



Information Bulletin

Speciality Products

To all agents and suppliers

Reordering workshops

During the Fall of 2008, the *Société des alcools du Québec*, working in partnership with certain members of the industry, held workshops pertaining to the reordering of Speciality products. The purpose of these workshops was to optimize the process of replenishing stocks of Speciality products, in anticipation of the new Web-based tools used by the SAQ.

To date, the major principles have been established. Those who are responsible for this initiative must now take the time to reflect and gather all of the information they received during these workshops in order to draft an action plan.

We will contact you again early in 2009 with more detailed information concerning this topic. Until then, the current list of continuously supplied products will remain in effect.

Renewal of products ordered directly by mutual agreement

In response to several questions received from the industry, we agreed to establish a new benchmark for replenishing stocks of Speciality products ordered directly by mutual agreement.

From now on, it will be possible to renew a product that was ordered directly by an mutual agreement if it meets the following criteria:

- The product satisfies the definition of a Speciality product
- AND**
- The product demonstrates outstanding sales performance

For example, some of the Speciality products that are presented in *Cellier* may be renewed.

For more information, please contact the
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