



WETT SALES & DISTRIBUTION INC.

Connecting Breweries, Wineries, and Distilleries with Customers since 1991

**WAREHOUSING
&
DISTRIBUTION
SERVICES**

Effective January 1, 2024

WETT Sales & Distribution Inc. is pleased to introduce our warehousing & distribution services in this short overview document.

WETT Facilities and Services

WETT operates a 90,000 sq. ft. warehouse strategically located within CentrePort Canada at 1835 Sargent Avenue in Winnipeg, Manitoba. This facility serves as a central hub for our comprehensive beverage alcohol services.

We provide warehousing, order processing, and distribution services for a diverse selection of beer, ready-to-drink (RTD) beverages (malt-based and spirit-based), and ciders throughout Manitoba.

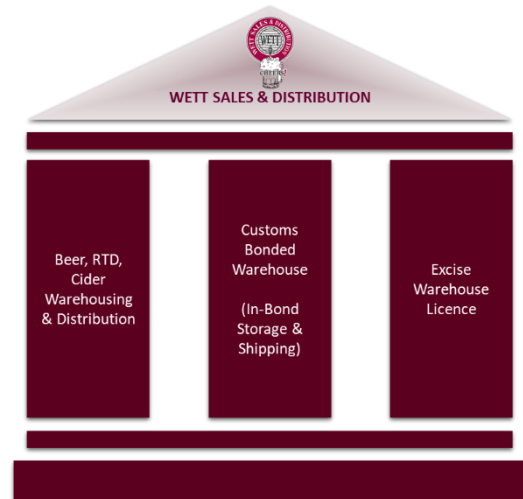
Our Winnipeg warehouse is authorized to store a wide range of spirits and wine products.

We regularly ship a full range of beverage alcohol products to the SLGA Distribution Centre in Regina, Saskatchewan and to other liquor jurisdictions in Canada.

WETT Sales & Distribution: Your Strategic Route to Market

WETT Sales & Distribution provides a comprehensive and efficient solution for bringing your beverage alcohol products to market, built on three core pillars:

- 1. Beverage Alcohol Warehousing & Distribution:** Our 90,000 sq. ft. facility in Winnipeg offers streamlined warehousing, order processing, and distribution services for a wide range of beer, RTDs, ciders, spirits, and wines. This strategic location enables overnight delivery to the SLGA Distribution Centre in Regina and same-day delivery to the MBLL Distribution Centre in Winnipeg, maximizing efficiency and minimizing transportation costs.
- 2. Customs Bonded Warehouse (CBW):** Our 17,000 sq. ft. CBW allows for secure storage of imported beverage alcohol products, with both bonded and duty-paid options available. We manage all aspects of customs clearance and shipment, ensuring a seamless process for both domestic and international suppliers.
- 3. Excise Warehouse (EWL):** Our EWL provides domestic producers with a cost-effective solution for storing packaged spirits and wines destined for the Canadian market. Excise duty is deferred until products are ordered by a provincial liquor board, with taxes due at the end of the month of shipment.



Partnership with Liquor Boards:

In collaboration with MBLL and SLGA, WETT Sales & Distribution has developed a unique model that offers the beverage alcohol community closer and more economical warehousing options, directly supporting efficient supply chain management for both provinces.

Your Gateway to Manitoba and Saskatchewan Markets

Our integrated warehousing, distribution, and customs/excise services make WETT Sales & Distribution your ideal partner for efficient and cost-effective market entry in Manitoba and Saskatchewan.



Strategic Advantages for Suppliers:

- **Consolidated Shipments:** WETT is authorized by both MBLL and SLGA to consolidate shipments for SKUs currently sourced from outside the provinces, enabling suppliers to benefit from full truckload freight rates and reduced transportation costs. This advantage extends to SKUs sold in only one province, optimizing shipping efficiency across your entire product portfolio.
- **Flexible Storage:** Our warehouse rates adapt to your needs, offering a cost-effective solution for storing slower-moving products and managing fluctuating inventory levels
- **National and International Distribution:** WETT can receive shipments directly from suppliers for distribution to other Canadian provinces and markets. We also facilitate in-bond shipments to/from the U.S. and other international markets.
- **Value-Added Services:** Beyond storage and distribution, we offer a range of value-added services such as on-packs, carton reconfiguration, labeling, and stickering, streamlining your product preparation for market.

