

KEEPING YOU POSTED

On all the latest Bargain Booze news.

14TH JULY 2023

NEW! Delivery Service Changes - Effective Tuesday 18th July 2023

This is a reminder of the upcoming Delivery Service Changes coming into effect on Tuesday 18th July 2023.

Minimum Order Quantity (MOQ)

The minimum order quantity will be set at 160 cases (excl. Tobacco & Chilled). Any order under 160 cases (excl. Tobacco & Chilled) **will be cancelled, not delivered, and subject to a no-order charge**.

We are working with Vardells to remove the case count on tobacco lines to enable retailers to have an accurate order figure. We will confirm as soon as this is in place.

Delivery Service

The handball delivery service will continue as is, but will be chargeable at £37+VAT per delivery for all handball deliveries made on or after Tuesday 18th July (P8 Promotion start date).

This charge will not apply to those stores that have drop-and-drive deliveries.

Your BDM will have been in contact with you to review your options and consider whether drop-and-drive deliveries would be an option for your store to mitigate charges.

Handling Fee Charges

The handling fee per case will be reduced for all deliveries made on or after Tuesday 18th July (P8 Promotion start date). The table below details this change:

Handling Fee	Current Handling Fee Charge	New Handling Fee Charge, effective Tuesday 18th July
	£0.30 per case	£0.26 per case
	£0.17 per case (Tobacco)	£0.15 per case (Tobacco)

Recycling

For those stores that receive recycling, the fee will increase from £10+VAT to £11+VAT per week, from Tuesday 18th July onwards.

No-Order Charge

A no-order charge of £65+VAT will be levied for each unused delivery day. Your BDM will be in contact to review your current delivery schedule to ensure that you don't have too many days allocated that may cause you to incur charges.

N.B. *You will be given the opportunity to add additional delivery days for peak periods such as Christmas*

Retro Credit Removals / Wholesale Price Reductions

As of Tuesday 18th July (P8 Promotions start date), new changes will be in place regarding the removals of Retro Credits on case pricing - leading to a cheaper wholesale case price. Click the button below to read the full message that was communicated out on Thursday 22nd June.

[Retro Credit Comms](#)

Bestway Retail Showcase Deliveries Update

- Some products were delivered/processed with the wrong pricing due to IT issues. We will be checking each product to ensure the correct pricing has been applied, and will get credits raised through the depots from next week to cover the wrong pricing issues.
- Remaining presell stock will be delivered at the correct pricing. These deliveries will resume from next week, Monday 17th July.

Please make sure you are making every effort to accept this ordered stock when it arrives in store.

Thank you and we apologise for any inconvenience caused.

KEEPING YOU POSTED

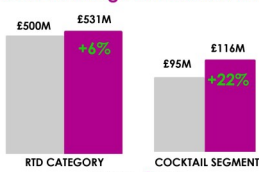
On all the latest Bargain Booze news.

14TH JULY 2023

NEW!

Category Insights: RTD Cocktails Total Coverage across the market

Total Coverage RTD Market YOY



Total Coverage Top Cocktail Brands Value Sales

1.		£22.1M
2.		£11.9M
3.		£5.9M
4.		£5.6M
5.		£5.2*M

Total Coverage Top 10 RTD Brands Value Sales

1.		£59M	-14%
2.		£54.5M	=
3.		£48.2M	+9%
4.		£40.7M	+3%
5.		£24.3M	+3%
6.		£22.1M	+13%
7.		£20.3M	+13%
8.		£17.2M	+8%
9.		£11.9M	=
10.		£11.5M	+4%

MAT
03.06.2023Source: Nielsen PRE MIXED ALCOHOLIC DRINKS Total Coverage Data MAT 03.06.2023
*Cocktail specific SKUs onlyESTD 1997
FUNKIN
COCKTAILS

Total Coverage RTD Market YOY



Total Coverage Top Cocktail Brands Value Sales

1.		£5.2M
2.		£2.8M
3.		£1.7M
4.		£1.3M
5.		£1.3M

Total Coverage Top 10 RTD Brands Value Sales

		Value Sales	
1.		£13.0M	-18%
2.		£12.2M	-3%
3.		£11.5M	+5%
4.		£7.2M	-26%
5.		£5.9M	-2%
6.		£5.2M	+7%
7.		£5.0M	+13%
8.		£4.3M	+5%
9.		£2.8M	-8%
10.		£2.6M	-10%

