



Ohio Spirits Insider

Monthly Update from the
Ohio Division of Liquor Control
Issue 10 • Volume 4 • November 2016

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Stakeholder Engagement Update

By: Harry Knight
Chief Operating Officer

Town Hall Meetings:

The Division completed the first round of town hall meetings this month. The DOLC team traveled to 11 locations all across Ohio meeting with representatives of 194 Agencies. The information shared included the most recent updates about the Liquor Modernization Project (LMP), information on new products, the listing and delisting process, the new Stakeholder Representative Committee and other issues vital to your business.

Thank you to all those who attended those meetings and for the valuable feedback you provided. Your time and participation is greatly appreciated. Watch for more opportunities to meet in person and virtually in the near future. Please read your emails for information on upcoming DOLC meetings and other activities.



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Retail Terminal Decision:

The LMP Team has determined that a consistent, integrated interface between the Agencies' retail terminals (also known as cash registers or point-of-sale systems) and the liquor enterprise's Microsoft Dynamics AX system, or technology platform, is needed.

Agencies have two options, which include the following:

1.) Using a new retail terminal provided and configured by the liquor enterprise. The terminal will be pre-configured to integrate with the enterprise's Microsoft Dynamics AX system, and will require no additional set up to use for liquor sales. More information on the Clover device is available at clover.com and on [First Data's YouTube channel](#). These sites can be accessed from the [LMP website](#).

2.) Integrating your existing retail terminals with the Web API. You may opt to continue to use your current retail terminal; however, additional IT effort will be required. To begin the process, share the technical document that was emailed to you with your IT vendor and have a conversation about the work that needs to be done and cost of integration and support. Please note that you will be responsible for any costs to integrate your register. These costs will vary based on your level of technology.

Some key dates to keep in mind:

- **Dec. 1:** Decision due to DOLC
- **First quarter of 2017:** Testing of integration (part of full system testing)
- **April 1:** All changes complete and tested, integration ready to go live regardless of where you fall in the roll-out schedule.

If you have any questions, please contact the **Help Desk** – 24 hours a day, seven days a week – at 877-812-0013 or liquoragencyhelp@com.state.oh.us.

Agency Info

manage and grow your business



Holiday Best Practices

By: Gerry O'Neil
Chief of Agency Operations

Here are some best practices to help you navigate the busy holiday season.

- Be prepared to accommodate changes to the ordering schedule by reviewing planned orders and placing requisitions as required according to the revised schedule.
- Schedule extra employees to unload and process the larger deliveries.
- Be flexible in terms of delivery day and time.

Spirits Smarts

New products, hot items, recipes & more

Always promote safe & responsible consumption!

Jack Daniel's Single Barrel Rye Whiskey

Brand Code: 4974B

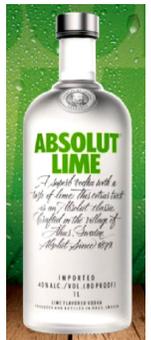
Complex flavors of ripe fruit mingle with light toasted oak notes, allowing the rye grain to shine through with a rich peppery spice and a pleasant lingering finish. Enjoy this Single Barrel Rye neat, on the rocks or in a classic rye cocktail.



Absolut Lime

Brand Code: 0259B

The newest flavor in the Absolut family is here, with the same quality and smoothness you're used to from Absolut vodkas. Absolut Lime's crisp, fruity taste comes from freshly pressed limes, and has no added sugar. If you're looking for a spirit to put a twist on the margarita, or for a bold new take on a vodka tonic, Absolut Lime is the perfect product.



Patrón Silver Special Edition

Brand Code: 7966L

It's the same Patrón consumers have come to love, all dressed up for the holiday season. This tequila's smooth, sweet flavor is complimented by sleek, attention-grabbing packaging that will delight spirits collectors and casual sippers alike. Whether you're drinking it straight or enjoying it as part of your favorite cocktail, Patrón's 100 percent Agave silver tequila is sure to make you feel festive.



Makers Mark Combo Pack

Brand Code 6063M

Maker's 46 is meticulously handmade and inventively finished during winter using seared French oak staves. It offers more complexity; a deeper, richer copper tone; and big, bold flavors of vanilla, caramel, oak and spice. Yet Maker's 46 retains the easy drinkability of Maker's Mark. This wintry silver gift set gives consumers the best of both worlds by bringing together a duo that's sure to delight.



