

**PENNSYLVANIA LIQUOR CONTROL BOARD**  
**MEETING MINUTES**

**WEDNESDAY, APRIL 2, 2014**

**NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA**

Joseph E. "Skip" Brion, Chairman	<a href="#">Office of Chief Counsel</a>	<a href="#">Bureau of Retail Operations</a>
Robert S. Marcus, Board Member	<a href="#">Bureau of Licensing</a>	<a href="#">Bureau of Product Selection/Marketing</a>
Tim Holden, Board Member	<a href="#">Bureau of Human Resources</a>	<a href="#">Financial Report</a>
John E. Metzger, Acting Executive Director	<a href="#">Bureau of Purchasing and Contracting</a>	<a href="#">Other Issues</a>
John Stark, Board Secretary		

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**PUBLIC MEETING – 11:00 A.M**

Board Secretary John K. Stark indicated that a quorum of the Board was present and Chairman Brion called the meeting to order.

**CALL TO ORDER** ..... *Chairman Brion*

Pledge of Allegiance to the Flag

**OLD BUSINESS**..... *Secretary Stark*

A. Motion to approve the previous Board Meeting Minutes of the March 19, 2014 meeting.

**Motion Made:** Board Member Marcus

**Seconded:** Board Member Holden

**Board Decision:** Unanimously approved (3-0 vote) previous Board Minutes.

**PUBLIC COMMENT ON AGENDA ITEMS**

There was no comment on the printed agenda items.

**NEW BUSINESS**

*From the Office of Chief Counsel* ..... *Faith Smith Diehl, Chief Counsel*

(1) **Brian Lee v. Pennsylvania Liquor Control Board**  
Office of Open Records Docket No. AP 2014-0122

Appeal to Commonwealth Court in Right-to-Know Law Case

Note: Board Minutes are not officially approved until all required signatures are affixed.

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) that no Appeal be taken.

(2) **Night Club Partners, LLC, Transferor**  
R-9913 (LID 60236)  
1400 Smallman Street, Suite 2  
Pittsburgh, Pennsylvania 15222-4306

Proposed Conversion of Suspension to  
Fine

**SSEC7, LLC, Transferee**  
R-9913 (LID 68069)  
1601-05 East Carson Street  
Pittsburgh, Pennsylvania 15203-1703

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Conversion of Suspension to a Fine of \$1,000.00.

*From the Bureau of Licensing ..... Jerry Waters, Director of Regulatory Affairs  
Tisha Albert, Director, Bureau of Licensing*

(1) **Great Cove Golf & Recreation Club**  
PGE-3 (LID No. 9098)  
366 Riggs Drive  
Ayr Township  
McConnellsburg, Fulton County

Request to Conduct Another  
Business on the Licensed  
Premises – Privately-Owned  
Public Golf Course Malt  
Beverage

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Request to Conduct Another  
Business on the Licensed Premises.

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- (2) **LH Lehigh, LLC** Extension of Wholesale License -  
ID-847 (LID No. 68880) Importing Distributor  
2310 SW 26<sup>th</sup> Street  
Allentown, Lehigh County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Extension of Wholesale License Subject to Receipt of Importing Distributor License ID-1062 for Safekeeping.

- (3) **The Loose Goose Bar & Grille, Inc.** Renewal & Validation –  
**t/a The Loose Goose Bar & Grille** Restaurant  
R-2720 (LID No. 59475) Case No. 13-9197  
6 Oliver Road, Suite 105  
North Union Township  
Uniontown, Fayette County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Refuse Applications for Renewal & Validation.

- (4) **Loyal Order of Moose Lodge 66** “Intermunicipal” Double  
CC-316 (LID No. 67614) Case No. 13-9208 Transfer – Catering Club  
4427 West Ridge Road  
Millcreek Township  
Erie, Erie County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer Subject to Acceptance and Approval of the Stipulation.

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- (5) **East Erie Turners** Stipulation – Catering Club  
CC-316 (LID No. 2914)  
829 Parade Street  
Erie, Erie County  
Citation Nos. 09-2599, 10-0691 & 10-1477

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Motion Made:** Unanimously agreed (3-0 vote) to Accept the Stipulation.

- (6) **Mallard Beverages, LLC** “Intermunicipal” Double  
**t/a Mallard Beer Basement** Transfer & Request for an  
R-2529 (LID No. 69141) Interior Connection with  
161 South 2<sup>nd</sup> Street Another Business - Restaurant  
Lehighton, Carbon County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Motion Made:** Unanimously agreed (3-0 vote) to Approve Transfer & Request for an Interior Connection with Another Business.

- (7) **Schuyler Davis, LLC** Person-to-Person Transfer &  
**t/a Mueller’s General Store & Kitchen** Requests for Interior  
R-9299 (LID No. 69224) Connections with Another  
3205 South Delaware Drive Business & to Conduct  
Williams Township Another Business on the  
Easton, Northampton County Licensed Premises – Restaurant

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Motion Made:** Unanimously agreed (3-0 vote) to Approve Transfer & Requests for Interior Connections with Another Business and to Conduct Another Business on the Licensed Premises.

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- (8) **Sugar Stick, Ltd.** Request for Hearing After  
R-16648 (LID No. 18110) Case No. 13-9135 Administrative Cancellation –  
5056-60 Germantown Avenue Notice of Change in Business  
Philadelphia, Philadelphia County Structure – Restaurant

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Reinstate and Approve Notice of Change in Business Structure

- (9) **Weis Markets, Inc.** “Intermunicipal” Double  
R-20976 (LID No. 69227) Transfer & Requests for  
200 Ridge Pike, Suite 110 Interior Connections with  
Plymouth Township Another Business & to Conduct  
Conshohocken, Montgomery County Another Business on the  
Licensed Premises – Restaurant

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve Transfer & Requests for Interior Connections with Another Business and to Conduct Another Business on the Licensed Premises.

- (10) **Georgine D. Welter** Request for Hearing After  
**t/a Country Pub** Revocation – Restaurant  
R-13358 (LID No. 16081) Case No. 13-9209  
5218 Nuangola Road  
Nuangola, Luzerne County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Affirm Administrative Revocation of License.