L12W
03.06.2023Source: Nielsen PRE MIXED ALCOHOLIC DRINKS Total Coverage L12W 03.06.2023
*Cocktail specific SKUs onlyESTD 1997
FUNKIN
COCKTAILS

Total Coverage RTD Market YOY



Total Coverage Top Cocktail Brands Value Sales

1.		£7.7M
2.		£4.0M
3.		£2.5M
4.		£2.0M
5.		£1.6*M

Total Coverage Top 10 RTD Brands Value Sales

		Value Sales	
1.		£20.3M	-18%
2.		£19.6M	-1%
3.		£18.1M	+6%
4.		£14.5M	-11%
5.		£10M	+1%
6.		£8.0M	+9%
7.		£7.7M	+8%
8.		£6.4M	+6%
9.		£4.0M	-9%
10.		£4.0M	-9%

YTD
03.06.2023Source: Nielsen PRE MIXED ALCOHOLIC DRINKS Total Coverage YTD 03.06.2023
*Cocktail specific SKUs onlyESTD 1997
FUNKIN
COCKTAILS

NEW!

Keeping You Posted: Day Change

You have spoken and we have listened.

We are happy to announce that we will be moving the time that you receive your weekly Keeping You Posted to 11AM on Monday.

We will be implementing this change on **Monday 24th July**.If you would like to have each of your stores kept up to date with the latest news from Bargain Booze, let us know by emailing us at retailer.communications@costcutter.com with the contact details of your stores.Remember to access the Bestway Portal, the one stop database for all your business updates. Click the link [HERE](#)

KEEPING YOU POSTED

On all the latest Bargain Booze news.

14TH JULY 2023

P8 2023: Documentation

Bargain Booze P08 2023

See below the Imp Guides and PAL documents P8 2023. Click on the buttons below to download the respective documentation for review.

Implementation Guides

[P8 Implementation Guide - Bargain Booze](#)

[P8 Implementation Guide - Wine Rack](#)

We are aware that the Wholesale prices on a number of products were incorrect at the time of printing the Implementation Guides. Please disregard the Wholesale Pricing in the printed Implementation Guide, and use the pricing contained within the digital copy above.

PAL Documents

[Tier 1 PAL](#)

[Tier 2 PAL](#)

[Tier 3 PAL](#)

[Tier 1 Wales PAL](#)

[Wine Rack PAL](#)

Finishing Lists

[POS Finishing List](#)

[Till Label Finishing List](#)

[Wine Rack Finishing List](#)

Changeover Comms

[P8 Changeover Comms](#)

NEW!

P8 2023: POS Kits & Implementation Guides

POS Kits and Implementation Guides have been dispatched to all stores. You should have received your Implementation Guides already, and will receive your POS Kit today!

If you have any issues, please contact ThinkPrint on the POS hotline on [01606 780250](tel:01606780250) or email bestwayretailstores@thinkprint.co.uk

Note: Implementation Guides are now uploaded to the Portal, along with the JPEG posters. If you are unable to access these, please get in touch with our POS Team at posteam@bestwayretail.co.uk

P8 POS Issue

Our printers have made us aware that 10 Soft Drinks tickets have been sent to T1 Non-Licensed stores without pricing details.

They are working on reprinting these tickets and getting them sent to those affected stores ahead of Changeover.

We apologise for any inconvenience.

NEW!

P8 2023: Inch's Cider Code Correction

Please make a note that the product code for Inch's Cider 4x440ml in the P8 Implementation Guide is incorrect. The correct product code is **12602**.

P8 2023: Gordon's Multipacks

Please be aware that stock of Gordons & Tonic 10pks is now exhausted and should not be featured on the Window Poster. As a result, please push the remaining SKUs.

This is a very strong deal as Tesco is currently selling at £16!

Code	Description	Was Price	Offer Price	Offer Margin	Previous W/S Price	New W/S Price	T3 Offer Price	Wales Offer Price
11385	Gordons Pink Gin & Tonic 250ml 10pk	£14.49	£12.99	12%	£30.85	£28.30	£12.99	£12.99
10959	Gordons Gin & Slimline Tonic 250ml 10pk	£14.49	£12.99	12%	£30.85	£28.30	£12.99	£12.99

NEW!

