

# 2019 ORDERING AND DELIVERY SEASON

Opimian members order over 200,000 cases of wine each year. So, it's no surprise that the status of deliveries is often foremost in members' minds. Waiting for your wine to be released can be tedious, especially for new members. But once that first case arrives, others followed on a regular basis, especially if you continue to order on each Cellar Offering.

Ensuring that those orders are distributed to members as quickly as possible requires coordination with over 50 suppliers and 12 provincial and territorial jurisdictions. This is a complex operation, but we do try to provide an accurate estimate of when your wine will be available. There are some important dates and timeframes to consider when making these estimates:

- Cellar Offerings always open on a Friday and are open for a five-week period. Cellar Offering 262 will launch the 2019 ordering season on November 9, 2018.
- Cellar Offerings close on a Friday, five-weeks after they are open. Cellar Offering 262 will close on December 14, 2018.
- Once all orders are processed, Purchase Orders (POs) are prepared for each of the 12 jurisdictions, one for each supplier. Depending upon the Cellar Offering this could involve upwards of 60 or more POs per Cellar Offering. These POs are processed the Wednesday or Thursday after the Cellar Offering closes
- Suppliers then begin the process of preparing our members' wines for shipment to Canada. Shipments from various suppliers in the same coun-

try and/or region are consolidated for shipment to each of the 12 jurisdictions. This process can take several weeks.

- For European suppliers, wines will start arriving in Canada about eight to 12 weeks after the POs are received. Shipments from the Southern Hemisphere can take longer.
- The estimated time that these wines are expected to arrive in Canada is indicated in the Cellar Offering. This is not the time that members should expect their wines to be available for pick up. This simply indicates that the wine has arrived on Canadian soil – it must still travel to your Pick Up Location.

At this stage, Opimian's control over the process is limited to a role of consulting and communicating with the provincial and territorial liquor authorities. Opimian communicates with those authorities on a regular basis for updates regarding the delivery status of the wines. Whenever we receive new information, we update the delivery status for each wine in our Members' Wine Files.

Each provincial and territorial liquor authority has their own process for clearing the wines through customs, bringing them to their central warehouse and dividing the wine up to be shipped to the various Pick Up Locations. Depending upon the jurisdiction, this can take a few weeks or a few months. Possible release dates for wines are estimated to be no earlier than six weeks after arrival in Canada. For the larger jurisdictions (Quebec, Ontario, Alberta and BC) a more realistic anticipated release date would be

10 to 12 weeks after arrival in Canada.

Opimian and our provincial/territorial partners work hard to minimize this delay. However, there many reasons why release dates differ. Among those reasons are:

- Different testing requirements;
- Desire to wait for a minimum number of cases to be received before issuing a release;
- A one release per month policy;
- Holidays; and
- Other demands on the liquor authorities' schedule.

Once a liquor authority advises Opimian when they plan on delivering wines to the various distribution point, we are able to confirm when the wines will be released and when members can pick those wines up. Due to the breadth of our wonderful vast country, wine may be available earlier at some locations and later at others.

Finally, and this is the best part, when you receive notification of a release you simply login to the Opimian website, click on "My Pickup Notice", print the applicable Pickup Notice and go get your wine. You can then open a bottle and enjoy it, or you can store it in your cellar to enjoy when it reaches its best.

**To see a summary of the delivery information for the 2019 Cellar Offering Season, login to [www.opim.ca/cellarofferings](http://www.opim.ca/cellarofferings) and click on "2019 ORDERING AND DELIVERY SEASON".**

2019

CELLAR OFFERING	ORDER FROM-UNTIL	POSSIBLE RELEASE DATES	COUNTRIES/ REGIONS
262	November 9 – December 14	Earliest – End of April Most Likely – End of May to Mid June	New Zealand & Australia
263	December 14 – January 18, 2019	Earliest – End of May Most Likely – Mid June to Mid July	South Africa, Paul Sapin Grape Varieties, Alsace, Rhone, Champagne, Cognac, Whisky
264	January 18 – February 22	Earliest – Early July Most Likely – End of July to Mid August	Argentina & Chile
265	February 22 – March 29	Earliest – End of July Most Likely – Mid to End of August	Italy & Chablis
266	March 29 – May 3	Earliest – End of August Most Likely – Mid September	Portugal, Spain, Macon
267	May 3 – June 7	Earliest – End of September Most Likely – Mid to End of October	Italy, Austria & Germany
268	June 7 – July 12	Earliest – Mid October Most Likely – Mid November	Bordeaux, Bergerac, Beaujolais & Australia
269	July 12 – August 16	Earliest – End of November Most Likely – Mid December to Early January	Burgundy, Languedoc-Roussillon, Loire & Provence
270	August 16 – September 20	Earliest – Early January 2020 Most Likely – Mid to End of January 2020	United States & Spain