0% 4pk



This product is being delisted, with a 50% reduction on Wholesale Price. There is very limited stock and it will be available on a first come, first served basis.

Code	Description	Old Wholesale Price	New Wholesale Price	10 CASES AVAILABLE IN EXETER 7 CASES AVAILABLE IN NORTHAMPTON
8766	Bavaria 0% 4pk	£12.60	£6.30	

Lymedale Park & Northampton DEPOT: World Lagers Selection



We have a limited amount of stock of the ‘World Lagers Selection’ available. This line has been **reduced by 50%** to clear. It will be available on a first come, first served basis and has a BBE of 18.07.2023.

We currently have 2 cases remaining in the Northampton Depot, and 20 cases remaining in the Lymedale Park Depot.

Code	Description	Wholesale Price	T1 / T3 / WR Retail Price	T1 / T3 / WR Retail Margin	Wales Retail Price	Wales Retail Margin
12725	World Lagers Selection	£11.38	£2.99	22%	£3.09	24%

Lymedale Park DEPOT: ‘FREE’ Brewdog FSDUs



We have 7 Brewdog branded FSDUs available from our Lymedale Park depot. These are **FREE OF CHARGE** and are available on a first come, first served basis.

Speak to BDM for details.

Thatcher’s Vintage - BB816226: Change to ABV



Please be aware that Thatcher's Vintage Cider will be changing from an ABV of 7.4% to 8.3% in P6.

As a result, in T1 England the individual retail price will be increasing from £2.49 to £2.59, however the multibuy deal will be maintained at ‘3 for £6’.

In T3 England the individual retail price will be increasing from £2.75 to £2.89, however the multibuy deal will be maintained at ‘3 for £6.50’.

Wales - Important Change to MUP

In Wales due to the increase in ABV and MUP we cannot maintain the multibuy deal at the previous price of ‘3 for £6’. The new pricing is as follows:

T1 Welsh Stores: ‘3 for £6.25’

T3 Welsh Stores: ‘3 for £6.50’

Please ensure this new variant is removed from the ‘3 for £6’ deal to ensure you are trading legally.



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P7 2023 Documentation

Bargain Booze
P07 2023

See below the Implementation Guides & PAL documents for P7 2023. Click on the buttons below to download the respective documentation for review.

Implementation Guides

[P7 Implementation Guide - Bargain Booze](#)

[P7 Implementation Guide - Wine Rack](#)

PAL Documents

[Tier 1 PAL](#)

[Tier 2 PAL](#)

[Tier 3 PAL](#)

[Tier 1 Wales PAL](#)

[Wine Rack PAL](#)

P7 2023 Deals: Jack Daniel's Free Glassware

Bargain Booze
P07 2023

See below the latest deals & products to go after in P7 2023.

JACK DANIEL'S

FREE GLASSWARE

GET A FREE JACK DANIEL'S GLASS* WITH ANY PURCHASE OF JACK DANIEL'S PMP £21.99
*WHILE STOCKS LAST

YOU WILL RECEIVE JACK DANIEL'S BRANDED POS CARTONS TO FEATURE ON YOUR LICENSED GONDOLA END FOR P7



The advertisement features a dark background with a wooden surface at the bottom. On the left, a black Jack Daniel's PMP (Premium Merchandise Package) is displayed, showing the brand logo and a small glass. To the right, four bottles of Jack Daniel's are arranged: Old No. 7, Tennessee Honey, and two others with green and red labels. The text is in a mix of orange and white, with a large orange circle highlighting the offer details. At the bottom, a red banner states: "YOU WILL BE ALLOCATED 2 CASES OF THE FREE GLASSES FOR THE START OF P7."

YOU WILL BE ALLOCATED 2 CASES OF THE FREE GLASSES FOR THE START OF P7.

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P7 2023 Deals

Bargain Booze
P07 2023

See below the latest deals & products to go after in P7 2023.

ABSOLUT VODKA

70CL **WAS: £20.99**
NOW: ONLY £16.99



13230
ABSOLUT
PASSIONFRUIT
£87.54
CASE SIZE OF 6



BB815288
ABSOLUT
WILD BERRI
£87.54
CASE SIZE OF 6



2103
ABSOLUT
VODKA
£87.54
CASE SIZE OF 6



13231
ABSOLUT
RAPSBERRI
£87.54
CASE SIZE OF 6



13232
ABSOLUT
VANILIA
£87.54
CASE SIZE OF 6



**HEAD OVER TO
THE BESTWAY
PORTAL TO KEEP UP
THE DATE WITH THE
LATEST
PLANOGRAMS.**

**CLICK HERE & HEAD
OVER TO THE
PORTAL TODAY!**

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AQUAVAPE LET'S TALK LEGISLATION ON VAPE RECYCLING



WHAT'S THE CRACK?

