



**LIQUOR  
DISTRIBUTION  
BRANCH**

November 26, 2012

To: Domestic Beer Suppliers and Import Beer Agents

**Re: Amendment to Beer Mark-up Policy**

On November 14, 2012, I sent you a letter regarding a change to the Liquor Distribution Branch's beer mark-up policy for small breweries. The transitional mark-up rates that were described in that letter were not correct and have been amended effective today.

The transitional mark-up rates for breweries whose annual production is equal to or below 160,000 hectolitres (hl) and subsequently exceed 160,000 hl is attached. Once a brewery's production reaches 300,000 hl, it is subject to the highest mark-up rates.

This policy applies to breweries that are selling in the British Columbia market and had production of less than 160,000 hl in calendar 2011 or in subsequent calendar years.

If you have any questions, please contact Elaine Low at [Elaine.Low@bcldb.com](mailto:Elaine.Low@bcldb.com) or 604-252-3150.

Yours truly,

A handwritten signature in cursive script, appearing to read "Elaine Low".

Elaine Low  
Acting Chief Financial Officer

### Transitional Mark-up Rates for Small Breweries

Annual Production (HL)	Packaged Beer \$/Litre	Draft Beer \$/Litre
15,001 - 160,000	1.16	0.81
160,001 - 165,000	1.18	0.82
165,001 - 170,000	1.20	0.84
170,001 - 175,000	1.22	0.85
175,001 - 180,000	1.24	0.87
180,001 - 185,000	1.27	0.88
185,001 - 190,000	1.29	0.89
190,001 - 195,000	1.31	0.91
195,001 - 200,000	1.33	0.92
200,001 - 205,000	1.35	0.94
205,001 - 210,000	1.37	0.95
210,001 - 215,000	1.39	0.96
215,001 - 220,000	1.41	0.98
220,001 - 225,000	1.43	0.99
225,001 - 230,000	1.46	1.01
230,001 - 235,000	1.48	1.02
235,001 - 240,000	1.50	1.03
240,001 - 245,000	1.52	1.05
245,001 - 250,000	1.54	1.06
250,001 - 255,000	1.56	1.07
255,001 - 260,000	1.58	1.09
260,001 - 265,000	1.60	1.10
265,001 - 270,000	1.62	1.12
270,001 - 275,000	1.64	1.13
275,001 - 280,000	1.67	1.14
280,001 - 285,000	1.69	1.16
285,001 - 290,000	1.71	1.17
290,001 - 300,000	1.73	1.19
>300,000	1.75	1.20