

NON-ALCOHOLIC PRODUCTS FOR SUMMER SEASON

For summer season, tenders are invited for mocktail, non-alcoholic sangria and aromatized tonic water with Alko's own label.

This invitation for tenders concerns the exclusive right for the recipe, the liquid, package and the printing and labeling. The design for the appearance and package markings are provided by Alko. In the planning of the appearance, the chosen producer's production factors will be considered.

We kindly ask for those who are willing to make an offer of a product batch according to the specifications below.

The amount to be purchased:

- **Availability based on the sales 4 June – 31 August 2018**
 - **1st order 10 000 bottles / recipe**
 - **2nd order based on the estimated additional sales**

Labeling:

- Design and content of the label including required package markings will be provided by Alko
- The printing and delivery with labelled product are to be provided by the offeror
- The labels must be printed using four-color printing without special effects

Recipe 1: Mocktail

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|-----------------------|---|
| • Alcohol content: | 0% alcohol by volume |
| • Container: | maximum 0,33 |
| • Country of origin: | country of origin not determined; to be indicated on the offer |
| • Retail price: | the retail price is determined by the offers received |
| • Durability: | At least 9 months |
| • Other requirements: | <ul style="list-style-type: none">– Based on classic cocktail (e.g. Mojito or Bloody Mary) or adaptation of it.– Natural flavors will be advantageous.– Flavors adequate for summer season will be advantageous.– A package that stands out and adequacy in the recycling system will be advantageous. |



Recipe 2: non-alcoholic sangria

- Alcohol content: 0% alcohol by volume
- Container: maximum 0,33
- Country of origin: country of origin not determined; to be indicated on the offer
- Retail price: the retail price is determined by the offers received
- Durability: At least 9 months
- Other requirements:
 - A package that stands out and adequacy in the recycling system will be advantageous

Recipe 3: Tonic water

- Alcohol content: 0% alcohol by volume
- Container: maximum 0,33
- Country of origin: country of origin not determined; to be indicated on the offer
- Retail price: the retail price is determined by the offers received
- Durability: At least 9 months
- Other requirements
 - Nettle or other Finnish ingredient must be used in the production.
 - Ingredients of high quality will be advantageous. This must be indicated on the offer under additional information.
 - A package that stands out and adequacy in the recycling system will be advantageous.

More information about mocktails can be found e.g. from Alko's webpage "Alko mocktailkoulu" (only in Finnish):

https://www.alko.fi/juomaruoka/makujen-maailma#cmp_20161101_131116

The offers must be sent by email to Kasper.kukkonen@alko.fi before 3pm on 2 February 2018.

Following must be clearly explained on the offer:

1. Product information
2. Price, package and delivery information
3. Seller's information
4. Production plant information

- The information concerning the offer are sent using the Excel-form provided by Alko. (Attached to the same webpage as this document on alko.fi/for-suppliers.)
- The offers must be valid till 31 August 2018.

Selection is scheduled as follows:

Offers are processed and samples are requested 5 February 2018 at 3pm at the latest.

- Samples must be delivered to Alko's central warehouse by 16 February at 3pm at the latest
- Samples are evaluated and preliminary purchase decision is made by 21 February 2018
 - The recipes and the prices of the chosen offers may be fine-tuned or amended after the evaluation
- The fine-tuned samples must be delivered to Alko's central warehouse on 2 March 2018 at 3pm at the latest
- Chosen samples are evaluated 5. - 9. March 2018
- Alko confirms / rejects the preliminary purchase decision on 9 March 2018 at 3pm at the latest
- Alko provides the label design with the required package markings on week 14
 - The specific date will be agreed later
- The delivery of the final product takes place 28 May 2018 at the latest.

Questions concerning this invitation for tenders are addressed to the Category Manager Kasper Kukkonen at 12 January at 3pm at the latest.