



Information Bulletin

To all agents and suppliers

Important Information

The Société des alcools du Québec has just updated its *Purchasing and Merchandising Policy*. Moreover, the Call for Tenders *C10PL3 – October 2010 – Regular Products* will be online soon.

With reference to these two documents, we inform you that:

- **Purchasing and Merchandising Policy**
 - **Product Substitution (addition to the clause 4.6)**

For unsold inventory of the product substituted on the date of acceptance of its substitution, the supplier must pay an amount representing twenty-five percent (25 %) of their purchase price. The SAQ may deduct this amount from any amount that is payable to the supplier.

- **Call for Tenders**
 - **Selection criteria**

In order to comply with the orientations and the various initiatives taken by the company in the field of sustainable development, in particular for lightweight glass, our selection criteria must be evolutionary.

In this purpose, a greater importance will be attached to the weight of the containers in the Sustainable development section of the SAQ's selection criteria.

This commitment will allow the SAQ to reduce, together with its business partners, its impact on the environment.

- **Financial performance**

Only the sales target (\$) and the promotional budget (\$) for the first year will be considered. For the second year, these elements are requested for information only.

For more information, please contact our
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