P8 2023: Bell's Whisky PMP

As per the supplier's information, Bell's 1L PMP £21.99 is currently out of stock. This product is expected to be available again in early September.

We have obtained better deals on Bell's 1L plain pack to cover the transition period until the new PMP becomes available. Please place orders on the SKU provided below. The prices will remain consistent for P8, P9, and P10. We are working on getting additional plain pack stock into depots to meet this higher demand.

Code	Description	Previous W/S Price	New W/S Price	Retail Price (T1 & T1 Wales)	Retail Margin (T1 & T1 Wales)	Retail Price (T3 & T3 Wales)	Retail Margin (T3 & T3 Wales)
311690	Bells Whisky 1L	£97.74	£87.54	£30.85	14%	£20.99	16%
13534	Bells Whisky 1L PMP £21.99	£92.70	£92.70	£30.85	15%	£21.99	15%

KEEPING YOU POSTED

On all the latest Bargain Booze news.

14TH JULY 2023

P8 2023: Latest Deals - Beefeater & Malibu Free Glassware Offer

BEEFEATER

FREE GLASSWARE

*Get a FREE Beefeater Gin Glass with every purchase of Beefeater Gin 70cl
*WHILE STOCKS LAST



YOU WILL BE ALLOCATED 1 CASE OF THE FREE GLASSWARE FOR THE START OF P8.

MALIBU

FREE GLASSWARE

*Get a FREE Malibu Coconut Cup with every purchase of Malibu / Malibu Strawberry 70cl
*WHILE STOCKS LAST



YOU WILL BE ALLOCATED 1 CASE OF THE FREE GLASSWARE FOR THE START OF P8.

Please note this is an allocation only and not available to order.

If you would like to have each of your stores kept up to date with the latest news from Bargain Booze, let us know by emailing us at retailer.communications@costcutter.com with the contact details of your stores.

Remember to access the Bestway Portal, the one stop database for all your business updates. Click the link [HERE](#)

Bargain Booze

KEEPING YOU POSTED

On all the latest Bargain Booze news.

14TH JULY 2023

P8 NPD: Four Loko White



Four Loko White 440ml was set to launch in P8 as NPD, however the supplier has informed us they are unable to meet this launch date due to production issues.

Our supplier has made us aware that the Four Loko White 440ml will be available for us to order into our depots week commencing Monday 24th July, and shortly thereafter we will be in a place to accept orders to get the stock into stores.

Code	Description
BB816239	Four Loko White 440ml

P8 NPD: Corvezzo Prosecco

Family Collection CORVEZZO
ORGANIC & VEGAN

PROSECCO DOC EXTRA DRY
Drinks Business **Gold** medal winner!
Aromas of green apple with pear, with notes of honeysuckle flowers. The palate is crisp, with lemon and honey, with a zesty finish.
Abi Code 816257 BRL Code BB816239

PROSECCO DOC ROSE
Perfect for summer sipping! Redcurrant and raspberry aromas lead to a palate of strawberry fruits. A fine dry finish make this perfect for an aperitif.
Abi Code 816257 BRL Code BB816239

Corvezzo are one of the largest producers of Organic wine in Italy. Standout packaging that your customers will love. All wines are certified ORGANIC and VEGAN.

LAUNCH DEAL – available now
Wholesale £42.40 per case of 6
T1 & T3 £9.49 10%
Wine Rack £9.99 15%

CAMPANIA FINANZIARIA A TITOLO DEL REG. DEL 15/06/2012 CAMPANIA FINANZIARIA A TITOLO DEL REG. DEL 15/06/2012

QUALITY THEY WILL COME BACK FOR
If it's good and organic, it's Corvezzo

P8 Deals: Henry Weston's British Vintage Cider

HENRY WESTONS BRITISH VINTAGE CIDER

WSP £7.20

CONSUMER OFFER!
ANY 3 FOR £4.00
ANY 3 FOR £5.50 WALES

If you would like to have each of your stores kept up to date with the latest news from Bargain Booze, let us know by emailing us at retailer.communications@costcutter.com with the contact details of your stores.