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- (11) **La Molina, Inc.** Renewal – District 11  
R-9212 (LID No. 57457) Case No. 13-9203  
57-59 Long Lane  
Upper Darby Township  
Upper Darby, Delaware County
- Motion Made:** Board Member Marcus  
**Seconded:**
- Board Decision:** Hold by Board Member Marcus for a Conditional Licensing Agreement.
- 
- (12) **Nadia, Incorporated** Renewal – District 11  
**t/a Bill's Tavern**  
R-9842 (LID No. 14046) Case No. 13-9207  
2901-03 West 3<sup>rd</sup> Street  
Chester, Delaware County
- Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal with Existing Conditional Licensing Agreement.
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- (13) **Pizza Connection, Inc.** Renewal – District 11  
E-4905 (LID No. 46693) Case No. 13-9202  
732 Burmont Road  
Upper Darby Township  
Drexel Hill, Delaware County
- Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden
- Board Decision:** Unanimously agreed (3-0 vote) to Approve Renewal.
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- (14) **Crimmel Family, LLC** New Tavern Gaming License  
**t/a The Red Zone Sports Bar and Grille**  
R-21479 (LID No. 67571)  
34 Envision Drive  
Fermanagh Township  
Mifflintown, Juniata County

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**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve New Tavern Gaming License.

(15) **Frank-May, Inc.** New Tavern Gaming License  
**t/a Jack's Tavern**  
R-17199 (LID No. 18489)  
18 State Road  
Upper Providence Township  
Media, Delaware County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve New Tavern Gaming License subject to the condition that the Applicant Submit to the Bureau of Licensing within 15 days proof that the Forbearance Agreement was Renewed on or about April 4 of this year.

(16) **Sher Corp.** New Tavern Gaming License  
R-17265 (LID No. 54619)  
2910 Pricetown Road, P. O. Box 12682  
Alsace Township  
Reading, Berks County

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve New Tavern Gaming License.

*From the Bureau of Human Resources ..... Jennifer Haas, Director of Human Resources*

- (1) **Anne Fliszar – Affirm Removal Action**
- (2) **LaShelle Flowers – Removal Action**
- (3) **Michael House – Removal Action**
- (4) **Joseph Kahalelio – Removal Action**

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- (5) **Michael Melbourne – Removal Action**
- (6) **Sherrill Pasterick – Affirm Removal Action**
- (7) **Laura Sharma – Affirm Removal Action**
- (8) **Nicole Wilcher – Affirm Removal Action**

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve all Personnel Actions.

*From the Bureau of Purchasing and Contracting .....August Hehemann, Chief Financial Officer  
Melinda John, Director, Bureau of Purchasing & Contracting*

- (1) **Cisco Hardware and Hardware Maintenance** – DGS Statewide Contract – **VENDOR:** EPlus – Provide Cisco network hardware such as switches, routers, access points, and other appliances. This hardware will be deployed to new wine and spirit stores as requested by Store Operations – \$19,701.12 estimated cost.
- (2) **2013 Copy Coverage** – PO 63010299 Amendment – **VENDOR:** Canon Financial Services – Cost for exceeding contracted copies in 2013 for the Varioprint 4120 Production Machine and CS665 Color unit located within the Bureau of Support Services, Graphics Arts Division, Northwest Office Building – \$44,725.51 estimated cost.
- (3) **AppWorx Job Scheduler Software Support and Maintenance** – Sole Source – **VENDOR:** Automic Software Inc. – **TERM:** One (1) year – Provide job scheduling for the majority of the PLCB’s nightly batch processing across all of the production servers – \$133,370.00 estimated cost.
- (4) **Manugistics Software Support and Maintenance** – Sole Source – **VENDOR:** JDA Software Group – **TERM:** One (1) year – Manugistics Demand Planning and Fulfillment software is used for the PLCB’s core business function to purchase wines and spirits plus determine when product must arrive in the distribution centers – \$159,919.83 estimated cost.
- (5) **Senior Data Architect Staff Augmentation** – DGS Statewide Contract – **VENDOR:** Computer Aid Inc. – **TERM:** Forty (40) weeks – The first round of efforts to cleanse the data in the Oracle ERP System is nearing completion. This included only Long descriptions and some User Defined Attributes (UDA’s) for product data within the RMS module. The focus of this position is to expand the cleansing and update additional data fields, such as product “short” descriptions, SCC descriptions, multi-level relationship data and additional UDA’s, making the information even more beneficial for users – \$110,127.60 estimated cost.

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- (6) **Security Guard Services** – DGS Statewide Contract – **VENDOR:** St. Moritz Security Services, Inc. – **TERM:** Nine (9) months – Provide a uniformed unarmed security guard from 1:15 PM through 9:15 PM Monday through Wednesday; 11:15 AM through 9:15 PM Thursday through Saturday and 12:00 PM through 5:15 PM Sunday at Store #5174, Philadelphia– \$32,500.00 estimated cost.
- (7) **Security Guard Services** – DGS Statewide Contract – **VENDOR:** St. Moritz Security Services, Inc. – **TERM:** Nine (9) months – Provide a uniformed unarmed security guard from 1:15 PM through 9:15 PM Monday and Tuesday; 1:15 PM through 9:15 PM Wednesday through Saturday at Store #2515, Erie – \$26,500.00 estimated cost.
- (8) **Security Guard Services** – DGS Statewide Contract – **VENDOR:** St. Moritz Security Services, Inc. – **TERM:** Nine (9) months – Provide a uniformed unarmed security guard from 9:00 AM through 9:15 PM Monday through Saturday at Store #5165, Philadelphia– \$39,200.00 estimated cost.

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve all Purchasing & Contracting matters.

*From the Bureau of Retail Operations ..... Dale Horst, Director of Retail Operations*

- (1) **#0201 – 3239 Washington Pike, Bridgeville Amendment**
- (2) **#3708 – 2410 Wilmington Road, New Castle Amendment**
- (3) **#4814 – 3718 Easton-Nazareth Highway, Easton Amendment**

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve all Retail Operations Actions.

