

**PENNSYLVANIA LIQUOR CONTROL BOARD**  
**MEETING MINUTES**

**TUESDAY, OCTOBER 15, 2013**

**NORTHWEST OFFICE BUILDING, CONFERENCE ROOM 117, HARRISBURG, PA**

Joseph E. "Skip" Brion, Chairman  
Robert S. Marcus, Board Member  
Office of CEO  
John Stark, Board Secretary

[Office of Chief Counsel](#)  
[Bureau of Licensing](#)  
[Bureau of Human Resources](#)  
[Bureau of Purchasing and Contracting](#)

[Bureau of Real Estate](#)  
[Bureau of Product Selection/Marketing](#)  
[Financial Report](#)  
[Other Issues](#)

**PUBLIC MEETING – 11:00 A.M**

Board Secretary John K. Stark indicated that a quorum of the Board was present and Chairman Brion called the meeting to order.

**CALL TO ORDER** ..... *Chairman Brion*

Pledge of Allegiance to the Flag

**OLD BUSINESS**..... *Secretary Stark*

A. Motion to approve the Previous Board Meeting Minutes of the October 2, 2013 meeting.

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously approved (2-0 vote) previous Board Minutes.

**PUBLIC COMMENT ON AGENDA ITEMS**

There was no comment on the printed agenda items.

**NEW BUSINESS**

*From the Office of Chief Counsel* ..... *Faith Smith Diehl, Chief Counsel*

(1) **Delaware County Lagoon, Inc.**  
H-88 (LID 39269)  
Taylor Avenue and Delaware River  
Essington, Pennsylvania 19029-1230  
Docket No. 12-10500 (Delaware County)

Proposed Appeal to Commonwealth  
Court

Note: Board Minutes are not officially approved until all required signatures are affixed.

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Appeal to Commonwealth Court.

- (2) **DSD Entertainment, Inc.** ALJ Citation Appeal  
R-7680 (LID 63643)  
254-256 South 12<sup>th</sup> Street  
Philadelphia, PA 19107-5638  
Citation No. 13-0186

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Affirm the ALJ.

- (3) **DSD Entertainment, Inc.** ALJ Citation Appeal  
R-7680 (LID 63643)  
254-256 South 12<sup>th</sup> Street  
Philadelphia, PA 19107-5638  
Citation No. 13-0385C

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Affirm the ALJ.

- (4) **Skyla-Matts, Inc., Transferor** Proposed Conversion of Suspension to Fine  
R-5833 (LID 54498)  
4749 Plummer Street  
Pittsburgh, PA 15201-2936

**Dive Lawrenceville, Inc., Transferee**  
R-5833 (LID 68813)  
5147 Butler Street  
Pittsburgh, PA 15201-2606

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Conversion of Suspension to a Fine of \$4,100.00.

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*From the Bureau of Licensing ..... Jerry Waters, Director of Regulatory Affairs  
Tisha Albert, Director, Bureau of Licensing*

(1) **Estia Taverna, Inc.** Emergency Motion for Stay  
R-6293 (LID No. 67838) Case No. 13-9120 Motion for Reconsideration  
200 North Radnor Chester Road “Intermunicipal” Double  
Radnor Township Transfer & Conditional Licensing  
Radnor, Delaware County Agreement - Restaurant

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Deny Emergency Motion for Stay and Motion for Reconsideration.

(2) **Giant Eagle, Inc.** “Intermunicipal” Double  
R-9932 (LID No. 68637) Transfer & Requests for Interior  
132 Ben Avon Heights Road Connections with Another  
Ohio Township Business & to Conduct Another  
Pittsburgh, Allegheny County Business on the Licensed  
Premises – Restaurant

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Transfer & Requests for Interior Connections with Another Business and to Conduct Another Business on the Licensed Premises.

(3) **Hawthorne House, Inc.** Request for Hearing -  
**t/a Hawthorne House** *Nunc Pro Tunc* – Renewal &  
R-9223 (LID No. 59403) Case No. 13-9137 Validation - Restaurant  
702 Hawthorne Road  
Bethlehem, Northampton County

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Refuse *Nunc Pro Tunc* request.

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- (4) **Leverage WF, LLC** Conditional Licensing Agreement -  
R-4202 (LID No. 68714) Restaurant  
520 North Columbus Boulevard  
Philadelphia, Philadelphia County

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Conditional Licensing Agreement.

- (5) **Pietro's Italian Restaurant, Inc.** Emergency Motion for Stay  
R-6294 (LID No. 67895) Case No. 13-9121 Motion for Reconsideration  
200 North Radnor Chester Road "Intermunicipal" Double  
Radnor Township Transfer - Restaurant  
Radnor, Delaware County

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Deny Emergency Motion for Stay and Motion for Reconsideration.

