



# WETT SALES & DISTRIBUTION INC.

Connecting Breweries, Wineries, and Distilleries with Customers since 1991

**WAREHOUSING  
&  
DISTRIBUTION  
SERVICES**

Effective February 1, 2025

# TABLE OF CONTENTS

PAGE:

2. WETT Facilities & Services
2. WETT Sales & Distribution: Your Strategic Route to Market
3. Your Gateway to Manitoba and Saskatchewan Markets...and Beyond!
4. Warehousing & Distribution Information: Beer, Refreshment Beverages (RTD), & Cider
  - a. OPTION 1 - MANITOBA – PRIVATE DISTRIBUTION SERVICES
  - b. OPTION 2 – MANITOBA – WAREHOUSING FOR SHIPMENT TO MBLL
  - c. OPTION 3 – SASKATCHEWAN – WAREHOUSING FOR SHIPMENT TO SLGA
  - d. OPTION 4 – WAREHOUSING FOR SHIPMENT TO OTHER JURISDICTIONS
9. Warehousing & Distribution Information: Wine & Spirits
  - a. WAREHOUSING FOR SHIPMENT TO MBLL & OTHER JURISDICTIONS
11. More Information
  - a. Additional Fees
13. Notes
  - a. Storage – Fee Calculation
  - b. Storage – Non-sellable Products
  - c. Pallet Guidelines



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

## WETT FACILITIES & SERVICES

WETT operates a 110,000 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:

- Beverage Alcohol Warehousing & Distribution:** Our 110,000 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 MBL Distribution Centre in Winnipeg, maximizing efficiency and minimizing transportation costs.
- Customs Bonded Warehouse (CBW):** Our 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.
- 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...AND BEYOND!

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...any beyond.

### 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.

**BEER**  
**REFRESHMENT BEVERAGES (RTD)**  
**&**  
**CIDER**

## OPTION 1 – 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 through the MBLL Online Order Portal (CSS) for all brands of packaged and draught beer, RTDs, and cider.
- **Province-Wide Delivery:** Reliable delivery to licensed commercial customers 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).

<b>Inbound Processing – see Pallet notes</b> (includes all administration, assembly, order processing & unloading fees)			
SERVICE	DESCRIPTION	PACKAGED BEER/RTD	KEGS
Receiving (24/30/48 pks)	<i>Based on Shipping Case Configuration. Case receiving on acceptable pallets. Pallet must not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Receiving (12/15 pks)	<i>Based on Shipping Case Configuration. Case receiving on acceptable pallets. Pallet must not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Slipsheet Receiving	<i>Full or mixed pallets on acceptable slipsheet.</i>	Contact Us for More Information	
Keg Receiving	20/25/30L		Contact Us for More Information
	50/58.6L		Contact Us for More Information

<b>Distribution</b>			
MB Distribution - Packaged	(30 bottles/cans)	Contact Us for More Information	
	(24 bottles/cans)	Contact Us for More Information	
	(15 bottles/cans)	Contact Us for More Information	
	(12 bottles/cans)	Contact Us for More Information	
	(16 x 1L PET)	Contact Us for More Information	
	(8 x 2L PET)	Contact Us for More Information	
MB Distribution - Kegs	<30L	Contact Us for More Information	
	≥30L	Contact Us for More Information	

<b>Dry Storage Rates (Per Month)</b>			
SERVICE	DESCRIPTION	PACKAGED BEER/RTD	KEGS
Storage	<i>'Dry' storage fees are waived for any products that are distributed in Manitoba by WETT.</i>	N/A	N/A

<b>Cold Storage Rates (Per Month)</b>			
SERVICE	DESCRIPTION	PACKAGED BEER/RTD	KEGS
Storage	<i>'Cold' storage fees are applicable to all products. Pallet spot rental for 30 days; max. height of 60"</i>	Contact Us for More Information	Contact Us for More Information

## OPTION 2 – MANITOBA – WAREHOUSING FOR SHIPMENT TO MBL (BEER / MALT-BASED RTD / SPIRIT-BASED RTD / CIDER)

### SERVICES PROVIDED:

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

<b>Inbound Processing – see Pallet notes</b> (includes all administration, assembly, order processing & unloading fees)			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Receiving (24/30/48 pks)	Based on Shipping Case Configuration. Case receiving on acceptable pallets. Pallet must not exceed 60 inches in height, including pallet.	Contact Us for More Information	
Receiving (12/15 pks)	Based on Shipping Case Configuration. Case receiving on acceptable pallets. Pallet must not exceed 60 inches in height, including pallet.	Contact Us for More Information	
Slipsheet Receiving	Full or mixed pallets on acceptable slipsheet.	Contact Us for More Information	
Keg Receiving	20/25/30L		Contact Us for More Information
	50/58.6L		Contact Us for More Information