*From the Bureau of Product Selection/Marketing ..... Pam Bernd, Chief of Product/Category Management*

**1. New Items - Recommended Listings**

<u>BRAND DESCRIPTION</u>	<u>REASON</u>	<u>SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>MAJESTIC WINE &amp; SPIRITS OF USA, INC.</u>					

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	4,5	750 ml	\$232.26	\$38.71	\$62.99
Nikka Coffey Grain Whisky					
<u>Northern Wine &amp; Spirits Inc</u>					
Idillio Dolce Sparkling		750 ML	\$ 93.48	\$ 7.79	\$ 13.99
Liquid Assets Pinot Noir		3.0 L	\$ 92.40	\$ 15.40	\$ 26.99
Out of the Box Sangiovese		5.0 L	\$ 63.40	\$ 15.85	\$ 27.99

**New Items – Recommended Listings  
Reason Codes**

1. Strong marketing support
2. High brand recognition
3. Line/Size extension of successful brand
4. Trade up opportunity
5. Growing category
6. Growing segment
7. National rollout
8. Niche item / Limited distribution
9. High dollar profit potential
10. Trade out
11. High quality for the value
12. Innovative product/ flavor
13. High sales through other PLCB channels (Luxury, Online, SLO)
14. Underrepresented category/segment
15. Hole in selection – consumer/store requests

**2. Cost and Retail Decreases - Revision**

PRODUCT(S):

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
		<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>NORTH WALES WINES</u>					
4424	New Amsterdam Vodka				
	1.75 L, 6 Units Per Case	\$85.62	\$23.99	\$71.34	\$23.99
	Velocity Code: A Cost Per Unit:	14.27		11.89	
<u>PERNOD RICARD USA</u>					
7928	Olmecca Altos Plata Tequila	\$83.37	\$22.99	\$71.76	\$19.99
	750 ML, 6 Units Per Case				
	Velocity Code: E Cost Per Unit:	13.89		11.96	

EFFECTIVE DATES: The proposed cost will become effective March 23, 2014  
and the proposed retail prices will become effective  
when the current stock has been sold.

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### 3. Reinstatement from Closeout

PRODUCT(S):

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PREVIOUS</u>		<u>PROPOSED</u>	
		<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>Wine Appreciation Guild</u>					
30246	Bartender's Black Book 60 Units Per Case	\$372.00	\$11.99	\$372.00	\$11.99
	Cost Per Unit:	\$6.20		\$6.20	

### 4. Luxury One Time Buy Items - Recommended Approvals

<u>BRAND DESCRIPTION</u>	<u>VINTAGE</u>	<u>SIZE</u>	<u>CASE COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>AMERICAN ESTATES WINES, INC.</u>					
Mount Eden Chardonnay Wolff Vineyard	current	750ML	\$167.28	\$13.94	\$23.99
<u>BARNARD GRIFFIN</u>					
Barnard Griffin Chardonnay	current	750ML	\$66.60	\$5.55	\$10.99
Barnard Griffin Fume Blanc	current	750ML	\$57.72	\$4.81	\$8.99
Barnard Griffin Riesling	current	750ML	\$57.72	\$4.81	\$8.99
<u>BOUTIQUE WINE COLLECTION</u>					
DeTrafford Syrah "Blueprint"	current	750ML	\$258.72	\$21.56	\$34.99
Hermann Moser Gruner Veltliner Per Due Kremstal	current	750ML	\$88.68	\$7.39	\$12.99
Six Hats Chenin Blanc	current	750ML	\$65.52	\$5.46	\$9.99
<u>CAMPBELL IMPORTS, INC.</u>					
Tyler Winery Bien Nacido Vineyard Chardonnay Santa Maria Valley	current	750ML	\$359.76	\$29.98	\$47.99
Tyler Winery Bien Nacido Vineyard Pinot Noir Santa Maria Valley	current	750ML	\$398.52	\$33.21	\$52.99
Tyler Winery Chardonnay Santa Barbara County	current	750ML	\$290.04	\$24.17	\$38.99
Tyler Winery Dierberg Vineyard Chardonnay Santa Maria Valley	current	750ML	\$375.24	\$31.27	\$49.99
Tyler Winery Pinot Noir Santa Barbara County	current	750ML	\$321.12	\$26.76	\$42.99
Tyler Winery Sandford and Benedict Vineyard Chardonnay Sta. Rita Hills	current	750ML	\$437.28	\$36.44	\$57.99
<u>CAPITAL WINE &amp; SPIRITS</u>					
Archery Summit Vireton Pinot Gris	current	750ML	\$173.88	\$14.49	\$23.99
Buried Cane Chardonnay	current	750ML	\$96.48	\$8.04	\$13.99
Charles & Charles Chardonnay	current	750ML	\$73.20	\$6.10	\$10.99
Charles Smith Eve Chardonnay	current	750ML	\$96.48	\$8.04	\$13.99

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Charles Smith Vino Pinot Grigio Columbia Valley	current	750ML	\$81.00	\$6.75	\$11.99
Chateau Montelena Cabernet Sauvignon Napa Valley	current	750ML	\$375.24	\$31.27	\$49.99
Chateau Montelena Chardonnay Napa Valley	current	750ML	\$375.24	\$31.27	\$49.99
Chateau Montelena Estate Cabernet Sauvignon Napa Valley	current	750ML	\$586.26	\$97.71	\$144.99
Chateau Montelena Riesling Potter Valley	current	750ML	\$181.68	\$15.14	\$24.99
Chateau Montelena Sauvignon Blanc Nappa Valley	current	750ML	\$204.84	\$17.07	\$27.99
Chateau Tanunda Grand Barossa Chardonnay	current	750ML	\$104.16	\$8.68	\$14.99
Clau de Nell Cabernet Franc	current	750ML	\$176.04	\$29.34	\$46.99
Domaine Laroche Chablis Saint Martin	current	750ML	\$212.64	\$17.72	\$28.99
Grieve Family Sauvignon Blanc Napa Valley	current	750ML	\$148.92	\$24.82	\$39.99
Heartland Stickleback Red	current	750ML	\$96.48	\$8.04	\$13.99
Hope Estate Family Vineyards 'The Ripper' Shiraz	current	750ML	\$142.92	\$11.91	\$19.99
K Vintners Sauvignon Blanc	current	750ML	\$158.40	\$13.20	\$21.99
K Vintners Vino Pinot Grigio	current	750ML	\$81.00	\$6.75	\$11.99
K Vintners Viognier	current	750ML	\$166.20	\$13.85	\$22.99
Kumeu River Village Chardonnay	current	750ML	\$142.92	\$11.91	\$19.99
Paringa Sparkling Shiraz 2012	current	750ML	\$104.16	\$8.68	\$14.99
Pepperjack Barossa Red	current	750ML	\$142.92	\$11.91	\$19.99
Shirvington Cabernet Sauvignon 2010	current	750ML	\$226.38	\$37.73	\$59.99
Summus Red Blend IGT Toscana	1997	750ML	\$284.46	\$47.41	\$79.99
Summus Red Blend IGT Toscana	2006	750ML	\$265.02	\$44.17	\$69.99
The Grinder Pinotage	current	750ML	\$88.68	\$7.39	\$12.99
Villa Calcinaia Casarsa Rosso di Toscana	2008	750ML	\$160.44	\$26.74	\$42.99
Villa Calcinaia Chianti Classico Riserva	current	750ML	\$121.74	\$20.29	\$32.99
Villa Calcinaia Comitale IGT Grechetto Tuscany	current	750ML	\$111.96	\$9.33	\$15.99
Villa Calcinaia Rosato IGT Sangiovese Tuscany	current	750ML	\$104.16	\$8.68	\$14.99