New Items

new products, items, rebates, recipes & more

New Spirits Listings

November 2016

New Items

| Brand Code | Product | Type |
|------------|---|----------|
| 0259B | Absolut Lime | Vodka |
| 0264B | Apparition Pumpkin Spice | Bourbon |
| 0265B | Ardbeg 21 | Scotch |
| 0867B | Bigallet China-China Amer | Cordial |
| 1471B | Brora 38 Yr | Scotch |
| 1740B | Candella Y-Town | Bourbon |
| 1741B | Caol Ila 15 | Scotch |
| 1817M | Casa Noble Club Pack | Tequila |
| 2093B | Cleveland Underground Finished In Maple Syrup Barrels | Bourbon |
| 2356B | Cragganmore Limited Edition | Scotch |
| 2428M | Crown Royal Vanilla | Canadian |
| 2720D | Don Julio 1942 | Tequila |
| 3535B | Giffard Banane Du Bresil | Cordial |
| 3536B | Giffard Blue Curacao Liqueur | Cordial |
| 3621B | Glenkinchie 24 | Scotch |
| 4094M | Hennessy Master Blend | Brandy |
| 4974B | Jack Daniels Single Barrel | Bourbon |
| 5271B | Jus D'manguier | Brandy |
| 5380B | Ketel One Gift (2/Glasses) | Vodka |
| 5452B | Knaughty | Vodka |
| 5983B | Lock Stock & Barrel 16 Year Old | Rye |
| 7953B | Parker's Heritage 24 Year Bib | Bourbon |
| 7966L | Patron Silver Special Edition | Tequila |
| 8317B | Port Ellen 37 | Scotch |
| 8349B | Puranique | Vodka |
| 8362B | Redemption Barrel Proof 8 Year | Rye |
| 8363B | Redemption Bourbon Barrel Proof 9 Year | Bourbon |
| 8864B | Stillhouse Coconut | Bourbon |
| 8865B | Stillhouse Mint Chip | Bourbon |
| 8866B | Stillhouse Red Hot Cinnamon | Bourbon |
| 8877B | 6th Element Apple | Vodka |
| 8878B | 6th Element Citrus | Vodka |
| 8901B | Seven Brothers Espresso Infusion | Vodka |
| 9603B | Wild Tiger | Rum |
| 9613B | Whoop & Holler | Bourbon |
| 9694B | Woodford Reserve W/Glass | Bourbon |

Recipes

Sea Breeze

- 2 parts Absolut Lime Vodka
- 3 parts grapefruit juice
- 1 part cranberry juice
- 1 lime wedge, for garnish



Directions: Fill a chilled highball glass with ice cubes. Add all ingredients, and stir. Garnish with lime.

Poinsettia Smash

- 2 oz. Patrón Silver
- .5 oz. Fino Sherry
- 5 fresh cranberries (or .5 oz. of cranberry jelly)
- .5 oz. simple syrup (omit if using jelly)
- .5 lemon
- Cinnamon stick & lemon wheel for garnish



Directions: Combine ingredients in a shaker with ice and shake vigorously. Double strain into a rocks glass with crushed ice. Garnish with a cinnamon stick and lemon wheel.

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Ohio

Department
of Commerce

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Best Practices from page 2

- Be on-time and prepared to unload and check in your orders as scheduled.
- Keep delivery areas clear of ice and snow.
- Be considerate of your fellow agents that have deliveries on the same truck as your load. When you are late or slow unloading, you may cause problems for others on your route.
- Please do not call the Division if your driver is less than an hour late for your appointment. By contract, because of weather or equipment delays, they are allowed up to an hour before they are considered late. The trucking company manager or driver should call to notify you of delays.

As always, there are changes in schedules for the Division of Liquor Control offices, warehouses and trucking companies during the months of November, December and January.

- Division, Warehouses & Trucking: Closed for Thanksgiving Day holiday on November 24. Certain warehouse & trucking facilities may also be closed on Friday, November 25. If so, ordering schedules will be written to accommodate that change and some agents may have a Saturday delivery. The trucking managers will make arrangements as needed.
- Division, Warehouses & Trucking: Closed for Christmas holiday Monday, December 26.
- Division, Warehouses & Trucking: Closed for New Year's holiday on Monday, January 2.