<b>Outbound Processing</b> (includes all administration, assembly, order processing & loading fees)			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Shipping (24/30/48 pks)	Based on Shipping Case Configuration. Full or mixed pallets. Pallet will not exceed 60 inches in height, including pallet.	Contact Us for More Information	
Shipping (12/15 pks)	Based on Shipping Case Configuration. Full or mixed pallets. Pallet will not exceed 60 inches in height, including pallet.	Contact Us for More Information	
Keg Shipping	20/25/30L		
	50/58.6L		Contact Us for More Information

<b>Dry Storage Rates (Per Month) – see Storage notes</b>			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Storage (24/30/48 pks)	Based on Shipping Case Configuration. 'Dry' storage fees are applicable to all products that are not distributed in MB by WETT.	Contact Us for More Information	
Storage (12/15 pks)	Based on Shipping Case Configuration. 'Dry' storage fees are applicable to all products that are not distributed in MB by WETT.	Contact Us for More Information	
Keg Storage	20/25/30L		
	50/58.6L		Contact Us for More Information

<b>Cold Storage Rates (Per Month)</b>			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Storage	'Cold' storage fees are applicable to all products. Pallet spot rental for 30 days; maximum height of 60"	Contact Us for More Information	Contact Us for More Information

<b>Shipment / Freight to MBL Distribution Centre</b>			
Full pallets	1-6 pallets = Contact Us for More Information	Note: ○ Kegs = max. 2 high. ○ Rates subject to change based on current carrier quotes and fuel surcharge rates.	
	7+ pallets = Contact Us for More Information		
Trailer Rate	Contact Us for More Information		

## OPTION 3 – SASKATCHEWAN – WAREHOUSING FOR SHIPMENT TO SLGA (BEER / MALT-BASED RTD / SPIRIT-BASED RTD / CIDER)

### 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.

<b>Inbound Processing – see Pallet notes</b> (includes all administration, assembly, order processing & unloading fees)			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Receiving (24/30/48 pks)	<i>Based on Shipping Case Configuration. Case receiving on acceptable pallets. Pallet must not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Receiving (12/15 pks)	<i>Based on Shipping Case Configuration. Case receiving on acceptable pallets. Pallet must not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Slipsheet Receiving	<i>Full or mixed pallets on acceptable slipsheet.</i>	Contact Us for More Information	
Keg Receiving	20/25/30L		Contact Us for More Information
	50/58.6L		Contact Us for More Information

<b>Outbound Processing</b> (includes all administration, assembly, order processing & loading fees)			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Shipping (24/30/48 pks)	<i>Based on Shipping Case Configuration. Full or mixed pallets. Pallet will not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Shipping (12/15 pks)	<i>Based on Shipping Case Configuration. Full or mixed pallets. Pallet will not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Keg Shipping	20/25/30L		
	50/58.6L		Contact Us for More Information

<b>Dry Storage Rates (Per Month) – see Storage notes</b>			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Storage	<i>'Dry' storage fees are waived for any products that are also distributed in Manitoba by WETT and ordered by SLGA.</i>	N/A	N/A
Storage (24/30/48 pks)	<i>Based on Shipping Case Configuration. 'Dry' storage fees are applicable to all products that are not distributed in MB by WETT.</i>	Contact Us for More Information	
Storage (12/15 pks)	<i>Based on Shipping Case Configuration. 'Dry' storage fees are applicable to all products that are not distributed in MB by WETT.</i>	Contact Us for More Information	
Keg Storage	20/25/30L		
	50/58.6L		Contact Us for More Information

<b>Cold Storage Rates (Per Month)</b>			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Storage	<i>'Cold' storage fees are applicable to all products. Pallet spot rental for 30 days; max. height of 60"</i>	Contact Us for More Information	Contact Us for More Information

<b>Shipment / Freight to SLGA Distribution Centre</b>			
Freight Rate per Case	Contact Us for More Information	Note: ○ Kegs = max. 2 high. ○ 40+ cases are considered a 'pallet.' ○ Rates subject to change based on current carrier quotes and fuel surcharge rates.	
Full pallets	Contact Us for More Information		
Trailer Rate	Contact Us for More Information		



## OPTION 4 – WAREHOUSING FOR SHIPMENT TO OTHER JURISDICTIONS (BEER / MALT-BASED RTD / SPIRIT-BASED RTD / CIDER)

### SERVICES PROVIDED:

- **Receiving & Warehousing:** Receive, store, and manage packaged and keg products from your production facility until they are shipped to liquor jurisdictions in Canada or internationally.
- **Order Fulfillment:** Assemble and process orders for packaged & draught beer, RTDs, cider, wine, and spirits according to supplier requirements, preparing them for shipment to various jurisdictions.