CBL WINE COMPANY LLC

Cristom Pinot Gris	current	750ML	\$127.32	\$10.61	\$17.99
Cristom Viognier	current	750ML	\$204.72	\$17.06	\$27.99

DAVID BOWLER WINE

Domaine de la Pepiere La Pepie Rose	current	750ML	\$125.04	\$10.42	\$17.99
Terres Dorees Beaujolais Rose d'Folie	current	750ML	\$125.04	\$10.42	\$17.99

DESANTE WINES

Desante Cabernet Sauvignon Oakville	current	750ML	\$426.60	\$35.55	\$56.99
L'Atelier Sauvignon Blanc Semillon Napa Valley	current	750ML	\$142.68	\$11.89	\$19.99

DIAGEO CHATEAU & ESTATE WINE

M de Minuty Rose de Provence	current	750ML	\$127.44	\$10.62	\$17.99
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DESCHERE'S SELECTED WINES & SPIRITS

Gardian Cellars Chalk Line Columbia Valley	current	750ML	\$181.68	\$15.14	\$24.99
Gardian Cellars Gun Metal Columbia Valley	current	750ML	\$274.56	\$22.88	\$36.99

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DREADNOUGHT IMPORTS

Babich Sauvignon Blanc	current	750ML	\$104.16	\$8.68	\$14.99
Eberle Full Boar Red	current	750ML	\$135.12	\$11.26	\$18.99
Pares Balta Mas Elena Penedes	current	750ML	\$154.56	\$12.88	\$21.49
Pares Balta Mas Petit Penedes	current	750ML	\$100.32	\$8.36	\$14.49
Sadie Family Columella Red Blend	current	750ML	\$472.92	\$78.82	\$119.99

EPICUREAN WINES

Kaesler Semillon	current	750ML	\$142.56	\$11.88	\$19.99
Lillypilly Fiumara 7	current	375ML	\$180.60	\$15.05	\$24.99
Massena Moonlight Run	current	750ML	\$195.60	\$16.30	\$26.99
Spring Seed Shiraz	current	750ML	\$142.56	\$11.88	\$19.99
The Chook Sparkling Shiraz	current	750ML	\$117.60	\$9.80	\$16.99
Thomas Goss Cabernet Sauvignon	current	750ML	\$102.60	\$8.55	\$14.99
Thomas Goss Riesling	current	750ML	\$102.60	\$8.55	\$14.99
Woop Woop Chardonnay	current	750ML	\$73.20	\$6.10	\$10.99
Woop Woop Shiraz	current	750ML	\$73.20	\$6.10	\$10.99

FRUIT OF THE VINES

Chasseur Des Brousses	current	750ML	\$82.37	\$6.87	\$12.99
Chateau Meyre Haut Medoc Cru Bourgeois	current	750ML	\$135.17	\$11.27	\$18.99
Creamant Mademoiselle Marguerite	current	750ML	\$107.21	\$8.93	\$15.99
Cremant Mademoiselle Marguerite	current	750ML	\$107.21	\$8.93	\$15.99

GRAND CRU IMPORTS, INC.

Dunn Cabernet Sauvignon Napa Valley	current	750ML	\$652.08	\$54.34	\$85.99
Dunn Cabernet Sauvignon Napa Valley Howell Mountain	current	750ML	\$752.04	\$62.67	\$98.99

HAND PICKED SELECTIONS, INC.

Villa des Anges	current	750ML	\$65.52	\$5.46	\$9.99
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JAO WINE IMPORTS

Jean Jacques Confuron Cote de Nuits Village La Montagne Blanc	current	750ML	\$383.04	\$31.92	\$50.99
Stephane Aladame Montagny Les Vignes Derriere	current	750ML	\$197.16	\$16.43	\$26.99

KOBRAND CORP.

Louis Jadot Pommard Chaponnieres	current	750ML	\$244.32	\$40.72	\$64.99
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MARIETTA CELLARS

Angeli Cuvee Sonoma County	current	750ML	\$186.60	\$15.55	\$29.99
Marietta Cellars Petite Sirah Sonoma County	current	750ML	\$126.60	\$10.55	\$17.99

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MAXIMUM WINE CO

Camara Alta Graciano Navarra	current	750ML	\$104.16	\$8.68	\$14.99
Camara Alta Tempranillo Navarra	current	750ML	\$75.96	\$6.33	\$11.49
Falco da Raza Arinto Vinho Verde	current	750ML	\$111.96	\$9.33	\$15.99
Terre Sparse Erbaluci di Caluso Piedmont	current	750ML	\$150.72	\$12.56	\$20.99

OLD BRIDGE CELLARS

Kilikanoon Killerman's Run Cabernet Sauvignon	current	750ML	\$111.60	\$9.30	\$15.99
Leeuwin Estate Siblings Sauvignon Blanc Sem	current	750ML	\$111.60	\$9.30	\$15.99
Penley Phoenix Cabernet	current	750ML	\$111.60	\$9.30	\$15.99
Shoofly Chardonnay	current	750ML	\$72.60	\$6.05	\$10.99
Shoofly Shiraz	current	750ML	\$72.60	\$6.05	\$10.99
Wine By Joe Pinot Gris	current	750ML	\$78.60	\$6.55	\$11.99

OWN ROE LLC

Owen Roe Cabernet Franc Rosa Mystica Yakima Valley	current	750ML	\$181.20	\$15.10	\$24.99
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REGAL WINE IMPORTS INC

Dunham Cellars Lewis Vineyard Riesling	current	750ML	\$158.40	\$13.20	\$21.99
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SOLENA CELLARS LLC

Solena Estate Pinot Gris	current	750ML	\$118.60	\$9.88	\$16.99
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SOMERSTON WINE CO.