If you sell vapes you **MUST** have an offering for consumers to dispose of their vapes on a one-for-one basis. Retailers who do not comply with WEEE (Waste Electrical and Electronic Equipment) regulations can face fines of up to **£5,000** at a magistrate's court or an unlimited fine from a crown court.



DO I REALLY NEED TO?

Yes! Not only can you positively impact the environment, but as of march, the Office for Product Safety and Standards has initiated enforcement measures against non-compliant retailers.

What you need to do to ensure you are compliant?



EEE (ELECTRICAL AND ELECTRONIC EQUIPMENT)

Annual sales below
£100,000?

1. Sign up to the Distributor Takeback Scheme (DTS) operated by Valpak. Members are exempt from the in store take-back requirement.



2. Display the correct signage available for download here



3. Keep a record of information given to customers about where they should take their WEEE. You can find the nearest recycling point near you on



Annual sales exceed
£100,000?

1. Sign up to the Distributor Takeback Scheme (DTS) operated by Valpak. Members are exempt from the in store take-back requirement.



2. Display the correct signage, provided on this template.



3. Maintain a record of all collected and disposed of items, in the below template.



4. Additionally, it is necessary to keep records of how customers are informed about your take-back scheme.

LIVE Product Availability Reports & Depot Range

See below the latest product availability updates on the highest volume lines that were shorted, by depot along with a resolution (if known). Click the buttons below to view respective depot OOS report:



These reports are updated regularly, we advise you save the relevant link for your store down so that you can keep up to speed with all the latest availability news - these links do not change week-to-week so you can use any edition of Keeping You Posted to access the latest updates.

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Logistical Changes FAQs

The below questions were raised during the recent Franchisee Meetings around the upcoming logistical changes.

No-Order Charge

Q1. If I'm not going to be able to place an order on a given day/week, will I still be charged?

Yes, the charges will still apply; these can be mitigated by placing your order earlier than your cut-off day or using retail connect if you will be away from your store.

Q2. I'm unable to place my order due to my attendance being needed elsewhere at the request of the Bargain Booze Head Office. Will I still be charged not placing an order?

Please try and mitigate the issues by placing your order earlier than your cut-off day or using retail connect. If this isn't workable, please discuss it with your BDM, who will confirm if the fee can be waived.

Deliveries

Q1. If you fail to arrive with my delivery on the correct delivery day, will I be compensated?

The Logistics Team have various backup plans in place to mitigate the risk of missing deliver days; however, on occasion, this may happen. There will not be an option for compensation in these instances.

Q2. Will we be charged for not placing an order if our delivery has been rolled by more than one day?

We will monitor by exception, and where this has occurred, you will not be charged for not ordering.

Q3. Will I be provided with a one-hour delivery window?

One the day of placing your order, you will be provided with a 2-hour delivery window which should be in line with the existing 4-hour delivery window.

Q4. If my delivery arrives outside of the agreed 4-hour delivery window, will we waive the handball charge?

Yes, this will be waived.

Delivery Days

Q1. If I reduce my delivery days down, will I be given the opportunity to increase them for seasonal periods?

Yes, we will contact you ahead of Christmas to see if you require another delivery day, for any other seasonal peaks, please discuss your requirements with your BDM.

Q2. Will my delivery days change?

It is likely that we will need to review the routing due to the logistics changes; if your delivery is going to change, we will provide you with plenty of notice before anything happens.

Minimum Order Quantity

Q1. Are the 160 cases excluding Tobacco and Chilled based on ordered or delivered volume?

The 160 minimum order quantity is based on your ordered volume.

Media

Q1. If I move to drop & drive, will my delivery be on pallets or cages?

The delivery media will continue as it currently is.