Additional Benefits of Partnering with WETT:

- **Cash Flow Management:** In-bond and excise non-duty paid storage options provide flexibility for managing your inventory and cash flow.
- **Rapid Order Fulfillment:** Overnight and same-day delivery options ensure your products reach MBLL and SLGA distribution centers quickly and efficiently.
- **Cost-Effective Services:** Our competitive storage, order assembly, and processing fees contribute to a lower overall cost of doing business.

By partnering with WETT Sales & Distribution, you gain a strategic advantage in the Manitoba and Saskatchewan markets, leveraging our expertise, infrastructure, and relationships to optimize your supply chain and maximize your sales potential.

MANITOBA - PRIVATE DISTRIBUTION SERVICES (BEER / MALT-BASED RTD / SPIRIT-BASED RTD / CIDER)

SERVICES PROVIDED:

- **Warehousing & Inventory Management:** Comprehensive storage and inventory tracking for packaged and keg products.
- **Order Fulfillment:** Efficient processing and fulfillment of orders for all brands of packaged and draught beer, RTDs, and cider.
- **Province-Wide Delivery:** Reliable delivery to licensed establishments throughout the province.
- **Keg & Container Management:** Convenient pick-up, return, and processing of empty kegs and containers.
- **Credit Processing:** Streamlined processing of empty container credits through the Manitoba Liquor & Lotteries (MBLL).

Inbound Processing

(includes all administration, assembly, order processing & unloading fees)

Inbound loads	<i>Contact Us for More Information</i>	
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Distribution

MB Distribution - Packaged	<i>Contact Us for More Information</i>
MB Distribution – Kegs	<i>Contact Us for More Information</i>

Storage

Storage (Dry) per pallet – Stackable	N/A	
Storage (Cold) per pallet - Stackable	<i>Contact Us for More Information</i>	* Applies to storage in 'Duty Paid' warehouse
Storage (Cold) per pallet – Un-stackable	<i>Contact Us for More Information</i>	* Applies to storage in 'Duty Paid' warehouse

Note:

- 'Dry' storage fees are waived for any products that are distributed in MB by WETT.

- 'Cold' storage fees are applicable to all products.

Empty Keg Processing

Empty Keg Pick-up - MB	<i>Contact Us for More Information</i>
Empty Keg Pick-up - SK	<i>Contact Us for More Information</i>
Empty Keg Storage - (per pallet; < 3 months)	<i>Contact Us for More Information</i>
Empty Keg Storage - (per pallet; ≥ 3 months)	<i>Contact Us for More Information</i>

Note:

- Freight costs to return kegs from SK to WETT Winnipeg are borne by supplier.

MANITOBA – WAREHOUSING FOR SHIPMENT TO MBLL (ALL BEVERAGE ALCOHOL PRODUCTS)

SERVICES PROVIDED:

- **Receiving & Warehousing:** Receive, store, and manage packaged and keg products from your production facility until shipment to the MBLL Distribution Centre.
- **Order Fulfillment:** Assemble and process orders for packaged & draught beer, RTDs, cider, wine, and spirits based on MBLL purchase orders, preparing them for shipment to the MBLL Distribution Centre.

Inbound / Outbound Processing

(includes all administration, assembly, order processing & loading fees)

Inbound loads	Contact Us for More Information	
Outbound loads	Contact Us for More Information	

Storage

Storage (Dry) per pallet – Stackable	Contact Us for More Information	* Applies to storage in 'Duty Paid', 'Customs Bonded', or 'EWL' warehouses
Storage (Cold) per pallet - Stackable	Contact Us for More Information	* Applies to storage in 'Duty Paid' warehouse
Storage (Cold) per pallet – Un-stackable	Contact Us for More Information	* Applies to storage in 'Duty Paid' warehouse

Note:

- 'Dry' storage fees are waived for any products that are distributed in MB by WETT.
- 'Cold' storage fees are applicable to all products.

