



March 17, 2006

To all suppliers of products marketed by the SAQ

Subject: Call for Tenders for regular products

Dear Madam,
Dear Sir,

The SAQ would like to inform you that it is seeking proposals for regular products in accordance with the *List of Specific Needs by Category – June 2006 Analysis Period – Regular Products*, which is available online.

The SAQ will accept proposals starting **Monday, April 3, 2006, at 11:00 a.m. (local time in Montréal).**

Please note that the starting date for receiving proposals has been postponed, as requested by the A.Q.A.V.B.S., due to the *Salon des vins et spiritueux de Montréal* trade show.

The deadline for receiving complete proposals (form, cheque, and sample) is **April 27, 2006**. All proposals must be submitted on the prescribed form, duly completed as per the instructions in the *Guide for submitting a product*, and must be received before the deadline.

Proposals will be considered in the order in which they are received. Only the first 100 proposals that meet the criteria specified in the abovementioned “*List*” will be considered in terms of meeting the needs in those categories.

The SAQ would also like to inform you that it will receive all other proposals for regular products within the same timeframe, subject to the same procedure as mentioned above. However, in this case, only the first 300 proposals for categories other than those specified in said “*List*” will be considered for the purpose of revitalizing the SAQ’s regular product line.

For information on how to prepare your proposal, please read the following publications, which are available at www.saq-b2b.com:

- The *List of Specific Needs by Category – June 2006 Analysis Period – Regular Products*,
- The new version of the *Alcoholic Product Submission Form*,
- The updated *Guide for submitting a product*,

For more information, please contact the **Service d’Assistance aux Relations d’Affaires (SARA)** (Business Relations Assistance Department) by e-mail, at sara@saq.qc.ca, or by phone, at (514) 254-2711.

Sincerely,

Nathalie Carrière

Nathalie Carrière
Director – Administration and Processes
Marketing and Merchandising Division