- (6) **Whole Foods Market Group, Inc.** "Intermunicipal" Double  
R-8196 (LID No. 68696) Transfer & Requests for  
1800 Washington Road Interior Connections with  
Upper St. Clair Township Another Business & to Conduct  
Pittsburgh, Allegheny County Another Business on the  
Licensed Premises –  
Restaurant

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Approve Transfer and Requests for Interior Connections with Another Business and to Conduct Another Business on the Licensed Premises.

- (7) **1234 UDS, Inc.** Renewal – District 5  
**t/a Ugly Dog Saloon**  
R-2050 (LID No. 56125) Case No. 13-9110  
2351 Noblestown Road  
Green Tree  
Pittsburgh, Allegheny County

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**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Approve with Existing Conditional Licensing Agreement.

- (8) **BCLT, Inc.** Renewal – District 5  
**t/a Ace's & Deuce's**  
R-10019 (LID No. 49876) Case No. 13-9108  
1400 Fifth Avenue  
Pittsburgh, Allegheny County

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously agreed (2-0 vote) to Refuse Renewal.

- (9) **James W. Barna** Renewal – District 5  
**t/a Ragtime**  
R-9837 (LID No. 14042) Case No. 13-9106  
812 Amity Street  
Homestead, Allegheny County

**Motion Made:** Board Member Marcus  
**Seconded:**

**Board Decision:** Hold by Board Member Marcus for a Conditional Licensing Agreement.

- (10) **The Boathouse Hotel, Inc.** Renewal – District 5  
**t/a The Boathouse Hotel**  
H-1205 (LID No. 61124) Case No. 13-9101  
1-3 Walnut Street  
Harrison Township  
Natrona, Allegheny County

**Motion Made:** Board Member Marcus  
**Seconded:**

**Board Decision:** Hold by Board Member Marcus for an Amended Conditional Licensing Agreement.

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- (11) **Greater Pittsburgh Social Club** Renewal – District 5  
CC-1978 (LID No. 60850) Case No. 13-9099  
6525 Hamilton Avenue  
Pittsburgh, Allegheny County
- Motion Made:** Board Member Marcus  
**Seconded:**
- Board Decision:** Hold by Board Member Marcus for a Conditional Licensing Agreement.
- (12) **J.M.I.G., Inc.** Conditional Licensing Agreement  
**t/a Club 570** Renewal – District 8  
R-4592 (LID No. 53957) Case No. 13-9033  
6 Laurel Hill  
Hazleton, Luzerne County **HOLD – 6/19/13 SESSION**
- Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion
- Board Decision:** Unanimously agreed (2-0 vote) to Approve Renewal with Conditional Licensing Agreement.
- (13) **Julius M.L.M., LLC** Renewal – District 4  
R-16372 (LID No. 58311) Case No. 13-9136  
549 North 7<sup>th</sup> Street  
Allentown, Lehigh County
- Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion
- Board Decision:** Unanimously agreed (2-0 vote) to Refuse Renewal.

*From the Bureau of Human Resources ..... Director of Administration*

- (1) **Tiffany Farrar – Affirm Removal Action**
- (2) **Sara Indan – Affirm Removal Action**
- (3) **Jowana Middleton – Affirm Removal Action**
- (4) **Kaliah Smalls – Affirm Removal Action**

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**(5) Occora Wilburn – Removal Action**

**Motion Made:** Board Member Marcus

**Seconded:** Chairman Brion

**Board Decision:** Unanimously approved (2-0 vote) all Personnel Actions.

*From the Bureau of Purchasing and Contracting .....August Hehemann, Chief Financial Officer  
Director, Bureau of Purchasing & Contracting*

- (1) Value-Added Network (VAN) Communications Services – PO 63010878 Amendment – VENDOR:** American Association of Motor Vehicle Administrators (AAMVA) – Amend PO 63010878 to increase the monthly kilocharacters (KC) for electronic data exchange (EDI) from the current usage of 2,500 KC’s to 35,000 KC’s. AAMVA was not tracking the KC usage so they were unaware that we have been using approximately 30,000+ KC’s per month until a usage report was developed recently. This increase will prevent AAMVA from charging an overage fee for each KC over the current usage limit of 2,500 KC’s and result in a lower overall cost to the PLCB – \$106,944.00 estimated cost.
- (2) SuSe Linux Software Support – DGS Statewide Contract – VENDOR:** Dell Marketing LLP – TERM: One (1) year – SuSe Linux Enterprise Server is the operating system used by the Enterprise Resource Planning (ERP) servers that provide Active Directory Integration, sometimes known as “single sign-on”. This integration is needed for E-Business Suite (EBS) and Store Inventory Management (SIM), the two (2) ERP applications with the largest number of users. This support subscription provides software support and security patches – \$20,033.51 estimated cost.
- (3) Symantec NetBackup Software Support – DGS Statewide Contract – VENDOR:** Carasoft Technology Corporation – TERM: One (1) year – Provide software support for ongoing technical support, patching and upgrades for Symantec NetBackup, the PLCB’s tape backup software – \$19,907.70 estimated cost.
- (4) Spaceman Software Support – Competitive bids not required for software support under \$25,000.00 – VENDOR:** Dell Marketing LLP – TERM: One (1) year – Annual maintenance agreement and maintenance utility for Spaceman software, a package that is a complex and fully integrated shelf management system that enables our retail operation to perform shelf planning, category layout and establish space needed to support the level of sales for each of our six-hundred (600) + Wine and Spirits Stores – \$11,600.00 estimated cost.
- (5) Air Defense Wireless Intrusion Detection System Support – DGS Statewide Contract – VENDOR:** Pomeroy IT Solutions Sales Company – TERM: One (1) year – Wireless intrusion detection is a mandate of PCI section 11.1. This mandate requires the agency to test for the presence of wireless access points by using a wireless analyzer at least quarterly or by deploying a wireless IDS/IPS to identify all wireless devices in use – \$63,540.04 estimated cost.
- (6) Robocom Inventory Management System Software License with Installation and Configuration – PO 63010541 Amendment – VENDOR:** Avantce RSI LLC – Developing and testing the Licensee Direct Program (LDP) applications requires the use of two (2) copies of

