



Washington State
Liquor Control Board
3000 Pacific Ave. SE Olympia WA, 98504

December 21, 2011

No. 2011-19

TO: ALL SUPPLIERS
FROM: DEBI J. BESSER, DIRECTOR OF PURCHASING
SUBJECT: FINAL SUPPLIER INVENTORY BUYBACK AGREEMENT

Thank you for all of the comments and information you have provided in response to drafts of the Supplier Inventory Buyback Agreement. We have considered all of your feedback, and are now publishing the final Supplier Inventory Buyback Agreement, which is attached.

We are now asking for you to enter into this Agreement with the WSLCB that will allow you to maintain availability of your product to WSLCB customers through May 31, 2012. The Agreement covers all products provided by a supplier, including special orders.

Suppliers that are entering into the Buyback Agreement must have the Agreement signed and returned no later than Wednesday, December 28, 2011. Please send two signed, original copies to Missy Aulabaugh, WSLCB Purchasing, 3000 Pacific Ave, PO Box 43096, Olympia, WA 98504-3096. You may scan and e-mail a signed copy by December 28, 2011 to Missy Aulabaugh at mka@liq.wa.gov, but we must receive the originals by mail no later than January 4, 2012. We will return a fully executed original agreement to you within 2 weeks of receipt.

Entering into this agreement is optional, but there are significant benefits. Suppliers participating in the agreement will be able to continue promoting their products through the retail programs that the WSLCB will be re-starting:

- 1) Special Orders – Suppliers with a buyback agreement can continue to have products special ordered beyond December 30, 2011 to be sold by the bottle in retail stores.
- 2) Sampling – Suppliers with a buyback agreement can participate in the Spirit Sampling Pilot through April 2012. Special order products can now be included in a sampling event.
- 3) Unique Displays – Suppliers with a buyback agreement have access to unique display opportunities through April 2012.

More details about these programs and answers to other frequently asked questions regarding the Supplier Inventory Buyback Agreement is attached, and can also be found on the [Supplier Transition Website](#).

Suppliers that have not submitted signed agreements to the WSLCB by December 28, 2011 will not receive any additional orders, and the Board will begin the process of delisting their products immediately. There will be additional actions taken, including product discounting, to eliminate the Board's remaining inventory of those products.

Thank for your on-going partnership and interest in ensuring a smooth transition.