<b>Inbound Processing – see Pallet notes</b> (includes all administration, assembly, order processing & unloading fees)			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Receiving (24/30/48 pks)	<i>Based on Shipping Case Configuration. Case receiving on acceptable pallets. Pallet must not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Receiving (12/15 pks)	<i>Based on Shipping Case Configuration. Case receiving on acceptable pallets. Pallet must not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Slipsheet Receiving	<i>Full or mixed pallets on acceptable slipsheet.</i>	Contact Us for More Information	
Keg Receiving	20/25/30L		Contact Us for More Information
	50/58.6L		Contact Us for More Information

<b>Outbound Processing</b> (includes all administration, assembly, order processing & loading fees)			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Shipping (24/30/48 pks)	<i>Based on Shipping Case Configuration. Full or mixed pallets. Pallet will not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Shipping (12/15 pks)	<i>Based on Shipping Case Configuration. Full or mixed pallets. Pallet will not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Keg Shipping	20/25/30L		
	50/58.6L		Contact Us for More Information

<b>Dry Storage Rates (Per Month) – see Storage notes</b>			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Storage (24/30/48 pks)	<i>Based on Shipping Case Configuration. 'Dry' storage fees are applicable to all products stored for shipment to other jurisdictions.</i>	Contact Us for More Information	
Storage (12/15 pks)	<i>Based on Shipping Case Configuration. 'Dry' storage fees are applicable to all products stored for shipment to other jurisdictions.</i>	Contact Us for More Information	
Keg Storage	20/25/30L		
	50/58.6L		Contact Us for More Information

<b>Cold Storage Rates (Per Month)</b>			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Storage	<i>'Cold' storage fees are applicable to all products. Pallet spot rental for 30 days; max. height of 60"</i>	Contact Us for More Information	Contact Us for More Information

<b>Shipment / Freight to Other Jurisdictions</b>		
Full pallets	<i>Rates subject to change based on current carrier quotes and fuel surcharge rates.</i>	<b>Note:</b> ○ Kegs = max. 2 high. ○ Rates subject to change based on current carrier quotes and fuel surcharge rates.
Trailer Rate	<i>Rates subject to change based on current carrier quotes and fuel surcharge rates. (*Minimum 24 pallets)</i>	

**WINE  
&  
SPIRITS**



## WAREHOUSING FOR SHIPMENT TO MBL & OTHER JURISDICTIONS (WINE & SPIRITS)

### SERVICES PROVIDED:

- **Receiving & Warehousing:** Receive, store, and manage wine and spirits products from your production facility until they are shipped to liquor jurisdictions in Canada or internationally.
- **Order Fulfillment:** Assemble and process orders for wine and spirits according to supplier requirements, preparing them for shipment to various jurisdictions.

<b>Inbound Processing – see Pallet notes</b> (includes all administration, assembly, order processing & unloading fees)			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Receiving	<i>Based on Shipping Case Configuration. Case receiving on acceptable pallets. Pallet must not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Slipsheet Receiving	<i>Full or mixed pallets on acceptable slipsheet.</i>	Contact Us for More Information	
Keg Receiving	20/30L		Contact Us for More Information
	50/58L		Contact Us for More Information

<b>Outbound Processing</b> (includes all administration, assembly, order processing & loading fees)			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Shipping	<i>Based on Shipping Case Configuration. Full or mixed pallets. Pallet will not exceed 60 inches in height, including pallet.</i>	Contact Us for More Information	
Keg Shipping	20/30L		Contact Us for More Information
	50/58L		Contact Us for More Information

<b>Dry Storage Rates (Per Month) – see Storage notes</b>			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Storage	<i>Based on Shipping Case Configuration. 'Dry' storage fees are applicable to all products stored for shipment to other jurisdictions.</i>	Contact Us for More Information	
Keg Storage	20/30L		Contact Us for More Information
	50/58L		Contact Us for More Information