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Robocom’s Inventory Management System (RIMS). The PLCB currently has only one. In addition, most of the hardware supporting RIMS in the warehouses is so old that the manufacturer no longer repairs it. New hardware has already been purchased to replace it. This requisition purchases software licenses for the second copy of RIMS for the LDP project as well as provides services to install and configure it plus move the remaining copies of RIMS to the new hardware – \$143,800.00 estimated cost.

- (7) **Distribution Center Site Audit** – PO 63010541 Amendment – **VENDOR:** Avantce RSI LLC – Perform individual site visits to each Distribution Center to assess any additional training requirements, review all system processes and recommend changes to improve efficiency and effectiveness. The current system is over ten (10) years old and various changes have been made in concert with three (3) distinct operating environments that necessitates this visit – \$37,500.00 estimated cost.
- (8) **Software Configuration of Distribution Center Scanners** – PO 63010541 Amendment – **VENDOR:** Avantce RSI LLC – Provide proprietary software configuration for fifty-nine (59) new Motorola model 9190 handheld scanners for the Distribution Centers. New scanners are needed to replace obsolete models currently in use that can no longer be repaired. – \$14,750.00 estimated cost.
- (9) **Metasys Software Support** – Competitive bids not required for software support under \$25,000.00 – **VENDOR:** Johnson Controls – Provide software support for the Metasys software program installed through the Guaranteed Energy Savings Act (GESAs) project which will ensure that the NWOB is performing at optimum heating and cooling levels while achieving energy savings – \$11,936.00 estimated cost.
- (10) **UC4’s Oracle E-Business Suite Integration Facility Software Training and Installation** – PO 63010567 Amendment – **VENDOR:** UC4 Software Inc. – Provide training and installation for UC4’s Oracle E-Business Suite Integration Facility (OEBS) software. This software accommodates the scheduling of EBS concurrent manager jobs through the Appworx environment. The benefit is that all jobs are controlled by one (1) scheduling package. At this time, the PLCB staff does not have the necessary knowledge to complete the installation and management of this previously purchased software component; however, after this engagement, they will be sufficiently trained to complete these tasks into the production and other environments – \$31,000.00 estimated cost.

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously approved (2-0 vote) all Purchasing & Contracting matters.

*From the Bureau of Real Estate.....August Hehemann, Chief Financial Officer  
William Matsko, Director, Bureau of Real Estate*

(1) **Store #1005** – Bon Aire Plaza, 1101 North Main Street, Butler  
Exercise Option

(2) **Store #4202** – 124 Fraley Street, Kane  
Exercise Option

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- (3) **Store #4604** – 212 High Street, Pottstown  
Exercise Option
- (4) **Store #3501** – Birney Mall, 3364 Birney Avenue, Moosic  
Amendment
- (5) **Store #3919** – Allentown Towne Center, 4777 West Tilghman Street, Allentown  
Amendment
- (6) **Store #5142** – Plaza Americana, 2717 American Street, Philadelphia  
Amendment
- (7) **Store #6510** – 249 Hillcrest Shopping Center, 3220 Leechburg Road, Lower Burrell  
Amendment
- (8) **Store #6513** – 214 Fifth Street, Avonmore  
Amendment

**Motion Made:** Board Member Marcus  
**Seconded:** Chairman Brion

**Board Decision:** Unanimously approved (2-0 vote) all Real Estate Actions.

*From the Bureau of Product Selection/Marketing .....Jim Short, Director of Marketing*

