

KEEPING YOU POSTED

On all the latest Bargain Booze news.

2ND OCTOBER 2023

NEW!



Click 'HERE' for your
Travel Information

3 Days to Go!

See details and the Deals Booklet below.

We are nearly at the main event... We can't wait to see you there! Make sure you arrive by 11:10am! Here is the agenda for the day;

11:15am: Business Update from Jamie Davison and Andrew Cullinane, in the Mezzanine of Manchester Suite, Old Trafford.

- ⇒ Over 60 suppliers ready to share category insight and news with you...
- ⇒ Over 60 suppliers armed with 'Exclusive Show Deals'...
- ⇒ Opportunities to talk to industry thought leaders and organisations...
- ⇒ Chat to our Head Office colleagues in the Bestway Retail Hub;

- Supply Chain & Range Planning
 - Availability
 - Range & Planograms
- Buying
 - Advice on what to buy
 - Driving your profit with Wholesale Money Makers
- Marketing
 - Sign-up for the Xmas Brochure Door Drop
 - Speak to ThinkPrint about the Online POS Toolkit
 - Give us your feedback on the PAL App
- Retail Communications
 - What you would like to see in your weekly Keeping You Posted
 - What you would like to be included on the Bestway Portal

- ⇒ The chance to win some big cash prizes...

7pm - Late: After Party*, at The Botanist, Media City

Below is a copy of the on-the-day deals booklet where our buyers have negotiated some brilliant deals. **These can only be ordered at Winter Showcase on Thursday, 5th October.**

Click the deals image below to access the deals booklet.



Winter SHOWCASE 2023

Deals Process

We have listened to feedback from previous shows and can confirm that deals ordered at the upcoming Winter Showcase will be charged at invoice cost.

This simplified approach gives you greater visibility of the cost price, and you will no longer have to wait for credits to be issued.

We have fantastic deals waiting for you at the show, and we look forward to seeing you there.

*NOTE: Wristbands are required for entry to the After Party. These must be collected from the After Party desk by 4 p.m. – if you do not collect your wristband, we cannot guarantee entry.

Retailers will be subject to a charge for any hotel rooms booked and not used on the evening of 5th October.

Oktoberfest – P10 Store Incentive



- Win £500 towards a staff night out
- Prizes available for the 4 best dressed Oktoberfest themed stores in P10
- Win one of 4 **Prezzee** vouchers worth £500 available to spend in Miller and Carter, Ask Italian, Bella Italia, Green King Pubs plus many more
- Please provide evidence of your in-store activation via your [Whats App](#) groups
- Evidence must include Leffe and Hoegaarden brands
- www.prezzee.uk



Below are a couple of early contenders vying for the best-dressed store prize!



Matt Wallis - Branch 58



Paul & Karen Stephenson -
Branch 1816



Lia Rutter - Branch 1812

[illegible]

In the coming weeks you will receive a visit from a Heineken representative who will explain their 'Star Retailer' incentive. This scheme is designed to ensure you are stocking the correct products, and will provide an incentive to do so.

Click '**HERE**' to find out more...

Click [HERE](#) for the full T&Cs

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Christmas 2023 Promotion

In the run up to Christmas we have a great opportunity to drive footfall into your store around the biggest calendar event of the year. This is a great opportunity for you to maximise key sales and shout about the great deals we have available on for all drinking occasions.

There will be a 12 page, A5 brochure packed full of deals and will also include a voucher page with product specific vouchers to be redeemed in P12.

This opportunity is available at a subsidised rate of £40 per thousand (Better than half price!)

Distribution by Royal Mail week commencing 13th November which is the second week of P12 and the vouchers will be valid from 21st Nov – 4th Dec which is the last 2 weeks of P12.

Booking deadline Friday 9th October.

BOOKIING NOW OPEN!!! To get a quote and book for your local area, please log into your Store Tool Kit and go follow the link to the Christmas leaflet distribution next to the link for the PAL App.

