

## **GLOSSARY OF TERMS**

Following is a list of the fields appearing on the preceding record layouts and a brief LCBO business and technical definition. Please be advised that the sales and inventory information in SOD data files are in “UNITS”.

### **FIELD NAME**

### **DEFINITION**

*AGENCY*

*Approved stores/establishments that buy from LCBO stores and sells to the public. Mostly are in remote area.*

*AGENCY\_ADDR*

*(Agency Address)  
The agency stores address or name of the person responsible for the establishment.*

*AGENCY\_CITY*

*The city where the Agency establishment is located.*

*AGENCY\_NUMBER*

*Unique number assigned to an Agency doing business with the LCBO.*

*AG\_DQTY*

*(Agency Depot Sale Quantity)  
Represents the unit sold to agency stores from LCBO depots.*

*AG\_SQTY*

*(Agency Store Sale Quantity)  
Represents the units sold to agency from LCBO Retail stores.*

*AGENT\_CODE*

*The number assigned to the agent representing the supplier of a product in Ontario.*

*AGENT\_NAME*

*The name of the agent representing the supplier of a product in Ontario.*

*BRAND\_CODE*

*Product classification Code to group of products by Brand “family”.*

*BRAND\_NAME*

*Product classification name to group of products by Brand “family”. (See Appendix 2 Below)*

*BUYER\_CODE*

*Buyer code associates a product to a portfolio that is managed by a Buyer in Category Management. (See Appendix 2 Below)*

*BUYER\_NAME*

*Buyer code associates a product to a portfolio that is managed by a Buyer in Category Management*

*CONTAINER\_TYPE*

*Product Packaging.*

<i>DAY_NUMBER</i>	<i>The Latest inventory closing date (format is YYYYMMDD. For example, 20161230.</i>
<i>DELIST_DATE</i>	<i>Date that the product was delisted.</i>
<i>DQTY_ON_HAND</i>	<i>(Depot Quantity On Hand) Total Inventory on hand in all the LCBO depots (service centers).</i>
<i>ENDING_PERIOD</i>	<i>The end date of the fiscal period to which the data applies (format is YYYYMMDD).</i>
<i>GRO_QTY</i>	<i>(LCBO Shipment=Sales to Grocer Stores) Represents the number of units shipped=sold to Grocers from indicated locations: 947 LCBO warehouse, 1030 (vendors shipment to grocer as per LCBO order).</i>
<i>LCBO_NO_NAME</i>	<i>Description of the item/product.</i>
<i>LCBO_NO</i>	<i>LCBO Corporate number assigned to a product.</i>
<i>LI_DQTY</i>	<i>(Licensee Depot Sale Quantity). Represents the unit sold to Licensees from LCBO Depots.</i>
<i>LI_QTY</i>	<i>(Licensee Sale Quantity) Represents the number of total units sold from a LCBO location to Licensees.</i>
<i>LICENSEE_ADDR</i>	<i>(Licensee Address) The licensee address or name of the person responsible for the establishment.</i>
<i>LICENSEE_CITY</i>	<i>The city where the licensed establishment is located.</i>
<i>LICENSEE_NUMBER</i>	<i>Unique number assigned to a licensee doing business with the LCBO.</i>
<i>LI_SQTY</i>	<i>(Licensee Store Sale Quantity) Represents units sold at LCBO Retail stores to Licensee customers.</i>