Shipment / Freight to MBLL Distribution Centre

Freight Rate per Case	Contact Us for More Information	
Full pallets	1-6 pallets = Contact Us for More Information	7+ pallets = Contact Us for More Information
Trailer rate	Contact Us for More Information	*Minimum 24 pallets

Note:

- Kegs = max. 2 high.
- 30+ cases are considered a 'pallet.'
- Rates subject to change based on current carrier quotes and fuel surcharge rates.

SASKATCHEWAN – WAREHOUSING FOR SHIPMENT TO SLGA (ALL BEVERAGE ALCOHOL PRODUCTS)

SERVICES PROVIDED:

- **Receiving & Warehousing:** Receive, store, and manage packaged and keg products from your production facility until shipment to the SLGA Distribution Centre.
- **Order Fulfillment (SLGA):** Assemble and process orders for packaged & draught beer, RTDs, cider, wine, and spirits based on SLGA purchase orders, preparing them for shipment to the SLGA Distribution Centre.

Inbound / Outbound Processing

(includes all administration, assembly, order processing & loading fees)

Inbound loads	Contact Us for More Information	
Outbound loads	Contact Us for More Information	

Storage

Storage (Dry) per pallet – Stackable	Contact Us for More Information	* Applies to storage in 'Duty Paid', 'Customs Bonded', or 'EWL' warehouses
Storage (Cold) per pallet - Stackable	Contact Us for More Information	* Applies to storage in 'Duty Paid' warehouse
Storage (Cold) per pallet – Un-stackable	Contact Us for More Information	* Applies to storage in 'Duty Paid' warehouse

Note:

- 'Dry' storage fees are waived for any products that are distributed in MB by WETT.
- 'Cold' storage fees are applicable to all products.

Shipment / Freight to SLGA Distribution Centre

Freight Rate per Case	Contact Us for More Information	
Full pallets	Contact Us for More Information	
Trailer rate	Contact Us for More Information	*Minimum 24 pallets

Note:

- Kegs = max. 2 high.
- 30+ cases are considered a 'pallet.'
- Rates subject to change based on current carrier quotes and fuel surcharge rates.

ADDITIONAL FEES (ALL BEVERAGE ALCOHOL PRODUCTS)

Note: The below fees are in addition to any applicable warehousing and distribution fees listed above.

Administration	
One-time initial set-up fee (per new SKU)	Contact Us for More Information
CBSA Bonded Warehouse Processing Fee	Contact Us for More Information
Canada Customs Duty & Brokerage Fee	Contact Us for More Information

Value-Added Services	
Mutually agreed upon project work, such as product destruction, re-packing, value adds, stickering etc.	Contact Us for More Information

Product Destruction	
Product Destruction/Recycling Admin Fee	Contact Us for More Information
Product Destruction Charge	Rates set by environmental services company

Service Charges	
Late charge on balances over 30 days from date of invoice will apply.	2% per month

Storage – Non-Sellable Products (Distributed Products)		
Storage (per pallet; < 3 months)	Contact Us for More Information	Storage rates will be applied retroactively from the date of receipt into the warehouse. This applies to all products that were initially intended for distribution but were later deemed non-sellable. These products are then either sent out for destruction or returned to the producer, supplier, or agent.
Storage (per pallet; ≥ 3 months)	Contact Us for More Information	
Storage (per pallet; ≥ 6 months)	Contact Us for More Information	

Storage – Non-Sellable Products (Non-Distributed Products)		
Storage (per pallet; < 3 months)	Contact Us for More Information	Storage rates will be applied from the date that non-distributed products are deemed non-sellable. These products are then either sent out for destruction or returned to the producer, supplier, or agent.
Storage (per pallet; ≥ 3 months)	Contact Us for More Information	
Storage (per pallet; ≥ 6 months)	Contact Us for More Information	

❖ Rates subject to change.

CHEERS!



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