Remember to access the Bestway Portal, the one stop database for all your business updates. Click the link [HERE](#)

14TH JULY 2023

A fantastic opportunity is available to you to trade your customers into Lanson Champagne with a '**Save £10**' promotion in line with the start of Wimbledon on Monday 3rd July.



Stock of the limited edition gift boxes are available in Lymedale Park and Northampton depots.

Code	Description	WSP	RSP	Retro	Margin
14330	Lanson Black Champagne 75cl	£31.00	£32.99	£6.31	10.0%
1927	Lanson Rosé 75cl	£36.50	£39.99	£6.56	10.0%

NEW!

Budweiser: Women's World Cup

WOMENS WORLD CUP HAS ARRIVED!

ACTIVATING WITHIN OUR RETAILERS – Bargain Booze P8

All stores have been sent two CTU's of the beer coolers featured below. Each CTU contains 21 beer coolers.

Customers can redeem x1 beer cooler with every purchase of a participating Budweiser pack.

Packs include: 4x568ml, 4x440ml, 4x300ml, 10x440ml.

This free giveaway is to used to enhance sales of Budweiser packs only.



NEW!

Yellowtail Jammy White Roo 75cl

Yellowtail Jammy White Roo is now in depot and available to order. This line is included in the same '2 for £13' deal that other Yellowtail Wine lines are in, with a deal margin of 13%.

BRL Product Code	ABI Product Code	Product Description	Wholesale Price	T1 Retail Price	T1 Retail Margin	T3 Retail Price	T3 Retail Margin	Wales Retail Price	Wales Retail Margin
BB816783	816783	Yellowtail Jammy White Roo 75cl	£27.90	£7.75	27%	£8.55	34%	£7.75	27%



If you would like to have each of your stores kept up to date with the latest news from Bargain Booze, let us know by emailing us at retailer.communications@costcutter.com with the contact details of your stores.

Remember to access the Bestway Portal, the one stop database for all your business updates. Click the link '[HERE](#)'

14TH JULY 2023

Following the supplier's decision to discontinue Teacher's Whisky, Bestway Retail will not be able to continue to stock Teacher's Highland Cream Whisky moving forward.

Due to this availability gap, we are recommending the High Commissioner Range as a substitute for the discontinued lines.



Code	Description	Wholesale Price	Retail Price (T1 & T1 Wales)	Retail Margin (T1 & T1 Wales)	Retail Price (T3 & T3 Wales)	Retail Margin (T3 & T3 Wales)
BB813347	High Commissioner Whisky 1ltr PMP £20.49	£90.77	£20.49	11%	£20.49	11%
BB813329	High Commissioner Whisky 70cl PMP £14.99	£63.45	£14.99	15%	£14.99	15%

Due to ongoing availability issues with the Jules Clairon range, we are recommending the Bardinet range as a substitute.



Code	Description	Wholesale Price	Retail Price (T1 & T1 Wales)	Retail Margin (T1 & T1 Wales)	Retail Price (T3 & T3 Wales)	Retail Margin (T3 & T3 Wales)
BB813199	Bardinet Brandy VSOP 35cl	£61.49	£7.99	23%	£8.79	30%
BB813198	Bardinet Brandy VSOP 70cl	£59.49	£13.99	15%	£15.39	22%
BB813197	Bardinet Brandy VSOP 1ltr	£80.34	£17.99	9%	£19.79	17%



Our supplier has informed us that we will be experiencing a shortage of José Cuervo Silver 50cl due to a shipment issue.

We have received confirmation that stock will be arriving into our depots from Monday 10th July, and we will be able to process orders shortly thereafter to get the stock into stores.

Code	Description
BB704198	José Cuervo Silver Tequila 50cl PMP £15.99

Due to an input error, Freixenet Rosado Cava was incorrectly invoiced between the 25th April - 4th June 2023. We apologise for any inconveniences caused by this issue.

Credits have been raised and are being arranged for payment to those accounts that were impacted.

Sterling Dual Double Capsule Leaf Wrapped 10s are now available to order. JTI are running a launch promotion between 17th June - 19th August. Any orders placed after the launch promotion has ended will be charged at the below standard price.