Priest Ranch Cabernet Sauvignon Napa Valley	current	750ML	\$297.60	\$24.80	\$39.99
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SOUTHERN STARZ

Black Pearl Mischief Maker Paarl	current	750ML	\$117.60	\$9.80	\$16.99
Black Pearl Oro Paarl	current	750ML	\$117.60	\$9.80	\$16.99
Bleasdale Broadside Shiraz/Cabernet	current	750ML	\$102.60	\$8.55	\$14.99
Kurtz Family Grenache Shiraz	current	750ML	\$111.96	\$9.33	\$15.99
Nugan Third Generation Chardonnay SE Australia	current	750ML	\$65.52	\$5.46	\$9.99
Nugan Third Generation Shiraz SE Australia	current	750ML	\$65.52	\$5.46	\$9.99
Painted Wolf The Den Chenin Blanc Western Cape	current	750ML	\$72.60	\$6.05	\$10.99
Painted Wolf The Den Pinotage Western Cape	current	750ML	\$72.60	\$6.05	\$10.99
Tamboerskloof Syrah Stellenbosch	current	750ML	\$117.60	\$19.60	\$31.99
Water Wheel Vineyards Shiraz	current	750ML	\$88.80	\$7.40	\$13.99

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SOUTHERN WINE SPIRITS PA

Boekenhouts kloof Chocolate Block	current	750ML	\$110.16	\$18.36	\$29.99
Brancott Letter Series "B" Sauvignon Blanc	current	750ML	\$94.68	\$15.78	\$25.99
Champagne Bollinger R D Extra Brut	2002	750ML	\$646.77	\$215.59	\$299.99
Chateau Ste. Michelle Canoe Ridge Chardonnay	current	750ML	\$86.94	\$14.49	\$23.99
Chateau Ste. Michelle Dry Riesling	current	750ML	\$81.00	\$6.75	\$11.99
Chateau Ste. Michelle ETHOS Chardonnay	current	750ML	\$125.64	\$20.94	\$33.99
Chateau Ste. Michelle Pinot Gris	current	750ML	\$88.68	\$7.39	\$12.99
Daou Vineyards and Winery Cabernet Sauvignon Reserve Paso Robles	current	750ML	\$421.68	\$35.14	\$55.99
Dashwood Pinot Noir	current	750ML	\$104.16	\$8.68	\$14.99
Dominus Estate Napanook Proprietary Red Napa Valley	current	750ML	\$452.64	\$37.72	\$59.99
Dominus Estate Proprietary Red Napa Valley	current	750ML	\$609.12	\$101.52	\$149.99
Erath Pinot Gris	current	750ML	\$104.16	\$8.68	\$14.99
Esk Valley Merlot / Cabernet Gimblett Gravels	current	750ML	\$142.92	\$11.91	\$19.99
Fairview Goats Do Roam Rose	current	750ML	\$65.40	\$5.45	\$9.99
Fairview Goats Do Roam White	current	750ML	\$65.40	\$5.45	\$9.99
Hardy's Whiskers Blake Classic Tawny Port	current	750ML	\$104.16	\$8.68	\$14.99
Inniskillin Riesling Icewine VQA Niagara Peninsula Ontario	current	375ML	\$265.80	\$44.30	\$69.99
Jordan Cabernet Sauvignon Alexander Valley	current	750ML	\$452.64	\$37.72	\$59.99
MAN Family Wines Cabernet Sauvignon	current	750ML	\$65.40	\$5.45	\$9.99
MAN Family Wines Chardonnay	current	750ML	\$65.40	\$5.45	\$9.99
MAN Family Wines Chenin Blanc	current	750ML	\$65.40	\$5.45	\$9.99
MAN Family Wines Pinotage	current	750ML	\$65.40	\$5.45	\$9.99
MAN Family Wines Sauvignon Blanc	current	750ML	\$65.40	\$5.45	\$9.99
MAN Family Wines Shiraz	current	750ML	\$65.40	\$5.45	\$9.99
Mohua Pinot Noir	current	750ML	\$135.12	\$11.26	\$18.99
Nottage Hill Pinot Noir	current	750ML	\$88.68	\$7.39	\$12.99
Villa Maria Estates "Private Bin" Unoaked Chardonnay	current	750ML	\$111.96	\$9.33	\$15.99
William Hardy Chardonnay	current	750ML	\$111.96	\$9.33	\$15.99

STATION IMPORTS LLC

Millton Opou Chardonnay	current	750ML	\$101.58	\$16.93	\$27.99
Mission Estate Cabernet Sauvignon	current	750ML	\$126.60	\$10.55	\$17.99
Mission Estate Syrah	current	750ML	\$126.60	\$10.55	\$17.99
Quartz Reef Pinot Noir	current	750ML	\$148.62	\$24.77	\$39.99

STOLLER VINEYARDS INC

Stoller Chardonnay Dundee Hills	current	750ML	\$142.68	\$11.89	\$19.99
Stoller Pinot Noir Dundee Hills	current	750ML	\$180.60	\$15.05	\$24.99
Stoller Pinot Noir Rosé	current	750ML	\$126.60	\$10.55	\$17.99

USA WINE IMPORTS

Forrest Pinot Noir	current	750ML	\$162.60	\$13.55	\$22.99
Seifried Sweet Agnes Riesling	current	375ML	\$162.60	\$13.55	\$22.99
Seifried Gewurztraminer	current	750ML	\$126.60	\$10.55	\$17.99
Seifried Pinot Noir	current	750ML	\$150.60	\$12.55	\$20.99

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USA WINE WEST

Astrolabe Sauvignon Blanc	current	750ML	\$141.60	\$11.80	\$19.99
Huia Sauvignon Blanc	current	750ML	\$119.64	\$9.97	\$16.99
Paul Cluver Chardonnay	current	750ML	\$127.44	\$10.62	\$17.99
Paul Cluver Gewurztraminer	current	750ML	\$88.68	\$7.39	\$12.99
Paul Cluver Pinot Noir	current	750ML	\$127.44	\$10.62	\$17.99
Paul Cluver Sauvignon Blanc	current	750ML	\$88.68	\$7.39	\$12.99