You can also book through the PAL app or come and see the Marketing Team at the Winter Showcase and we can sign you up on the day. Any problems, please contact marketing@bestwayretail.co.uk



Your Categories



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](#)

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NEW!

AU Vodka Blue 75cl: NEW FLAVOUR



Due to production issues the supplier has not delivered stock in time to meet the launch date of the 4th October.

We are working closely with AU to bring the stock in at the earliest possible time.

BRL Code	Product Description	Wholesale Price	Retail Price
BB818245	AU Vodka Blue 75cl	£125.70	Only £27.99

Sunpride Orange Juice 1ltr: Available to Re-order



Sunpride Orange Juice 1ltr is expected to be available to re-order from Thursday 28th September 2023. See below for the pricing information.

Code	Product Description	Wholesale Price	T1 RSP	T3 RSP	Case Size
N700187	Sunpride Orange Juice 1ltr	£10.75	£1.65	£1.85	12

Availability of Imported Wines

We have had delays with imported wines and are in the process of resolving these issues with the individual suppliers & freight forwarders as soon as possible. These shortages do not affect all depots due to differing levels of stock holding.

See below our recommended alternate lines, however many more can be found within your PAL. We aim to have these issues resolved in all depots in the coming weeks.

		RECOMMENDED REPLACEMENT		
Code	Product Description	ABI Code	BRL Code	Product Description
5211	Black Tower Rosé 75cl	814053	12829	Ca De Lago Pinot Grigio Rosé 75cl
1359	Black Tower Fruit White 75cl	814052	12828	Ca De Lago Pinot Grigio 75cl
11630	Freixenet Prosecco 20cl	281430	9895	I Heart Prosecco 20cl
11629	Freixenet Sparkling Italian Rosé 20cl	-	-	-
12346	Freixenet Italian Rosé 75cl	814035	12790	Freixenet Spanish Rosé 75cl
9511	Heavenly Malbec 75cl	814146	13277	Les Arcs Malbec 75cl
9512	Heavenly Sauvignon Blanc 75cl	814145	13276	Les Arcs Sauvignon Blanc 75cl
6389	I Heart Pinot Grigio 187ml	772576	9641	Yellowtail Pinot Grigio 187ml
13325	La Gioiosa Prosecco DOC 75cl	816527	BB816527	F/C Corv Organic Prosecco Dry 75cl
10240	Mionetto Valdobbiadene 75cl	813931	11842	Vitalia Organic Prosecco 75cl
10510	Ogio Pinot Grigio Rosé 75cl	814053	12829	Ca De Lago Pinot Grigio Rosé 75cl

NEW!

P11 Wholesale Price Changes

Please click below to see the range with current WSP and the incoming WSP increases/decreases for P11.

[Wholesale Price Changes](#)

Bargain Booze

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Bestway Retail Showcase Credits

Full credits are being issued and the products ordered will be recharged at the correct, reduced pricing. The majority of credits have now been completed, however we are aware that some stores still have outstanding credits to be processed. We are working diligently to have these completed as soon as possible.

We appreciate this is taking longer than anticipated and we thank you for your continued patience.

Wholesale Pricing Issues

We are aware of some issues that have been raised on incorrectly processed wholesale pricing on certain products. We are working through these issues as a matter of priority, and aim to have a prompt resolution and credits raised in due course.

Birra Moretti 18pk



Good News! Our Birra Moretti £19.99 deal has been extended until January 2024! See below for the pricing details.

BRL Code	Product Description	Wholesale Price	Retro	Margin
BB817128	Birra Moretti 18pk	£17.50	£2.80	10%

	£20.55 £24.65 (£3.52 per 100ml)
	£23.50 (£3.40 per 100ml)
	£23.50 (£3.40 per 100ml) <small>(EXTRACTOR)</small>
	£24.00 (£3.40 per 100ml)
	£24.00 (£3.40 per 100ml)

We also have some price comparisons from the UK's biggest supermarkets* to show precisely how strong this deal is for your customers!

