

HEARING

Planning of selection

Purchase plan

The timetable for publishing the Purchase plans of the specialties:

Tenders	Listing of products
June - July 2019	January - April 2020
November 2019	May - August 2020
March 2020	September - December 2020

Alko is renewing its purchase plan process for year 2020. The timetable is indicative.

Specialties

Added: More information on smaller specialties and instructions for offering are published on Alko's webpages at alko.fi/forsuppliers. The purchase method of traditional Bordeaux 'en primeurs' is a part of the smaller specialties.

Product searches and offering procedure

Participation in product searches

Giving price information on the offer

Text is specified: The purchase price for a multi-pack should be in line with a single bottle or a can.

Providing samples

Text is specified: All samples needs to contain all the required package markings that are specified in the search criteria.

Trading conditions

Changes to listed products

Changes to price and to mode of delivery

Price list periods:

Price list period	Change to be notified by
2 October 2019 to 3 February 2020	1 August 2019
4 February 2020 to 1 June 2020	1 December 2019
2 June 2020 to 5 October 2020	1 April 2020

Added: When informing a price for a multi-pack notice that a price for a single bottle or a can need to be changed in line with the multi-pack. Alko has a right to order the cheapest variant.



Changes in products

Added: If a plastic bottle or a can is changed from a non-recyclable product to a product which is part of the recycling system, the change request need to be done always with the offer form.

Annex 9 – Dolly pallets (updated requirements)

All below instructions and requirements concern also minidollies. In those parts where the instructions are divergent between dolly pallets and minidollies, it is mentioned separately.

When supplied on dolly pallets, the minimum bottle size for products other than brewery products is 50 cl. The maximum height of a dolly pallet is 138 cm. The design of a dolly pallet (spacers, base) must be neutral and it may not contain any advertising. The edges of spacers (cardboard, plastic) must be coloured in accordance with the colour world of Alko shops.

All-year products in the dolly pallets

Product sales are reviewed two (2) times (earlier 4 times) a year according to the below timetable*. The review uses the sales data from the last 12 complete months. The required quantity for a product to be supplied on a dolly pallet is 200,000 sales units during a running 12-month period and for bag-in-boxes 200,000 litres during a running 12-month period. These figures exclude sales of Alko Online shop.

The supplier has a right to supply a product on a minidolly all-year if the sales without taxes is over 600,000 euros and over 50,000 sales units during a running 12-month period (excluding Alko Online shop sales). The turnover-based requirement does not apply to bag-in-boxes.

Suppliers are notified of products which exceed the requirement and of products that have fallen below the requirement.

	Dolly calendar	Notification to suppliers	Offer deadline	Shop deliveries
All-year products	1st review	week 1-2	week 6	starting week 11
	2nd review	week 27-28	week 33	starting week 38

* The last quarterly review is done in weeks 14-15 when the Listing instructions February 2019 is still valid with an exception of using the new turnover-based requirement for minidollies.

Seasonal dolly pallets for the main products in the general selection

The following guidelines are for the dolly pallets of the main products in the general selection which can be delivered to shops during a limited and specified time of the year. The possible delivery weeks are specified in the timetable below. When offering a seasonal dolly pallet for a main product in the general selection, the supplier can choose a dolly pallet of a minidolly as a delivery variant. It is not possible to offer both for a same product.

Sparkling wine (bottle size 0.75 litres) can be seasonally in supplier-packed dolly pallets when the product has sold more than 200,000 euros without taxes during a running 12-month period in the last all-year review (excluding sales from Alko Online shop).

- 1) for summer season, weeks 14 – 30 and
- 2) for Christmas season, weeks 45 – 52

Red wine (bottle size 0.75 litres – 1.00 litres) can be seasonally in supplier-packed dolly pallets when the product has sold more than 200,000 euros without taxes during a running 12-month period in the last all-year review (excluding sales from Alko Online shop).

- 1) for the last four (earlier two) weeks before Easter and
- 2) for Christmas season, weeks 45 – 51

White wine (bottle size 0.75 litres – 1.00 litres) can be seasonally in supplier-packed dolly pallets when the product has sold more than 200,000 euros without taxes during a running 12-month period in the last all-year review (excluding sales from Alko Online shop).

- 1) for Christmas season, weeks 45 – 51

Rosé wine (bottle size 0.75 litres – 1.00 litres) can be seasonally in supplier-packed dolly pallets when the product has sold more than 200,000 euros without taxes during a running 12-month period in the last all-year review (excluding sales from Alko Online shop).

- 1) for summer season, weeks 14 – 30

	Dolly calendar	Notification to suppliers	Offer deadline	Shop deliveries
Seasonal dollies	Red wine (Easter)	week 1-2	week 6	weeks 15-16 / 2019
	Sparkling wine (Summer)	week 1-2	week 6	weeks 14-30
	Rosé wine (Summer)	week 1-2	week 6	weeks 14-30
	Red wine (Christmas)	week 27-28	week 33	weeks 45-51
	White wine (Christmas)	week 27-28	week 33	weeks 45-51
	Sparkling wine (Christmas)	week 27-28	week 33	weeks 45-52

The supplier always needs to offer to deliver the product also in cases in addition to the dolly pallet. The shop can decide which delivery mode of the product they are using.

Dolly pallets for the seasonal products (no changes)

All seasonal products which have been selected to Alko's selection via seasonal product search can also be delivered on a supplier-packed dolly pallet. These products are e.g. for the summer season, mulled wine and other Christmas season products.

If the seasonal product is transferred into a main product of Alko's general selection after the season, the possibility to deliver the product on a dolly pallet doesn't continue automatically. In this case the product is treated with the same sales requirements for permanent dolly pallets as other main products of the general selection and with the guidelines for seasonal dolly pallets.

The supplier always needs to offer to deliver the product also in cases in addition to the dolly pallet. The shop can decide which delivery mode of the product they are using.