



State Liquor Authority

ANDREW M. CUOMO
Governor

VINCENT G. BRADLEY
Chairman

GREELEY FORD
Commissioner

ADVISORY #2016-6

To: All wholesalers and retailers of liquor and wine
Subject: 2016-17 Year-end retailer inventory replenishment

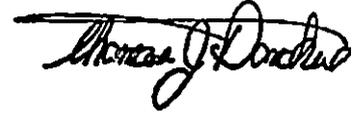
At the request of industry members, in order to provide retailers with sufficient time to restock their liquor and wine inventories using wholesalers' lower December prices, the Members of the Authority, at a Full Board meeting held on October 25, 2016, have approved the following:

- Wholesalers of liquor and wine may accept retailer orders as late as 5:00 p.m. on Wednesday, January 4, 2017 utilizing December, 2016 prices. (January 2017 posted prices will also be available as usual, and retailers will be able to order from either or both.)
- All orders placed from Friday, December 30, 2016 to 5:00 p.m. on Wednesday, January 4, 2017 at December, 2016 posted prices must be delivered to retailers no later than Friday, January 6, 2017 (Wednesday, January 11, 2017 for upstate North of Westchester County).
- In addition, all retailer orders placed from Friday, December 30, 2016 through Wednesday, January 4, 2017 at 5:00 p.m. are eligible for delivery to "bill and hold" with no storage charges being applied to same as long as such orders are ultimately delivered to retailers no later than close of business on Friday, January 6, 2017 (Wednesday, January 11, 2017 for upstate North of Westchester County.) In keeping with standard "bill and hold" practices, all such orders must be invoiced to "bill and hold" as of the date of the placement of the retailer order, and final retailer payment dates for such orders shall be 30 days after the placement of the retailer order. Said free "bill and hold" storage applies only to invoices dated December 30, 2016 to January 4, 2017 and which utilize December, 2016 pricing. Any invoices that include items at January, 2017 prices are not eligible for free "bill and hold" storage, and will be considered a violation of the gifts and services prohibition set forth in Alcoholic Beverage Control Law section 101(1)(c). Moreover, normal storage charges must be assessed against any goods

which were purchased at December, 2016 prices and placed in storage but which have not been delivered to the retailer by close of business on Friday, January 6, 2017 (Wednesday, January 11, 2017 for upstate North of Westchester County.)

The above advisory was approved by the Members of the State Liquor Authority at the October 25, 2016 Full Board meeting.

Dated: October 25, 2016



Secretary to the Authority