VINE STREET IMPORTS

Bergstrom Sigrid Chardonnay Willamette	current	750ML	\$307.08	\$51.18	\$80.99
Bergstrom Silice Pinot Noir Willamette	current	750ML	\$236.52	\$39.42	\$62.99
Orin Swift Abstract Napa Valley	current	750ML	\$303.00	\$50.50	\$79.99
Orin Swift Mannequin Napa Valley	current	750ML	\$255.60	\$21.30	\$34.99
Orin Swift Palermo Napa Valley	current	750ML	\$296.64	\$24.72	\$39.99
Orin Swift Papillon Napa Valley	current	750ML	\$264.54	\$44.09	\$69.99
Walnut Block "Collectables" Sauvignon Blanc	current	750ML	\$77.64	\$6.47	\$10.99

VINTAGE IMPORTS INC

Adelsheim Chardonnay	current	750ML	\$158.40	\$13.20	\$21.99
Adelsheim Pinot Gris	current	750ML	\$142.92	\$11.91	\$19.99
Bodegas y Vinedos del Contino Rioja Contino Reserva	2007	750ML	\$336.55	\$28.05	\$44.99
Cune Rioja Crianza	current	750ML	\$96.43	\$8.04	\$13.99
Cune Rioja Imperial Gran Reserva	2005	750ML	\$226.39	\$37.73	\$59.99
Cune Rioja Monopole Blanco	current	750ML	\$96.43	\$8.04	\$13.99
Duckhorn Chardonnay Napa Valley	current	750ML	\$259.08	\$21.59	\$34.99
Frog's Leap Sauvignon Blanc Napa Valley	current	750ML	\$166.20	\$13.85	\$22.99
Ponzi Pinot Blanc	current	750ML	\$142.92	\$11.91	\$19.99
Ponzi Pinot Gris	current	750ML	\$127.44	\$10.62	\$17.99
Schild Cabernet	current	750ML	\$150.72	\$12.56	\$20.99
Sileni Pinot Noir	current	750ML	\$111.96	\$9.33	\$15.99
Talbott Logan Chardonnay Sleepy Hollow	current	750ML	\$235.92	\$19.66	\$31.99

VIVINO SELECTIONS

Jones Of Washington Rose of Syrah	current	750ML	\$88.44	\$7.37	\$12.99
Mussel Bay Sauvignon Blanc	current	750ML	\$88.44	\$7.37	\$12.99

WINEBOW, INC.

Argiolas Turriga Isola dei Nuraghi IGT	2008	750ML	\$303.84	\$50.64	\$79.99
Argiolas Vermentino di Sardegna Costamolino	current	750ML	\$104.16	\$8.68	\$14.99
Azienda Agricola Montevetrano Core di Montevetrano	current	750ML	\$181.68	\$15.14	\$24.99
Azienda Agricola Montevetrano Colli di Salerno IGT	current	750ML	\$530.16	\$44.18	\$69.99
Cave Spring Estate Riesling	current	750ML	\$119.64	\$9.97	\$16.99
Cederberg Sauvignon Blanc	current	750ML	\$119.64	\$9.97	\$16.99
DeMorgenzon DMZ Rose	current	750ML	\$88.68	\$7.39	\$12.99

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Dewatsuru Kimoto Junmai	current	750ML	\$189.36	\$15.78	\$25.99
Di Majo Norante Aglianico Molise Contado Riserva	current	750ML	\$104.16	\$8.68	\$14.99
Di Majo Norante Sangiovese Terre degli Osci IGT	current	750ML	\$73.20	\$6.10	\$10.99
Excelsior Cabernet Sauvignon	current	750ML	\$73.20	\$6.10	\$10.99
Librandi Ciro Duca Sanfelice Riserva	current	750ML	\$127.44	\$10.62	\$17.99
Librandi Gravello Val di Neto IGT	current	750ML	\$204.84	\$17.07	\$27.99
Mission Hill Riesling Icewine	current	375ML	\$211.80	\$35.30	\$55.99
Podere Poggio Scalette Il Carbonaione Alta Valle della Greve IGT	current	750ML	\$530.16	\$44.18	\$69.99
Rombauer Vineyards Cabernet Sauvignon Napa Valley	current	750ML	\$336.60	\$28.05	\$44.99
Rombauer Vineyards Merlot Carneros	current	750ML	\$243.60	\$20.30	\$32.99
Rombauer Vineyards Zinfandel	current	750ML	\$243.60	\$20.30	\$32.99
Tasca D'Almerita Leone D'Almerita Sicilia IGT	current	750ML	\$111.96	\$9.33	\$15.99
Tasca D'Almerita Nero d'Avola Lamuri Sicilia IGT	current	750ML	\$111.96	\$9.33	\$15.99
Thierry Allemand Cornas Reynard	current	750ML	\$1,337.40	\$111.45	\$162.99
Thierry Allemand Cornas Chaillot	current	750ML	\$1,200.12	\$100.01	\$147.99

THE WINE MERCHANT, LTD.

Adegas Gran Vinum Albarino Rias Baixas Nessa	current	750ML	\$111.96	\$9.33	\$15.99
Anecoop Casa L Angel Ecologic Valencia	current	750ML	\$96.48	\$8.04	\$13.99
Bodegas Abanico Tempestad Godello Valdeorras	current	750ML	\$142.92	\$11.91	\$19.99
Commanderie de Peyrassol Cotes de Provence Rose	current	750ML	\$158.40	\$13.20	\$21.99
Commanderie de Peyrassol Cotes de Provence Rose	current	750ML	\$158.40	\$13.20	\$21.99
Elizabeth Spencer Sauvignon Blanc	current	750ML	\$111.96	\$9.33	\$15.99
Elk Cove Clay Court Pinot Noir	current	750ML	\$176.04	\$29.34	\$46.99
Elk Cove Estate Riesling	current	750ML	\$127.44	\$10.62	\$17.99
Elk Cove La Boheme Pinot Noir	current	750ML	\$176.04	\$29.34	\$46.99
Elk Cove Mount Richmond Pinot Noir	current	750ML	\$176.04	\$29.34	\$46.99
Elk Cove Pinot Gris	current	750ML	\$135.12	\$11.26	\$18.99
Keenan Cabernet Sauvignon Napa Valley	current	750ML	\$367.56	\$30.63	\$48.99
Klein Constantia Sauvignon Blanc	current	750ML	\$67.56	\$11.26	\$18.99
Lawsons Dry Hills Sauvignon Blanc	current	750ML	\$127.44	\$10.62	\$17.99
Marilyn Sauvignon Blonde Lake County	current	750ML	\$104.16	\$8.68	\$14.99
Sebastiani Cherryblock Cabernet Sauvignon Sonoma Valley	current	750ML	\$342.54	\$57.09	\$89.99
St Kilda Chardonnay	current	750ML	\$73.20	\$6.10	\$10.99
Vermeil Wines Jean Louis Vermeil Cabernet Sauvignon Napa Valley	current	750ML	\$607.68	\$50.64	\$79.99
Vineaceous Cabernet Sauvignon Raconteur	current	750ML	\$127.44	\$10.62	\$17.99