**1. Cost and Retail Decreases – Regular Stock – October**

<u>Code</u>	<u>Brand Name and Description</u>	<u>Proposed</u> <u>Cost</u>	<u>Proposed</u> <u>Retail</u>
<u>Capital Wine &amp; Spirits</u>			
4729	Lobster Reef Sauvignon Blanc 750 ML, 12 Units Per Case	\$80.56	\$11.99

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## 2. One Time Buys – Recommended Listings – October 2, 2013

<u>Brand Description</u>	<u>Size</u>	<u>Case Cost</u>	<u>Retail</u>
<u>Brown Forman Corp</u>			
Jack Daniel's Holiday Select 2013	750 mL	\$206.76	\$54.99
<u>Moet Hennessy USA</u>			
Belvedere Pure Red Vodka	1.75 L	\$166.74	\$44.99

## 3. Monthly Special Price Reductions – November 2013 - Revision

<u>Brand Name</u>	<u>Special Price</u>	<u>Customer Savings</u>	<u>Size</u>	<u>Code</u>
Jim Beam Maple Whiskey	17.99	2.00	750 mL	7046
Cruzan Velvet Cinn Horchata	15.99	4.00	750 mL	7039

## 4. Luxury One Time Buy Items—Recommended Approvals

### American Estates Wines Inc.

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Mount Eden Vineyard Pinot Noir Santa Cruz Mountains 750 ML, 6 Units Per Case, Current Vintage	\$269.47	\$36.99

### Capital Wine & Spirits

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Concha Y Toro Amelia Chardonnay Casablanca Chile 750 ML, 6 Units Per Case, Current Vintage	\$148.82	\$39.99
Marques de Casa Concha Chardonnay Chile 750 ML, 6 Units Per Case, Current Vintage	\$79.22	\$21.99
Marques de Concha Cabernet Sauvignon Puento Alto Chile 750 ML, 6 Units Per Case, Current Vintage	\$79.22	\$21.99
Terrunyo Cabernet Sauvignon Maipo Chile 750 ML, 6 Units Per Case, Current Vintage	\$148.82	\$39.99

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Terrunyo Camenere Cachapoal Chile 750 ML, 6 Units Per Case, Current Vintage	\$148.84	\$39.99
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CBL Wine Company

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Aldo Conterno Barolo Cicala 1.5 L, 3 Units Per Case, Current Vintage	\$567.02	\$264.99

Aldo Conterno Barolo DOCG 750 ML, 12 Units Per Case, 2008	\$568.76	\$74.99
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Aldo Conterno Langhe Rosso 750 ML, 12 Units Per Case, Current Vintage	\$212.48	\$28.99
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Bibich R 5 White Blend Croatia Riserva 750 ML, 12 Units Per Case, Current Vintage	\$150.43	\$20.99
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Bibich R 6 Red Blend Croatia Riserva 750 ML, 12 Units Per Case, Current Vintage	\$150.43	\$20.99
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Ca Rugate La Perlara Recioto di Soave 500 ML, 6 Units Per Case, Current Vintage	\$148.82	\$39.99
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Ca Rugate L'Eremita Recioto della Valpolicella 500 ML, 6 Units Per Case, Current Vintage	\$164.30	\$43.99
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Dingac Vinarija Plavac Mali Croatia 750 ML, 12 Units Per Case, Current Vintage	\$96.31	\$13.99
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Dalla Terra

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Marchesi di Gresy Barbaresco Camp Gros Martinenga 750 ML, 6 Units Per Case, 2006	\$254.05	\$67.99

Marchesi di Gresy Barbaresco Martinenga Gaiun 750 ML, 6 Units Per Case, 2006	\$254.05	\$67.99
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D'Andrea Wine & Liquor Imports Inc.

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Reyneke Capstone Red Stellenbosch 750 ML, 6 Units Per Case, Current Vintage	\$90.80	\$24.99

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Robertson Constitution Road Shiraz Robertson Valley 750 ML, 6 Units Per Case, Current Vintage	\$98.60	\$26.99
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Deschere's Selected Wine & Spirits

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Sheldrake Point Waterfall Chardonnay Finger Lakes 750 ML, 12 Units Per Case, Current Vintage	\$88.68	\$12.99

Domaines et Saveurs Collection

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Bourgogne Hautes Cotes De Beaune la Perriere 750 ML, 12 Units Per Case, Current Vintage	\$130.97	\$18.99

Paul Chollet Cremant de Bourgogne NV	\$124.97	\$17.99
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Puligny Montrachet Les Nosroyes 2011 750 ML, 12 Units Per Case, Current Vintage	\$325.97	\$43.99
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F. Magnotta LLC

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Contratto Vermouth Bianco NV 750 ML, 12 Units Per Case	\$220.04	\$29.99

Contratto Vermouth Rosso NV 750 ML, 12 Units Per Case	\$220.04	\$29.99
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La Spinetta 6 Bottle Gift Pack Barbaresco Staderi, Valeirano, and Gallina 4.5L, 1 Unit Per Case, 2005	\$632.74	\$847.99
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La Spinetta Barolo Campe 750 ML, 12 Units Per Case, 2003	\$1,109.24	\$138.99
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Horse and Plow Winery