<i>LIST /DELIST CODE</i>	<i>The corporate product life cycle listing status. (1) New item: Listed in LCBO but not yet available in stores and not priced. Warehouse inventory=&gt;0. (2) Current: The product is available for sale. Warehouse, Retail inventory &gt; 0. (3) To be Delisted: Inventory in Warehouses and Retail&gt;0. No more order to agent or supplier. (4) Delisted: Warehouse Inventory=0, Store inventory &gt;0. (5) Delisted: Warehouse and Retail inventory =0.</i>
<i>LIST_ DATE</i>	<i>The date that product was given a list status of (1) in LCBO.</i>
<i>LISTING_STATUS</i>	<i>The product's listing status at the location. "F" = Forced, "D" = Delisted, "L" = Listed. A product can be in listed delist code=2 but listing status = D in a store.</i>
<i>LOCATION_DISTRICT_CODE</i>	<i>LCBO District Code</i>
<i>LOCATION_DISTRICT_NAME</i>	<i>LCBO District Name.</i>
<i>LOCATION_NAME</i>	<i>LCBO Location Name.</i>
<i>LOCATION_NUMBER</i>	<i>Corporate location number assigned to a LCBO store or depot/Warehouse</i>
<i>LOCATION_REGION_CODE</i>	<i>LCBO Region Code.</i>
<i>LOCATION_REGION_NAME</i>	<i>LCBO Region Name.</i>
<i>NO_ITEMS_PER_SELLING_UNIT</i>	<i>Number of items in a selling unit.</i>
<i>NO_OF_STORES</i>	<i>Number of stores which reported inventory at the end of the reporting (week, period).</i>
<i>NO_OF_WHSES</i>	<i>The number of warehouses in which the item/product is kept.</i>
<i>NO_SELLING_UNITS_PER_CASE</i>	<i>Number of selling units in a case.</i>

<i>OT</i>	<i>(Other Sales Channel) Represents sales to the other type of customers like (Military, Native Reserves, prescription ...). Before week 1/2016 the sales (shipment) to TBS (The Beer Stores) was included.</i>
<i>OT_DQTY</i>	<i>(Depot Sales Quantity to Other) Represents the sales unit within the "other" sales channel from LCBO Depot.</i>
<i>OT_QTY</i>	<i>(Other Sale Quantity) Represents the sales unit within the 'other' sales channel from the location.</i>
<i>OT_SQTY</i>	<i>(Store Sale Quantity to Other) Represents the sales within the "other" sales channel from a LCBO Retail store.</i>
<i>POSTAL_CODE</i>	<i>Postal code of the licensed establishment</i>
<i>PROMOTION TYPE:</i>	<i>LCBO Promotions Types and their description are below see appendix 1</i>
<i>QTY_ON_HAND</i>	<i>Inventory Unit on Hand</i>
<i>RETAIL_PRICE</i>	<i>Represents the most current retail selling price (includes Tax) in dollars and cents for an item/product.</i>
<i>RG</i>	<i>(Regular Sales Channel) Represents units sold at LCBO point of sales to the regular type customers. Some companies call it "Over the Counter Customer Unit Sales (OTC)".</i>
<i>RG_DQTY</i>	<i>(Regular Depot Sale Quantity) Represents the unit sales to regular customers from LCBO depot.</i>
<i>RG_QTY</i>	<i>(Regular Sale Quantity) Represents the unit sold within the 'regular' sales channel from the location.</i>
<i>RG_SQTY</i>	<i>(Regular Store Sale Quantity) Represents the units sold at LCBO retail stores to regular customer.</i>

<i>SCC_NUMBER</i>	<i>Standard Carton Code assigned to each mother Carton.</i>
<i>SET_NUMBER</i>	<i>The unique number assigned to a group of products by LCBO's Category Management Group.</i>
<i>SET_SUBSET_CODE</i>	<i>The concatenation of set number with subset number.</i>
<i>SET_SUBSET NAME</i>	<i>Description of the set/subset.</i>
<i>SQTY_ON_HAND</i>	<i>(Store Quantity On Hand) Represents the total inventory in LCBO Retail stores in selling units.</i>
<i>STARTING_PERIOD</i>	<i>The start date of the fiscal period to which the data applies (format is YYYYMMDD).</i>
<i>TBS</i>	<i>The Beer Store.</i>
<i>TBS_QTY</i>	<i>(LCBO Sales = Shipment to TBS) Represents the number of units shipped=sold to TBS from indicated locations.</i>
<i>TRANSACTION_DATE</i>	<i>Date on which the Week ends, (format is DD- MMM-YY. For example, 05-mar-16).</i>
<i>UNITS_SOLD</i>	<i>The number of selling units sold.</i>
<i>UPC_NUMBER</i>	<i>Universal Product Code assigned to each selling unit.</i>
<i>WQTY_ON_HAND</i>	<i>Total Warehouse inventory unit on hand.</i>
<i>YEAR_PERIOD</i>	<i>Fiscal period to which data applies (format YYYYPP). (201601 = period 1 of 2016/17)</i>
<i>SOBEYS_SQTY</i>	<i>Represents the units shipped to Sobeys stores</i>
<i>WALMART_SQTY</i>	<i>Represents the units shipped to Walmart stores</i>