**5. Luxury One Time Buy Cost and Retail Increases**

**PRODUCT(S):**

<b><u>CODE</u></b>	<b><u>BRAND NAME AND SIZE</u></b>	<b><u>VINTAGE</u></b>	<b>PRESENT</b>		<b>PROPOSED</b>	
			<b><u>COST</u></b>	<b><u>RETAIL</u></b>	<b><u>COST</u></b>	<b><u>RETAIL</u></b>

**SOUTHERN STARZ, INC.**

10207	R L Buller Victoria Tawny NV	N/A	\$81.60	\$11.99	\$88.68	\$12.99
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750 ML, 12 Units Per Case	\$6.80	\$7.39
Cost Per Unit:		

VINE STREET IMPORTS

43412	R Lopez de Heredia Rioja Gran Reserva Vina Tondonia	1994	\$373.08	\$49.99	\$760.44	99.99
	750 ML, 12 Units Per Case		\$31.09		\$63.37	
	Cost Per Unit:					

EFFECTIVE DATES: The proposed costs will become effective April 3, 2014 and the proposed retail price will become effective April 7, 2014.

**6. Luxury One Time Buy Cost and Retail Decrease**

PRODUCT(S):

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>VINTAGE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
			<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>OLD BRIDGE CELLARS</u>						
46194	d'Arenberg Stump Jump GSM	current	\$74.64	\$10.99	\$64.20	\$9.99
	750 ML, 12 Units Per Case		\$6.22		\$5.35	
	Cost Per Unit:					

EFFECTIVE DATES: The proposed costs will become effective April 3, 2014 and the proposed retail price will become effective April 7, 2014.

**7. Luxury One Time Buy Case Cost Adjustment / No Retail Change**

PRODUCT(S):

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>VINTAGE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
			<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>OLD BRIDGE CELLARS</u>						
37139	d'Arenberg Laughing Magpie Shiraz Viognier McLaren Vale	2009	\$90.73	\$24.99	\$90.60	\$24.99
	750 ML, 6 Units Per Case		\$15.12		\$15.10	
	Cost Per Unit:					

EFFECTIVE DATES: The proposed case cost will become effective April 3, 2014.

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## 8. Chairman's Selection Items-Recommended Approvals

<u>BRAND DESCRIPTION</u>	<u>SIZE</u>	<u>COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Majestic Wine &amp; Spirits USA</u>				
Fortress Vineyards Petite Sirah 2008	750ML	\$52.08	\$8.68	\$14.99
<u>Southern Vintage Wines, Inc.</u>				
Jack Henry Wines Russian River Valley Pinot Noir 2012	750ML	\$181.68	\$15.14	\$24.99
Dandy Lion Vineyard Sauvignon Blanc 2013	750ML	\$65.52	\$5.46	\$9.99
<u>A W Direct, Inc.</u>				
Limited by Cambridge Cellars Napa Valley Meritage 2012	750ML	\$111.96	\$9.33	\$15.99
Limited by Cambridge Cellars Carneros Chardonnay 2012	750ML	\$73.20	\$6.10	\$10.99
<u>Capital Wine &amp; Spirits</u>				
Columbia Winery Chardonnay 2010	750ML	\$42.24	\$3.52	\$6.99
<u>Jean Claude Boisset Wines</u>				
Guillaume de Vergey Cremant de Bourgogne NV	750ML	\$104.21	\$8.68	\$14.99
Coleurs du Sud Viognier 2013	750ML	\$65.45	\$5.45	\$9.99
<u>F. Magnotta LLC</u>				
gri/gio Pinot Grigio delle Venezie 2013	750ML	\$57.72	\$4.81	\$8.99
<u>CBL Wine Company, LLC</u>				
Domaine du Chapitre Touraine Sauvignon Blanc 2013	750ML	\$77.69	\$6.47	\$11.99
Domaine de Pepouy Cotes de Gascogne 2013	750ML	\$54.41	\$4.53	\$8.99
Domaine des Baluettes Les Coteaux Muscadet Sevre et Maine Sur Lie 2013	750ML	\$70.01	\$5.83	\$10.99
<u>Vintage Imports</u>				
Toccata Pinot Grigio 2012	750ML	\$65.52	\$5.46	\$9.99
Toccata Classico Red 2010	750ML	\$73.20	\$6.10	\$10.99
Lucas & Lewellen Pinot Noir 2012	750ML	\$88.68	\$7.39	\$12.99
<u>Palm Bay International</u>				
Feudi di San Gregorio Fiano 2011	750ML	\$88.68	\$7.39	\$12.99

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Castello di Fonterutoli Ser Lapo Chianti Classico Riserva 2010	750ML	\$63.72	\$10.62	\$17.99
Mazzei Zisola Nero d'Avola 2010	750ML	\$52.08	\$8.68	\$14.99
Erasmus Red 2009	750ML	\$44.34	\$7.39	\$12.99
Ebeia de Bodegas Portia 2011	750ML	\$65.52	\$5.46	\$9.99
Bertani Villa Arvedi Amarone 2009	750ML	\$110.16	\$18.36	\$29.99
Feudi di San Gregorio Serpico 2007	750ML	\$172.14	\$28.69	\$45.99
Rocca delle Macie Ser Gioveo 2008	750ML	\$102.42	\$17.07	\$27.99
Rocca delle Macie Fizzano Chianti Classico 2008	750ML	\$142.92	\$11.91	\$19.99
Sella & Mosca Marchese di Villamarina 2005	750ML	\$125.70	\$20.95	\$33.99