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Horse and Plow Farmstead Red North Coast 750 ML, 12 Units Per Case, Current Vintage	\$125.11	\$17.99

Horse and Plow McFadden Farm Pinot Gris Mendocino 750 ML, 12 Units Per Case, Current Vintage	\$125.11	\$17.99
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Horse and Plow Old Vine Grenache Mendocino Testa Vineyard 750 ML, 12 Units Per Case, Current Vintage	\$165.91	\$22.99
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Horse and Plow Syrah Sonoma Coast Canihan Vineyard 750 ML, 12 Units Per Case, Current Vintage	\$155.11	\$21.99
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Hermann Weimer Vineyards

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Hermann Wiemer Field Cuvee 750 ML, 12 Units Per Case, Current Vintage	\$104.00	\$14.99

Kobrand Corp.

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Agricola Punica Montessu Isola dei Nuraghi IGT 750 ML, 6 Units Per Case, Current Vintage	\$102.38	\$27.99

Campo al Mare Bolgheri Tuscany 750 ML, 12 Units Per Case, Current Vintage	\$204.32	\$27.99
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Feudo Maccari Nero d'Avola Sicily 750 ML, 12 Units Per Case, Current Vintage	\$104.00	\$14.99
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Feudo Maccari Saia Nero d'Avola Sicily 750 ML, 6 Units Per Case, Current Vintage	\$106.28	\$28.99
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Masi Brolo Campofiorin 750 ML, 6 Units Per Case, Current Vintage	\$98.30	\$26.99
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Masi Valpolicella Classico Bonacosta 750 ML, 12 Units Per Case, Current Vintage	\$88.76	\$12.99
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Tenuta di Nozzole Chianti Classico Riserva 750 ML, 12 Units Per Case, Current Vintage	\$142.88	\$19.99
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Tenute Silvio Nardi Brunello di Montalcino 750 ML, 6 Units Per Case, 2008	\$218.30	\$57.99
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Majestic W S USA, Inc.

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Don Manuel Villefane Cabernet Sauvignon Mendoza Argentina Reserve 750 ML, 12 Units Per Case, Current Vintage	\$111.96	\$15.99

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Don Manuel Villefane Malbec Mendoza Argentina Reserve 750 ML, 12 Units Per Case, Current Vintage	\$111.96	\$15.99
Don Manuel Villefane Red Blend Mendoza Argentina Gran Reserve 750 ML, 6 Units Per Case, Current Vintage	\$121.80	\$32.99
Lothian Vineyards Chardonnay Elgin 750 ML, 12 Units Per Case, Current Vintage	\$166.20	\$22.99
Lothian Vineyards Pinot Noir Elgin 750 ML, 6 Units Per Case, Current Vintage	\$83.10	\$22.99
Lothian Vineyards Horny Owl Shiraz Elgin 750 ML, 6 Units Per Case, Current Vintage	\$48.24	\$13.99
Lothian Vineyards Riesling Elgin 750 ML, 6 Units Per Case, Current Vintage	\$52.08	\$14.99

MHW, LTD

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Chateau Angelus 750 ML, 12 Units Per Case, Current Vintage	\$2,944.04	\$338.99
Chateau Barde Haut 750 ML, 12 Units Per Case, Current Vintage	\$280.04	\$37.99
Chateau Carbonnieux Pessac Leognan Blanc 750 ML, 12 Units Per Case, Current Vintage	\$328.04	\$43.99
Chateau Chantegrive Graves Rouge 750 ML, 12 Units Per Case, Current Vintage	\$154.04	\$21.99
Chateau Clerc Milon 750 ML, 12 Units Per Case, Current Vintage	\$526.04	\$69.99
Chateau Clinet Pomerol 750 ML, 12 Units Per Case, Current Vintage	\$736.04	\$96.99
Chateau Cos D'Estournel 750 ML, 6 Units Per Case, Current Vintage	\$736.04	\$177.99
Chateau Gruaud Larose 750 ML, 12 Units Per Case, Current Vintage	\$562.04	\$74.99

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Chateau Lafon Rochet 750 ML, 12 Units Per Case, Current Vintage	\$370.04	\$49.99
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Chateau Palmer Margaux 750 ML, 6 Units Per Case, Current Vintage	\$1,318.04	\$304.99
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Chateau Phelan Segur Saint Estephe 750 ML, 12 Units Per Case, Current Vintage	\$364.04	\$48.99
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Connetable Talbot 750 ML, 12 Units Per Case, Current Vintage	\$244.04	\$33.99
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Sarget De Gruaud Larose 750 ML, 12 Units Per Case, Current Vintage	\$212.84	\$29.99
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Red Newt Cellars, Inc.

