



WYOMING DEPARTMENT OF REVENUE LIQUOR DIVISION POLICY & PROCEDURE

3/2010

FLOOR STOCK ADJUSTMENT

The purpose of a floor stock adjustment is to allow the FOB price decrease (from the vendor) to take effect on the selling side with the next price list rather than waiting another price list or two. Without a floor stock adjustment letter from the vendor, lower FOB prices are not passed on until WLD is shipping inventory purchased at the lower FOB cost.

The following standard will apply to any Floor Stock Adjustment offered on listed products:

The floor stock adjustment letter must be submitted with the Standard Quotation and Specification Form (deadline is 60 days prior to each price list; Feb 1, May 1, Aug 1 and Nov 1).

Required Format – Letter format (spreadsheet not acceptable)

- **NABCA code #**
- **Size**
- **Product description**
- **Old FOB cost**
- **New FOB cost**
- **FOB \$ difference per case**
- **Date floor stock adjustment is effective (Ex. Effective on all inventory as of April 30, 2010) - to lower the price on both the purchasing and selling sides May 1, 2010**