8 Vini, Inc.

Secoli Prosecco DOCG Valdobbiadine 2013	750ML	\$80.95	\$6.75	\$11.99
Sassello Prosecco Extra Dry NV	750ML	\$57.67	\$4.81	\$8.99
Sassello Morellino di Scanzano 2013	750ML	\$73.44	\$6.12	\$11.99
Terralsole Brunello di Montalcino 2007	750ML	\$413.04	\$34.42	\$54.99
Coli Chianti Classico Riserva 2009	750ML	\$86.04	\$7.17	\$12.99
Fattoria Montignana Primo di Montignana 2012	750ML	\$73.20	\$6.10	\$10.99
Guasti Clemente Barbera d'Asti Superiore 2009	750ML	\$126.24	\$10.52	\$17.99
Secoli Corvina 2013	750ML	\$73.20	\$6.10	\$10.99
Terre da Vino Erbaluce di Caluso 2013	750ML	\$88.68	\$7.39	\$12.99
Secoli Pinot Grigio 2013	750ML	\$65.52	\$5.46	\$9.99

Nawrocki Imports

Papale Primitivo do Manduria 2012	750ML	\$81.00	\$6.75	\$11.99
12 e Mezzo Primitivo del Salento 2012	750ML	\$70.32	\$5.86	\$10.99
12 e Mezzo Negroamaro del Salento 2012	750ML	\$70.32	\$5.86	\$10.99
12 e Mezzo Malvasia del Salento 2012	750ML	\$70.32	\$5.86	\$10.99

**9. Chairman's Selection Cost Change - Recommended Approvals**

PRODUCT(S):

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>VINTAGE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
			<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>Palm Bay International</u>						
Feudi di San Gregorio Rubarto 2010	33029	2010	\$80.84	\$11.99	\$81.00	\$11.99
Cost Per Unit:			\$6.74		\$6.75	

**\*\* - 530 cases**

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### 10. Chairman's Selection Cost Change - Revision

PRODUCT(S):

<u>BRAND NAME AND SIZE</u>	<u>CODE</u>	<u>VINTAGE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
			<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>
<u>Southern Wine &amp; Spirits of PA</u>						
Vigilance Winery and Vineyards Cabernet Sauvignon 2011	32825	2011	\$88.75	\$12.99	\$88.68	\$12.99
Cost Per Unit:			\$7.40		\$7.39	

**\*\*Sold 2000 cases. - 2000 cases**

### 11. Online Exclusive Items - Recommended Approvals

<u>BRAND DESCRIPTION</u>	<u>SIZE</u>	<u>COST</u>	<u>UNIT COST</u>	<u>RETAIL</u>
<u>Weygandt Metzler Importing</u>				
Pichler Krutzler Gruner Veltliner Klostersatz 2012	750 ML	\$176.64	\$14.72	\$24.99
<u>Diageo North America</u>				
Orphan Barrel Whiskey Old Blowhard Bourbon 26 YO	750 ML	\$604.74	\$100.79	\$149.99
Orphan Barrel Whiskey Barterhouse Bourbon 20 YO	750 ML	\$279.90	\$46.65	\$74.99
Talisker Single Malt Scotch 1985 Isle of Skye	750 ML	\$3,126.96	\$521.16	\$699.99
Lagavulin Single Malt Scotch 12 Year Old	750 ML	\$495.36	\$82.56	\$124.99
<u>Sazerac Compnay</u>				
Elmer T Lee Bourbon Commemerative Edition 2014	750 ML	\$237.36	\$19.78	\$32.99
<u>Niche Imports</u>				
PennyPacker Kentucky Straigh Bourbon	750 ML	\$65.70	\$10.95	\$19.49
<u>Southern Wines &amp; Spirits</u>				
Gran Patron Tequila Piedra Extra Anejo 4 YO	750 ML	\$1,169.04	\$292.26	\$399.99
<u>Regal Wine Imports</u>				

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Balboa Syrah Estate Columbia 2010	750 ML	\$289.20	\$24.10	\$39.99
Dunham Cellars Cabernet Sauvignon Lewis Vineyard 2009	750 ML	\$600.00	\$50.00	\$79.99
Dunham Cellars Syrah Baby Bear 2010	750 ML	\$444.00	\$37.00	\$59.99

**12. Online Cost and Retail Increases - April, 2014**

PRODUCT(S):

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
		<u>COST</u>	<u>RETAIL</u>	<u>COST</u>	<u>RETAIL</u>

Diageo North America

30749	Johnnie Walker Scotch Multi Gift Pack 200 ml 4 units per pack /6 pks per case	\$1,828.80	\$79.99	\$1,877.28	\$119.99
	Cost Per Unit:	\$50.80		\$78.22	
	Increase in cost and retail				

Majestic Wine & Spirits

30977	Old Potrero 18th Century Straight Rye Whiskey 750 ml 6 units per case	\$260.46	\$65.99	\$265.38	\$69.99
	Cost Per Unit:	\$43.41		\$44.23	
	Increase in cost and retail				

Price and pack changes effective immediately

**Motion Made:** Board Member Marcus  
**Seconded:** Board Member Holden

**Board Decision:** Unanimously agreed (3-0 vote) to Approve all Bureau of Product Selection/Marketing Actions.

**FINANCIAL REPORT**

None

**OTHER ISSUES**

None

Note: Board Minutes are not officially approved until all required signatures are affixed.

**CITIZEN COMMENT/BUSINESS FROM THE FLOOR**

None

**NEXT BOARD MEETING**

**The next meeting of the PLCB will be a formal meeting on Tuesday, April 15, 2014 beginning at 11:00 A.M. Prior to the public meeting, there will be an Executive Session to discuss matters of personnel and to engage in non-deliberative informational discussions regarding actions and matters which have been approved at previous public meetings.**

**ADJOURNMENT**

On a motion by Board Member Marcus, seconded by Board Member Holden, the meeting was adjourned.

The foregoing actions are hereby officially approved.

\_\_\_\_\_

Chairman

\_\_\_\_\_

Member

\_\_\_\_\_

Member

ATTEST:

\_\_\_\_\_  
Secretary