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Red Newt Cellars Cabernet Franc Finger Lakes 750 ML, 12 Units Per Case, Current Vintage	\$150.44	\$20.99

Red Newt Cellars Red EFT Finger Lakes NV 750 ML, 12 Units Per Case	\$88.52	\$12.99
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Red Newt Cellars Riesling Bullhorn Creek Vineyard Finger Lakes 750 ML, 12 Units Per Case, Current Vintage	\$150.44	\$20.99
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Regal Wine Imports, Inc.

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Collelcto Brunello di Montalcino 750 ML, 12 Units Per Case, 2008	\$296.00	\$39.99

La Rasina Brunello di Montalcino 750 ML, 12 Units Per Case, 2008	\$296.00	\$39.99
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Southern Wine and Spirits of PA

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Alfredo Prunotto Barbera d'Asti Fiulot 750 ML, 12 Units Per Case, Current Vintage	\$111.96	\$15.99

Antinori Chianti Classico Riserva Badia a Passignano 750 ML, 6 Units Per Case, 2008	\$187.62	\$49.99
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Argyle Nuthouse Pinot Noir Willamette Valley 750 ML, 6 Units Per Case, Current Vintage	\$187.63	\$49.99
Castello della Sala Chardonnay Bramito del Cervo Umbria IGT 750 ML, 6 Units Per Case, Current Vintage	\$75.30	\$20.99
Col Solare Red Blend 750 ML, 6 Units Per Case, 2008	\$276.54	\$72.99
La Braccasca Rosso di Montepulciano Sabazio 750 ML, 12 Units Per Case, Current Vintage	\$111.96	\$15.99
La Braccasca Syrah Cortona Achelo 750 ML, 12 Units Per Case, Current Vintage	\$142.92	\$19.99
La Braccasca Syrah Cortona Bramasole 750 ML, 6 Units Per Case, 2008	\$176.04	\$46.99
La Braccasca Vino Nobile di Montepulciano 750 ML, 12 Units Per Case, Current Vintage	\$181.56	\$24.99
Lamole di Lamole Chianti Classico Riserva Vigneto di Campolungo 750 ML, 6 Units Per Case, 2008	\$129.56	\$34.99
Nickel and Nickel Winery C. C. Ranch Cabernet Sauvignon Rutherford 750 ML, 6 Units Per Case, Current Vintage	\$381.25	\$99.99
Nickel and Nickel Winery Cabernet Sauvignon Branding Iron Vineyard 750 ML, 6 Units Per Case, Current Vintage	\$381.25	\$99.99
Nickel and Nickel Winery Cabernet Sauvignon Hayne Vineyard 750 ML, 6 Units Per Case, Current Vintage	\$381.25	\$99.99
Nickel and Nickel Winery Cabernet Sauvignon Oakville Sullenger Vineyard 750 ML, 6 Units Per Case, Current Vintage	\$381.25	\$99.99
Nickel and Nickel Winery Rock Cairn Cabernet Sauvignon Oakville 750 ML, 6 Units Per Case, Current Vintage	\$381.25	\$99.99
Nickel and Nickel Winery State Ranch Cabernet Sauvignon Yountville 750 ML, 6 Units Per Case, Current Vintage	\$381.25	\$99.99

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Nickel and Nickel Winery Tench Cabernet Sauvignon Oakville 750 ML, 6 Units Per Case, Current Vintage	\$381.25	\$99.99
Prunotto Monferrato Rosso Mompertone 750 ML, 12 Units Per Case, Current Vintage	\$142.92	\$19.99
Prunotto Nebbiolo Barbaresco 750 ML, 12 Units Per Case, Current Vintage	\$313.20	\$41.99
Tenuta Guado al Tasso Vermentino Bolgheri 750 ML, 6 Units Per Case, Current Vintage	\$94.68	\$25.99
The Prisoner Red Wine Napa Valley 1.5 L, 6 Units Per Case, Current Vintage	\$360.97	\$94.99
The Prisoner Red Wine Napa Valley 3 L, 1 Unit Per Case, Current Vintage	\$184.80	\$259.99
The Prisoner Red Wine Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$297.79	\$39.99
Warre Porto Vintage 750 ML, 6 Units Per Case, Current Vintage	\$276.73	\$72.99
Warre Porto Vintage 375 ML, 12 Units Per Case, Current Vintage	\$284.11	\$37.99
<u>Vine St. Imports</u>		
Orin Swift Abstract Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$233.76	\$31.99
<u>Vintage Imports</u>		
<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Cade Winery Cuvee Cabernet Sauvignon Napa Valley 750 ML, 12 Units Per Case, Current Vintage	460.27	\$60.99
Plumpjack Cabernet Sauvignon Napa Valley Reserve 750 ML, 6 Units Per Case, Current Vintage	1204.21	\$279.99

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Plumpjack Chardonnay Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$398.23	\$52.99
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Plumpjack Merlot Napa Valley 750 ML, 12 Units Per Case, Current Vintage	\$452.59	\$59.99
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Winebow