*pricing correct at the time of publication

P10 2023: Documentation

See below the Implementation Guides & PAL Documents for P10 2023. Click on the buttons below to download the relevant documentation for your store.

Implementation Guides

P10 Implementation Guide - Bargain Booze	P10 Implementation Guide - Wine Rack
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We are aware that the case sizes for the P10 Miniatures Lead Deal have been incorrectly listed. The correct case sizes for these products are as follows:

13041 Sheepdog / 9544 Southern Comfort - Case Size of 12
12971 Fireball / BB801330 Tequila Rose - Case Size of 10

PAL Documents

Tier 1 PAL	Tier 2 PAL	Tier 3 PAL	Tier 1 Wales PAL	Wine Rack PAL
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Replacement Codes

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

Old Code	Description	New Code	Description
12330	Bells 10cl	BB818323	Bells 10cl
1399	WKD Blue 70cl	BB818971	WKD Blue 70cl

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Bargain Booze

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NEW!

Hardys Varietal Range

We have now transitioned from Hardys Stamp to Hardys Varietal Range. Improving both the quality of the wine and the amount of exposure that the Hardys range will receive externally as the 'Certainty' campaign does not include visuals of Stamp.

The Hardys Varietal Range offers a diverse selection of easy-drinking wines, full of flavour with each displaying true varietal character. Hardys has been the UK's no. 1 Australian wine producer for over a decade and their wines have earned over 9,000 awards globally since being founded in 1853.

At an ongoing pricepoint of £6.25 following the duty increase these wines represent excellent value for customers seeking certainty for their favourite varietal.

Hardys is the largest wine brand in the UK and continues to grow faster than the total market.



Code	Description	Wholesale	Retail	Retail Margin
BB265546	Hardys VR Rose	£27.75	£6.25	10%
BB553207	Hardys VR Merlot	£27.75	£6.25	10%
BB553205	Hardys VR Cab Sauv	£27.75	£6.25	10%
BB553206	Hardys VR Chardonnay	£27.75	£6.25	10%
BB561937	Hardys VR Sauvignon Blanc	£27.75	£6.25	10%
BB746278	Hardys VR Pinot Grigio	£27.75	£6.25	10%

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 availability reports.

Bargain Booze
AVAILABILITY REPORTS

EXETER
BARGAIN BOOZE

LYMEDALE PARK
BARGAIN BOOZE

NORTHAMPTON
BARGAIN BOOZE

NORTHAMPTON
WINE RACK

SUPPLIER
CONSTRAINTS

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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P10 2023: Deals

Spirits Lead Deals



Code	Product Description	Was	Offer	Margin	Case	Previous W/S Cost	New W/S Cost	T3	Wales
13525	Captain Morgan Spiced Gold 70cl PMP £16.29	£16.29	13.99	10%	6	£69.49	£62.49	13.99	13.99
13531	Gordon's Premium Gin 70cl PMP (£16.29)	£16.29	£13.99	10%	6	£69.48	£62.49	13.99	13.99
13470	Gordons Pink 70cl	£19.49	£15.49	10%	6	£82.90	£69.39	£15.49	£15.49
13465	Gordons Sicilian Lemon Gin 70cl	£19.49	£15.49	10%	6	£82.90	£69.39	£15.49	£15.49
13390	Gordons Cherry 70cl	£19.49	£15.49	10%	6	£83.34	£69.36	£15.49	£15.49
13174	Gordons Passionfruit 70cl	£19.49	£15.49	10%	6	£82.80	£83.34	£15.49	£15.49
6392	Tequila Rose Strawberry Cream 70cl	£16.99	£15.99	10%	6	£74.04	£71.40	£15.99	£15.99
12981	Sourz Strawberry 70cl	£10.99	£8.99	17%	6	£43.79	£36.99	£8.99	£8.99
12128	SOURZ APPLE 70CL	£10.99	£8.99	17%	6	£43.79	£36.99	£8.99	£8.99
12127	SOURZ CHERRY 70CL	£10.99	£8.99	17%	6	£43.79	£36.99	£8.99	£8.99
13549	Whitley Neill Black Cherry Gin 70cl	£27.99	£22.99	11%	6	£116.40	£102.54	£22.99	£22.99
11024	Whitley Neill Blood Orange Gin 70cl	£27.99	£22.99	11%	6	£116.40	£102.54	£22.99	£22.99
10864	Whitley Neill Raspberry Gin 70cl	£27.99	£22.99	11%	6	£116.40	£102.54	£22.99	£22.99
10863	Whitley Neill Rhubarb and Ginger Gin 70cl	£27.99	£22.99	11%	6	£116.40	£102.54	£22.99	£22.99

