

August 27, 2013

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Charity Garner  
Polling Specialist  
Arrowhead Promotion & Fulfillment Co.

**RE: Dewaristas Finale Sweepstakes**

Dear Ms. Garner:

ISSUE: This correspondence is in response to your e-mail of August 22, 2013, wherein you request approval to run a sweepstakes promotion in Pennsylvania sponsored by Bacardi U.S.A, Inc.

According to the official rules you provided, the “Dewaristas Finale Sweepstakes” promotion is scheduled to run between August 21 and September 6, 2013. Consumers may enter the sweepstakes by visiting [www.dewars.com/dewaristas](http://www.dewars.com/dewaristas) and following the instructions for entry. On or about September 9, 2013, three (3) winners will randomly be selected. The first prize package is a trip for two (2) to Miami, Florida, to see Juanes in concert, including round-trip airfare, hotel accommodations for two (2) nights, ground transportation, and five hundred dollars (\$500.00) in spending money. The second prize is a guitar autographed by Juanes with an approximate retail value (“ARV”) of one hundred twenty-five dollars (\$125.00). The third prize is a Dewar’s branded merchandise package with an ARV of fifty dollars (\$50.00). The sweepstakes is limited to legal residents of the United States twenty-one (21) years of age or older, and no purchase is necessary to enter.

OPINION: Section 5.32(h) of the Pennsylvania Liquor Control Board’s (“Board”) Regulations states that a manufacturer or licensee may sponsor sweepstakes promotions subject to the following conditions:

- i. No purchase is necessary to enter.
- ii. Entrants shall be twenty-one (21) years of age or older.

- iii. Retail licensed premises may only be involved as pick-up or drop-off points for entry forms and not for the conducting of drawings or the awarding of prizes.
- iv. Alcoholic beverages may not be part of the prize.

[40 Pa. Code § 5.32(h)].

This office has reviewed the promotion as described in the official rules and determined that it comports with applicable liquor laws and regulations, specifically section 493(24)(i) of the Liquor Code and section 5.32(h) of the Board's Regulations [47 P.S. § 4-493(24)(i); 40 Pa. Code § 5.32(h)].

Therefore, it would be permissible to conduct this promotion in the Commonwealth in reference to the areas checked below:

- retail licensed premises.
- distributor licensed premises.
- both retail and distributor licensed premises.
- the Board's wine and spirit stores, subject to approval of the Bureau of Product Selection.
- other – Internet, text messaging.

While you do not indicate any intention to utilize point-of-sale ("POS") material to support the sweepstakes, please be advised that prior approval of malt or brewed beverages POS material and retail licensed premises POS material is no longer required. However, the requirement for prior approval of POS material intended for use in the Board's wine and spirits stores from the Bureau of Product Selection remains. The total cost of all POS advertising material relating to any one (1) brand of any one (1) manufacturer at any one (1) time may not exceed three hundred dollars (\$300.00) on a retail licensed premises. [47 P.S. § 4-493(20)(i)].

THIS OPINION APPLIES ONLY TO THE FACTUAL SITUATION DESCRIBED HEREIN AND DOES NOT INSULATE THE LICENSEE OR OTHERS FROM CONSEQUENCES OF CONDUCT OCCURRING PRIOR TO ITS ISSUANCE. THE PROPRIETY OF THE PROPOSED CONDUCT HAS BEEN ADDRESSED ONLY UNDER THE LIQUOR CODE AND

REGULATIONS. THE LAWS AND POLICIES ON WHICH THIS OPINION IS BASED ARE SUBJECT TO CHANGE BY THE LEGISLATURE OR THE PENNSYLVANIA LIQUOR CONTROL BOARD.

Very truly yours,

FAITH S. DIEHL  
CHIEF COUNSEL

cc: Pennsylvania State Police,  
Bureau of Liquor Control Enforcement  
James Short, Director of Marketing  
Timothy Fringer, Bureau of Product Selection  
Michelle Bonsick, Bureau of Marketing Communications,  
Branding & Design

LCB Advisory Opinion No. 13-397