A glass of wine next to a pile of grapes

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**PWSA & PLCB**

**CONFERENCE CALL**

**FEBRUARY 6TH, 2023**

1. With the most recent announcement delayed spring listing cycle due to the ERP implementation. Can the PLCB provide an update on the phased implementation this summer? What can vendors anticipate? We are hearing the cycle is cancelled not delayed, can PLCB confirm? If delist is still set to run, why would PLCB delist without a listing cycle?
   1. what will be next steps with delist. i.e. will that be delayed as well, if so what data set will be used for that analysis?

**Given our 14-week UAT period is scheduled to conclude at the end of this week, we are currently finalizing plans for Release 2 cutover planning and go live. Additional information will be provided as it is finalized, and suppliers can expect a comprehensive overview of business impacts and timelines on the March quarterly call hosted by Tom Bowman.**

**Having said that, yes, we have decided to cancel the spring listing. The next delist will be run under the normal cadence after sales are reviewed at the end of March.**

1. What is the process for rescinding PSE Avg Pricing for products currently “In the PSE Program”?
   1. What is the proposed timeline for changes to take effect?

**Suppliers can submit quarterly along with their cost and retail changes for changes to their PSE participation and recommended sale pricing.**

**Supplier-proposed PSE changes happen under the same cadence as cost and retail changes.**

1. PLCB Ability to alter PSE depth of sale & GP
   1. Taking an item for sale from $3.00 off down to $2.00 off
   2. Alters the GP close to 40%
   3. Should there be a discussion process prior to PSE adjustment with the vendor?  Vendor may choose to adjust cost to maintain PSE schedule.

**PSE amounts are reviewed to ensure that sales are working for both the PLCB and vendor. Items that are either far outselling their previously discussed % sold on sale numbers or generating blended margins that are far below the previous SPA model may be subject to adjustments.**

1. Is it possible to get confirmation or denial responses back on PSE submission changes?

**The Product Management team is committed to communicating denials of PSE submission changes. Any supplier can/should reach out to their Category Manager if they have a concern.**

1. Are Supplier submitted and approved Shelf Talkers being executed at shelf by store managers, once delivered to stores?
   1. A buyer advised us that only PLCB created shelf talkers are being utilized.

**Recently stores have only received IRCs, and all of those have been placed. If shelf talkers approved by Product Management are supplied to stores, the staff would place them.**

1. Non Compliance Penalties:
   1. The report and back up we were told would be provided monthly to the industry, does not seem to be ready for distribution. That transparency is critical to this process, does PLCB have expected timeline to provide on a standard bases? Will they waive fees until that process is up and running?
   2. We have vendors report being charged for re-labeling without any communication or back up from PLCB. What is the expected process and back up for these penalties/fees

**The first month ended less than one week ago, and we are compiling information for distribution now.  The plan remains to distribute compliance fees and supporting documentation by mid-month.**

**There have been no changes to the way labelling fees are imposed and have been for years. If product comes to the distribution centers labelled incorrectly, we must relabel it to receive it. What has changed is the fee itself (increased) and the provision of supporting documentation (what needed to be relabeled and when).**