

January 27, 2017

David Romine  
Alcohol Beverage Specialist  
357 Castleton View Road  
Castleton, VA 22716  
**VIA E-MAIL**

**RE: Folio Escalating Mail-In Rebate Offer**

Dear Mr. Romine:

ISSUE: This correspondence is in response to your e-mail dated January 10, 2017, wherein you request approval to conduct an escalating mail-in rebate promotion in Pennsylvania.

According to the sample rebate coupon you provided, the promotion offers consumers an escalating rebate on purchases of any 750ml bottle of Oberon wine. Through the promotion, consumers can save \$1.00 by mail on the purchase of one bottle of Oberon wine, \$5.00 by mail on the purchase of three bottles of Oberon wine, or \$12.00 by mail on the purchase of six bottles of Oberon wine. To redeem the rebate, consumers must mail the completed mail-in rebate offer form, along with the original register receipt with the wine purchases circled, to the address specified on the form. The rebate is only available to adults who are at least twenty-one years of age at the time of purchase. The offer expires on May 31, 2017.

OPINION: This office has reviewed the proposed rebate offer and has determined that it comports with applicable liquor laws and regulations, specifically subsection 493(24)(i) of the Liquor Code, 47 P.S. § 4-493(24)(i), and is acceptable for use in this Commonwealth.

Therefore, it would be permissible to conduct the proposed rebate promotions in the Commonwealth in reference to the area checked below:

- retail licensed premises.
- distributor licensed premises.

- both retail and distributor licensed premises.
- the PLCB's wine and spirits stores, subject to approval of the Bureau of Product Selection (POS only).
- other – Internet, text messaging.

Please be advised that prior approval of malt or brewed beverages point of sale ("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 PLCB's wine and spirits stores from the Bureau of Product Selection remains. The total cost of all POS advertising materials relating to any one brand of any one manufacturer at any one time may not exceed \$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.

Sincerely,



RODRIGO J. DIAZ  
CHIEF COUNSEL

cc: Pennsylvania State Police, Bureau of Liquor Control Enforcement  
Dale Horst, Director of Marketing and Merchandising  
Stacy Kriedeman, Director, Marketing Communications  
Joseph Puhalla, Director, Bureau of Product Selection