Pallet Deals

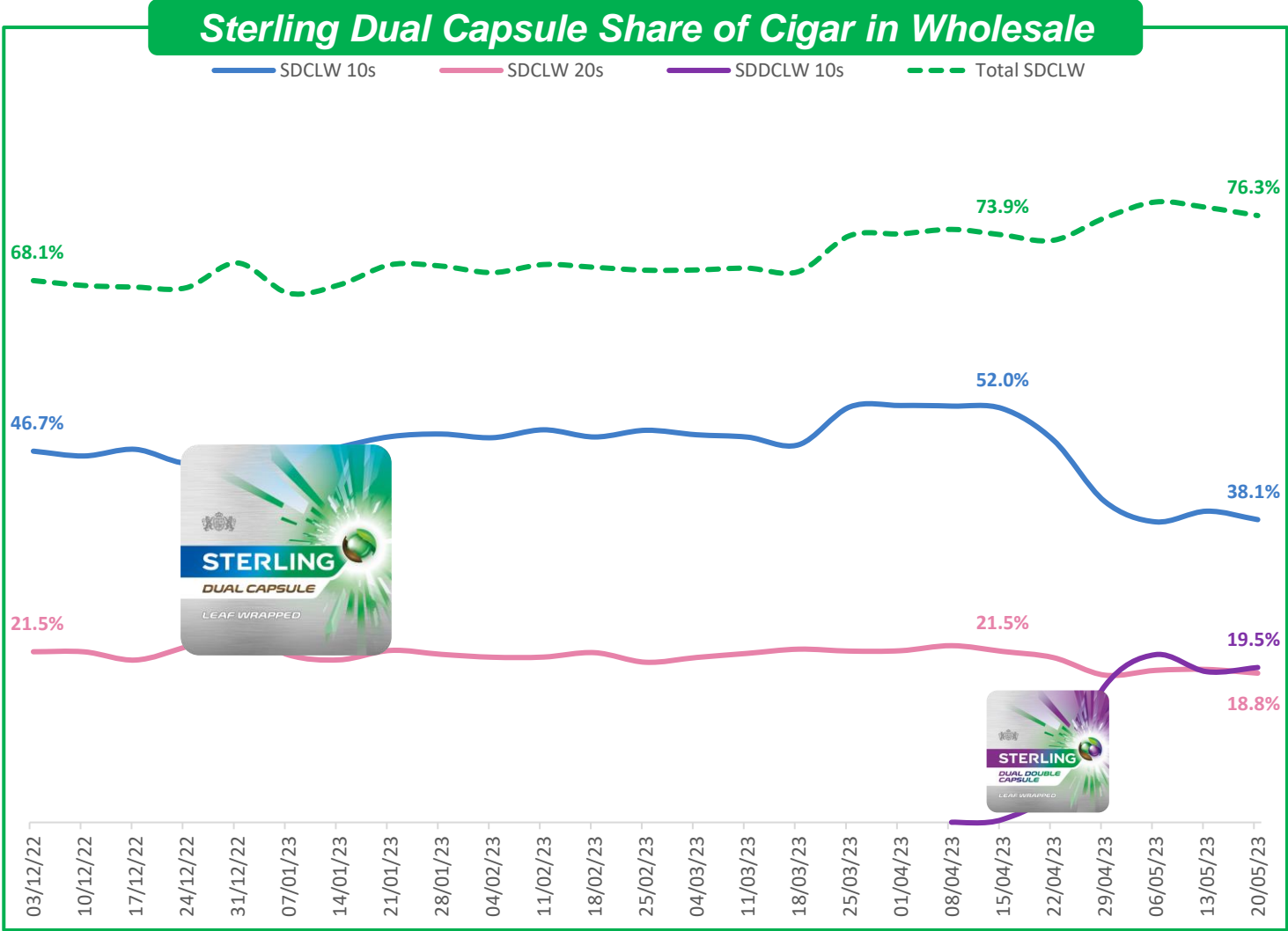
Q1. Will I still get free handling for pallet deals?

We intend to still offer free handling for bulk presells as and when they are made available to us.

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SDCLW Total house sees incremental growth through introduction of Double Capsule variant



10s



20s



10s

P4WA	LW	Chg.
51.1%	38.1%	-13.1pp
21.8%	18.8%	-3.0pp
-	19.5%	+19.5pp
72.9%	76.3%	+3.4pp

SDDCLW provides incremental growth to total house, whilst being the fastest growing SKU and the 2nd largest cigar SKU where selling

SDDCLW Rate of Sale per depot

+15 outers per week
(+£1.5M RSV)



DUAL



NEW

STERLING DUAL
DOUBLE CAPSULE
LEAF WRAPPED

STERLING



BERRY MINT
CAPSULE



PEPPERMINT
CAPSULE

RRP PACK OF 10
£6.00*



POR^{}**
12%

DOUBLE UP ON FLAVOUR

*RRP effective 16 March 2023. Retailers are, of course, free at all times to sell JTI product at whatever price they choose.

**Limited time only, subject to availability. POR based on retailer buying at the current wholesale selling price and selling a RRP.