Great Value Spirits Key Deals



Code	Product Description	Was	Offer	Margin	Case	Previous W/S Cost	New W/S Cost	T3	Wales
BB8137894	AU Cherry Ade 330ml (Launch Date 22nd Aug)	£1.99	£ 1.99	16%	12	£ 16.49	£ 16.49	£ 1.99	£ 1.99
13554	AU Blue Raspberry 330ml	£ 2.49	£ 1.99	16%	12	£ 18.49	£ 16.49	£ 1.99	£ 1.99
BB815297	AU Pineapple 330ml	£ 2.49	£ 1.99	16%	12	£ 18.49	£ 16.49	£ 1.99	£ 1.99
12911	Stolichnaya Razberi 70cl	£ 20.99	£ 16.99	10%	6	£ 83.13	£ 76.08	£ 16.99	£ 16.99
12912	Stolichnaya Salted Karamel 70cl	£ 20.99	£ 16.99	10%	6	£ 83.13	£ 76.08	£ 16.99	£ 16.99
12937	Stolichnaya Vanil 70cl	£ 20.99	£ 16.99	10%	6	£ 83.13	£ 76.08	£ 16.99	£ 16.99
11362	Stolichnaya Vodka 70cl	£ 20.99	£ 16.99	10%	6	£ 83.13	£ 76.08	£ 16.99	£ 16.99
3350	Jagermeister 70cl	£ 20.99	£ 19.49	10%	6	£ 14.96	£ 14.57	£ 19.99	£ 19.49
13482	Three Barrels VSOP French Brandy 38% abv 70cl	£ 19.99	£ 15.49	11%	6	£ 79.99	£ 68.99	£ 15.99	£ 15.49
63200	Lams Navy Rum 70cl	£ 17.99	£ 15.99	12%	6	£ 76.50	£ 69.90	£ 15.99	£ 15.99
5833	Glen Moray Malt Whisky 70cl	£ 18.99	£ 18.99	11%	6	£ 13.88	£ 13.88	£ 18.99	£ 18.99
BB813197	Bardinet Brandy VSOP 1L	£ 17.49	£ 17.49	9%	6	£ 12.99	£ 12.99	£ 18.99	£ 18.09
BB813327	Glens Vodka PMP £19.49 1L	£ 19.49	£ 18.49	11%	6	£ 84.21	£ 82.35	£ 18.49	£ 18.79
BB817092	Glens Vodka PMP £20.89 1L	£ 20.89	£ 19.49	10%	6	£ 89.69	£ 87.41	£ 19.49	£ 19.49
BB813347	High Commissioner Whisky 1ltr PMP £20.49	£ 20.49	£ 19.39	10%	6	£ 90.77	£ 86.99	£ 19.39	£ 20.09
BB817097	High Commissioner Whisky 1ltr PMP £21.89	£ 21.89	£ 20.79	11%	6	£ 97.99	£ 92.99	£ 20.79	£ 20.79

Cocktail & Spirit of the Month



Code	Product Description	Was	Offer	Margin	Case	Previous W/S Cost	New W/S Cost	T3	Wales
BB815681	Smirnoff Cherry Drop 70cl	£17.49	£17.49	10%	6	£78.30	£78.30	£17.49	£17.49
12981	Sourz Strawberry 70cl	£ 10.99	£ 8.99	17%	6	£ 43.79	£ 36.99	£ 8.99	£ 8.99

