



Washington State
Liquor Control Board
3000 Pacific Ave. SE Olympia WA, 98504

December 16, 2011

No. 2011-18

TO: ALL SUPPLIERS
FROM: DEBI J. BESSER, DIRECTOR OF PURCHASING
SUBJECT: FINAL DRAFT OF SUPPLIER INVENTORY BUYBACK AGREEMENT

Last week, the WSLCB provided a draft of the Supplier Inventory Buyback Agreement and asked for supplier's feedback. Thank you for all of the comments and information you provided. We have considered all of your feedback in developing this final draft of the Supplier Inventory Buyback Agreement, which is attached.

We are requesting any additional feedback on the final draft of the proposed Agreement by noon on Tuesday, December 20, 2011. Please send all comments to Cheryl McGaughy clm@liq.wa.gov.

This agreement is still in draft, and the final agreement will be subject to the approval of the WSLCB Board and the Washington State Assistant Attorney General. Therefore, this is not a request to have suppliers sign the agreement, but rather just a request for comments on the proposed Agreement. We intend to issue the final Agreement by Wednesday, December 21, 2011, which will provide suppliers the opportunity to officially enter into the Agreement. All Agreements will need to be fully executed by Wednesday, December 28, 2011.

Entering into this agreement is optional, but there are significant benefits. Suppliers participating in the agreement will be able to continue promoting their products through the retail programs that the WSLCB will be re-starting:

- 1) Special Orders – Suppliers with a buyback agreement can continue to have products special ordered beyond December 30, 2011 to be sold by the bottle in retail stores.
- 2) Sampling – Suppliers with a buyback agreement can participate in the Spirit Sampling Pilot through April 2012. Special order products can now be included in a sampling event.
- 3) Unique Displays – Suppliers with a buyback agreement have access to unique display opportunities through April 2012.

More details about these programs and answers to other frequently asked questions regarding the Supplier Inventory Buyback Agreement are attached, and can also be found on the [Supplier Transition Website](#).

Suppliers that have not submitted signed agreements to the WSLCB by December 28, 2011 will not receive any additional orders, and the Board will begin the process of delisting their products immediately. There will be additional actions taken, including product discounting, to eliminate the Board's remaining inventory of those products.

We will be holding a WebEx meeting on December 20, 2011 at 9:00 a.m. PDT to answer questions about this draft Agreement. To participate in this meeting, you will need to register by Monday, December 19, 2011 at this link: [WebEx meeting registration](#). Once your registration has been approved, you will receive the meeting link and password. You will be able to submit questions in real time during this meeting. You may also submit questions before the meeting to Cheryl McGaughy at clm@liq.wa.gov.

Thank for your on-going partnership and interest in ensuring a smooth transition.