Code	Description	Standard WSP	PROMO WSP	RSP	Margin
BEU813817	Sterling Dual DbI Cap Berry 10s	£89.19	£87.83	£6.00	12.0%

14TH JULY 2023

We have listened to your feedback following the most recent franchisee meeting, and the following lines have been added to the RTD '**Any 3 for £5.50**' multibuy deal:

Code	Description	PROMO Mechanic	Wholesale Price	Retail Price	Case Retro	Retail Price Margin
13439	Smirnoff Mango & Passionfruit	Any 3 for £5.50 RTD	£15.99	£2.19	£1.15	17%
11580	Bacardi Spied & Coca Cola	Any 3 for £5.50 RTD	£12.99	£1.99	£1.15	34%
11578	Bacardi Mojito	Any 3 for £5.50 RTD	£12.99	£1.99	£1.15	34%

Magic Box has performed better than expected with shoppers looking for the best value wines:

Magic Box Chardonnay (BRL Code 12411) is at low availability in Lymedale Park and Northampton. Exeter should have sufficient stock.

Magic Box Cabernet Sauvignon (BRL Code 13356 / Abi Code 814186) continues to be available at £23 WSP, £5.50 RSP and 15% Margin

Despite the availability challenges on Magic Box there continues to be a great range of wines available at £5.50 RSP:

Code	Description
5307	Blossom Hill Italian Rosé
13095	Blossom Hill Red
13092	Blossom Hill White
5853	Berberana Selection Oro Tempranillo
9068	Vina Maipo Classic Merlot Cabernet
5611	Vina Maipo Reserva Sauvignon Blanc PX
6331	Kosi Bay Sauvignon Blanc
13343	Kosi Bay Shiraz
13030	Telegraph Chardonnay
13342	Signal Chenin Blanc
BB816136	Vieux Papes Red - COMING SOON!
BB816138	Vieux Papes White - COMING SOON!

We have the following Country Manor lines available out of our Northampton & Exeter depots. These products are available on a 'first come, first served' basis. Once we have exhausted stock of these lines we will be reverting back to the smaller 2.5ltr product size.



Code	ABI Code	Product Description	Wholesale Price	T1 Retail Price	T1 Margin	T3 Retail Price	T3 Margin	Wales Retail Price	Wales Margin
11739	814877	Country Manor Medium Dry 3ltr	£14.35	£6.99	16%	£7.69	24%	£10.25	43%
11738	814876	Country Manor Medium Sweet 3ltr	£14.35	£6.99	16%	£7.69	24%	£10.25	43%

See below details of the 2.25ltr Country Manor Wines available out of Lymedale Park:

Code	ABI Code	Product Description	Wholesale Price	T1 Retail Price	T1 Margin	T3 Retail Price	T3 Margin	Wales Retail Price	Wales Margin
BB814877	814877	Country Manor Medium Sweet 2.25ltr	£19.12	£6.99	17%	£7.69	24%	£7.75	25%
BB814876	814876	Country Manor Medium Dry 2.25ltr	£19.12	£6.99	17%	£7.69	24%	£7.75	25%

KEEPING YOU POSTED

On all the latest Bargain Booze news.

14TH JULY 2023

NEW!

Replacement Codes - w/c 10.07.2023

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

Customer Newsletter Sign Up

This is a reminder to advise customers to sign up to our weekly newsletter, we have multiple ways for our customers to sign up, so they never miss a deal and what offers are on to drive more footfall into store. Customers can sign up via our website or through the instore wobblers with the scannable QR code which takes them directly through to the sign up page, these should be set up in your store.

We have a pop-up on the website, which shows as soon as the website is entered and will take them to the sign up page:

BARGAIN BOOZE NEWS
Find out about all of our latest deals
[JOIN HERE](#)

BARGAIN BOOZE NEWS
Join and find out about all of our latest deals

Full Name	Email Address	Postcode
<input type="text"/>	<input type="text"/>	<input type="text"/>
Date of Birth		
DD <input type="text"/>	MM <input type="text"/>	YYYY <input type="text"/>

Bargain Booze News is not about marketing nonsense, click to accept the [Terms and Conditions](#) and permission to drop you an email you'll actually want now and then

If you have not received your instore wobblers, please contact:

01606 780 250 or email bestwayretailstores@thinkprint.co.uk

NEW!

P8 2023: Ribena Promotional Competition



In P8, Ribena have an on pack promotion for a chance to win family games every hour. Please keep a look out when customers are buying a bottle and advise.

