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 Convenience Outlet stores/ establishments that buy from LCBO stores and sells to the public. Mostly are in remote area.*
AGENCY_ADDR	*(Convenience Outlet Address) The agency stores address or name of the person responsible for the establishment.*
AGENCY_CITY	*The city where the Convenience Outlet establishment is located.*
AGENCY_NUMBER	*Unique number assigned to an Convenience Outlet doing business with the LCBO.*
AG_DQTY	*(Convenience Outlet Depot Sale Quantity) Represents the unit sold to Convenience Outlet stores from LCBO depots.*
AG_SQTY	*(Convenience Outlet 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.*

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

LIST /DELIST CODE

The corporate product life cycle listing status.
(1) New item: Listed in LCBO but not yet available in stores and not priced. Warehouse inventory=>0.
(2) Current: The product is available for sale. Warehouse, Retail inventory > 0.
(3) To be Delisted: Inventory in Warehouses and Retail>0. No more order to agent or supplier.
(4) Delisted: Warehouse Inventory=0, Store inventory >0.
(5) Delisted: Warehouse and Retail inventory =0.

LIST_ DATE

The date that product was given a list status of (1) in LCBO.

LISTING_STATUS

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.

LOCATION_DISTRICT_CODE

LCBO District Code

LOCATION_DISTRICT_NAME

LCBO District Name.

LOCATION_NAME

LCBO Location Name.

LOCATION_NUMBER

Corporate location number assigned to a LCBO store or depot/Warehouse

LOCATION_REGION_CODE LCBO Region Code.

LOCATION_REGION_NAME

LCBO Region Name.

NO_ITEMS_PER_SELLING_UNIT

Number of items in a selling unit.

NO_OF_STORES

Number of stores which reported inventory at the end of the reporting (week, period).

NO_OF_WHSES

The number of warehouses in which the item/product is kept.

NO_SELLING_UNITS_PER_CASE

Number of selling units in a case.

OT	*(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.*
OT_DQTY	*(Depot Sales Quantity to Other)* *Represents the sales unit within the "other" sales channel from LCBO Depot.*
OT_QTY	*(Other Sale Quantity)* *Represents the sales unit within the 'other' sales channel from the location.*
OT_SQTY	*(Store Sale Quantity to Other)* *Represents the sales within the "other" sales channel from a LCBO Retail store.*
POSTAL_CODE	*Postal code of the licensed establishment*
PROMOTION TYPE:	*LCBO Promotions Types and their description are below see appendix 1*
QTY_ON_HAND	*Inventory Unit on Hand*
RETAIL_PRICE	*Represents the most current retail selling price (includes Tax) in dollars and cents for an item/product.*
RG	*(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)".*
RG_DQTY	*(Regular Depot Sale Quantity)* *Represents the unit sales to regular customers from LCBO depot.*
RG_QTY	*(Regular Sale Quantity)* *Represents the unit sold within the 'regular' sales channel from the location.*
RG_SQTY	*(Regular Store Sale Quantity)* *Represents the units sold at LCBO retail stores to regular customer.*

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

WALMART_SQTY   *Represents the units shipped to Walmart stores*

LONGOS_SQTY   *Represents the units shipped to Longo's stores*

METRO_SQTY   *Represents the units shipped to Metro stores*

ARTERRA_SQTY   *Represents the units shipped to Arterra stores*

ANDREW_SQTY   *Represents the units shipped to Andrew Peller stores*

LOBLAWS_SQTY   *Represents the units shipped to Loblaws stores*

OTHERGRO_SQTY   *Represents the units shipped to all other independent grocery store*

ECOMM_*SQTY*   *Represents the unit sold within the 'Ecommerce' sales channel from the location.*

CON_SQTY   *Represents the units shipped to all Convenience stores*

Promotional Type Code and Description			
BP	Seasonal Block pile	LE	Loyalty Event
BPA	Seasonal Block pile A	LO	Limited Time Offer
BPB	Seasonal Block pile B	LP	Loyalty Promotion
BPC	Seasonal Block pile C	LS	Super Sale LTO
BSE	Brand Spotlight Entrance Table	LX	Loyalty Bonus Flex
BSF	Brand Spotlight Front Nesting Table	MD	Brand Spotlight Middle Nesting Table
CB	Ontario Craft Beer	MI	Mini-Thematic
CM	Cocktail of the Month	MT	Multicultural
CO	Contest	NL	New Launch
CR	Spirit Cold Room	NP	New Product Shelf talker
DC	Discover Our Community	NT	Neck tag
DS	375 ML Discretionary	NU	Nouveau
DW	Deal of Week Program (has its own Tree at stores)	OH	Others
EA	End Aisle	PD	POD
EV	Special Bundling EV	PE	Product Extender (Reg, Community, Add'l, Discovery)
EVT	Events	PF	Product Feature - Ecommerce
FD	Food and Drink	PI	Promotional Placement
FFA	Feature Fixture A	PO	Special Bundling PO
FFB	Feature Fixture B	POB	PO Based
FG	Featured Gift	PP	Ontario Wines Popular Picks
FP	BSM Fan Pack	PRF	Promotional Fee
FR	Vintages Solution Fixture	PRF	Temporary Price Reduction
FS	Free Standing Insert	PS	Premium Spirits Fixture
FSA	Flex Space #1	SA	Super Sale
FSB	Flex Space #2	SC	Shopping Cart
FSC	Flex Space #3	SE	Shelf Extender
FSD	Flex Space #4	SP1	Special Bundling SP1
FSE	Flex Space #5	SP2	Special Bundling SP2
FSF	Flex Space #6	SP3	Special Bundling SP3
FSG	Flex Space #7	SP4	Special Bundling SP4
FSH	Flex Space #8	SP5	Special Bundling SP5
FSJ	Flex Space #10	SP6	Special Bundling SP6
FSK	Flex Space #11	SR	Seasonal Rose Fixture
FSL	Flex Space #12	SS	Ontario Wines Superstars
FSM	Flex Space #13	ST	Shelf Talker
FSN	Flex Space #14	SU	Special Bundling SU
FSO	Flex Space #9	SW	Summer Winter Wine
G1	Gifting Feature 1	TC	Tactical
G2	Gifting Feature 2	TS	Tasting (Regular, Discovery, Special)
GF	Featured Gift	VA	Value Add
HG	Holiday - Fee	VC	Voucher
HO	Halo Column	VFA	Vintages Feature Fixture A
IS	Category In Section	VFB	Vintages Feature Fixture B
LB	Loyalty Bundling	VT	VQA Staff Tasting
LC	Loyalty Coupon	WF	Wine Fridge
LD	Loyalty Bundling Bonus Pair	WS	Whiskey Shop Flex Space

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