



Information Bulletin

Call for tenders for Regular Products
October 2007 analysis period

To all agents and suppliers

The Société des alcools du Québec is pleased to invite you to submit your regular products tenders for the October 2007 analysis period.

General Information – Submitting proposals

Submission	<p>Starting June 29, you may submit your regular product tender directly online through the web portal you are subscribed to, under the tab "Call for tenders"</p> <p>To generate an <i>Alcoholic Product Submission Form</i>, go to the end of the Call for tenders description and click on the "Add an offer". In order to accelerate your operations, you can also use the function "Add an offer from an existing offer".</p> <p>Be careful to fill in all requested information in the cells and to proceed to the online payment of your file-opening fees by credit card.</p>				
Specific needs	<p>Although all proposals (all categories and all formats) will be analyzed, the SAQ has identified some specific needs in the Call for tenders "Regular Products – October 2007", which is available online under the tab "Call for tenders".</p> <p>Preference will be given to proposals that meet these specific needs.</p>				
SAQ Dépôt	<p>If you want your tender being considered by the SAQ Dépôt, it is requested to indicate the authorized discount in the <i>Supplier's price</i> section from the <i>Product and Offer</i> tab of the <i>Alcoholic Product Submission Form</i>.</p>				
Period	<table><tr><td>Starting date for tenders:</td><td>Friday, June 29, 2007 10:00 a.m. local time in Montréal</td></tr><tr><td>Deadline for receiving tenders:</td><td>Thursday, July 26, 2007 11:59 p.m. local time in Montréal</td></tr></table>	Starting date for tenders:	Friday, June 29, 2007 10:00 a.m. local time in Montréal	Deadline for receiving tenders:	Thursday, July 26, 2007 11:59 p.m. local time in Montréal
Starting date for tenders:	Friday, June 29, 2007 10:00 a.m. local time in Montréal				
Deadline for receiving tenders:	Thursday, July 26, 2007 11:59 p.m. local time in Montréal				
Number of proposals considered	<p>All proposals that are received before the deadline will be considered.</p>				
Number of products selected	<p>In order to achieve the number of regular products registered to its general listing to 1 200, and considering the few product withdrawal possibilities in line with the actual effective quotas, the SAQ has to limit his selection to only 20 products for this call for tenders.</p> <p>Among those 20 products, the SAQ wishes to meet the specific needs described in the call for tenders on the web.</p>				
Answer	<p>The SAQ will send a pre-selection answer in August. Only then, if your product has been pre-selected, you will be asked to send your product samples.</p>				

For guidance with respect to submitting your product proposal, consult the *Regular Product Submission Guide*, available on our web portal, under the Policy and Standards tab, under the section New Product, Regular Product – additional information.



Information Bulletin

Call for tenders for Regular Products
October 2007 analysis period

To all agents and suppliers

Online submission – How to proceed

- To submit a regular product proposal, you must **have a subscription on www.saq-b2b.com or on www.globalwinespirits.com**. To get a subscription, a **free procedure** is now available under the tab “Subscribe”.
- **Do not send samples** to the laboratory during the offer submission stage. The SAQ will ask for samples later if the proposed product is chosen during pre-selection.
- File-opening fees must be **paid online by credit card**. Cheques will not be accepted.
- **Only the online form** will be accepted for this regular products call for tenders.

Pre-selection and tasting

Taking into account the anticipated high number of tenders for this call for tenders and the SAQ's goal of introducing a maximum of 20 products, we will conduct a pre-selection of tenders, in accordance with the following principles:

1. The regular products tenders will be initially analyzed using the criteria of reputation and financial performance potential. For details concerning the elements taken into account and the weighting granted to each criterion, please consult the documents entitled *Selection Process for Proposed Products – Selection Criteria and Application Procedures* (Section 4.4), which are available on the *Policy and Standards* page of the www.saq-b2b.com web portal.
2. Only those tenders that are deemed to be the most interesting will be tasted as part of the analysis based on the quality/price ratio criteria.
3. The volume of market share and sales trends for the category will be used to establish the number of products submitted for tasting. This division will be carried out for every category for which we received tenders.
4. A minimum of three (3) tenders will be tasted in each category for which tenders will be received.
5. If fewer than three (3) tenders will be received in a given category, all tenders in this category that obtained a pre-selection score higher than a minimum score established according to all the received offers, will be tasted.
6. All of the tenders that meet the specific needs that were announced by the SAQ and that obtained at least the minimum pre selection score will be tasted, regardless of the division by category.
7. We would like to assure you that our product selection teams will examine every proposal carefully. Thus, the human input into this file will serve to optimize the precision and accuracy of the final ranking of the proposals.

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