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Allegrini Amarone della Valpolicella Classico	\$567.76	\$74.99

Bisceglia Aglianico del Vulture Terra di Vulcano 750 ML, 12 Units Per Case, Current Vintage	\$96.44	\$13.99
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Ravines Meritage Finger Lakes 750 ML, 12 Units Per Case, Current Vintage	\$197.12	\$26.99
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Zardetto Prosecco Brut Organic NV 750 ML, 12 Units Per Case	\$135.20	\$18.99
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The Wine Merchant

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Marilyn Merlot 750 ML, 12 Units Per Case, Current Vintage	\$196.99	\$26.99

Paul Hobbs Beckstoffer Las Piedras Cabernet Sauvignon Saint Helena 750 ML, 6 Units Per Case, Current Vintage	\$662.65	\$161.99
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Paul Hobbs Beckstoffer to Kalon Cabernet Sauvignon Oakville 750 ML, 6 Units Per Case, Current Vintage	\$1,037.95	\$243.99
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**5. Luxury Special Price Reduction Effective 10/21/13**

<u>Brand Name</u>	<u>Special Price</u>	<u>Customer Savings</u>	<u>Size</u>	<u>Code</u>
Hazy Blur Shiraz Adelaide 2005	\$18.99	\$10.00	750 ML	27947
Hazy Blur McLaren Vale Shiraz Australia 2005	\$26.99	\$10.00	750 ML	28004
Hazy Blur Baroota Shiraz Southern Flinders Range Australia 2005	\$23.99	\$10.00	750 ML	28391

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**6. Luxury One Time Buy Cost and Retail Increases**  
**Costs effective 10/16/13; Retails effective 11/18/13**

Beaux Freres

<u>Code</u>	<u>Brand Name, Size, and Vintage</u>	<u>Proposed Cost</u>	<u>Proposed Retail</u>
14712	Beaux Freres Pinot Noir Beaux Freres Vineyard 750 ML, 6 Units Per Case	\$294.79	\$78.99

Capital Wine & Spirits

<u>Code</u>	<u>Brand Name, Size, and Vintage</u>	<u>Proposed Cost</u>	<u>Proposed Retail</u>
10019	Domaine Pinnacle Apple Ice Wine NV 375ML, 12 Units Per Case	\$222.00	\$29.99

**7. Online Exclusive Items – Recommended Approvals**

BRAND DESCRIPTION

<u>Brand Name, Size, and Vintage</u>	<u>Proposed Cost</u>	<u>Proposed Retail</u>
<u>Regal Wine Imports, Inc</u> Boutinot Seguret Cotes du Rhone Villages 2009 750 ML, 6 Units per case	\$79.00	\$22.99
Boutinot Cotes du Rhone Villages 2010 750 ML, 6 units per case	\$63.00	\$18.99
Christian Vergier Morgan de Tanay Beaujolais 2011 750 ML, 12 Units per case	\$128.00	\$18.99
Christian Vergier Eros Maco Villages 2012 750 ML, 12 units per case	\$128.00	\$18.99
<u>Keystone State Wine &amp; Spirits LLC</u> Charbay S Hop Flavored Whiskey No 211A 750 ML, 6 units per case	\$435.60	\$112.99
Prevu Sparkling Liqueur 750 ML, 6 units per case	\$107.40	\$29.99
<u>Vivino Selections</u> Fattoria La Lecciaia Brunello di Montalcino 2007 750 ML, 12Units per case	\$351.84	\$46.99
Raventos De La Finca Conca 2009 750 ML, 6 units per case	\$129.48	\$34.99
Porcas Junior Port 2009 750 ML, 6 units per case	\$264.00	\$69.99

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THE WINE MERCHANT, LTD

Elvio Cogno Dolcetto d'Alba Mandorlo 2011 750 ML, 12 units per case	\$88.56	\$13.49
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**8. Online Cost and Retail Increases—October, 2013**

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
	<u>Keystone State Wine &amp; Spirits, LLC</u>	Cost	Retail	Cost	Retail
31806	Fruit Lab Hibiscus Organic Liqueur 750 ml 6 units per case	\$57.00	\$30.99	\$114.00	\$31.99
	Cost Per Unit:		\$19.00		\$19.00
	Increase in cost and retail Pack Change from 3 to 6				

<u>CODE</u>	<u>BRAND NAME AND SIZE</u>	<u>PRESENT</u>		<u>PROPOSED</u>	
	<u>Keystone State Wine &amp; Spirits, LLC</u>	Cost	Retail	Cost	Retail
31807	Charbay R5 Hop Flavored Whiskey No 511A	\$241.80	\$63.99	\$276.90	\$73.99
	Cost Per Unit:		\$40.30		\$46.15
	Increase in cost and retail				

EFFECTIVE DATES: The proposed cost will become effective when current inventory is sold out.