Bargain Booze

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P10 2023: Wholesale Money Maker Deals

Bargain Booze

WHOLESALE MONEY MAKERS



Code	Product Description	Margin	Previous W/S Cost	New W/S Cost
BB815608	Estrella Damm 4 x 500ml	32%	£28.20	£22.99
BN815759	Monster Original 4 x 500ml PMP £5.49	30%	£20.54	£19.00
BN815760	Monster Zero Ultra 4 x 500ml PMP £4.99	32%	£17.92	£16.59
13528	Smirnoff No.21 Red Vodka 70cl PMP £16.29	24%	£68.99	£61.99
12067	Villa Maria Bin Sauvignon Blanc 75cl	33%	£49.99	£40.00

BUY IN 1ST SEPTEMBER - 5TH OCTOBER

P11 Deals: Wholesale Money Maker Deals

Bargain Booze

WHOLESALE MONEY MAKERS



Code	Product Description	Margin	Previous W/S Cost	New W/S Cost
BB816224	Carling 15 x 440ml	20%	£10.06	£9.24
13470	Gordons Pink Gin 70cl	26%	£82.90	£71.99
1836	Faustino VII Rioja 75cl	38%	£30.00	£27.50
BN811405 BN811380	Schweppes Lemonade 2ltr PMP £1.75 Schweppes Diet Lemonade 2ltr PMP £1.75	32%	£6.30	£5.70
BN816596 BN816600 BN816601 BN816602	Pringles BBQ 165g PMP £2.75 Pringles Original 165g PMP £2.75 Pringles Salt & Vinegar 165g PMP £2.75 Pringles Sour Cream & Onion 165g PMP £2.75	35%	£10.00	£8.69

BUY IN 29TH SEPTEMBER - 2ND NOVEMBER

2ND OCTOBER 2023

P11 2023: Documentation

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Implementation Guides

<u>P11 Implementation Guide - Bargain Booze</u>	<u>P11 Implementation Guide - Wine Rack</u>
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PAL Documents

<u>Tier 1 PAL</u>	<u>Tier 2 PAL</u>	<u>Tier 3 PAL</u>	<u>Tier 1 Wales PAL</u>	<u>Wine Rack PAL</u>
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P10 BAILEY'S PROMOTION



Code	Product Description	Margin	Previous W/S Cost	New W/S Cost
13474	Baileys Irish Cream 70cl + Baileys Milk Bottle	14%	£69.50	£59.99

The free Glassware will be supplied directly from Diageo, and delivered via a 3rd party. Each store will receive 1 case to support this promotion

Promotional Dates Calendar

Promotional Period	Promotion Start Date (Tuesday)	Promotion End Date (Monday)	Buy-in Start Date	Buy-in End Date
P1	03/01/2023	30/01/2023	23/12/2022	26/01/2023
P2	31/01/2023	27/02/2023	20/01/2023	23/02/2023
P3	28/02/2023	27/03/2023	17/02/2023	23/03/2023
P4	28/03/2023	24/04/2023	17/03/2023	20/04/2023
P5	25/04/2023	22/05/2023	14/04/2023	18/05/2023
P6	23/05/2023	19/06/2023	12/05/2023	15/06/2023
P7	20/06/2023	17/07/2023	09/06/2023	13/07/2023
P8	18/07/2023	14/08/2023	07/07/2023	10/08/2023
P9	15/08/2023	11/09/2023	04/08/2023	07/09/2023
P10	12/09/2023	09/10/2023	01/09/2023	05/10/2023
P11	10/10/2023	06/11/2023	29/09/2023	02/11/2023
P12	07/11/2023	04/12/2023	27/10/2023	30/12/2023
P13	05/12/2023	02/01/2024	23/11/2023	28/12/2023

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