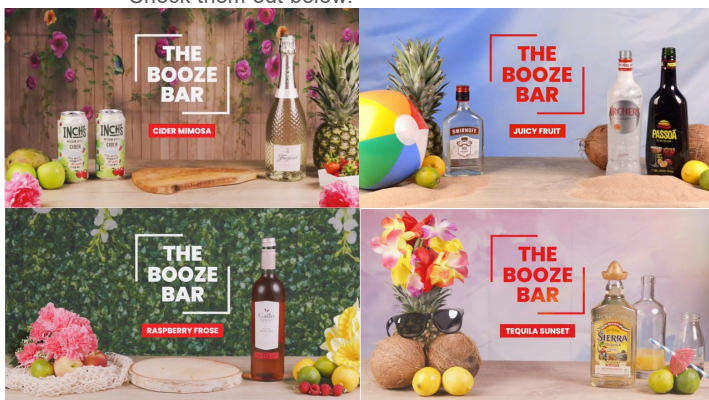
They simply need to scan the QR code on the bottle to enter, and if they are a winner they will need to provide a receipt as proof of purchase.

NEW!

P8 2023: Booze Bar

Looking for some mouth-watering cocktails drinkspiration to keep hydrated this Summer? We have some fantastic cocktails to make with your family & friends on our Booze Bar.

Check them out below:



Follow our [YouTube page](#) for a full list of the ingredients.

If you would like to have each of your stores kept up to date with the latest news from Bargain Booze, let us know by emailing us at retailer.communications@costcutter.com with the contact details of your stores.

Remember to access the Bestway Portal, the one stop database for all your business updates. Click the link [HERE](#)

NEW!

Meet the Team: Business Development / Field Team



Michael Wright - Business Development Manager

Fun Facts:

I love being outdoors with nature and adventure activities that have an element of danger with it. I am a big animal lover, as long as they don't bite! I also spend hours on Crypto evening after work, yet still no Lamborghini!

Favourite Drink:

Courvoisier when I'm at home. Shots, Shots, Shots on a night out!

What I love about my Job:

I have been in retail since I left school and I love the fact that working at Bargain Booze brings another adventure & challenge every day. Every day keeps me busy, but not always sane.

David Burch - Business Development Manager

Fun Facts:

I love to travel. I have been lucky enough to have visited all of the continents in the world (except Antarctica) for both work & leisure over my career. I am looking to revisit many of them in the coming years, including Antarctica.

Favourite Drink:

I'm not a lover of many of the mass-produced drinks so I try to drink local when travelling. Aside from that, a simple flavoured water or coffee when at home does the trick.

What I love about my Job:

I love that this job gives me an opportunity to help our franchisees grow their business with our brand, while also helping to build relationships for the future.

Ben Farrow - Business Development Manager

Fun Facts:

I used to play Water Polo for Great Britain (back when I had a 6-pack on my stomach, and not just in the fridge).

Favourite Drink:

I love a Rum & Coke; Ron Zacapa 23 is a favourite for sure. There is not much I don't like, apart from Sambuca which is awful (in my opinion).

What I love about my Job:

The best part of my job is working with all of our amazing franchisees, visiting their stores, and helping to support them in growing their businesses. I am very fortunate to work with a great team of people who are always on hand to help each other.

Laura Jerman - Business Development Manager

Fun Facts:

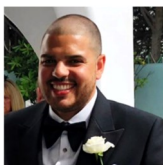
I climbed Ben Nevis with Foxy from 'SAS'.

Favourite Drink:

Yorkshire Tea

What I love about my Job:

I am a real people person, I love spending time with people & getting to know them. I love supporting our franchisees and helping them shape their business.



KEEPING YOU POSTED

On all the latest Bargain Booze news.

14TH JULY 2023

Thatcher's Vintage - BB816226: Change to ABV (REMOVE)



Please be aware that Thatcher's Vintage Cider has changed from an ABV of 7.4% to 8.3%

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.

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:

Bargain Booze

OUT OF STOCK REPORTS

EXETER
BARGAIN BOOZE

LYMEDALE PARK
BARGAIN BOOZE

NORTHAMPTON
BARGAIN BOOZE

NORTHAMPTON
WINE RACK

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.

