



Hello Everyone,

After many conversations with members of the licensee community about the variety and selection of products currently available from the NSLC we are happy to report changes with the Category Review process. Beginning in February 2008, licensees will have the opportunity to identify and commit to products of interest currently not available from the NSLC.

Each month a letter will be emailed from The NSLC Wholesale Team to identified licensees. The letter will highlight the country being reviewed, deadlines for submissions as well as arrival dates. Licensees will then determine specific product requests.

- Product requests to include: style, region, price point, vintage, size.

This information will then be compiled and samples will be requested. Once samples are received, an informal “**licensee tasting**” will be organized by the NSLC wholesale group. Licensees who submitted requests will get a chance to taste the products and decide if they are interested in ordering. Once an order is placed the licensee will be required to commit to specific products and exact case quantities. This information will be tabulated, product information will be entered in the NSLC system, and product will be ordered. Once product arrives, it will be immediately shipped out to licensees. Unfortunately we will not be able to warehouse product in the NSLC warehouse.

This process will work in conjunction with the monthly category review process and will adhere to all category review timelines. Country of review and timelines will be sent to the participating licensees on a monthly basis.

We are very excited about the opportunity to offer this new initiative to our customers, and believe this is a great vehicle for introducing new products and trends in the market place. We look forward to hearing your comments and seeing your requests.

Sincerely,

The NSLC Wholesale Team

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