**9. Online Special Price Reductions –Flash Sale Whisky Fest October 2013**

Code	Regular Retail	Special Retail	Customer Savings	Size	Brand Description
31380	35.99	25.99	10.00	750 mL	EH Taylor Jr Small Batch Bourbon
31654	99.99	69.99	30.00	750 mL	Woodford Reserve M C Four Wood Bourbon

Bureau of Product Selection-Monthly Special Price Reductions One Day Flash Sale October 24, 2013

**10. Chairman’s Selection Items—Recommended Approvals**

8 Vini, Inc.

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Secoli Amarone della Valpolicella 2010 750 ML, 12 Units Per Case	\$191.96	\$27.99

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Duncan Peak Reserve Cabernet Sauvignon 2012 750 ML, 12 Units Per Case	\$137.76	\$19.99
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Majestic Wine & Spirits USA

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Clos LaChance Merlot 2009 750 ML, 12 Units Per Case	\$57.67	\$8.99

Winebow Inc

<u>Brand Name, Size, and Vintage</u>	<u>Cost</u>	<u>Retail</u>
Coopers Creek Sauvignon Blanc Marlborough 2013 750 ML, 12 Units Per Case	\$80.96	\$11.99

**11. Chairman's Selection Items - Price Reduction**

<u>Code</u>	<u>Brand Name</u>	<u>Size</u>	<u>Present Retail</u>	<u>Proposed Retail Effective 10/21/2013</u>
32683	Bosco dei Cirmioli Vino Spumante Moscato NV	750ML	\$9.99	\$5.99
32135	Morey-Blanc St Aubin 1er Cru 2006	750ML	\$29.99	\$17.99
32297	Casa Gualda Seleccion Cincuenta Anniversario 2008	750ML	\$12.99	\$9.99
32298	Casa Gualda Seleccion 2008	750ML	\$12.99	\$7.99
32319	Ernst Bretz Riesling Eiswein Becholsheimer 07	750ML	\$16.99	\$12.99
32338	Bodega Murtia Carmine Monastrell 2008	750ML	\$15.99	\$9.99
32376	Guenoc Port 2007	750ML	\$14.99	\$8.99
32379	Tenuta dei Pianali Coronato Bolgheri 2006	750ML	\$34.99	\$21.99
32385	Kenwood Chardonnay 2010	750ML	\$9.99	\$5.99
32386	Grans Fassian Trittenheimer Apotheke Riesling Spatlese 2007	750ML	\$24.99	\$14.99
32391	Vignerons de Caractere Vacqueyras Les Hauts du Castellas 2009	750ML	\$17.99	\$10.99
32392	Eric et Joel Durand St Joseph Les Coteaux 09	750ML	\$24.99	\$15.99
32405	Carmen Grifoll Declara Tossals 06	750ML	\$19.99	\$11.99
32410	Carini Furzivu Munti Sucu 2005	750ML	\$24.99	\$15.99
32412	Vigneti Massa Barbera Cru Monleale 2006	750ML	\$15.99	\$9.99
32414	Maculan Dindarello IGT 2010	750ML	\$9.99	\$6.99
32416	Xtant Red Napa 2005	750ML	\$37.99	\$23.99
32461	Makara Sauvignon Blanc 2011	750ML	\$11.99	\$6.99

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32484	Santerra Cellars White 2009	750ML	\$6.99	\$4.99
32506	Penley Cabernet Sauvignon Phoenix 2010	750ML	\$12.99	\$7.99
32516	Medlock Ames Red 2006	750ML	\$19.99	\$11.99
32520	Atlas Peak Cabernet Sauvignon Spring Mtn 2006	750ML	\$37.99	\$23.99
32527	Domaine de TriennesSainte Fleur 2009	750ML	\$12.99	\$7.99
32531	Enrico Serafino Moscato D Asti 2009	750ML	\$9.99	\$5.99
32533	Erasmus Red 2006	750ML	\$12.99	\$7.99

**Motion Made:** Board Member Marcus

**Seconded:** Chairman Brion

**Board Decision:** Unanimously approved (2-0 vote) all Bureau of Product Selection/Marketing Actions.

**FINANCIAL REPORT** – No report.

**OTHER ISSUES**

**CITIZEN COMMENT/BUSINESS FROM THE FLOOR**

**NEXT BOARD MEETING**

**The next meeting of the PLCB will be a formal meeting on Wednesday, November 6, 2013 beginning at 11:00 A.M. Prior to the public meeting, there will be an Executive Session to discuss matters of personnel and to engage in non-deliberative informational discussions regarding actions and matters which have been approved at previous public meetings.**

**ADJOURNMENT**

On a motion by Board Member Marcus, seconded by Chairman Brion, the meeting was adjourned.

The foregoing actions are hereby officially approved.

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Chairman

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Member

ATTEST

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Secretary