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<i>LONGOS_SQTY</i>	<i>Represents the units shipped to Longo's stores</i>
<i>METRO_SQTY</i>	<i>Represents the units shipped to Metro stores</i>
<i>ARTERRA_SQTY</i>	<i>Represents the units shipped to Arterra stores</i>
<i>ANDREW_SQTY</i>	<i>Represents the units shipped to Andrew Peller stores</i>
<i>LOBLAWS_SQTY</i>	<i>Represents the units shipped to Loblaws stores</i>
<i>OTHERGRO_SQTY</i>	<i>Represents the units shipped to all other independent grocery store</i>

*Appendix 1*

Promotional Type Code and Description	
375	375 ML Discretionary
BSE	Brand Spotlight Entrance Table
BSF	Brand Spotlight Front Nesting Table
MD	Brand Spotlight Middle Nesting Table
FP	BSM Fan Pack
CM	Cocktail of the Month
FFA	Feature Fixture A
FFB	Feature Fixture B
FG	Featured Gift
FSA	FLEX SPACE #1
FSJ	FLEX SPACE #10
FSK	FLEX SPACE #11
FSL	FLEX SPACE #12
FSM	FLEX SPACE #13
FSN	FLEX SPACE #14
FSB	FLEX SPACE #2
FSC	FLEX SPACE #3
FSD	FLEX SPACE #4
FSE	FLEX SPACE #5
FSF	FLEX SPACE #6
FSG	FLEX SPACE #7
FSH	FLEX SPACE #8
FSO	FLEX SPACE #9
G1	Gifting Fixture 1
G2	Gifting Fixture 2
HC	Halo Columns
HCL	Holiday Merchandising Fee
MU	Multicultural
NLP	New Launch
NPS	New Product ShelfTalker
NOU	Nouveau/Rose
OCB	Ontario Craft Brewers
OWP	Ontario Wines Popular Picks
OWS	Ontario Wines Superstars
OTH	Others
PSF	Premium Spirits Fixture
PF	Product Feature - Ecommerce
PS	Product Sponsorship
PRF	Promotional Fee
SBA	Sea. Blockpile A.
SBB	Sea. Blockpile B.
SBC	Sea. Blockpile C.
SB	Seasonal Blockpile

Promotional Type Code and Description	
SRF	Seasonal Rose Fixture
SCR	Spirit Cold Room
SWW	Summer Winter Wine
TA	Tactical
VFA	Vintages Feature Fixture A
VFB	Vintages Feature Fixture B
FD	Vintages Release Feature
WS	Whisky Shop-Flex Space
POB	PO based
CIS	Category In Section
DW	Deal of Week Program (Has its own Tree at stores)
DOC	Discover Our Community
EA	End Aisle
FSI	Free Standing Insert
MT	Mini-Thematic
PODN	Pod
PRP	Promotional Placement
SE	Shelf Extender
SCP	Shopping Cart
WFP	Wine Fridge (Has a its own Tree in stores)
POD	xPod (Retired but can be re-actviated at store)
CON	Contest
LTO	Limited Time Offer
NTG	Necktag
ST	Shelf Talker
SSL	Super Sale LTO
VA	Value Add
VST	VQA Staff Tasting
FDD	Vintages Solution Feature
LP	Loyalty Promotion
BBLP	Bundling Loyalty Promotion
SP1	Special Bundling SP1
SP2	Special Bundling SP2
SP3	Special Bundling SP3
SP4	Special Bundling SP4
SP5	Special Bundling SP5
SP6	Special Bundling SP6
PO	Special Bundling PO
SU	Special Bundling SU
EV	Special Bundling EV
EVT	Events
SS	Super Sale (DOW has it's own Tree)
TPR	Temporary Price Reduction

*Appendix 2*

Buyer Code	Buyer Description
P01	European Wines
P02	Spirits
P03	New World Wines
P04	Beer & Cider
P06	Vintages - European Wines
P08	Non-Alcohol
P10	Duty Free
P11	Ontario Wines
P12	Vintages - New World
P13	Ready To Drink
P14	Destination Collection
P15	Destination Collection - Continuous
P16	Vintages Futures And Directs
P19	Vintages Ontario Wines
P21	LCBO Beer Direct To Retail