<b>Cold Storage Rates (Per Month)</b>			
SERVICE	DESCRIPTION	PACKAGED PRODUCT	KEGS
Storage	<i>'Cold' storage fees are applicable to all products. Pallet spot rental for 30 days; max. height of 60"</i>	Contact Us for More Information	Contact Us for More Information

<b>Shipment / Freight to Other Jurisdictions</b>			
Full pallets	<i>Rates subject to change based on current carrier quotes and fuel surcharge rates.</i>	Note: ○ Rates subject to change based on current carrier quotes and fuel surcharge rates.	
Trailer Rate	<i>Rates subject to change based on current carrier quotes and fuel surcharge rates. (*Minimum 24 pallets)</i>		

# MORE INFORMATION



## 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)	<a href="#">Contact Us for More Information</a>
CBSA Bonded Warehouse Processing Fee	<a href="#">Contact Us for More Information</a>
Canada Customs Duty & Brokerage Fee	<a href="#">Contact Us for More Information</a>
CRA Excise Tax Remittance Fee (charged only in months when filing occurs)	<a href="#">Contact Us for More Information</a>

Value-Added Services or Pallet Reworking	
<p><b>Value-Added Services</b> – Mutually agreed upon project work, such as product destruction, re-packing, value adds, stickering etc.</p> <p><b>Pallet Reworking</b> – Loads on non-compliant pallets or pallets exceeding 60 inches in height</p>	<a href="#">Contact Us for More Information</a>

Product Destruction	
Product Destruction/Recycling Admin Fee	<a href="#">Contact Us for More Information</a>
Product Destruction Charge	<a href="#">Contact Us for More Information</a>

Intracity Freight Service	
Custom Freight/Transportation Solutions within Winnipeg	<a href="#">Contact Us for More Information</a>

Service Charges	
Late charge on balances over 30 days from date of invoice will apply.	<a href="#">Contact Us for More Information</a>

❖ Rates subject to change.

## NOTES:

### STORAGE – FEE CALCULATION

**STORAGE FEES** are calculated daily but invoiced monthly.

- |                         |   |
|-------------------------|---|
| Calculation of Storage: | <ul style="list-style-type: none"> <li>• <b>Storage Charge</b> = <i>Daily Rate x Cumulative Daily Inventory Total</i></li> <li>• <b>Daily Rate</b> = <i>Monthly Storage Rate ÷ 30 days</i></li> </ul> |
|-------------------------|---|

#### Example

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• <b>Cumulative Daily Inventory Total:</b></li> <li>• <b>Daily Rate:</b></li> <li>• <b>Storage Charge:</b></li> </ul> | <ul style="list-style-type: none"> <li>500 cases of product</li> <li><math>\\$0.30 \div 30 \text{ days} = \\$0.01</math></li> <li><math>\\$0.01 \times 500 \text{ Cumulative Daily Inventory Total} = \\$5.00 \text{ per day}</math></li> </ul> |
|--|---|

### STORAGE – Non-Sellable Products

Storage < 3 months (per month)	<a href="#">Contact Us for More Information</a>	<p><b>Distributed Products</b></p> <p>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 (e.g. QC hold, damages, etc.). These products are then either sent out for destruction or returned to the producer, supplier, or agent.</p>
Storage ≥ 3 months (per month)	<a href="#">Contact Us for More Information</a>	
Storage ≥ 6 months (per month)	<a href="#">Contact Us for More Information</a>	<p><b>Non-Distributed Products</b></p> <p>Storage rates will be applied from the date that non-distributed products are deemed non-sellable (e.g. QC hold, damages, etc.). These products are then either sent out for destruction or returned to the producer, supplier, or agent.</p>

### PALLET GUIDELINES

- Full (FTL) & less than load (LTL) loads should be shipped on 48" x 40" pallets that are appropriate for elevated storage in racking. CHEP, PECO, TBS or similar standards are acceptable. Pallet must be in good shape and not damaged in any way. All products must be secured to the pallet with stretch wrap from top to bottom - including the pallet - for safety concerns.
- Pallets must not exceed 60 inches in height, including the pallet.
- Pallets are considered one way and will not be returned.

#### NOTE:

- Loads on non-compliant pallets or pallets exceeding 60 inches in height may incur additional reworking charges at the current WETT hourly labour rate.
- Please contact Warehouse Operations (204-885-9388) if you have any questions on the above guidelines.

# CHEERS!



**WETT Sales & Distribution Head Office**

Phone: (204) 832-8893

Mailing Address:

1835 Sargent Avenue

Winnipeg, Manitoba, Canada

R3H 0E2

